



**ALBERTA FERRETTI**

**AEFFE**

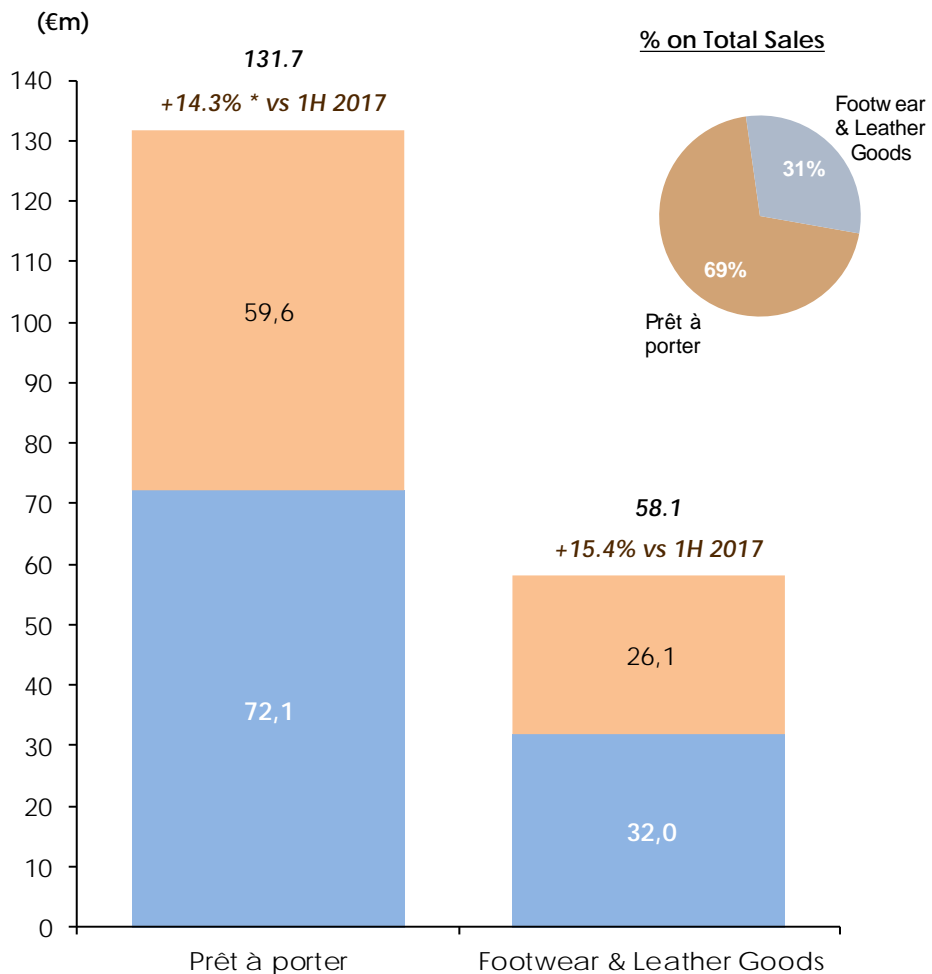
**AEFFE First Half 2018 Consolidated  
Financial Results Presentation  
27<sup>h</sup> July 2018**

