



First Quarter 08 Results Presentation

13, May 2008

Q1 08 Key Facts

- **Consolidated Revenues** at € 91 m, +8.2% at constant exchange rates and excluding the effect of the termination of the Narciso Rodriguez licence (+4.6% at current exchange rates)
- **Consolidated EBITDA** at € 16.16 m (margin of 17.6%), +6.2% at constant exchange rates (+5.3% at current exchange rates at € 16 m)
- **Consolidated Net Income** +20.3% at € 6.0 m
- **Consolidated Net Financial Debt** of € 47.1 m (€ 38.5 m as of 31 December 2007)
- **184 Mono Brand Stores** (vs 174 at the end of 2007)



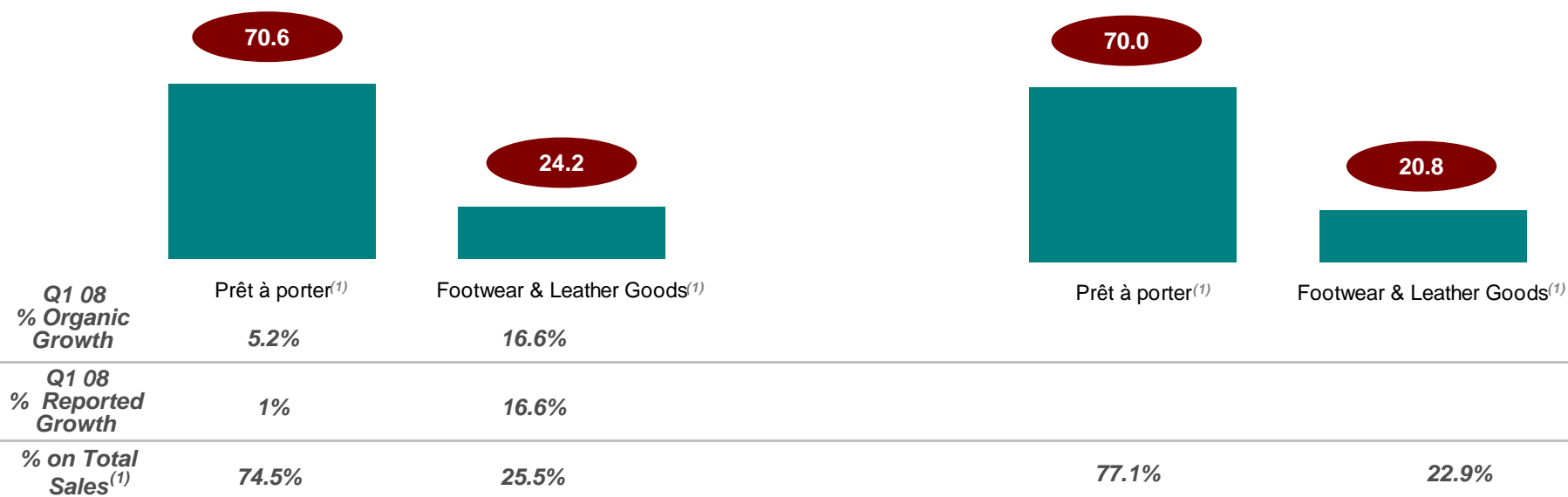
Net Sales Breakdown by Division

Q1 2008

Q1 2007

(€m)

(€m)

