

# GEOX

1Q23 SALES PRESENTATION

Livio Libralesso, CEO





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# 1Q23 SALES EXECUTIVE SUMMARY



## 1Q23 SALES

- **TOTAL SALES AT 223.7 MLN€ (+21.3%) DRIVEN BY WHOLESALE INITIAL ORDER AND AN EASY COMPARISON BASE**
- **PFN (ANTE IFRS16) AT -97.8 MLN€ (-49.8 MLN€ IN FY22)**
- **NET WORKING CAPITAL AT 142.0 MLN€ (18.3% OF TOTAL SALES vs 16.1% IN 1Q22)**

## CURRENT TRADING

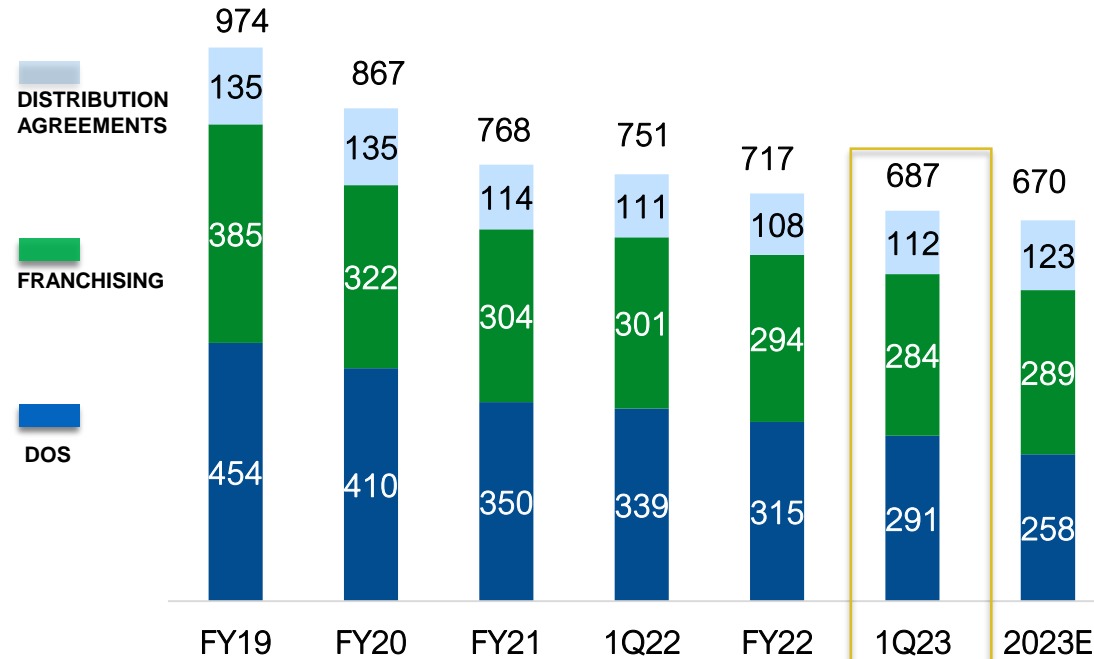
- **DOS (W18): LFL YTD DOS +4.3% VS 2022 (+3.8% VS 2019) WITH A RELEVANT IMPROVEMENT IN MARKDOWNS**
- **WHOLESALE: SALES +12.9% AT THE END OF APRIL.  
TOTAL SALES AT THE END OF APRIL: +8.0%  
APRIL GROWTH RATE YTD CAN BE CONSIDERED A PROXY OF H1 GROWTH RATE**
- **SUPPLY CHAIN ISSUES: SITUATION STRONGLY IMPROVED IN THE LAST MONTHS WITH LEVEL OF SERVICE CLOSE TO PRE-PANDEMIC LEVEL**

