

# CAMPARI GROUP

**Double-digit organic sales growth in full year 2022,  
driving operating margin expansion despite input cost inflation**

**Continued successful execution of the long-term growth strategy  
with business growing 40% organically vs. pre-pandemic**

**Confidence in continued strength of future demand leading to robust medium-term supply chain  
investments to double overall production capacity in key aperitifs, bourbon and tequila categories**

**Solid progress on Sustainability agenda with B rating from the CDP Climate Change questionnaire**

## FULL YEAR 2022-RESULTS HIGHLIGHTS

- **Net sales** of €2,697.6 million, up +24.2% on a reported basis.
  - in **full year 2022 organic growth** of +16.4% vs. 2021 (+39.9% vs. 2019 or **3-year organic CAGR** of +11.8%) thanks to **robust brand momentum, boosted by pricing**.
  - in **fourth quarter organic growth** of +9.6% reflecting **strong pricing** as well as **expected supply constraints**.
- **EBIT-adjusted** of €569.9 million, 21.1% on net sales, up +30.9% on a reported basis.
  - in **full year 2022 organic growth** of +19.1% vs. 2021 (+33.4% vs. 2019 or **3-year organic CAGR** of +10.1%), **+50 basis points organic margin expansion** thanks to operating leverage, offsetting expected gross margin dilution driven by input costs inflation.
  - in **fourth quarter organic growth** of +7.6%, **-20 basis points organic margin dilution**, driven by gross margin dilution of -20 basis points with input cost inflation almost fully offset by positive pricing initiatives.
  - **favourable FX**, mainly driven by the **strong US dollar**, and positive perimeter effect.
- **EBITDA-adjusted** of €660.3 million, 24.5% on net sales, up +28.2% on a reported basis (**organic growth of +17.3%**).
- **Group net profit-adjusted** of €387.8 million, up +26.0%. **Group net profit** of €333.0 million, up +16.9%.
- **Net financial debt** of €1,552.5 million as of December 31<sup>st</sup>, 2022, up **€721.6 million** vs. December 31<sup>st</sup>, 2021, reflecting **positive free cash flow** which was more than offset by **acquisitions**, the net purchase of own shares and the **dividend payment**. **Net debt to EBITDA-adjusted ratio at 2.4 times** as of December 31<sup>st</sup>, 2022 (or 2.2 times on pro-forma basis), driven by acquisitions.
- **Proposed full year dividend of €0.06 per share**, unchanged vs. the previous year.

**Milan, February 21<sup>st</sup>, 2023**-The Board of Directors of Davide Campari-Milano N.V. (Reuters CPRI.MI-Bloomberg CPR IM) approved Campari Group's Annual Report for the year ended December 31<sup>st</sup>, 2022.

**Bob Kunze-Concewitz, Chief Executive Officer:** *'In a challenging 2022, we continued to **make solid progress** in pursuing our long-term growth strategy focusing on **sustainable brand building** as well as **portfolio enhancement** via attractive acquisitions. **Compared with the pre-pandemic period, our net sales grew by 40% organically** thanks to **strong brand health, pricing** as well as **enhanced commercial capabilities** driving **strong consumer demand**.*

*Looking ahead into 2023, we remain confident about the **positive business momentum** across **key brands and markets** thanks to **strong brand equity**, in particular **aperitifs**. We will continue to leverage **adequate price opportunities** in specialties as well as **portfolio premiumisation** in brown spirits. The overall macro environment for inflation remains challenging despite some signs of easing; nevertheless, we remain confident to **preserve the current operating margin on sales at the organic level**.*

*Looking at the **medium term**, we remain confident to continue delivering **strong organic topline growth** and **mix improvement** leading to margin expansion. To satisfy future demand, we are **accelerating our investments in supply chain** with the aim to **double our overall production capacity in key aperitifs, bourbon and tequila categories**.'*

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## SUMMARY FINANCIAL INFORMATION FOR THE YEAR ENDED 31 DECEMBER 2022

