

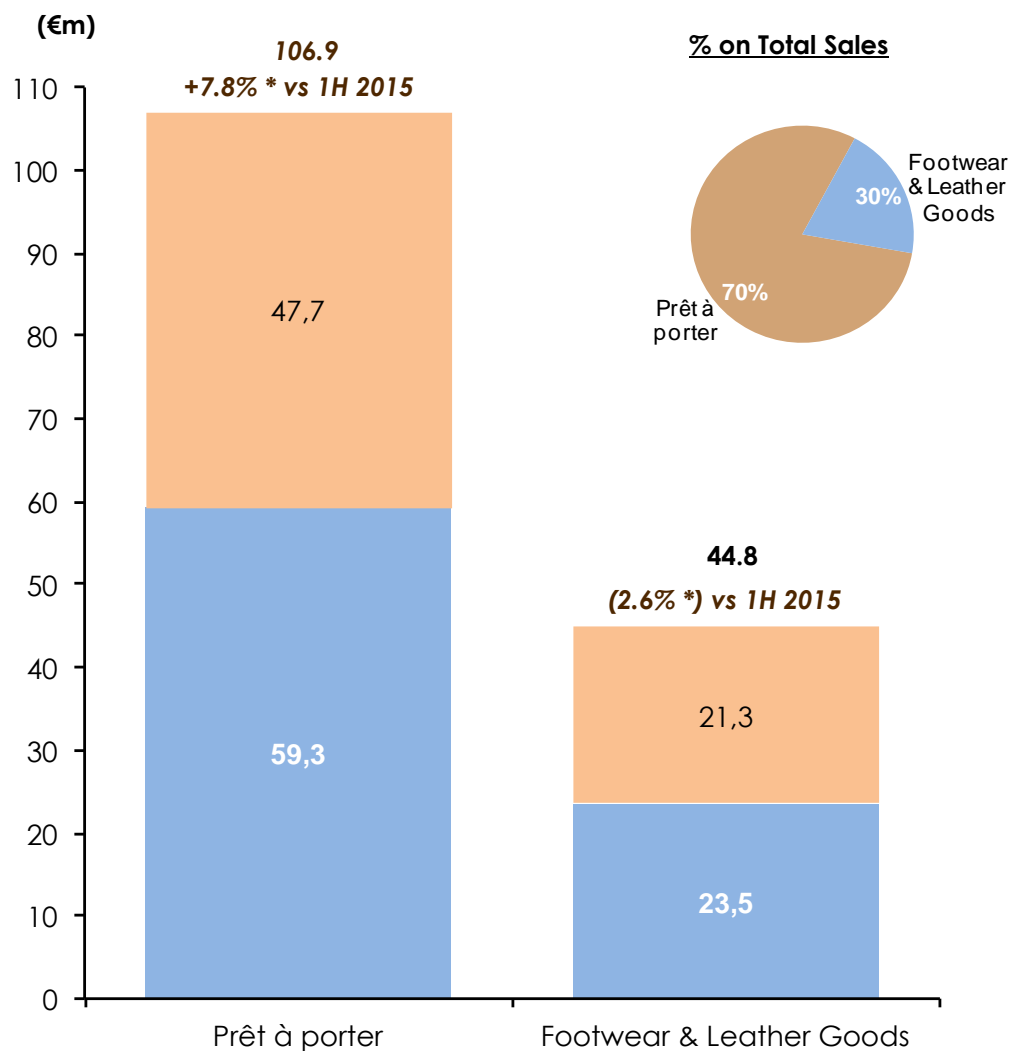
**AEFFE First Half 2016 Results Presentation  
28<sup>th</sup> July 2016**

