

## SUMMARY

INTERIM CONSOLIDATED FINANCIAL STATEMENT AT 31 MARCH 2010 ..... 1
BOARD OF DIRECTORS AND CONTROL BODIES OF THE PARENT COMPANY ..... 3
ORGANISATION CHART ..... 4
BRANDS PORTFOLIO ..... 5
HEADQUARTERS ..... 6
SHOWROOMS ..... 7
MAIN FLAGSHIPSTORE LOCATIONS UNDER DIRECT MANAGEMENT ..... 8
MAIN ECONOMIC-FINANCIAL DATA ..... 9
FINANCIAL STATEMENTS ..... 10
INTERIM MANAGEMENT REPORT ..... 14
EXPLANATORY NOTES ..... 15

# Board of directors and control bodies of the Parent Company 



## Organisation chart



## Brands portfolio



## 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 $\mathrm{I}^{\circ}$ tratto, 92
Gatteo (FC)
47030 - Italy

## VELMAR

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


## Showrooms

```
AEFFE MILAN
(FERRETTI - GAULTIER - CACHAREL - POLLINI)
Via Donizetti, 48
20122 - Milan Italy
```


## AEFFE LONDON

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

## AEFFE PARIS

(GRUPPO)
6, Rue Caffarelli
75003 - Paris
France

## AEFFE NEW YORK

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

## MOSCHINO MILAN

Via San Gregorio, 28
20124 - Milan Italy

## MOSCHINO LONDON

28-29 Conduit Street
W1R 9TA - London
UK

## MOSCHINO JAPAN

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


## Main flagshipstore locations under direct management

| ALBERTA FERRETTI | MOSCHINO |
| :---: | :---: |
| Milan | Milan |
| Rome | Rome |
| Capri | Capri |
| Paris | Paris |
| London | London |
| New York | Berlin |
| Los Angeles | New York |
|  | Osaka |
| POLLINI | Hong Kong |
| Milan | Kuala Lumpur |
| Rome | Singapore |
| Florence | Taipei |
| Venice | Fukuoka City |
| Bolzano | Tokyo |
| Ravenna | Kobe City |
| Varese | Kyoto |
| Verona | Nagoya |
|  | Seoul |
| SPAZIO A | Pusan |
| Florence | Kaoshiung |
| Venice | Daegu |



## Main economic-financial data

|  |  | I Q | I Q |
| :--- | :--- | ---: | ---: |
| Total revenues | (Values in millions of EUR) | 2009 | 2010 |
| Gross operating margin (EBITDA) | (Values in millions of EUR) | 73.7 |  |
| Net operating profit/(loss) (EBIT) | (Values in millions of EUR) | 3.9 | 1.3 |
| Profit/(loss) before taxes | (Values in millions of EUR) | 1.5 |  |
| Net profit/(loss) for the Group | (Values in millions of EUR) | -1.9 |  |
| Basic earnings per share | (Values in units of EUR) | -2.2 |  |
| Cash Flow (net result + depreciation) | (Values in millions of EUR) | -0.3 | -1.7 |
| Cash Flow/total revenues | Ratio | -0.003 | -0.017 |


|  |  |  |  |  |  |
| :--- | :--- | ---: | ---: | ---: | ---: |
|  |  | 31 December | 31 March | 31 December | 31 March |
| Net capital invested | (Values in millions of EUR) | 2008 | 2009 | 2009 |  |
| Net financial indebtedness | (Values in millions of EUR) | 202.8 | 276.4 | 258.2 |  |
| Group net equity | (Values in millions of EUR) | 266.8 | 81.2 | 87.7 | 95.5 |
| Group net equity per share | (Values in units of EUR) | 165.0 | 164.4 | 143.2 | 141.3 |
| Current assets/Current liabilities | Ratio | 1.5 | 1.5 | 1.3 | 1.3 |
| Current assets less invent./Current liabilities (ACID Test) | Ratio | 1.9 | 2.2 | 2.1 | 2.3 |
| Net financial indebtedness/Net equity | Ratio | 1.0 | 1.2 | 1.0 | 1.2 |

