

AFFF

INTERIM FINANCIAL STATEMENT AT 30 SEPTEMBER 2014

Disclaimer

This Interim financial statement at 30 September 2014 has been translated into English solely for the convenience of the International reader. In the event of conflict or inconsistency between the terms used in the Italian Version of the report and the English version, the Italian version shall prevail, as the Italian version constitutes the official document.

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Corporate Boards of the Parent Company

Chairman

Massimo Ferretti

All

Board of Directors

Deputy Chairman

Alberta Ferretti

Chief Executive Officer

Simone Badioli

Directors

Marcello Tassinari – Managing Director Roberto Lugano Pierfrancesco Giustiniani Marco Salomoni Sabrina Borocci

President

Pier Francesco Sportoletti

Statutory Auditors

Fernando Ciotti Daniela Saitta

Alternate Auditors

Barbara Ceppellini Luca Sapucci

Board of Statutory Auditors

Board of Compensation Committee

Board of Internal Control Committee

President

Sabrina Borocci

Members

Roberto Lugano

Pierfrancesco Giustiniani

President

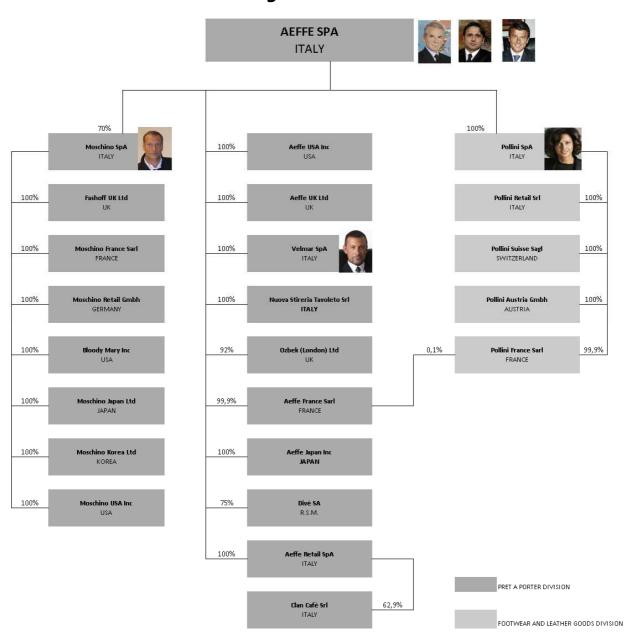
Roberto Lugano

Members

Sabrina Borocci

Pierfrancesco Giustiniani

Organisation chart



Brands portfolio

AEFFE

Clothing - Accessories

ALBERTA FERRETTI PHILOSOPHY

MOSCHINO.

emanuel ungaro CEDRIC CHARLIER

POLLINI

MOSCHINO

Licences - Design

VELMAR

POLLINI

STUDIO POLLINI

MOSCHINO.

MOSCHINO,

LOVE Moschino

MOSCHINO.

LOVE Moschino

MOSCHINO.

blugirl blugirl

Folies

Headquarters

AEFFE

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

MOSCHINO

Via San Gregorio, 28 20124 - Milan Italy

POLLINI

Via Erbosa I° tratto, 92 47030 - Gatteo (FC) Italy

VELMAR

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



Showrooms

MILAN

(FERRETTI - POLLINI – CEDRIC CHARLIER – UNGARO) Via Donizetti, 48 20122 - Milan Italy

LONDON

(FERRETTI - MOSCHINO) 28-29 Conduit Street W1S 2YB - London UK

PARIS

(FERRETTI - MOSCHINO - POLLINI - CEDRIC CHARLIER)
6, Rue Caffarelli
75003 - Paris
France

