

PATTERN ANNOUNCES THE PRELIMINARY DATA FOR THE FINANCIAL YEAR 2019

- **DOUBLE DIGIT REVENUE AND EBITDA GROWTH**
- **EXCEEDED ESTIMATED 2019 TARGET ANNOUNCED DURING THE IPO**

Turin March 24, 2020 - The Board of Directors of Pattern SpA (AIM: PTR), an Italian company, **founded in 2000 by Francesco Martorella and Fulvio Botto**, among the most important operators in the field of **engineering, development, prototyping and production** of fashion lines for the most prestigious brands worldwide exclusively for the top luxury range, having decided - in relation to the epidemiological emergency underway by COVID-19 - to reschedule and shortly after communicate the new dates of the Board of Directors and the Shareholders' Meeting to approve the Financial Statements as at 31 December 2019, has approved some preliminary data for 2019¹ not yet subjected to legal auditing.

- **Revenues: € 55.7 million (€ 44.4 million)² + 26%**
- **Adj EBITDA³ € 7.2 million (€ 5.4 million); + 33%; Adj EBITDA Margin increased to about 13%**
- **Positive NFP for € 12.4 million (€ 3.9 million)**

Luca Sburlati, Group CEO, together with Franco Martorella and Fulvio Botto, founders and majority shareholders, commented: "2019 ends as an extraordinary year for Pattern, full of events and satisfactions for all of us. 2020, unfortunately for different reasons, opens with an equally extraordinary moment. We believe that the trust given to us by our customers combined with an important cash availability, the choice to invest in the most advanced pattern-making technologies and an offer of a now complete product range will be strategic to overcome this complex moment. We continue to have confidence in the medium to long term future "

Total revenues at 31 December 2019 stood at **€ 55.7 million** compared to € 44.4 million at 31 December 2018, showing a significant increase of around 26%.

¹ In order to allow a better comparison between the data as at 31 December 2019 and the economic and balance sheet data as at 31 December 2018, the latter have been restated pro-forma including in the consolidation perimeter, in addition to the Pattern and Pattern Project, as happened in 2019, also Pattern Immobiliare and Roscini Atelier (transactions concluded in May 2019), which in 2018 were autonomous companies.

² The data in brackets refer to the economic and financial data as at 31 December 2018

³ Adj EBITDA excluding costs incurred for the listing on the AIM market.

EBITDA is positive for € 5.9 million compared to € 5.4 million at 31 December 2018, with an increase of 10%, and the **EBITDA margin** stands at 10.7% compared to 12.1%. **Adjusted EBITDA**, excluding the costs incurred for the listing, is € 7.2 million, which compared to 2018 shows an increase of 33%, and an impact on sales revenues (**EBITDA margin**) by 12.9%.

The **net financial position** improved significantly **from positive € 3.9 million at 31 December 2018 to positive € 12.4 million at 31 December 2019** thanks to the injection of equity for the IPO on the AIM market and the generation of cash resulting from the excellent performance of the year.

In addition, Pattern announces that, considering the Covid-19 emergency and taking into account the new government indications, the Group's production activity is suspended until April 3, 2020. Pattern constantly monitors the evolution of the situation and will consequently adapt the measures adopted to it.

The company will shortly communicate the reprogramming of the 2020 Corporate Events Calendar.

About Pattern Group:

Pattern Spa is a leading company in **engineering, pattern-making and production of runways' collections** of the most **prestigious fashion luxury brands** and, since 2014, is the owner of the outerwear brand ESEMPLARE.

The company, **founded in 2000 by Franco Martorella and Fulvio Botto**, began in 2017 a structured and integrated growing process thanks, first, to the acquisition of Roscini Atelier Srl, leader in the pattern-making and production of the women's lines, and then in 2019 to the merger in the group of Società Manifattura Tessile (S.M.T.), historical company specialized into prototype and production of luxury knitwear.

Pattern Spa listed on the AIM segment of Borsa Italiana on 2019 and was the first Italian company in its sector to have obtained in 2013 the SA8000/Social Accountability Certification and the first Italian signatory in 2019 of the United Nations' Fashion Climate Action Charter confirming the company's strategic choice to **invest in sustainability, technology and human resources**.

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