



the Golden Arches Logo is a trademark of McDonald's Corporation and its affiliates used with permission. Moschino is proud to support Ronald McDonald House Charities®

MOSCHINO



ALBERTA FERRETTI

**AEFFE First Half 2014 Results Presentation
28, July 2014**

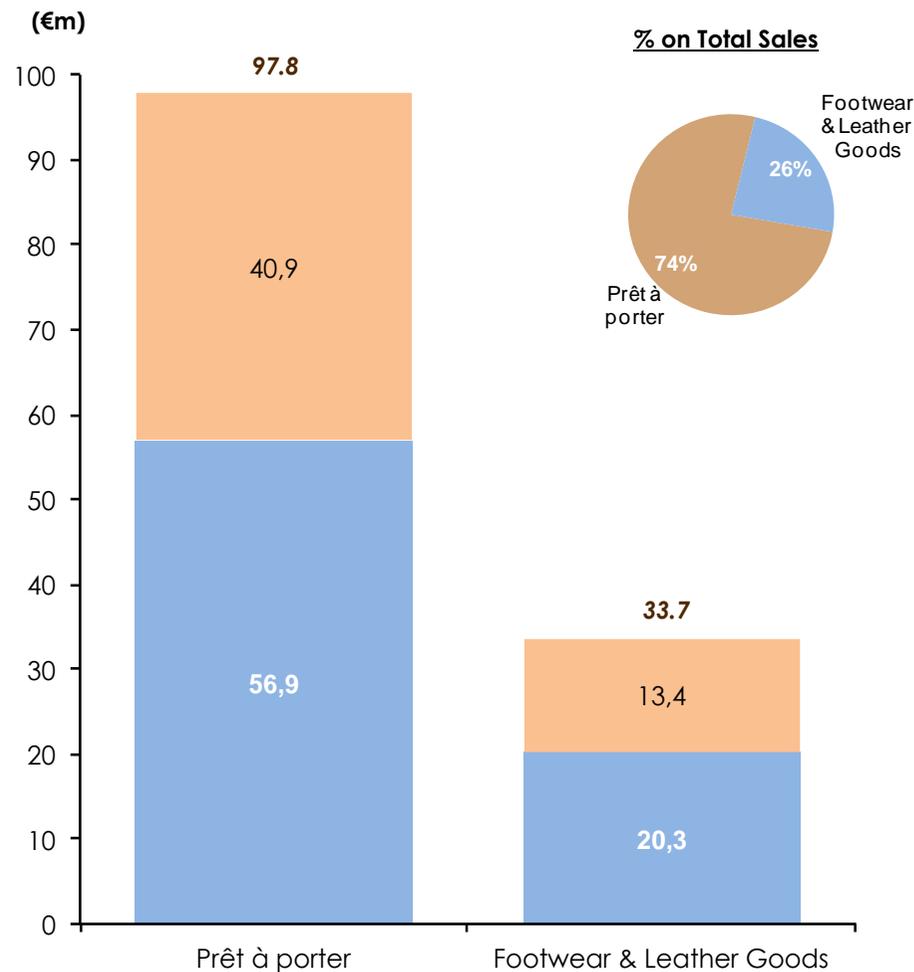
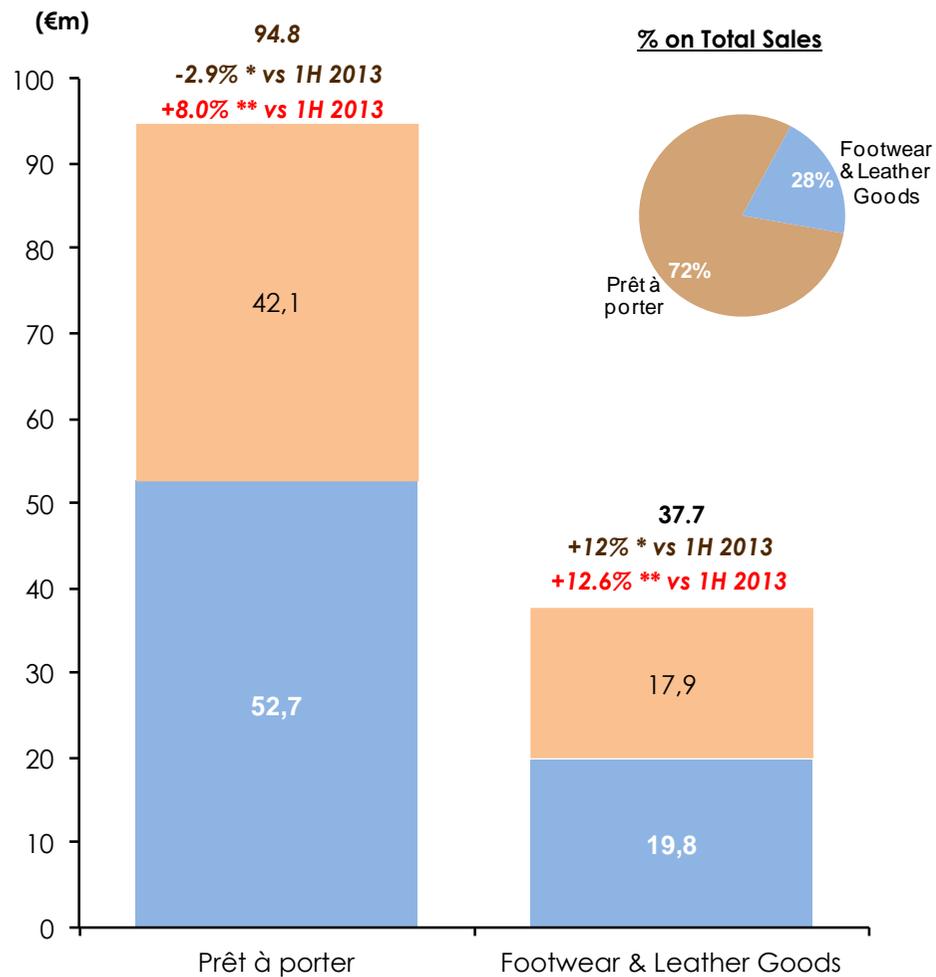
1H 2014 Key Facts