## Financial statements

## Income statement at 31 March

| (Values in units of EUR) Notes | $\begin{array}{r} 1 Q \\ 2010 \end{array}$ |  | $\begin{array}{r} \text { IQ } \\ 2009 \end{array}$ | \% on <br> revenues | Change | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUES FROM SALES AND SERVICES (1) | 61,284,202 | 100.0\% | 72,294,248 | 100.0\% | -11,010,046 | -15.2\% |
| Other revenues and income | 2,288,455 | 3.7\% | 1,431,687 | 2.0\% | 856,768 | 59.8\% |
| TOTAL REVENUES | 63,572,657 | 103.7\% | 73,725,935 | 102.0\% | -10,153,278 | -13.8\% |
| Changes in inventory of work in process, semi-finished, finished goods | -5,693,868 | -9.3\% | -1,975,645 | -2.7\% | -3,718,223 | 188.2\% |
| Costs of raw materials, cons. and goods for resale | -14,193,574 | -23.2\% | -19,884,110 | -27.5\% | 5,690,536 | -28.6\% |
| Costs of services | -18,848,176 | -30.8\% | -23,881,168 | -33.0\% | 5,032,992 | -21.1\% |
| Costs for use of third parties assets | -5,440,244 | -8.9\% | -5,153,223 | -7.1\% | -287,021 | 5.6\% |
| Labour costs | -16,120,528 | -26.3\% | -17,273,312 | -23.9\% | 1,152,784 | -6.7\% |
| Other operating expenses | -1,745,618 | -2.8\% | -1,700,965 | -2.4\% | -44,653 | 2.6\% |
| Total Operating Costs | -62,042,008 | -101.2\% | -69,868,423 | -96.6\% | 7,826,415 | -11.2\% |
| GROSS OPERATING MARGIN (EBITDA) (2) | 1,530,649 | 2.5\% | 3,857,512 | 5.3\% | -2,326,863 | -60.3\% |
| Amortisation of intangible fixed assets | -1,721,902 | -2.8\% | -901,086 | -1.2\% | -820,816 | 91.1\% |
| Depreciation of tangible fixed assets | -1,705,029 | -2.8\% | -1,648,343 | -2.3\% | -56,686 | 3.4\% |
| Revaluations/Write-downs and provisions | -28,813 | 0.0\% | 0 | 0.0\% | -28,813 | n.a. |
| Total Amortisation, write-downs and provisions | -3,455,744 | -5.6\% | -2,549,429 | -3.5\% | -906,315 | 35.5\% |
| NET OPERATING PROFIT/(LOSS) (EBIT) | -1,925,095 | -3.1\% | 1,308,083 | 1.8\% | -3,233,178 | -247.2\% |
| Financial income | 574,712 | 0.9\% | 339,761 | 0.5\% | 234,951 | 69.2\% |
| Financial expenses | -833,058 | -1.4\% | -1,298,779 | -1.8\% | 465,721 | -35.9\% |
| Total Financial Income/(expenses) | -258,346 | -0.4\% | -959,018 | -1.3\% | 700,672 | -73.1\% |
| PROFIT/(LOSS) BEFORE TAXES | -2,183,441 | -3.6\% | 349,065 | 0.5\% | -2,532,506 | -725.5\% |
| Current income taxes | -1,280,309 | -2.1\% | -2,278,845 | -3.2\% | 998,536 | -43.8\% |
| Deferred income/(expenses) taxes | 1,578,444 | 2.6\% | 1,410,636 | 2.0\% | 167,808 | 11.9\% |
| Total Income Taxes | 298,135 | 0.5\% | -868,209 | -1.2\% | 1,166,344 | -134.3\% |
| NET PROFIT/(LOSS) | -1,885,306 | -3.1\% | -519,144 | -0.7\% | -1,366,162 | 263.2\% |
| (Profit)/loss attributable to minority shareholders | 143,307 | 0.2\% | 221,020 | 0.3\% | -77,713 | -35.2\% |
| NET PROFIT/(LOSS) FOR THE GROUP | -1,741,999 | -2.8\% | -298,124 | -0.4\% | -1,443,875 | 484.3\% |

