

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



PROFILE

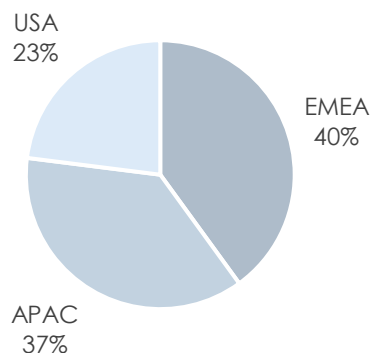
Officina Profumo-Farmaceutica di Santa Maria Novella produces and distributes luxury fragrances and cosmetic products under its own brand

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 monobrand and wholesale stores in Europe, USA and Asia

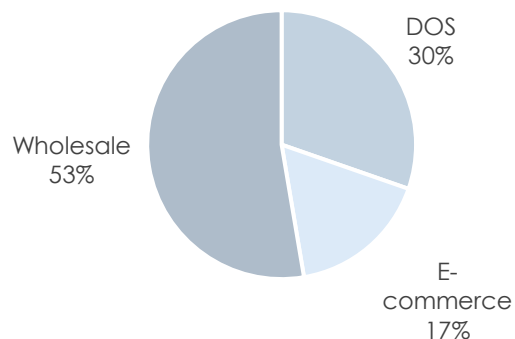
REVENUES BREAKDOWN

By geography



Note: 2021 data

By distribution channel



STORES AND PRODUCTS

Historical store in Florence



Fragrances and perfumes



Skin and body care



DOS in Milan



Candles and home fragrances



Other products



KEY FINANCIALS

(€ m)	2018	2019	2020	2021	1Q22
Revenues	30	31.1	22.6	30.0	9.4
YoY % var.	+0%	+4%	-27.3%	+33%	+74%
EBITDA	11	12.4	5.2⁽¹⁾	8.2	2.5
% margin	37%	39.9%	23.0%	27.3%	26.6%
Net income		10.3	-0.1	2.5	
Net debt (cash)		-19.2	-10.1	-12.8	-11.9

Note: 2018 consolidated management accounts including San Carlo S.r.l.; 2019 and 2020 accounts drawn up in accordance with Italian accounting standards and reclassified according to ITM policies; from 2021 accounts in accordance with IFRS

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

Decrease due to application of IFRS16

Since 2021 includes the impact of IFRS adoption