



AEFFE

First Half 2009 Results Presentation
31, July 2009

1H 09 Key Facts

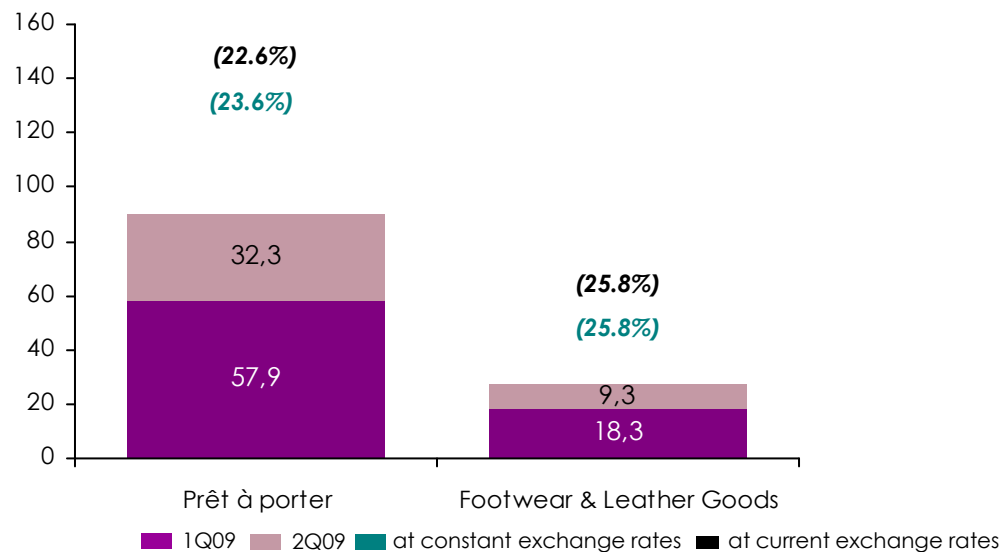
- ❖ **Consolidated Revenues** -23.1% at € 111.1m, (-23.9% at constant exchange rates and excluding the effect of the termination of the Narciso Rodriguez licence)
- ❖ **Consolidated EBITDA** negative for € 7.2m
- ❖ **Consolidated Net Loss** at € 10m
- ❖ **Consolidated Net Financial Debt** of € 88.9m (€ 66.8m as of 31 December 2008)
- ❖ **226 Mono Brand Stores** (vs. 217 at the end of 2008)



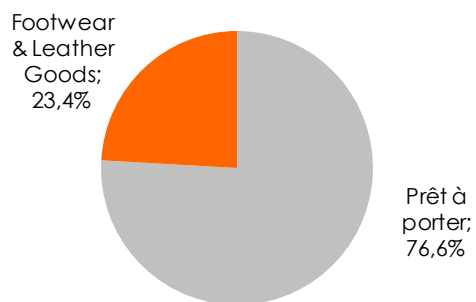
Net Sales Breakdown by Division⁽¹⁾

1H 2009

(€m)