# 1H 2016 Key Facts

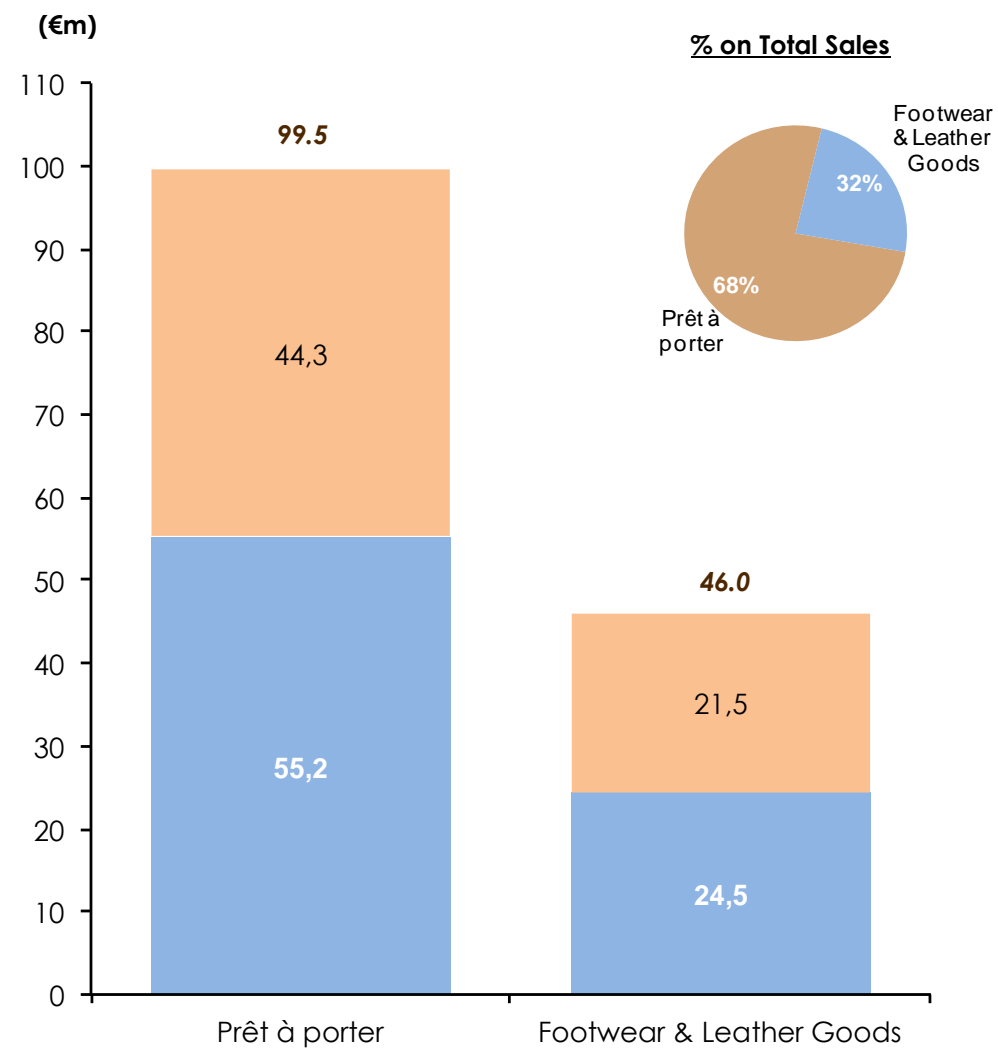
- ❖ **Consolidated Revenues** +7.0% at € 137.8m, (+7.3% at constant exchange rates)
- ❖ **Consolidated EBITDA** for € 12.2m, compared to an EBITDA of € 9.8m in 1H 2015, with a €2.4m increase
- ❖ **Net Profit for the Group** at €1.47m, compared to a Net Profit of € 0.035m in 1H 2015, with a €1.43m improvement
- ❖ **Consolidated Net Financial Debt** of € 76.3m (€ 80.5m as of 31 December 2015)
- ❖ **250 Mono Brand Stores**