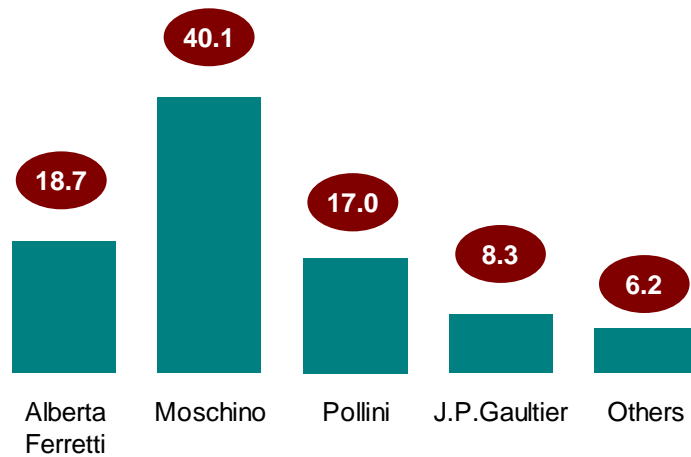


(1) Before inter-divisional eliminations

Net Sales Breakdown by Brand

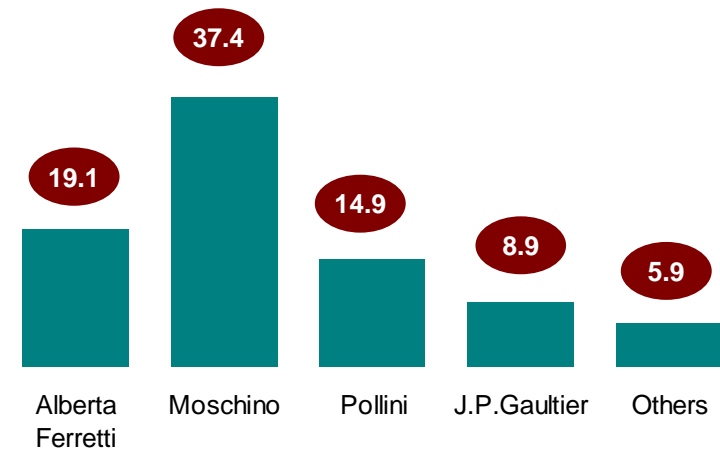
Q1 2008

(€m)



Q1 2007

(€m)



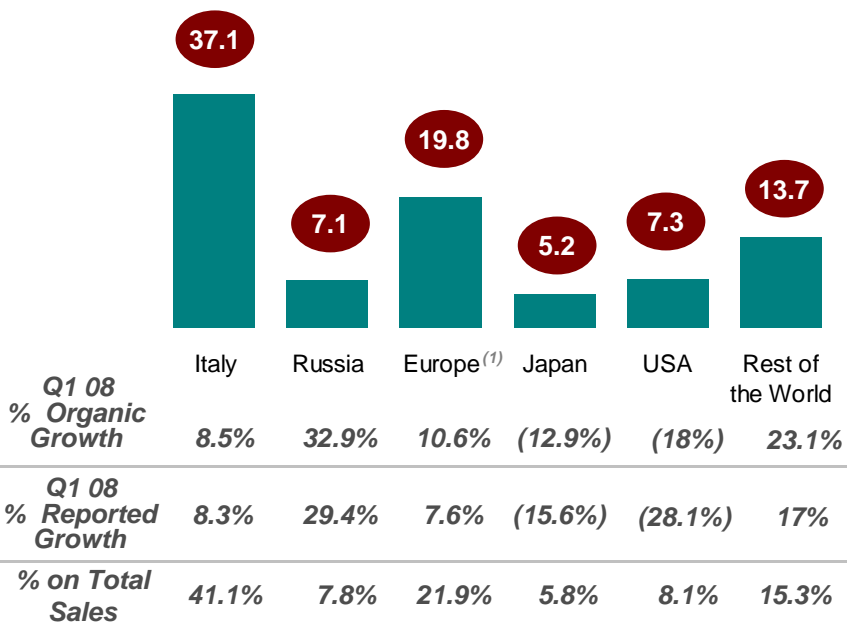
	Alberta Ferretti	Moschino	Pollini	J.P.Gaultier	Others
Q1 08 % Organic Growth	(1%)	10.5%	14.0%	(4.1%)	37.4%
Q1 08 % Reported Growth	(2.2%)	7.2%	13.8%	(6.7%)	4.0%
% on Total Sales	20.7%	44.4%	18.8%	9.2%	6.9%

	Alberta Ferretti	Moschino	Pollini	J.P.Gaultier	Others
	22.2%	43.4%	17.3%	10.3%	6.8%

Net Sales Breakdown by Region

Q1 2008

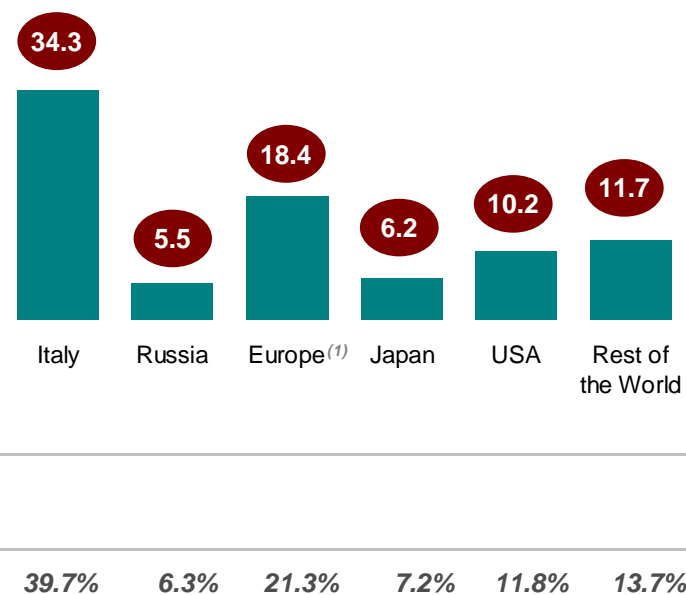
(€m)