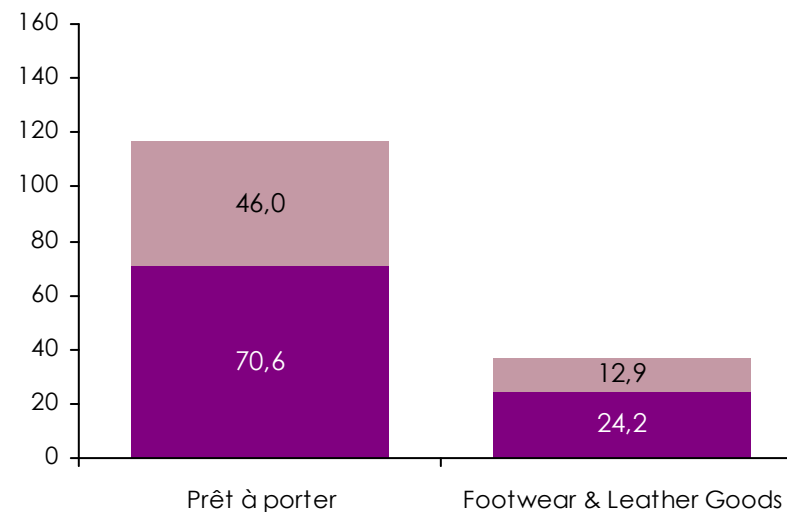


% on Total Sales⁽¹⁾

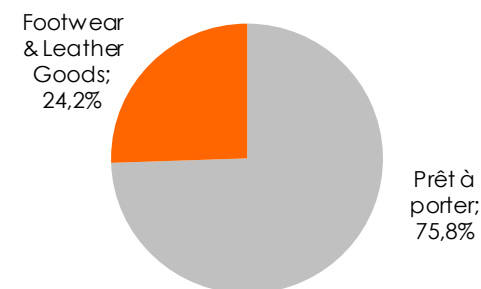


1H 2008

(€m)



% on Total Sales⁽¹⁾

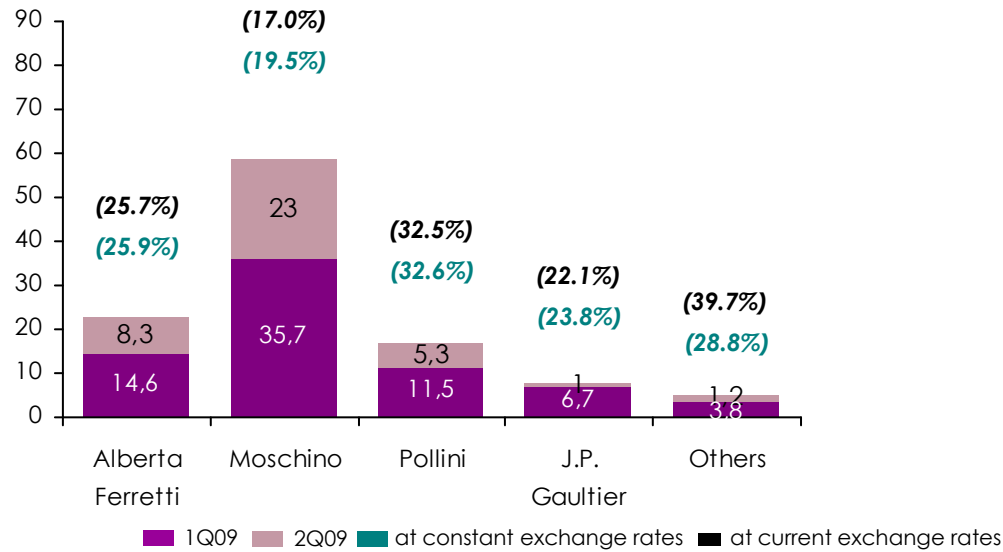


(1) Before inter-divisional eliminations

Net Sales Breakdown by Brand

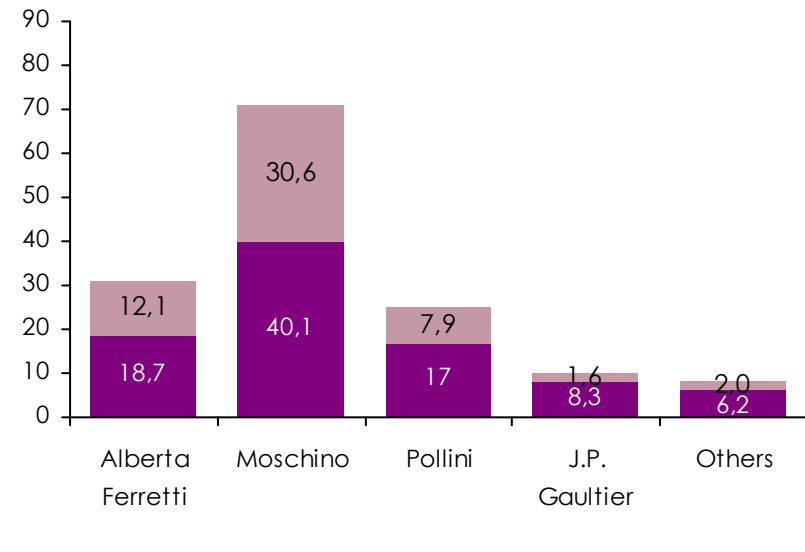
1H 2009

(€m)

