

**AEFFE Nine Months 2016 Results Presentation
10th November 2016**

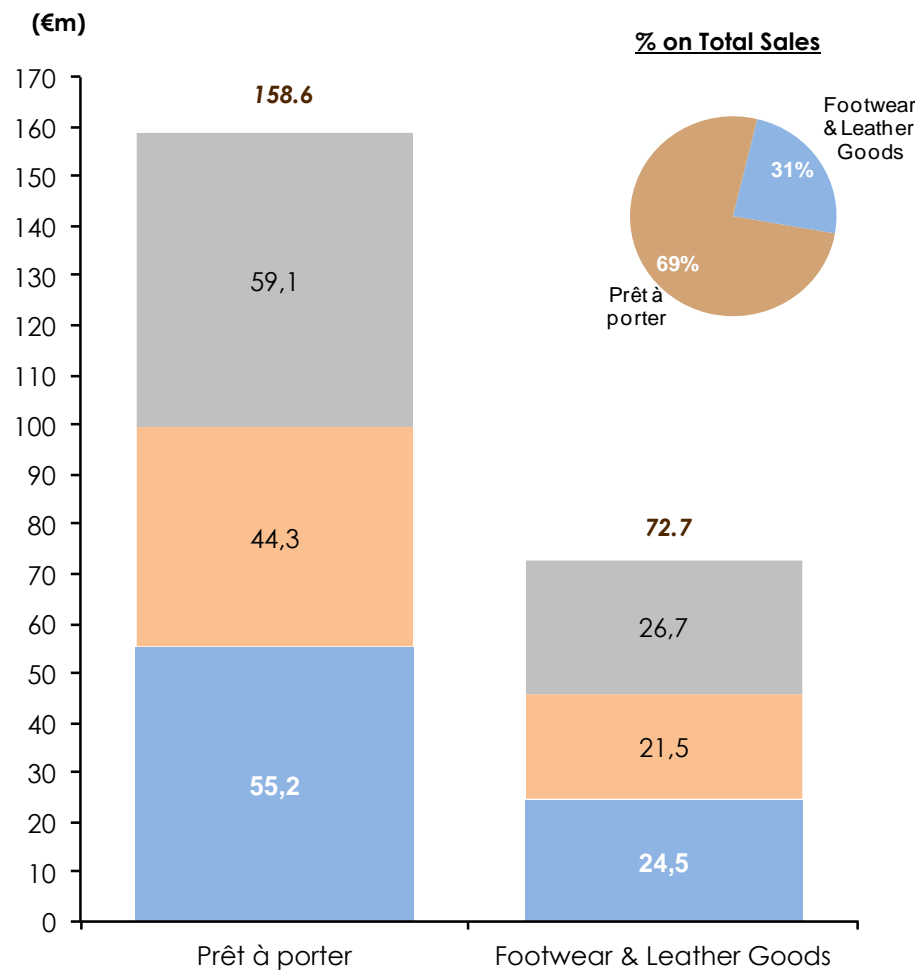
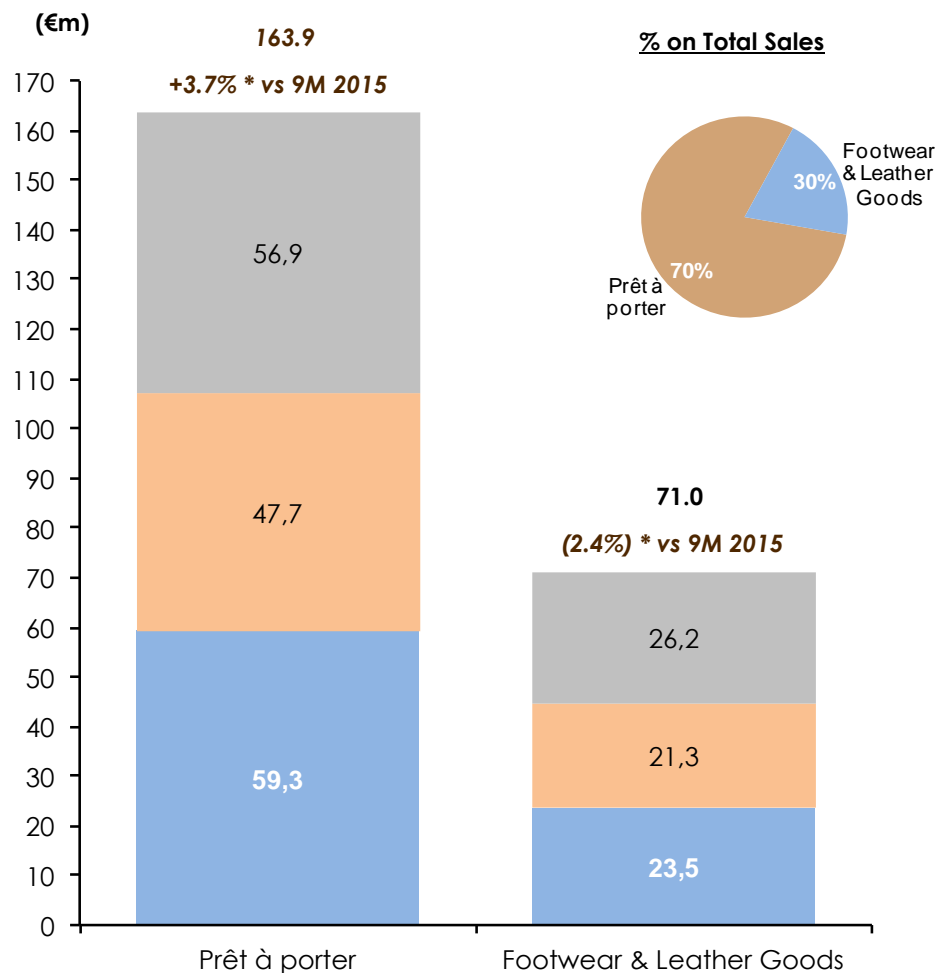
9M 2016 Key Facts

