



Il futuro ha i nostri colori. Da 100 anni.

H1 2021 FILA Group Results



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H1 2021 Highlights



- Adjusted Core Business Sales of 324,7 mln €, +5,6% (+17,1mln €) on the same period of the previous year (307,6mln € in H1 2020); +11,1% at comparable FX rates (+34,2mln €), Fine Art + 13%, School&Office +9,4% and Industrial +28,6% vs H1 2020;
- Adjusted EBITDA, excluding IFRS 16 impact, of 58,5mln €, +26,8% (+12,4mln €) on the same period of the previous year (46,2mln € in H1 2020); +30,8% at comparable FX rates (+14,2mln €), mainly related to Europe and North America performance;
- EBITDA margin at 18% (15% in H1 2020) due to better operating margin related to the continuous Fine Art growth, to the strong recovery in School&Office sales in Europe and North America and to a better Sale Price/Mix compared to H1 2020;
- COVID-19 impacts on India and Mexico Sales (+1,3mln € vs H1 2020 but -21,3mln € vs H1 2019) and EBITDA (-2,4mln € vs H1 2020 and -5,3 mln € vs H1 2019), including FX rates effects;
- Adjusted Net Result of 26,6mln € with a strong improvement vs H1 2020 (+9,5mln € in H1 2020);
- Net Bank Debt of 425,5mln € (396,1mln € as at 31 December 2020 and 503,9mln € as at 30 June 2020) with a decrease in last twelve months of 78,4mln € including positive FX effect of approx. 11mln €;
- “Free Cash Flow to Equity” at -17,4mln € due to business seasonality impact, better than H1 2020 (-62,9mln €).

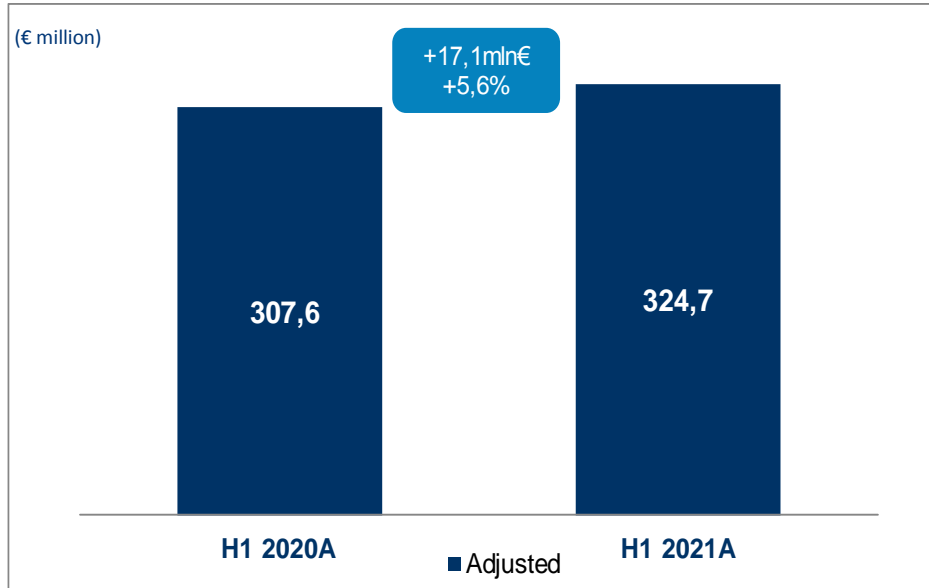
H1 2021 Highlights



For a better analysis of H1 2021 results, hereunder the comparison of the last three years, considering the Covid 19 impacts on H1 2020 and H1 2021 (FX effects included).

