



Il futuro ha i nostri colori. Da 100 anni.

# Q1 2021 FILA Group Results



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# Q1 2021 Highlights



- Adjusted Core Business Sales of 141,7mln €, -2,8% (-4,1mln €) on the same period of the previous year (145,8mln € in Q1 2020); +3,1% at comparable FX rates (+4,6mln €), Fine Art + 15,7% and Industrial +14,2% vs Q1 2020;
- Adjusted EBITDA, excluding IFRS 16 impact, of 20,1mln €, +19,6% (+3,3mln €) on the same period of the previous year (16,8mln € in Q1 2020); +21,2% at comparable FX rates (+3,6mln €), mainly related to Europe and North America performance;
- EBITDA margin at 14,2% (11,5% in Q1 2020) due to better operating margin related to the continuous Fine Art growth, to the strong recovery in School&Office sales in Europe and to a better Price/Mix compared to Q1 2020;
- COVID-19 impacts on India and Mexico Sales (-5mln € vs Q1 2020 and -6,5mln € vs Q1 2019) and EBITDA (-2,4mln € vs Q1 2020 and -2,4mln € vs Q1 2019), including FX rates effects;
- Adjusted Net Result of 7,1mln € with a strong improvement vs Q1 2020 (-0,2mln € in Q1 2020);
- Net Bank Debt of 423,2mln € (396,1mln € as at 31 December 2020 and 486,5mln € as at 31 March 2020) with a decrease in last twelve months of 63,3mln € including positive FX effect of approx. 12,9mln €;
- “Free Cash Flow to Equity” at -18,4mln € due to business seasonality impact, better than Q1 2020 (-39mln €).

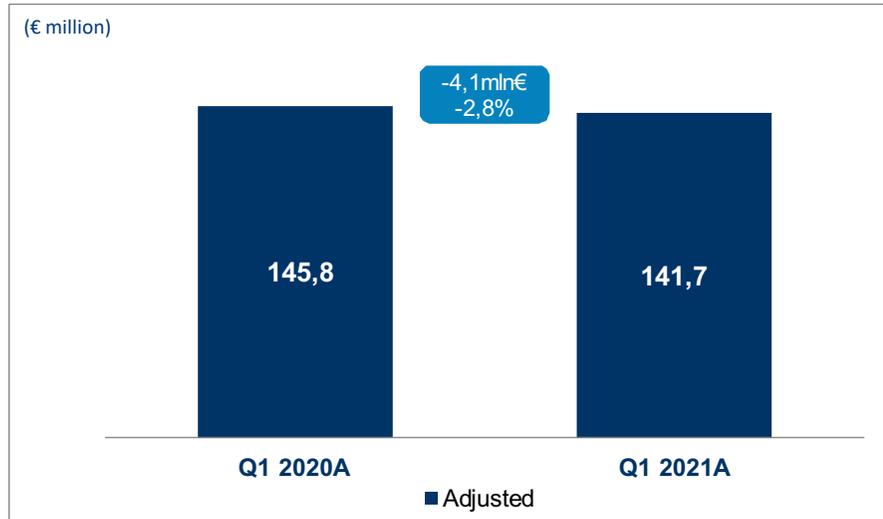
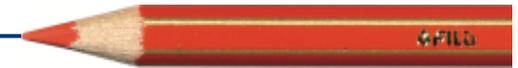
# Q1 2021 Highlights



For a better analysis of Q1 2021 results, hereunder the comparison of the last three years, considering the Covid 19 impacts on FY 2020 ad FY 2021.