	FY 2022	FY 2021	Reported	Organic	Perimeter	Forex	Org change	Org change
	€ million	€ million	Change	Change	Impact	Impact	vs. Q4 2021	CAGR FY 2022-19
Net sales	2,697.6	2,172.7	24.2%	16.4%	-0.2%	7.9%	9.6%	11.8%
<b>Gross profit</b>	<b>1,588.6</b>	<b>1,296.8</b>	<b>22.5%</b>	<b>14.1%</b>	<b>0.2%</b>	<b>8.2%</b>	<b>9.2%</b>	
% on sales	58.9%	59.7%						
<b>EBIT-adjusted</b>	<b>569.9</b>	<b>435.2</b>	<b>30.9%</b>	<b>19.1%</b>	<b>0.4%</b>	<b>11.5%</b>	<b>7.6%</b>	<b>10.1%</b>
% on sales	21.1%	20.0%						
EBIT	511.5	400.8	27.6%					
<b>Group net profit-adjusted</b>	<b>387.8</b>	<b>307.9</b>	<b>26.0%</b>					
Group net profit	333.0	284.8	16.9%					
<b>EBITDA-adjusted</b>	<b>660.3</b>	<b>514.9</b>	<b>28.2%</b>	<b>17.3%</b>	<b>0.3%</b>	<b>10.6%</b>	<b>8.0%</b>	<b>9.5%</b>
% on sales	24.5%	23.7%						
EBITDA	602.0	480.6	25.3%					
Free cash flow, of which:	188.7	332.3	-43.2%					
<b>Recurring free cash flow</b>	<b>360.5</b>	<b>407.5</b>	<b>-11.5%</b>					
<b>Net financial debt at the end of the period</b>	<b>(1,552.5)</b>							
<b>Basic earnings per share-adjusted (€)</b>	<b>0.34</b>	<b>0.27</b>	<b>26.0%</b>					
<b>Proposed full year dividend per share (€)</b>	<b>0.06</b>	<b>0.06</b>	-					

## REVIEW OF CONSOLIDATED SALES FOR THE FULL YEAR 2022 RESULTS

**Group sales** totalled **€2,697.6 million**, up +24.2% on a reported basis or **+16.4% in organic terms** (+9.6% in the fourth quarter). **The perimeter effect** was **-0.2%**, while **the FX effect** was **+7.9%** (or **€172.5 million**) mainly driven by the strong US Dollar.

### Analysis of organic change by geography:

- Sales in the **Americas** (46% of total Group sales) were up organically by **+16.6%**. The **Group's largest market, the US**, grew by **+14.0%** (+39.3% vs. **FY2019** or **3-year CAGR of +11.7%**), thanks to **continued positive momentum in the on-premise** and **resilient home consumption**. The positive full year performance was mainly driven by the **double-digit growth** of **Espolòn, core Wild Turkey bourbon, Russell's Reserve, Aperol** and **Campari**, thanks to strong consumer demand, benefitting also from price increases. The shipments of **Grand Marnier** were slightly down (against a tough comparison base of +44.6%) due to continuing **glass supply constraints**, while the SKYY portfolio declined. **Jamaica** registered strong double-digit growth driven by Wray&Nephew Overproof and Campari. Within the other markets of Americas, Canada delivered positive overall performance and the rest of the region, including **Brazil, Mexico** and **Argentina**, delivered **strong growth** driven by consumer demand.
- Sales in **Southern Europe, Middle East and Africa**<sup>1</sup> (28% of total Group sales) grew by **+18.2%**. The region's largest market, **Italy**, was up **+15.4%** (+30.1% vs. **FY2019** or **3-year CAGR of +9.2%**) thanks to **strong on-premise consumption** and **successful price increases**, helped also by **good weather** during the summer. **The performance was slightly negative in the fourth quarter (-1.5%)** mainly due to the glass availability constraints on Cinzano sparkling wines in its peak season and a tough comparison base (+60.0% Q4 2021), mitigated by **growth in Aperol** and **Campari thanks to strong brand health**. **France** grew **+12.1%**, mainly driven by the double-digit growth of **Aperol** and **Riccadonna**. Other

<sup>1</sup> Includes Global Travel Retail.

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markets in the region registered a very positive performance, particularly thanks to the strong double-digit growth of **Spain**, **Nigeria** and **South Africa**. **GTR** was up **+80.8%**, benefiting from tourism recovery.

- **North, Central and Eastern Europe** (19% of total Group sales) grew organically by **+14.9%**. **Germany** registered strong growth of **+18.6%** (**+37.6%** vs. **FY2019** or **3-year CAGR of +11.2%**), thanks to continued resilient home consumption combined with a strong on-premise, boosted also by pricing. The performance was largely led by **Aperol**, **Aperol Spritz ready-to-enjoy** and **Crodino**, whilst **Campari also grew mid-single digits following the strong price repositioning**. The **UK** grew by **+13.7%** despite a tough comparison base (**+39.1% FY2021**) mainly driven by continued positive momentum of core **Aperol** and **Magnum Tonic**, despite product availability constraints of the latter. **The other markets** in the region were also positive, **led by the Aperitifs**, including **Crodino**.
- Sales in **Asia Pacific** (7% of total Group sales) grew organically by **+12.4%**. **Australia** grew **+9.6%** (**+31.9%** vs. **FY2019** or **3-year CAGR of +9.7%**), driven by strong shipments recovery in the fourth quarter of **Wild Turkey ready-to-drink following persistent ocean freight constraints**. The positive growth was also driven by Wild Turkey Bourbon, Aperol and Campari. **Other markets** in the region registered an **overall positive performance (+17.6%)**, in particular **South Korea (+84.1%)**. **Japan** was positive after a strong fourth quarter. **China** was negative due to lockdowns in relation to the zero-Covid policy. **India** delivered very positive performance albeit off a small base.