(€ million)	H1 2019A	H1 2020A	H1 2021A
Core Business Sales Adjusted	350,7	307,6	324,7
Ebitda Adjusted (excluded IFRS16)	58,2	46,2	58,5
<i>Ebitda Margin %</i>	16,6%	15,0%	18,0%

H1 2021 Core Business Sales



- **Adjusted Core Business Sales of 324,7mln €, +5,6% on the same period of the previous year; +11,1% (+34,2mln €) at comparable FX rates** of which:
 - By Geographic Area: Europe +22,1mln € (+22,1%), Centre & South America +6,8mln € (+39,8%), North America +4,1mln € (+2,5%), Asia +0,9mln € (+3,4%), Other Countries +0,3mln € (+23,7%);
 - By Product line: School & Office +19,1mln € (+9,4%), Fine Art, Hobby & Digital +12,5mln € (+13,0%), Industrial +2,6mln € (+28,6%).
 - **0,2mln € adjustment in H1 2021** due to customer claims for Covid-19; **0,1mln € adjustment in H1 2020** due to customer claims for Covid-19.

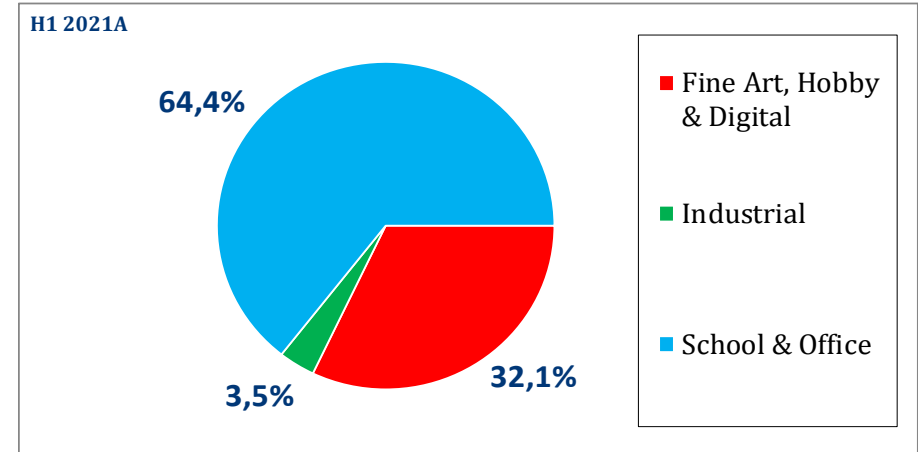
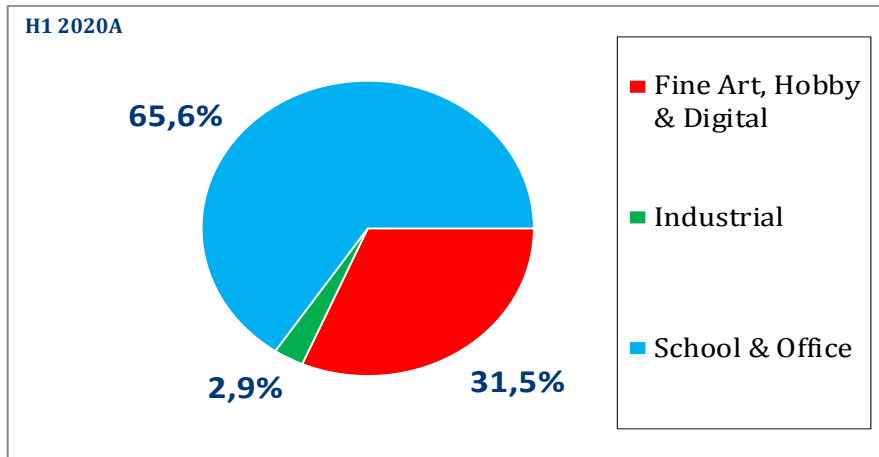
F.I.L.A.- Arches S.A.S. consolidated in FY 2020 since the month of March.