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

1H 2016



1H 2015



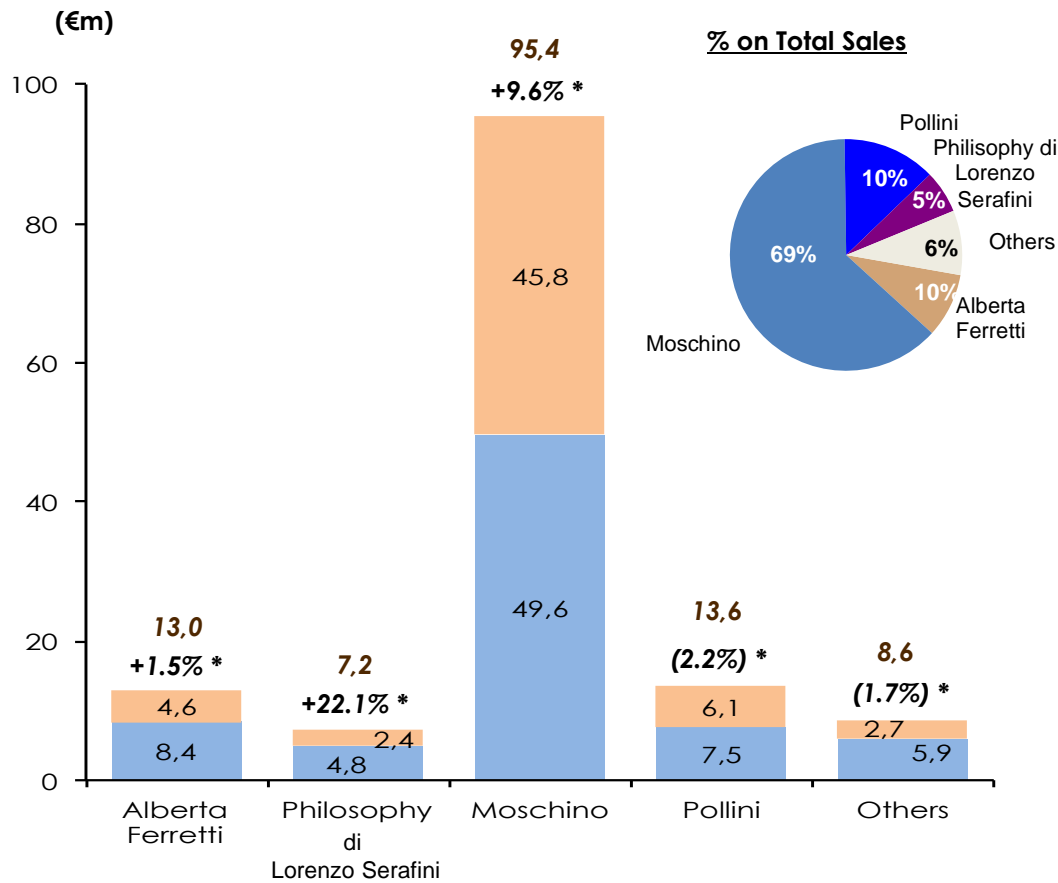
\* At constant exchange rates

(1) Before inter-divisional eliminations

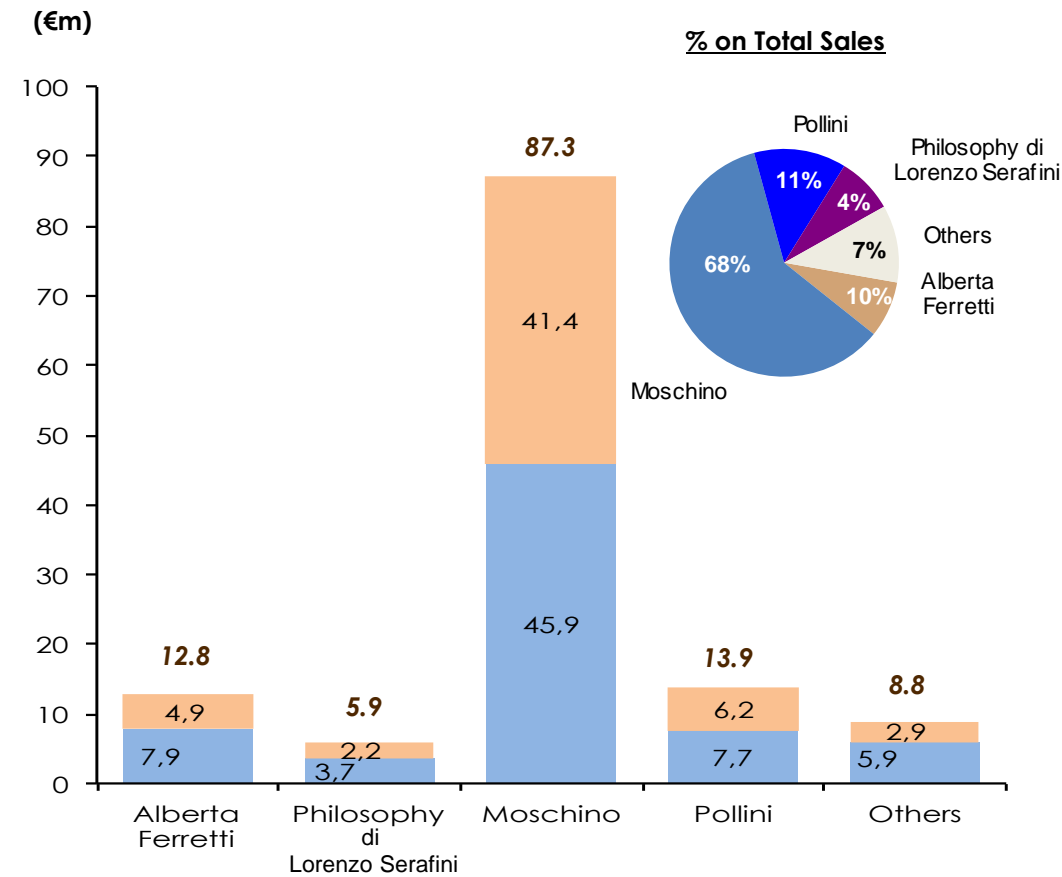
■ 1Q ■ 2Q

# Net Sales Breakdown by Brand

1H 2016



1H 2015

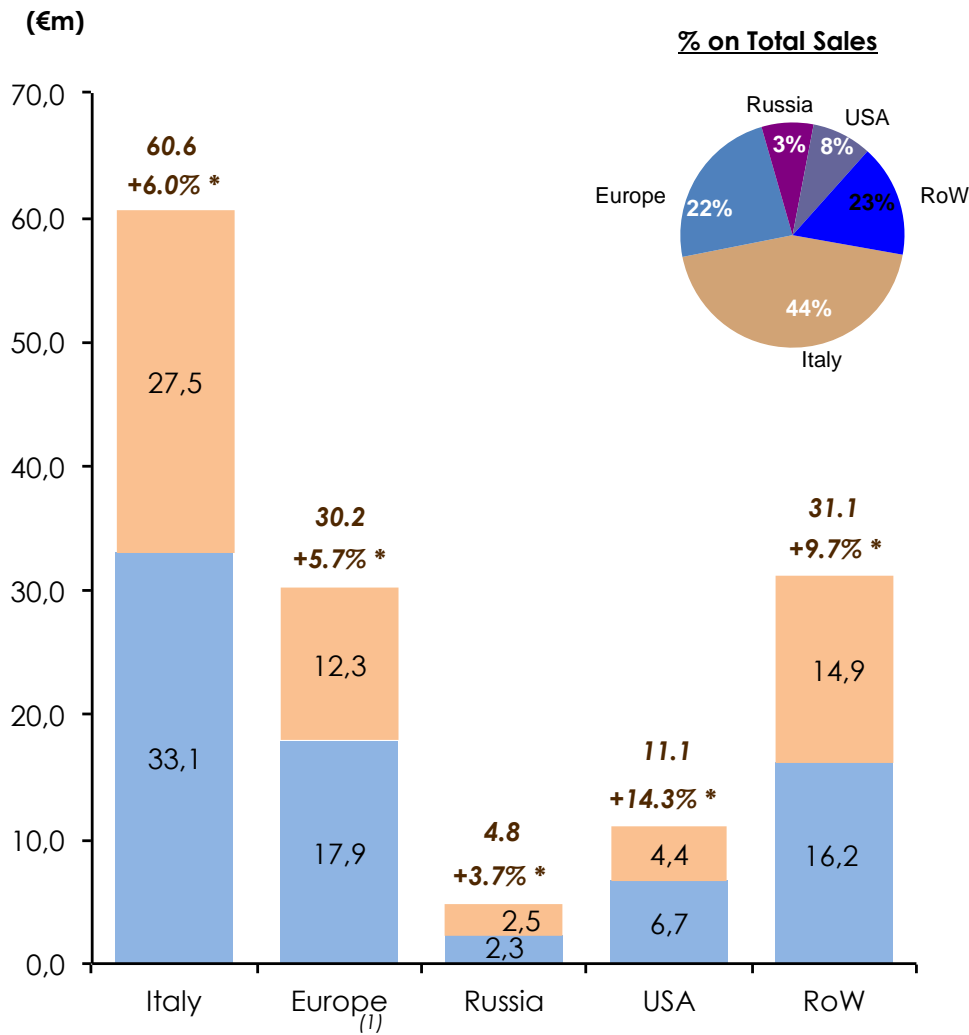


\* At constant exchange rates

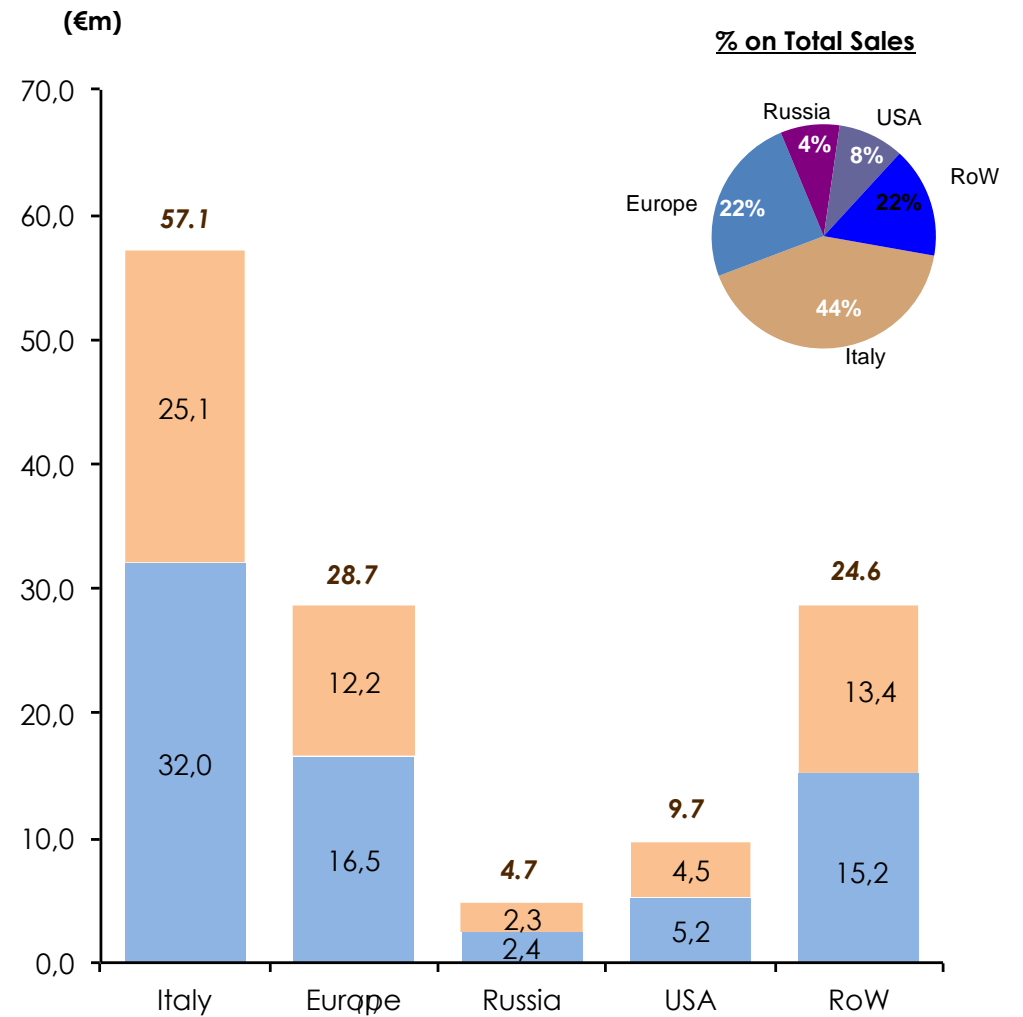
1Q 2Q

# Net Sales Breakdown by Region

1H 2016



1H 2015



