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## 1. Board of directors and statutory auditors of the Parent Company

Chairman<br>Massimo Ferretti<br>Deputy Chairman<br>Alberta Ferretti<br>Chief Executive Officer<br>Simone Badioli

## Directors

Marcello Tassinari - Managing Director
Umberto Paolucci
Roberto Lugano
Gianfranco Vanzini

## President

Romano Del Bianco

Statutory Auditors
Bruno Piccioni
Vittorio Baiocchi

Alternate Auditors
Andrea Moretti
Pierfrancesco Gamberoni

## 2. Organisation chart



## 3. Brands portfolio

|  | AEFFE <br> CIOTHME ACCE550RES |  |
| :---: | :---: | :---: |
| alberta | ferretti | PHILOSOPHY |
|  |  | MOSCHINO. |
| POL | LINI | MOSCHINO, |
|  | $\underset{\text { Autfier }}{\uparrow}$ |  |
|  |  |  |
| POLLINI | MOSCHINO. MOSCHINO. | alberta ferretti Dhixionopny |
| MOSCHINO. | MOSCHINO. | MOSCHINO. |
| MOSCHINO. |  |  |
| MOSCHINO. |  | $V E R D E M A R E$ |

## 4. Headquarters

## GRUPPO AEFFE

Via Delle Querce, 51
San Giovanni in Marignano (RN)
47842 - Italy

MOSCHINO
Via San Gregorio, 28
20124 - Milan
Italy

## POLLINI

Via Erbosa, 2/B
Gatteo (FC)
47030 - Italy

## VELMAR

Via Delle Robinie, 43
San Giovanni in Marignano (RN)
47842 - Italy


## 5. Showrooms

## AEFFE MILANO

(FERRETTI - GAULTIER)
Via Donizetti, 48
20122 - Milan
Italy

## POLLINI MILANO

Via Bezzecca, 5
20135 - Milan
Italy

## AEFFE LONDRA

(FERRETTI)
205-206 Sloane Street
SW1X9QX - London
UK

## AEFFE PARIGI

(GRUPPO)
15, Place de la Republique
75003 - Paris
France

## AEFFE NEW YORK

(GRUPPO)
30 West 56th Street
10019 - New York USA

## MOSCHINO MILANO

Via San Gregorio, 28
20124 - Milan
Italy

## MOSCHINO LONDRA

28-29 Conduit Street
W1R 9TA - London
UK

## MOSCHINO GIAPPONE

Shin-Nogizaka Bldg. 5F
1-15-14, Minami Aoyama Minato-ku
107-0062 - Tokyo
Japan

## MOSCHINO HONG KONG

21/F Dorset House, Taikoo Place
979 King's Road
Hong Kong


## 6. Flagship stores under direct management

|  | Italy | Europe | United States | Asia | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| "Alberta Ferretti" and "Philosophy di Alberta Ferretti" | 5 | 3 | 1 | - | 9 |
| "Moschino" and "Moschino Cheap and Chic" | 3 | 3 | - | 38 | 44 |
| "Pollini" | 16 | - | - | - | 16 |
| D.O.S. multibrand | 5 | 1 | - | - | 6 |
| Total | 29 | 7 | 1 | 38 | 75 |
| Main Location | Milan, Rome, Florence, Verona, Venice, Bologna, Parma | Paris, London | New York | Thailand, Malaysia, Japan, Hong Kong, China, Taiwan, Korea, Singapore |  |



## 7. Main economic-financial data

|  | $\mathbf{9 M ~ 0 7}$ | $\mathbf{9 M} \mathbf{0 6}$ | Change | $\%$ | III $\mathbf{Q ~ 0 7}$ | III Q 06 | Change | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |  |  |
| TOTAL REVENUES | 238,556 | 214,126 | 24,430 | $11 \%$ | 92,695 | 86,588 | 6,107 | $7 \%$ |
| GROSS OPERATING MARGIN (EBITDA) | 39,219 | 28,409 | 10,810 | $38 \%$ | 16,317 | 13,300 | 3,017 | $23 \%$ |
| NET OPERATING PROFIT (EBIT) | 31,378 | 20,409 | 10,969 | $54 \%$ | 13,645 | 10,696 | 2,949 | $28 \%$ |
| PROFIT BEFORE TAXES | 25,385 | 15,605 | 9,780 | $63 \%$ | 11,941 | 9,049 | 2,893 | $32 \%$ |
| NET PROFIT FOR THE GROUP | 12,182 | 7,060 | 5,122 | $73 \%$ | 6,320 | 4,404 | 1,915 | $43 \%$ |


| (Values in thousands of EUR) | $\begin{aligned} & 30^{\text {th }} \text { Sept. } \\ & 2007 \end{aligned}$ | 31 ${ }^{\text {st }}$ Dec. <br> 2006 | $\begin{aligned} & 30^{\text {th }} \text { Sept. } \\ & 2006 \end{aligned}$ | 31 ${ }^{\text {st }}$ Dec. <br> 2005 |
| :---: | :---: | :---: | :---: | :---: |
| NET CAPITAL INVESTED | 238,373 | 217,764 | 231,711 | 229,204 |
| NET EQUITY | 189,595 | 102,451 | 103,483 | 96,320 |
| NET FINANCIAL POSITION | 48,777 | 115,314 | 128,228 | 132,884 |
| FREE CASH FLOW | 1,306 | 29,110 | 8,668 | 20,410 |