NEW YORK

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

MILAN

(MOSCHINO) Via San Gregorio, 28 20124 - Milan Italy

MILAN

(LOVE MOSCHINO) Via Settembrini, 1 20124 - Milan Italy

PARIS

(UNGARO) 2, Avenue Montaigne 75008 - Paris France



Main flagshipstore locations under direct management

ALBERTA FERRETTI

Milan Rome Capri Paris London Los Angeles

POLLINI

Milan Venice Bolzano Varese Verona

SPAZIO A

Florence Venice

MOSCHINO

Milan Rome Capri Paris London Berlin Seoul Pusan Daegu



Main economic-financial data

		9 M	9 M
		2013	2014
Total revenues	(Values in millions of EUR)	196.9	196.1
Gross operating margin (EBITDA)	(Values in millions of EUR)	16.3	22.6
Net operating profit (EBIT)	(Values in millions of EUR)	6.8	12.7
Profit before taxes	(Values in millions of EUR)	1.6	7.6
Net profit for the Group	(Values in millions of EUR)	-2.3	2.5
Basic earnings per share	(Values in units of EUR)	-0.023	0.024
Cash Flow (net profit + depreciation)	(Values in millions of EUR)	8.0	8.0
Cash Flow/Total revenues	Ratio	4.1	4.1

		31 December	30 September	31 December	30 September
		2012	2013	2013	2014
Net capital invested	(Values in millions of EUR)	233.8	241.2	232.0	238.3
Net financial indebtedness	(Values in millions of EUR)	87.9	96.9	88.6	90.2
Group net equity	(Values in millions of EUR)	130.4	127.9	126.8	130.5
Group net equity per share	(Values in units of EUR)	1.2	1.2	1.2	1.2
Current assets/Current liabilities	Ratio	2.2	2.5	2.2	2.5
Current assets less invent./Current liabilities (ACID Test)	Ratio	1.0	1.2	1.0	1.2
Net financial indebtedness/Net equity	Ratio	0.6	0.7	0.6	0.6

Financial statements

Income statement at 30 September

(Values in units of EUR)	Notes	9 M	% on	9 M	% on	Change	%
		2014	revenues	2013	revenues		
REVENUES FROM SALES AND SERVICES	(1)	192,942,277	100.0%	193,297,620	100.0%	-355,343	-0.2%
Other revenues and income		3,196,071	1.7%	3,569,948	1.8%	-373,877	-10.5%
TOTAL REVENUES		196,138,348	101.7%	196,867,568	101.8%	-729,220	-0.4%
Changes in inventory		4,952,688	2.6%	338,011	0.2%	4,614,677	1365.2%
Costs of raw materials, cons. and goods for resale		-65,547,910	-34.0%	-60,884,836	-31.5%	-4,663,074	7.7%
Costs of services		-50,096,304	-26.0%	-50,461,447	-26.1%	365,143	-0.7%
Costs for use of third parties assets		-15,959,515	-8.3%	-19,001,052	-9.8%	3,041,537	-16.0%
Labour costs		-43,799,417	-22.7%	-47,264,312	-24.5%	3,464,895	-7.3%
Other operating expenses		-3,057,696	-1.6%	-3,334,096	-1.7%	276,400	-8.3%
Total Operating Costs		-173,508,154	-89.9%	-180,607,732	-93.4%	7,099,578	-3.9%
GROSS OPERATING MARGIN (EBITDA)	(2)	22,630,194	11.7%	16,259,836	8.4%	6,370,358	39.2%
Amortisation of intangible fixed assets		-5,203,756	-2.7%	-5,311,432	-2.7%	107,676	-2.0%
Depreciation of tangible fixed assets		-3,956,180	-2.1%	-4,129,828	-2.1%	173,648	-4.2%
Revaluations/(write-downs) and provisions		-723,393	-0.4%	-65,266	0.0%	-658,127	1008.4%
Total Amortisation, write-downs and provisions		-9,883,329	-5.1%	-9,506,526	-4.9%	-376,803	4.0%
NET OPERATING PROFIT/LOSS (EBIT)		12,746,865	6.6%	6,753,310	3.5%	5,993,555	88.7%
Financial income		374,394	0.2%	166,883	0.1%	207,511	124.3%
Financial expenses		-5,485,405	-2.8%	-5,274,090	-2.7%	-211,315	4.0%
Total Financial Income/(expenses)		-5,111,011	-2.6%	-5,107,207	-2.6%	-3,804	0.1%
PROFIT/LOSS BEFORE TAXES		7,635,854	4.0%	1,646,103	0.9%	5,989,751	363.9%
Taxes		-4,187,526	-2.2%	-3,113,092	-1.6%	-1,074,434	34.5%
NET PROFIT/LOSS		3,448,328	1.8%	-1,466,989	-0.8%	4,915,317	-335.1%
(Profit)/loss attributable to minority shareholders		-966,820	-0.5%	-863,563	-0.4%	-103,257	12.0%
NET PROFIT/LOSS FOR THE GROUP	(3)	2,481,508	1.3%	-2,330,552	-1.2%	4,812,060	-206.5%

