



AEFFE

First Quarter 2011 Results Presentation
11, May 2011

1Q 2011 Key Facts

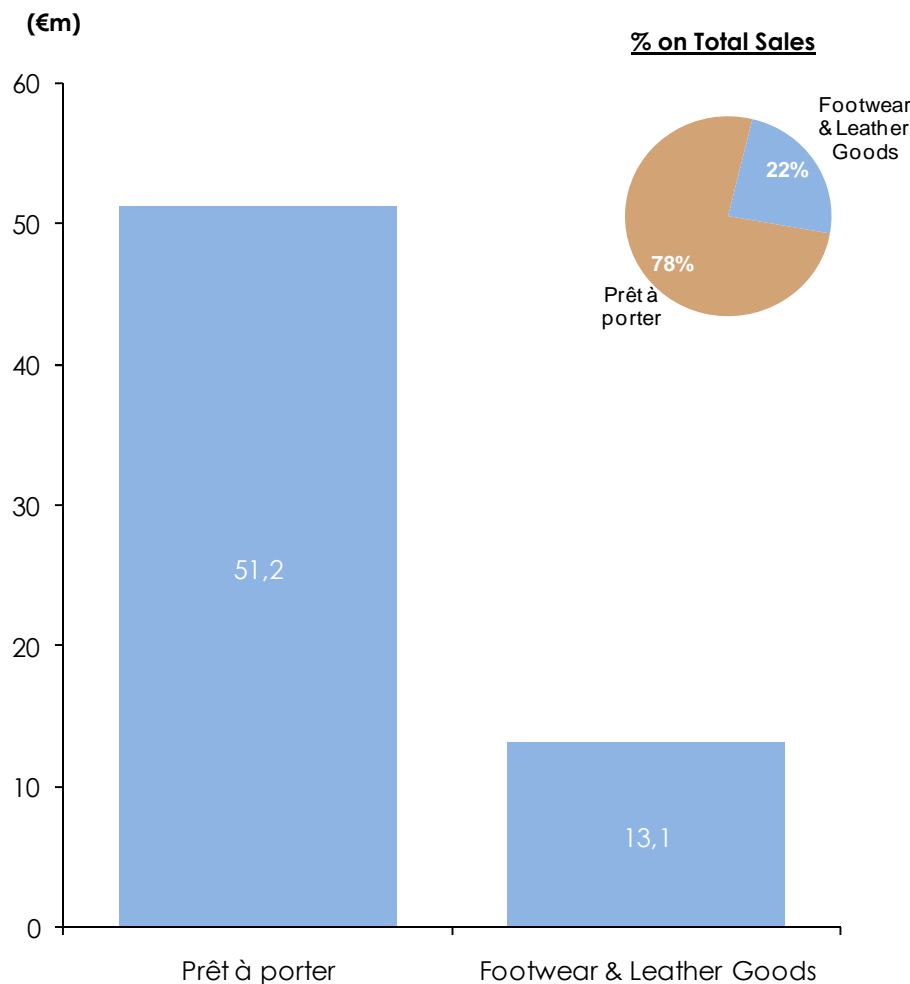
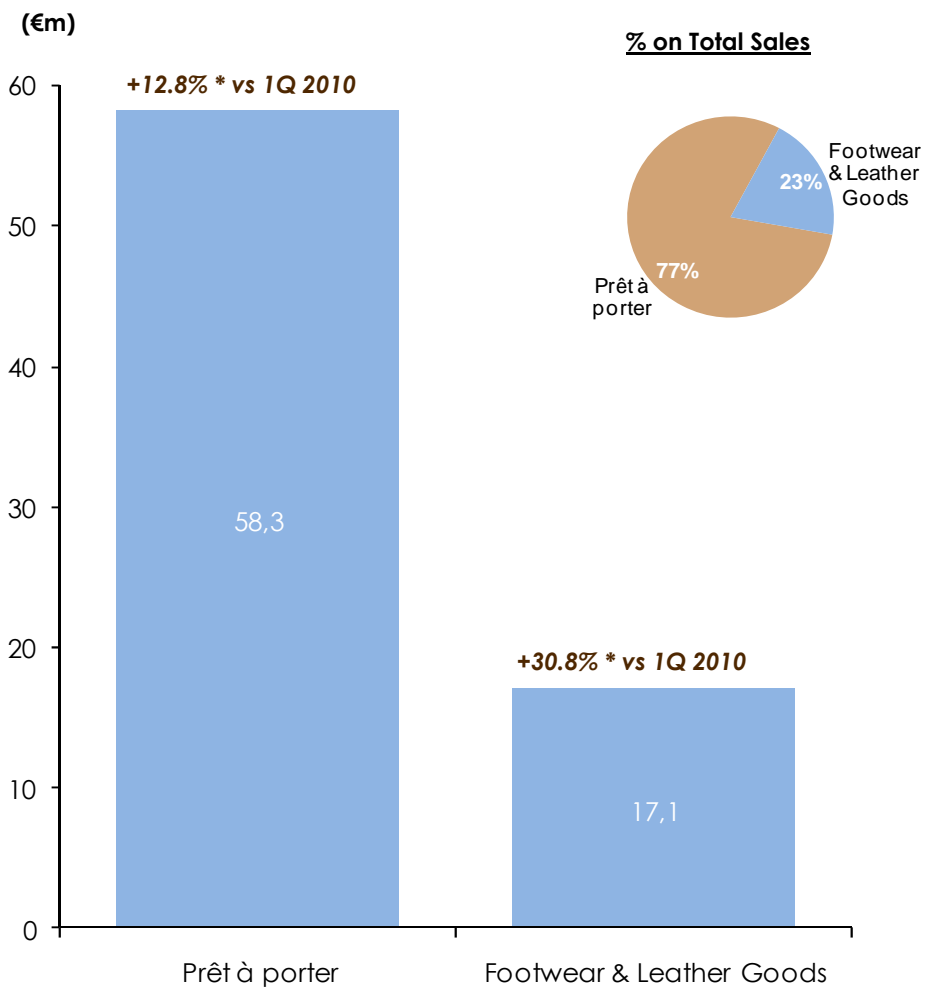
- ❖ **Consolidated Revenues** +17.4% at € 71.9m, (+16.4% at constant exchange rates)
- ❖ **Consolidated EBITDA** for € 7.8m, compared to an EBITDA of € 1.5m in 1Q 2010
- ❖ **Consolidated Net Profit** at € 0.8m, compared to a Net Loss of € 1.7m in 1Q 2010
- ❖ **Consolidated Net Financial Debt** of € 102.3m (€ 95.5m as of 31 December 2010)
- ❖ **245 Mono Brand Stores** (vs. 245 at the end of 2010)