## 8. Financial statements

## Income statement - First nine months

| (Values in units of EUR) | Notes | 9M 07 | \% | 9M 06 | \% | Change | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES FROM SALES AND SERVICES | (1) | 234,027,331 | 100.0\% | 211,311,528 | 100.0\% | 22,715,803 | 10.7\% |
| Other revenues and income |  | 4,528,987 | 1.9\% | 2,814,382 | 1.3\% | 1,714,604 | 60.9\% |
| TOTAL REVENUES |  | 238,556,317 | 101.9\% | 214,125,910 | 101.3\% | 24,430,407 | 11.4\% |
| Changes in inventory of work in process, semifinished, finished goods |  | 1,511,200 | 0.6\% - | 1,414,603 | -0.7\% | 2,925,804 | n.a. |
| Costs of raw materials, cons. and goods for resale |  | - 68,597,089 | -29.3\% - | 59,772,468 | -28.3\% - | 8,824,622 | 14.8\% |
| Costs of services |  | - 73,607,639 | -31.5\% - | 67,573,512 | -32.0\% - | 6,034,127 | 8.9\% |
| Costs for use of third parties assets |  | - 13,425,392 | -5.7\% - | 12,802,589 | -6.1\% - | 622,803 | 4.9\% |
| Labour costs |  | - 42,974,780 | -18.4\% - | 41,913,452 | -19.8\% - | 1,061,328 | 2.5\% |
| Other operating expenses |  | 2,243,758 | -1.0\% - | 2,240,117 | -1.1\% - | 3,641 | 0.2\% |
| Total Operating Costs |  | - 199,337,459 | -85.2\% - | 185,716,741 | -87.9\% - | 13,620,718 | 7.3\% |
| GROSS OPERATING MARGIN (EBITDA) | (2) | 39,218,859 | 16.8\% | 28,409,169 | 13.4\% | 10,809,690 | 38.1\% |
| Amortization of intangible fixed assets |  | 2,729,257 | -1.2\% - | 2,795,531 | -1.3\% | 66,274 | -2.4\% |
| Depreciation of tangible fixed assets |  | 4,762,839 | -2.0\% - | 4,873,058 | -2.3\% | 110,220 | -2.3\% |
| Revaluations (write-downs) |  | 348,959 | -0.1\% - | 331,461 | -0.2\% - | 17,498 | 5.3\% |
| Total Amortization and write-downs |  | - 7,841,055 | -3.4\% - | 8,000,051 | -3.8\% | 158,995 | -2.0\% |
| NET OPERATING PROFIT (EBIT) | (3) | 31,377,804 | 13.4\% | 20,409,118 | 9.7\% | 10,968,685 | 53.7\% |
| Financial income |  | 340,839 | 0.1\% | 152,034 | 0.1\% | 188,805 | 124.2\% |
| Financial expenses |  | 6,333,513 | -2.7\% - | 4,865,711 | -2.3\% - | 1,467,802 | 30.2\% |
| Total Financial Income (expenses) |  | - 5,992,674 | -2.6\% - | 4,713,677 | -2.2\% - | 1,278,997 | 27.1\% |
| Profit (loss) from equity investments in affiliates |  |  | - | 90,420 | 0.0\% | 90,420 | -100.0\% |
| PROFIT BEFORE TAXES | (4) | 25,385,130 | 10.8\% | 15,605,022 | 7.4\% | 9,780,108 | 62.7\% |
| Current income taxes |  | - 10,581,507 | -4.5\% - | 6,797,502 | -3.2\% - | 3,784,005 | 55.7\% |
| Deferred income (expenses) taxes |  | 891,562 | -0.4\% - | 1,125,827 | -0.5\% | 234,265 | -20.8\% |
| Total Income Taxes |  | - 11,473,069 | -4.9\% - | 7,923,329 | -3.7\% - | 3,549,740 | 44.8\% |
| PROFIT NET OF TAXES |  | 13,912,061 | 5.9\% | 7,681,693 | 3.6\% | 6,230,368 | 81.1\% |
| (Profit) loss attributable to minority shareholders |  | 1,730,042 | -0.7\% - | 621,727 | -0.3\% - | 1,108,315 | 178.3\% |
| NET PROFIT FOR THE GROUP | (5) | 12,182,019 | 5.2\% | 7,059,966 | 3.3\% | 5,122,053 | 72.6\% |

## Income statement - Third Quarter

| (Values in units of EUR) | Notes |  | III Q 07 | \% | III Q 06 | \% | Change | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES FROM SALES AND SERVICES | (1) |  | 92,385,316 | 100.0\% | 85,665,517 | 100.0\% | 6,719,799 | 7.8\% |
| Other revenues and income |  |  | 309,566 | 0.3\% | 922,707 | 1.1\% - | 613,141 | -66.5\% |
| TOTAL REVENUES |  |  | 92,694,881 | 100.3\% | 86,588,224 | 101.1\% | 6,106,658 | 7.1\% |
| Changes in inventory of work in process, semifinished, finished goods |  | - | 6,233,241 | -6.7\% - | 8,964,895 | -10.5\% | 2,731,654 | -30.5\% |
| Costs of raw materials, cons. and goods for resale |  | - | 23,264,623 | -25.2\% - | 21,641,483 | -25.3\% - | 1,623,141 | 7.5\% |
| Costs of services |  | - | 26,526,962 | -28.7\% - | 23,163,603 | -27.0\% - | 3,363,359 | 14.5\% |
| Costs for use of third parties assets |  | - | 4,830,781 | -5.2\% - | 4,736,583 | -5.5\% - | 94,198 | 2.0\% |
| Labour costs |  | - | 14,864,837 | -16.1\% - | 14,397,125 | -16.8\% - | 467,712 | 3.2\% |
| Other operating expenses |  | - | 657,036 | -0.7\% - | 384,543 | -0.4\% - | 272,492 | 70.9\% |
| Total Operating Costs |  | - | 76,377,480 | -82.7\% - | 73,288,232 | -85.6\% - | 3,089,247 | 4.2\% |
| GROSS OPERATING MARGIN (EBITDA) | (2) |  | 16,317,402 | 17.7\% | 13,299,991 | 15.5\% | 3,017,410 | 22.7\% |
| Amortization of intangible fixed assets |  | - | 910,341 | -1.0\% - | 908,585 | -1.1\% - | 1,756 | 0.2\% |
| Depreciation of tangible fixed assets |  | - | 1,654,759 | -1.8\% - | 1,605,685 | -1.9\% - | 49,074 | 3.1\% |
| Revaluations (write-downs) |  | - | 107,772 | -0.1\% - | 90,051 | -0.1\% - | 17,721 | 19.7\% |
| Total Amortization and write-downs |  | - | 2,672,871 | -2.9\% - | 2,604,320 | -3.0\% - | 68,551 | 2.6\% |
| NET OPERATING PROFIT (EBIT) | (3) |  | 13,644,531 | 14.8\% | 10,695,671 | 12.5\% | 2,948,859 | 27.6\% |
| Financial income |  |  | 108,279 | 0.1\% | 15,501 | 0.0\% | 92,778 | 598.5\% |
| Financial expenses |  | - | 1,811,519 | -2.0\% - | 1,632,980 | -1.9\% - | 178,539 | 10.9\% |
| Total Financial Income (expenses) |  | - | 1,703,239 | -1.8\% - | 1,617,479 | -1.9\% - | 85,760 | 5.3\% |
| Profit (loss) from equity investments in affiliates |  |  |  | - | 29,404 | 0.0\% | 29,404 | -100.0\% |
| PROFIT BEFORE TAXES | (4) |  | 11,941,291 | 12.9\% | 9,048,788 | 10.6\% | 2,892,503 | 32.0\% |
| Current income taxes |  | - | 4,491,313 | -4.9\% - | 2,966,315 | -3.5\% - | 1,524,999 | 51.4\% |
| Deferred income (expenses) taxes |  | - | 198,860 | -0.2\% - | 1,071,481 | -1.3\% | 872,621 | -81.4\% |
| Total Income Taxes |  | - | 4,690,174 | -5.1\% - | 4,037,796 | -4.7\% - | 652,378 | 16.2\% |
| PROFIT NET OF TAXES |  |  | 7,251,118 | 7.8\% | 5,010,992 | 5.8\% | 2,240,126 | 44.7\% |
| (Profit) loss attributable to minority shareholders |  | - | 931,464 | -1.0\% - | 606,534 | -0.7\% - | 324,930 | 53.6\% |
| NET PROFIT FOR THE GROUP | (5) |  | 6,319,654 | 6.8\% | 4,404,458 | 5.1\% | 1,915,196 | 43.5\% |