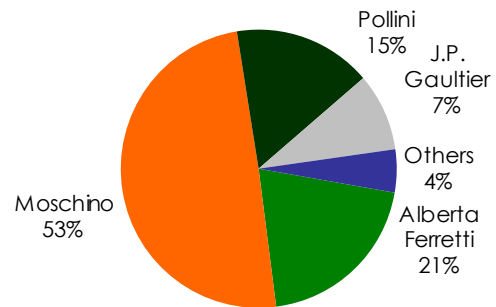


1H 2008

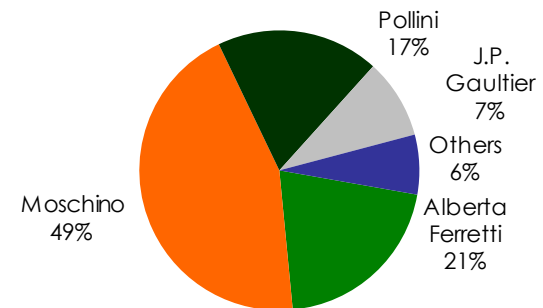
(€m)



% on Total Sales

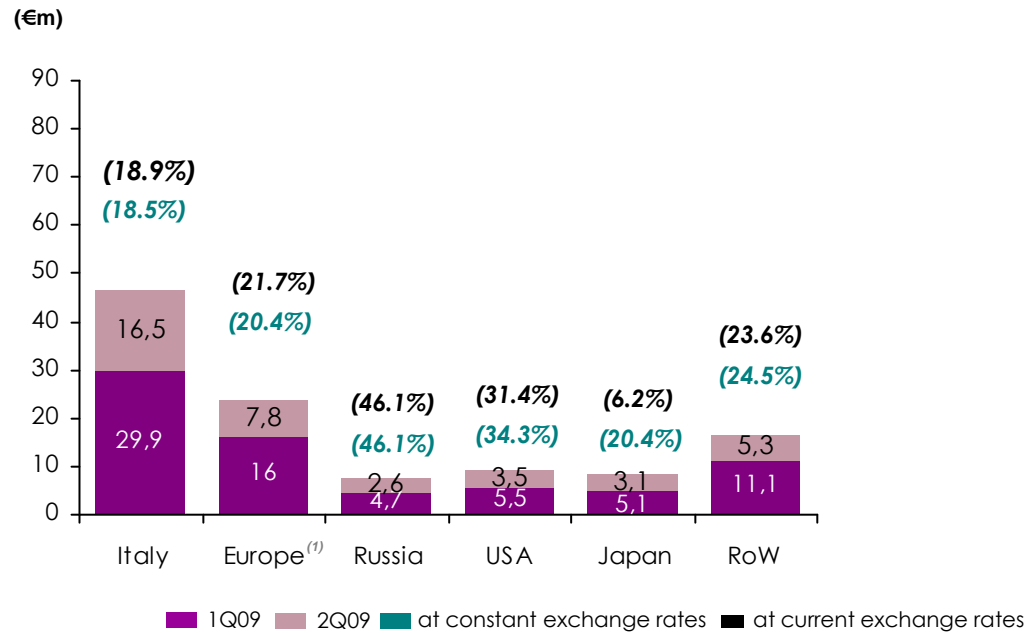


% on Total Sales

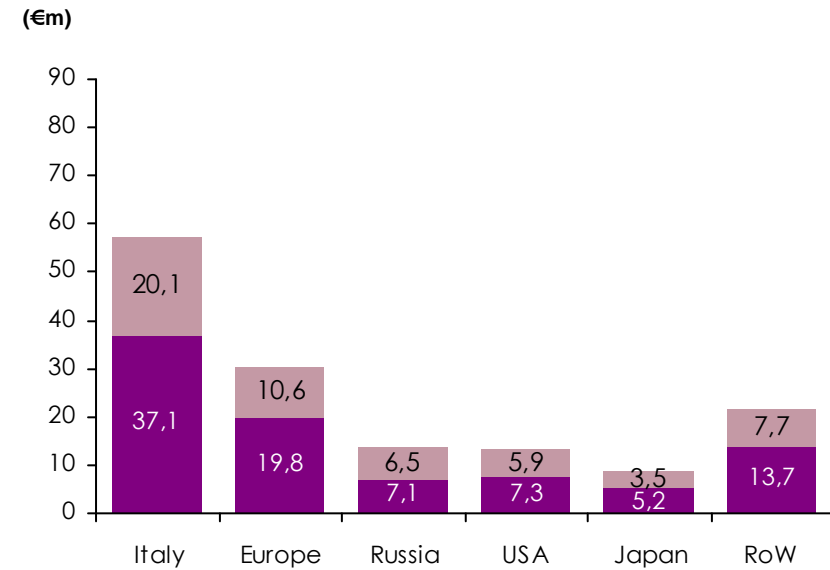


Net Sales Breakdown by Region

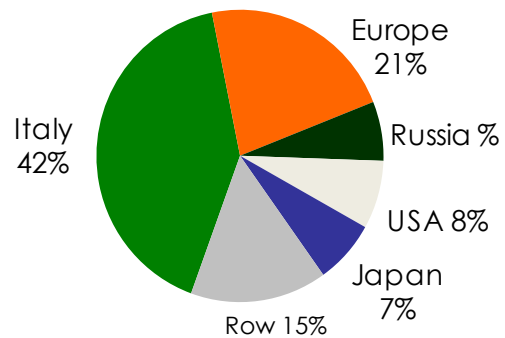
1H 2009



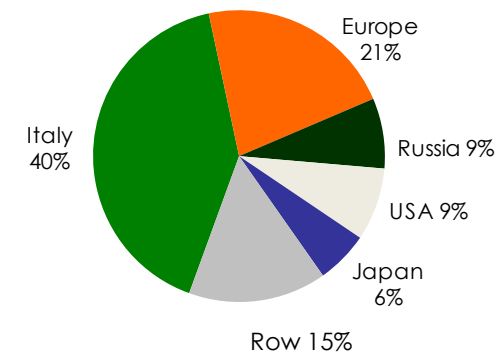
1H 2008



% on Total Sales



% on Total Sales

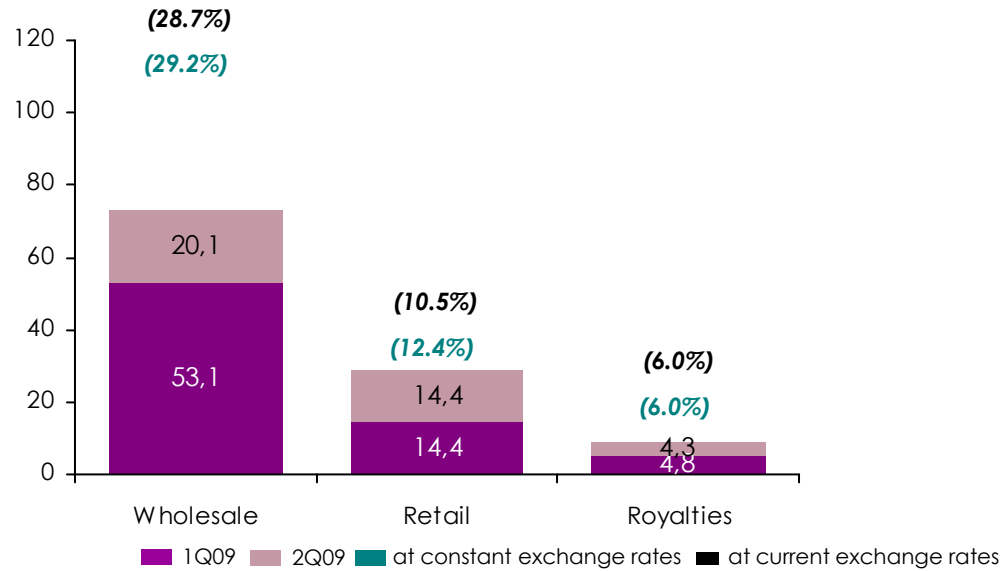


(1) Italy and Russia excluded

Net Sales Breakdown by Channel

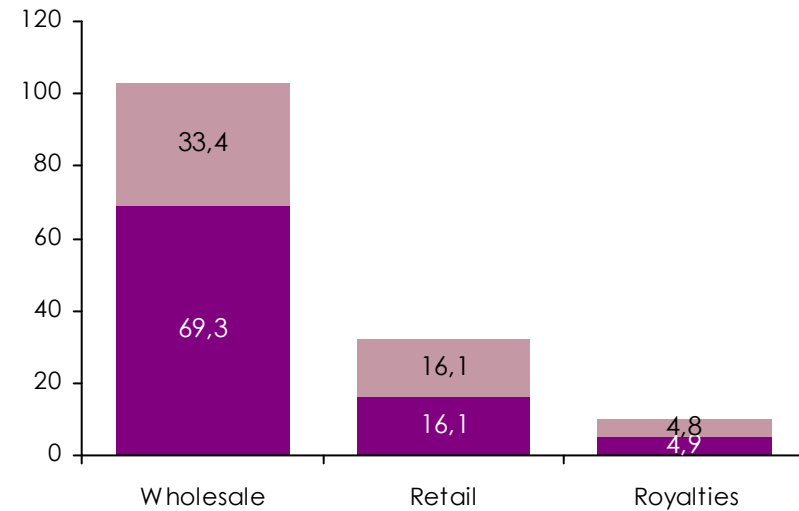
1H 2009

(€m)

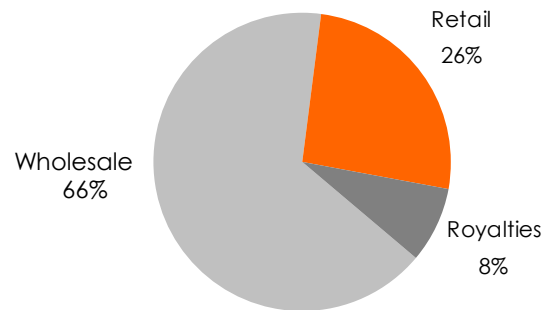


