



Piquadro discloses the Consolidated Revenues for the fourth quarter of FY 2021/22 (January – March 2022) and the Consolidated Revenues for the Financial Year 2021/2022, ended March 31, 2022.

- **Consolidated sales for the fourth quarter of financial year 2021/22 (January – March 2022) equal to € 40,0 million (+27,4% versus the same period of last year).**
- **Consolidated sales for the Financial Year 2021/2022 ended as of March 31st, 2022 equal to € 149,4 million (+31.7% versus financial year 2020/2021 ended March 31 2021);**

Silla di Gaggio Montano, April 13th, 2022 – Today Piquadro S.p.A., company which designs, manufactures, and distributes professional and travel leather goods, through the brands Piquadro, The Bridge and Lancel, discloses the consolidated revenues for the fourth quarter of fiscal year 2021/22 (January – March 2022) and the consolidated revenues for the fiscal year 2021/2022 ended March 31, 2022.

The consolidated turnover recorded by the Piquadro Group in the fourth quarter of the fiscal year 2021/2022 is equal to Euro **40,0 million** with a **27,4% increase** compared to the same period of the previous year closed at Euro 31,4 million.

With reference to the **Piquadro brand**, the revenues recorded in the fourth quarter of fiscal year 2021/22 (January – March 2022) amount to Euro **19.2 million** with a **45.7% increase** compared to the same period relevant to fiscal year 2020/2021 (January – March 2021). The **wholesales** channel recorded an **increase of 42.0%** and **DOS** channel recorded a **growth of 88,2%**.

With reference to **The Bridge brand**, the revenues recorded in the fourth quarter of fiscal year 2021/22 (January – March 2022) amount to Euro **6.5 million** with a **25.7% increase** compared to the same period relevant to fiscal year 2020/2021 (January - March). All sales channel increased compared to the same period ended on March 31, 2021; the **wholesale** channel recorded an **increase of 10.6%**, the **DOS** channel recorded a **growth of 111.7%**, and the e-commerce channel recorded an **increase of 0.9%**.

The sales revenues achieved by the **Maison Lancel** in the fourth quarter of fiscal year 2021/22 (January – March 2022) amount to Euro **14.3 million** with a **9.8% increase** compared to the same period relevant to fiscal year 2020/2021. The **wholesales** channel recorded an **increase of 5.0%**; **DOS** channel recorded a **growth of 22.5%** and the.

From a geographical standpoint, Piquadro Group registered sales in **Italian market** of Euro **20.6 million** in the fourth quarter of fiscal year 2021/22 (January – March 2022) and they stand at 51.4 % of the Group's total (44.1% of consolidated sales to March 31, 2021) with a **48.5% increase** compared to the same period of fiscal year 2020-2021.



In the European market, the Group registered sales of Euro **18.0** million in the fourth quarter of fiscal year 2021/22 (January-March 2022), and they stand at 45.0% of the Group's total (48.7% of consolidated sales to March 31, 2021) with a **17.7% increase** compared the same period of FY 2020-2021.

In the extra-European geographical area (called "Rest of the world"), the Group recorded sales of Euro 1.5 million in the fourth quarter of fiscal year 2021/22 (January-March 2022). and they stand at 3.6% of the Group's total (7.2% of consolidated sales to March 31, 2021)

The consolidated turnover recorded by the Piquadro Group for the financial year 2021/2022, is equal to Euro **149.4** million, with a **31.7% increase** compared to the same period of the previous year ended March 31, 2021, and equal to Euro 113.5 million.

With reference to the **Piquadro** brand, the revenues recorded in the financial year 2021/2022, amount to Euro 64.2 million, with a **37.8% increase** compared to the same period ended on March 31, 2021. All sales channel increased compared to the same period ended on March 31, 2021; the **wholesales** channel recorded an **increase of 29.9%**, **DOS** channel recorded a **growth of 67.9%** and the e-commerce channel recorded an **increase of 2.4%**

With reference to **The Bridge** brand, the revenues recorded in the financial year 2021/2022 an amount to Euro **25.1** million, with a **30.1% increase** compared to the same period ended on March 31, 2021. All sales channel increased compared to the same period ended on March 31, 2021; the **wholesales** channel recorded an **increase of 16.1%**, **DOS** channel recorded a **growth of 80.4%** and the **e-commerce** channel recorded an **increase of 16.9%**.

