



## Economic and financial indicators

*(in thousands of Euro)*

|   | <b>31 march 2019</b> | <b>%*</b> |
|---|----------------------|-----------|
| Revenues from sales   | 147,472              | 100.0%    |
| EBITDA  | (828)                | (0.6)%    |
| EBIT  | (4.351)              | (3.0)%    |
| Pre-tax result  | 37,081               | 25.1%     |
| Group's profit for the period   | 34,476               | 23.4%     |
| Net Financial Position  | 25,606               |           |
| Shareholders' equity  | 73,468               |           |
| Amortization and depreciation of fixed assets and write-downs                       | 4,462                |           |
| Financial absorption (Group net profit, amortization and depreciation, write-downs) | 38,938               |           |

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



# Consolidated Balance Sheet

*(in thousands of Euro)*

**31 march 2019**

|   |         |
|---|---------|
| Working capital   | 28,794  |
| Fixed assets  | 25,869  |
| Non-current provisions and non-financial liabilities    | (6,801) |
| Net invested capital                                    | 47,862  |
| Net financial position                                  | 25,606  |
| Equity attributable to the Group and Minority interests | 73,734  |



# Human Resources

**31 march 2019**

Members of staff

1.168



## Net consolidated revenues by distribution channel

*(in thousands of Euro)*

|                   | <b>Net revenues as at</b> | <b>%*</b>     |
|-------------------|---------------------------|---------------|
|                   | <b>31 march 2019</b>      |               |
| Piquadro          | 75,789                    | 51.4%         |
| The Bridge S.p.A. | 25,520                    | 18.0%         |
| Lancel            | 45,163                    | 30.6%         |
| <b>Total</b>      | <b>147,472</b>            | <b>100.0%</b> |

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

*Following the acquisition of Maison Lancel, the top management of the Piquadro Group reviews the Group's economic results for each brand (Piquadro, The Bridge, Lancel) and therefore, from the current year, the information based on IFRS 8 regarding the Group's revenues is provided by brand (Piquadro, The Bridge, Lancel)*



## Net revenues by geographical area

*(in thousands of Euro)*

|                   | <b>Net revenues as at<br/>31 march 2019</b> | <b>%*</b>     |
|-------------------|---|---------------|
| Italy             | 79,554                                      | 53.9%         |
| Europe            | 63,378                                      | 43.0%         |
| Rest of the world | 4,538                                       | 3.1%          |
| <b>Total</b>      | <b>147,472</b>                              | <b>100.0%</b> |

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