2019 -2023

# DISTRIBUTION NETWORK RATIONALIZATION



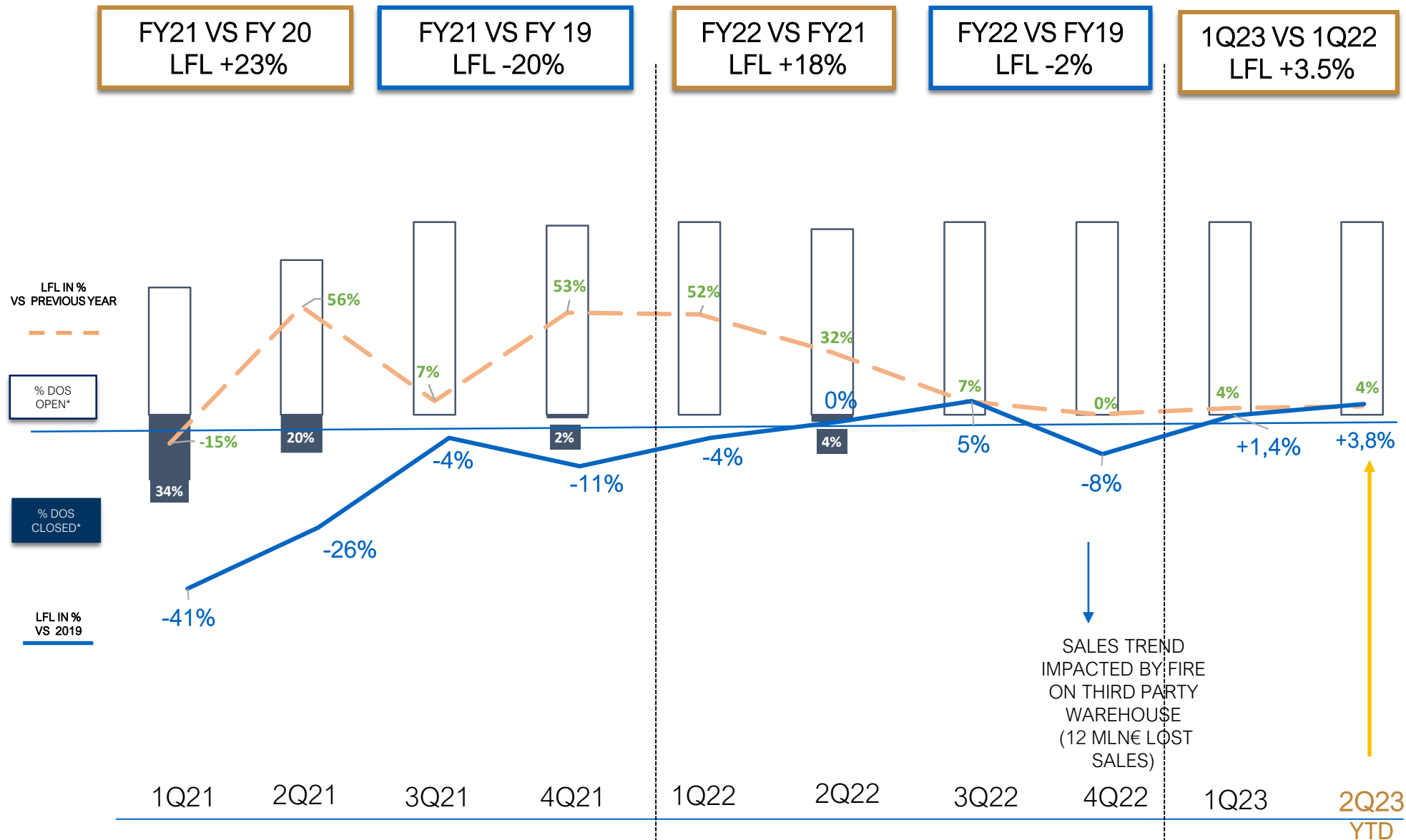
## GEOX STORES EVOLUTION



## PERIMETER EFFECT

- **1Q23 VS 1Q22**  
-64 STORES  
(-2.4 MLN€ IN TERMS OF SALES)
- **1Q23 VS 1Q19**  
-304 STORES  
(-30.2 MLN€ IN TERMS OF SALES)

