



# Q1 2026 EARNINGS PRESENTATION

27<sup>th</sup> MAY 2026

GOLDEN GOOSE

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# Q1 26 KEY HIGHLIGHTS

## FINANCIAL PERFORMANCE

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- **STRONG TOP LINE: €173M NET TURNOVER (+10% CFX)**
- **DTC DRIVEN GROWTH: +19% CFX (81% OF TURNOVER)**
- **POSITIVE PERFORMANCE IN ALL THE REGIONS**
- **SOLID ADJ. EBITDA MARGIN (+32%)**

## BUSINESS HIGHLIGHTS

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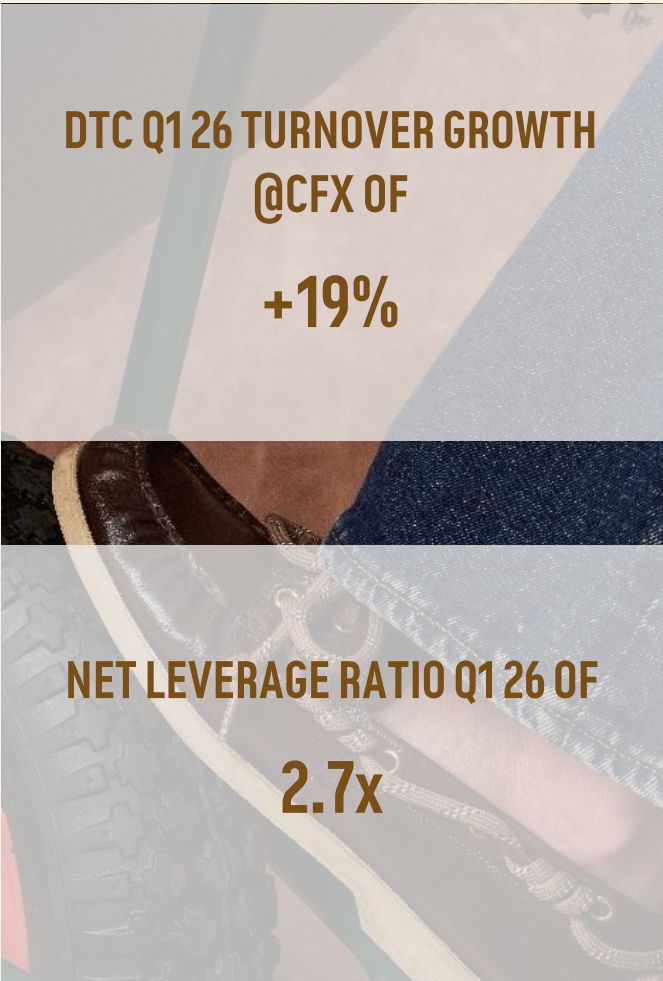
- **OPENING OF A NEW STORE IN ATHENS**
- **GLOBAL LAUNCH OF THE MARATHON SPEED**
- **TOP EMPLOYER 2026 CERTIFICATION: FOR THE FIFTH CONSECUTIVE YEAR IN ITALY, THE FOURTH IN THE USA, THE THIRD IN CHINA, AND THE SECOND TIME IN SOUTH KOREA**

# Q1 26 KEY FIGURES



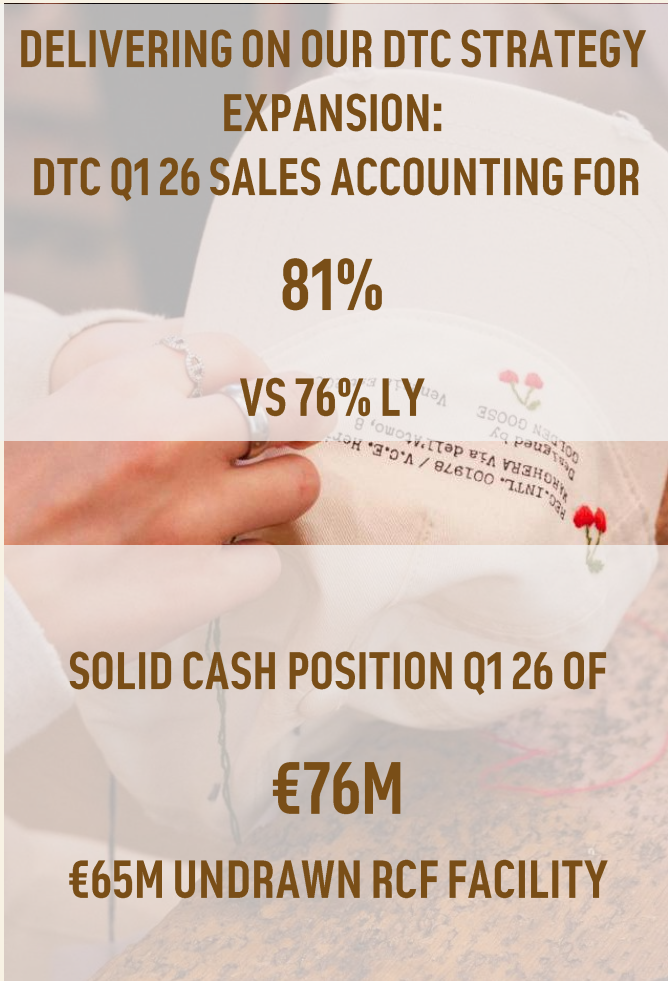
Q1 26 TURNOVER GROWTH  
@CFX OF  
**+10%**  
VS LY