- ❖ **Consolidated Revenues** +3.5% at € 213.8m, (+3.8% at constant exchange rates)
- ❖ **Consolidated EBITDA** for € 21.3m, compared to an EBITDA of € 17.9m in 9M 2015, with a €3.4m increase (+19%)
- ❖ **Consolidated Net Profit for the Group** at €4.9m, compared to a Net Profit of € 1.5m in 9M 2015, with a €3.4m increase (+217%)
- ❖ **Consolidated Net Financial Debt** of € 77.6m (€ 80.5m as of 31 December 2015)
- ❖ **253 Mono Brand Stores**

Net Sales Breakdown by Division⁽¹⁾

9M 2016

9M 2015



* At constant exchange rates

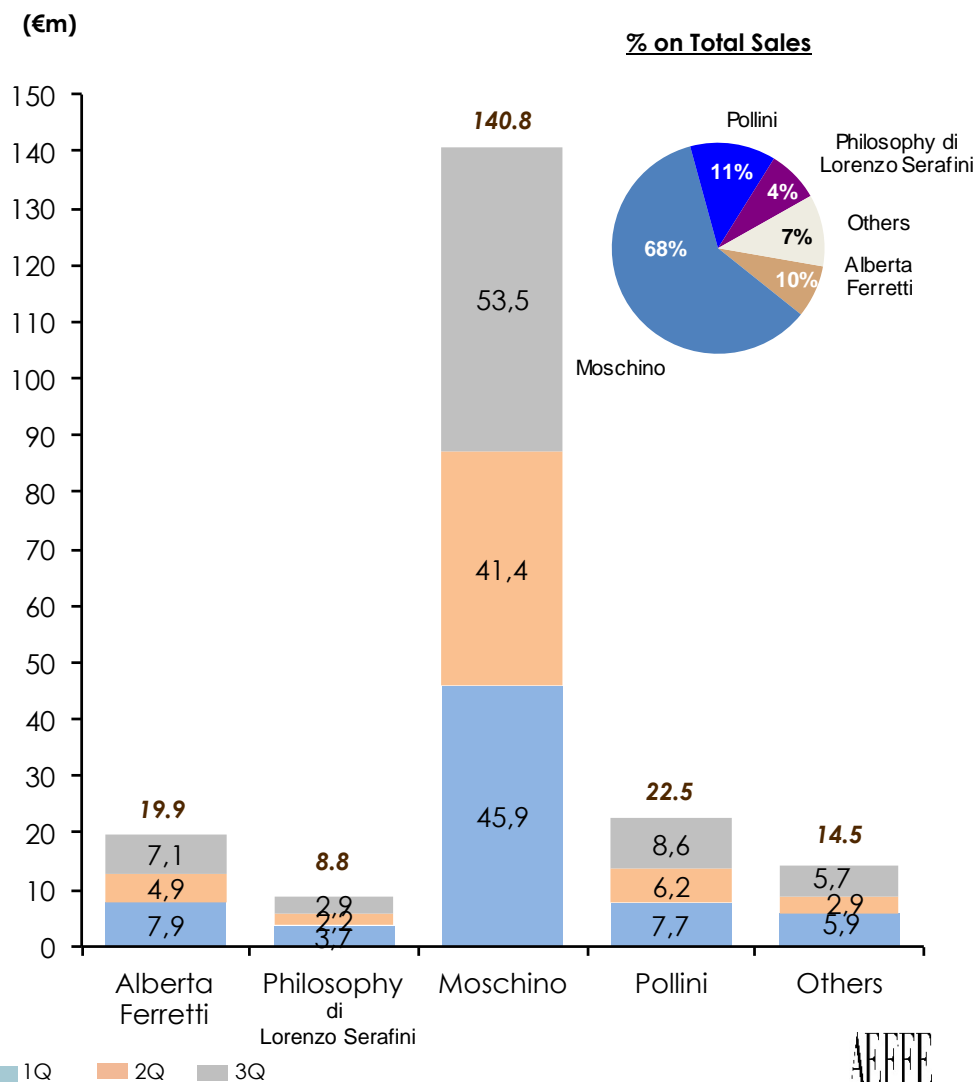
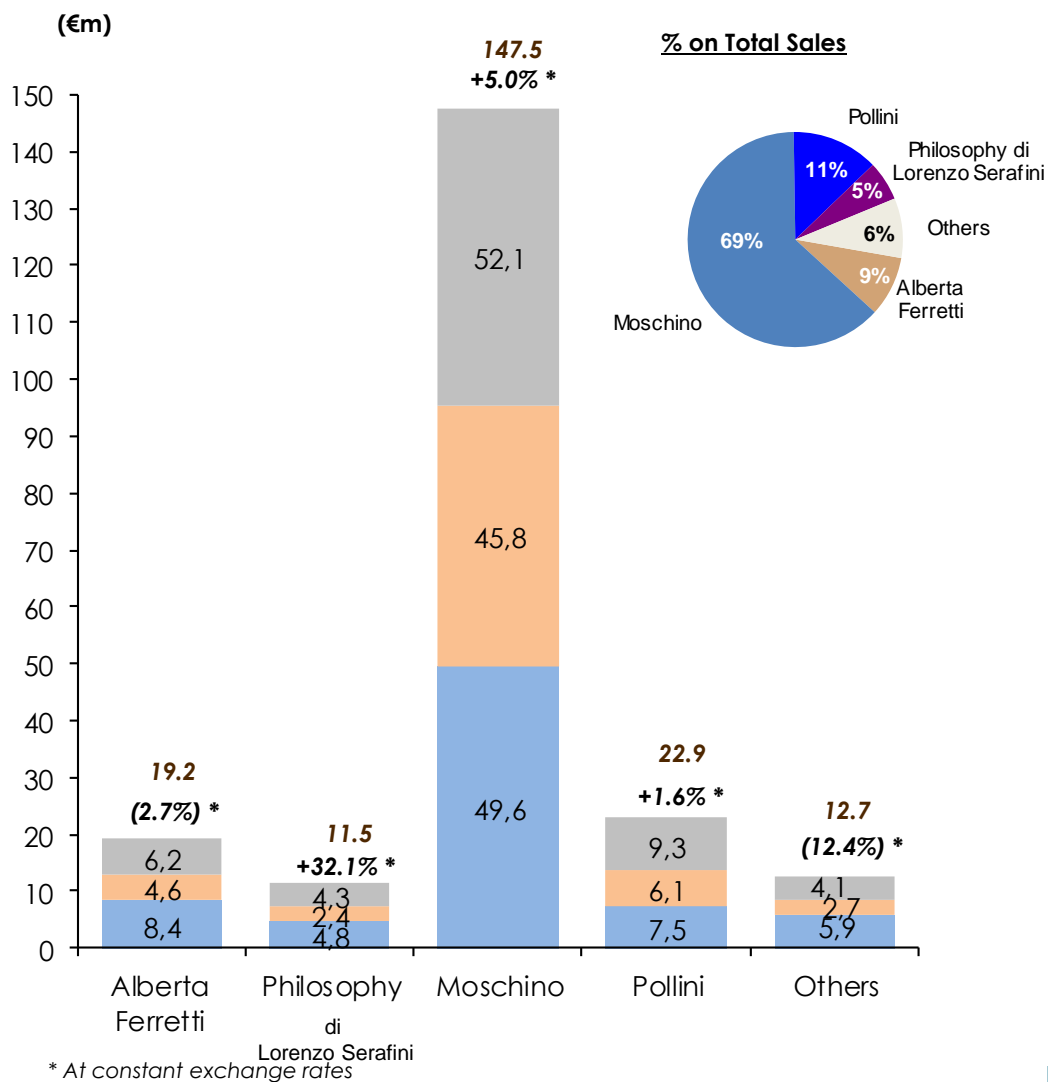
(1) Before inter-divisional eliminations