(€ million)	H1 2019A	H1 2020A	H1 2021A
Dixon (Mexico)	19,4	10,6	14,0
DOMS Industries PVT Ltd (India)	35,0	21,2	19,1
Total 3rd Parties Sales	54,4	31,8	33,1

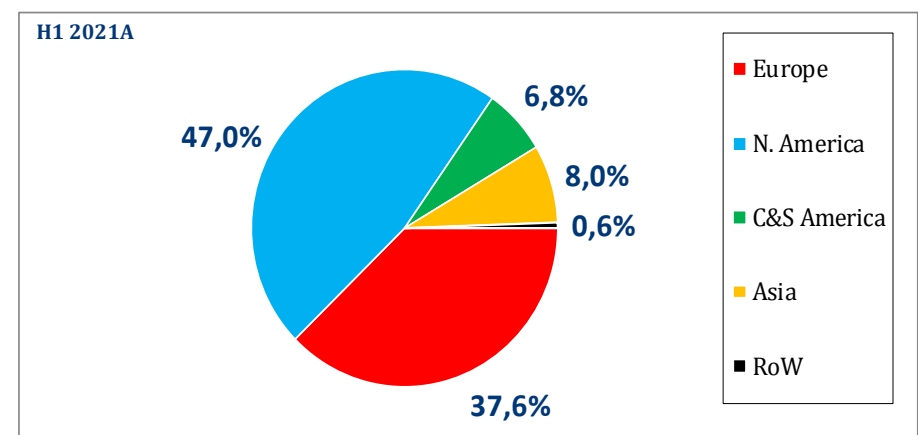
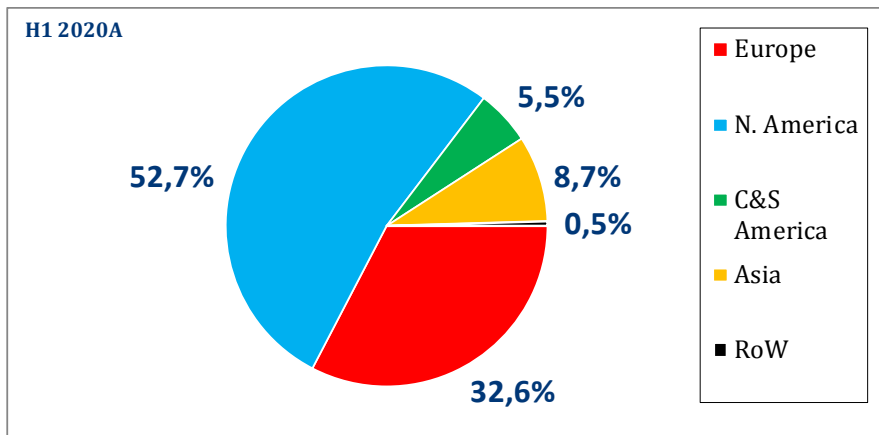
H1 2021 Core Business Sales



SALES BY PRODUCT LINE



SALES BY GEOGRAPHICAL AREA



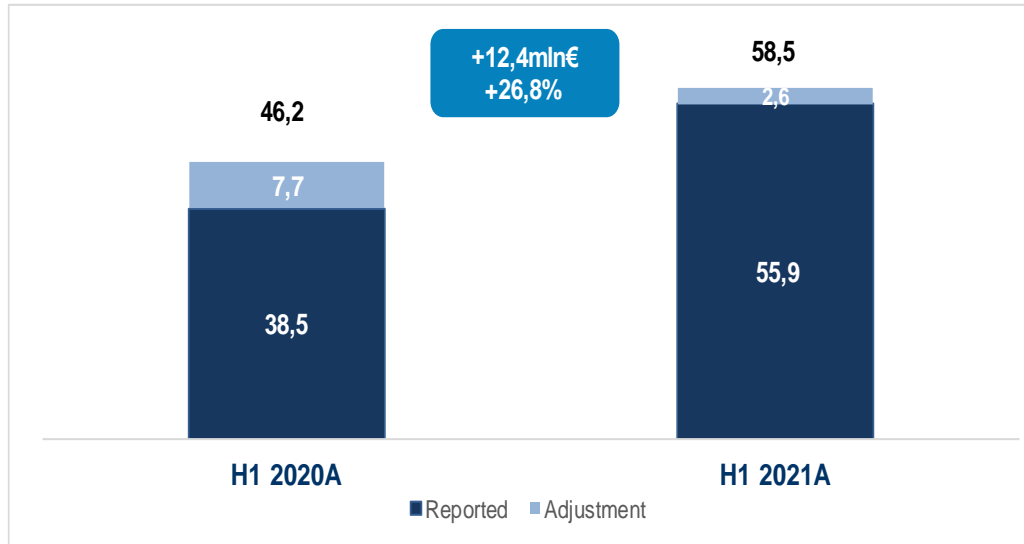
H1 2021 EBITDA Adjusted (Excluded IFRS 16)