(1) Italy and Russia excluded

Q1 2007

(€m)



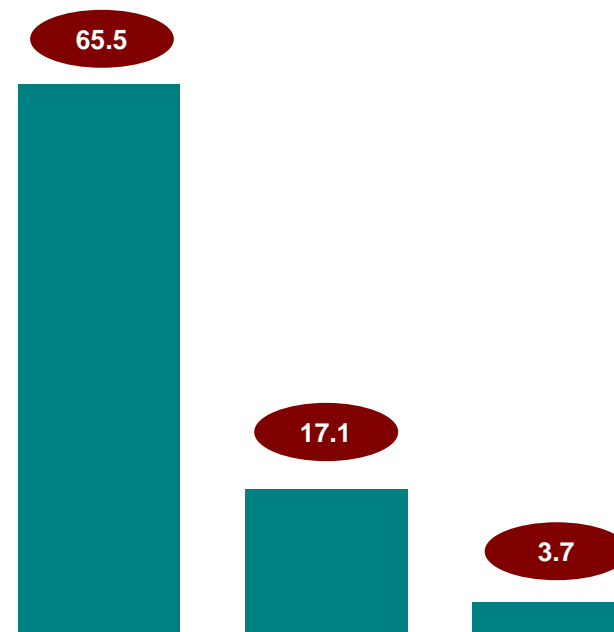
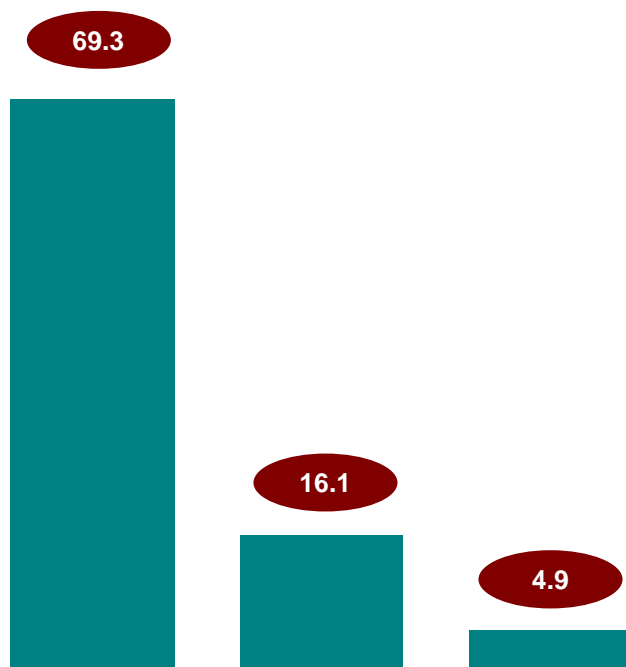
Net Sales Breakdown by Channel

Q1 2008

Q1 2007

(€m)

(€m)



	Wholesale	Retail	Royalties
Q1 08 % Organic Growth	9.4%	(1.7%)	32.8%
Q1 08 % Reported Growth	5.8%	(5.8%)	32.8%
% on Total Sales	76.8%	17.8%	5.4%