Income statement for the third quarter

(Values in units of EUR)	Notes	III Q	% on	III Q	% on	Change	%
		2014	revenues	2013	revenues		
REVENUES FROM SALES AND SERVICES	(1)	71,877,344	100.0%	70,378,361	100.0%	1,498,983	2.1%
Other revenues and income		1,170,314	1.6%	660,260	0.9%	510,054	77.3%
TOTAL REVENUES		73,047,658	101.6%	71,038,621	100.9%	2,009,037	2.8%
Changes in inventory		-840,394	-1.2%	-4,145,786	-5.9%	3,305,392	-79.7%
Costs of raw materials, cons. and goods for resale		-22,905,418	-31.9%	-17,709,777	-25.2%	-5,195,641	29.3%
Costs of services		-18,082,992	-25.2%	-17,374,469	-24.7%	-708,523	4.1%
Costs for use of third parties assets		-5,504,076	-7.7%	-6,442,114	-9.2%	938,038	-14.6%
Labour costs		-14,593,898	-20.3%	-15,865,022	-22.5%	1,271,124	-8.0%
Other operating expenses		-1,060,957	-1.5%	-576,141	-0.8%	-484,816	84.1%
Total Operating Costs		-62,987,735	-87.6%	-62,113,309	-88.3%	-874,426	1.4%
GROSS OPERATING MARGIN (EBITDA)	(2)	10,059,923	14.0%	8,925,312	12.7%	1,134,611	12.7%
Amortisation of intangible fixed assets		-1,775,334	-2.5%	-1,753,079	-2.5%	-22,255	1.3%
Depreciation of tangible fixed assets		-1,343,949	-1.9%	-1,424,149	-2.0%	80,200	-5.6%
Revaluations/(write-downs) and provisions		-476,306	-0.7%	-22,446	0.0%	-453,860	2022.0%
Total Amortisation, write-downs and provisions		-3,595,589	-5.0%	-3,199,674	-4.5%	-395,915	12.4%
NET OPERATING PROFIT/LOSS (EBIT)		6,464,334	9.0%	5,725,638	8.1%	738,696	12.9%
Financial income		253,853	0.4%	49,425	0.1%	204,428	413.6%
Financial expenses		-1,827,877	-2.5%	-1,916,163	-2.7%	88,286	-4.6%
Total Financial Income/(expenses)		-1,574,024	-2.2%	-1,866,738	-2.7%	292,714	-15.7%
PROFIT/LOSS BEFORE TAXES		4,890,310	6.8%	3,858,900	5.5%	1,031,410	26.7%
Taxes		-2,092,031	-2.9%	-2,025,792	-2.9%	-66,239	3.3%
NET PROFIT/LOSS		2,798,279	3.9%	1,833,108	2.6%	965,171	52.7%
(Profit)/loss attributable to minority shareholders		-467,085	-0.6%	-461,785	-0.7%	-5,300	1.1%
NET PROFIT/LOSS FOR THE GROUP	(3)	2,331,194	3.2%	1,371,323	1.9%	959,871	70.0%