- ❖ **Consolidated Revenues** -1.5% at € 121.1m, (-1.4% at constant exchange rates); consolidated sales would have increased by 7.1% at constant exchange rates, net of the effects of already terminated licenses and of the reorganization of the distribution in Japan
- ❖ **Consolidated EBITDA** for € 12.5m, compared to an EBITDA of € 7.3m in 1H 2013, with a €5.2m increase
- ❖ **Consolidated Net Profit** at €0.15m, compared to a Net Loss of € 3.7m in 1H 2013, with a €3.85m improvement
- ❖ **Consolidated Net Financial Debt** of € 89.9m (€ 88.6m as of 31 December 2013)
- ❖ **258 Mono Brand Stores** (vs. 269 at the end of 2013)

Net Sales Breakdown by Division⁽¹⁾

1H 2014

1H 2013



* At constant exchange rates

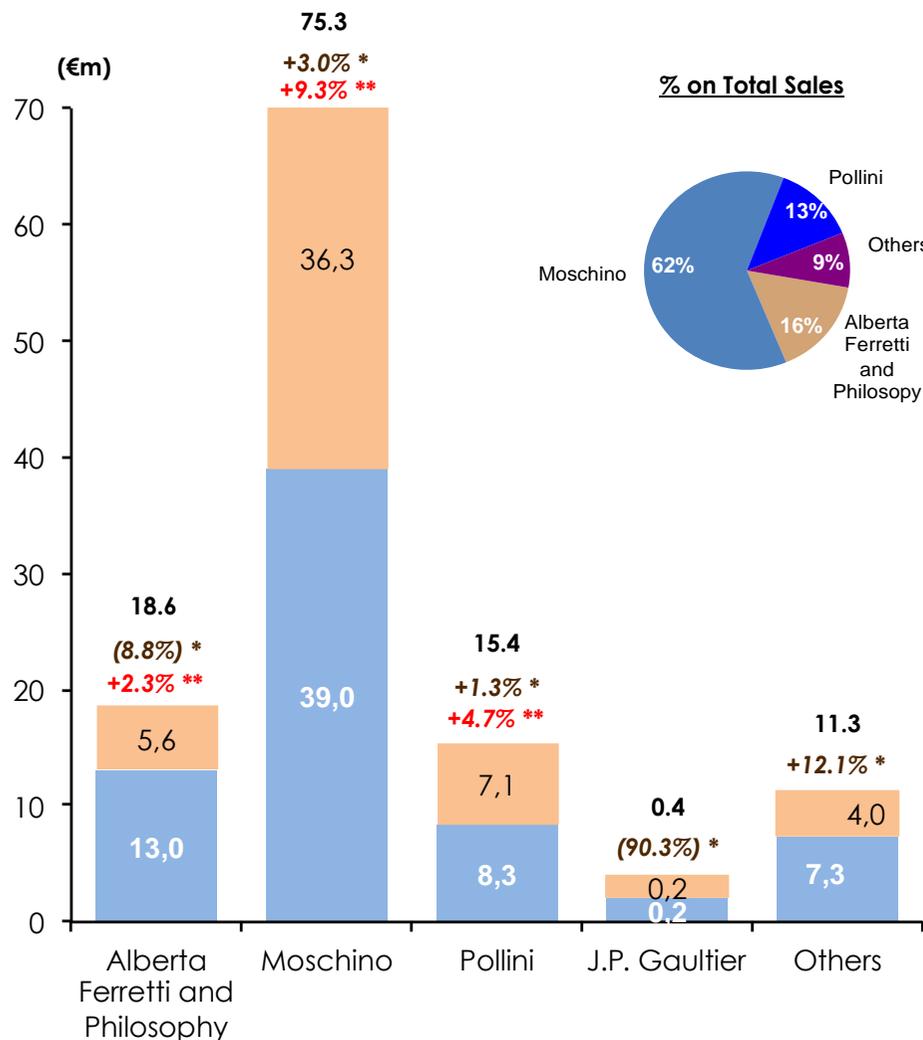
** Net of the effects of the Japanese distribution reorganization and of the terminated licenses at constant exchange rates

