

Informazione Regolamentata n. 1220-22-2023	Data/Ora Ricezione 20 Aprile 2023 17:56:35	Euronext Milan
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Societa' : SALVATORE FERRAGAMO

Identificativo : 175615

Informazione
Regolamentata

Nome utilizzatore : FERRAGAMON06 - Benocci

Tipologia : REGEM

Data/Ora Ricezione : 20 Aprile 2023 17:56:35

Data/Ora Inizio : 20 Aprile 2023 17:56:36

Diffusione presunta

Oggetto : Press Release - Consolidated Revenues as
of March 31, 2023

Testo del comunicato

Vedi allegato.

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PRESS RELEASE

The Board of Directors of **Salvatore Ferragamo S.p.A.** examined the Consolidated Revenues as of March 31, 2023

Marco Gobbetti, Chief Executive Officer and General Manager commented:

“At the end of February, the first products designed by our new creative Director, Maximilian Davis, arrived in our stores. While these represent a small portion of the overall intended collection, they are an important next step in the execution of our stated strategy of creating a new offering that is relevant for our customer aspirations and we are pleased by the early results.

As the roll out of new products is at its early stages, it has not yet contributed meaningfully to the sales performance. It will not be until later in the calendar year that we will start to see the fuller appreciation of the more complete collection.

We are also pleased by the positive resonance and visibility of our initial marketing efforts. As we move further into the year, new marketing activities and a higher share of new products will be engines for growth and increased store efficiency.

At the same time, we continue to invest in our business and make the critical choices to rationalize and elevate our wholesale channels, in time for the full collection to showcase the complete perspective and ambition of our work. Whilst there remains work to do, we are confident in our plans and confirm our mid-term ambition.”

Florence, 20 April 2023 – The Board of Directors of Salvatore Ferragamo S.p.A. (EXM: SFER), parent company of the Salvatore Ferragamo Group, in a meeting chaired by Leonardo Ferragamo, examined the Consolidated Revenues as of March 31 2023, drafted according to IAS/IFRS international accounting principles (“non-audited”).

Consolidated Revenue figures

As of 31 March 2023, the Salvatore Ferragamo Group reported Total Revenues of 278 million Euros down 4.0% at current exchange rates (-6.5% at constant exchange rates¹) vs. 1Q 2022.

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Net Sales by distribution channel²

As of 31 March 2023, the Retail distribution channel posted a decrease in consolidated Net Sales of 2.3% (-2.4% at constant exchange rates¹) vs. 1Q 2022, mainly penalized by a softening US market, while we reported a positive performance in EMEA and a progressively improving trend in China, with Mainland Chinese customers also driving the recovery in Hong Kong.

The Wholesale channel registered a decrease in Net Sales of 13.9% (-16.1% at constant exchange rates¹) vs. 1Q 2022, due to the planned rationalization of our third parties' network, mainly in the US, and the delayed recovery of Travel Retail in Asia Pacific, while EMEA reported a solid trend.

Net Sales by geographical area²

The Asia Pacific registered a 13.6% decrease in Net Sales (-13.0% at constant exchange rates¹) vs. 1Q 2022, penalized by the Travel Retail channel, while the performance of retail in Greater China was positive.

The Japanese market in 1Q 2023 registered a 7.1% decrease in Net Sales (+1.2% at constant exchange rates¹) vs. 1Q 2022.

EMEA posted an increase in Net Sales of 24.7% (+25.0% at constant exchange rates¹) vs. 1Q 2022, delivering a positive performance in both channels.

North America in 1Q 2023 recorded a Net Sales decrease of 19.8% (-23.4% at constant exchange rates¹) vs. 1Q 2022, with the wholesale channel underperforming more than proportionally as a consequence of the network rationalization.

Net Sales in the Central and South America in 1Q 2023 were up 5.4%, (-5.7% at constant exchange rates¹) vs. 1Q 2022.

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Notes to the press release

¹ Revenues/Net Sales at “constant exchange rates” are calculated by applying to the Revenue/Net Sales of the period 2022, not including the “hedging effect”, the average exchange rates of the same period 2023.

² The variations in Net Sales are calculated at current exchange rates excluding the hedging effect, unless differently indicated.