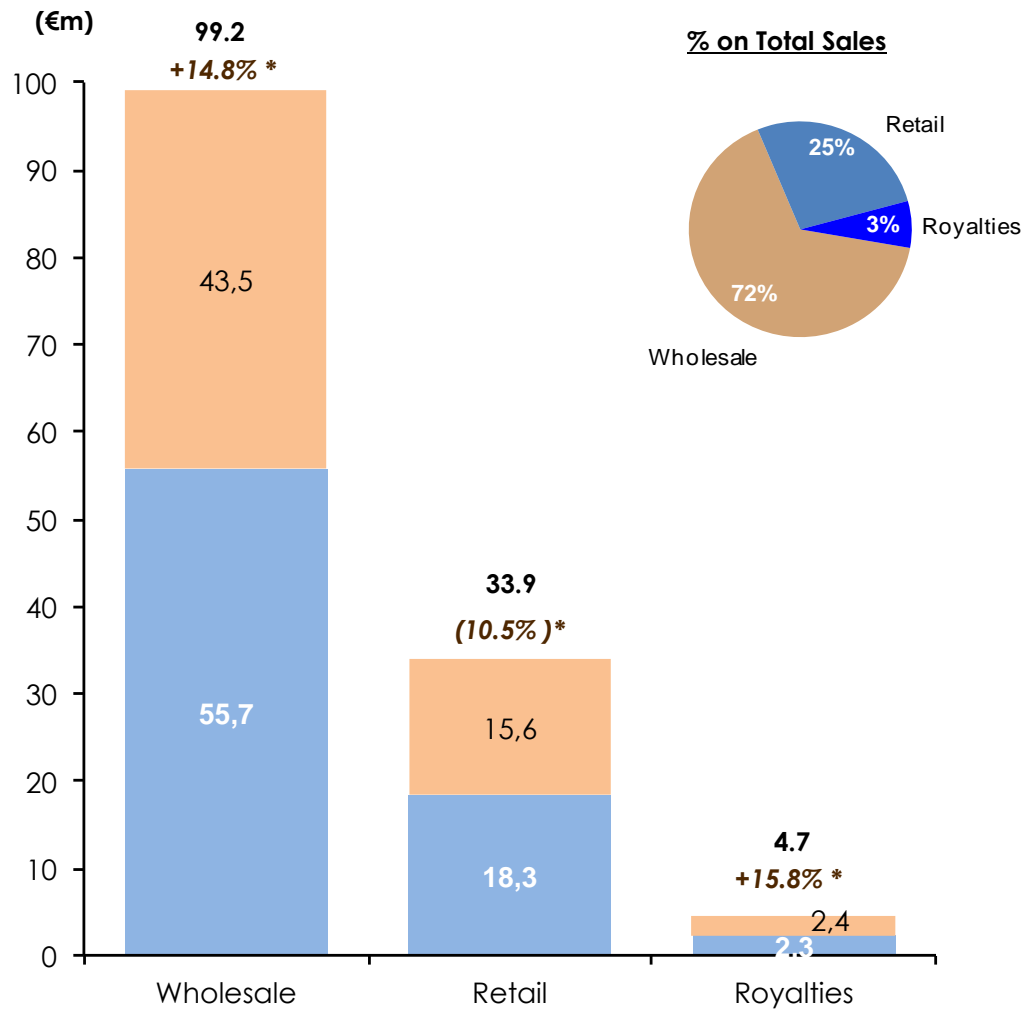
(1) Italy and Russia excluded

\* At constant exchange rates

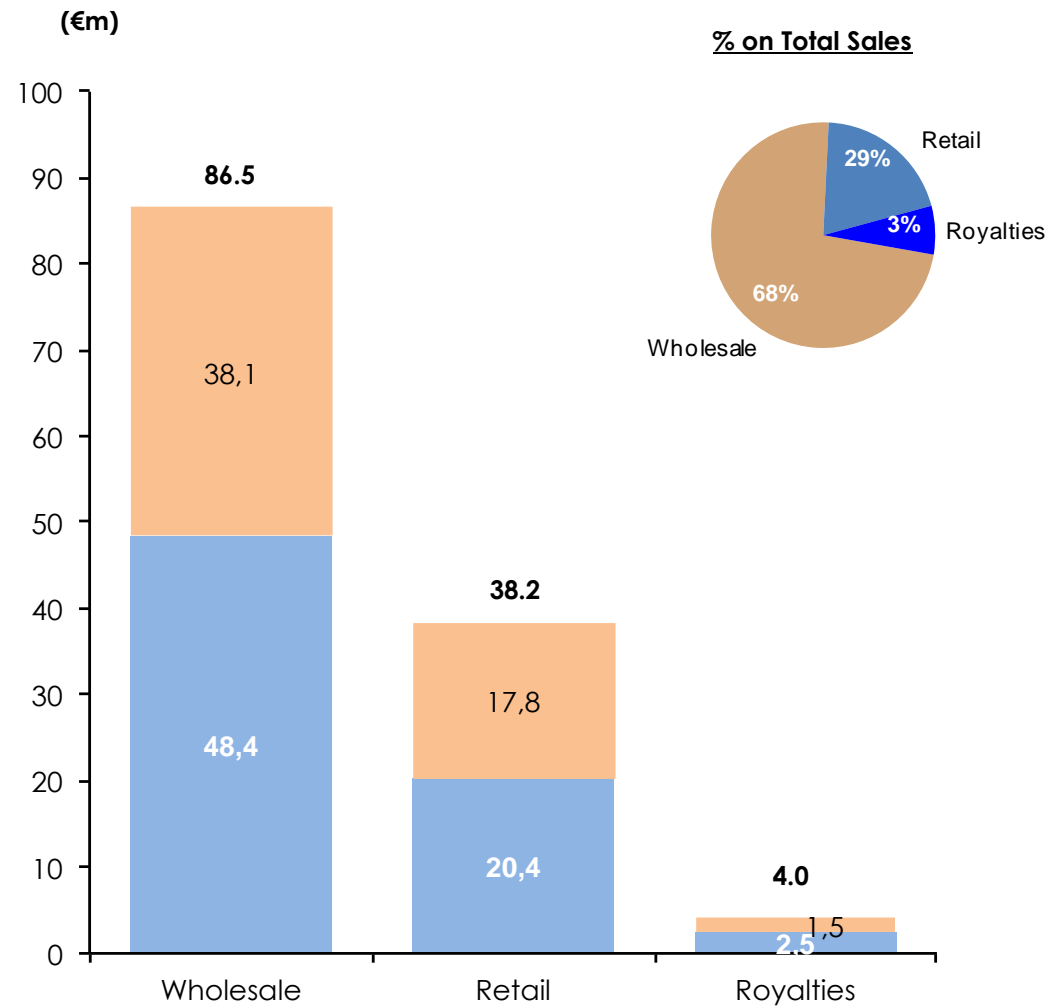
1Q 2Q

# Net Sales Breakdown by Channel

1H 2016



1H 2015



\* At constant exchange rates

1Q 2Q

# Mono-brand Stores Network

## DOS

	<u>1H16</u>	<u>FY15</u>
Europe	45	47
USA	3	3
Asia	15	11
<b>Total</b>	<b>63</b>	<b>61</b>



## Franchising

	<u>1H16</u>	<u>FY15</u>
Europe	48	45
USA	3	3
Asia	136	137
<b>Total</b>	<b>187</b>	<b>185</b>