Net Sales Breakdown by Division⁽¹⁾

1Q 2011

1Q 2010



(1) Before inter-divisional eliminations

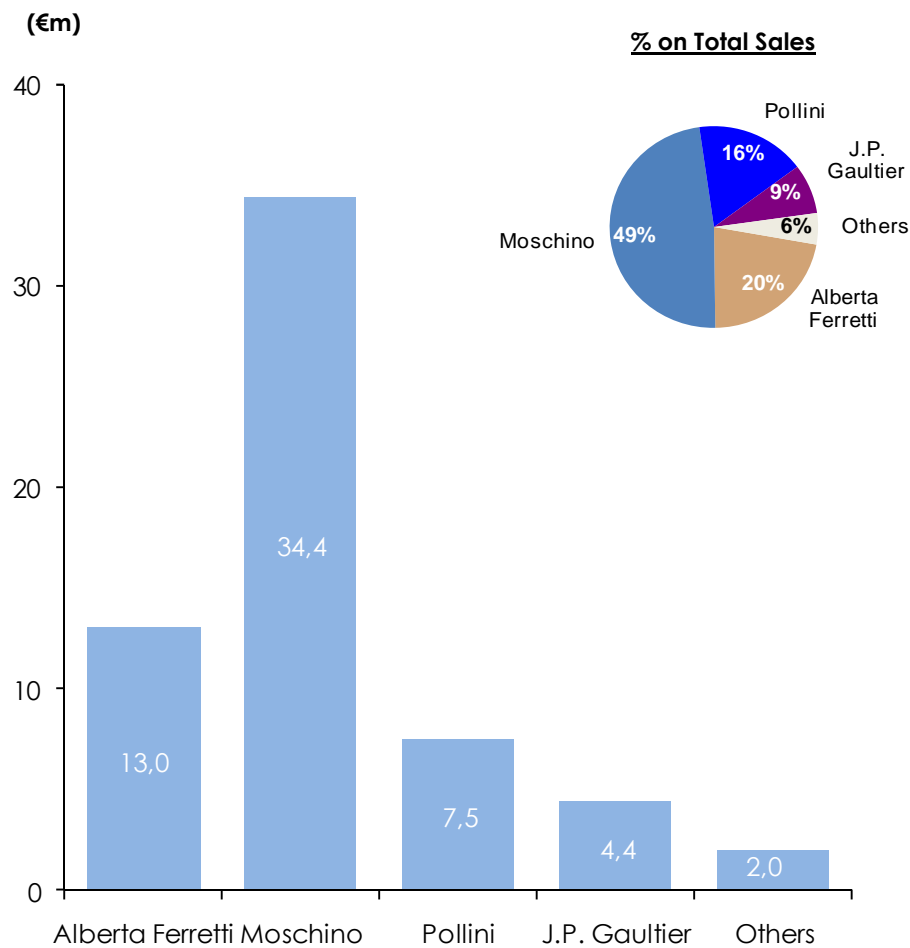
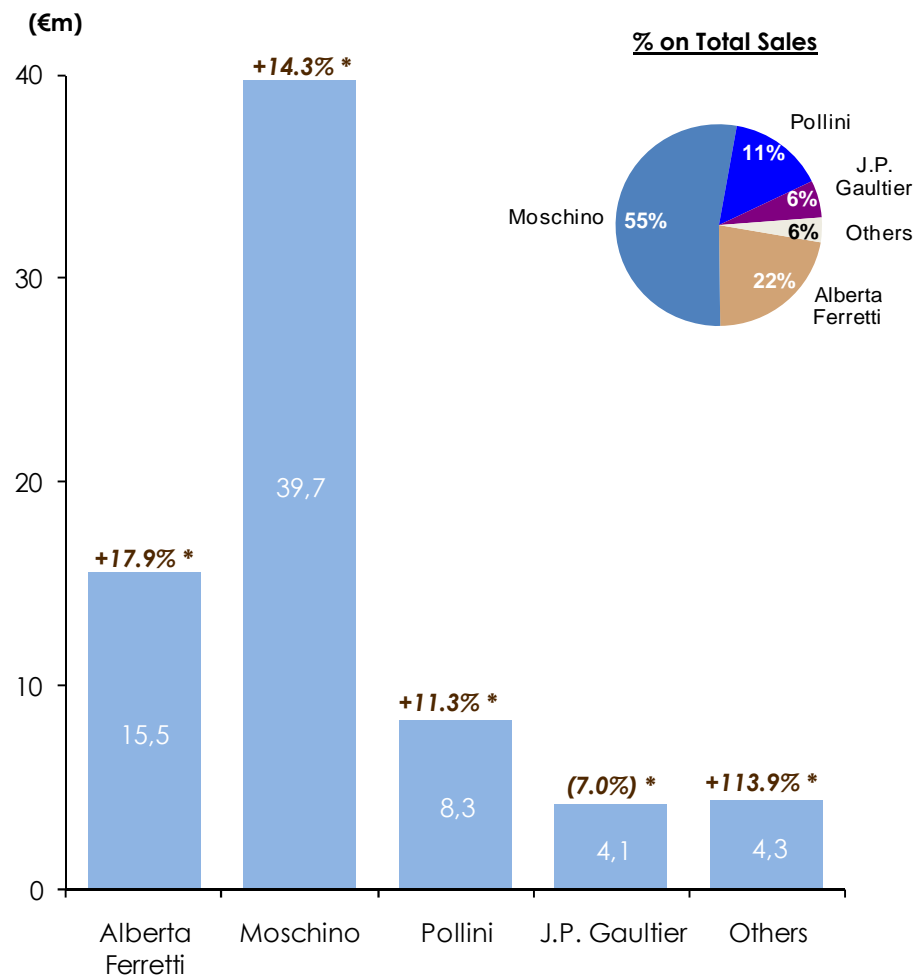
* At constant exchange rates