	Wholesale	Retail	Royalties
	75.9%	19.8%	4.3%

Mono-brand Stores Network

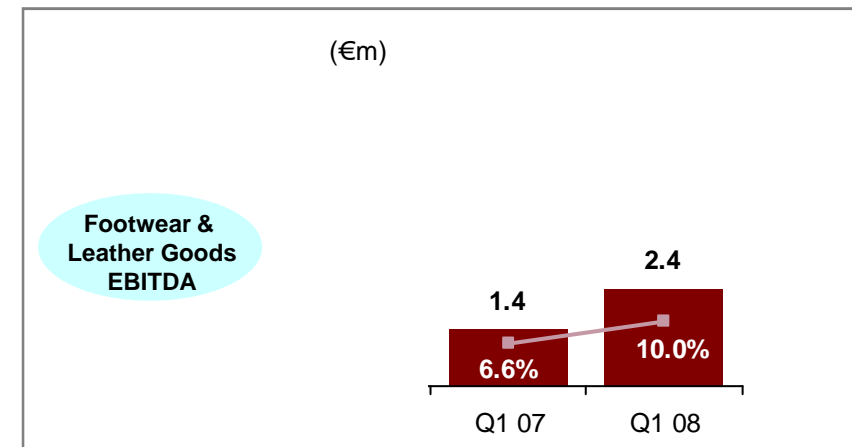
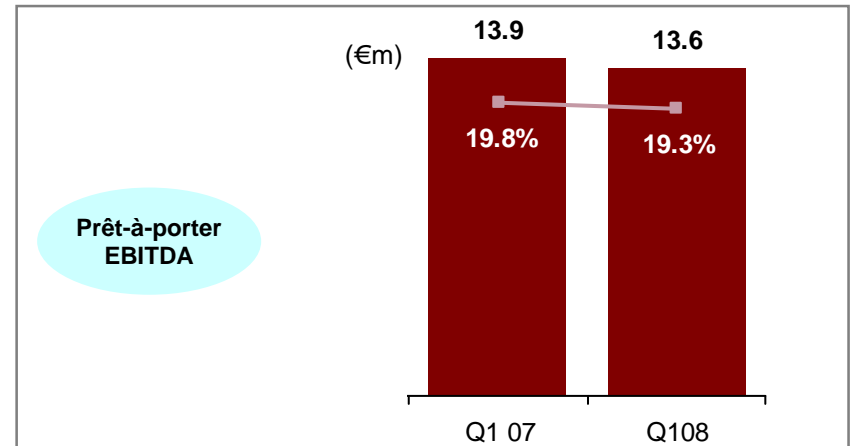
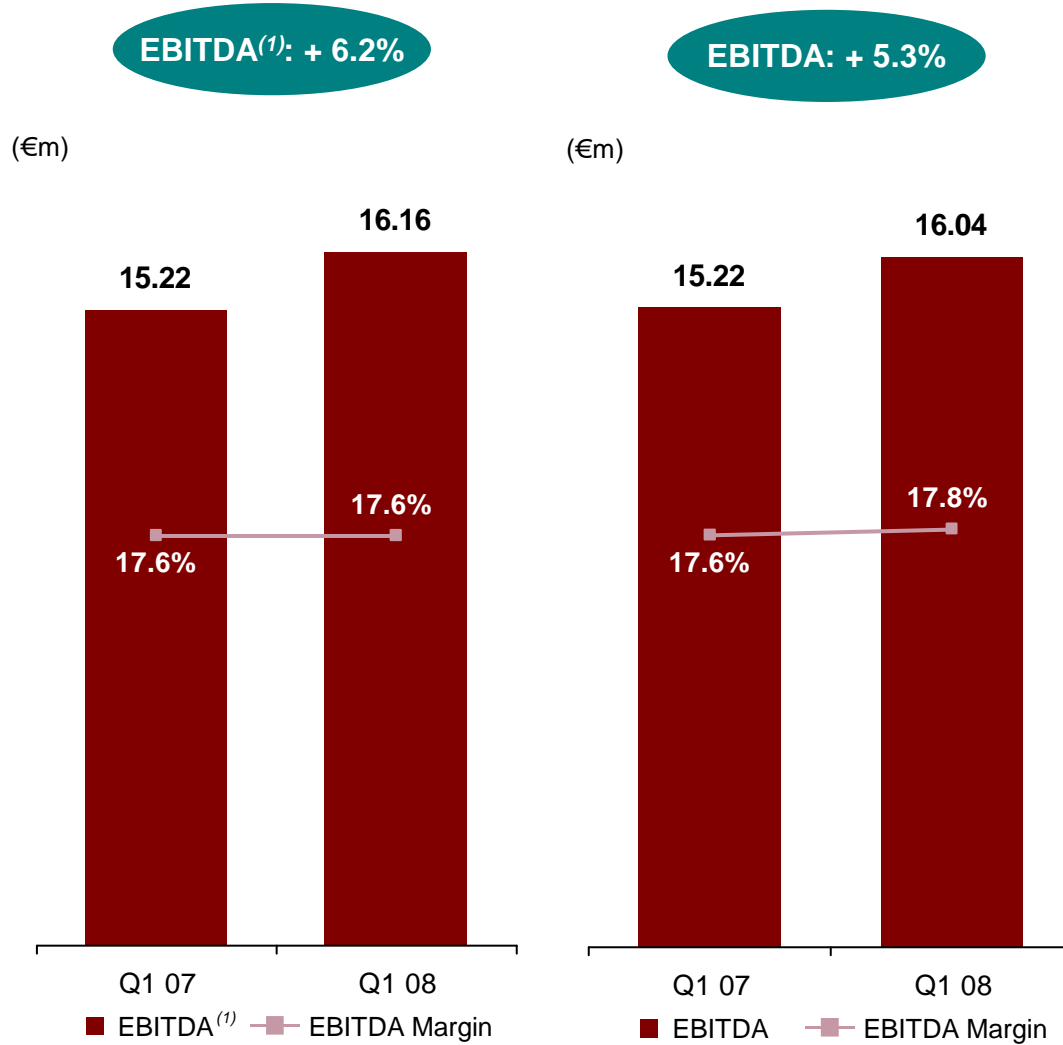
DOS