The sales revenues achieved by the **Maison Lancel** in the financial year 2021/2022 amount to Euro **60.1** million, with a **26.3% increase** compared to the same period ended on March 31, 2021. All sales channel increased compared to the same period ended on March 31, 2021; the **wholesales** channel recorded an **increase of 32.9%**, **DOS** channel recorded a **growth of 27.9%** and the **e-commerce** channel recorded an **increase of 6.5%**.

From a geographical standpoint, Piquadro Group sales in the **Italian market**, amounted to Euro **69.3** million, in the financial year 2020/21 ended on March 31, 2022, and they stand at 46.4% of the Group's total (43.9% of consolidated sales as of March 31, 2021) with a **39.0% increase** compared to the same period of fiscal year 2020-2021.

In the European market, the Group registered sales of Euro **74.7** million, equal to 50.0% of consolidated sales (50.9% of consolidated sales as of March 31, 2021), with a **29.4% increase** compared to the same period of fiscal year 2020-2021.

In the extra-European geographical area (called "Rest of the world"), the Group recorded sales of Euro **5.4** million, equal to 3.6% of consolidated sales (5.2% of consolidated sales as of March 31, 2021).

"The sales figures for the last quarter, as well as those for the entire year, are very positive for all three brands. " comments Marco Palmieri, President and CEO of the Piquadro Group. "The Piquadro brand, the most impacted by the pandemic due to its focus on travel and business, is



precisely the one that has given us the greatest satisfaction with a 37.8% increase in turnover, thus confirming the soundness of the strategy in place, aimed at expanding the values and the reference world of the brand. Very positive was also the turnover result of the Lancel Maison, which increased by 26.3% and was, within the Group, the least affected by the pandemic. The growth of the DOS channel was particularly important for all three brands, starting with The Bridge's + 80.4%, confirming the trend of a consumer return to in-store purchases. The solid cash generation and the positive net financial position complete a picture that allows us, even in times of great uncertainty, to be positive about the future performance of the three brands”.

The data given in this report are preliminary and were not yet examined by the Board of Directors nor subject to auditing by the Independent Auditors. The same data will be certified by the Independent Auditors according to current legislation.

The manager responsible for preparing the Piquadro S.p.A.'s, financial reports, Roberto Trotta, declares – pursuant to paragraph 2 of Article 154-bis of Legislative Decree 58/1998 – that the accounting information contained in this press release corresponds to the documented results, books, and accounting record.

Piquadro Group

The Piquadro Group operates in the sector of leather accessories through the Piquadro, The Bridge and Lancel brands. Cornerstones for the three brands is attention to details and the quality of the workmanship as well as the leather but the Piquadro product stands out for its innovative design and technological content, while The Bridge emphasizes the vintage flavor of Tuscan craftsmanship and finally the Lancel collections embody the Parisian allure of a fashion house founded in 1876. The origins of the Group date back to 1987 when Marco Palmieri, now President and Chief Executive Officer, founded his company near Bologna, where it is still headquartered. The distribution network extends over 50 countries around the world and counts 181 outlets including 82 Piquadro boutiques (54 in Italy and 28 abroad including 48 DOS directly operated stores and 34 franchised stores), 12 The Bridge boutiques (12 in Italy including 10 DOS directly operated stores and 2 franchised) and 87 Lancel boutiques (64 in France and 23 abroad, of which 80 DOS directly operated stores and 7 franchised).

The Group's consolidated turnover for the year 2021/2022 ended on March 31, 2022, is equal to € 149.4 million.

Piquadro S.p.A. has been listed on the Italian Stock Exchange since October 2007.

Piquadro S,p,A.
Media Relations
Paola Di Giuseppe
Tel +39 02 37052501
paoladigiuseppe@piquadro.com

Piquadro S,p,A.
CFO & Investor relator
Roberto Trotta
Tel +39 0534 409001
investor.relator@piquadro.com