## Analysis of organic change by brand:

- **Global Priorities** (57% of total Group sales) registered an organic growth of **+18.7%**. **Aperol** delivered strong double-digit growth (**+28.2%**) in its 19<sup>th</sup> year after the acquisition, across all key markets, thanks to very healthy brand momentum and the successful execution of its growth model, further boosted by price increases. Key drivers were, in particular, core **Italy (+20.5%)**, **Germany (+31.9%)**, **the US (+49.8%)**, **France (+35.5%)**, **the UK (+20.9%)**, and **Spain (+84.6%)**. Brand momentum was strong elsewhere as well. The **fourth quarter performance was strong (+15.8%)** despite the elevated comparison base (+45.8% in Q4 2021), thanks to **the continued deseasonalisation activities across core European markets** and **the extension of drinking occasions**. **Campari** delivered **strong growth of +23.8% with continued momentum in the fourth quarter (+7.2%) despite the tough comparison base (+35.3% Q4 2021)**. The performance was largely driven by core **Italy (+26.4%)**, the **US**, **Brazil** and **Jamaica**, as the brand continues to benefit from the resilient at-home mixology trend and continued health in the **on-premise**. This was driven by the success of the consumer-driven **Campari spritz** amongst other cocktails such as the Negroni, Negroni Sbagliato and Boulevardier, further boosted by **strong pricing**. **Wild Turkey registered strong growth (+21.4%) with a solid performance in the fourth quarter**, mainly thanks to the core US market, South Korea and Australia. In 2022, **Wild Turkey core bourbon grew +26.2%** thanks to a combination of classic cocktail revival in the on-premise channel and at-home mixology, as well as strong pricing. **High-end Russell's Reserve grew +36.4%** as consumers continue to premiumise and discover high quality sipping bourbon. **American Honey** was only slightly positive, handicapped by glass constraints. **Grand Marnier was overall positive** largely thanks to **Global Travel Retail** and **France**, which more than offset the weak shipment performance in the core **US market**, impacted by **glass supply and logistics constraints** and a tough comparison base (+44.6% in FY2021). **Jamaican rum portfolio grew +15.5%** overall against a tough comparison base, mainly thanks to **Jamaica**, the **UK**, **Mexico** and **New Zealand**. **SKYY** declined by -1.8% largely due to the US and China, partly mitigated by other international markets.
- **Regional Priorities** (25% of total Group sales) recorded a positive performance (**+18.7%**). **Espolòn** grew double digits (**+33.5%**) despite the tough comparison base (+37.5% in FY 2021) with sustained growth in the fourth quarter (**+37.3%**), thanks to the core US, as well as international markets, including Australia, albeit off a small base. **Crodino** grew **double digits** driven by strong growth in core Italy as well as seeding markets, where the brand continues to establish itself as the go-to non-alcoholic aperitif. **The GlenGrant grew double digits** driven by **premiumisation**, in particular in South Korea and Global Travel Retail. The other brands such as the **Italian specialties**, **the sparkling wines** and **vermouths (Cinzano, Mondoro and Riccadonna)** and **Aperol Spritz ready-to-enjoy** all **delivered double digit growth**. **Magnum Tonic** was flattish due to continued product availability constraints.
- **Local Priorities** (8% of total Group sales) grew **+5.7%** with **positive performance** of **Campari Soda**, **Wild Turkey ready-to-drink**, **SKYY ready-to-drink** and **Cabo Wabo**. **X-Rated** declined driven by weak performance in China, whilst South Korea continued to grow double digits.

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**Gross profit** totalled **€1,588.6 million**, corresponding to 58.9% of net sales, up by **+22.5%** in value on a reported basis. It **grew organically** by **+14.1%**, a margin dilution of **-120 basis points**, due to strong cost inflation, particularly glass and logistics, only partially mitigated by the price increases. In the fourth quarter, gross margin dilution was limited to -20 bps, driven by positive pricing initiatives, which almost offset the COGS inflation.