ADJ. EBITDA MARGIN Q1 26 OF  
**31.9%**  
VS 32.6% IN Q1 25



DTC Q1 26 TURNOVER GROWTH  
@CFX OF  
**+19%**

NET LEVERAGE RATIO Q1 26 OF  
**2.7x**



DELIVERING ON OUR DTC STRATEGY  
EXPANSION:  
DTC Q1 26 SALES ACCOUNTING FOR  
**81%**  
VS 76% LY

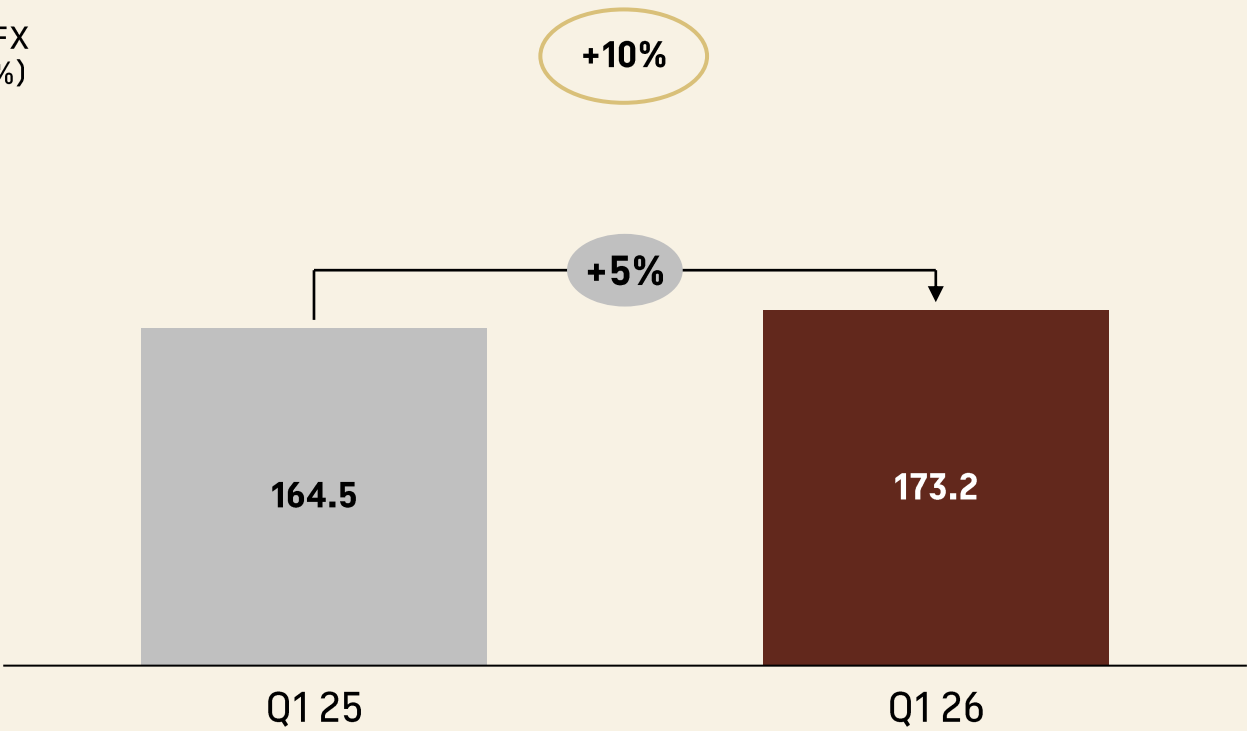
SOLID CASH POSITION Q1 26 OF  
**€76M**  
€65M UNDRAWN RCF FACILITY

# Q1 26 REVENUE RESULTS



## Net Turnover (€m)

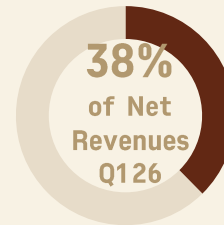
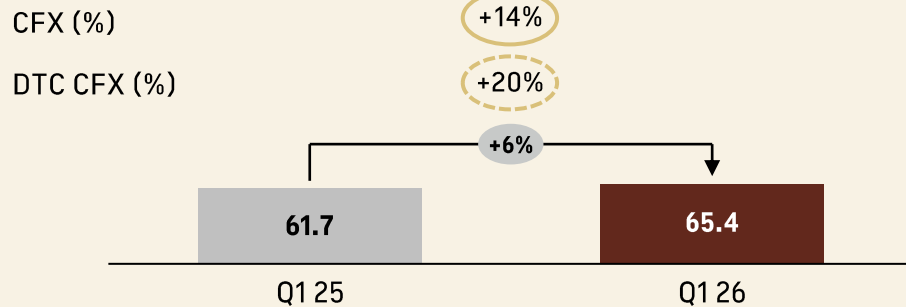
CFX  
(%)



