

Officina Profumo-Farmaceutica di Santa Maria Novella (95%)

Entry: January 2020



PROFILE

Officina Profumo-Farmaceutica di Santa Maria Novella produces and distributes luxury fragrances and cosmetic products under its own brand

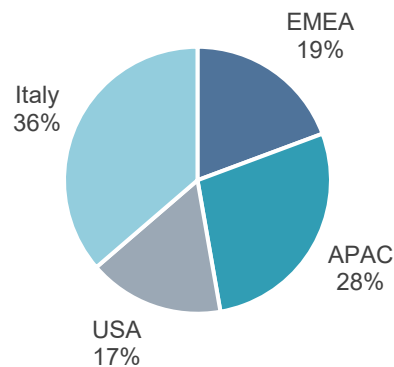
The company is headquartered in Florence with roots in the oldest pharmaceutical laboratory in Europe founded by Dominican friars with a history dating back to the 13th century

A rich tradition and strong heritage contributed to the creation of an iconic and unique brand with a wide portfolio of products distributed through a network of mono-brand and wholesale stores in Europe, USA and Asia and own e-commerce website

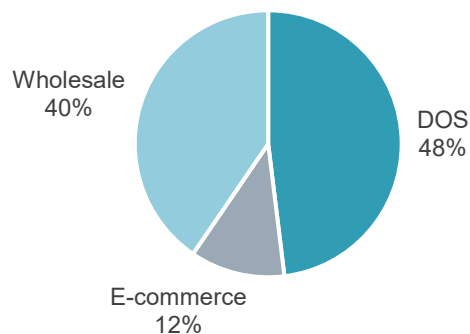
The company is increasing its focus on DOS and distribution partnerships, in 2023 it has bought back the distributor in Venice and the distribution business in Japan with 16 POS (effective in 2024) and has signed a distribution agreement for the UAE. Further DOS openings are planned in Paris, London and USA

REVENUES BREAKDOWN

BY GEOGRAPHY



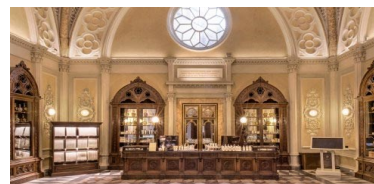
BY DISTRIBUTION CHANNEL



Note: 2023 data; unaudited management account

STORES AND PRODUCTS

Historical store in Florence



DOS in Milan



Fragrances and perfumes



Skin and body care



Candles and home fragrances



Other products



KEY FINANCIALS

(€ m)	2018	2019	2020	2021	2022	2023
Revenues	30	31.1	22.6	30.0	46.6	56.2
YoY % var.	+0%	+4%	-27%	+33%	+55%	+21%
EBITDA	11	12.4	5.2 ⁽¹⁾	8.2	11.3	15.7
% margin	37%	40%	23%	27%	24%	28%
Net income		10.3	(0.1)	2.5	4.7	6.5
Dividends				8.0		
Net debt (cash)		(19.2)	(10.1)	(14.8)	(5.8)	1.9

Note: 2018 consolidated management accounts including San Carlo S.r.l.; 2019 accounts drawn up in accordance with Italian accounting standards and reclassified according to ITM policies; from 2020 accounts in accordance with IFRS

(1) Adjusted for non recurring items for €2.2m

Variation due to application of IFRS16