(€ million)	Q1 2019A	Q1 2020A	Q1 2021A
<b>Core Business Sales</b>	143,8	145,8	141,7
<b>Ebitda Adjusted (excluded IFRS16)</b>	18,4	16,8	20,1
<i>Ebitda Margin %</i>	12,8%	11,5%	14,2%

# Q1 2021 Core Business Sales



- **Adjusted Core Business Sales of 141,7mln €, - 2,8% on the same period of the previous year; +3,1% (+4,6mln €) at comparable FX rates of which:**
  - By Geographic Area: Europe +8,6mln € (+18,3%), Other Countries +0,1mln € (+20,4%) partially offset by North America -2,7mln € (-3,9%), Asia -1,0mln € (-5,4%), Centre & South America -0,4mln € (-4,2%);
  - By Product line: Fine Art, Hobby & Digital +7,5mln € (+15,7%), Industrial +0,7mln € (+14,2%) partially offset by School & Office -3,6mln € (-3,9%).
  - **0,2mln € adjustment in Q1 2021** due to customer claims for Covid-19 mainly of Dixon Ticonderoga Company (US); **0,1mln € adjustment in Q1 2020** due to customer claims for Covid-19 mainly of Dixon Ticonderoga Company (US).

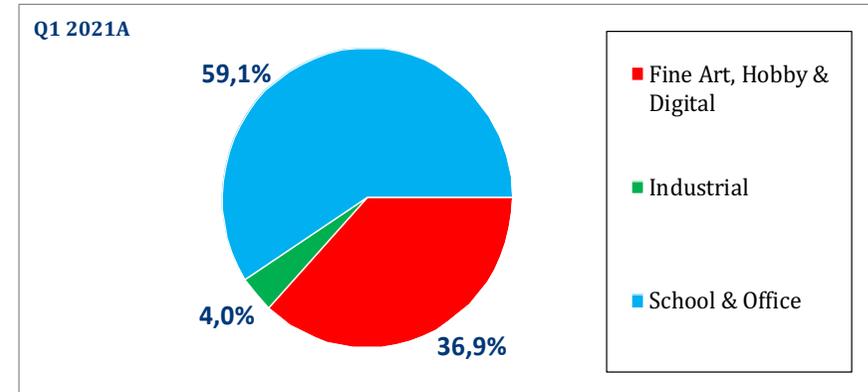
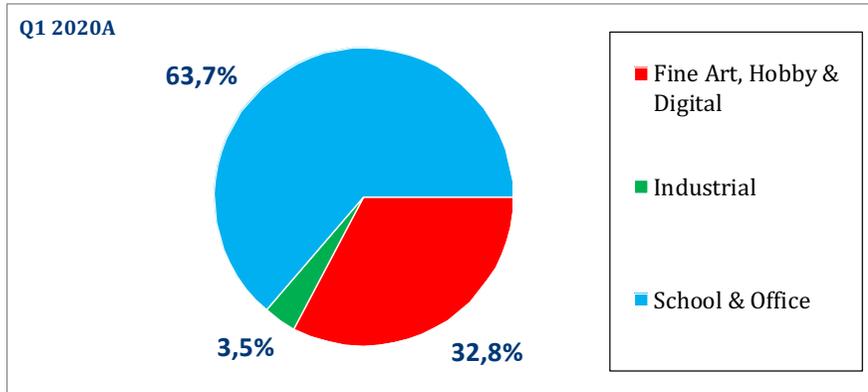
*F.I.L.A.- Arches S.A.S. consolidated in FY 2020 since the month of March.*

(€ million)	Q1 2019A	Q1 2020A	Q1 2021A
Dixon (Mexico)	6,3	5,6	3,9
DOMS Industries PVT Ltd (India)	17,7	16,9	13,6
<b>Total 3rd Parties Sales</b>	<b>24,0</b>	<b>22,5</b>	<b>17,5</b>