1H 2008

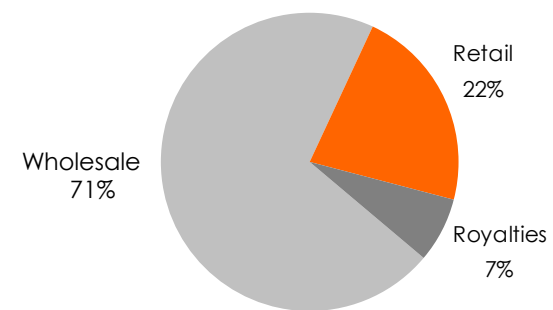
(€m)



% on Total Sales



% on Total Sales



Mono-brand Stores Network

DOS

	<u>1H09</u>	<u>FY08</u>
Europe	39	38
USA	3	3
Asia	38	38
Total	80	79

Franchising

	<u>1H09</u>	<u>FY08</u>
Europe	54	50
USA	7	7
Asia	85	81
Total	146	138



Income Statement – 1H 2009/2008

(€m)

	1H09	1H08
Net Sales	111,1	144,6
% change	(23,1%)	
Other Revenues	2,6	2,4
Total Revenues	113,7	147,0
% change	(22,6%)	
Raw Materials Costs	(35,3)	(35,4)
Service Costs	(41,9)	(51,0)
Costs for use of third parties	(9,7)	(8,1)
Personnel	(32,0)	(29,6)
Other Operating Expenses	(2,0)	(2,0)
Total Operating Expenses	(120,9)	(126,1)
EBITDA	(7,2)	20,9
Margin (% of Net sales)	n.a	14,5%
Depreciation and Amortisation	(5,2)	(5,1)
EBIT	(12,4)	15,9
Margin (% of Net sales)	n.a	11,0%
Net Financial Income / (Expenses)	(1,8)	(3,3)
Result before taxes	(14,2)	12,5
Margin (% of Net sales)	n.a	8,7%
Taxes	2,3	(5,4)
Net income/(loss) before Minorities	(11,9)	7,1
Margin (% of Net sales)	n.a	4,9%
Minority Interests	1,9	(1,1)
Net Income/(loss) for the Group	(10,0)	6,0
Margin (% of Net sales)	n.a	4,1%

Summary Balance Sheet

(€m)