# 1H 2018 Key Facts

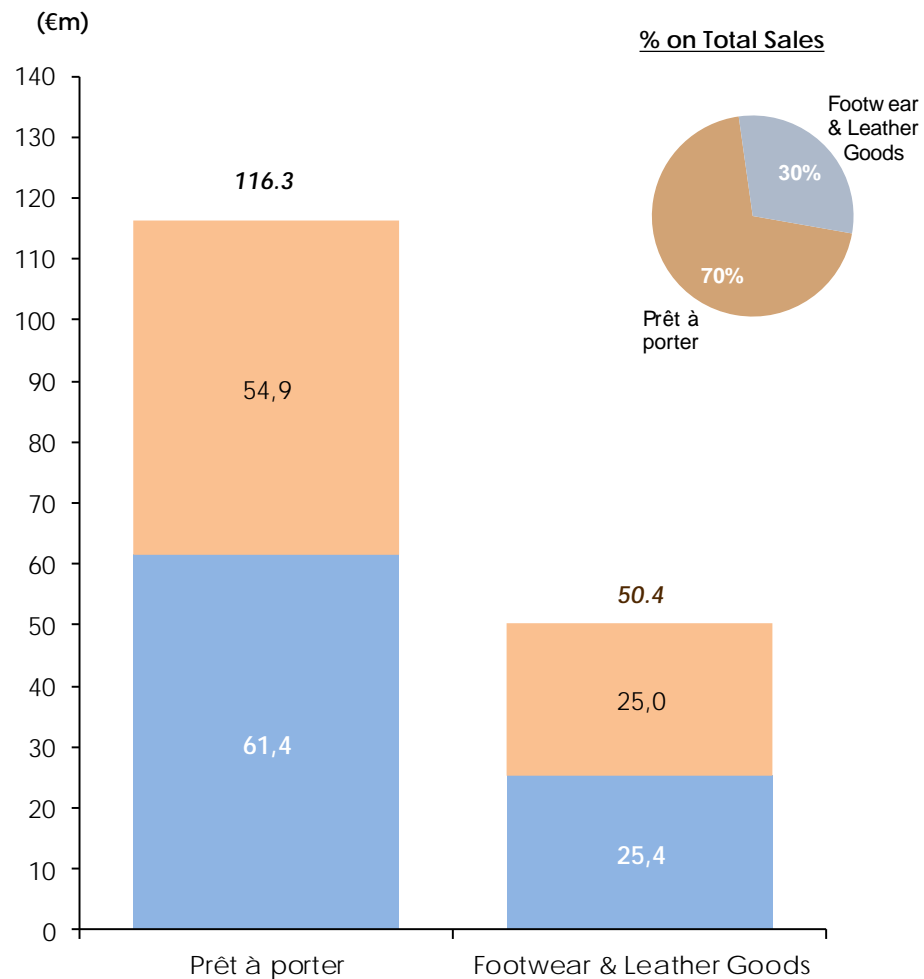
- ❖ **Consolidated Revenues** +15.0% at €171.1m, (+14.1% at current exchange rates)
- ❖ **Consolidated EBITDA** for €21m, compared to an EBITDA of € 15.5m in 1H 2017, with a €5.5m increase (+35.3%)
- ❖ **Net Profit for the Group** at €8.3m, compared to a Net Profit of €4.6m in 1H 2017, with a €3.7m improvement (+79.2%)
- ❖ **Consolidated Net Financial Debt** of € 40.9m, compared to € 67.1m in 1H 2017 (€ 50.6m as of 31 December 2017) with a €26.2m improvement
- ❖ **253 Mono Brand Stores**

# Net Sales Breakdown by Division<sup>(1)</sup>

1H 2018



1H 2017



\* At constant exchange rates

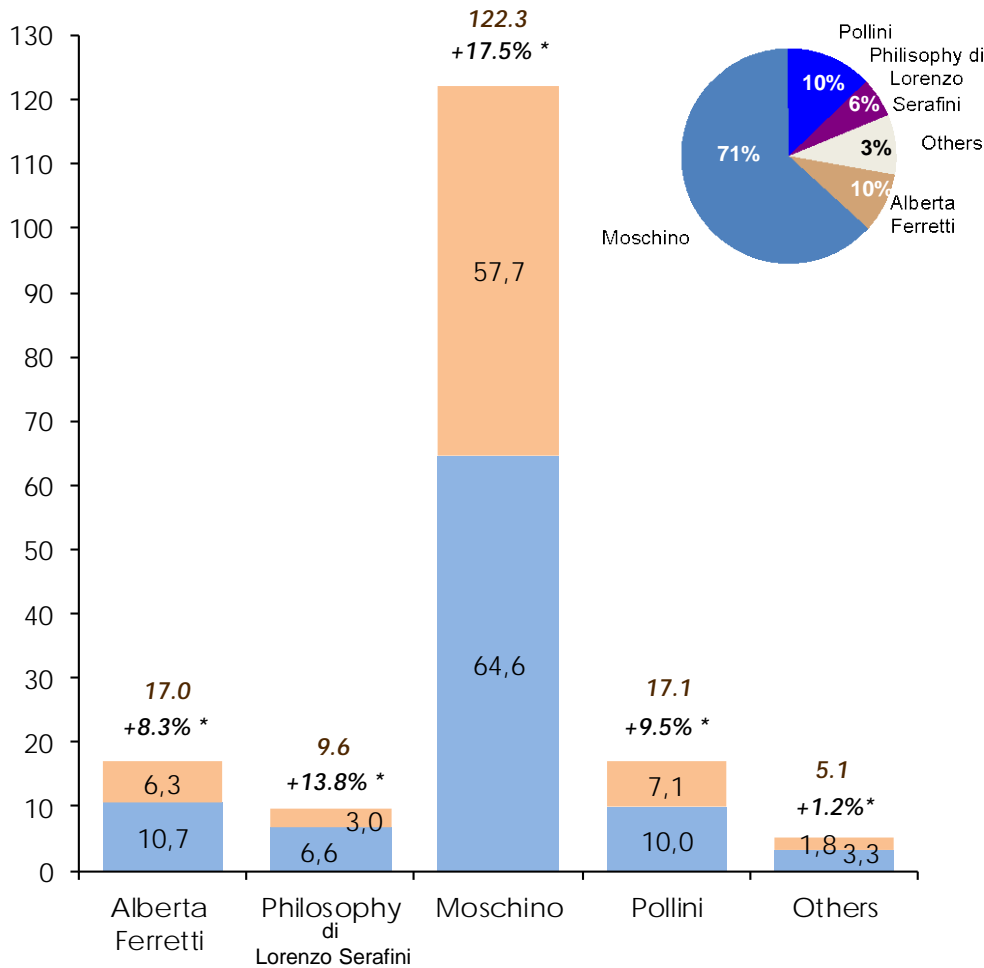
(1) Before inter-divisional eliminations