(1) Before inter-divisional eliminations

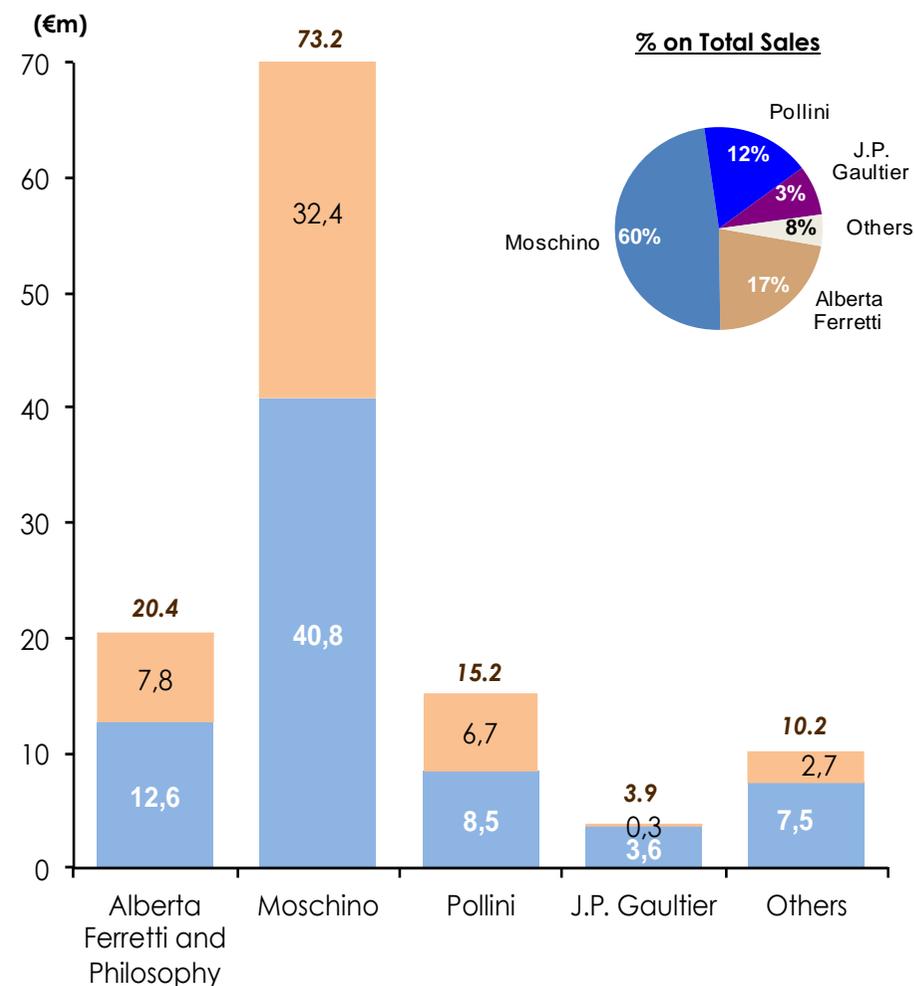
■ 1Q ■ 2Q

Net Sales Breakdown by Brand

1H 2014



1H 2013



* At constant exchange rates