Reclassified balance sheet

Values in units of EUR)	Notes	30 settembre	31 dicembre	30 settembre
		2014	2013	2013
Trade receivables		45,532,343	35,796,691	41,658,038
Stocks and inventories		79,115,769	74,085,293	74,253,049
Trade payables		-43,514,050	-45,448,082	-38,079,393
Operating net working capital	(4)	81,134,062	64,433,902	77,831,694
Other short term receivables		21,873,831	23,311,361	22,938,437
Tax receivables		6,469,688	7,159,456	7,432,582
Other short term liabilities		-15,913,026	-14,430,223	-16,382,09
Tax payables		-3,011,852	-4,045,012	-3,354,552
Net working capital		90,552,703	76,429,484	88,466,070
Tangible fixed assets		63,279,075	64,554,791	65,798,45
Intangible fixed assets		128,556,798	132,788,262	133,641,689
Equity investments		30,252	30,252	30,25
Other fixed assets		4,496,134	4,793,840	2,470,718
Fixed assets	(5)	196,362,259	202,167,145	201,941,113
Post employment benefits		-7,003,259	-7,535,522	-8,348,118
Provisions		-1,736,583	-1,166,839	-823,76
Assets available for sale		436,885	516,885	436,88
Liabilities available for sale		-	-329,200	
Long term not financial liabilities		-14,080,132	-14,045,132	-14,045,13
Deferred tax assets		11,050,999	13,156,227	11,159,71
Deferred tax liabilities		-37,275,755	-37,173,257	-37,586,88
NET CAPITAL INVESTED		238,307,117	232,019,791	241,199,887
Share capital		25,371,407	25,371,407	25,371,40
Other reserves		114,805,074	118,800,400	119,103,73
Profits/(Losses) carried-forward		-12,112,826	-14,199,499	-14,199,480
Profit/(Loss) of the period		2,481,508	-3,197,728	-2,330,552
Group interest in shareholders' equity		130,545,163	126,774,580	127,945,114
Minority interests in shareholders' equity		17,611,136	16,644,316	16,401,29
Total shareholders' equity	(6)	148,156,299	143,418,896	144,346,410
Short term financial receivables		-1,000,000	-1,000,000	
Cash		-6,368,388	-7,524,153	-4,617,44
Long term financial liabilities		13,582,347	15,559,284	3,328,44
Long term financial receivables		-1,622,586	-1,574,143	-2,628,65
Short term financial liabilities		85,559,445	83,139,907	100,771,13
NET FINANCIAL POSITION	(7)	90,150,818	88,600,895	96,853,477

Cash flow

(Values in thousands of EUR)	Notes	9 M	9 M
		2014	2013
OPENING BALANCE		7,524	5,362
Profit / loss before taxes		7,636	1,646
Amortisation / write-downs		9,160	9,439
Accrual (+) / availment (-) of long term provisions and post employment benefits		-258	-926
Paid income taxes		-3,013	-3,170
Financial income (-) and financial charges (+)		5,111	5,107
Change in operating assets and liabilities		-13,089	-10,578
CASH FLOW (ABSORBED) / GENERATED BY OPERATING ACTIVITY		5,547	1,518
Increase (-) / decrease (+) in intangible fixed assets		-972	-880
Increase (-) / decrease (+) in tangible fixed assets		-2,601	-4,535
Investments and write-downs (-)/ Disinvestments and revaluations (+)		0	0
CASH FLOW (ABSORBED) / GENERATED BY INVESTING ACTIVITY		-3,573	-5,415
Other variations in reserves and profits carried-forward of shareholders'equity		1,289	-83
Dividends paid		0	0
Increase (+) / decrease (-) of financial liabilities		443	5,628
Increase (-) / decrease (+) of financial receivables		249	2,714
Financial income (+) and financial charges (-)		-5,111	-5,107
CASH FLOW (ABSORBED) / GENERATED BY FINANCING ACTIVITY		-3,130	3,152
CLOSING BALANCE		6,368	4,617