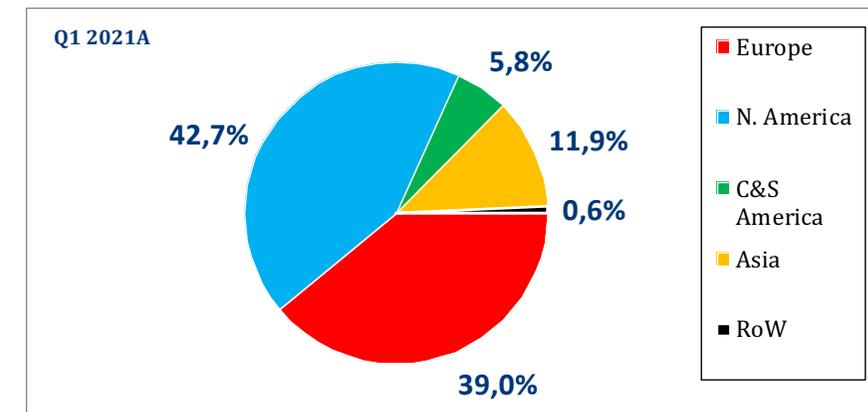
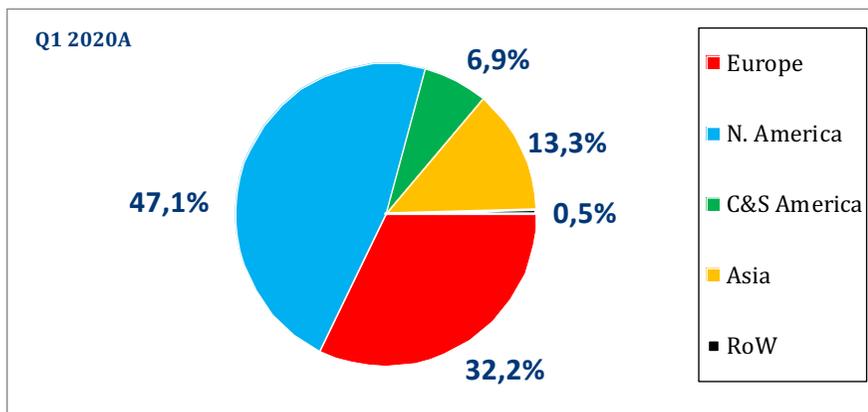
# Q1 2021 Core Business Sales