## Balance sheet

| (Values in units of EUR) | Notes | 30 ${ }^{\text {th }}$ Sept. 2007 |  | 31 ${ }^{\text {st }}$ Dec. 2006 |  | 30 ${ }^{\text {th }}$ Sept. 2006 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Trade receivables |  |  | 56,625,349 |  | 33,429,957 |  | 54,817,112 |
| Stock and inventories |  |  | 59,246,749 |  | 57,658,314 |  | 49,663,583 |
| Trade payables |  | - | 59,419,261 | - | 57,545,124 | - | 51,662,398 |
| Operating net working capital |  |  | 56,452,838 |  | 33,543,147 |  | 52,818,298 |
| Other short term receivables |  |  | 28,249,715 |  | 25,857,607 |  | 24,019,657 |
| Tax receivables |  |  | 3,187,436 |  | 2,339,179 |  | 1,768,862 |
| Other short term liabilities |  | - | 14,768,339 | - | 12,768,551 | - | 13,347,817 |
| Tax payables |  | - | 9,916,829 | - | 4,951,812 | - | 7,651,306 |
| Net working capital | (6) |  | 63,204,821 |  | 44,019,570 |  | 57,607,694 |
| Tangible fixed assets |  |  | 70,541,107 |  | 69,895,400 |  | 65,266,895 |
| Intangible fixed assets |  |  | 172,405,228 |  | 175,073,292 |  | 176,081,644 |
| Investment property |  |  | - |  |  |  |  |
| Investments |  |  | 21,682 |  | 120,638 |  | 154,397 |
| Other long term receivables |  |  | 2,750,900 |  | 2,877,143 |  | 3,139,533 |
| Fixed assets | (7) |  | 245,718,917 |  | 247,966,473 |  | 244,642,469 |
| Post employment benefits |  | - | 11,234,637 | - | 13,508,741 | - | 13,069,876 |
| Long term provisions |  | - | 1,659,693 | - | 1,741,230 | - | 1,630,725 |
| Non-financial assets available for sale |  |  | 1,636,885 |  | 1,636,885 |  | 1,649,815 |
| Other long term liabilities |  | - | 14,045,132 | - | 14,045,132 | - | 14,045,132 |
| Deferred tax assets |  |  | 13,372,912 |  | 10,741,117 |  | 11,223,420 |
| Deferred tax liabilities |  | - | 58,621,385 | - | 57,303,971 | - | 54,666,201 |
| NET CAPITAL INVESTED |  |  | 238,372,687 |  | 217,764,971 |  | 231,711,465 |
| Capital issued |  |  | 26,840,626 |  | 22,500,000 |  | 22,499,998 |
| Other reserves |  |  | 121,824,993 |  | 51,277,701 |  | 51,973,513 |
| Profits (Losses) carried-forward |  |  | 586,604 | - | 5,773,135 | - | 4,641,210 |
| Profits (Loss) for the period |  |  | 12,182,019 |  | 7,981,220 |  | 7,059,966 |
| Group share capital and reserves |  |  | 161,434,241 |  | 75,985,786 |  | 76,892,267 |
| Minority interests |  |  | 28,161,085 |  | 26,465,309 |  | 26,590,752 |
| Shareholders' equity | (8) |  | 189,595,326 |  | 102,451,095 |  | 103,483,019 |
| Other short term financial receivables |  |  | - | - | 4,175,000 |  | - |
| Cash and cash equivalents |  | - | 17,470,824 | - | 11,145,222 | - | 15,088,724 |
| Long term financial payables |  |  | 40,154,813 |  | 66,196,757 |  | 72,539,752 |
| Short term financial payables |  |  | 26,093,367 |  | 64,437,341 |  | 70,777,418 |
| NET FINANCIAL POSITION | (9) |  | 48,777,356 |  | 115,313,876 |  | 128,228,447 |
| SHAREHOLDERS' EQUITY AND NET FINANCIAL INDEBTEDNESS |  |  | 238,372,682 |  | 217,764,971 |  | 231,711,465 |

## Cash flow



## Changes in shareholders' equity

| (Values in thousands of EUR) |  |  |  | $\begin{array}{r} 0 \\ \frac{2}{0} \\ 2 \\ 2 \\ 0 \\ 0 \\ 0 \\ 0 \\ 0 \\ \hline \end{array}$ | Translation reserve | Fair Value reserve | IAS reserve |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCES AT 31st December 2005 | 22,500 | 11,345 | 23,888 |  | 1,195 | 3,052 | 11,120 | - | 8,194 | 5,505 | 70,411 | 25,908 | 96,319 |
| Allocation of 2005 profits |  |  | 1,950 |  |  |  |  |  | 3,553 | 5,505 | 2 |  | 2 |
| Dividends paid |  |  |  |  |  |  |  |  |  |  | - |  |  |
| Exchange differences on translation |  |  |  |  | 577 |  |  |  |  |  | 577 | 61 | 516 |
| Net income at 30th September 2006 |  |  |  |  |  |  |  |  |  | 7,060 | 7,060 | 622 | 7,682 |
| Other movements |  |  |  |  |  |  |  |  |  |  | - |  | - |
| BALANCES AT 30th September 2006 | 22,500 | 11,345 | 25,838 | - | 618 | 3,052 | 11,120 | - | 4,641 | 7,060 | 76,892 | 26,591 | 103,483 |


| (Values in thousands of EUR) |  |  |  | Partecipatory instruments reserve |  | Translation reserve | Fair Value reserve |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCES AT 31st December 2006 | 22,500 | 11,345 | 8,573 | 12,400 |  | 391 | 7,449 | 11,120 |  | 5,774 | 7,981 | 75,985 | 26,465 | 102,450 |
| Allocation of 2006 profits |  |  | 1,231 |  |  |  |  |  |  | 6,750 | 7,981 |  |  | - |
| Dividends paid |  |  |  |  |  |  |  |  |  |  |  | - |  | - |
| Exchange differences on translation |  |  |  |  |  | 646 |  |  |  |  |  | 646 |  | 646 |
| Net income at 30th September 2007 |  |  |  |  |  |  |  |  |  |  | 12,182 | 12,182 | 1,730 | 13,912 |
| Cancellation of own shares | - 4,500 | - 16,600 | 18,400 | 2,700 |  |  |  |  |  |  |  | - |  | - |
| Conversion of partecipatory instrument | 4,091 | 11,009 |  | 15,100 |  |  |  |  |  |  |  | - |  | - |
| Increase in shareholders'equity for IPO | 4,750 | 69,554 |  |  |  |  |  |  |  |  |  | 74,304 |  | 74,304 |
| Other movements |  |  |  |  |  |  |  |  | - | 390 |  | 390 | 34 | 424 |
| BALANCES AT 30th September 2007 | 26,841 | 75,308 | 28,204 | - | - | 255 | 7,449 | 11,120 |  | 586 | 12,182 | 161,435 | 28,161 | 189,596 |

## 9. Report on operations

The consolidated quarterly report as of $30^{\text {th }}$ September 2007 highlights significant growth in terms of sales and profitability with respect to the first nine months of 2006.