	Q108	FY07
Europe	37	36
USA	1	1
Asia	38	38
Total	76	75

Franchising

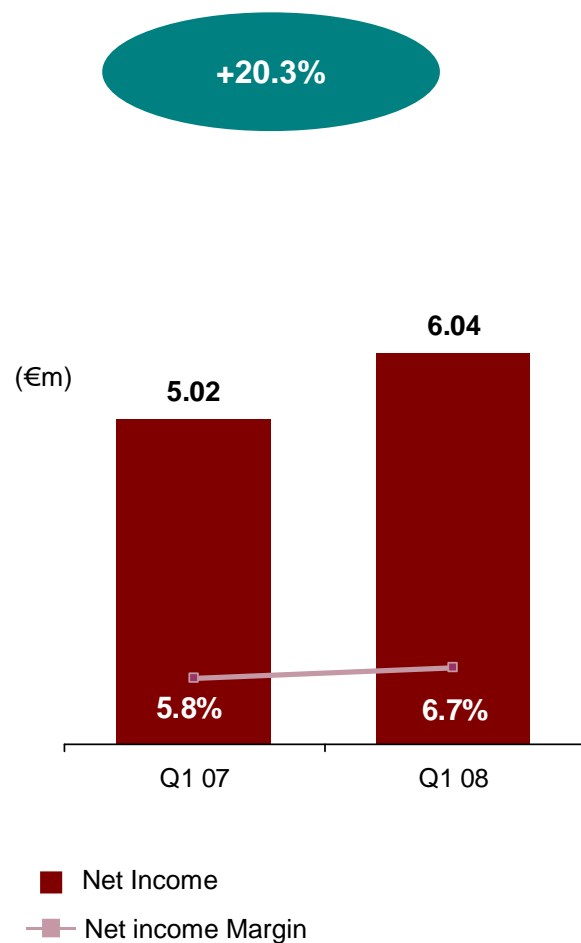
	Q108	FY07
Europe	44	41
USA	7	6
Asia	57	52
Total	108	99

Profitability Analysis



(1) At constant exchange rates

Group Net Income and Income Taxes



(€m)	Q1 Ending March 31,	
	2007A	2008A
PBT	10.4	11.7
Current Taxes	(4.4)	(3.5)
Deferred Taxes	(0.4)	(0.9)
Total Taxes	(4.8)	(4.4)
<i>Effective Tax Rate</i>	46%	37.9%



Summary Balance Sheet

	IAS-IFRS		
	3M 2008	FY 2007	3M 2007
Net Working Capital	68.7	51.6	53.8
Net Tangible Assets	70.7	71.2	70.1
Net Intangible Assets	170.9	171.8	174.6
Net Financial Assets	3.2	3.1	2.9
Severance Staff, Provisions & Others	(65.4)	(64.6)	(74.8)
Net Capital Employed	248.2	233.1	226.6
Group Shareholders' Equity	170	164.7	81.0
Minorities	31.1	29.9	27.0
Shareholders' Equity & Minorities	201.1	194.6	108.0
Net Debt	47.1	38.5	118.6
Net Financial Debt and Shareholders' Equity	248.2	233.1	226.6
Accounts Receivables	56.2	36.9	49.7
Accounts Payable	(61.9)	(60.6)	(61.4)
Inventory	67.7	67.8	57.1
Other Current Assets/Liabilities	6.7	7.5	8.4
NWC	68.7	51.6	53.8
<i>As % of LTM sales</i>	<i>23.1%</i>	<i>17.6%</i>	<i>19.5%</i>