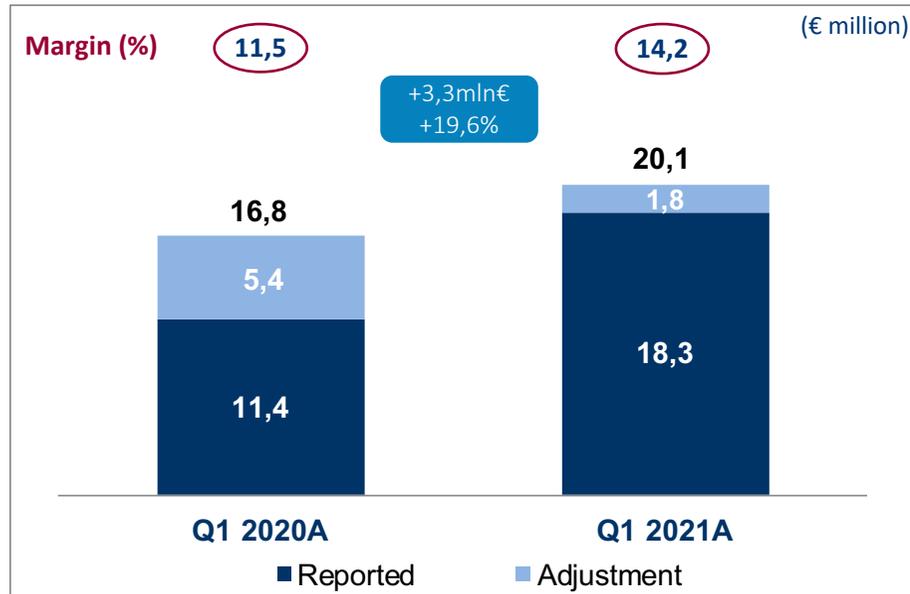
## SALES BY PRODUCT LINE



## SALES BY GEOGRAPHICAL AREA



# Q1 2021 EBITDA Adjusted (Excluded IFRS 16)

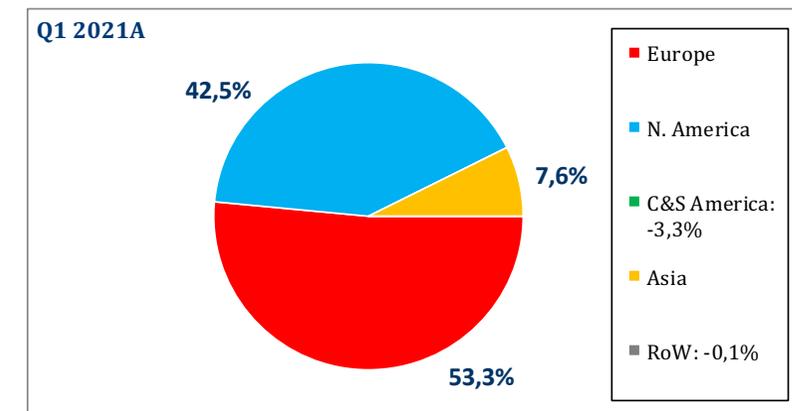
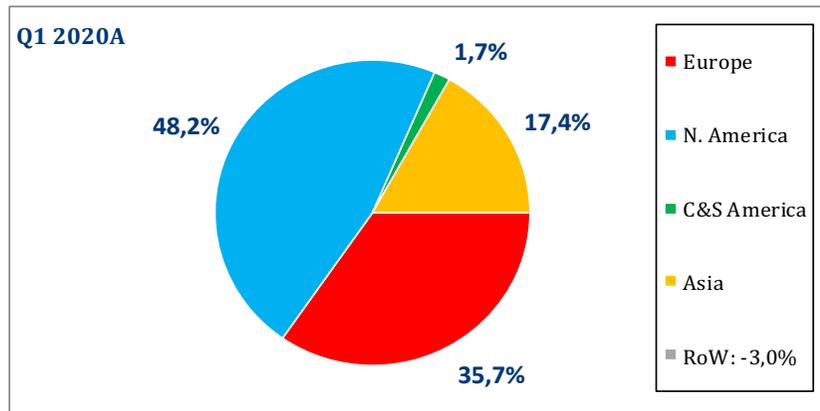


- Adjusted EBITDA, excluding IFRS 16 impact, of 20,1mln €, +19,6% on the same period of the previous year; +21,2% (+3,6mln €) at comparable FX rates;
- 1,8mln € of extraordinary costs in Q1 2021 mainly related to COVID-19 pandemic and reorganization costs; 5,4mln € of extraordinary costs in Q1 2020 mainly due to FILA Arches acquisition and reorganization costs.

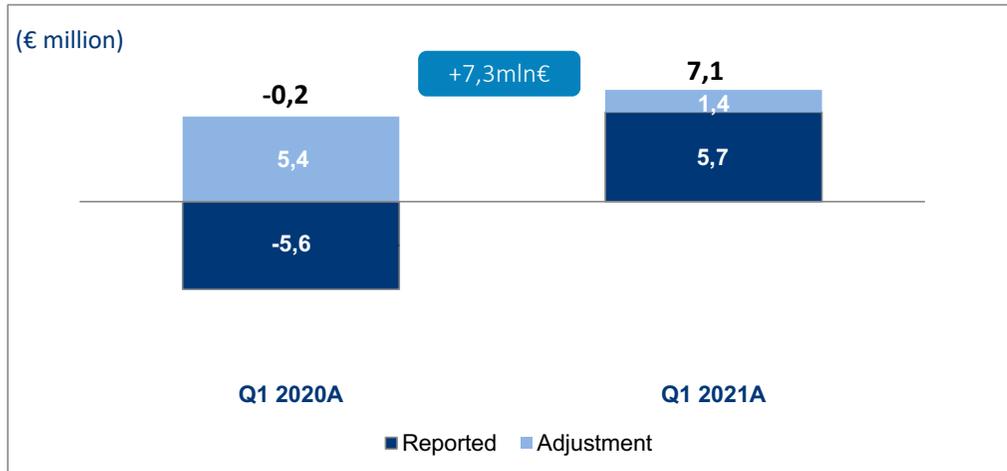
F.I.L.A.- Arches S.A.S. consolidated in FY 2020 since the month of March.