## Reclassified balance sheet



## Cash flow

| (Values in thousands of EUR) | Notes | IQ | FY | IQ |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2009 | 2009 |
| OPENING BALANCE |  | 5,337 | 7,706 | 7,706 |
| Profit before taxes |  | -2,183 | -30,836 | 349 |
| Amortisation / write-downs |  | 3,456 | 13,636 | 2,549 |
| Accrual (+)/availment (-) of long term provisions and post employment benefits |  | -78 | -1,054 | -89 |
| Paid income taxes |  | -1,175 | -1,783 | -1,709 |
| Financial income (-) and financial charges (+) |  | 258 | 3,705 | 959 |
| Change in operating assets and liabilities |  | -7,492 | 5,708 | -12,463 |
| CASH FLOW (ABSORBED)/ GENERATED BY OPERATING ACTIVITY |  | -7,214 | -10,624 | -10,404 |
| Increase (-)/ decrease (+) in intangible fixed assets |  | -45 | 1,142 | -363 |
| Increase (-)/ decrease (+) in tangible fixed assets |  | -2,333 | -4,999 | -2,441 |
| Investments and write-downs (-)/ Disinvestments and revaluations (+) |  | 2,414 | -362 | 0 |
| CASH FLOW (ABSORBED)/ GENERATED BY INVESTING ACTIVITY |  | 36 | -4,219 | -2,804 |
| Other variations in reserves and profits carried-forward of shareholders'equity |  | -176 | -1,030 | -291 |
| Dividends paid |  | 0 | -710 | 0 |
| Proceeds (+)/ repayment (-) of financial payments |  | 8,510 | 18,494 | 15,385 |
| Increase (-)/ decrease (+) in long term financial receivables |  | -180 | -575 | 36 |
| Financial income (+) and financial charges (-) |  | -258 | -3,705 | -959 |
| CASH FLOW (ABSORBED)/GENERATED BY FINANCING ACTIVITY |  | 7,896 | 12,474 | 14,171 |
| CLOSING BALANCE |  | 6,055 | 5,337 | 8,669 |

## Changes in shareholders' equity

| (Values in thousands of EUR) |  | Share premium reserve |  |  | $\begin{aligned} & 0 \\ & \vdots \\ & 0 \\ & 0 \\ & 0 \\ & \vdots \\ & \vdots \end{aligned}$ |  | Net profit/(loss) for the Group | Translation reserve |  |  |  |  | Total shareholders' equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCES AT 31 December 2008 | 25,767 | 71,796 | 31,795 | 7,901 | 11,459 | 10,236 | 7,676 | - 1,269 |  | 340 | 165,021 | 30,990 | 196,011 |
| Changes in equity |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Allocation of profit/(loss) year 2008 |  | - |  |  |  | 7,676 | $-7,676$ |  |  |  |  |  |  |
| Dividends paid |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Treasury stock (buy-back)/ sale | 278 | 387 |  |  |  | - | - | - |  |  | 665 | - | 665 |
| Net profit/(loss) 1 quarter 2009 |  |  |  |  |  |  | - 298 | 269 |  | 105 | 76 | 221 | 145 |
| BALANCES AT 31 March 2009 | 25,489 | 71,409 | 31,795 | 7,901 | 11,459 | 17,912 | - 298 | - 1,000 | - | 235 | 164,432 | 30,769 | 195,201 |



## Interim management report

Revenues from sales and services generated in the first three months of 2010 amount to EUR 61,284 thousand, showing a reduction of $15.2 \%$ compared with the same period of the previous year $(-15.1 \%$ at constant exchange rates).