■ 1Q

Net Sales Breakdown by Brand

1Q 2011

1Q 2010



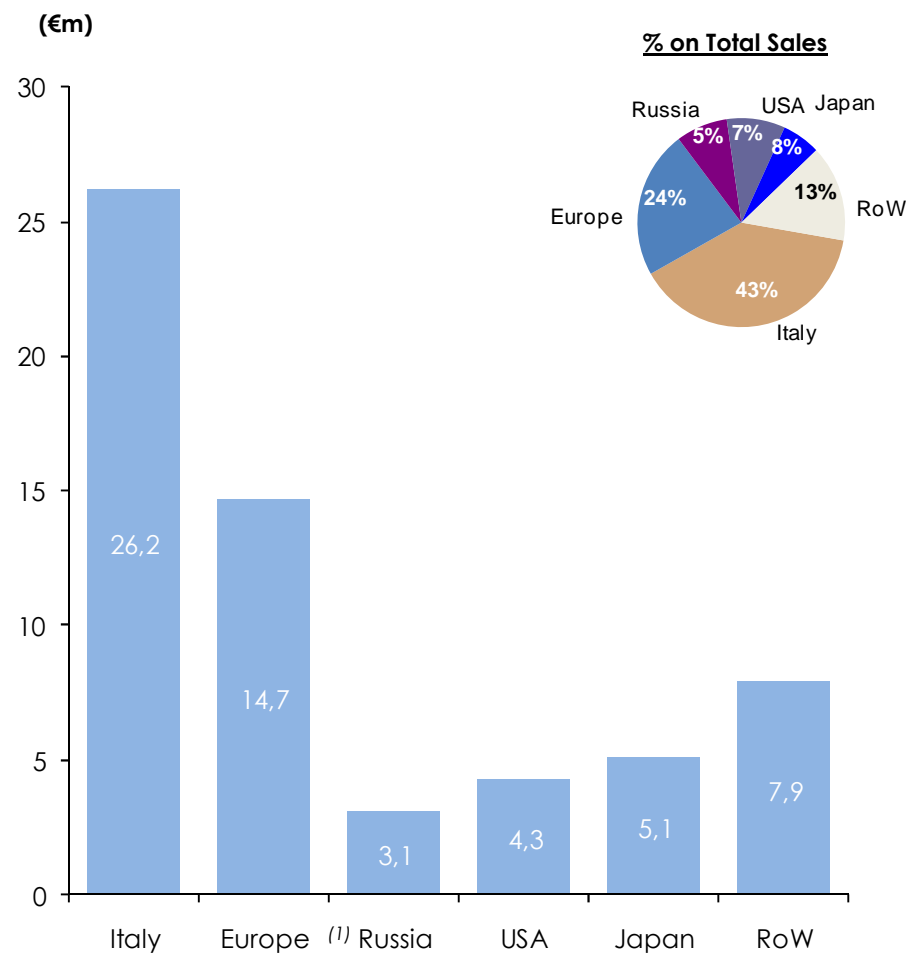
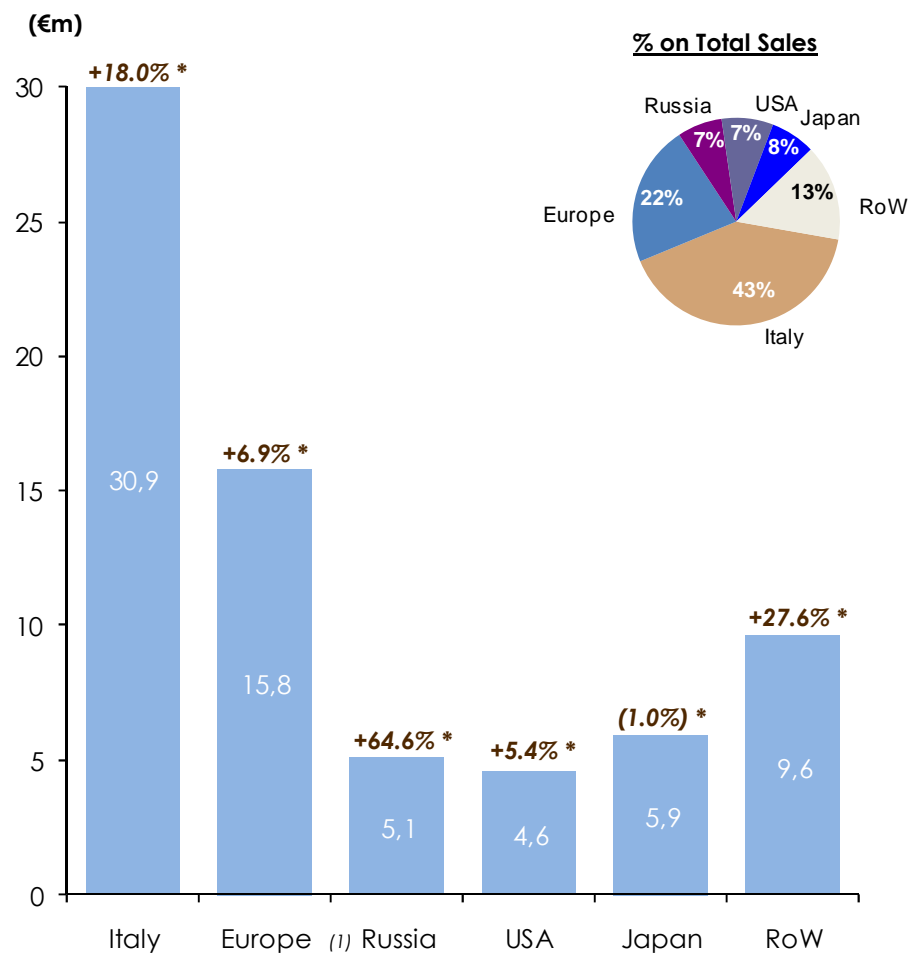
* At constant exchange rates