1Q 2Q 3Q

Net Sales Breakdown by Brand

9M 2016

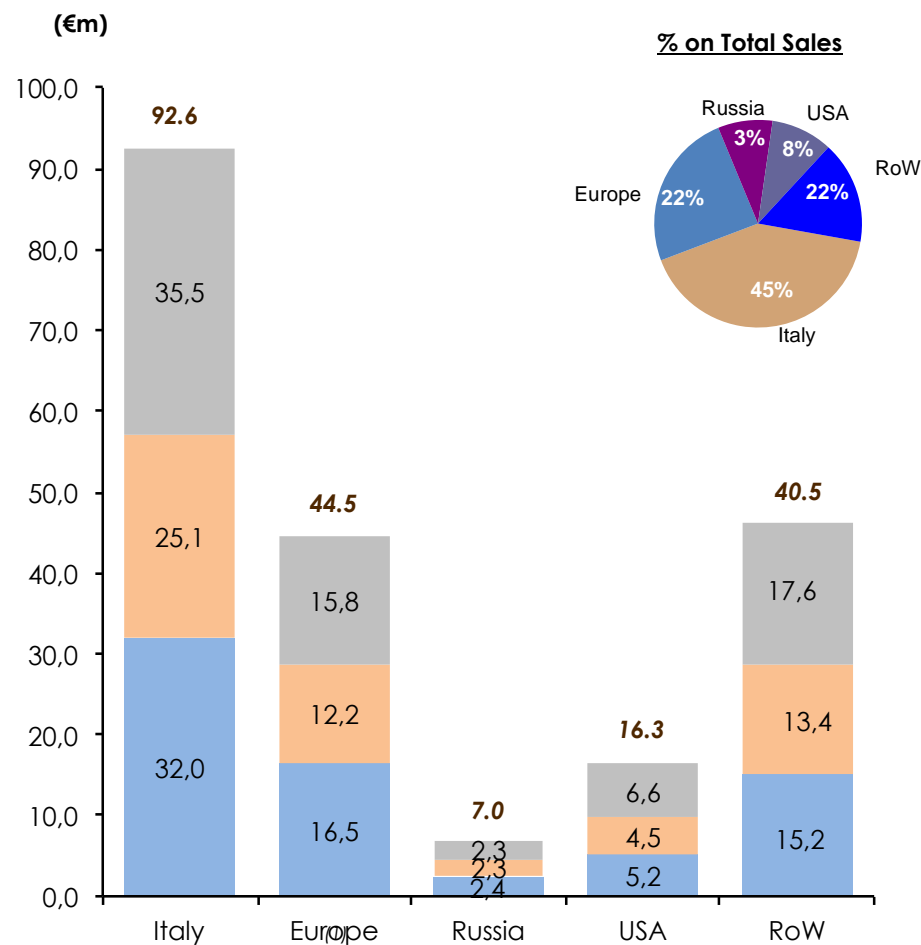
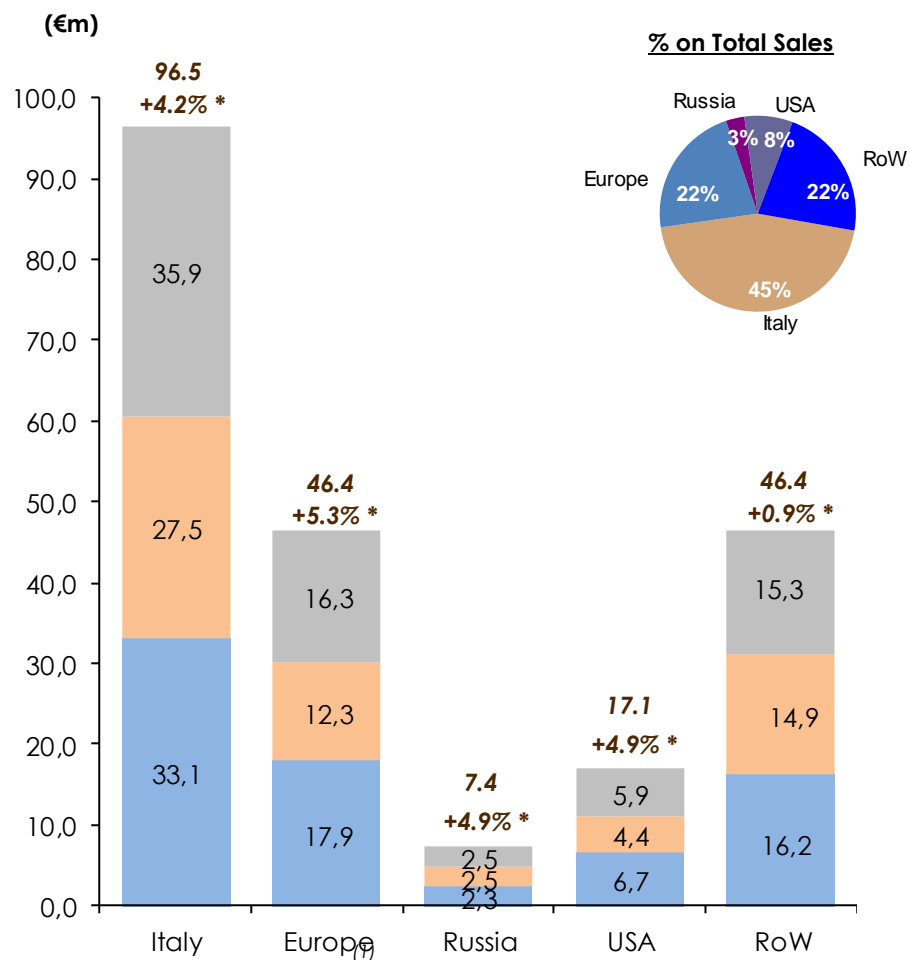
9M 2015