**Advertising and Promotion expenses (A&P)** were **€479.0 million**, corresponding to 17.8% of net sales, up by **+20.4%** in value on a reported basis. They increased **organically** by **+12.7%**, reflecting sustained investments behind key brands, **+60 basis points** margin accretive thanks to the strong topline.

**CAAP** (Contribution after A&P) was **€1,109.6 million**, corresponding to 41.1% of net sales, up by **+23.4%** in value on a reported basis and up **+14.7% organically**.

**Selling, general and administrative expenses (SG&A)** totalled **€539.8 million**, corresponding to 20.0% of net sales, up by **+16.4%** in value on a reported basis. They grew **organically** by **+10.6%**, reflecting the continuous investments in the business infrastructure and route-to-market, generating a **margin accretion of +110 basis points** thanks to the strong topline growth.

**EBIT-adjusted** was **€569.9 million**, corresponding to 21.1% of net sales, up by **+30.9%** in value on a reported basis. It **grew organically** by **+19.1%** (**+7.6%** in the fourth quarter), generating a margin accretion of **+50 basis points**. The **perimeter effect** on EBIT-adjusted was **+0.4%** (or **€1.6 million**) resulting mainly from the first-time consolidation of Picon, net of lower-margin agency brands termination. The **forex effect** on EBIT-adjusted was positive by **+11.5%** (or **€50.0 million**), mainly driven by the strong US Dollar.

**Operating adjustments** were negative at **€(58.3) million**, mainly attributable to transaction fees linked to acquisitions, provisions linked to the Russia /Ukraine conflict, restructuring initiatives and long-term retention schemes.

**EBITDA-adjusted** was **€660.3 million**, up by **+28.2%** in value on a reported basis (**up organically +17.3%**), corresponding to 24.5% of net sales.

**EBIT** (19.0% of net sales) and **EBITDA** (22.3% of net sales) were at **€511.5 million** and **€602.0 million** respectively.

**Net financial expenses and adjustments** were **€30.7 million**. Excluding the exchange gains and the financial adjustments, the **net financial expenses** were **€21.4 million** showing a **decrease of €3.6 million compared with full year 2021**. The average cost of net debt in FY 2022 was 2.2%<sup>2</sup>, showing an improvement of 30 bps compared with last year, thanks to higher interest income generated by existing liquidity.

**Profit before taxation** was **€475.0 million**. **Profit before taxation adjusted** was **€538.0 million**, up **+29.5%** vs. the full year 2021.

**Taxation** totalled **€143.5 million**, on a reported basis. **Recurring income taxes** were equal to **€151.6 million** excluding positive tax adjustments totalling €8.2 million.

**Group net profit** at **€333.0 million**. **Group net profit adjusted**<sup>3</sup> was **€387.8 million**, up **+26.0%** vs. 2021.

**Free cash flow** was **€188.7 million** (vs. €332.3 million in 2021). **Recurring free cash flow** amounted to **€360.5 million** (down 11.5% from €407.5 million in 2021). This decrease was mainly driven by higher cash outlays linked to tax payments, working capital step-up and higher capex. **Total capex** investment of **€213.3 million** in **FY 2022**, of which extraordinary capex of €105.8 million, mainly linked to projects to enhance the Group's production capacity and IT infrastructure as well as its ESG projects, brand houses and office.

**Net financial debt** at **€1,552.5 million** as of 31 December 2022, up **€721.6 million** vs. 31 December 2021 (€830.9 million), reflecting **positive free cash flow** generated by the business for **€188.7 million** (or **€360.5 million on a recurring basis**), which were more than offset by **acquisitions** (amounting to €732.9 million), **net purchase of own shares** (€121.1 million) and the **dividend payment** (€67.6 million).

**Net debt to EBITDA-adjusted ratio** at **2.4 times** as of 31 December 2022 (or **2.2 times** including the pro-forma EBITDA of the recent acquisitions), increased from 1.6x as of 31 December 2021 due to higher net debt level.