**+10%** TURNOVER Growth in Q1 26 @CFX

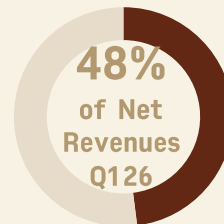
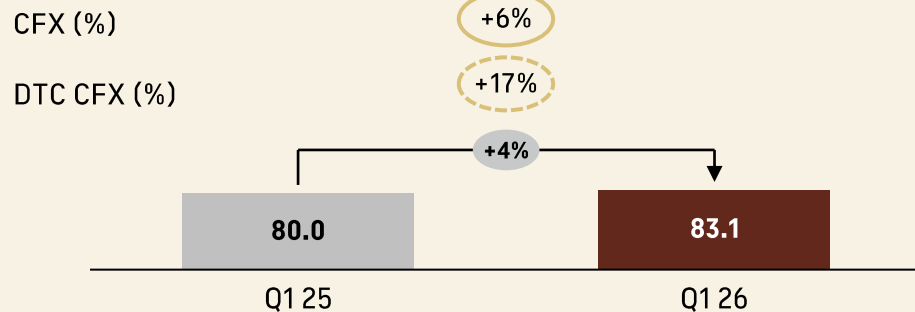
# REVENUE BY GEOGRAPHY

## AMER Net Turnover (€m)



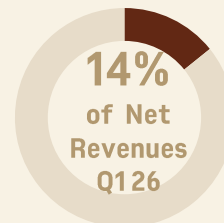
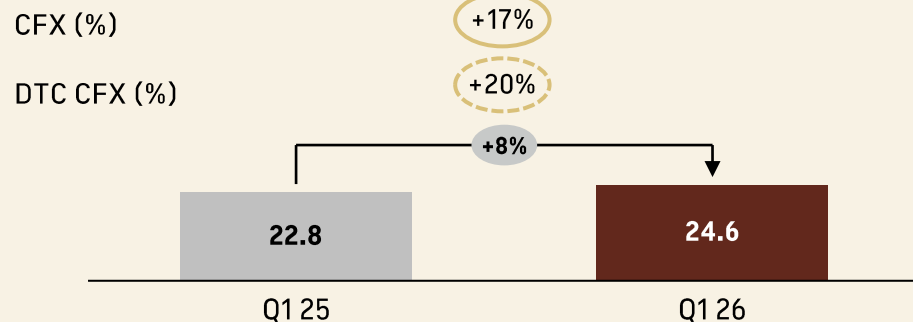
- **+14% yoy cFX growth:**
  - **+20% DTC performance** mainly driven by LFL growth
  - **Decrease in B2B revenues** reflecting more complex market dynamics in the US wholesale channel

## EMEA Net Turnover <sup>(1)</sup> (€m)



- **+6% yoy cFX growth:**
  - **Strong DTC performance**, despite sales in the Middle-East were penalized by the escalation of the conflict
  - **Negative** contribution from the **wholesale channel** linked to time-shift of deliveries

## APAC Net Turnover (€m)



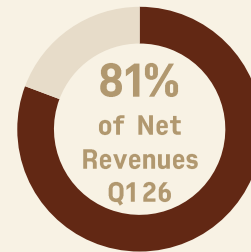
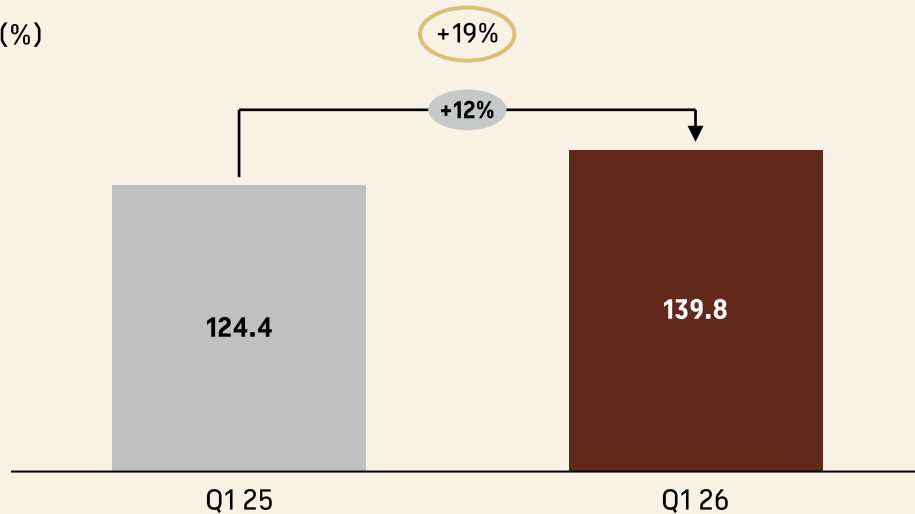
- **+17% yoy cFX growth:**
  - **+20% DTC growth**, thanks to double digit LFL performance and strong space effect
  - **Top performing** region in top line growth in Q1 26