In the first three months of 2010 EBITDA amounts to EUR 1,531 thousand, down $60.3 \%$ compared with EUR 3,858 thousand of the first three months of 2009, representing $2.5 \%$ of consolidated revenues.

During the first quarter of 2010, four new directly operated stores have been opened in Europe and six new franchised retail stores five of which in Asia and one in Europe.

The Group's balance sheet at 31 March 2010 shows a shareholders' equity of EUR 141,275 thousand and an increase in net financial indebtedness from EUR 87,667 thousand at 31 December 2009 to EUR 95,459 thousand at 31 March 2010 as a consequence of the seasonality of the business.

At 31 March 2010 net working capital amounts to EUR 76,014 thousand ( $36.9 \%$ of LTM sales) compared with EUR 67,825 thousand at 31 December 2009 (31.2\% of sales).

Capex realised in the period are mainly related to leasehold improvements.

## Explanatory notes

## Income statement

## 1. Revenues from sales and services

First quarter 2010 vs 2009
In the first quarter of 2010, revenues from sales and services are equal to EUR 61,284 thousand with a decrease of $15.2 \%$ ( $-15.1 \%$ at constant exchange rates) compared with EUR 72,294 thousand in the first quarter of 2009.

The following table details the revenues by geographical area for the first quarters of 2010 and 2009.

| (Values in thousands of EUR) | I Q |  | I Q |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | \% | 2009 | \% | $\Delta$ | \% |
| Italy | 26,164 | 42.7\% | 29,862 | 41.3\% | -3,698 | -12.4\% |
| Europe (Italy and Russia excluded) | 14,750 | 24.1\% | 16,047 | 22.2\% | -1,297 | -8.1\% |
| Russia | 3,087 | 5.0\% | 4,708 | 6.5\% | -1,621 | -34.4\% |
| United States | 4,303 | 7.0\% | 5,456 | 7.5\% | -1,153 | -21.1\% |
| Japan | 5,113 | 8.3\% | 5,107 | 7.1\% | 6 | 0.1\% |
| Rest of the World | 7,867 | 12.9\% | 11,114 | 15.4\% | -3,247 | -29.2\% |
| Total | 61,284 | 100.0\% | 72,294 | 100.0\% | -11,010 | -15.2\% |

Q1 2010 sales in Italy decrease by $12.4 \%$ to EUR 26,164 thousand, contributing to $42.7 \%$ of consolidated sales.

Sales in Europe decrease by $8.1 \%$ ( $-8.3 \%$ at constant exchange rates), contributing to $24.1 \%$ of consolidated sales, while the Russian market records sales equal to EUR 3,087 thousand, contributing to $5.0 \%$ of consolidated sales, with a contraction of $34.4 \%$ (the decrease remains unchanged at constant exchange rates). Sales in the United States are equal to EUR 4,303 thousand, contributing to $7.0 \%$ of consolidated sales, with a decrease of $21.1 \%$ ( $-16.7 \%$ at constant exchange rates). In Japan sales increase by $0.1 \% ~(+0.4 \%$ at constant exchange rates) to EUR 5,113 thousand, contributing to $8.3 \%$ of consolidated sales.

In the Rest of the World, sales are equal to EUR 7,867 thousand with a decrease of $29.2 \%$ ( $-30.6 \%$ at constant exchange rates) and a contribution of $12.9 \%$ of consolidated sales.