## SUSTAINABILITY

In 2022, the Group continued to make **solid progress on its sustainability agenda**. In particular, the Group was recognized with a **B rating** by the **CDP** (Carbon Disclosure Project) **Climate Change questionnaire** and disclosed for **the first time** the

<sup>2</sup> Not reflecting the effect of the net debt related to the new term loan closed in December 2022 to finance the Wilderness Trail Distillery, LLC acquisition

<sup>3</sup> Before total adjustments (including tax effects) of €(54.8) million (vs. €(23.1) million adjustments in 2021)



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**GHG Scope 3 emissions.** The Group also achieved some of its key environmental targets ahead of time: **GHG emissions** (measured as kg of CO<sub>2</sub> per Litre) were **reduced by 47%** from direct operations (scope 1&2) vs. 2019, **the target originally set for 2030 has been achieved**; **Water usage (L/L)** was **reduced by 48%** vs. 2019, **the target originally set for 2030 has been achieved**; **Waste to landfill** was **reduced by 45%** vs. 2019, **on track to achieve the 2025 target**. Moreover, the Group continued to build on its pillars of Responsible practices, People and Community with a strong commitment across responsible drinking, inclusion, education and culture.

## OTHER RESOLUTIONS

**Dividend, Sustainability report and remuneration report.** The Board of Directors proposed to the Shareholders' Meeting, a dividend of €0.06 per share for the year 2022, gross of withholding taxes, unchanged versus last year. The dividend will be paid on April 26<sup>th</sup>, 2023 (with an ex-date for coupon n. 3 of April 24<sup>th</sup>, 2023 in accordance with the Italian Stock Exchange calendar, and a record date of April 25<sup>th</sup>, 2023). The Board of Directors resolved to convene the Annual General Meeting on April 13<sup>th</sup>, 2023 to approve the Annual Report including, *inter alia*, the financial statements for the year ended 31<sup>st</sup> December 2022, the non-financial disclosure, the corporate governance and the remuneration report.

**Share buyback.** The Board of Directors proposed to the Shareholders' meeting the authorisation to purchase its own shares, mainly aimed at the replenishment of the portfolio of own shares to serve the current and future stock option plans for the Group's management, according to the limits and procedures provided by the applicable laws and regulations. The authorization is requested from April 13<sup>th</sup>, 2023, until October 13<sup>th</sup>, 2024.

**Stock options.** The Board of Directors proposed to the Shareholders' meeting to approve a stock option plan. The plan foresees the granting of stock option plans to defined beneficiaries other than the members of the Board of Directors. The relevant bodies will be authorized to implement the plan by June 30<sup>th</sup>, 2024. Relevant details are available in the Information Document pursuant to article 114-bis of the Consolidated Law on Financial Intermediation to be published on the Campari Group's website.

\* \* \*

## FILING OF DOCUMENTATION

The Annual Report as of 31<sup>st</sup> December 2022 (including, *inter alia*, the non-financial disclosure, the corporate governance report, the report of the non-executive directors, the statement and responsibilities in respect to the annual report, the remuneration report and the independent auditor's report) is available at the corporate offices of the Company in Sesto San Giovanni (MI), Via Franco Sacchetti 20, on the Company's website (<https://www.camparigroup.com/en/page/investors>), and by all other means allowed by applicable regulations.

*The Annual report, inclusive of the management report, the full year consolidated financial statements and the Company only financial statements at 31 December 2022, was prepared in accordance with the Dutch Civil Code and the applicable International Financial Reporting Standards (IFRS).*

### Disclaimer

*This press release contains certain forward-looking statements relating to the Campari Group. All statements included in this press release concerning activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. Forward-looking statements are based on current expectations and projections about future events and involve known and unknown risks, uncertainties and other factors, including, but not limited to, the following: volatility and deterioration of capital and financial markets, changes in general economic conditions, economic growth and other changes in business conditions, changes in government regulation and other economic, business and competitive factors affecting the businesses of Campari Group. Such factors include, but are not limited to: (i) changes in the laws, regulations or policies of the countries where Campari Group operates; (ii) the adoption, both at a global level and in the countries where Campari Group operates, of restrictive public policies that have an impact on the production, distribution, marketing, labelling, importation, price, sale or consumption of alcoholic products; (iii) long-term changes in consumers' preferences and tastes, social or cultural trends resulting in a reduction in the consumption of products of the Campari Group as well as in purchasing patterns and the ability of Campari Group to anticipate these changes in the marketplace; and (iv) increased production costs and volatility of raw materials' prices. Therefore, Campari and its affiliates, directors, advisors, employees and representatives, expressly disclaim any liability whatsoever for such forward-looking statements.*

*These forward-looking statements speak only as of the date of this document and Campari does not undertake an obligation to update or revise any forward-looking statement, whether as a result of new information, future events and developments or otherwise, except as required by law.*

## ANALYST CONFERENCE CALL

Campari's management team will host a conference call to present **the Group's Full Year 2022 results** today at **1:00 pm (CET)**. To participate via webcast (listen only):

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- <https://event.choruscall.com/mediaframe/webcast.html?webcastid=vO725e6N>