(€ million)	Q1 2019A	Q1 2020A	Q1 2021A
Dixon (Mexico)	0,2	0,8	(0,7)
DOMS Industries PVT Ltd (India)	2,3	1,7	0,8
<b>EBITDA</b>	<b>2,5</b>	<b>2,5</b>	<b>0,1</b>

## ADJUSTED EBITDA BY GEOGRAPHICAL AREA



# Q1 2021 Net Income Adjusted (Excluded IFRS 16)



- **Adjusted Net Income of 7,1mln €, +7,3mln € on Q1 2020 due to the improvement of the Operating and Financial Results;**
- The adjustment of the Group Result in Q1 2021 for 1,4mln € mainly refers to extraordinary operating costs for COVID-19 pandemic impact, net of taxes effects;
- The adjustment of the Group Result in Q1 2020 for 5,4mln € mainly refers to extraordinary operating costs for Arches acquisition and COVID-19 pandemic impact, net of taxes effects.

# Q1 2021 Net Bank Debt and NFP

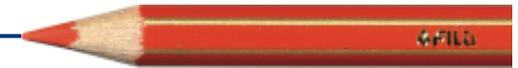


(€ million)	Q1 2020A	2020A	Q1 2021A
Cash and Cash Equivalents	91,4	116,3	82,3
Financial Liabilities	(577,9)	(512,4)	(505,5)
<b>Net Bank Debt</b>	<b>(486,5)</b>	<b>(396,1)</b>	<b>(423,2)</b>
Amortized cost	7,8	6,2	5,7
Financial Receivables	1,1	0,1	0,1
<b>NFP for Covenants</b>	<b>(477,7)</b>	<b>(389,8)</b>	<b>(417,4)</b>
Mark to Market Hedging	(22,8)	(18,8)	(16,8)
IFRS 16	(84,2)	(84,9)	(90,8)
<b>NFP included IFRS 16 and Financial Instruments</b>	<b>(584,6)</b>	<b>(493,5)</b>	<b>(525,0)</b>

- Net Bank Debt decrease of **63,3mln €** in the last twelve months, **50,4mln €** excluding positive FX effect of approx. **12,9mln €**;
- Q1 2021A Net Financial Position increase of **31,5mln €** compared to FY2020 (please refer to page 10 for details).

	Q1 2020A	Q1 2021A
Trade Working Capital	323,8	309,7
Sales Reported Rolling	684,6	603,2
<b>Trade Working Capital/Sales Reported Rolling</b>	<b>47,3%</b>	<b>51,3%</b>

# Q1 2021 Cash Flow Statement



(€ million)		Q1 2020A	Q1 2021A
<b>CASH FLOW</b>			
<b>EXCLUDED IFRS 16</b>	<b>EBIT</b>	2,9	11,0
	Adjustments for non monetary costs	8,6	8,2
	Adjustments for taxes	(1,3)	(1,5)
	<b>Cash-flow from operating activities before changes in NWC</b>	<b>10,1</b>	<b>17,7</b>
	Changes in net working capital	(41,7)	(31,3)
	<b>Operating cash-flow</b>	<b>(31,6)</b>	<b>(13,6)</b>
	Investments in tangible and intangible assets	(3,7)	(2,4)
	<b>Free Cash Flow</b>	<b>(35,2)</b>	<b>(16,0)</b>
	Net financial expenses	(5,6)	(4,8)
	Other changes	1,9	2,4
	<b>Free Cash Flow to Equity</b>	<b>(39,0)</b>	<b>(18,4)</b>
	Capital increase/reimbursement/dividends	(0,0)	(0,5)
	Adjustment mark to market hedging	(9,2)	1,9
	Effect of FX rate movements*	1,8	(8,7)
IFRS 16 Net Financial Position	3,6	(5,9)	
M&A - Acquisition: 2020 Arches	(43,6)	-	
<b>Changes in Net Financial Position</b>	<b>(86,4)</b>	<b>(31,5)</b>	