■ 1Q ■ 2Q

# Net Sales Breakdown by Brand

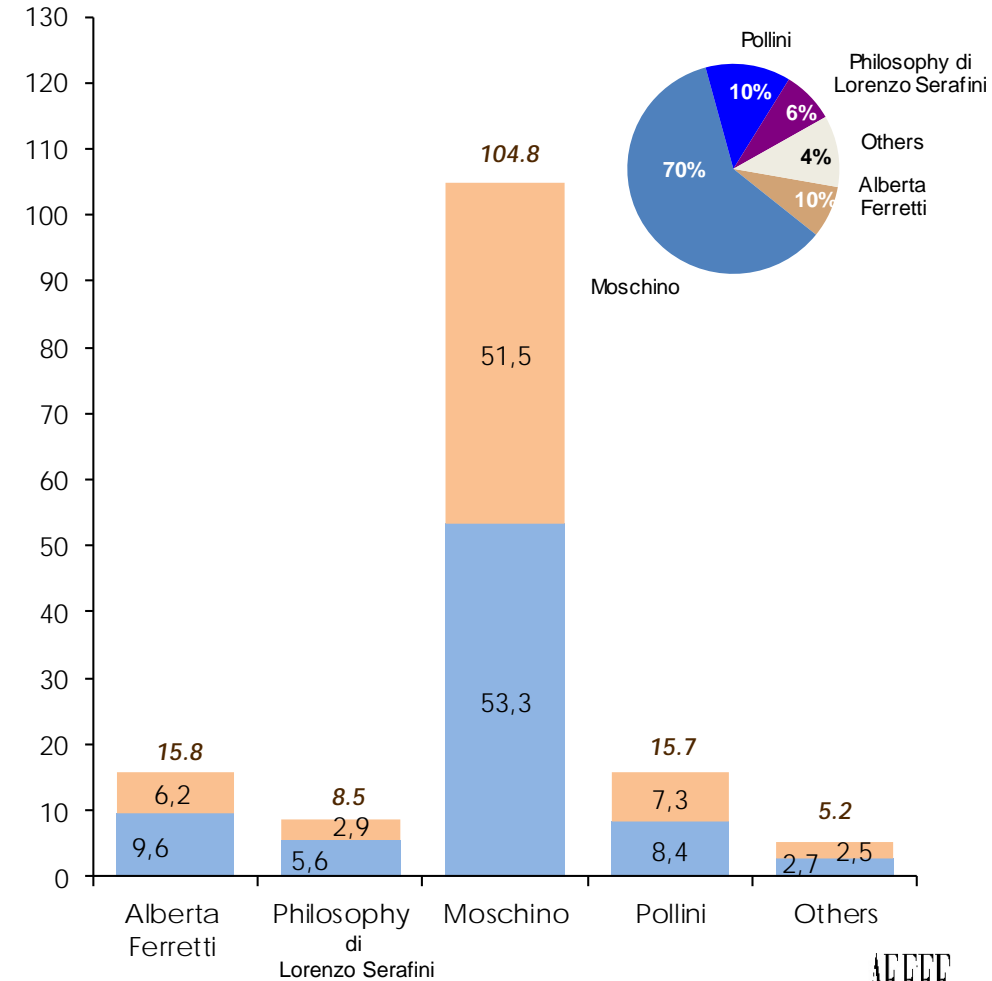
1H 2018

(€m)