** Net of the effects of the Japanese distribution reorganization at constant exchange rates

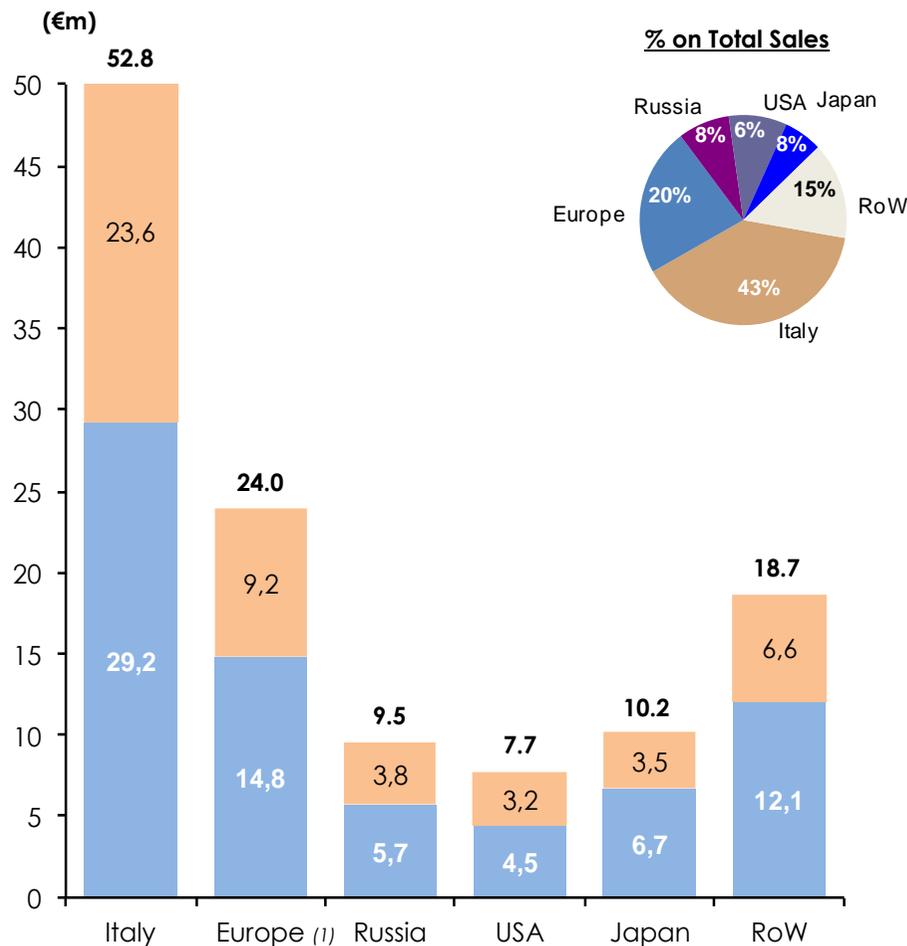
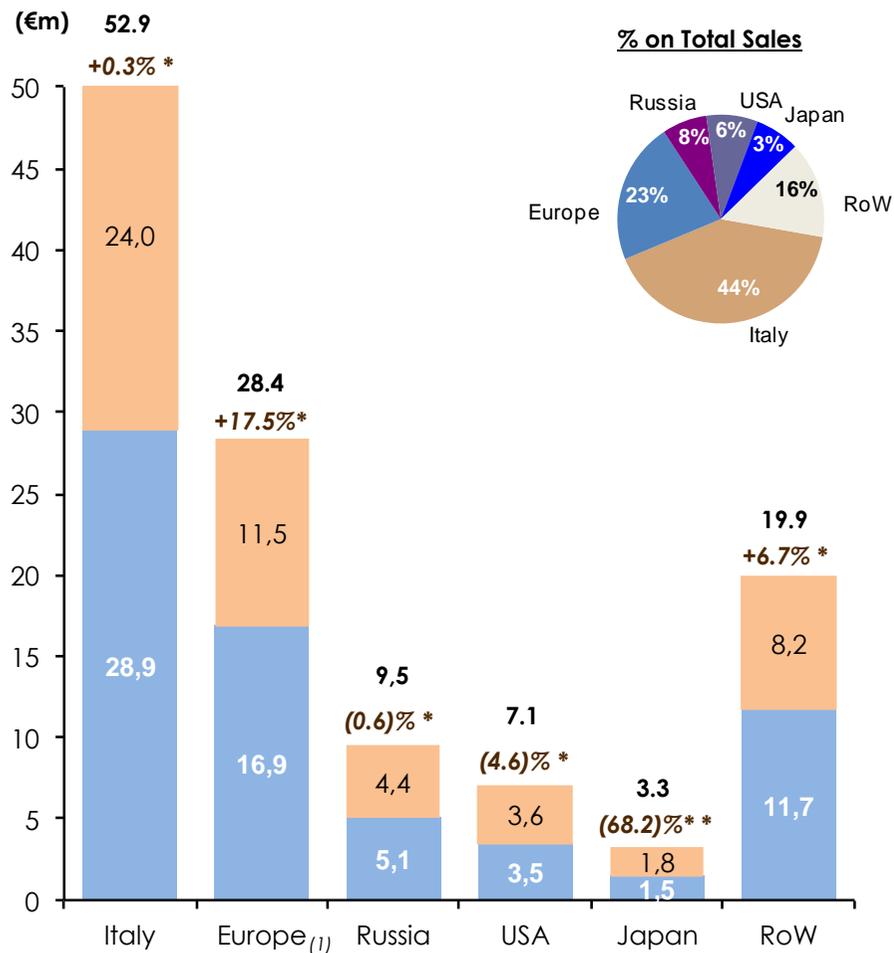
1Q 2Q