The revenues from sales and services generated in the first nine months of 2007 amount to EUR 234,027 thousand, up $10.7 \%$ (+14\% at constant exchange rates) compared with the same period in the previous year. EBITDA rises by $38.1 \% ~(+39.8 \%$ at constant exchange rates) to EUR 39,219 thousand (compared with EUR 28,409 thousand in the same period of the previous year), representing an incidence on revenues of $16.8 \%$ in the first nine months of 2007 against $13.4 \%$ in the first nine months of 2006. EBITDA benefits from the net capital gain of approximately EUR 2 million realised by Aeffe USA on the sale of its stake ( $50 \%$ of capital) in Narciso Rodriguez LLC. Net of this income, EBITDA is EUR 37,228 thousand or $15.9 \%$ of revenues. With respect to the first nine months of 2006, this represents an increase of $31.0 \%$ in absolute terms $(+32.2 \%$ at constant exchange rates) and 250 basis points in terms of the margin on revenues.

These results reflect the adoption of a careful cost monitoring activity that, by leveraging the growth in sales, has achieved a considerable increase in margins, while maintaining the high product quality standards for which the Group's brands are renowned.

The results achieved during the period confirm the forecasts made by the Group and highlight the effectiveness of its strategic decisions.

Aeffe and Aeffe USA Inc. signed an agreement with Narciso Rodriguez on $18^{\text {th }}$ May 2007, as part of rationalisation work to focus on the growth and profitability of the brand portfolio. This agreement, involving the sale of its stake ( $50 \%$ of capital) held in Narciso Rodriguez LLC, resulted in the realisation of a net capital gain of about EUR 2 million.

Moschino S.p.A., a Group subsidiary, entered into a franchising and product distribution agreement covering the People's Republic of China (excluding Hong Kong and Macau) in June 2007. The local partner, Hembly International Holding Limited, is a leading distributor of fashion products in China, with a listing on the Hong Kong Stock Exchange.

Extending over the next 10 years, the agreement envisages the opening of 40 stores, 30 of which during the first five years of the partnership.

This agreement will enable Moschino S.p.A. to accelerate the development of its commercial network, establishing a coordinated, widespread presence in a nation such as China, where considerable growth potential has been identified.

The agreement is another example of the international expansion strategy carried forward by the Aeffe Group.

Nineteen franchised retail stores were opened during the first nine months of 2007, seven of which in Europe, one in USA and 11 in Asia; this is consistent with the opening plan established for the entire year.

Compared to $31^{\text {st }}$ December 2006, the Group's balance sheet as of $30^{\text {th }}$ September 2007 shows an increase in shareholders' equity from Euro 75,985 thousand to Euro 161,434 thousand, mainly due to the increase in the share capital and in the share premium reserve following the IPO proceeds of Euro 74,304 thousand, and a consequent decrease in net financial debt from Euro 115,314 thousand to Euro 48,777 thousand. The net financial position as of $30^{\text {th }}$ September 2007 shows a decrease of Euro 79,451 thousand compared with the same period of the previous year, consistent with the Group's targets.

Net working capital amounts to Euro 63,205 thousand ( $21.8 \%$ of LTM sales), compared with Euro 44,020 thousand ( $16.5 \%$ of sales) at the end of 2006. The worsening of net working capital-on sales-ratio is due to the seasonality of the business.

Capital investment during the period mainly related to the construction of warehouse facilities, as well as to stores refurbishment made by both Aeffe and the subsidiary Moschino Far East.

## 10. Notes to the consolidated financial statements

## Income statement

## 1. Revenues from sales and services

## Nine months 2007 vs 2006

Revenues from sales and services rise from EUR 211,312 thousand in the first nine months of 2006 to EUR 234,027 thousand in the first nine months of 2007 , up $10.7 \%$. At constant exchange rates, the increase is $14 \%$. This progress reflects the improved performance of the Group's principal companies, highlighting the effectiveness of the strategic decisions made over time.
The following table details the revenues by geographical area for the nine month period ended $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September 2006.

|  | 9M 07 | \% | $\mathbf{9 M} \mathbf{0 6}$ | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Italy | 90,440 | $38.6 \%$ | 82,076 | $38.8 \%$ | 8,364 | $10.2 \%$ |
| Europe (excluding Italy and Russia) | 51,965 | $22.2 \%$ | 43,552 | $20.6 \%$ | 8,413 | $19.3 \%$ |
| United States | 25,376 | $10.8 \%$ | 24,898 | $11.8 \%$ | 478 | $1.9 \%$ |
| Russia | 19,606 | $8.4 \%$ | 11,774 | $5.6 \%$ | 7,832 | $66.5 \%$ |
| Japan | 15,538 | $6.6 \%$ | 17,947 | $8.5 \%$ | $-2,409$ | $-13.4 \%$ |
| Rest of the World | 31,102 | $13.4 \%$ | 31,065 | $\mathbf{1 4 . 7 \%}$ | 38 | $0.1 \%$ |
| Total | $\mathbf{2 3 4 , 0 2 7}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 1 1 , 3 1 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 2 , 7 1 5}$ | $\mathbf{1 0 . 7 \%}$ |

The Group's revenues are earned as follows: $38.6 \%$ in Italy ( $+10.2 \%$ compared with the first nine moths of 2006), $22.2 \%$ in the Rest of Europe ( $+19.3 \%$ compared with the first nine months of 2006 ), $10.8 \%$ in United States ( $+1.9 \%$ with respect to the first nine months of $2006,+12 \%$ at constant exchange rates), $8.4 \%$ in Russia ( $+66.5 \%$ compared with the first nine months of 2006), $6.6 \%$ in Japan ( $-13.4 \%$ compared with the first nine months of 2006, $-3.5 \%$ at constant exchange rates) and $13.4 \%$ in the Rest of the World ( $+0.1 \%$ compared with the first nine months of 2006, $+8 \%$ at constant exchange rates).
The following table details the revenues by brand for the nine month period ended $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September 2006.

|  | 9M 07 | \% | $\mathbf{9 M} \mathbf{0 6}$ | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Alberta Ferretti | 51,123 | $21.8 \%$ | 43,216 | $20.5 \%$ | 7,907 | $18.3 \%$ |
| Moschino | 105,618 | $45.1 \%$ | 96,605 | $45.7 \%$ | 9,013 | $9.3 \%$ |
| J. P. Gaultier | 21,173 | $9.0 \%$ | 19,064 | $9.0 \%$ | 2,109 | $11.1 \%$ |
| Pollini | 40,652 | $17.4 \%$ | 36,921 | $17.5 \%$ | 3,731 | $10.1 \%$ |
| Other | 15,461 | $6.6 \%$ | 15,506 | $7.3 \%$ | -45 | $-0.3 \%$ |
| Total | $\mathbf{2 3 4 , 0 2 7}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 1 1 , 3 1 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 2 , 7 1 5}$ | $\mathbf{1 0 . 7 \%}$ |

The Group's revenues are earned as follows: $21.8 \%$ by the Ferretti lines ( $+18.3 \%$ with respect to the first nine months of 2006), $45.1 \%$ by the Moschino lines ( $+9.3 \%$ with respect to the first nine months of $2006 ; 12.4 \%$ at constant exchange rates), $9.0 \%$ by the J.P.Gaultier lines ( $+11.1 \%$ with respect to the first nine months of 2006),
$17.4 \%$ by the Pollini lines (+10.1\% with respect to the first nine months of 2006), and $6.6 \%$ by other lines ($0.3 \%$ with respect to the first nine months of 2006; this reduction essentially reflects the lower sales of the Narciso lines, excluding which there would have been an increase of 18.5\%).