■ 1Q

Net Sales Breakdown by Region

1Q 2011

1Q 2010



(1) Italy and Russia excluded

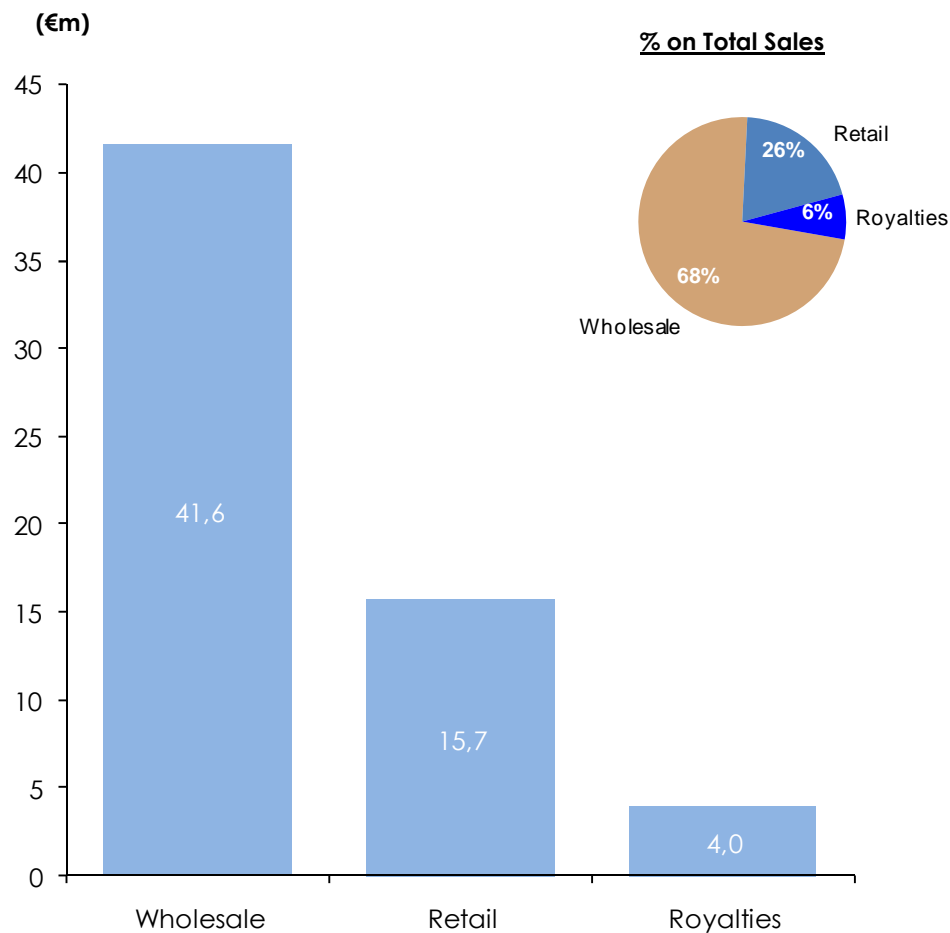
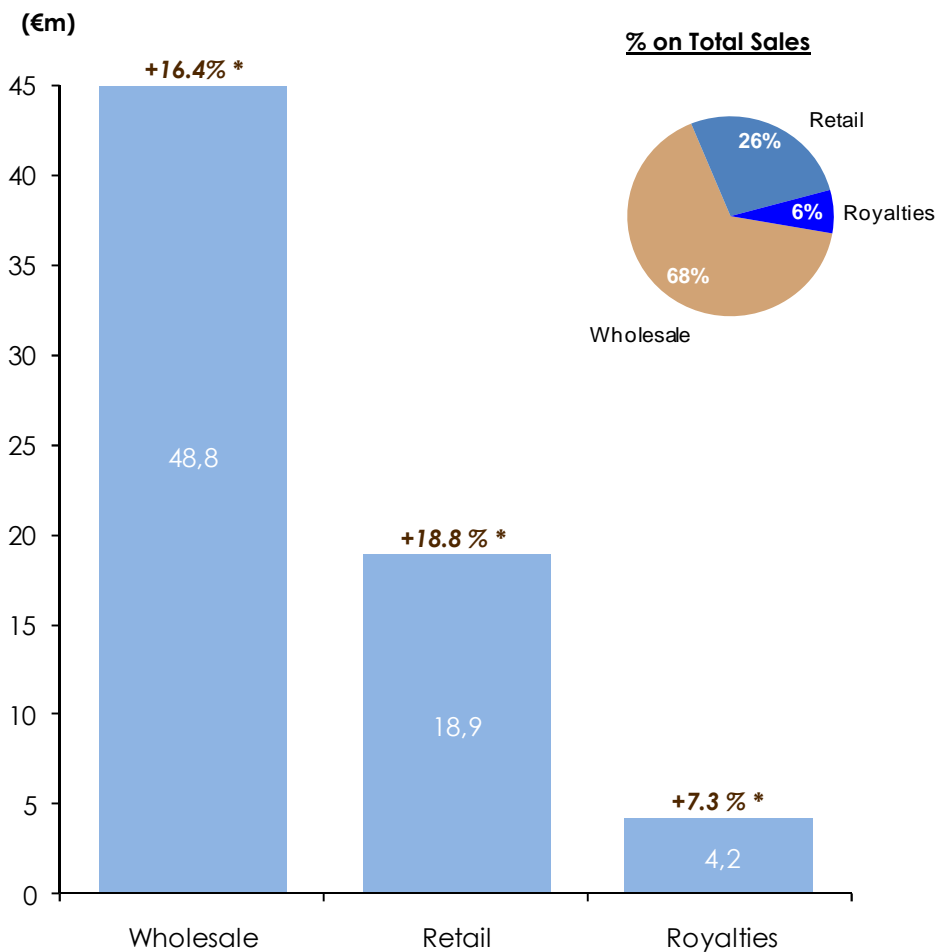
* At constant exchange rates

1Q

Net Sales Breakdown by Channel

1Q 2011

1Q 2010



* At constant exchange rates

1Q

Mono-brand Stores Network

DOS

	<u>1Q11</u>	<u>FY10</u>
Europe	44	44
USA	3	3
Asia	42	40
Total	89	87



Franchising

	<u>1Q11</u>	<u>FY10</u>
Europe	53	53
USA	7	7
Asia	96	98
Total	156	158



Income Statement – 1Q 2011/2010

(€m)	<u>1Q 11</u>	<u>1Q 10</u>
Net Sales	71,96	61,3
% change	17,4%	
Other Revenues	1,5	2,3
Total Revenues	73,4	63,6
% change	15,5%	
Raw Materials Costs	(22,2)	(19,9)
Service Costs	(19,3)	(18,8)
Costs for use of third parties	(6,1)	(5,4)
Personnel	(15,9)	(16,1)
Other Operating Expenses	(2,2)	(1,7)
Total Operating Expenses	(65,6)	(62,0)
EBITDA	7,79	1,53
Margin (% of Net sales)	10,8%	2,5%
Depreciation and Amortisation	(3,5)	(3,5)
EBIT	4,3	(1,9)
Margin (% of Net sales)	6,0%	n.a
Net Financial Income / (Expenses)	(0,9)	(0,3)
Result before taxes	3,4	(2,2)
Margin (% of Net sales)	4,7%	n.a
Taxes	(2,28)	0,30
Net income/(loss) before Minorities	1,1	(1,9)
Margin (% of Net sales)	1,5%	n.a
Minority Interests	(0,3)	0,1
Net Income/(loss) for the Group	0,8	(1,7)
Margin (% of Net sales)	1,1%	n.a