# DOS: LFL AND STATUS EVOLUTION



## LFL 1Q23

1Q23 vs 1Q22		1Q23 vs 1Q19	
LFL DOS	3,5%	LFL DOS	1,4%
B&M	9,0%	B&M	-5,6%
ONLINE	-16,0%	ONLINE	55,3%
% CLOSED	0%	% CLOSED	0%

## STRONG IMPROVEMENT IN MARKDOWN IN 1Q23

-400 BPS VS 1Q22  
-800 BPS VS 1Q19

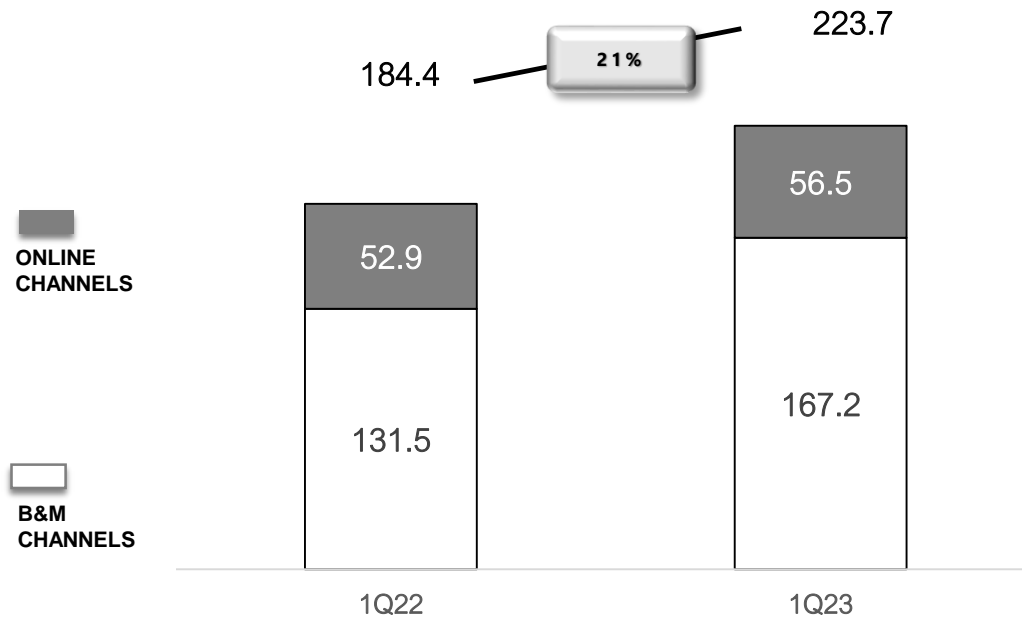
# 1Q23 vs 1Q22 NET SALES BY CHANNEL – B&M AND ONLINE –