# Income Statement – 1H 2016/2015

(€m)	<u>1H 16</u>	<u>1H 15</u>
Net Sales	137,8	128,7
<i>% change</i>	7,0%	
Other Revenues	5,8	3,3
<b>Total Revenues</b>	<b>143,6</b>	<b>132,0</b>
<i>% change</i>	9,0%	
Raw Materials Costs	(45,2)	(40,0)
Service Costs	(40,6)	(37,6)
Costs for use of third parties	(11,5)	(11,4)
Personnel	(31,8)	(30,7)
Other Operating Expenses	(2,3)	(2,6)
Total Operating Expenses	(131,4)	(122,2)
<b>EBITDA</b>	<b>12,2</b>	<b>9,8</b>
<i>Margin (% of Net sales)</i>	8,9%	7,6%
Depreciation and Amortisation	(6,1)	(6,3)
<b>EBIT</b>	<b>6,1</b>	<b>3,4</b>
<i>Margin (% of Net sales)</i>	4,5%	2,7%
Net Financial Income / (Expenses)	(1,4)	(1,7)
<b>Profit before taxes</b>	<b>4,7</b>	<b>1,7</b>
<i>Margin (% of Net sales)</i>	3,5%	1,3%
Taxes	(2,9)	(1,6)
<b>Net income/(loss) before Minorities</b>	<b>1,8</b>	0,10
<i>Margin (% of Net sales)</i>	1,3%	0,1%
Minority Interests	(0,4)	(0,1)
<b>Net Income/(Loss) for the Group</b>	<b>1,4</b>	<b>0,03</b>
<i>Margin (% of Net sales)</i>	1,1%	0,0%