Summary Balance Sheet

(€m)	<u>1Q 11</u>	<u>FY 10</u>	<u>1Q 10</u>
Net Working Capital	78,9	68,4	76,0
Net Tangible Assets	73,7	75,6	77,2
Net Intangible Assets	152,6	154,1	155,3
Net Financial Assets	3,0	2,9	3,0
Severance Staff, Provisions & Others	(50,5)	(50,0)	(47,7)
Net Capital Employed	257,7	251,0	263,9
Group Shareholders' Equity	139,1	129,8	141,3
Minorities	16,1	25,7	27,2
Shareholders' Equity & Minorities	155,2	155,5	168,4
Net Debt	96,8	90,0	90,0
Shares Buyback	5,5	5,5	5,5
Net Financial Debt and Shareholders' Equity	257,5	251,0	263,9
Accounts Receivables	42,9	27,5	39,8
Accounts Payables	(47,3)	(47,6)	(42,5)
Inventory	70,7	73,0	65,8
Operating NWC	66,3	52,9	63,1
<i>As % of LTM sales</i>	28,8%	24,1%	30,6%
Other Current Assets/Liabilities	12,7	15,5	12,9
Net Working Capital	78,9	68,4	76,0

Summary Cash Flow

(€m)

	<u>1Q 11</u>	<u>FY 10</u>	<u>1Q 10</u>
PBT	3,4	(14,6)	(2,2)
Operating Cash Flow	(4,4)	0,7	(7,2)
Capital Expenditure	0,0	(6,2)	0,1
Free Cash Flow	(4,4)	(5,5)	(7,1)
Cash Flows from Financing Activities	4,6	4,7	7,9
Cash and cash equivalents at the beginning of the year	4,5	5,3	5,3
Cash Flow of the Period	0,2	-0,8	0,8
Cash and cash equivalents at the end of the year	4,7	4,5	6,1