<sup>1)</sup> Including sales of products manufactured in GG factories to other luxury brands and other

# REVENUE BY CHANNEL

## DTC Net Turnover (€m)

CFX (%)

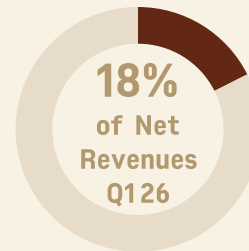
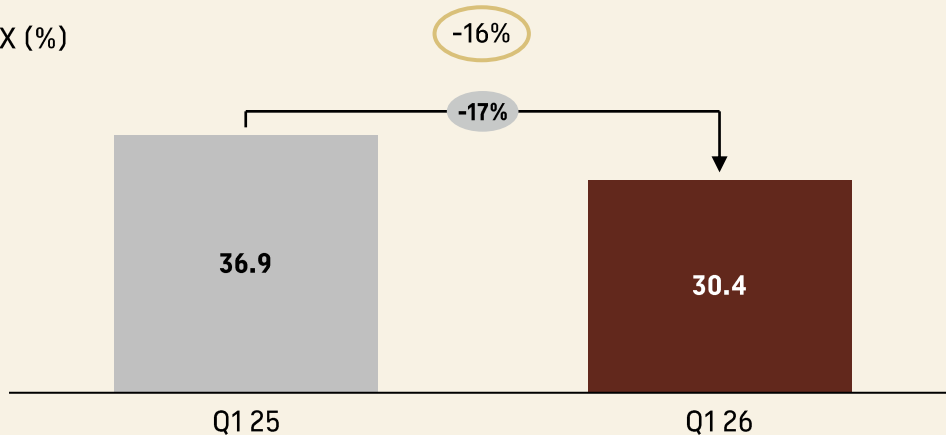


### ▪ DTC revenues grew 19% cFX:

- **Retail continues to be the key contributor to growth**, thanks to double digit LFL performance (despite traffic headwinds) and space effect
- **Digital also performed strongly** in the quarter in line with retail

## WHOLESALE Net Turnover (€m)

CFX (%)



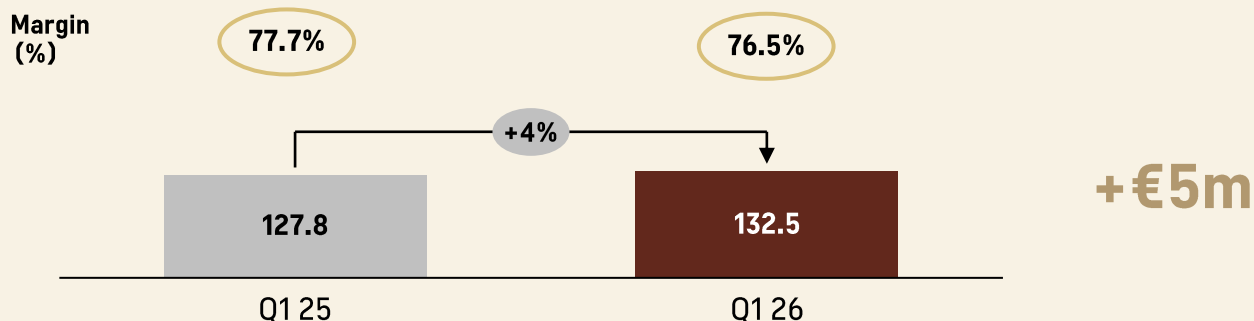
### • Wholesale revenues -16% cFX:

- **Time-shift** of deliveries in EMEA (the most important region in wholesale)
- more complex **market dynamics in the US** wholesale channel
- Strategic downsize of **South-Korean e-tailers**

*Note: Net revenues breakdown net of Other revenues (sales of products manufactured in GG factories to other luxury brands and other), representing ~2% of Net Revenues.*