ABFFE

Net Sales Breakdown by Region

1H 2014

1H 2013



(1) Italy and Russia excluded

* At constant exchange rates

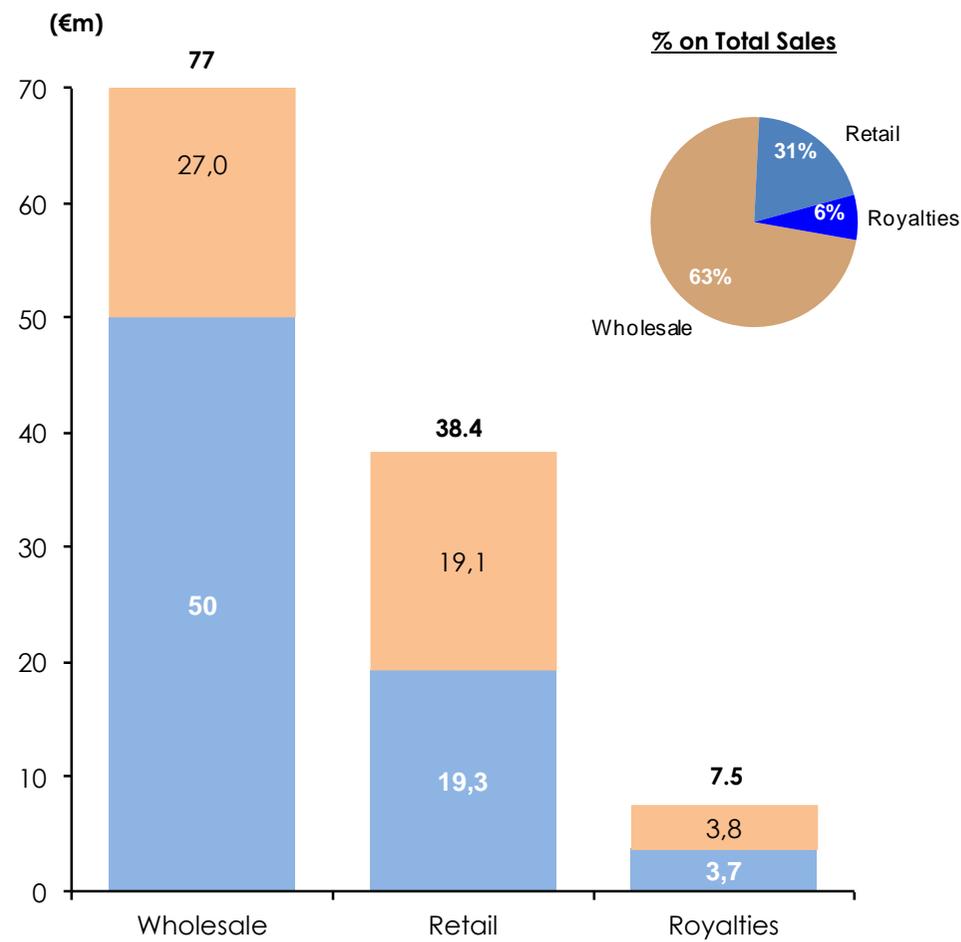
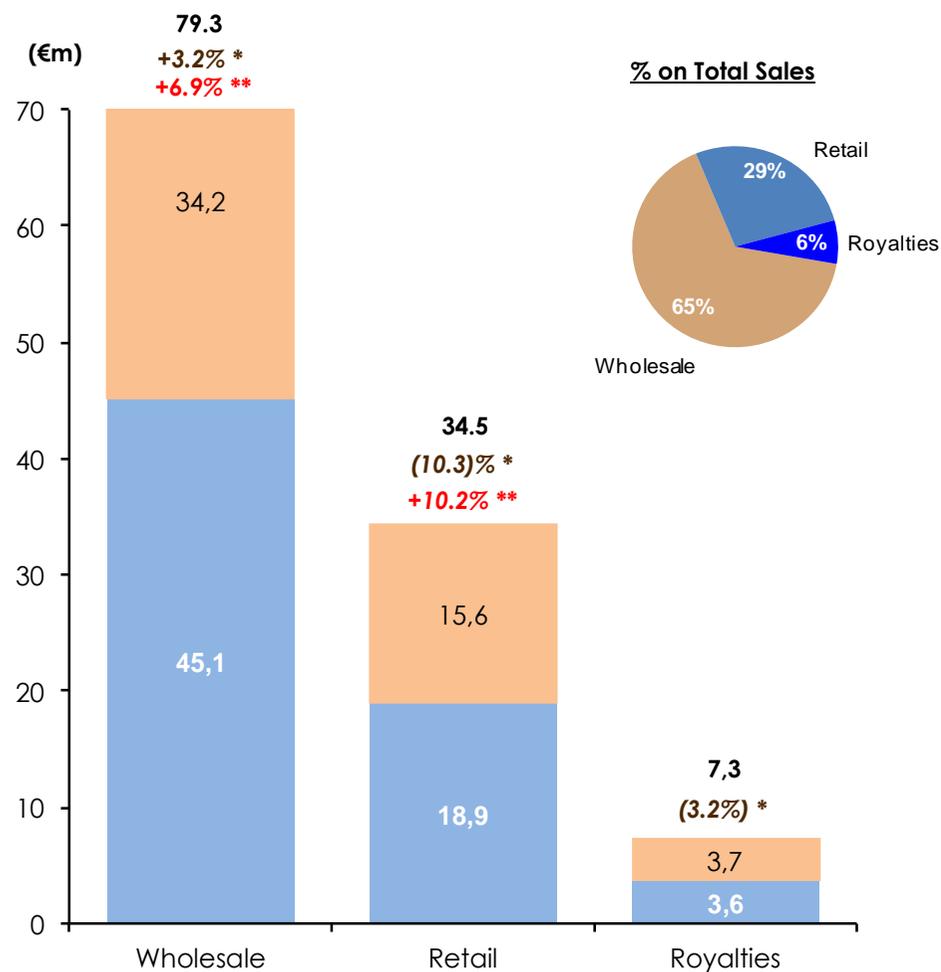
** Data reflect the reorganization of the distribution network