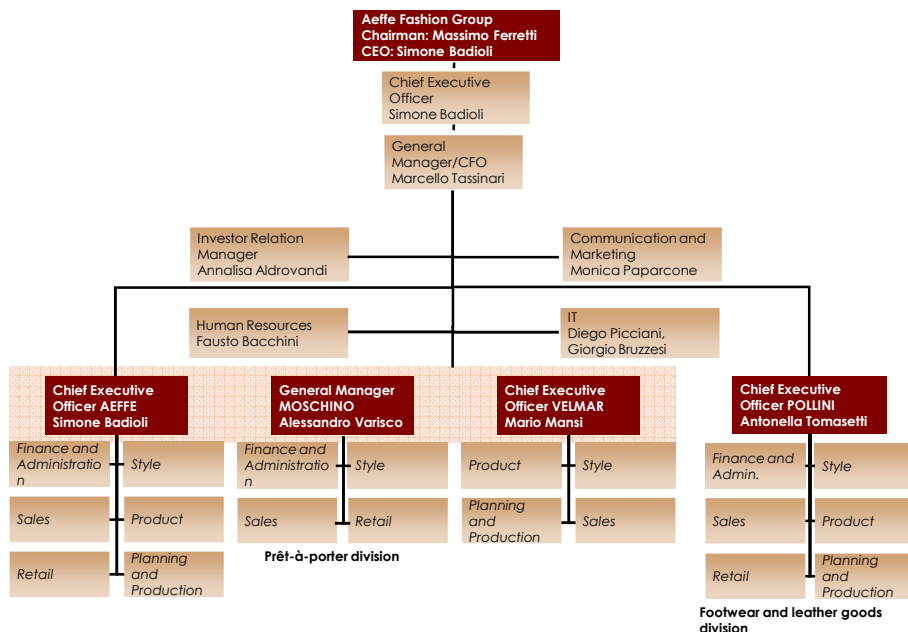


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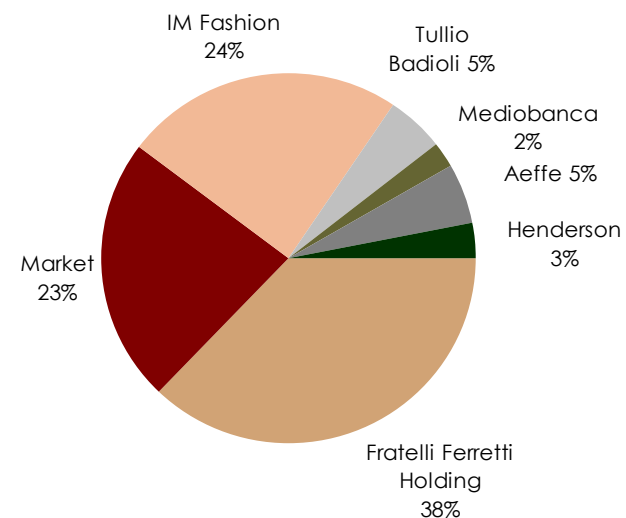
Appendices

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 11 May 2011

Cash Flow Statement

(€m)		<u>1Q 11</u>	<u>FY 10</u>	<u>1Q 10</u>
	PBT	3,4	(14,6)	(2,2)
	Depreciation & Amortisation	3,5	16,7	3,5
	Provisions & Impairments	(0,7)	(0,4)	(0,1)
	Taxes	(0,8)	(2,2)	(1,2)
	Net Interest	0,9	1,5	0,3
	Change in other liabilities / (assets)	(10,7)	(0,3)	(7,5)
	Operating Cash Flow	(4,4)	0,7	(7,2)
	Capital expenditure for intangible assets	(0,4)	(4,9)	0,0
	Capital expenditure for tangible assets	0,4	(5,0)	(2,3)
	(Increase) / decrease in investments in other fixed assets	0,0	3,7	2,4
	Cash Flows from Financing Activities	0,0	(6,2)	0,1
	Free Cash Flow	(4,4)	(5,5)	(7,1)
	Equity Issue	(1,4)	(0,7)	(0,2)
	Change in short term debt	6,9	7,0	8,5
	Change in long term debt	0,0	(0,1)	(0,2)
	Net Interest	(0,9)	(1,5)	(0,2)
	Cash Flows from Financing Activities	4,6	4,7	7,9
	Cash and cash equivalents at the beginning of the year	4,5	5,3	5,3
	Cash Flow of the Period	0,2	(0,8)	0,8
	Cash and cash equivalents at the end of the year	4,7	4,5	6,1

Income Statement – Full Year 2008-2010

(€m)

	<u>2010A</u>	<u>2009A</u>	<u>2008A</u>
Net Sales	219,2	217,04	294,7
% change	1,0%	(26,3%)	0,5%
Other Revenues	5,9	5,9	6,05
Total Revenues	225,1	222,9	300,7
% change	1,0%	(26,1%)	0,6%
Raw Materials Costs	(63,2)	(69,6)	(79,2)
Service Costs	(70,5)	(79,5)	(103,1)
Cost for use of third parties assets	(22,5)	(19,2)	(17,9)
Personnel	(61,0)	(63,1)	(61,7)
Other Operating Expenses	(4,3)	(4,5)	(4,5)
Total Operating Expenses	(221,6)	(235,9)	(266,4)
EBITDA	3,54	(13,0)	34,3
Margin (% of Net sales)	1,6%	n.a	11,6%
Depreciation and Amortisation	(16,7)	(14,18)	(12,4)
EBIT	(13,1)	(27,1)	21,9
Margin (% of Net sales)	n.a	n.a	7,4%
Net Financial Income / (Expenses)	(1,5)	(3,7)	(6,6)
PBT	(14,6)	(30,8)	15,3
Margin (% of Net sales)	n.a	n.a	5,2%
Taxes	0,35	7,06	(6,5)
Net income before Minorities	(14,3)	(23,8)	8,8
Margin (% of Net sales)	n.a	n.a	3,0%
Minority Interests	1,7	3,7	(1,1)
Net Income for the Group	(12,5)	(20,088)	7,7
Margin (% of Net sales)	n.a	n.a	2,6%

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