DELTA 1Q23 vs 1Q22: +39.3 MLN€

PERIMETER EFFECT\*: -2.4 MLN€

PERFORMANCE: +41.8 MLN€



## BREAKDOWN 1Q23 SALES

25% DIGITAL

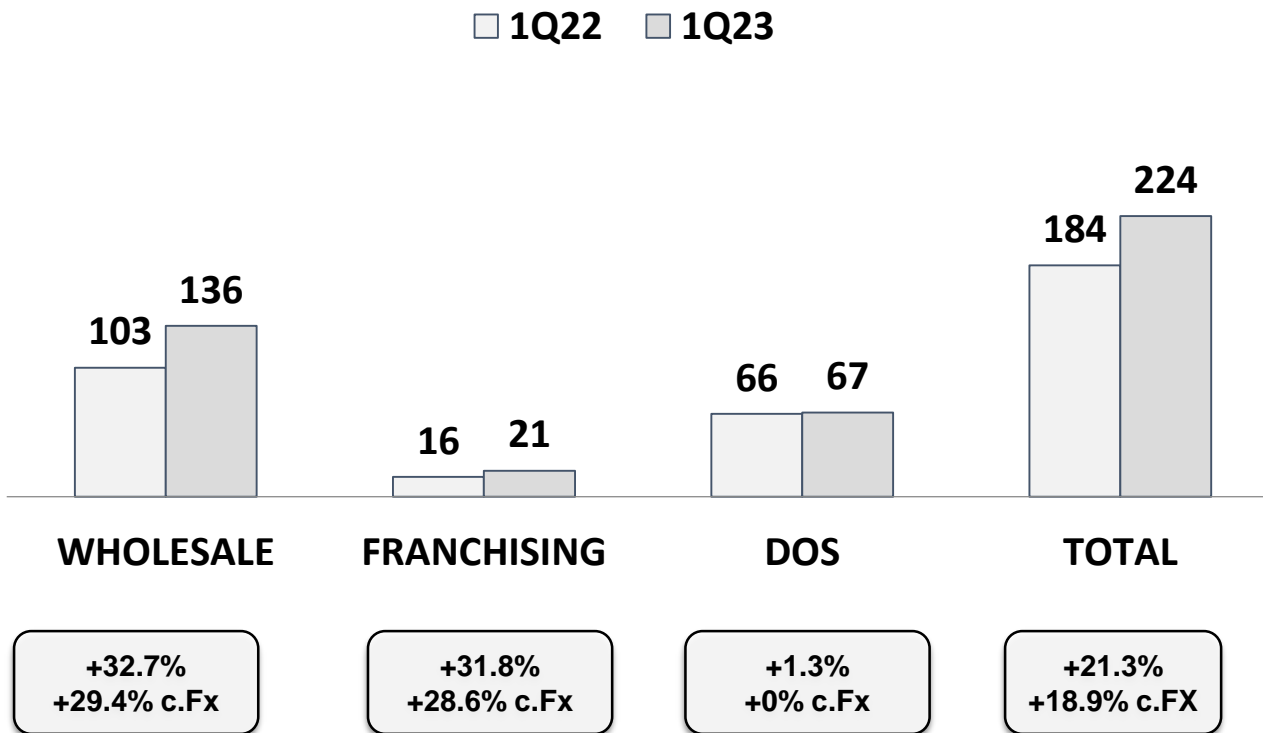
75% B&M

## DELTA BY CHANNEL

SALES BY CHANNEL	1Q23 VS 1Q22	WEIGHT
WHOLESALE B&M	44.6%	41.0%
FRANCHISING	31.8%	9.2%
DOS B&M	4.7%	24.5%
<b><u>TOT. B&amp;M CHANNELS</u></b>	<b><u>27.1%</u></b>	<b><u>74.7%</u></b>
WHOLESALE ONLINE	13.5%	19.8%
DOS ONLINE	-11.7%	5.4%
<b><u>TOT. ONLINE CHANNELS</u></b>	<b><u>6.9%</u></b>	<b><u>25.3%</u></b>
<b>TOTAL SALES</b>	<b>21.3%</b>	<b>100.0%</b>



# 1Q23 VS 1Q22 NET SALES BY CHANNEL



## WHOLESALE (61% OF TOTAL REVENUES) : +32.7%

- POSITIVE (DOUBLE- DIGIT) SS23 INITIAL ORDER INTAKE
- POSITIVE TIME EFFECTS ON DELIVERIES;
- AT THE END OF APRIL TOTAL WHOLESALE SALES AT +12.9%