	<u>1H09</u>	<u>FY08</u>	<u>1H08</u>
Working Capital	80,3	73,5	70,7
Net Tangible Assets	78,5	78,4	71,3
Net Intangible Assets	167,7	169,1	168,6
Net Financial Assets	2,7	2,7	3,2
Severance Staff, Provisions & Others	(57,4)	(60,9)	(65,2)
Net Capital Employed	271,8	262,8	248,6
Group Shareholders' Equity	153,8	165	167
Minorities	29,1	30,9	31
Shareholders' Equity & Minorities	182,9	196	198
Net Debt	83,4	62,2	49,6
Shares Buyback	5,5	4,6	1,0
Net Financial Debt and Shareholders' Equity	271,8	262,8	248,6
Accounts Receivables	31,6	43,2	36,1
Accounts Payables	(44,0)	(63,0)	(59,0)
Inventory	75,6	77,4	78,4
NWC	63,2	57,6	55,5
As % of LTM sales	24,2%	19,5%	18,7%
Other Current Assets/Liabilities	17,1	15,8	15,2
Working Capital	80,3	73,5	70,7

Summary Cash Flow

(€m)

	<u>1H09</u>	<u>FY08</u>	<u>1H08</u>
PBT	(14,3)	15,2	12,5
Operating Cash Flow	(15,3)	2,3	(3,0)
Capital Expenditure	(3,7)	(17,1)	(2,8)
Free Cash Flow	(19,0)	(14,8)	(5,8)
Cash Flows from Financing Activities	17,7	7,9	6,3
Cash and cash equivalents at the beginning of the year	7,7	14,5	14,5
Cash Flow of the Period	-1,3	-6,8	0,5
Cash and cash equivalents at the end of the year	6,4	7,7	15,0

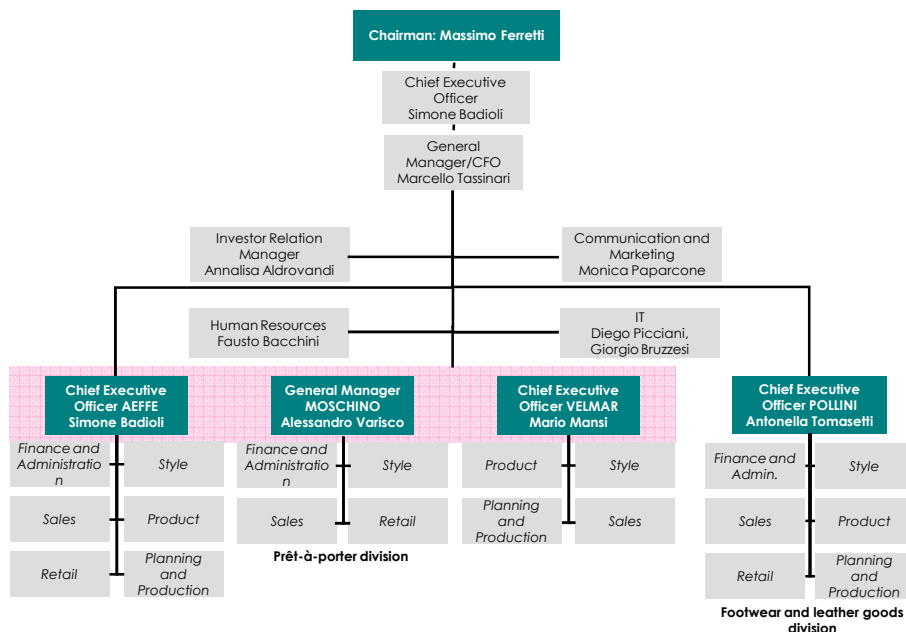


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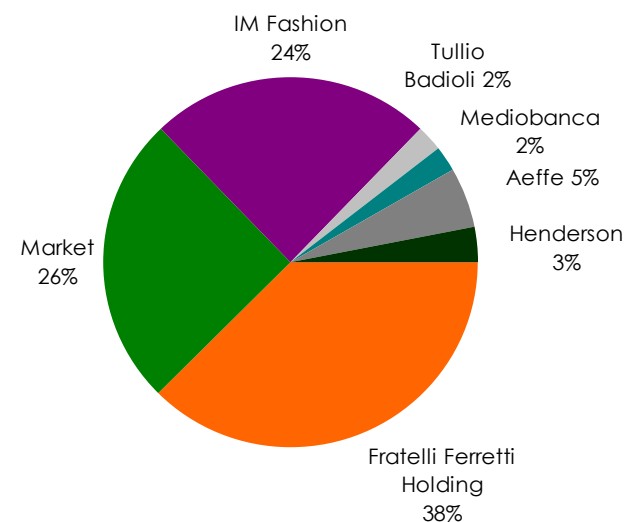
Appendices

Company Profile

Organisational Structure



Ownership Structure⁽¹⁾



Share Information

N° of shares outstanding: 107,362,504

Italian Stock Exchange – STAR Segment

Specialist: Mediobanca S.p.A.