The following table details the revenues by brand for the first quarters of 2010 and 2009.

| (Values in thousands of EUR) | I Q |  | I Q |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | \% | 2009 | \% | $\Delta$ | \% |
| Alberta Ferretti | 12,971 | 21.2\% | 14,570 | 20.2\% | -1,599 | -11.0\% |
| Moschino | 34,430 | 56.2\% | 35,711 | 49.4\% | -1,281 | -3.6\% |
| Pollini | 7,449 | 12.2\% | 11,496 | 15.9\% | -4,047 | -35.2\% |
| J.P.Gaultier | 4,411 | 7.2\% | 6,721 | 9.3\% | -2,310 | -34.4\% |
| Other | 2,023 | 3.2\% | 3,796 | 5.2\% | -1,773 | -46.7\% |
| Total | 61,284 | 100.0\% | 72,294 | 100.0\% | -11,010 | -15.2\% |

In the first quarter of 2010, Alberta Ferretti brand decreases by $11.0 \%$ ( $-10.5 \%$ at constant exchange rates), generating $21.2 \%$ of consolidated sales.

In the same period, Moschino brand sales decrease by $3.6 \%$ ( $-3.7 \%$ at constant exchange rates) contributing to $56.2 \%$ of consolidated sales.

Pollini brand decreases by $35.2 \%$ ( $-35.2 \%$ at constant exchange rates), generating $12.2 \%$ of consolidated sales, while brand under licence JP Gaultier decreases by $34.4 \%$ ( $-33.8 \%$ at constant exchange rates) contributing to $7.2 \%$ of consolidated sales.
The other brands sales decrease by $46.7 \%$ ( $-46.6 \%$ at constant exchange rates) contributing to $3.2 \%$ of consolidated sales.

The following table details the revenues by distribution channel for the first quarters of 2010 and 2009.

| (Values in thousands of EUR) | I Q |  | I Q | Change |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 2010 | $\%$ | 2009 | $\%$ | $\Delta$ |  |
| Wholesale | 41,630 | $67.9 \%$ | 53,095 | $73.4 \%$ | $-11,465$ | $-21.6 \%$ |
| Retail | 15,694 | $25.6 \%$ | 14,363 | $19.9 \%$ | 1,331 | $9.3 \%$ |
| Royalties | 3,960 | $6.5 \%$ | 4,836 | $6.7 \%$ | -876 | $-18.1 \%$ |
| Total | $\mathbf{6 1 , 2 8 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{7 2 , 2 9 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{- 1 1 , 0 1 0}$ | $\mathbf{- 1 5 . 2 \%}$ |

By distribution channel in the first quarter of 2010, wholesale sales decrease by $21.6 \%$ ( $-21.2 \%$ at constant exchange rates) contributing to $67.9 \%$ of consolidated sales.

Sales of our directly-operated stores (retail channel) amount to EUR 15,694 thousand with an increase of $9.3 \%$ (+8.2\% at constant exchange rates) contributing to $25.6 \%$ of consolidated sales.

Royalty income is $18.1 \%$ lower than in the corresponding period of the previous year, representing $6.5 \%$ of consolidated sales.

The following table details the revenues by own brand and brand under license for the first quarters of 2010 and 2009.

| (Values in thousands of EUR) | I Q |  | I Q |  | Change |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | 2010 | $\%$ | 2009 | $\%$ | $\Delta$ |
| Own brands | 54,850 | $89.5 \%$ | 61,868 | $85.6 \%$ | $-7,018$ |
| Brands under license | 6,434 | $10.5 \%$ | 10,426 | $14.4 \%$ | $-11.3 \%$ |
| Total | $\mathbf{6 1 , 2 8 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{7 2 , 2 9 4}$ | $\mathbf{1 0 0 . 0 \%}$ | $-3,992$ |

Revenues generated by own brands decrease in absolute value by EUR 7,018 thousand (-11.3\% compared with the previous year), with an incidence on total revenues which increases from $85.6 \%$ in the first quarter of 2009 to $89.5 \%$ in the first quarter of 2010.