## FRANCHISING (9% OF TOTAL REVENUES): +31.8%

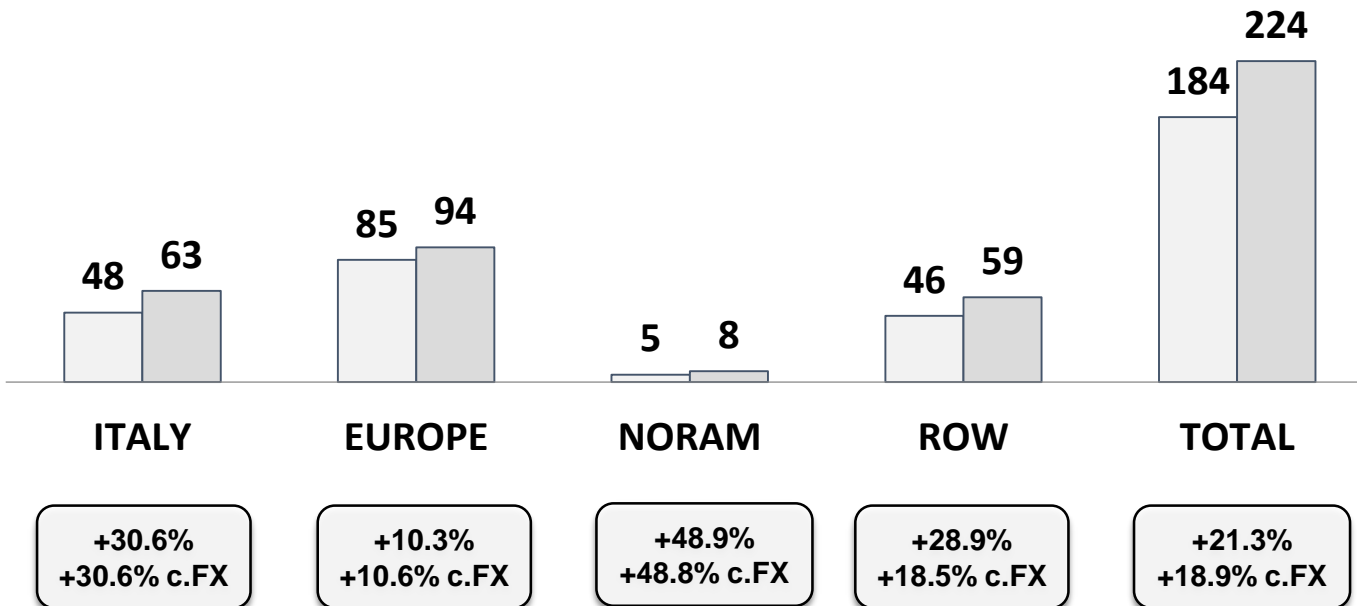
- POSITIVE PERFORMANCE AND EARLY DELIVERIES: +33% OR 5.2 MLN€
- NEGATIVE PERIMETER EFFECT: -1.3% (OR -0.2 MLN€)
- AT THE END OF APRIL TOTAL FRANCHISING SALES AT +5.5%

## DOS (30% OF TOTAL REVENUES): +1.3%

- B&M: +4.6% (LFL +9.1%, PERIMETER -4.5%)
- ONLINE: -11.7% (LFL -15.8%, PERIMETER / MARKETPLACE +4.1%)
- AT THE END OF APRIL TOTAL DOS SALES AT 1.5%

# 1Q23 VS 1Q22 NET SALES BY REGION

1Q22 1Q23



## ITALY (28% OF TOTAL REVENUES): +30.6%

- WHOLESALE: +67.6% DRIVEN BY POSITIVE TIME EFFECTS ON DELIVERIES
- FRANCHISING: +19.8% DRIVEN BY POSITIVE TIME EFFECTS ON DELIVERIES
- DOS: +7% (LFL +7.6%)

## EUROPE (42% OF TOTAL REVENUES): +10.3%

- WHOLESALE: +16.1%
- FRANCHISING: +35.9% (LFL +8.3%)
- DOS: -4.4% (LFL +0.6%)