■ 1Q ■ 2Q

Net Sales Breakdown by Channel

1H 2014

1H 2013



* At constant exchange rates

** Net of the effects of the Japanese distribution reorganization and of the terminated licenses at constant exchange rates

1Q 2Q

Mono-brand Stores Network

DOS

	<u>1H14</u>	<u>FY13</u>
Europe	47	46
USA	1	3
Asia	10	42
Total	58	91



Franchising

	<u>1H14</u>	<u>FY13</u>
Europe	58	62
USA	3	3
Asia	139	113
Total	200	178



Income Statement – 1H 2014/2013

(€m)	<u>1H 14</u>	<u>1H 13</u>
Net Sales	121,1	122,9
% change	(1,5%)	
Other Revenues	2,0	2,9
Total Revenues	123,1	125,8
% change	(2,2%)	0,8%
Raw Materials Costs	(36,8)	(38,7)
Service Costs	(32,0)	(33,1)
Costs for use of third parties	(10,5)	(12,6)
Personnel	(29,2)	(31,4)
Other Operating Expenses	(2,0)	(2,8)
Total Operating Expenses	(110,5)	(118,5)
EBITDA	12,6	7,3
Margin (% of Net sales)	10,4%	6,0%
Depreciation and Amortisation	(6,3)	(6,3)
EBIT	6,3	1,0
Margin (% of Net sales)	5,2%	0,8%
Net Financial Income / (Expenses)	(3,5)	(3,2)
Profit before taxes	2,7	(2,2)
Margin (% of Net sales)	2,3%	n.a
Taxes	(2,1)	(1,1)
Net income/(loss) before Minorities	0,65	(3,30)
Margin (% of Net sales)	0,5%	n.a
Minority Interests	(0,5)	(0,4)
Net Income/(Loss) for the Group	0,15	(3,7)
Margin (% of Net sales)	0,1%	n.a