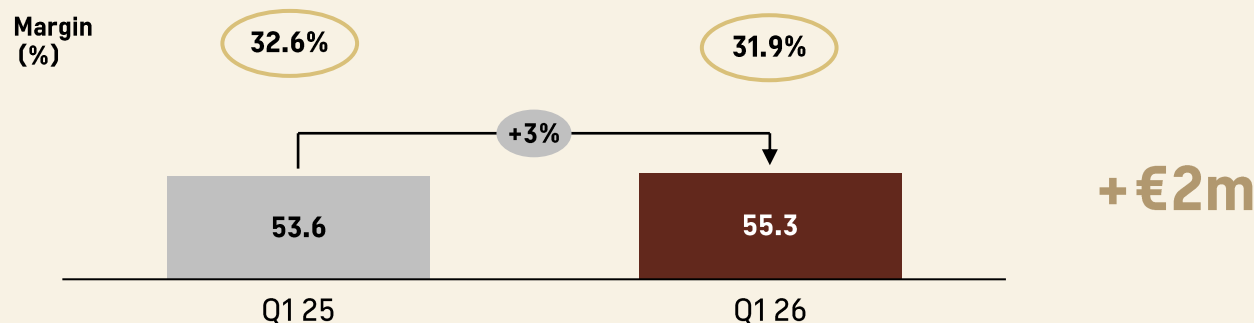
# PROFITABILITY PROFILE

## Gross Margin (€m)



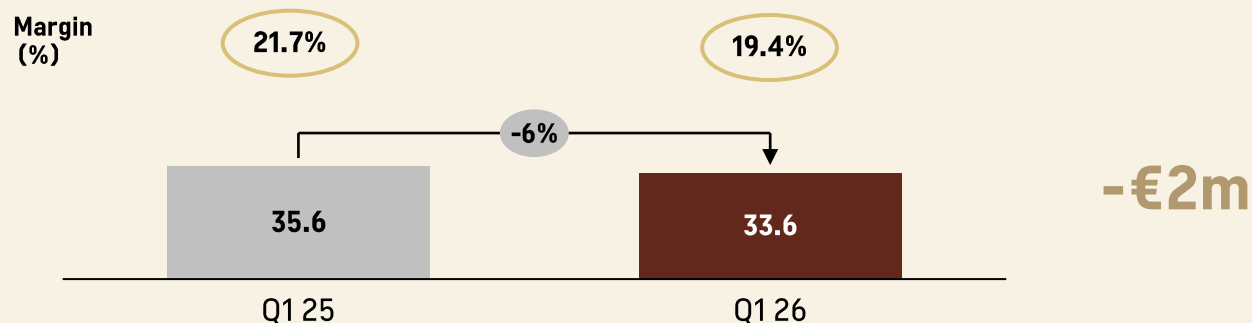
- **-1.2 p.p. GM% dilution**, mainly linked to USD depreciation vs EURO (-1.1 p.p.):
  - Positive impact from shift to DTC...
  - ...offset by some accounting effects

## Adj. EBITDA <sup>(1)</sup> (€m)



- **ADJ. EBITDA margin at 32%**, down 0.7 p.p. vs. Q1 25:
  - Negative impact from forex (-0.9 p.p. )...
  - ...partially offset by reduction of marketing spending as % of sales

## Adj. EBIT <sup>(2)</sup> (€m)

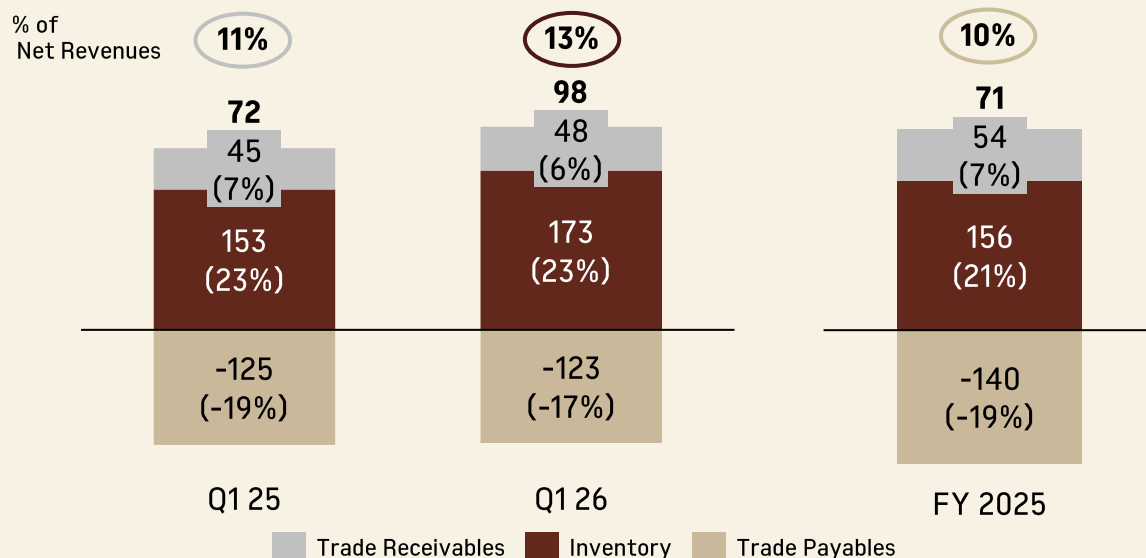


- **Q1 26 EBIT below LY:**
  - linked to strong delivery on new openings and store expansions (higher D&A of RoU and rump-up phase)
- **Recovery** expected in the rest of the year (at constant forex)