## NORAM (3% OF TOTAL REVENUES): +48.9%

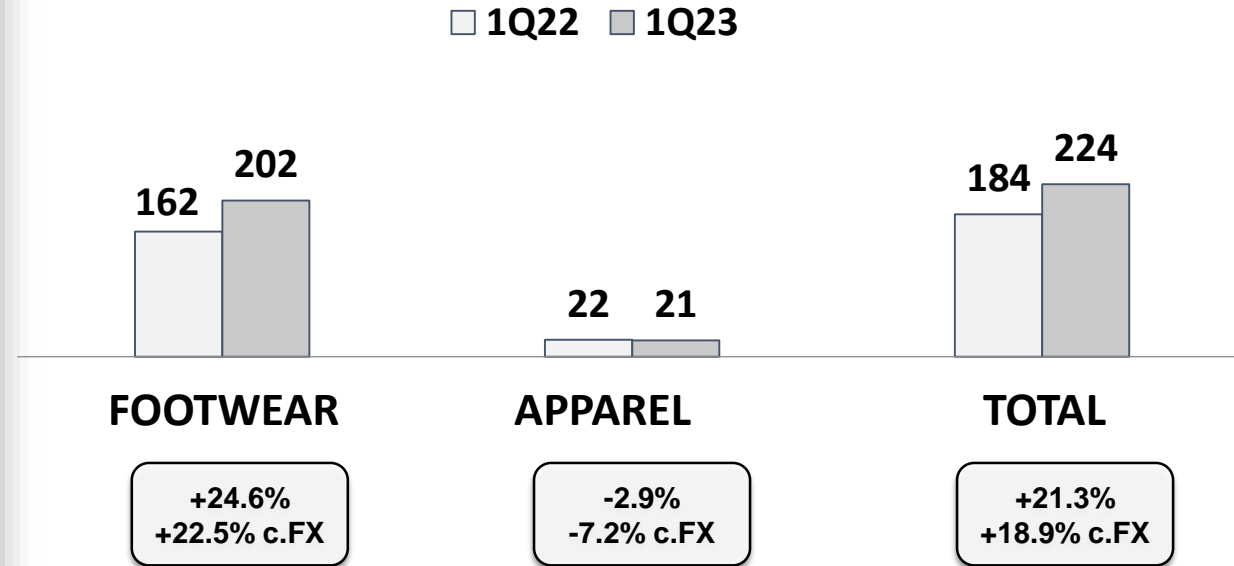
- WHOLESALE: +110.5% MAINLY DUE LAST YEAR SUPPLY CHAIN ISSUE
- DOS: +6.2% (LFL +24.7%)

## ROW (27% OF TOTAL REVENUES): +28.9%

- APAC +31.8% DRIVEN BY WHOLESALE AND LFL DOS +27.2%
- EASTERN EUROPE: +28.4% (LFL DOS -16% DUE TO THE CHALLENGING COMPARISON BASE IN RUSSIA)