## 2. Gross Operating Margin (EBITDA)

## First quarter 2010 vs 2009

In the first quarter 2010 consolidated EBITDA is equal to EUR 1,531 thousand, down $60 \%$ compared to EUR 3,858 thousand in the first quarter 2009, with a $2.5 \%$ margin on sales.
Profitability has been negatively affected by the slowdown in revenues, thus increasing the percentage of operating costs of the Group and in particular of the footwear and leather goods Division, for which, the first quarter of the year has not benefited from the CIS procedure (Extraordinary Profit Redundancy) that has started in April and regards part of the internal production.

The Group continues to be highly focused on pursuing actions to improve efficiency and to reduce operating costs in both divisions, with particular attention to research and development costs, prototype costs and more in general to labour costs.

## 3. Net profit for the Group

## First quarter 2010 vs 2009

In the first quarter 2010 Group records a net loss of EUR 1,742 thousand, compared to a net loss of EUR 298 thousand in the first quarter 2009.

Such difference also includes EUR 707 thousand deriving from the change in accounting estimates of the key money useful life from indefinite to finite. The change has been accounted in accordance with IAS 8 and, in details, key money have been amortised on a systematic basis over their residual term of lease.

Financial expenses decrease from EUR 959 thousand to EUR 258 thousand for the combined effect of the reduction of the average interest rate compared with the first quarter 2009 and of the foreign exchange gains following the strengthen of some currency, used by the Group, compared to the values at 31 December 2009.

## 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.

First quarter 2010 vs 2009
The following tables indicate the main economic data for the first quarter of 2010 and 2009 of the Prêt-à porter and Footwear and leather goods Divisions.

| (Values in thousands of EUR) $\text { I Q } 2010$ | Prêt-à porter Division | Footwear and leather goods Division | Elimination of intercompany transactions | Total |
| :---: | :---: | :---: | :---: | :---: |
| SECTOR REVENUES | 51,170 | 13,101 | -2,987 | 61,284 |
| Intercompany revenues | -939 | -2,048 | 2,987 | 0 |
| Revenues with third parties | 50,231 | 11,053 | - | 61,284 |
| Gross operating margin (EBITDA) | 3,529 | -1,998 | - | 1,531 |
| Amortisation | -2,484 | -943 | - | -3,427 |
| Other non monetary items: |  |  |  |  |
| Write-downs | -15 | -14 | - | -29 |
| Net operating profit / loss (EBIT) | 1,030 | -2,955 | - | -1,925 |
| Financial income | 586 | 38 | -49 | 575 |
| Financial expenses | -699 | -183 | 49 | -833 |
| Profit / loss before taxes | 917 | -3,100 | - | -2,183 |
| Income taxes | -512 | 810 | - | 298 |
| Net profit / loss | 405 | -2,290 | - | -1,885 |


| (Values in thousands of EUR) $\text { I Q } 2009$ | Prêt-à porter Division | Footwear and leather goods Division | Elimination of intercompany transactions | Total |
| :---: | :---: | :---: | :---: | :---: |
| SECTOR REVENUES | 57,900 | 18,324 | -3,930 | 72,294 |
| Intercompany revenues | -926 | -3,004 | 3,930 | 0 |
| Revenues with third parties | 56,974 | 15,320 | - | 72,294 |
| Gross operating margin (EBITDA) | 4,769 | -911 | - | 3,858 |
| Amortisation | -2,019 | -531 | - | -2,550 |
| Other non monetary items: |  |  |  |  |
| Write-downs | 0 | 0 | - | 0 |
| Net operating profit / loss (EBIT) | 2,750 | -1,442 | - | 1,308 |
| Financial income | 428 | 45 | -133 | 340 |
| Financial expenses | -1,036 | -396 | 133 | -1,299 |
| Profit / loss before taxes | 2,142 | -1,793 | - | 349 |
| Income taxes | -1,291 | 423 | - | -868 |
| Net profit / loss | 851 | -1,370 | - | -519 |

## Prêt-à porter Division

In the first three months, revenues of the prêt-à-porter division decrease by $11.6 \%$ ( $-11.5 \%$ at constant exchange rates) to EUR 51,170 thousand. This division contributes to $76 \%$ of consolidated revenues in the first quarter of 2009 and $79.6 \%$ in the first quarter of 2010, before inter-divisional eliminations.