To participate via audio and ask questions, please dial one of the following numbers:

- from Italy: (+39) 02 802 09 11
- from abroad: +44 1212 818004

## Digital Playback:

A digital playback of the conference call & webcast will be available from today, until 28<sup>th</sup> February, 2023. To listen to it, please call the following number:

- (+39) 02 802 09 87

(Access code: 700973#)

(PIN: 973#)

## Presentation slides:

The presentation slides available to download from Campari's Investor Relations Home Page at the address:

<https://www.camparigroup.com/en/page/investors>

## FOR FURTHER INFORMATION

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## **ABOUT CAMPARI GROUP**

Campari Group is a major player in the global spirits industry, with a portfolio of over 50 premium and super premium brands, spreading across Global, Regional and Local priorities. Global Priorities, the Group's key focus, include **Aperol**, **Campari**, **SKYY**, **Grand Marnier**, **Wild Turkey** and **Appleton Estate**. The Group was founded in 1860 and today is the sixth-largest player worldwide in the premium spirits industry. It has a global distribution reach, trading in over 190 nations around the world with leading positions in Europe and the Americas. Campari Group's growth strategy aims to combine organic growth through strong brand building and external growth via selective acquisitions of brands and businesses.

Headquartered in Milan, Italy, Campari Group operates in 23 production sites worldwide and has its own distribution network in 23 countries. Campari Group employs approximately 4,300 people. The shares of the parent company Davide Campari-Milano N.V. (Reuters CPRI.MI - Bloomberg CPR IM) have been listed on the Italian Stock Exchange since 2001. For more information: <http://www.camparigroup.com/en>. Please enjoy our brands responsibly.

- Appendix to follow -

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## Consolidated net sales breakdown by brand cluster for the full year 2022

	% on Group sales	% change, of which:			
		total	organic	perimeter	forex
Global Priorities	57.4%	26.4%	18.7%	-	7.6%
Regional Priorities	25.4%	26.9%	18.7%	0.2%	8.0%
Local Priorities	8.3%	17.3%	5.7%	7.6%	4.0%
Rest of portfolio	8.9%	10.7%	6.7%	-8.9%	12.9%
<b>Total</b>	<b>100.0%</b>	<b>24.2%</b>	<b>16.4%</b>	<b>-0.2%</b>	<b>7.9%</b>

## Consolidated net sales by geographic area for the full year 2022

	% on Group sales	% change, of which:			
		total	organic	perimeter	forex
Americas	45.6%	32.5%	16.6%	0.1%	15.8%
Southern Europe, Middle East and Africa	27.7%	16.9%	18.2%	-1.5%	0.2%
North, Central and Eastern Europe	19.4%	19.6%	14.9%	0.7%	3.9%
Asia Pacific	7.3%	17.9%	12.4%	1.0%	4.5%
<b>Total</b>	<b>100.0%</b>	<b>24.2%</b>	<b>16.4%</b>	<b>-0.2%</b>	<b>7.9%</b>

## Consolidated EBIT-adjusted by geographic area for the full year 2022

	1 January-31 December 2022		% Change of which:			
	€ m	% Split	Total	organic	perimeter	forex
Americas	263.2	46.2%	42.7%	19.7%	0.1%	22.9%
Southern Europe, Middle East and Africa	101.2	17.8%	42.4%	43.0%	-0.2%	-0.4%
North, Central and Eastern Europe	190.9	33.5%	17.3%	11.0%	1.1%	5.2%
Asia Pacific	14.7	2.6%	-14.0%	-9.7%	-2.4%	-2.0%
<b>Total</b>	<b>569.9</b>	<b>100.0%</b>	<b>30.9%</b>	<b>19.1%</b>	<b>0.4%</b>	<b>11.5%</b>

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## Consolidated income statement for the full year 2022