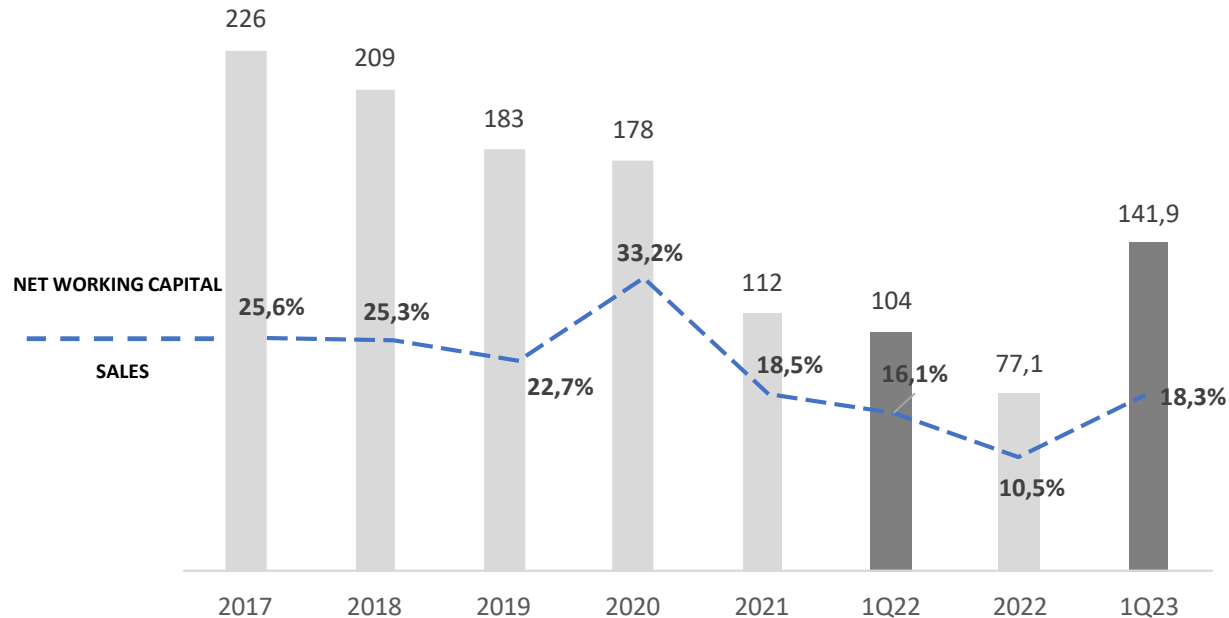
# 1Q23 VS 1Q22 NET SALES BY PRODUCT



- **STRONG PERFORMANCE DRIVEN BY FOOTWEAR**
- **READY TO WEAR PERFORMANCE IMPACTED BY SHORTAGE OF PRODUCTS DUE TO THE FIRE EVENT OCCURRED IN SEPTEMBER LY**

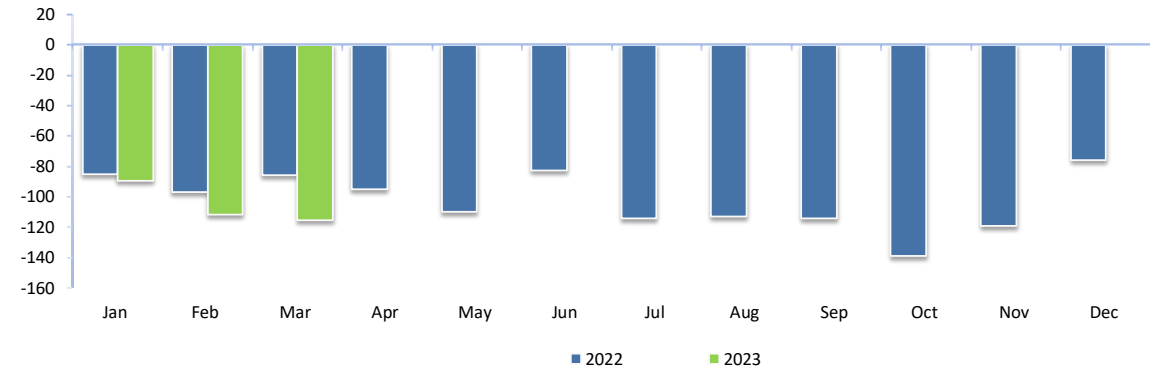
# 1Q23 NET WORKING CAPITAL AND NET DEBT

## NET WORKING CAPITAL EVOLUTION (MLN€)



MLN€	MAR 31, 23	DEC 31, 22	MAR 31, 22	DELTA
INVENTORIES	252,9	290,2	227,3	25,6
ACCOUNT RECEIVABLES	142,3	84,0	113,7	28,6
ACCOUNT PAYABLES	(253,3)	(297,1)	(236,9)	(16,4)
<b>NET OPERATING WORKING CAPITAL</b>	<b>141,9</b>	<b>77,1</b>	<b>104,1</b>	<b>37,8</b>
<b>% ON SALES</b>	<b>18,3%</b>	<b>10,5%</b>	<b>16,1%</b>	<b>2.2 P.P.</b>

## NET DEBT (NFP ANTE IFRS 16 AND PRE FAIR VALUE ADJ OF DERIVATIVES)



- **NET DEBT\* AT THE END OF MARCH 2023 AT -115.5 MLN€**
- **THE FAIR VALUE HEDGE OF DERIVATIVES WAS +17.7 MLN€ AT THE END OF MARCH**
- **OPERATING WORKING CAPITAL AT 142 MLN€ (VS 77.1 MLN€ IN DEC 2022 AND 104.1 IN MARCH 22)**
- **OPERATING WORKING CAPITAL AT 18.3% OF SALES (10.5% IN DEC 2022 AND 16.1% IN MARCH 22)**