The following table details the revenues by distribution channel for the nine month period ended $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September 2006.

|  | $\mathbf{9 M ~ 0 7}$ | \% | $\mathbf{9 M} \mathbf{0 6}$ | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Wholesale | 169,815 | $72.6 \%$ | 152,959 | $72.4 \%$ | 16,855 | $11.0 \%$ |
| Retail | 51,530 | $22.0 \%$ | 47,052 | $22.3 \%$ | 4,478 | $9.5 \%$ |
| Royalties | 12,682 | $5.4 \%$ | 11,301 | $5.3 \%$ | 1,381 | $12.2 \%$ |
| Total | $\mathbf{2 3 4 , 0 2 7}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 1 1 , 3 1 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 2 , 7 1 5}$ | $\mathbf{1 0 . 7 \%}$ |

The revenues generated by the Group during the period ended $30^{\text {th }}$ September 2007 are analysed below:

- $72.6 \%$ from the Group's sales organisation, showrooms, agents and importers, franchise outlets, corners and shop-in-shops (wholesale channel), which contributed EUR 152,959 thousand in the first nine months of 2006 and EUR 169,815 thousand in the first nine months of 2007, up 11.0\% (+14\% at constant exchange rates).
- $22.0 \%$ from sales outlets managed directly by the Group (retail channel), which contributed EUR 47,052 thousand in the first nine months of 2006 and EUR 51,530 thousand in the first nine months of 2007, up $9.5 \% ~(+14 \%$ at constant exchange rates).
- $5.4 \%$ from royalties deriving from licences granted to third parties for the production and distribution of product lines sold under the Group's brand names. The rise in royalties from EUR 11,301 thousand in the first nine months of 2006 to EUR 12,682 thousand in the first nine months of 2007, up $12.2 \%$, reflects the higher royalties earned by both Moschino and Pollini.

The following table details the revenues by own brands and brands under license for the nine month period ended $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September 2006.

|  | $\mathbf{9 M ~ 0 7}$ | \% | $\mathbf{9 M} \mathbf{0 6}$ | \% | Change | \% |
| :--- | ---: | :---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Own brands | 197,981 | $84.6 \%$ | 177,560 | $84.0 \%$ | 20,420 | $11.5 \%$ |
| Brands under license | 36,047 | $15.4 \%$ | 33,751 | $16.0 \%$ | 2,295 | $6.8 \%$ |
| Total | $\mathbf{2 3 4 , 0 2 7}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 1 1 , 3 1 2}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 2 , 7 1 5}$ | $\mathbf{1 0 . 7 \%}$ |

The revenues generated by own brands rise in absolute value of EUR 20,420 (+11.5\% compared with the previous year), with an incidence on total revenues which increases from $84.0 \%$ in the first nine months of 2006 to $84.6 \%$ in the first nine months of 2007. The revenues generated by brands under license rise of $6.8 \%$ (excluding sales of Narciso brand the increase would have been of 14.7\%).

## Third quarter 2007 vs 2006

In the third quarter of 2007 revenues from sales and services, which amount to EUR 92,385 thousand, show an increase of $7.8 \%$ compared with the same period of the previous year, all due to the Group's organic growth. At constant exchange rates, the increase is $12.5 \%$.

The following table details the revenues by geographical area for the third quarter 2007 and 2006.

|  | III Q 07 | \% | III Q 06 | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Italy | 35,375 | $38.3 \%$ | 32,834 | $38.3 \%$ | 2,541 | $7.7 \%$ |
| Europe (excluding Italy and Russia) | 21,649 | $23.4 \%$ | 18,456 | $21.5 \%$ | 3,193 | $17.3 \%$ |
| United States | 8,591 | $9.3 \%$ | 9,506 | $11.1 \%$ | -915 | $-9.6 \%$ |
| Russia | 8,258 | $8.9 \%$ | 3,956 | $4.6 \%$ | 4,301 | $108.7 \%$ |
| Japan | 5,771 | $6.2 \%$ | 7,094 | $8.3 \%$ | $-1,323$ | $-18.7 \%$ |
| Rest of the World | 12,742 | $13.8 \%$ | 13,820 | $16.1 \%$ | $-1,079$ | $-\mathbf{- 7 . 8 \%}$ |
| Total | $\mathbf{9 2 , 3 8 5}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{8 5 , 6 6 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 , 7 1 9}$ | $\mathbf{7 . 8 \%}$ |

The Group's revenues are earned as follows: $38.3 \%$ in Italy (+7.7\% compared with the third quarter 2006), 23.4\% in the Rest of Europe (+17.3\% compared with the third quarter 2006), 9.3\% in United States (-9.6\% with respect to the third quarter 2006, $+10.8 \%$ at constant exchange rates), $8.9 \%$ in Russia (+108.7\% compared with the third quarter 2006), $6.2 \%$ in Japan (-18.7\% compared with the third quarter 2006, $-4.7 \%$ at constant exchange rates) and $13.8 \%$ in the Rest of the World ( $-7.8 \%$ compared with the third quarter 2006, $0.3 \%$ at constant exchange rates).

The following table details the revenues by brand for the third quarter 2007 and 2006.

|  | III Q 07 | \% | III Q 06 | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Alberta Ferretti | 21,487 | $23.3 \%$ | 17,704 | $20.7 \%$ | 3,783 | $21.4 \%$ |
| Moschino | 38,202 | $41.4 \%$ | 37,584 | $43.9 \%$ | 618 | $1.6 \%$ |
| J. P. Gaultier | 9,987 | $10.8 \%$ | 8,329 | $9.7 \%$ | 1,658 | $19.9 \%$ |
| Pollini | 16,784 | $18.2 \%$ | 16,500 | $19.3 \%$ | 284 | $1.7 \%$ |
| Other | 5,925 | $6.4 \%$ | 5,549 | $6.5 \%$ | 376 | $6.8 \%$ |
| Total | $\mathbf{9 2 , 3 8 5}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{8 5 , 6 6 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 , 7 1 9}$ | $\mathbf{7 . 8 \%}$ |

The Group's revenues are earned as follows: $23.3 \%$ by the Ferretti lines ( $+21.4 \%$ with respect to the third quarter 2006), $41.4 \%$ by the Moschino lines ( $+1.6 \%$ with respect to the first quarter $2006 ;+6.0 \%$ at constant exchange rates), $10.8 \%$ by the J.P.Gaultier lines (+19.9\% with respect to the third quarter 2006), $18.2 \%$ by the Pollini lines ( $+1.7 \%$ with respect to the third quarter 2006), and $6.4 \%$ by other lines (+ $6.8 \%$ with respect to the third quarter 2006; this reduction essentially reflects the lower sales of the Narciso lines, excluding which there would have been an increase of $38.3 \%$ ).