Tickers: AEF IM (Bloomberg) AEF MI (Reuters), AEF (Borsa Italiana)

Investor Relations

Investor Relations

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(1) Source: Consob as of 31 July 2009

Cash Flow Statement

(€m)

	<u>1H09</u>	<u>FY08</u>	<u>1H08</u>
PBT	(14,3)	15,2	12,5
Depreciation & Amortisation	5,2	12,4	5,1
Provisions & Impairments	(0,1)	(0,7)	(0,5)
Taxes	(2,2)	(12,3)	(7,8)
Net Interest	1,8	6,6	3,3
Change in other liabilities / (assets)	(5,7)	(18,9)	(15,6)
Operating Cash Flow	(15,3)	2,3	(3,0)
Capital expenditure for intangible assets	(0,3)	(1,0)	1,3
Capital expenditure for tangible assets	(3,4)	(13,9)	(4,1)
(Increase) / decrease in investments in other fixed assets	0,0	(2,2)	0,0
Cash Flows from Financing Activities	(3,7)	(17,1)	(2,8)
Free Cash Flow	(19,0)	(14,8)	(5,8)
Equity Issue	(1,2)	(7,4)	(3,0)
Change in short term debt	20,8	21,5	12,6
Change in long term debt	(0,1)	0,4	0,0
Net Interest	(1,8)	(6,6)	(3,3)
Cash Flows from Financing Activities	17,7	7,9	6,3
Cash and cash equivalents at the beginning of the year	7,7	14,5	14,5
Cash Flow of the Period	(1,3)	(6,8)	0,5
Cash and cash equivalents at the end of the year	6,4	7,7	15,0

Income Statement – Full Year 2006-2008

(€m)	<u>2008A</u>	<u>2007A</u>	<u>2006A</u>
Net Sales	294.7	293.2	266.1
% growth	0.5%	10.2%	10.0%
Other Revenues	6.0	3.5	4.7
Non-Recurring Revenues	-	2.2	4.2
Total Revenues	300.7	298.9	275.1
% growth	0.6%	8.7%	10.1%
Raw Materials Costs	79.2	80.9	74.2
Service Costs	103.0	95.7	87.8
Cost for use of third parties assets	18.0	17.1	16.4
Personnel	61.7	58.2	56.3
Other Operating Expenses	4.5	2.5	3.1
Total Operating Expenses	(266.4)	(254.4)	(238.0)
EBITDA ⁽¹⁾	34.3	44.5	37.1
Margin (% of Net sales)	11.6%	15.2%	13.9%
EBITDA Adjusted⁽²⁾	34.3	42.3	32.9
Margin (% of Net sales)	11.6%	14.4%	12.4%
Depreciation and Amortisation	(12.4)	(10.7)	(10.7)
EBIT (Reported)	21.9	33.7	26.4
Margin (% of Net sales)	7.4%	11.5%	10.0%
Net Financial Income / (Expenses)	(6.6)	(8.1)	(7.1)
PBT	15.3	25.6	19.3
Margin (% of Net sales)	5.2%	8.7%	7.2%
Taxes	(6.5)	(7.4)	(10.8)
Net income before Minorities	8.8	18.3	8.5
Margin (% of Net sales)	3.0%	6.2%	3.2%
Minority Interests	(1.1)	(2.9)	(0.6)
Net Income Adjusted for the Group	8.5	11.4	8.0
Margin (% of Net sales)	2.9%	3.9%	3.0%
Net Income for the Group	7.7	15.3	8.0
Margin (% of Net sales)	2.6%	5.2%	3.0%

(1) Gross of non recurring items

(2) Net of non recurring items

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