# FY23 OUTLOOK



FORECAST UNCERTAINTY REMAINS VERY HIGH DUE TO THE GEO-POLITICAL SITUATION AND THE INFLATIONARY ENVIRONMENT

## ❑ CONSIDERING THAT:

- DOS (WEEK 18, 2023): LFL YTD POSITIVE MID SINGLE DIGIT VS 2022 (+3.8% VS 2019) WITH AN ONGOING IMPROVEMENT IN MARKDOWNS. Q2 DOS LFL YTD IS POSITIVE + 5.9% THANKS TO A REBOUND IN ON-LINE SALES.
- WHOLESALE: SS23 ORDER INTAKE GREW DOUBLE DIGIT BUT IN-SEASON REORDERS IN APRIL WERE WEAK.
- APRIL TOTAL SALES YTD AT +8.0% REBALANCING THE POSITIVE EASY COMPARISON EXPERIENCED IN Q1. THIS GROWTH RATE CAN BE ASSUMED AS A PROXY OF H1 GROWTH RATE.
- FW23 ORDER INTAKE : LOW DOUBLE DIGIT GROWTH AND WE NOW ASSUME A SIMILAR WEAK TREND IN IN-SEASON REORDERS IN H2 AS WELL. IN ADDITION APPROXIMATELY 17 MILION WILL BE DELIVERED IN H1.
- EARLY DELIVERIES OF SS24 IN Q4 ASSUMED AT THE SAME LEVEL OF LAST YEAR (17 MLN IN 2022 AND 0 IN 2021). CONSEQUENTLY WHOLESALE AND FRANCHISING WILL DELIVER A LOW SINGLE DIGIT GROWTH IN H2 DUE TO THIS ALTERATION IN THE COMPARISON BASE DESPITE THE DD GROWTH IN INITIAL BACKLOG.

## ❑ AND PROVIDED THAT:

- PROSECUTION OF MARKDOWNS REDUCTION IN DOS
- SUPPLY CHAIN/TRANSPORTS RELIABILITY KEEPS RECOVERING IN 2023
- NO FURTHER MATERIAL IMPACT ON CONSUMERS' SPENDING FROM THE MACROECONOMIC SCENARIO
- NO ADDITIONAL DETERIORATION OF THE GEO-POLITICAL SITUATION AND OF THE CURRENCY EXCHANGES IN SOME MARKETS RELEVANT FOR THE GROUP

## FY23 TARGET REVISED

- **FY23E SALES: +4%/+6% VS FY22 (PREVIOUS GUIDANCE +6%/+8%)**
- **FY23E GROSS MARGIN: +200 BPS IN H1, +130/150 IN H2 (PREVIOUS GUIDANCE +100/130 FY)**



# GEOX

ANNEXES

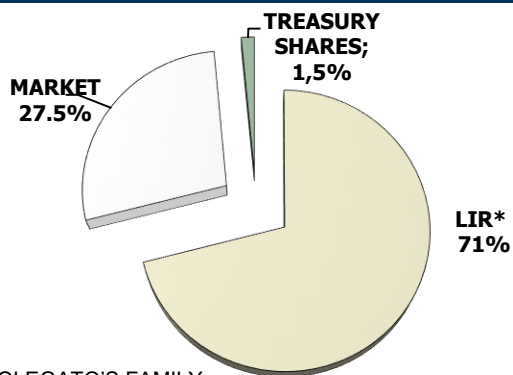




# GEOX GOVERNANCE AND CONTACTS



## SHAREHOLDERS



\*MORETTI POLEGATO'S FAMILY

## BOARD OF DIRECTORS

CHAIRMAN	MARIO MORETTI POLEGATO
CEO	LIVIO LIBRALESSO
DEPUTY CHAIRMAN	ENRICO MORETTI POLEGATO
DIRECTOR	CLAUDIA BAGGIO
DIRECTOR	ALESSANDRO GIUSTI
DIRECTOR	LARA LIVOLSI
INDEPENDENT DIRECTOR	SILVIA RACHELA
INDEPENDENT DIRECTOR	FRANCESCA MENEGHEL
INDEPENDENT DIRECTOR	SILVIA ZAMPERONI

## INVESTOR RELATIONS – CONTACTS -

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INVESTOR.RELATIONS@GEOX.COM

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TREVISO (ITALY)

## FINANCIAL CALENDAR

- JULY 27, 2023: 1H23 RESULTS
- NOVEMBER 9, 2023: 9M23 SALES