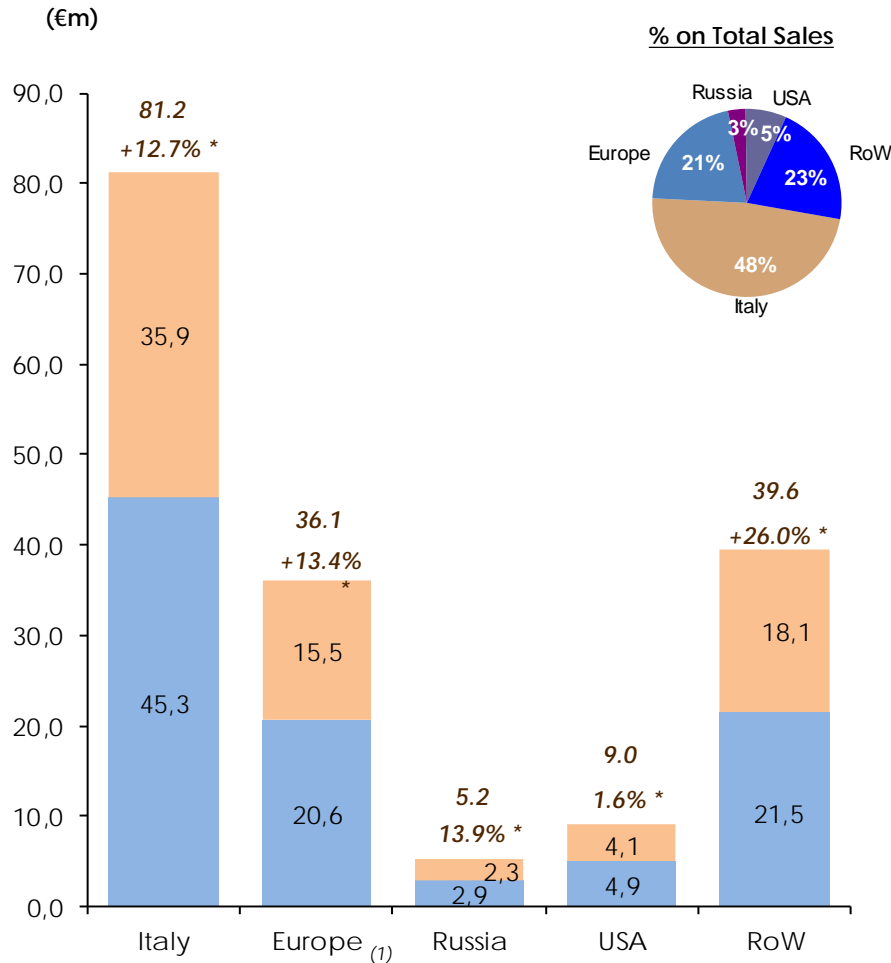
1H 2017

(€m)