Net Sales Breakdown by Region

9M 2016

9M 2015



(1) Italy and Russia excluded

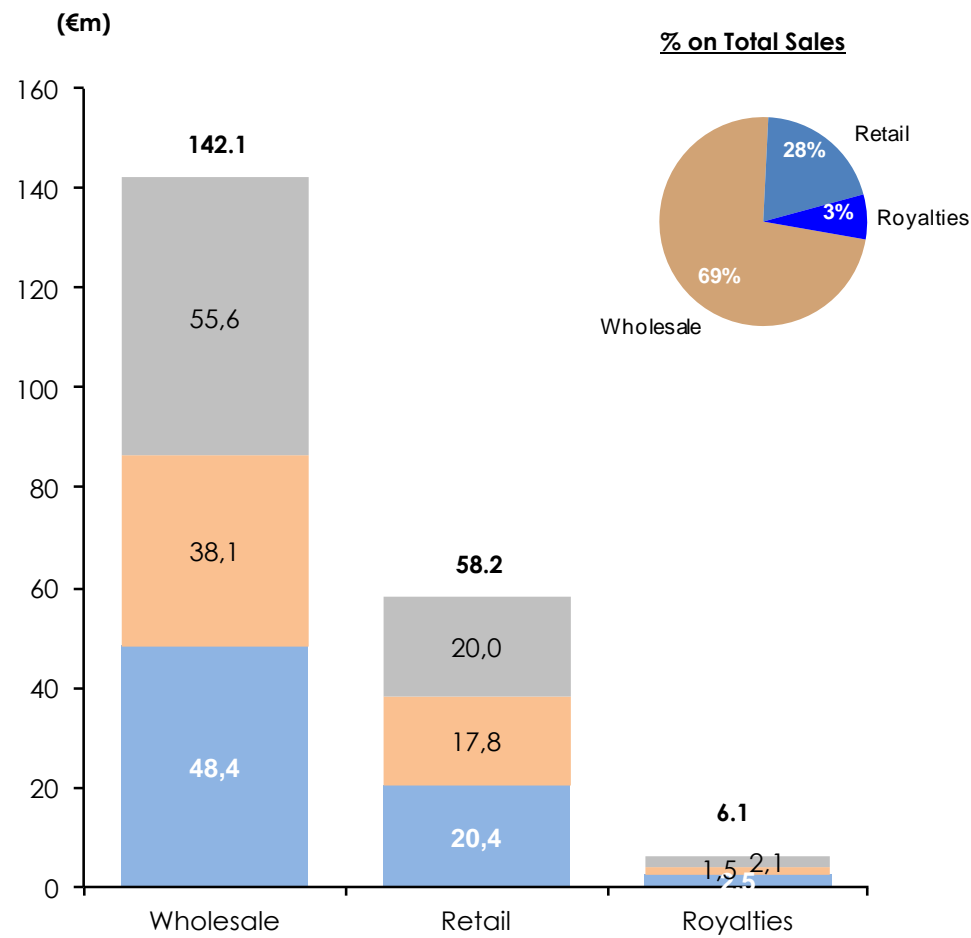
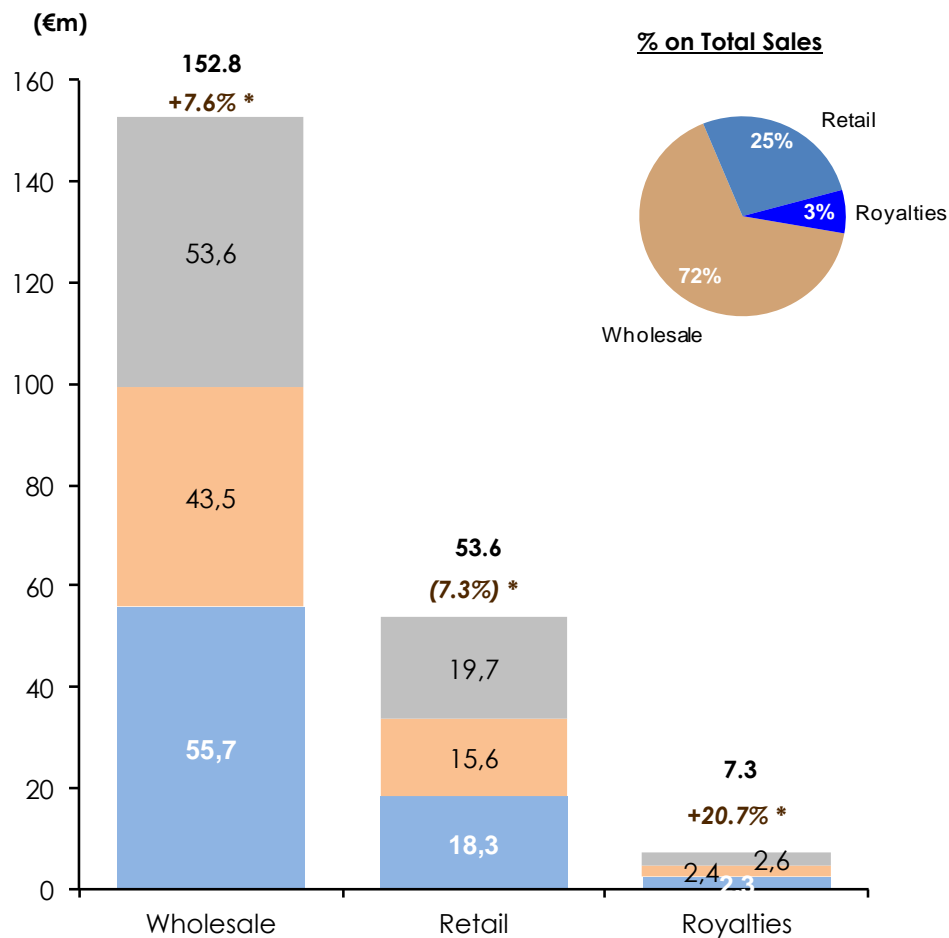
* At constant exchange rates