	FY 2022		FY 2021		Change
	€ million	%	€ million	%	
<b>Net sales</b>	<b>2,697.6</b>	<b>100.0%</b>	<b>2,172.7</b>	<b>100.0%</b>	<b>525.0</b>
Cost of goods sold <sup>(1)</sup>	(1,109.0)	-41.1%	(875.8)	-40.3%	(233.2)
<b>Gross profit</b>	<b>1,588.6</b>	<b>58.9%</b>	<b>1,296.8</b>	<b>59.7%</b>	<b>291.8</b>
Advertising and promotional costs	(479.0)	-17.8%	(397.8)	-18.3%	(81.2)
<b>Contribution margin</b>	<b>1,109.6</b>	<b>41.1%</b>	<b>899.0</b>	<b>41.4%</b>	<b>210.6</b>
SG&A <sup>(2)</sup>	(539.8)	-20.0%	(463.8)	-21.3%	(75.9)
<b>Result from recurring activities (EBIT-adjusted)</b>	<b>569.9</b>	<b>21.1%</b>	<b>435.2</b>	<b>20.0%</b>	<b>134.7</b>
Other operating income (expenses)	(58.3)	-2.2%	(34.3)	-1.6%	(24.0)
<b>Operating result (EBIT)</b>	<b>511.5</b>	<b>19.0%</b>	<b>400.8</b>	<b>18.4%</b>	<b>110.7</b>
Financial income (expenses) and adjustments	(30.7)	-1.1%	(12.4)	-0.6%	(18.3)
Put option, earn out income (expenses) and hyperinflation effects	0.7	-	0.2	-	0.5
Profit (loss) related to associates and joint ventures	(6.6)	-0.2%	(0.1)	-	(6.5)
<b>Profit before taxation</b>	<b>475.0</b>	<b>17.6%</b>	<b>388.6</b>	<b>17.9%</b>	<b>86.4</b>
<b>Profit before taxation-adjusted</b>	<b>538.0</b>	<b>19.9%</b>	<b>415.3</b>	<b>19.1%</b>	<b>122.7</b>
Taxation	(143.5)	-5.3%	(105.6)	-4.9%	(37.9)
<b>Net profit for the period</b>	<b>331.5</b>	<b>12.3%</b>	<b>283.0</b>	<b>13.0%</b>	<b>48.5</b>
<b>Net profit for the period-adjusted</b>	<b>386.3</b>	<b>14.3%</b>	<b>306.1</b>	<b>14.1%</b>	<b>80.2</b>
Non-controlling interests	(1.5)	-0.1%	(1.8)	-0.1%	0.3
<b>Group net profit</b>	<b>333.0</b>	<b>12.3%</b>	<b>284.8</b>	<b>13.1%</b>	<b>48.2</b>
<b>Group net profit adjusted</b>	<b>387.8</b>	<b>14.4%</b>	<b>307.9</b>	<b>14.2%</b>	<b>79.9</b>
Depreciation and amortisation	(90.5)	-3.4%	(79.7)	-3.7%	(10.7)
<b>EBITDA-adjusted</b>	<b>660.3</b>	<b>24.5%</b>	<b>514.9</b>	<b>23.7%</b>	<b>145.4</b>
<b>EBITDA</b>	<b>602.0</b>	<b>22.3%</b>	<b>480.6</b>	<b>22.1%</b>	<b>121.4</b>

(1) Includes cost of material, production and logistics costs.

(2) Includes selling, general and administrative costs.



# CAMPARI GROUP

## Consolidated balance sheet as of 31 December 2022

	31 December 2022	31 December 2021
	€ million	€ million
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	748.1	560.3
Right of use assets	68.4	71.8
Biological assets	17.5	13.4
Goodwill	1,911.8	1,416.3
Brands	1,182.0	974.9
Intangible assets with a finite life	52.1	54.0
Interests in associates and joint ventures	36.0	26.1
Deferred tax assets	72.5	55.3
Other non-current assets	24.1	5.3
Other non-current financial assets	48.2	5.7
<b>Total non-current assets</b>	<b>4,160.8</b>	<b>3,183.0</b>
<b>Current assets</b>		
Inventories	997.2	742.0
Biological assets	7.1	3.7
Trade receivables	308.5	290.4
Other current financial assets	18.9	15.8
Cash and cash equivalents	435.4	791.3
Income tax receivables	19.1	17.7
Other current assets	60.2	49.2
<b>Total current assets</b>	<b>1,846.2</b>	<b>1,910.1</b>
<b>Total assets</b>	<b>6,007.1</b>	<b>5,093.1</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>Shareholders' equity</b>		
Issued capital and reserves attributable to Shareholders of the parent Company	2,675.0	2,371.8
Non-controlling interests	1.4	3.0
<b>Total shareholders' equity</b>	<b>2,676.4</b>	<b>2,374.8</b>
<b>Non-current liabilities</b>		
Bonds	846.3	845.5
Loans due to banks	770.9	355.2
Other non-current financial liabilities	301.4	120.9
Post-employment benefit obligations	24.1	30.1
Provisions for risks and charges	35.6	34.4
Deferred tax liabilities	399.4	366.0
Other non-current liabilities	30.9	21.5
<b>Total non-current liabilities</b>	<b>2,408.6</b>	<b>1,773.6</b>
<b>Current liabilities</b>		
Bonds	-	50.0
Loans due to banks	107.0	198.1
Other current financial liabilities	29.3	73.9
Trade payables	541.7	394.6
Income tax payables	72.5	54.4
Other current liabilities	171.5	173.7
<b>Total current liabilities</b>	<b>922.0</b>	<b>944.7</b>
<b>Total liabilities</b>	<b>3,330.7</b>	<b>2,718.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>6,007.1</b>	<b>5,093.1</b>