# Net Sales Breakdown by Region

1H 2018

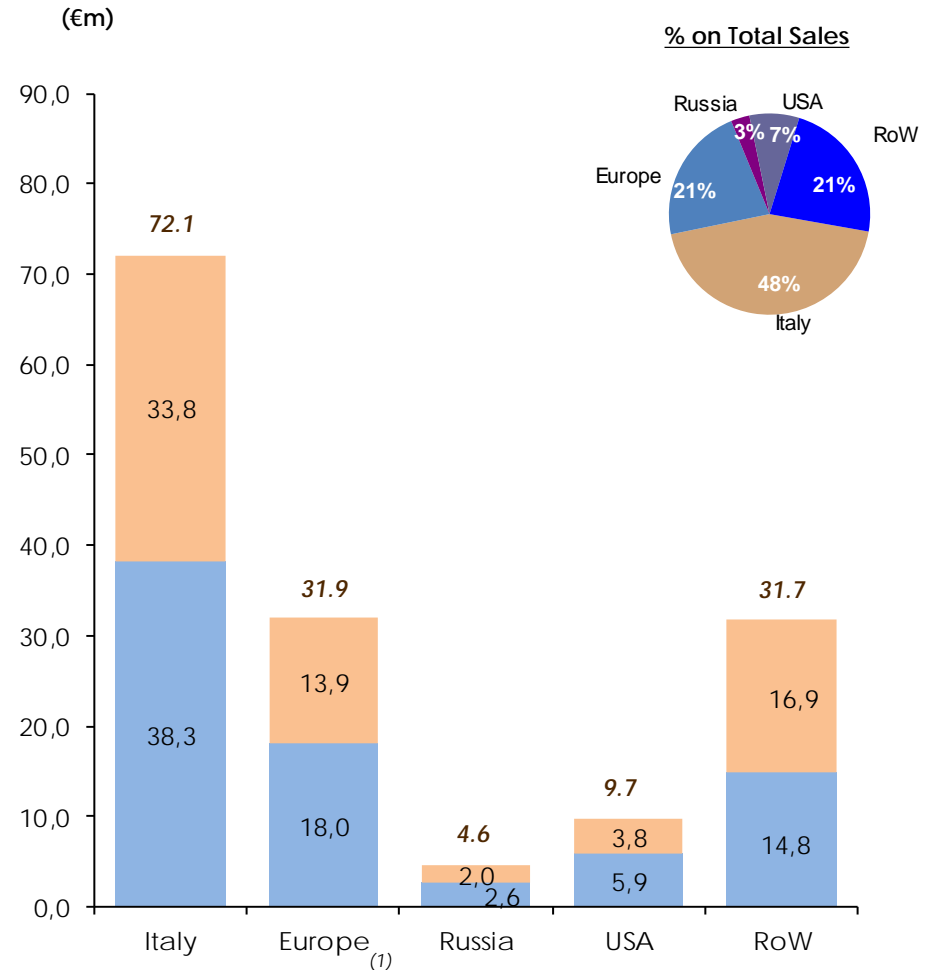


(1) Italy and Russia excluded

\* At constant exchange rates

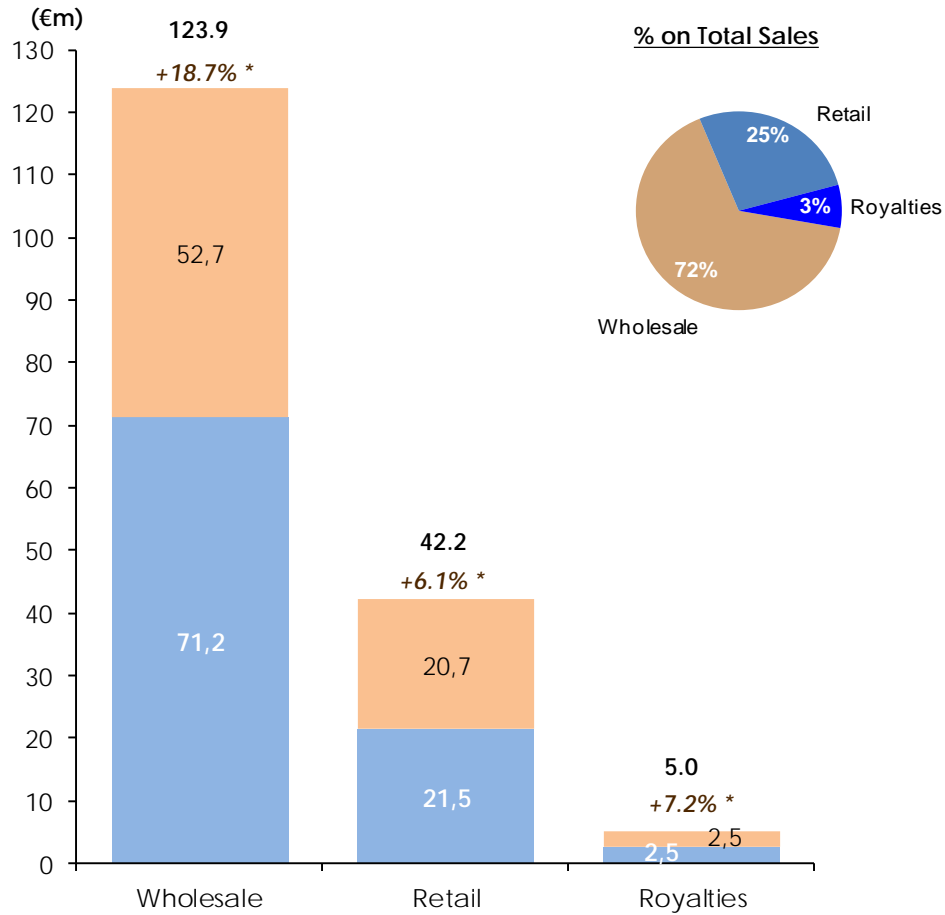
1Q 2Q

1H 2017

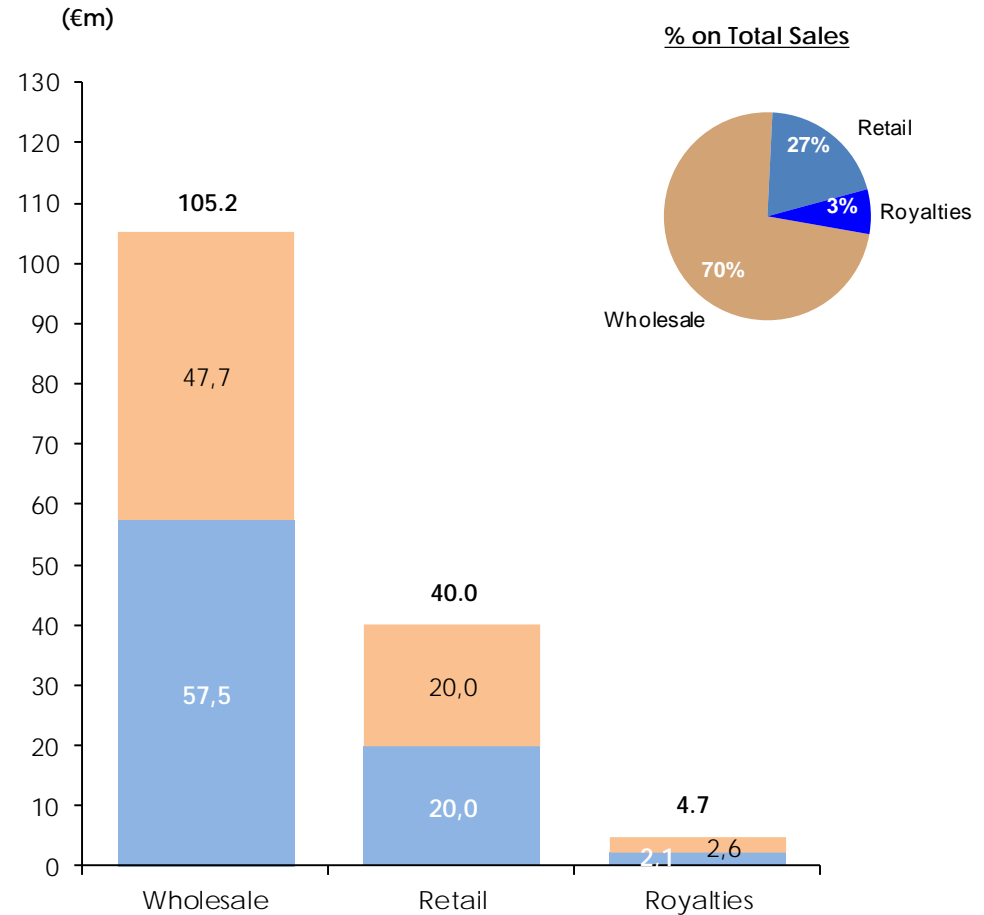


# Net Sales Breakdown by Channel

1H 2018



1H 2017



\* At constant exchange rates

1Q 2Q

# Mono-brand Stores Network

## DOS

	<u>1H18</u>	<u>FY17</u>
Europe	44	44
America	2	3
Asia	18	16
<b>Total</b>	<b>64</b>	<b>63</b>

## Franchising

	<u>1H18</u>	<u>FY17</u>
Europe	47	49
America	1	1
Asia	141	135
<b>Total</b>	<b>189</b>	<b>185</b>