The following table details the revenues by distribution channel for the third quarter 2007 and 2006.

|  | III Q 07 | \% | III Q 06 | \% | Change | \% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Wholesale | 70,038 | $75.8 \%$ | 64,835 | $75.7 \%$ | 5,203 | $8.0 \%$ |
| Retail | 17,805 | $19.3 \%$ | 16,498 | $19.3 \%$ | 1,307 | $7.9 \%$ |
| Royalties | 4,541 | $4.9 \%$ | 4,333 | $5.1 \%$ | 209 | $4.8 \%$ |
| Total | $\mathbf{9 2 , 3 8 5}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{8 5 , 6 6 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 , 7 1 9}$ | $\mathbf{7 . 8 \%}$ |

The revenues generated by the Group during the third quarter 2007 are analysed below::

- $75.8 \%$ from the Group's sales organisation, showrooms, agents and importers, franchise outlets, corners and shop-in-shops (wholesale channel), which contributed EUR 64,835 thousand in the third quarter 2006 and EUR 70,038 thousand in the third quarter 2007.
- $19.3 \%$ from sales outlets managed directly by the Group (retail channel), which contributed EUR 16,498 thousand in the third quarter 2006 and EUR 17,805 thousand in the third quarter 2007.
- $\quad 4.9 \%$ from royalties deriving from licences granted to third parties for the production and distribution of product lines sold under the Group's brand names. Royalties rise from EUR 4,333 thousand in the third quarter 2006 to EUR 4,541 thousand in the third quarter 2007.

The following table details the revenues by own brands and brands under license for the third quarter 2007 and 2006.

|  | III Q 07 | \% | III Q 06 | \% | Change | \% |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| (Values in thousands of EUR) |  |  |  |  |  |  |
| Own brands | 76,518 | $82.8 \%$ | 71,783 | $83.8 \%$ | 4,734 | $6.6 \%$ |
| Brands under license | 15,868 | $17.2 \%$ | 13,883 | $16.2 \%$ | 1,985 | $\mathbf{1 4 . 3 \%}$ |
| Total | $\mathbf{9 2 , 3 8 5}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{8 5 , 6 6 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 , 7 1 9}$ | $\mathbf{7 . 8 \%}$ |

The revenues generated by own brands rise in absolute value of EUR 4,734 (+6.6\% compared with the previous year), with an incidence on total revenues which decreases from $83.8 \%$ in the third quarter 2006 to $82.8 \%$ in the third quarter 2007. The revenues generated by brands under license rises of $14.3 \%$.

## 2. Gross operating margin (EBITDA)

## Nine months 2007 vs 2006

EBITDA amounts to EUR 39,219 thousand ( $16.8 \%$ of revenues) in the first nine months of 2007 and to EUR 28,409 thousand ( $13.4 \%$ of revenues) in the same period of the previous year, showing an increase in absolute value of EUR 10,810 thousand (+38.1\%), at constant exchange rates the increase is $+39.8 \%$. EBITDA net of non-recurring operations, which are the net capital gain of EUR 1,990 thousand realised by Aeffe USA on the sale of its stake (50\% of capital) in Narciso Rodriguez LLC, is EUR 37,228 thousand (15.9\% of revenues), showing an increase of $31.0 \%$ ( $32.2 \%$ at constant exchange rates). The significant improvement in EBITDA reflects the strength of our business model which, when the sales grows significantly, allows to exploit strong operating leverage by reducing the incidence of fixed costs as \% of sales, while nevertheless maintaining a strong focus on product quality.

## Third quarter 2007 vs 2006

EBITDA amounts to EUR 16,317 thousand ( $17.7 \%$ of revenues) in the third quarter 2007 and to EUR 13,300 thousand ( $15.5 \%$ of revenues) in the same period of the previous year, showing an increase in absolute value of EUR 3,017 thousand (+22.7\%). EBITDA net of non-recurring operations amounts to EUR 16,345 thousand (17.7\% of revenues).

## 3. Net operatine profit (EBIT)

## Nine months 2007 vs 2006

EBIT, which amounts to Euro 31,378 thousand in the first nine months of 2007 and to EUR 20,409 thousand in the first nine months of 2006, shows an increase in absolute value of EUR 10,969 thousand (+53.7\%), due to the improvement in EBITDA described above.

## Third quarter 2007 vs 2006

EBIT, which amounts to Euro 13,645 thousand in the third quarter 2007 and to EUR 10,696 thousand in the third quarter 2006, shows an increase in absolute value of EUR 2,949 thousand (+27.6\%), also due to the improvement in EBITDA described above.

## 4. Profit before taxes

## Nine months 2007 vs 2006

Profit before taxes, which amounts to Euro 25,385 thousand in the first nine months of 2007 and to EUR 15,605 thousand in the first nine months of 2006 , shows an increase of EUR 9,780 thousand (+62.7\%), due to the improvement in the margins described above.

## Third quarter 2007 vs 2006

Profit before taxes, which amounts to Euro 11,941 thousand in the third quarter 2007 and to EUR 9,049 thousand in the third quarter 2006, shows an increase of EUR 2,893 thousand (+32.0\%), due to the improvement in the margins described above.

## 5. Net profit for the Group

## Nine month 2007 vs 2006

Also Net profit for the Group reaches a strong performance rising by $72.6 \%$ to Euro 12,182 thousand in the first nine month of 2007 from Euro 7,060 thousand in the first nine months of 2006. This reflects the improvement in operating income and a reduction in the effective tax rate from $50.8 \%$ in the first nine months of 2006 to $45.2 \%$ in the first nine months of 2007 . This reduction, in line with expectations, was mainly due to the dilutive effect of IRAP, the regional business tax.

## Third quarter 2007 vs 2006

Net profit for the Group amounts to EUR 6,320 thousand in the third quarter 2007, with an increase of EUR 1,915 thousand respect to the net profit of previous year.

## Segment information

## Economic performance by Divisions

At international level, The Group is divided into two main business sectors:
(i) Prêt-à porter Division;
(ii) Footwear and leather goods Division.