Summary Cash Flow

	IAS-IFRS		
	3M 2008	FY2007	3M 2007
PBT	11.7	25.6	10.4
Operating Cash Flow	(4.6)	23.1	1.3
Capital Expenditure	(2.0)	(9.5)	(2.3)
Free Cash Flow	(6.6)	13.6	(1)
Cash Flows from Financing Activities	9.1	(14.4)	(0.1)
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Cash and cash equivalents at the beginning of the year	14.5	15.3	15.3
Cash Flow of the Period	2.5	(0.8)	(1.1)
Cash and cash equivalents at the end of the year	17.0	14.5	14.2

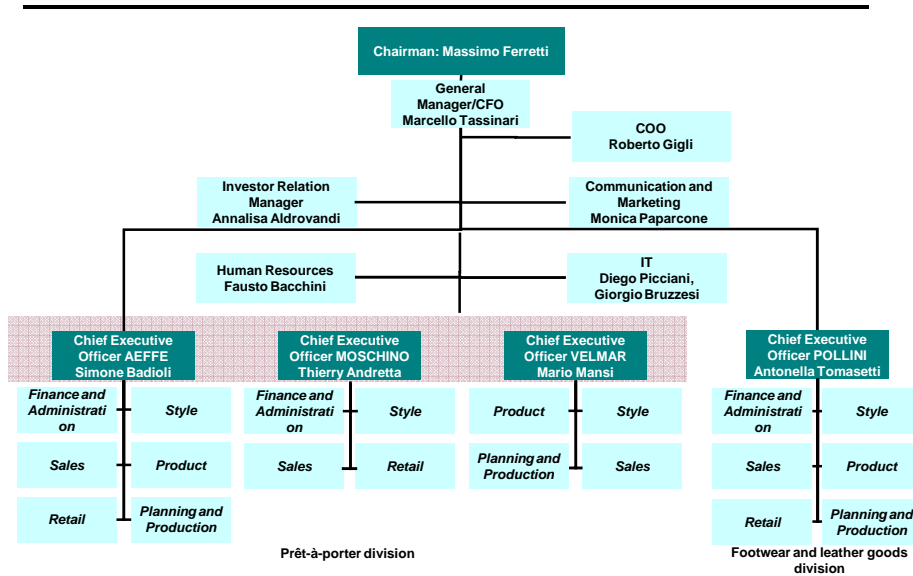


AEFFE

Appendices

Company Profile

Organisational Structure



Share Information

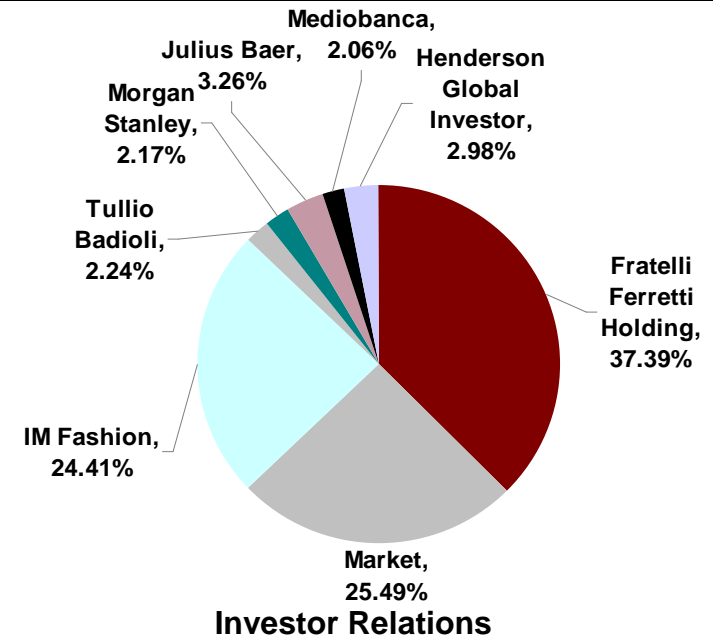
N° of shares outstanding: 107,362,504

Italian Stock Exchange – STAR Segment

Specialist: Mediobanca S.p.A.

