

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

Entry: January 2020



**PROFILE**

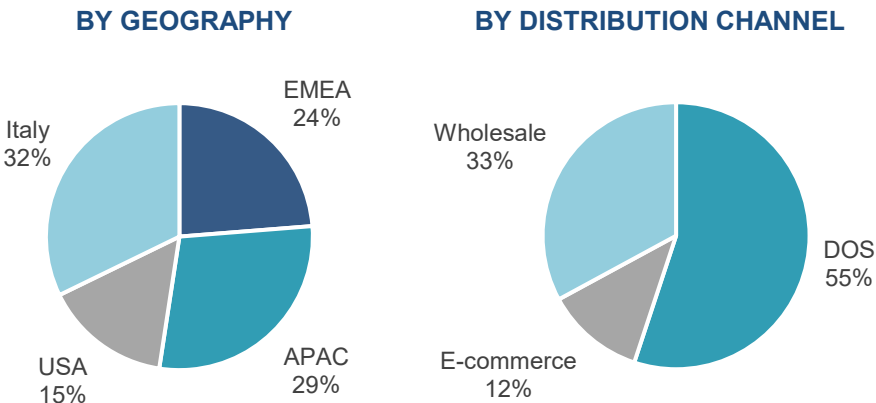
Officina Profumo-Farmaceutica di Santa Maria Novella produces and distributes luxury fragrances and cosmetic products under its own brand

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. In 2024 has opened new DOS in Paris, London, Japan and USA

REVENUES BREAKDOWN



Note: 2024 data; unaudited management account

STORES AND PRODUCTS



KEY FINANCIALS

| (€ m)           | 2019   | 2020               | 2021   | 2022  | 2023 | 2024                | 9M25                |
|-----------------|--------|--------------------|--------|-------|------|---------------------|---------------------|
| Revenues        | 31.1   | 22.6               | 30.0   | 46.6  | 56.2 | 70.0                | 51.3                |
| YoY % var.      | +4%    | -27%               | +33%   | +55%  | +21% | +25%                | +9%                 |
| EBITDA          | 12.4   | 5.2 <sup>(1)</sup> | 8.2    | 11.3  | 15.7 | 20.7 <sup>(2)</sup> | 13.0 <sup>(3)</sup> |
| % margin        | 40%    | 23%                | 27%    | 24%   | 28%  | 30%                 | 25%                 |
| Net income      | 10.3   | (0.1)              | 2.5    | 4.7   | 6.5  | 7.5                 |                     |
| Dividends       |        |                    |        |       | 8.0  |                     | 5.0                 |
| Net debt (cash) | (19.2) | (10.1)             | (14.8) | (5.8) | 1.9  | 5.9                 | 11.9                |

Note: 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

(2) Adjusted for non recurring items for €1.5m

(3) Adjusted for non recurring costs for €0.8m

Variation also due to application of IFRS16

Includes €28m of IFRS16 lease debt