■ 1Q ■ 2Q ■ 3Q

Net Sales Breakdown by Channel

9M 2016

9M 2015



* At constant exchange rates

1Q 2Q 3Q

Mono-brand Stores Network

DOS

	<u>9M16</u>	<u>FY15</u>
Europe	45	47
USA	3	3
Asia	16	11
Total	64	61



Franchising

	<u>9M16</u>	<u>FY15</u>
Europe	48	45
USA	2	3
Asia	139	137
Total	189	185



Income Statement – 9M 2016/2015

(€m)

	9M16	9M15
Net Sales	213,8	206,5
% change	3,5%	
Other Revenues	5,3	3,2
Total Revenues	219,1	209,7
% change	4,5%	
Raw Materials Costs	(68,8)	(66,8)
Service Costs	(61,6)	(58,6)
Costs for use of third parties	(17,4)	(17,7)
Personnel	(47,0)	(45,2)
Other Operating Expenses	(3,0)	(3,4)
Total Operating Expenses	(197,8)	(191,8)
EBITDA	21,3	17,9
Margin (% of Net sales)	10,0%	8,7%
Depreciation and Amortisation	(9,1)	(9,6)
EBIT	12,2	8,4
Margin (% of Net sales)	5,7%	4,0%
Net Financial Income / (Expenses)	(1,7)	(2,7)
Profit before taxes	10,5	5,7
Margin (% of Net sales)	4,9%	2,8%
Taxes	(5,1)	(4,0)
Net income/(loss) before Minorities	5,4	1,71
Margin (% of Net sales)	2,5%	0,8%
Minority Interests	(0,5)	(0,2)
Net Income/(Loss) for the Group	4,9	1,5
Margin (% of Net sales)	2,3%	0,7%

Summary Balance Sheet

(€m)	9M16	FY 15	9M15
Net Working Capital	91,7	82,3	103,1
Net Tangible Assets	61,5	63,3	63,7
Net Intangible Assets	116,4	122,8	124,2
Net Financial Assets	3,9	4,4	4,6
Severance Staff, Provisions & Others	(27,3)	(42,6)	(46,4)
Net Capital Employed	246,2	230,2	249,1
Group Shareholders' Equity	136,2	131,7	131,5
Minorities	32,4	17,9	18,1
Shareholders' Equity & Minorities	168,6	149,6	149,6
Net Debt	72,1	75,0	94,0
Shares Buyback	5,5	5,5	5,5
Net Financial Debt and Shareholders' Equity	246,2	230,2	249,1
Accounts Receivables	45,6	38,3	50,0
Accounts Payables	(47,6)	(61,4)	(46,8)
Inventory	88,8	90,0	87,4
Operating NWC	86,8	66,8	90,6
As % of LTM sales	31,4%	24,8%	34,2%
Other Current Assets/Liabilities	4,9	15,5	12,5
Net Working Capital	91,7	82,3	103,1