# CAMPARI GROUP

## Consolidated reclassified cash flow statement as of 31 December 2022

	31 December 2022	31 December 2021
	€ million	€ million
<b>EBITDA</b>	<b>602.0</b>	<b>480.6</b>
Effects due to IAS 29 application	6.7	4.5
Accruals and other changes from operating activities	26.6	64.7
Goodwill, trademark and sold business impairment	3.1	8.0
Income taxes paid	(141.0)	(79.1)
<b>Cash flow from operating activities before changes in working capital</b>	<b>497.3</b>	<b>478.7</b>
Changes in net operating working capital	(83.9)	5.0
<b>Cash flow from operating activities</b>	<b>413.4</b>	<b>483.7</b>
Net interests paid	(11.4)	(15.6)
Capital expenditure	(213.3)	(135.7)
<b>Free cash flow</b>	<b>188.7</b>	<b>332.3</b>
Sale and purchase of brands and rights	(129.9)	-
(Acquisition) disposal of companies or business division	(432.0)	(3.1)
Dividend paid out by the Parent Company	(67.6)	(61.6)
Other changes (incl. net purchase of own shares)	(112.0)	2.3
<b>Total cash flow used in other activities</b>	<b>(741.6)</b>	<b>(67.0)</b>
<b>Change in net financial position due to operating activities</b>	<b>(552.9)</b>	<b>265.4</b>
Put option and earn-out liability changes	(186.0)	(3.5)
Increase in investments for lease right of use	(9.8)	(13.0)
<b>Net cash flow of the period=change in net financial position</b>	<b>(748.6)</b>	<b>248.9</b>
Effect of exchange rate changes on net financial debt	27.1	24.0
<b>Net financial position at the beginning of the period</b>	<b>(830.9)</b>	<b>(1,103.8)</b>
<b>Net financial position at the end of the period</b>	<b>(1,552.5)</b>	<b>(830.9)</b>

# CAMPARI GROUP

CAMPARI GROUP  
DAVIDE CAMPARI-MILANO N.V.

## Parent company income statement

	1 January-31 December 2022	1 January-31 December 2021
	€ million	€ million
<b>Net sales</b>	<b>986.4</b>	<b>777.2</b>
Cost of goods sold	(381.6)	(302.9)
<b>Gross profit</b>	<b>604.8</b>	<b>474.4</b>
Advertising and promotional costs	(85.6)	(74.6)
<b>Contribution after A&amp;P</b>	<b>519.2</b>	<b>399.7</b>
Selling, general and administrative expenses	(166.9)	(144.8)
Other operating income/ (expenses)	(27.0)	(15.1)
<b>Operating result</b>	<b>325.3</b>	<b>239.8</b>
Financial income (expenses) and adjustments	(26.1)	(20.5)
Dividends	331.9	14.9
Share of profit (loss) of associates and joint ventures	(6.6)	(2.2)
<b>Profit before taxation</b>	<b>624.4</b>	<b>231.9</b>
Taxation	(108.4)	(65.0)
<b>Net profit for the period</b>	<b>516.1</b>	<b>166.9</b>

## Parent company balance sheet

	31 December 2022	31 December 2021
	€ million	€ million
Total non-current assets	3,266.0	2,923.7
Total current assets	568.5	519.4
<b>Total assets</b>	<b>3,834.5</b>	<b>3,443.1</b>
Total shareholders' equity	1,915.9	1,534.2
Total non-current liabilities	1,309.2	1,238.6
Total current liabilities	609.5	670.3
<b>Total liabilities and shareholders' equity</b>	<b>3,834.5</b>	<b>3,443.1</b>

## Parent company cash flow

	31 December 2022	31 December 2021
	€ million	€ million
Cash flow generated from (used in) operating activities	273.4	221.1
Cash flow generated from (used in) investing activities	116.8	(1.8)
Cash flow generated from (used in) financing activities	(449.7)	(110.4)
<b>Net change in cash and cash equivalents: increase (decrease)</b>	<b>(59.6)</b>	<b>108.9</b>
Cash and cash equivalents at the beginning of period	178.6	69.7
Cash and cash equivalents at end of period	119.0	178.6