Margin (%)

15,0%

18,0%

(€ million)

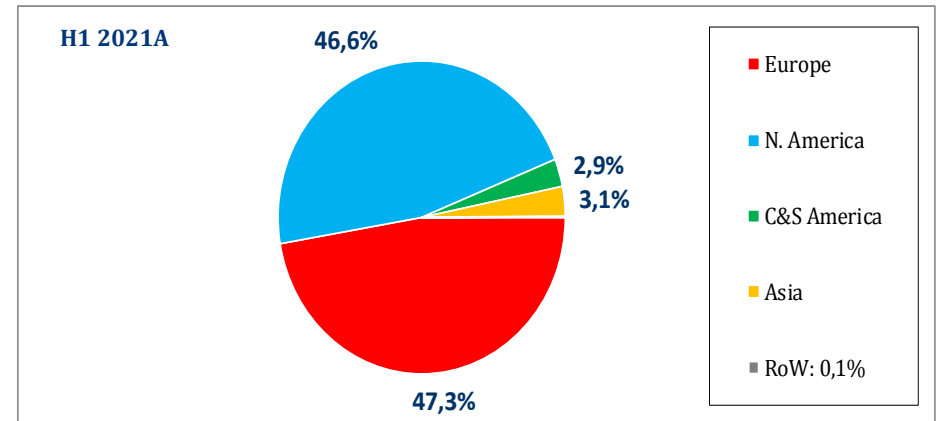
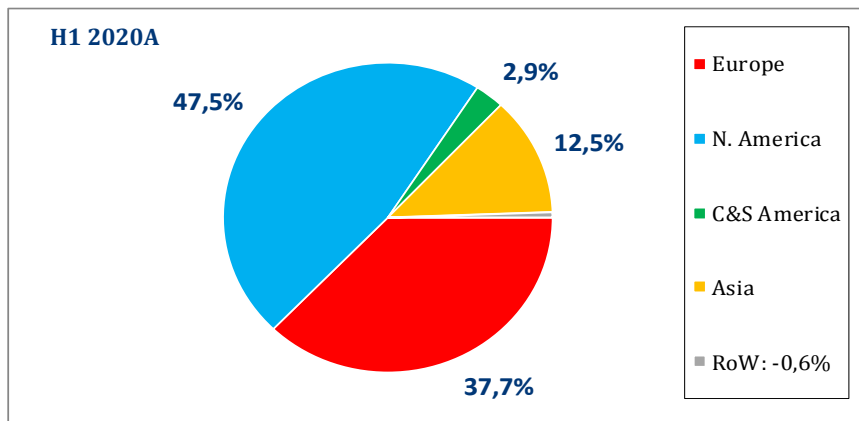


- Adjusted EBITDA, excluding IFRS 16 impact, of 58,5m€ €, +26,8% on the same period of the previous year; +30,8% (+14,2m€) at comparable FX rates;
- 2,6m€ of extraordinary costs in H1 2021 mainly related to COVID-19 pandemic (1m€), Fila Group reorganization - restructuring costs and consultancy fees (1,2m€) and Shared-Bases Premium (0,4m€); 7,7m€ of extraordinary costs in H1 2020 mainly due to FILA Arches acquisition and reorganization costs.