1) Including IFRS reporting; excluding special items during the reporting period  
 2) Net of €3m PPA, excluding special items during the reporting period

# ADJ. TRADE WORKING CAPITAL & CAPEX

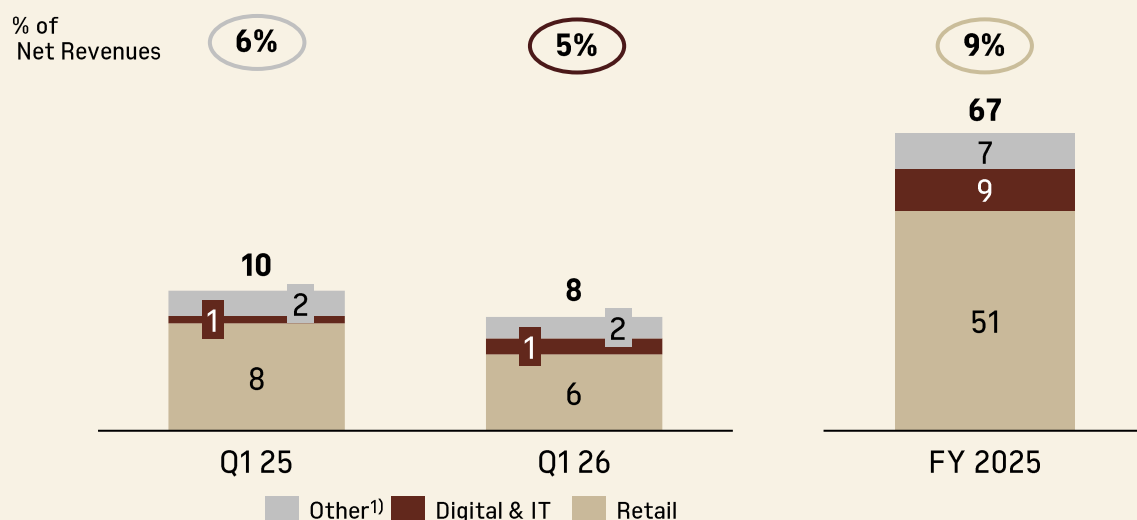
## ADJ. TRADE WORKING CAPITAL (€m)



### • TWC at €98m, 13% of revenues:

- Overall dynamics consistent with business seasonality
- Incidence of **inventory** in line with Q1 25
- Incidence of **payables** 2 p.p. down vs Q1 25, mainly due to different timing of product inbound from suppliers
- Slight decrease in the incidence of **receivables**

## CAPEX (€m)



### • Capex at €8m, 5% of revenues:

- **Limited number of new store openings** in 1Q 26
- **Stable investments in DGT, HQ and Factories** in Q1 26 versus Q1 25

Note TWC: Trade payables adj. to include TP reclassified as financial TP

Note Capex: 1) Mainly including HQ Capex

# STORE NETWORK AND MAIN OPENINGS IN Q1 26

|       | FY 2025 | 1Q 2026 |
|-------|---------|---------|
| EMEA  | 72      | 73      |
| AMER  | 74      | 74      |
| APAC  | 86      | 85      |
| TOTAL | 232     | 232     |