EBITDA of the prêt-à-porter division is EUR 3,529 thousand in the first quarter of 2010 with a decrease of 26\% compared to EUR 4,769 thousand in the first quarter of 2009 and a $6.9 \%$ margin on sales.

## Footwear and leather goods Division

Revenues of the footwear and leather goods division decrease by $28.5 \%$ from EUR 18,324 thousand in the first quarter of 2009 to EUR 13,101 thousand in the first quarter of 2010.

The EBITDA of the footwear and leather goods division decreases from EUR -911 thousand in the first quarter of 2009 to EUR -1,988 thousand in the first quarter of 2010.

## Balance sheet

## 4. Net working capital

At 31 March 2010 net working capital amounts to EUR 76,014 thousand ( $36.9 \%$ of LTM sales) compared to EUR 67,825 thousand at 31 December 2009 ( $31.2 \%$ of sales); the increase in the percentage on sales is mainly related to the seasonality of the business.

## 5. Fixed assets

The change in fixed assets, that decrease from EUR 236,435 thousand at 31 December 2009 to EUR 235,567 thousand at 31 March 2010, is mainly determined by the depreciation of the period (EUR 3,427 thousand) only partially compensated by the investments of the quarter for EUR 2,378 thousand. Capex realised in the period are mainly related to leasehold improvements.

## 6. Shareholders' equity

The balance sheet shows a shareholder's equity that decreases from EUR 170,494 thousand at 31 December 2009 to EUR 168,433 thousand at 31 March 2010.

Changes in shareholders' equity are presented in tables at page 13.

## 7. Net financial position

The net financial indebtedness increases by EUR 7,792 thousand, from EUR 87,667 thousand at 31 December 2009 to EUR 95,459 thousand at 31 March 2010, due to the increase in net working capital and to the result of the period.

## Other information

## Earnings per share

Basic earnings per share:

| (Values in thousands of EUR) | 31 March | 31 March |
| :--- | ---: | ---: |
| Consolidated earnings/(losses) tor the period tor the shareholders ot the Parent | 2010 | 2009 |
| Company | $-1,742$ | -298 |
| Weighted average number of oustabding shares | 101,486 | 105,095 |
| Basic earnings per share | $\mathbf{- 0 . 0 1 7}$ | $\mathbf{- 0 . 0 0 3}$ |

## Measurement basis

The main accounting policies and measurement basis adopted in preparing the consolidated financial statements at 31 March 2010 are the same used in preparing the consolidated financial statements at 31 December 2009.

## Significant events subsequent the balance sheet date

After the 31 March 2010 no significant events regarding the Group's activities have to be reported.

## Outlook

Even though the wholesale channel remains difficult, affected by orders collected in the third quarter 2009 when the macroeconomic situation was very uncertain, the first quarter 2010 has confirmed signs of recovery that begun to glimpse at the end of last year, especially in the retail channel which posted a $8 \%$ growth compared to the first quarter of 2009. Based on the results of the recent weeks and of the orders' backlog for Autumn/Winter 2010, we believe the improving trend should continue in the second half of the year. Nevertheless, given the high uncertainty in the macroeconomic environment, AEFFE management continues to be highly focused on pursuing actions to improve efficiency and to reduce operating costs, with benefits already showing in the first quarter of 2010 and having a greater impact during the year.

## Atypical and/or unusual transactions

Pursuant to Consob communication n. DEM/6064296 dated 28 July 2006, it is confirmed that during the first quarter of 2010, the Group did not enter into any atypical and/or unusual transactions, as defined in that communication.

## Significant non-recurring events and transactions

During the first quarters of 2010 and 2009 no non-recurring events or transactions have been realised.

[^0]
[^0]:    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.