# Summary Balance Sheet

(€m)	<u>1H 16</u>	<u>FY 15</u>	<u>1H 15</u>
Net Working Capital	84,5	82,3	97,9
Net Tangible Assets	62,1	63,3	64,1
Net Intangible Assets	117,7	122,8	125,6
Net Financial Assets	3,9	4,4	4,6
Severance Staff, Provisions & Others	(27,2)	(42,6)	(46,0)
<b>Net Capital Employed</b>	<b>241,0</b>	<b>230,2</b>	<b>246,2</b>
Group Shareholders' Equity	132,4	131,7	130,1
Minorities	32,3	17,9	18,0
Shareholders' Equity & Minorities	164,7	149,6	148,1
Net Debt	70,8	75,0	92,6
Shares Buyback	5,5	5,5	5,5
<b>Net Financial Debt and Shareholders' Equity</b>	<b>241,0</b>	<b>230,2</b>	<b>246,2</b>
Accounts Receivables	37,8	38,3	38,2
Accounts Payables	(50,8)	(61,4)	(51,9)
Inventory	88,9	90,0	93,9
<b>Operating NWC</b>	<b>75,9</b>	<b>66,8</b>	<b>80,2</b>
As % of LTM sales	27,3%	24,8%	30,9%
Other Current Assets/Liabilities	8,6	15,5	17,7
<b>Net Working Capital</b>	<b>84,5</b>	<b>82,3</b>	<b>97,9</b>

# Cash Flow Statement

(€m)

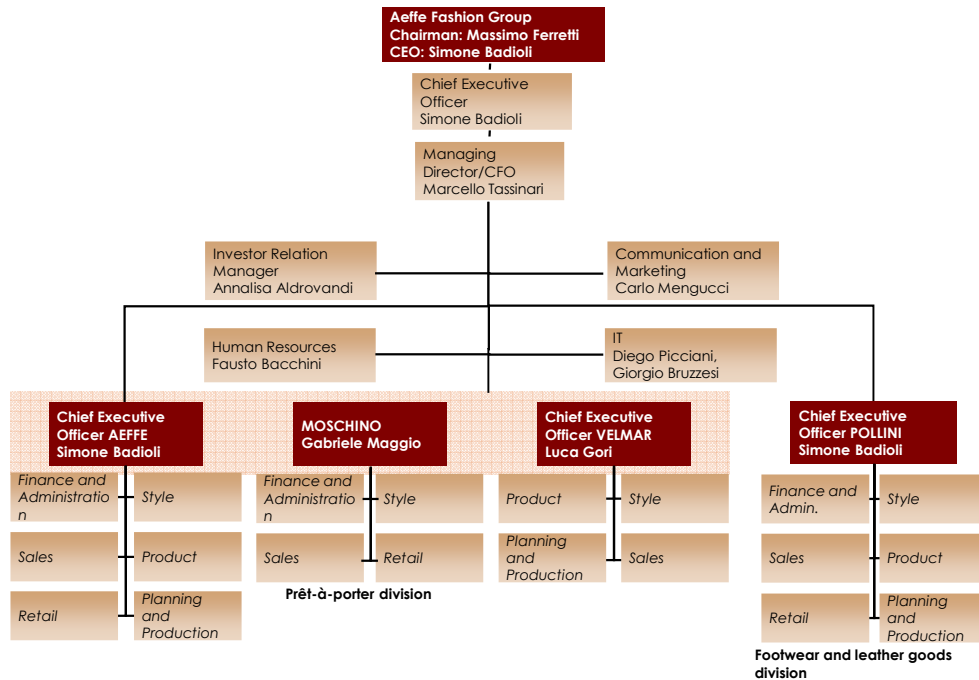
	<u>1H 16</u>	<u>FY 15</u>	<u>1H 15</u>
<b>PBT</b>	<b>4,8</b>	<b>2,9</b>	<b>1,7</b>
Depreciation & Amortisation	6,1	13,5	6,3
Provisions & Impairments	(0,2)	(1,9)	(1,5)
Taxes	(2,3)	(3,6)	(1,4)
Net Interest	1,4	3,0	1,7
Change in other liabilities / (assets)	(18,2)	(1,1)	(15,5)
<b>Operating Cash Flow</b>	<b>(8,4)</b>	<b>12,8</b>	<b>(8,7)</b>
Capital expenditure for intangible assets	1,7	(2,0)	(1,3)
Capital expenditure for tangible assets	(1,4)	(5,0)	(2,9)
(Increase) / decrease in investments in other fixed assets	0,0	(0,1)	(0,1)
<b>Cash Flows from Financing Activities</b>	<b>0,3</b>	<b>(7,1)</b>	<b>(4,3)</b>
<b>Free Cash Flow</b>	<b>(8,1)</b>	<b>5,7</b>	<b>(13,0)</b>
Equity Issue	13,3	(0,1)	0,0
Change in short term debt	(1,8)	1,4	17,3
Change in long term debt	(1,2)	(0,7)	(1,3)
Net Interest	(1,4)	(3,0)	(1,7)
<b>Cash Flows from Financing Activities</b>	<b>9,0</b>	<b>(2,4)</b>	<b>14,3</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>10,0</b>	<b>6,7</b>	<b>6,7</b>
<b>Cash Flow of the Period</b>	<b>0,8</b>	<b>3,3</b>	<b>1,3</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>10,8</b>	<b>10,0</b>	<b>8,0</b>