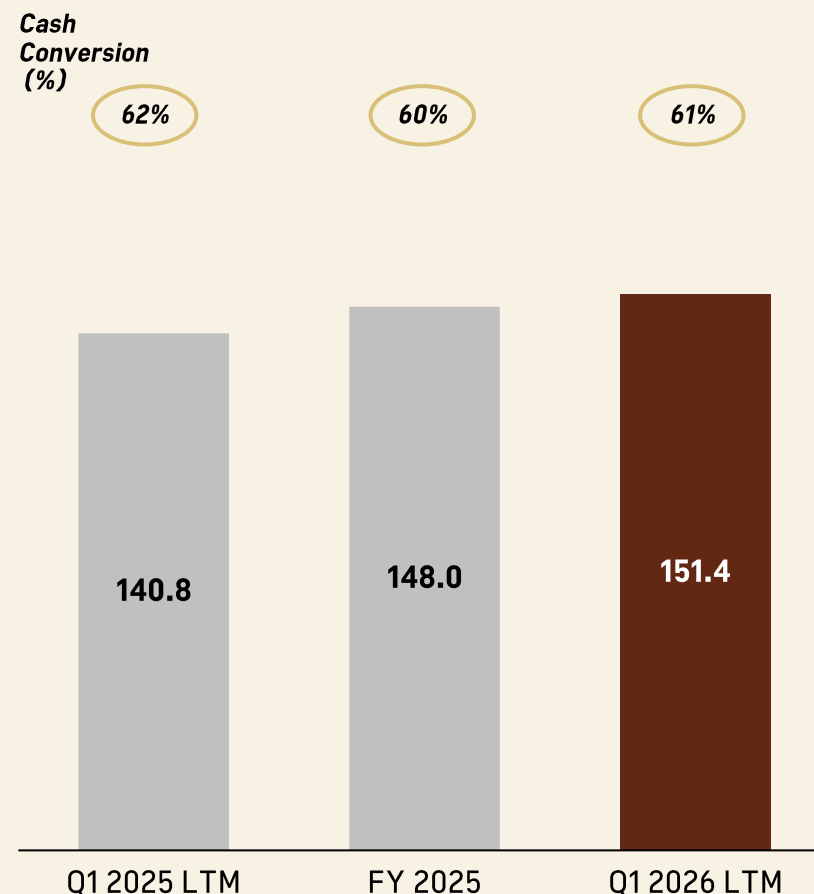
## ATHENS VOUKOURESTIOU



# CASH FLOW DEVELOPMENT

| €m                                             | Q1 25         | Q1 26         |
|------------------------------------------------|---------------|---------------|
| Adj. EBITDA                                    | 53.6          | 55.3          |
| Delta Working Capital & Others <sup>(1)</sup>  | (39.1)        | (39.3)        |
| Capex                                          | (10.1)        | (8.3)         |
| <b>Adjusted Operating Cash Flow</b>            | <b>4.4</b>    | <b>7.8</b>    |
| Leasing outflows                               | (12.5)        | (15.0)        |
| <b>Adjusted Operating Cash Flow pre-IFRS16</b> | <b>(8.2)</b>  | <b>(7.2)</b>  |
| Financial interest                             | (10.8)        | (9.2)         |
| Income tax paid                                | (0.0)         | (0.0)         |
| <b>Adjusted Free Cash Flow</b>                 | <b>(19.0)</b> | <b>(16.4)</b> |
| M&A                                            | -             | -             |
| Capital Contributions                          | -             | -             |
| Other                                          | (3.1)         | (2.5)         |
| <b>Free Cash Flow</b>                          | <b>(22.1)</b> | <b>(18.9)</b> |
| Exchange Effect                                | (0.2)         | 0.2           |
| <b>Net Cash Flow</b>                           | <b>(22.3)</b> | <b>(18.6)</b> |

## Historical Adj Operating Cash Flow (€m)



1) Others include: Non Recurring Items (mainly related to Bond emission costs), Cash Special Items and Other Items (mainly related to P&L net provision and change in non-current financial assets)

# NET FINANCIAL POSITION

## Net Debt (€m) and leverage

| €m                                 | FY 2025      | 1Q 2026      |
|------------------------------------|--------------|--------------|
| <b>Liquidity</b>                   | <b>94.4</b>  | <b>75.8</b>  |
| Senior Secured Floating Rate Notes | 480.0        | 480.0        |
| RCF/Other Financial Debt           | 36.3         | 36.1         |
| Lease liabilities                  | 227.5        | 242.7        |
| <b>Gross Debt IFRS</b>             | <b>743.8</b> | <b>758.7</b> |
| <b>Net Debt IFRS</b>               | <b>649.4</b> | <b>683.0</b> |
| <b>Adj. EBITDA <sup>(1)</sup></b>  | <b>248.3</b> | <b>250.0</b> |
| <b>Net Leverage IFRS</b>           | <b>2.6x</b>  | <b>2.7x</b>  |

Note: IFRS Figures.  
1) LTM Adj. EBITDA

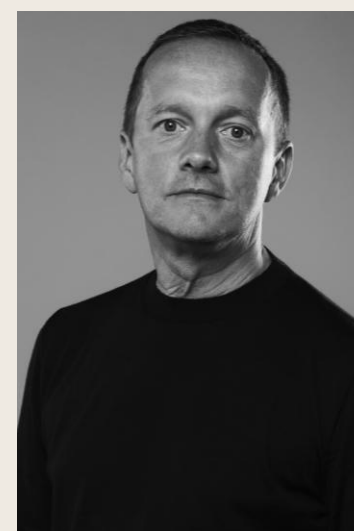
- **Net leverage IFRS 1Q 26 equal to 2.7x**, higher than FY25, mainly due to:
  - Cash flow seasonality
  - Increase in lease liabilities to support retail expansion
- **€35m utilization of our RCF** in August 2025



**SILVIO CAMPARA**  
CHIEF EXECUTIVE OFFICER



**PAOLO DAL FERRO**  
CHIEF CORPORATE OFFICER



**GIUSEPPE MARSELLA**  
IR AND CORPORATE  
FINANCE DIRECTOR

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# APPENDIX

A close-up photograph of people's hands and arms gathered around a wooden table laden with fresh produce like tomatoes, cucumbers, and grapes. The scene is dimly lit, creating a warm, intimate atmosphere. The word 'APPENDIX' is overlaid in white text on the left side.