Cash Flow Statement

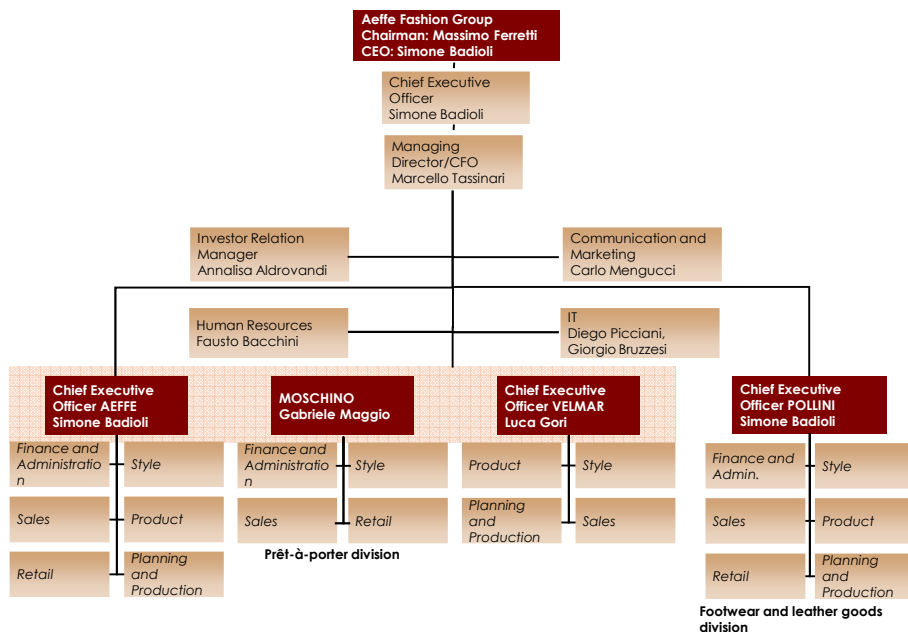
(€m)	9M16	FY 15	9M15
PBT	10,5	2,9	5,7
Depreciation & Amortisation	9,1	13,5	9,6
Provisions & Impairments	(0,4)	(1,9)	(1,7)
Taxes	(3,1)	(3,6)	(3,5)
Net Interest	1,7	3,0	2,7
Change in other liabilities / (assets)	(26,4)	(1,1)	(20,6)
Operating Cash Flow	(8,6)	12,8	(7,8)
Capital expenditure for intangible assets	1,3	(2,0)	(1,6)
Capital expenditure for tangible assets	(2,1)	(5,0)	(4,0)
(Increase) / decrease in investments in other fixed assets	0,0	(0,1)	(0,1)
Cash Flows from Financing Activities	(0,8)	(7,1)	(5,7)
Free Cash Flow	(9,4)	5,7	(13,5)
Equity Issue	13,6	(0,1)	(0,1)
Change in short term debt	(2,7)	1,4	17,8
Change in long term debt	(1,1)	(0,7)	(1,2)
Net Interest	(1,7)	(3,0)	(2,7)
Cash Flows from Financing Activities	8,0	(2,4)	13,9
Cash and cash equivalents at the beginning of the year	10,0	6,7	6,7
Cash Flow of the Period	(1,4)	3,3	0,4
Cash and cash equivalents at the end of the year	8,6	10,0	7,1



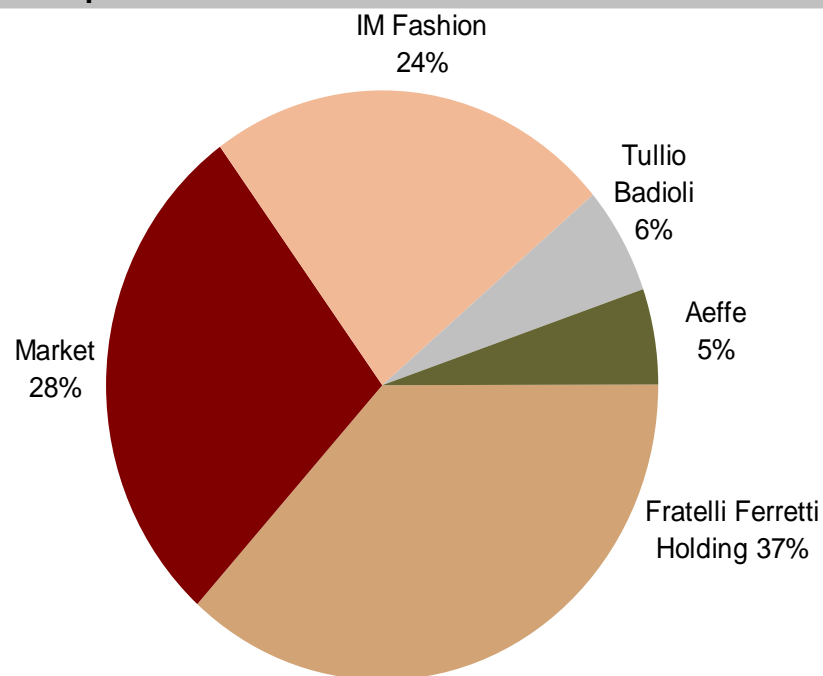
Appendices

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 10 November 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
Total Revenues	274,0	255,9	258,6
% 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)
EBITDA	19,3	25,7	20,6
Margin (% of Net sales)	7,2%	10,2%	8,2%
Depreciation and Amortisation	(13,5)	(13,7)	(14,6)
EBIT	5,9	12,0	6,0
Margin (% of Net sales)	2,2%	4,8%	2,4%
Net Financial Income / (Expenses)	(3,0)	(5,9)	(6,7)
PBT	2,9	6,1	(0,7)
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)
Net Income for the Group	1,5	2,7	(3,2)
Margin (% of Net sales)	0,6%	1,1%	n.a

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