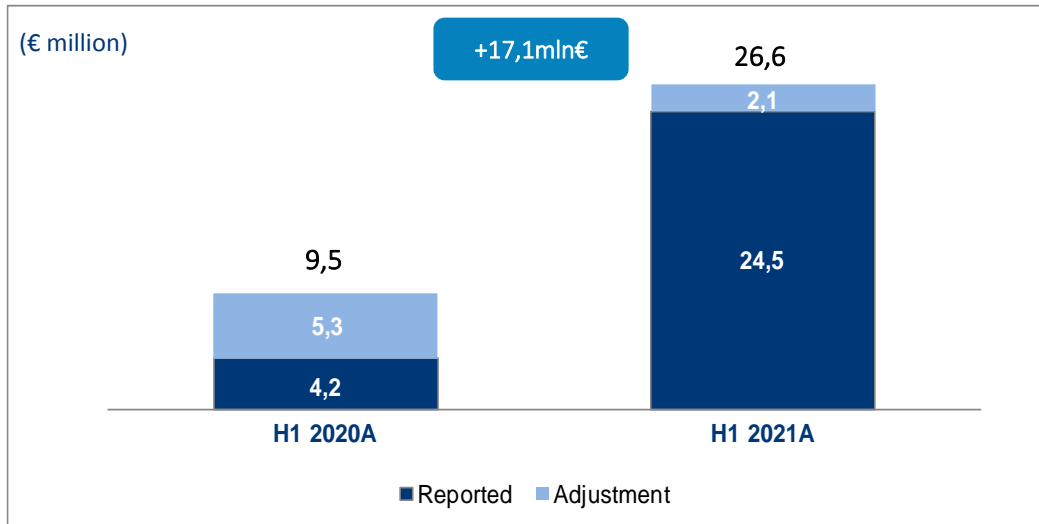
F.I.L.A. - Arches S.A.S. consolidated in FY 2020 since the month of March.

(€ million)	H1 2019A	H1 2020A	H1 2021A
Dixon (Mexico)	2,6	2,2	1,3
DOMS Industries PVT Ltd (India)	4,3	1,8	0,3
EBITDA	6,9	4,0	1,6

ADJUSTED EBITDA BY GEOGRAPHICAL AREA



H1 2021 Net Income Adjusted (Excluded IFRS 16)



- **Adjusted Net Income of 26,6m€ €, +17,1m€ on H1 2020 due to the improvement of the Operating and Financial Results;**
- The adjustment of the Group Results in H1 2021 for 2,1m€ € mainly refers to extraordinary operating costs for COVID-19 pandemic impact and reorganization - restructuring costs, net of taxes effects;
- The adjustment of the Group Result in H1 2020 for 5,3m€ € mainly refers to extraordinary operating costs for Arches acquisition and COVID-19 pandemic impact, net of taxes effects.

H1 2021 Net Bank Debt and NFP



(€ million)	H1 2020A	FY 2020	H1 2021A
Cash and Cash Equivalents	67,2	116,3	74,7
Financial Liabilities	(571,1)	(512,4)	(500,2)
Net Bank Debt	(503,9)	(396,1)	(425,5)
Amortized cost	7,6	6,2	5,0
Financial Receivables	0,3	0,1	0,1
NFP for Covenants	(496,1)	(389,8)	(420,5)
Mark to Market Hedging	(23,8)	(18,8)	(15)
IFRS 16	(91,4)	(84,9)	(88,4)
NFP included IFRS 16 and Financial Instruments	(611,3)	(493,5)	(523,9)

- Net Bank Debt decrease of **78,4mln €** in the last twelve months, **67,4mln €** excluding positive FX effect of approx. **11,0mln €**;
- H1 2021A Net Financial Position increase of **30,4mln €** compared to FY2020 (please refer to page 10 for details).