# Income Statement – 1H 2018/2017

(€m)	<u>1H 18</u>	<u>1H 17</u>
Net Sales	171,1	150,0
% change	14,1%	
Other Revenues	2,3	1,4
<b>Total Revenues</b>	<b>173,4</b>	<b>151,3</b>
% change	14,6%	
Raw Materials Costs	(54,9)	(47,3)
Service Costs	(49,3)	(42,6)
Costs for use of third parties	(12,6)	(11,5)
Personnel	(33,8)	(32,4)
Other Operating Expenses	(1,8)	(2,0)
Total Operating Expenses	(152,4)	(135,8)
<b>EBITDA</b>	<b>21,0</b>	<b>15,5</b>
Margin (% of Net sales)	12,3%	10,3%
Depreciation and Amortisation	(6,4)	(5,9)
<b>EBIT</b>	<b>14,5</b>	<b>9,6</b>
Margin (% of Net sales)	8,5%	6,4%
Net Financial Income / (Expenses)	(0,6)	(2,2)
<b>Profit before taxes</b>	<b>13,9</b>	<b>7,4</b>
Margin (% of Net sales)	8,1%	4,9%
Taxes	(5,5)	(2,8)
<b>Net income before Minorities</b>	<b>8,4</b>	<b>4,5</b>
Margin (% of Net sales)	4,9%	3,0%
Minority Interests	(0,1)	0,1
<b>Net Income for the Group</b>	<b>8,3</b>	<b>4,6</b>
Margin (% of Net sales)	4,9%	3,1%



# Balance Sheet

	<u>1H 18</u>	<u>FY 17</u>	<u>1H 17</u>
(€m) Net Working Capital	83,9	81,3	88,4
Net Tangible Assets	58,7	59,1	60,1
Net Intangible Assets	106,5	109,7	112,5
Net Financial Assets	3,0	3,7	3,5
Severance Staff, Provisions & Others	(23,5)	(24,8)	(25,3)
<b>Net Capital Employed</b>	<b>228,6</b>	<b>229,0</b>	<b>239,1</b>
Group Shareholders' Equity	155,3	146,1	139,7
Minorities	32,4	32,3	32,2
Shareholders' Equity & Minorities	187,7	178,4	171,9
Net Debt	35,4	45,1	61,6
Shares Buyback	5,5	5,5	5,5
<b>Net Financial Debt and Shareholders' Equity</b>	<b>228,6</b>	<b>229,0</b>	<b>239,1</b>
Accounts Receivables	44,0	42,1	40,7
Accounts Payables	(64,7)	(68,6)	(54,9)
Inventory	97,7	97,8	91,3
<b>Operating NWC</b>	<b>77,1</b>	<b>71,3</b>	<b>77,1</b>
As % of LTM sales	23,1%	22,8%	26,3%
Other Current Assets/Liabilities	6,8	10,0	11,3
<b>Net Working Capital</b>	<b>83,9</b>	<b>81,3</b>	<b>88,4</b>

# Summary Cash Flow

(€m)

	<u>1H 18</u>	<u>FY 17</u>	<u>1H 17</u>
PBT	13,9	18,9	7,4
Operating Cash Flow	11,5	17,2	(3,5)
Capital Expenditure	(2,8)	(3,8)	(1,9)
Free Cash Flow	8,7	13,4	(5,4)
Cash Flows from Financing Activities	(9,4)	(5,1)	0,6
Cash and cash equivalents at the beginning of the year	22,8	14,5	14,5
Cash Flow of the Period	(0,7)	8,3	(4,7)
<b>Cash and cash equivalents at the end of the year</b>	<b>22,1</b>	<b>22,8</b>	<b>9,8</b>



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Appendices

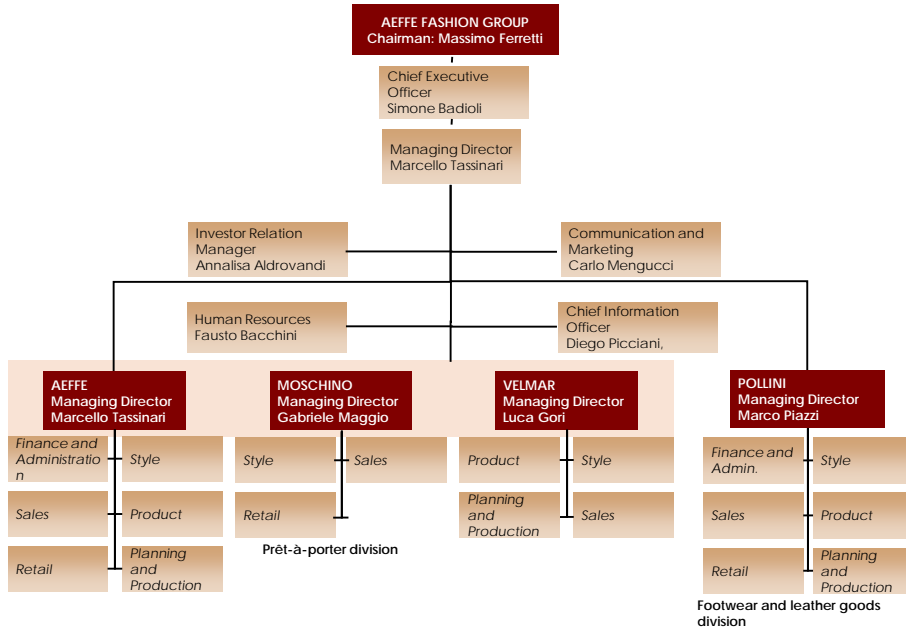
# Income Statement – Full Year 2015-2017

