



# Economic and financial indicators

*(in thousands of Euro)*

	<b>30 September 2019</b>	<b>%*</b>
Revenues from sales	77,858	100.0%
EBITDA	8,243	10.6%
<i>Adjusted</i> EBITDA	987	1.3%
EBIT	(812)	(1.0)%
<i>Adjusted</i> EBIT	(840)	(1.1)%
Pre-tax result	(1,391)	(1.8)%
Group's result for the period	(2,998)	(3.9)%
Net Financial Position	(59,572)	
<i>Adjusted</i> Net Financial Position	9,054	
Shareholders' equity	66,488	
Amortization and depreciation of fixed assets and write-downs	9,385	
Financial absorption (Group net profit, amortization and depreciation, write-downs)	6,387	

• (\*)Percentage impact compared to the total sales revenues

*Adjusted EBITDA is defined as EBITDA net of the effects arising from the adoption of IFRS 16.*

*Adjusted EBIT is defined as EBIT net of the effects arising from the adoption of IFRS 16*

*Adjusted Net Financial Position is defined as the Net Financial Position net of the effects arising from the adoption of IFRS 16,*



# Consolidated Balance Sheet

*(in thousands of Euro)*

**30 September 2019**

Working capital	38,044
Fixed assets	94,732
Non-current provisions and non-financial liabilities	(6,716)
Net invested capital	126,060
Net financial position	(59,572)
Equity attributable to the Group and Minority interests	66,787



# Human Resources

**30 September 2019**

Members of staff

1,165



## Net consolidated revenues by distribution channel

<i>(in thousands of Euro)</i>	<b>Net revenues as at 30 September 2019</b>	<b>%*</b>
Piquadro	38,295	49.2%
The Bridge S.p.A.	14,285	18.3%
Lancel	25,278	32.5%
<b>Total</b>	<b>77,858</b>	<b>100.0%</b>

*(\*)Percentage impact compared to the total sales revenues*



## Net revenues by geographical area

*(in thousands of Euro)*

	<b>Net revenues as at 30 September 2019</b>	<b>%*</b>
Italy	40,833	52.4%
Europe	34,960	44.9%
Rest of the world	2,065	2.7%
<b>Total</b>	<b>77,858</b>	<b>100.0%</b>

*(\*)Percentage impact compared to the total sales revenues*