	H1 2020A	H1 2021A
Trade Working Capital	357,2	336,6
Sales Reported Rolling	639,5	624,4
Trade Working Capital/Sales Reported Rolling	55,9%	53,9%

H1 2021 Cash Flow Statement



(€ million)		H1 2020A	H1 2021A
CASH FLOW			
EXCLUDED IFRS 16	EBIT	21,2	41,6
	Adjustments for non monetary costs	17,5	15,6
	Adjustments for taxes	(1,4)	(2,7)
	Cash-flow from operating activities before changes in NWC	37,3	54,5
	Changes in net working capital	(81,6)	(58,5)
	Operating cash-flow	(44,3)	(3,9)
	Investments in tangible and intangible assets	(6,1)	(4,8)
	Free Cash Flow	(50,4)	(8,7)
	Net financial expenses	(10,9)	(9,6)
	Other changes	(1,7)	0,8
	Free Cash Flow to Equity	(62,9)	(17,4)
	Capital increase/reimbursement/dividends	(0,3)	(7,0)
	Adjustment mark to market hedging	(10,2)	3,8
	Effect of FX rate movements*	7,5	(6,2)
IFRS 16 Net Financial Position	(3,6)	(3,5)	
M&A - Acquisition: 2020 Arches	(43,6)	-	
Changes in Net Financial Position	(113,1)	(30,4)	

* Related to Net Bank Debt



Appendix



H1 2021 Income Statement Reported



(€ million)	H1 2020A	% on Sales	H1 2021A	% on Sales
PROFIT & LOSS				
Core Business Sales	307,5		324,6	
Other revenues	6,0		3,5	
Total revenues	313,5		328,1	
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(142,9)	(46,5%)	(145,6)	(44,9%)
Costs for Services and Use of Third-Party Assets	(53,0)	(17,2%)	(49,1)	(15,1%)
Personnel Costs	(66,9)	(21,8%)	(67,3)	(20,7%)
Other Operating Costs	(5,5)	(1,8%)	(2,8)	(0,9%)
Total operating costs	(268,3)	(87,3%)	(264,7)	(81,6%)
EBITDA	45,2	14,7%	63,3	19,5%
Depreciation and Amortization	(21,6)	(7,0%)	(20,2) *	(6,2%)
Write-Downs	(1,3)	(0,4%)	0,3	0,1%
EBIT	22,3	7,3%	43,4	13,4%
Financial income/expenses	(17,2)	(5,6%)	(12,2)	(3,7%)
Income/expenses from associates at equity method	(0,1)	(0,0%)	0,1	0,0%
PBT	5,0	1,6%	31,4	9,7%
Taxes	(2,9)	(0,9%)	(7,5)	(2,3%)
Total net profit (loss) of the period	2,2	0,7%	23,8	7,3%
Total net profit (loss) attributable to non controlling interests	(0,6)	(0,2%)	0,0	0,0%
Fila Group's total net profit (loss) of the period	2,8	0,9%	23,8	7,3%

* Of which: Tangible Assets 7,5mln €; IFRS 16 Tangible Asset 5,6mln €; Intangible Assets 7,1mln € (PPA 5,7mln €)

H1 2021 Income Statement Adjusted



(€ million)

	H1 2020A	% on Sales	H1 2021A	% on Sales
P&L ADJUSTMENTS				
REPORTED CORE BUSINESS SALES	307,5		324,6	
Total Adjustments	0,1		0,2	
ADJUSTED CORE BUSINESS SALES	307,6		324,7	
REPORTED EBITDA	45,2	<u>14,7%</u>	63,3	<u>19,5%</u>
IFRS 16 Impact	(6,7)		(7,4)	
Total Adjustments	7,7		2,6	
ADJUSTED EBITDA EXCLUDED IFRS 16	46,2	<u>15,0%</u>	58,5	<u>18,0%</u>
REPORTED FILA GROUP NET PROFIT	2,8	<u>0,9%</u>	23,8	<u>7,3%</u>
IFRS 16 Impact	1,4		0,7	
Total Adjustments	5,3		2,1	
ADJUSTED FILA GROUP NET PROFIT EXCLUDED IFRS 16	9,5	<u>3,1%</u>	26,6	<u>8,2%</u>