(€m)

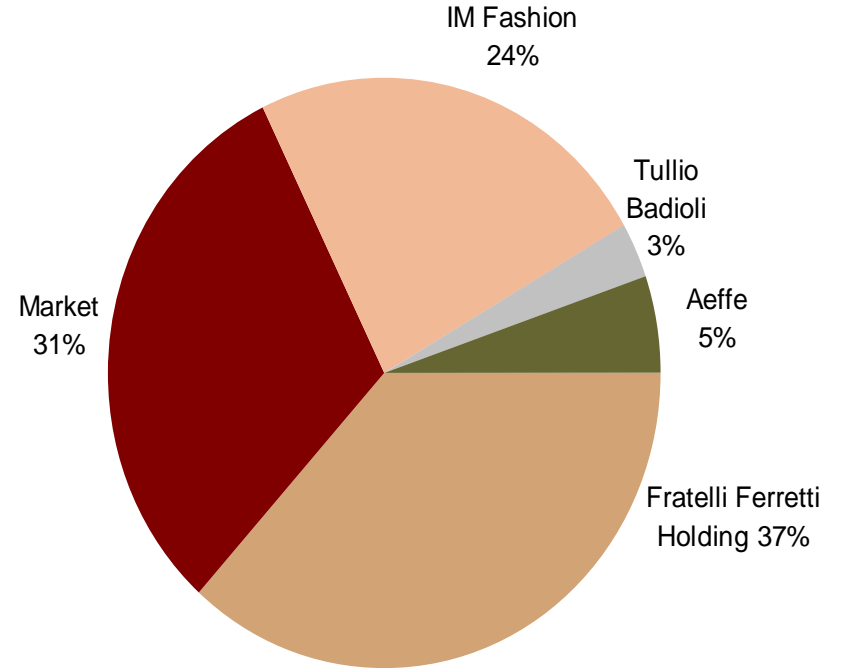
	<u>2017A</u>	<u>2016A</u>	<u>2015A</u>
Net Sales	312,6	280,7	268,8
% change	11,4%	4,4%	6,9%
Other Revenues	3,8	6,8	5,2
<b>Total Revenues</b>	<b>316,4</b>	<b>287,5</b>	<b>274,0</b>
% change	10,1%	4,9%	20,1%
Raw Materials Costs	(96,1)	(90,7)	(86,2)
Service Costs	(91,0)	(81,3)	(79,2)
Cost for use of third parties assets	(23,3)	(22,8)	(23,5)
Personnel	(65,3)	(63,5)	(61,1)
Other Operating Expenses	(4,1)	(4,0)	(4,7)
Total Operating Expenses	(279,8)	(262,3)	(254,7)
<b>EBITDA</b>	<b>36,6</b>	<b>25,2</b>	<b>19,3</b>
Margin (% of Net sales)	11,7%	9,0%	7,2%
Depreciation and Amortisation	(13,9)	(15,1)	(13,5)
<b>EBIT</b>	<b>22,7</b>	<b>10,1</b>	<b>5,9</b>
Margin (% of Net sales)	7,3%	3,6%	2,2%
Net Financial Income / (Expenses)	(3,7)	(1,8)	(3,0)
<b>PBT</b>	<b>19,0</b>	<b>8,3</b>	<b>2,9</b>
Margin (% of Net sales)	6,1%	3,0%	1,1%
Taxes	(7,4)	(4,0)	(1,1)
Net income before Minorities	<b>11,5</b>	<b>4,4</b>	1,70
Margin (% of Net sales)	3,7%	1,6%	0,6%
Minority Interests	(0,0)	(0,7)	(0,2)
<b>Net Income for the Group</b>	<b>11,5</b>	<b>3,6</b>	<b>1,5</b>
Margin (% of Net sales)	3,7%	1,3%	0,6%

# Company Profile

## Organisational Structure



## Ownership Structure <sup>(1)</sup>



## 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

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(1) Source: Consob as of 27<sup>th</sup> July 2018

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