Summary Balance Sheet

(€m)	<u>1H 14</u>	<u>FY 13</u>	<u>1H 13</u>
Net Working Capital	83,3	76,4	83,5
Net Tangible Assets	63,8	64,6	66,7
Net Intangible Assets	130,1	132,8	135,1
Net Financial Assets	4,8	4,8	2,7
Severance Staff, Provisions & Others	(47,1)	(46,6)	(48,5)
Net Capital Employed	234,9	232,0	239,5
Group Shareholders' Equity	127,8	126,8	126,5
Minorities	17,1	16,6	16,0
Shareholders' Equity & Minorities	145,0	143,4	142,5
Net Debt	84,4	83,1	91,5
Shares Buyback	5,5	5,5	5,5
Net Financial Debt and Shareholders' Equity	234,9	232,0	239,5
Accounts Receivables	36,5	35,8	33,9
Accounts Payables	(44,8)	(45,4)	(45,2)
Inventory	78,6	74,1	77,9
Operating NWC	70,3	64,4	66,5
As % of LTM sales	28,0%	25,7%	26,0%
Other Current Assets/Liabilities	13,0	12,0	17,0
Net Working Capital	83,3	76,4	83,5

Summary Cash Flow

(€m)	<u>1H 14</u>	<u>FY 13</u>	<u>1H 13</u>
PBT	2,7	(0,7)	(2,2)
Operating Cash Flow	4,1	16,0	(1,0)
Capital Expenditure	(2,8)	(7,2)	(4,6)
Free Cash Flow	1,3	8,8	(5,6)
Cash Flows from Financing Activities	(3,2)	(6,6)	4,7
Cash and cash equivalents at the beginning of the year	7,5	5,4	5,4
Cash Flow of the Period	(1,9)	2,1	(1,0)
Cash and cash equivalents at the end of the year	5,6	7,5	4,4



the Golden Arches Logo is a trademark of McDonald's Corporation and its affiliates used with permission. Moschino is proud to support Ronald McDonald House Charities®