# INCOME STATEMENT

| €m                       | Q1 25        | Q1 26        |
|--------------------------|--------------|--------------|
| Net Turnover             | 164,5        | 173,2        |
| Cost of Good sold        | (36,7)       | (40,7)       |
| <b>Gross Margin</b>      | <b>127,8</b> | <b>132,5</b> |
| Selling & Distribution   | (58,3)       | (63,3)       |
| General & Admin.         | (26,9)       | (29,2)       |
| Marketing                | (11,7)       | (11,0)       |
| <b>EBIT</b>              | <b>30,9</b>  | <b>29,1</b>  |
| Financial Income         | 3,4          | (12,2)       |
| Financial Expenses       | (26,9)       | (5,7)        |
| <b>EBT</b>               | <b>7,4</b>   | <b>11,2</b>  |
| Income taxes             | (2,5)        | (4,2)        |
| <b>Net Income</b>        | <b>4,8</b>   | <b>6,9</b>   |
| Non-controlling interest | -            | -            |
| <b>Group net profit</b>  | <b>4,8</b>   | <b>6,9</b>   |

|                                    |             |             |
|------------------------------------|-------------|-------------|
| <b>EBIT</b>                        | <b>30,9</b> | <b>29,1</b> |
| D&A                                | 21,0        | 24,7        |
| <b>EBITDA</b>                      | <b>51,9</b> | <b>53,7</b> |
| Non recurring items <sup>(1)</sup> | 1,7         | 1,6         |
| <b>Adj. EBITDA</b>                 | <b>53,6</b> | <b>55,3</b> |
| D&A                                | (21,0)      | (24,7)      |
| D&A PPA                            | 3,0         | 3,0         |
| <b>Adj. EBIT</b>                   | <b>35,6</b> | <b>33,6</b> |

1) Non recurring items (mainly related to bond emission costs) are included in General & Admin. expenses

# BALANCE SHEET

| €m                                                | FY 2025        | Q1 26          |
|---------------------------------------------------|----------------|----------------|
| <b>ASSETS</b>                                     |                |                |
| Intangible assets                                 | 1,416.8        | 1,413.3        |
| Tangible assets                                   | 134.7          | 134.6          |
| Right of use                                      | 207.0          | 221.0          |
| Deferred Tax Assets                               | 10.3           | 10.2           |
| Non-current Financial Assets                      | 10.7           | 7.6            |
| Other non-current assets                          | 10.7           | 11.0           |
| <b>Non-current assets</b>                         | <b>1,790.2</b> | <b>1,797.7</b> |
| Inventory                                         | 156.1          | 173.0          |
| Accounts Receivables                              | 52.4           | 47.6           |
| Current Tax assets                                | 1.8            | 1.7            |
| Other current non-financial assets                | 46.6           | 50.9           |
| Other current financial assets                    | 11.0           | 9.8            |
| Cash and cash equivalents                         | 94.4           | 75.8           |
| <b>Current assets</b>                             | <b>362.3</b>   | <b>358.7</b>   |
| <b>Total assets</b>                               | <b>2,152.5</b> | <b>2,156.5</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>       |                |                |
| Share capital                                     | 5.0            | 5.0            |
| Share premium                                     | 760.4          | 760.4          |
| Other reserves                                    | 253.2          | 297.4          |
| Results for the year                              | 40.5           | 7.0            |
| <b>Shareholders' equity</b>                       | <b>1,059.2</b> | <b>1,069.8</b> |
| <b>Minority's equity</b>                          | <b>0.0</b>     | <b>0.0</b>     |
| <b>Total Equity</b>                               | <b>1,059.2</b> | <b>1,069.9</b> |
| Provision for severance indemnities               | 6.1            | 6.1            |
| Deferred tax liabilities                          | 127.6          | 126.8          |
| Non-current provision for risks and charges       | 1.7            | 1.5            |
| Non-current financial debt                        | 697.9          | 710.3          |
| <b>Non-current liabilities</b>                    | <b>833.3</b>   | <b>844.7</b>   |
| Trade payables                                    | 123.5          | 113.1          |
| Other current non-financial liabilities           | 54.6           | 47.1           |
| Current Tax liabilities                           | 3.4            | 7.9            |
| Refund liabilities                                | 18.6           | 15.9           |
| Current financial liabilities                     | 59.8           | 57.9           |
| <b>Current liabilities</b>                        | <b>260.0</b>   | <b>241.9</b>   |
| <b>Total liabilities and shareholders' equity</b> | <b>2,152.5</b> | <b>2,156.5</b> |