H1 2021 Balance Sheet Reported

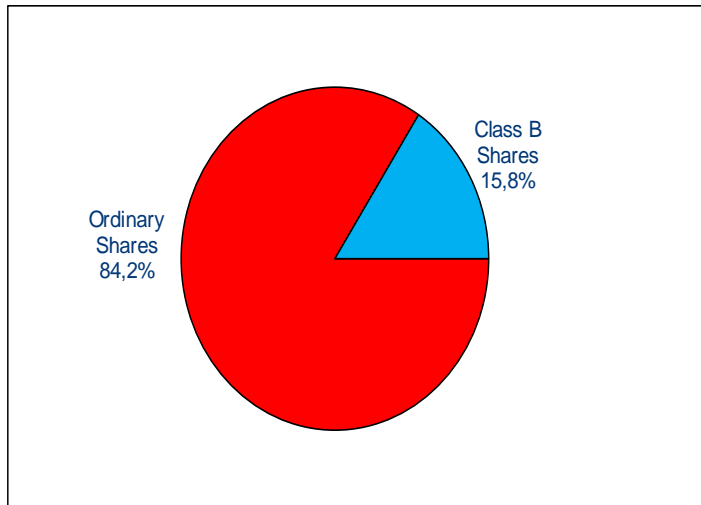


(€ million)	2020A	H1 2021A
BALANCE SHEET		
Intangible assets	436,0	439,6
Tangible Assets	171,5	171,6
Financial Fixed Assets	3,7	3,6
Fixed Assets	611,2	614,9
Other Non Current Assets/Liabilities	20,2	19,5
Trade Working Capital	271,7	336,6
Other Current Assets and Liabilities	4,9	(0,6)
Net Working Capital	276,6	335,9
Provisions & Funds	(83,3)	(81,4)
NET CAPITAL EMPLOYED	824,7	888,9
Shareholders equity	(331,3)	(365,0)
Net Financial Position	(493,5)	(523,9)
TOTAL NET SOURCES	(824,7)	(888,9)

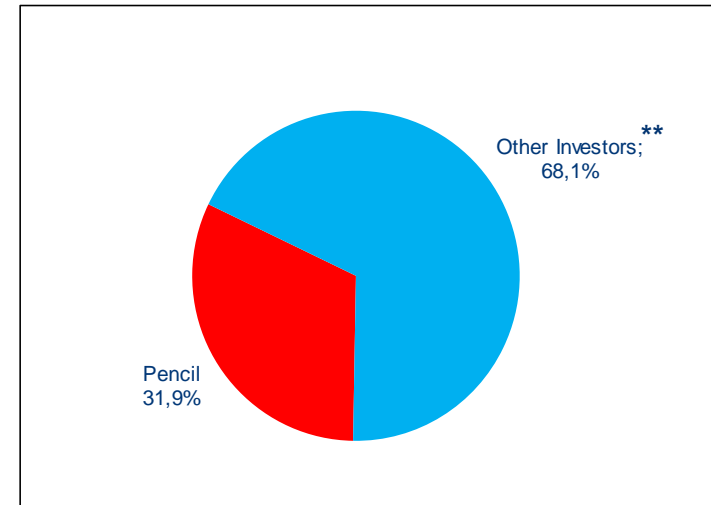
FILA Shareholders



Total shares *



Ordinary shares only



*Total shares 51.058.297 of which : Ordinary shares 42.976.441 (of which own shares 51.500); Class B shares 8.081.856 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).

**Of which own shares 51.500.

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