## Nine months 2007 vs 2006

The following table indicates the main economic data for the nine month period ended $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September 2006 of the prêt-à porter and footwear and leather goods Divisions.

| (Values in thousands of EUR) | Distribution by Division | 9M 07 | \% on total | 9M 06 | \% on total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prêt-à porter | Revenues | 188,870 | 80.7\% | 172,843 | 81.8\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 33,254 | 89.3\% | 26,491 | 93.2\% |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 17.6\% |  | 15.3\% |  |
|  | Gross operating margin (EBITDA) | 35,245 | 89.9\% | 26,491 | 93.2\% |
|  | Gross operating margin (EBITDA) \% | 18.7\% |  | 15.3\% |  |
| Footwear and leather goods | Revenues | 58,669 | 25.1\% | 49,215 | 23.3\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 3,974 | 10.7\% | 1,918 | 6.8\% |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 6.8\% |  | 3.9\% |  |
|  | Gross operating margin (EBITDA) | 3,974 | 10.1\% | 1,918 | 6.8\% |
|  | Gross operating margin (EBITDA) \% | 6.8\% |  | 3.9\% |  |
| Elimination of intercompany transactions | Revenues | 13,511 | -5.8\% - | 10,746 | -5.1\% |
|  |  |  |  |  |  |
| Total | Revenues | 234,027 | 100.0\% | 211,312 | 100.0\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 37,228 |  | 28,409 |  |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 15.9\% |  | 13.4\% |  |
|  | Gross operating margin (EBITDA) | 39,219 |  | 28,409 |  |
|  | Gross operating margin (EBITDA) \% | 16.8\% |  | 13.4\% |  |

## Prêt-à porter Division

Revenues from sales and services by the Prêt-à-porter Division rise from EUR 172,843 thousand in the first nine months of 2006 to EUR 188,870 thousand in the first nine months of 2007, up 9.3\%. This Division contributes $81.8 \%$ of consolidated revenues in the first nine months of 2006 and $80.7 \%$ in the first nine months of 2007, before inter-Divisional eliminations.

The EBITDA of the Prêt-à-porter Division rise significantly from EUR 26,491 thousand in the first nine months of 2006 to EUR 35,245 thousand in the first nine months of 2007. EBITDA as percentage on revenues rises from $15.3 \%$ in the first nine months of 2006 to $18.7 \%$ in the first nine months of 2007, up $33.0 \%$.

The EBITDA of the Prêt-à-porter Division, net of non-recurring income, rises from EUR 26,491 thousand in the
first nine months of 2006 to EUR 33,254 thousand in the first nine months of 2007. This EBITDA as percentage on revenues rises from $15.3 \%$ in the first nine months of 2006 to $17.6 \%$ in the first nine months of 2007, up 25.5\%.

Footwear and leather goods Division
Revenues from sales and services by the Footwear and leather goods Division rise from EUR 49,215 thousand in the first nine months of 2006 to EUR 58,669 thousand in the first nine months of 2007, up 19.2\%.

The EBITDA of the Footwear and leather goods Division rises by $107.2 \%$ from EUR 1,918 thousand in the first nine months of 2006 to EUR 3,974 thousand in the first nine months of 2007. EBITDA as percentage on revenues rises from $3.9 \%$ in the first nine months of 2006 to $6.8 \%$ in the first nine months of 2007.

## Third quarter 2007 vs 2006

The following table indicates the main economic data for the third quarter 2007 and 2006 of the prêt-à porter and footwear and leather goods Divisions.

| (Values in thousands of EUR) | Distribution by Division | III Q 07 | \% on total | III Q 06 | \% on total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prêt-à porter | Revenues | 73,795 | 79.9\% | 68,587 | 80.1\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 14,146 | 86.5\% | 12,056 | 90.6\% |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 19.2\% |  | 17.6\% |  |
|  | Gross operating margin (EBITDA) | 14,118 | 86.5\% | 12,056 | 90.6\% |
|  | Gross operating margin (EBITDA) \% | 19.1\% |  | 17.6\% |  |
| Footwear and leather goods | Revenues | 23,266 | 25.2\% | 21,045 | 24.6\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 2,199 | 13.5\% | 1,244 | 9.4\% |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 9.5\% |  | 5.9\% |  |
|  | Gross operating margin (EBITDA) | 2,199 | 13.5\% | 1,244 | 9.4\% |
|  | Gross operating margin (EBITDA) \% | 9.5\% |  | 5.9\% |  |
| transactions | Revenues | 4,676 | -5.1\% - | 3,967 | -4.6\% |
|  |  |  |  |  |  |
| Total | Revenues | 92,385 | 100.0\% | 85,666 | 100.0\% |
|  | Gross operating margin (EBITDA) after non-recurring operations | 16,345 |  | 13,300 |  |
|  | Gross operating margin (EBITDA) after non-recurring operations \% | 17.7\% |  | 15.5\% |  |
|  | Gross operating margin (EBITDA) | 16,317 |  | 13,300 |  |
|  | Gross operating margin (EBITDA) \% | 17.7\% |  | 15.5\% |  |

## Prêt-à porter Division

Revenues from sales and services by the Prêt-à-porter Division rise from EUR 68,587 thousand in the third quarter 2006 to EUR 73,795 thousand in the third quarter 2007, up 7.6\%. This Division contributes $80.1 \%$ of consolidated revenues in the third quarter 2006 and $79.9 \%$ in the third quarter 2007, before inter-Divisional eliminations .

The EBITDA of the Prêt-à-porter Division rise from EUR 12,056 thousand in the third quarter 2006 to EUR

14,118 thousand in the third quarter 2007, up 17.1\%.
The EBITDA of the Prêt-à-porter Division, net of non-recurring income, rises from EUR 12,056 thousand in the third quarter 2006 to EUR 14,146 thousand in the third quarter 2007, up 17.3\%.

Footwear and leather goods Division
Revenues from sales and services by the Footwear and leather goods Division rise by 10.6\% from EUR 21,045 thousand in the third quarter 2006 to EUR 23,266 thousand in the third quarter 2007.

The EBITDA of the Footwear and leather goods Division rises from EUR 1,244 thousand in the third quarter 2006 to EUR 2,199 thousand in the third quarter 2007. EBITDA, as incidence on revenues, rises from $5.9 \%$ in the third quarter 2006 to $9.5 \%$ in the third quarter 2007.

## Balance sheet

Compared to $31^{\text {st }}$ December 2006, the Group's balance sheet as of $30^{\text {th }}$ September 2007 shows an increase in shareholders' equity from Euro 75,986 thousand to Euro 161,434 thousand, mainly due to the increase in the share capital and in the share premium reserve of Euro 74,304 thousand following the IPO happened on $24^{\text {th }}$ July 2007, and a consequent decrease in net financial debt from Euro 115,314 thousand to Euro 48,777 thousand.

## 6. Net working capital

Net working capital amounts to Euro 63,205 thousand (21.8\% of LTM revenues), compared with Euro 44,020 thousand ( $16.5 \%$ of revenues) at the end of 2006. The worsening of net working capital-on sales-ratio is due to the seasonality of the business.