**AEFFE Appendices**

# Company Profile

## Organisational Structure



## Share Information

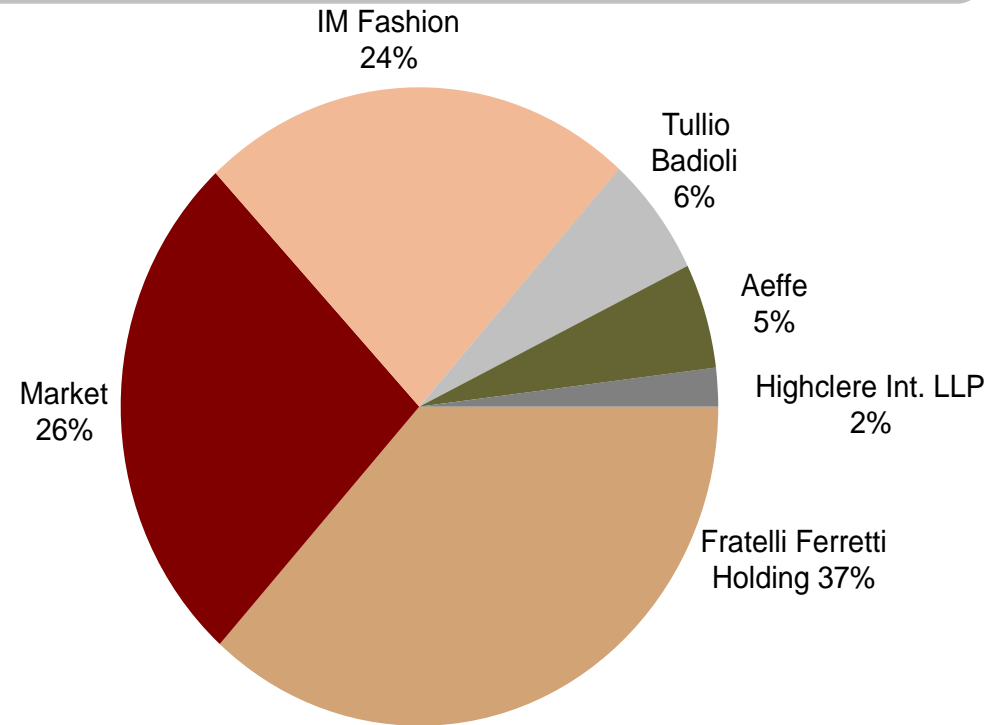
N° of shares outstanding: 107,362,504

Italian Stock Exchange – STAR Segment

Specialist: Mediobanca S.p.A.

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

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



## Investor Relations

Investor Relations

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(1) Source: Consob as of 28 July 2016

# Income Statement – Full Year 2013-2015

(€m)

	<u>2015A</u>	<u>2014A</u>	<u>2013A</u>
Net Sales	268,8	251,5	251,1
% change	6,9%	0,2%	(1,2%)
Other Revenues	5,2	4,3	7,5
<b>Total Revenues</b>	<b>274,0</b>	<b>255,9</b>	<b>258,6</b>
% change	20,1%	(1,0%)	(1,0%)
Raw Materials Costs	(86,2)	(77,9)	(79,2)
Service Costs	(79,2)	(68,6)	(66,9)
Cost for use of third parties assets	(23,5)	(21,2)	(25,5)
Personnel	(61,1)	(58,6)	(63,1)
Other Operating Expenses	(4,7)	(3,8)	(3,3)
Total Operating Expenses	(254,7)	(230,2)	(238,0)
<b>EBITDA</b>	<b>19,3</b>	<b>25,7</b>	<b>20,6</b>
Margin (% of Net sales)	7,2%	10,2%	8,2%
Depreciation and Amortisation	(13,5)	(13,7)	(14,6)
<b>EBIT</b>	<b>5,9</b>	<b>12,0</b>	<b>6,0</b>
Margin (% of Net sales)	2,2%	4,8%	2,4%
Net Financial Income / (Expenses)	(3,0)	(5,9)	(6,7)
PBT	<b>2,9</b>	<b>6,1</b>	<b>(0,7)</b>
Margin (% of Net sales)	1,1%	2,4%	n.a
Taxes	(1,1)	(2,1)	(1,3)
Net income before Minorities	1,70	4,01	(1,97)
Margin (% of Net sales)	0,6%	1,6%	n.a
Minority Interests	(0,2)	(1,3)	(1,2)
<b>Net Income for the Group</b>	<b>1,5</b>	<b>2,7</b>	<b>(3,2)</b>
Margin (% of Net sales)	0,6%	1,1%	n.a

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