\* Related to Net Bank Debt



# Appendix



# Q1 2021 Income Statement Reported



(€ million)	Q1 2020A	% on Sales	Q1 2021A	% on Sales
<b>PROFIT &amp; LOSS</b>				
Core Business Sales	145,8		141,6	
Other revenues	3,1		2,3	
<b>Total revenues</b>	<b>148,9</b>		<b>143,8</b>	
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(64,9)	(44,5%)	(62,0)	(43,8%)
Costs for Services and Use of Third-Party Assets	(30,1)	(20,7%)	(24,8)	(17,5%)
Personnel Costs	(35,3)	(24,2%)	(33,3)	(23,6%)
Other Operating Costs	(3,8)	(2,6%)	(1,8)	(1,2%)
<b>Total operating costs</b>	<b>(134,0)</b>	<b>(91,9%)</b>	<b>(121,9)</b>	<b>(86,1%)</b>
<b>EBITDA</b>	<b>14,9</b>	<b>10,2%</b>	<b>21,9</b>	<b>15,5%</b>
Depreciation and Amortization	(10,6)	(7,3%)	(10,0) *	(7,1%)
Write-Downs	(0,6)	(0,4%)	(0,1)	(0,0%)
<b>EBIT</b>	<b>3,7</b>	<b>2,5%</b>	<b>11,9</b>	<b>8,4%</b>
Financial income/expenses	(8,6)	(5,9%)	(4,7)	(3,3%)
<b>PBT</b>	<b>(4,9)</b>	<b>(3,4%)</b>	<b>7,2</b>	<b>5,1%</b>
Taxes	(1,0)	(0,7%)	(1,6)	(1,2%)
<b>Total net profit (loss) of the period</b>	<b>(5,9)</b>	<b>(4,1%)</b>	<b>5,6</b>	<b>4,0%</b>
Total net profit (loss) attributable to non controlling interests	0,1	0,1%	0,2	0,1%
<b>Fila Group's total net profit (loss) of the period</b>	<b>(6,1)</b>	<b>(4,2%)</b>	<b>5,4</b>	<b>3,8%</b>

\* Of which: Tangible Assets 3,7mIn €; IFRS 16 Tangible Asset 2,8mIn €; Intangible Assets 3,5mIn € (PPA 2,8mIn €);

# Q1 2021 Income Statement Adjusted



(€ million)	Q1 2020A	% on Sales	Q1 2021A	% on Sales
<b>P&amp;L ADJUSTMENTS</b>				
REPORTED CORE BUSINESS SALES	145,8		141,6	
Total Adjustments	0,1		0,2	
<b>ADJUSTED CORE BUSINESS SALES</b>	<b>145,8</b>		<b>141,7</b>	
REPORTED EBITDA	14,9	<u>10,2%</u>	21,9	<u>15,5%</u>
IFRS 16 Impact	(3,5)		(3,7)	
Total Adjustments	5,4		1,8	
<b>ADJUSTED EBITDA EXCLUDED IFRS 16</b>	<b>16,8</b>	<u>11,5%</u>	<b>20,1</b>	<u>14,2%</u>
REPORTED FILA GROUP NET PROFIT	(6,1)	<u>(4,2%)</u>	5,4	<u>3,8%</u>
IFRS 16 Impact	0,4		0,3	
Total Adjustments	5,4		1,4	
<b>ADJUSTED FILA GROUP NET PROFIT EXCLUDED IFRS 16</b>	<b>(0,2)</b>	<u>(0,1%)</u>	<b>7,1</b>	<u>5,0%</u>