The manager charged to prepare the corporate accounting documents, Alessandro Corsi, pursuant to article 154-bis, paragraph 2, of Legislative Decree no. 58/1998 (Consolidated Financial Law), hereby declares that the information contained in this Press Release faithfully represents the content of documents, financial books and accounting records.

This document may contain forecasts, relating to future events and operating results, which by their very nature are uncertain, in that they depend on future events and developments that cannot be predicted with certainty. Actual results may therefore differ with those forecasted, due to a variety of factors.

The Consolidated Revenues as of March 31 2023 will be illustrated today, 20 April 2023, at 6:00 PM (CET) in a conference call with the financial community. The presentation will be available on the Company's website <http://group.ferragamo.com> in the “Investor Relations/Presentations” section.

Salvatore Ferragamo S.p.A.

Salvatore Ferragamo S.p.A. is the parent Company of the Salvatore Ferragamo Group, one of the leaders in the luxury industry, and whose origins date back to 1927.

Salvatore Ferragamo is renowned for the creation, production, and worldwide distribution of luxury collections of shoes, leather goods, apparel, silk products and other accessories for men and women, including also eyewear, watches and fragrances under license.

Embedding the spirit of its Founder, Ferragamo reinterprets its heritage with creativity, innovation and sustainable thinking. Uniqueness and exclusivity, along with the blend of style and exquisite 'Made in Italy' savoir-faire, are the hallmarks of all Ferragamo's products.

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This Press Release is also available on the website <http://group.ferragamo.com>, in the section “Investor Relations/Financial Press Releases”.

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In the following pages, a more detailed analysis of Revenues/Net Sales of the Salvatore Ferragamo Group as of 31 March 2023.

Revenues by distribution channel as of 31 March 2023

(In thousands of Euro)	2023	% on Net Sales	2022*	% on Net Sales	% change	at constant exchange rate % change
Retail	190,992	68.7%	195,443	67.5%	(2.3%)	(2.4%)
Wholesale	80,924	29.1%	94,040	32.5%	(13.9%)	(16.1%)
Net Sales	271,916	97.8%	289,483	100.0%	(6.1%)	(6.9%)
Hedging	1,512	0.5%	(3,620)	(1.3%)	nm	na
Licences	3,847	1.4%	2,953	1.0%	30.3%	30.3%
Rental income	677	0.2%	625	0.2%	8.3%	3.6%
Revenues	277,952	100.0%	289,441	100.0%	(4.0%)	(6.5%)

* For a better performance analysis, data for 1Q 2022 were restated for comparative purpose following a different presentation of revenues by channel.

Net Sales by geographic area as of 31 March 2023

(In thousands of Euro)	2023	% on Net Sales	2022*	% on Net Sales	% change	at constant exchange rate % change
Europe	71,875	26.4%	57,641	19.9%	24.7%	25.0%
North America	67,339	24.8%	83,952	29.0%	(19.8%)	(23.4%)
Japan	23,681	8.7%	25,479	8.8%	(7.1%)	1.2%
Asia Pacific	90,775	33.4%	105,097	36.3%	(13.6%)	(13.0%)
Central and South America	18,246	6.7%	17,314	6.0%	5.4%	(5.7%)
Net Sales	271,916	100.0%	289,483	100.0%	(6.1%)	(6.9%)

* For a better performance analysis, Net Sales by geographical area have been presented excluding Cash flow hedge effect on revenue and data for 1Q 2022 were restated only for comparative purpose.

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Net Sales by product category as of 31 March 2023

(In thousands of Euro)	2023	% on Net Sales	2022*	% on Net Sales	% change	at constant exchange rate % change
Footwear	124,801	45.9%	125,357	43.3%	(0.4%)	(1.7%)
Leather goods	107,656	39.6%	126,316	43.6%	(14.8%)	(15.3%)
Apparel	19,378	7.1%	17,836	6.2%	8.6%	8.0%
Accessories	19,214	7.1%	19,118	6.6%	0.5%	(0.3%)
Fragrances	867	0.3%	856	0.3%	1.2%	(0.0%)
Net Sales	271,916	100.0%	289,483	100.0%	(6.1%)	(6.9%)

* For a better performance analysis, Net Sales by product category have been presented excluding Cash flow hedge effect on revenues and data for 1Q 2022 were restated only for comparative purpose.

Fine Comunicato n.1220-22

Numero di Pagine: 8