MOSCHINO

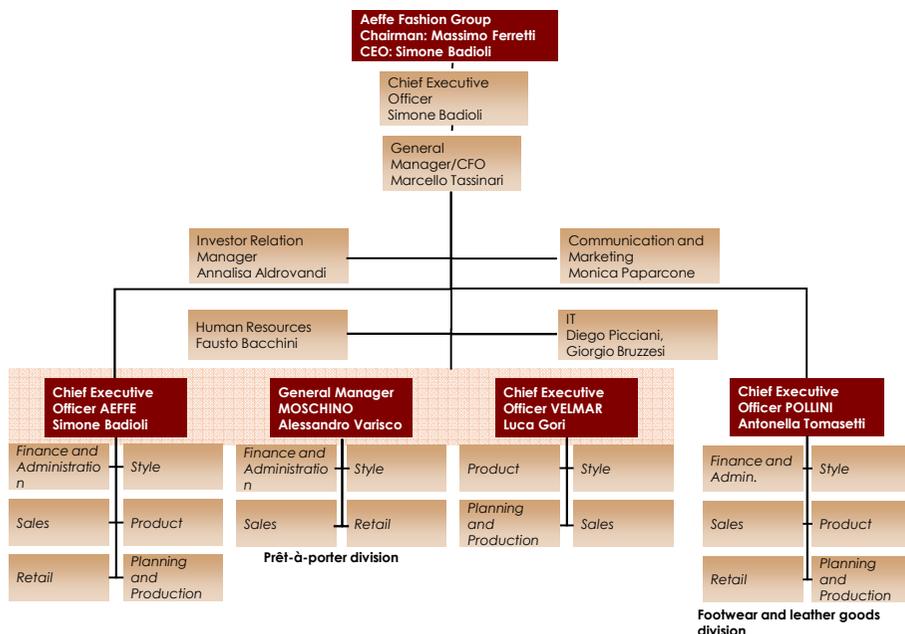


ALBERTA FERRETTI

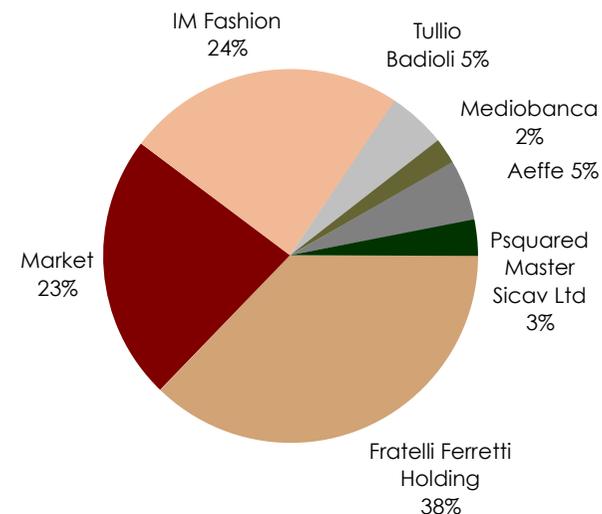
Appendices

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

AEFFE S.p.A

Annalisa Aldrovandi

+39 0541 965494

annalisa.aldrovandi@aeffe.com

www.aeffe.com

(1) Source: Consob as of 28 July 2014

Cash Flow Statement

	<u>1H 14</u>	<u>FY 13</u>	<u>1H 13</u>
PBT	2,7	(0,7)	(2,2)
Depreciation & Amortisation	6,3	14,6	6,3
Provisions & Impairments	(0,6)	(1,1)	(0,5)
Taxes	(2,1)	(3,0)	(2,3)
Net Interest	3,5	6,7	3,2
Change in other liabilities / (assets)	(5,8)	(0,5)	(5,5)
Operating Cash Flow	4,1	16,0	(1,0)
Capital expenditure for intangible assets	(0,7)	(2,2)	(0,6)
Capital expenditure for tangible assets	(1,8)	(5,0)	(4,1)
(Increase) / decrease in investments in other fixed assets	(0,2)	0,0	0,0
Cash Flows from Financing Activities	(2,8)	(7,2)	(4,7)
Free Cash Flow	1,3	8,8	(5,7)
Equity Issue	0,9	(0,5)	(0,1)
Change in short term debt	(0,7)	0,2	5,6
Change in long term debt	0,2	0,4	2,4
Net Interest	(3,5)	(6,7)	(3,2)
Cash Flows from Financing Activities	(3,2)	(6,6)	4,7
Cash and cash equivalents at the beginning of the year	7,5	5,4	5,4
Cash Flow of the Period	(1,9)	2,1	(1,0)
Cash and cash equivalents at the end of the year	5,6	7,5	4,4

Income Statement – Full Year 2011-2013

(€m)	2013A	2012A	2011A
Net Sales	251,1	254,1	246,0
% change	(1,2%)	3,3%	12,2%
Other Revenues	7,5	7,0	6,5
Total Revenues	258,6	261,1	252,5
% change	(1,0%)	3,4%	12,2%
Raw Materials Costs	(79,2)	(75,4)	(73,6)
Service Costs	(66,9)	(71,2)	(73,2)
Cost for use of third parties assets	(25,5)	(24,8)	(23,4)
Personnel	(63,1)	(62,3)	(59,8)
Other Operating Expenses	(3,3)	(4,6)	(4,2)
Total Operating Expenses	(238,0)	(238,3)	(234,2)
EBITDA	20,6	22,8	18,39
Margin (% of Net sales)	8,2%	9,0%	7,5%
Depreciation and Amortisation	(14,6)	(14,0)	(14,8)
EBIT	6,0	8,8	3,6
Margin (% of Net sales)	2,4%	3,5%	1,4%
Net Financial Income / (Expenses)	(6,7)	(7,5)	(4,8)
PBT	(0,7)	1,4	(1,2)
Margin (% of Net sales)	n.a	0,5%	n.a
Taxes	(1,3)	(4,6)	(2,86)
Net income before Minorities	(1,97)	(3,22)	(4,1)
Margin (% of Net sales)	n.a	n.a	n.a
Minority Interests	(1,2)	0,2	(0,2)
Net Income for the Group	(3,2)	(3,0)	(4,3)
Margin (% of Net sales)	n.a	n.a	n.a

Important Information

- The information provided in this presentation is being furnished to you solely for your information on a confidential basis. Neither this document nor any copy thereof may be reproduced or redistributed. Persons into whose possession the content of this presentation come should inform themselves about and observe any such restrictions. Any failure to comply with the restrictions set forth above may constitute a violation of applicable securities laws.
- This announcement does not constitute an invitation to underwrite, subscribe for or otherwise acquire or dispose of any Aeffe SpA shares.