## 7. Fixed assets

Fixed assets, amounting to EUR 247,966 thousand as of $31^{\text {st }}$ December 2006 and EUR 245,719 thousand as of $30^{\text {th }}$ September 2007, have decreased due to the depreciation and amortisation charge for the period, which is only partially offset by new capital investment mainly related to the construction of warehouse facilities, as well as to stores refurbishment made by both Aeffe and Moschino Far East.

## 8. Shareholders' equity

The changes in shareholders' equity are presented in the table at page 14.

## 9. Net financial position

The net financial position of the Group amounts to EUR 48,777 thousand as of $30^{\text {th }}$ September 2007 compared with EUR 115,314 thousand as of $31^{\text {st }}$ December 2006. The net financial position as of $30^{\text {th }}$ September 2007 compared with the net financial position as of $30^{\text {th }}$ September 2006 highlights a decrease of EUR 79,451 thousand consistent with the Group's objectives. The decrease is mainly due to the IPO proceeds.

## Other information

## Earnings per share

Basic earnings per share

| (Values in thousands of EUR) | 30 ${ }^{\text {th }}$ Sept. 2007 | 30 ${ }^{\text {th }}$ Sept. 2006 |
| :---: | :---: | :---: |
| Consolidated earnings for the period for shareholders of the parent company | 12,182 | 5,122 |
| Medium number of shares for the period | 91,518 | 90,000 |
| Basic earnings per share | 0.133 | 0.057 |

## Related party transactions

Reciprocal transactions and balances between Group companies included within the scope of consolidation are eliminated from the consolidated financial statements and as such will not be described here.

The Group's business dealing with other related parties are summarised below:

|  | $30^{\text {th }}$ Sept. | $30^{\text {th }}$ Sept. | Nature of the |
| :--- | :--- | :--- | ---: |
| (Values in thousands of EUR) | 2007 | 2006 | transaction |

Shareholder Alberta Ferretti with Società Aeffe S.p.a.

| Brand transfer agreement | - | 1,000 | Financial payable |
| :--- | ---: | ---: | ---: | ---: |
| Contract for the sale of artistic assets and design | 225 | 225 | Cost |
| Ferrim with Società Aeffe S.p.a. |  |  |  |
| Property rental | 1,001 | 1,028 | Costo |
| Commercial | 325 | - | Receivable |
| Ferrim with Moschino S.p.a. |  |  |  |
| Property rental | 581 | 573 | Cost |
| Società Commerciale Valconca with Aeffe S.p.a. |  |  |  |
| Commercial | 130 | 59 | Income |
| Commercial | 736 | 874 | Receivable |

The following table indicates the data related on the incidence of related party transactions on the income statement, balance sheet and cash flow as of $30^{\text {th }}$ September 2007 and $30^{\text {th }}$ September.


Incidence of related party transactions on the income statement

| Revenues from sales and services | 234,027 | 130 | $0.1 \%$ | 211,312 | 59 | $0.0 \%$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Costs of services | 73,608 | 225 | $0.3 \%$ | 67,574 | 225 | $0.3 \%$ |  |
| Costs for use of third party assets | 13,425 | 1,582 | $11.8 \%$ | 12,803 | 1,601 | $12.5 \%$ |  |
|  |  |  |  |  |  |  |  |
| Incidence of related party transactions on the balance sheet |  |  |  |  |  |  |  |
| Current financial liabilities | 26,093 | - | $0.0 \%$ | 70,777 | 1,000 | $1.4 \%$ |  |
| Trade receivables | 56,625 | 1,061 | $1.9 \%$ | 54,817 | 874 | $1.6 \%$ |  |
| Incidence of related party transactions on the cash flow |  |  |  |  |  |  |  |
| Cash flow generated (absorbed) by financing activities | 845 | 1,000 | n.a. - | 599 | - | 1,000 | $166.9 \%$ |
| Cash flow generated (absorbed) by operating activities | $7,026-$ | 1,746 | n.a. | 11,115 | - | 1,638 | n.a. |

## Measurement basis

The main accounting policies and measurement basis adopted in preparing the consolidated financial statements as of $30^{\text {th }}$ September 2007 are the same used in preparing the consolidated financial statements as of $31^{\text {st }}$ December 2006.

## Significant events subsequent after the balance sheet date

After the $30^{\text {th }}$ September 2007 no significant events regarding the Group's activities have to be reported.

## Outlook

The results of operations during the first nine months of 2007 fully confirm management's expectations, and earlier forecasts for an improvement over the entire year, with both revenues and margins higher than in the corresponding period of the prior year.

## Guarantees and commitments

The Group has not given any guarantees to third parties and has no significant commitments.

## Atypical and/or unusual transactions

Pursuant to Consob communication n. DEM/6064296 dated $28^{\text {th }}$ July 2006, it is confirmed that the Group did not enter into any atypical and/or unusual transactions, as defined in that communication, during the first nine months of 2007.

## Significant non-recurring events and transactions

In the first nine months of 2007, EUR 1,990 thousand of non-recurring revenues have been realised. They refer to the net capital gain realised by the subsidiary Aeffe USA with the sale of its stake ( $50 \%$ of capital) held in Narciso Rodriguez LLC. These revenues net of the fiscal effect amount to EUR 1,095 thousand.

As authorized at the ordinary and extraordinary meeting of shareholders held on $26^{\text {th }}$ March 2007, the parent company Aeffe S.p.A. obtained permission from Consob to publish its prospectus on $6{ }^{\text {th }}$ July 2007 and has commenced the trading of its shares on the Italian Stock Exchange.

Following the issue of 19 million new shares, issued in connection with the IPO, taken up in full, the share capital of Aeffe S.p.A. now amounts to EUR 26,840,626.

The following table indicates the data related on the incidence of non-recurring events and transactions on the income statement, balance sheet and cash flow as of $30^{\text {th }}$ September 2007.

|  | Shareholders' equity |  |  | Profits for the period |  | Net financial position |  |  | Cash flow |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Values in thousands of EUR) |  | Amount | \% | Amount | \% |  | Amount | \% | Amount | \% |
| Balance-sheet values (A) |  | 189,595 |  | 12,182 |  | - | 48,777 |  | 2,151 |  |
| Effects of non recurring revenues |  | 1,095 | -1\% | 1,095 | -9\% |  | 1,990 | 4\% - | 1,990 | n.a. |
| Effects of IPO |  | 74,303 | -39\% | - | n.a. - |  | 72,168 | 148\% - | 72,168 | n.a. |
| Total effects (B) |  | 75,398 | -40\% - | 1,095 | -9\% |  | 74,158 | 152\% - | 74,158 | n.a. |
| Balance-sheet values net of non recurring operations $(A+B)$ |  | 114,198 |  | 11,087 |  | - | 122,936 | - | 72,008 |  |

## Confirmation pursuant to paragraph 2 of art. 154b of the Consolidated Finance Law

The executive responsible for preparing the company's accounting documentation Marcello Tassinari declares, pursuant to paragraph 2 of art. 154b of the Consolidated Finance Law, that the accounting information contained in this document agrees with the underlying documentation, records and accounting entries.