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

Ownership Structure ⁽¹⁾



Investor Relations

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(1) Source: Consob as of 12 May 2008

Income Statement – Q1 2008/2007

IAS-IFRS

	Q1 2007	Q1 2008
Net Sales	86.3	90.3
<i>% growth</i>		4.6%
Other Revenues	0.8	1.3
Total Revenues	87.1	91.6
<i>% growth</i>		5.1%
Raw Materials Costs	(25.2)	(24.7)
Service Costs	(26.1)	(28.5)
Rental Costs	(4.6)	(4.5)
Personnel	(15.4)	(16.6)
Other Operating Expenses	(0.6)	(1.3)
Total Operating Expenses	(71.9)	(75.6)
EBITDA	15.2	16.0
<i>Margin (% of Net sales)</i>	17.6%	17.8%
Depreciation and Amortisation	(2.5)	(2.5)
EBIT	12.7	13.5
<i>Margin (% of Net sales)</i>	14.7%	15%
Net Financial Income / (Expenses)	(2.2)	(1.8)
PBT	10.4	11.7
<i>Margin (% of Net sales)</i>	12.1%	13%
Taxes	(4.8)	(4.4)
Net income before Minorities	5.6	7.3
<i>Margin (% of Net sales)</i>	6.5%	8.1%
Minority Interests	(0.6)	(1.2)
Net Income for the Group	5.0	6.0
<i>Margin (% of Net sales)</i>	5.8%	6.7%

Cash Flow Statement – Q1 2008/2007

	IAS-IFRS		
	3M 2007	FY 2007	3M 2008
PBT	10.4	25.6	11.7
Depreciation, Amortisation and Provisions	2.5	8.3	2.52
Taxes	(1.1)	(9.4)	(1.1)
Net Interest	2.2	8.1	1.8
Change in other liabilities / (assets)	(12.9)	(9.5)	(19.2)
Operating Cash Flow	1.3	23.1	(4.6)
Capital Expenditure	(2.3)	(9.5)	(2.0)
Free Cash Flow	(1)	13.6	(6.6)
Equity Issue	(0.04)	72	(0.1)
Change in short term debt	2.17	(78)	11.1
Change in long term debt	(0.01)	(0.3)	(0.1)
Net Interest	(2.2)	(8.1)	(1.8)
Cash Flows from Financing Activities	(0.1)	(14.4)	(9.1)
Cash and cash equivalents at the beginning of the year	15.3	15.3	14.5
Cash Flow of the Period	(1.1)	(0.8)	2.5
Cash and cash equivalents at the end of the year	14.2	14.5	17.0

Income Statement Full Year 2005-2007

IAS-IFRS

(€m)

FY Ending December 31,

	2005A	2006A	2007A
Net Sales	241.9	266.1	293.2
<i>% growth</i>	2.9%	10.0%	10.2%
Other Revenues	2.6	4.7	3.5
Non-Recurring Revenues	5.4	4.2	2.2
Total Revenues	249.9	275.1	298.9
<i>% growth</i>	(6.1%)	10.1%	8.7%
Non-Recurring Costs	(0.4)	0.0	0.0
Raw Materials Costs	68.0	74.2	80.9
Service Costs	78.6	87.8	95.7
Rental Costs	15.4	16.4	17.1
Personnel	54.1	56.3	58.2
Other Operating Expenses	4.2	3.1	2.5
Total Operating Expenses	(220.1)	(238.0)	(254.4)
EBITDA⁽¹⁾	29.4	37.1	44.5
<i>Margin (% of Net sales)</i>	12.2%	13.9%	15.2%
EBITDA Adjusted⁽²⁾	24.5	32.9	42.3
<i>Margin (% of Net sales)</i>	10.1%	12.4%	14.4%
Depreciation and Amortisation	(11.1)	(10.7)	(10.7)
EBIT (Reported)	18.3	26.4	33.7
<i>Margin (% of Net sales)</i>	7.6%	10.0%	11.5%
Net Financial Income / (Expenses)	(4.7)	(7.1)	(8.1)
PBT	13.6	19.3	25.6
<i>Margin (% of Net sales)</i>	5.6%	7.2%	8.7%
Taxes	(7.0)	(10.8)	(7.4)
Net income before Minorities	6.6	8.5	18.3
<i>Margin (% of Net sales)</i>	2.7%	3.2%	6.2%
Minority Interests	(1.1)	(0.6)	(2.9)
Net Income Adjusted for the Group	5.5	8.0	11.4
<i>Margin (% of Net sales)</i>	2.3%	3.0%	3.9%
Net Income for the Group	5.5	8.0	15.3
<i>Margin (% of Net sales)</i>	2.3%	3.0%	5.2%