# Q1 2021 Balance Sheet Reported

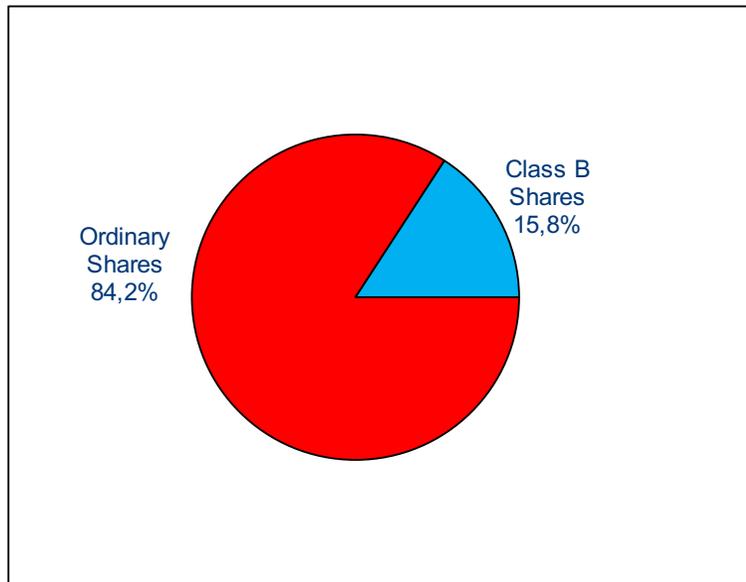


(€ million)	2020A	Q1 2021A
<b>BALANCE SHEET</b>		
Intangible assets	436,0	446,4
Tangible Assets	171,5	177,2
Financial Fixed Assets	3,7	3,7
<b>Fixed Assets</b>	<b>611,2</b>	<b>627,3</b>
<b>Other Non Current Assets/Liabilities</b>	<b>20,2</b>	<b>20,7</b>
<b>Trade Working Capital</b>	<b>271,7</b>	<b>309,7</b>
Other Current Assets and Liabilities	4,9	4,3
<b>Net Working Capital</b>	<b>276,6</b>	<b>314,0</b>
<b>Provisions &amp; Funds</b>	<b>(83,3)</b>	<b>(85,4)</b>
<b>NET CAPITAL EMPLOYED</b>	<b>824,7</b>	<b>876,5</b>
Shareholders equity	(331,3)	(351,5)
Net Financial Position	(493,5)	(525,0)
<b>TOTAL NET SOURCES</b>	<b>(824,7)</b>	<b>(876,5)</b>

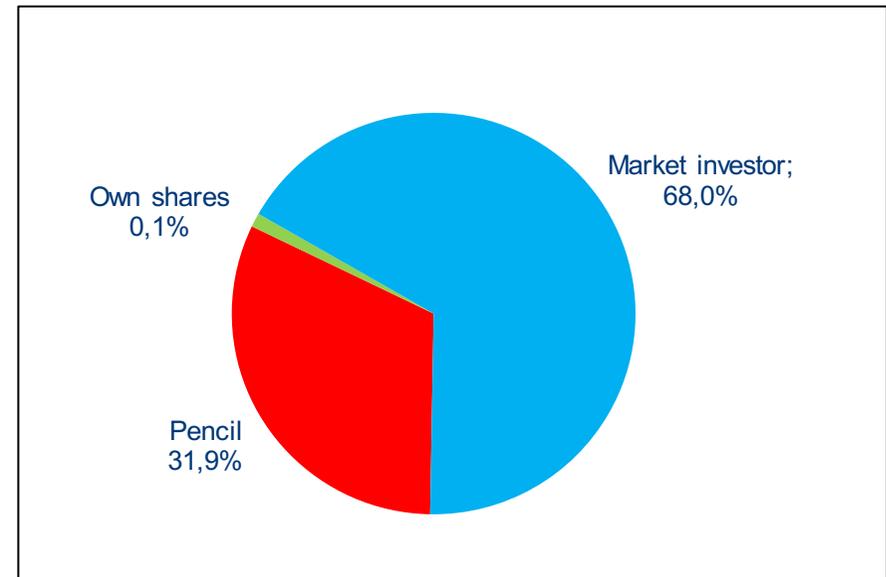
# FILA Shareholders



## Total shares \*



## Ordinary shares only



\*Total shares 51.040.048 of which : Ordinary shares 42.958.192 (of which own shares 51.500); Class B shares 8.801.856 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).

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