▪ Includes currency gains, sale of raw materials and rents received

▪ In 2007 sale of Narciso Rodriguez stake (50% of equity)
 ▪ In 2006, sale of Narciso Rodriguez store in Milan
 ▪ In 2005, release of provision from Pollini S.p.A. and Pollini Retail

▪ EBITDA net of non recurring income and costs

(1) Gross of non recurring items

(2) Net of non recurring items

Revenues Breakdown

(€m)	FY Ending December 31,			CAGR 2005/07A	Growth 2006/07A
	2005A	2006A	2007A		
By Region					
Italy	90.4	104.1	113.0	11.8%	8.6%
Europe (excluding Italy)	51.8	60.1	69.7	16%	15.9%
USA	33.8	33.0	32.3	(2.2%)	(2.2%)
Russia	n.a.	13.1	22.1	n.a.	68.8%
RoW	66.0 ⁽¹⁾	55.8	56.1	(7.8%)	0.6%
Total	241.9	266.1	293.2	10.1%	10.2%
By Brand					
Alberta Ferretti	46.2	52.8	63.0	16.8%	19.4%
Moschino	117.4	125.5	136.9	8.0%	9.0%
Pollini	42.5	47.9	52.3	10.9%	9.2%
Jean Paul Gaultier	17.2	21.5	23.8	17.6%	10.3%
Tactical Brands	18.7	18.4	17.3	(3.8%)	(6.0%)
Total	241.9	266.1	293.2	10.1%	10.2%
By Division					
Prêt-à-Porter	198.7	214.3	235.2	8.8%	9.8%
Footwear & Leather Goods	56.4	65.5	74.5	14.9%	13.8%
Eliminations	(13.2)	(13.6)	(16.5)		
Total	241.9	266.1	293.2	10.1%	10.2%

(1) Including Russia in 2005

Balance Sheet Full Year 2005-2007

(€m)	IAS-IFRS		
	FY Ending December 31,		
	2005A	2006A	2007A
Net Working Capital	46.8	44.0	51.6
Net Tangible Assets	68.0	69.9	71.2
Net Intangible Assets	178.8	175.1	171.8
Net Financial Assets	4.6	3.0	3.1
Severance Staff, Provisions & Others	(69.0)	(74.2)	(64.6)
Net Capital Employed	229.2	217.8	233.1
Group Shareholders' Equity	70.4	76.0	164.7
Minorities	25.9	26.5	29.9
Shareholders' Equity & Minorities	96.3	102.5	194.6
Net Debt	132.9	115.3	38.5
Net Financial Debt and Shareholders' Equity	229.2	217.8	233.1
NWC as % of Net Sales	19.4%	16.5%	17.6%

▪ Including € 74.3 m in 2007 for Ipo proceeds

Cash Flow Statement Full Year 2005/2007

IAS-IFRS

FY Ending December 31,

	2005A	2006A	2007A
PBT	13.6	19.3	25.6
Depreciation & Amortisation	10.7	10.2	10.7
Provisions & Impairments	(4.0)	0.7	(2.4)
Taxes	(5.1)	(4.9)	(9.4)
Net Interest	4.6	7.0	8.1
Change in other liabilities / (assets)	(3.4)	0.6	(9.5)
Operating Cash Flow	16.4	33.0	23.1
Capital expenditure for intangible assets	6.1	(0.0)	(0.3)
Capital expenditure for tangible assets	(2.2)	(4.0)	(9.3)
(Increase) / decrease in investments in other fixed assets	0.2	0.2	0.1
Cash Flows from Investing Activities	4.0	(3.9)	(9.5)
Free Cash Flow	20.4	29.1	13.6
Equity Issue	0.0	(6.0)	72
Change in short term debt	(19.7)	(9.3)	(78)
Change in long term debt	(0.1)	1.5	(0.3)
Net Interest	(4.6)	(7.0)	(8.1)
Cash Flows from Financing Activities	(24.3)	(20.8)	(14.4)
Cash and cash equivalents at the beginning of the year	10.9	7.0	15.3
Cash Flow of the Period	(3.9)	8.3	(0.8)
Cash and cash equivalents at the end of the year	7.0	15.3	14.5