Changes in shareholders' equity

(Values in thousands of EUR) BALANCES AT 1 January 2013	Share capital	Share premium reserve	Other reserves	106' 106' Fair Value reserve	IAS reserve	Profits/(Losses) carried- forward	Reamisurement of defined benefit plans reserve	Net profit / loss for the Group	Translation reserve	Group interest in shareholders' equity	Minority interests in shareholders' equity	Total shareholders' equity
		,							•			
Allocation of 31/12/12 profit/(loss)	-	-	1,160	-	-	- 4,188	-	3,028	-	-	-	-
Dividends paid	-	-	-	-	-	-	-	-	-	-	-	-
Treasury stock (buy-back)/ sale	-	-	-	-	-	-	-	-	-	-	-	-
Total comprehensive income/(loss) at 30/09/13	-	-	-	-	-	-	-	- 2,331	- 83	- 2,414	863	- 1,551
Other changes	-	-	-	-	-	-	-	-	-	-	-	-
BALANCES AT 30 September 2013	25,371	71,240	31,765	7,901	11,459	- 14,198	- 1,039	- 2,331	- 2,223	127,945	16,401	144,346
(Values in thousands of EUR)	Share capital	Share premium reserve	Other reserves	Fair Value reserve	IAS reserve	Profits/(Losses) carried- forward	Reamisurement of defined benefit plans reserve	Net profit / loss for the Group	Translation reserve	Group interest in shareholders' equity	Minority interests in shareholders' equity	Total shareholders' equity
(Values in thousands of EUR) BALANCES AT 1 January 2014	Share capital	Share premium reserve	92.79 Sar 1940	Fair Value reserve	22-35-35-35-35-35-35-35-35-35-35-35-35-35-	Profits/(Losses) carried-forward			Translation reserve	Group interest in shareholders' equity	Minority interests in shareholders' equity	Total shareholders' equity
	Share					-				•	vi vi	
BALANCES AT 1 January 2014	Share		31,765			- 14,198		- 3,198		•	vi vi	
BALANCES AT 1 January 2014 Allocation of 31/12/13 profit/(loss)	Share		31,765			- 14,198		- 3,198		•	vi vi	
BALANCES AT 1 January 2014 Allocation of 31/12/13 profit/(loss) Dividends paid	Share		31,765			- 14,198		- 3,198		•	vi vi	
Allocation of 31/12/13 profit/(loss) Dividends paid Treasury stock (buy-back)/ sale	Share		31,765			- 14,198		- 3,198	- 2,733	126,774	16,644	143,418 - - -

Interim management report

In the first nine months of 2014, revenues from sales and services are equal to EUR 192,942 thousand with a decrease of 0.2%, both at current and constant exchange rates, compared to EUR 193,298 thousand in the first nine months of 2013. It should be noted that consolidated revenues would have increased by 7.0% at constant exchange rates, net of the effects of already terminated licenses and the reorganization of the Japanese distribution network, currently managed exclusively through the wholesale channel.

In the first nine months of 2014, EBITDA is positive for EUR 22,630 thousand (with an incidence of 11.7% of consolidated sales), compared to EUR 16,260 thousand in the first nine months of 2013 (with an incidence of 8.4% of consolidated sales). The growth was significantly driven by the positive effects resulting from the lower incidence of the operating costs thanks to the policies of rationalization and efficiency improvement implemented at Group level. The improvement in profitability has involved both divisions.

EBITDA of the *prêt-à-porter* division is equal to EUR 17,147 thousand in the first nine months of 2014 (representing 11.6% of consolidated sales) compared to an EBITDA of EUR 14,417 thousand in the first nine months of 2013 (representing 9.6% of consolidated sales), showing an increase of EUR 2,730 thousand.

The EBITDA of the footwear and leather goods division records an improvement increasing from EUR 1,843 thousand in the first nine months of 2013 (representing 3.3% of consolidated sales) to EUR 5,483 thousand in the first nine months of 2014 (representing 8.6% of consolidated sales).

Consolidated EBIT amounts to EUR 12,747 thousand, showing an improvement of EUR 5,994 thousand compared to an EBIT of EUR 6,753 thousand in the first nine months of 2013.

In the first nine months of 2014 Group records a net profits of EUR 2,482 thousand showing a progress of EUR 4,813 thousand compared to a net loss of EUR 2,331 thousand in the first nine months of 2013.

The balance sheet at 30 September 2014 shows a shareholders' equity of EUR 148,156 thousand and a net financial indebtedness of EUR 90,151 thousand in clear drop compared to EUR 96,853 thousand at 30 September 2013 and in progress of EUR 1,550 thousand compared to EUR 88,601 thousand at 31 December 2013 mainly for the seasonality of the business.

At 30 September 2014, net working capital amounts to EUR 90,553 thousand (36.1% of LTM sales) compared to EUR 76,429 thousand at 31 December 2013 (30.4% of sales) and to EUR 88,466 thousand (35.6% of LTM sales) at 30 September 2013; the increase of net working capital's incidence on sales is mainly related to the seasonality of the business and to the increase in inventories driven by the growth of orders' backlog both for Autumn/Winter 2014 collections compared to the Autumn/Winter 2013 collections and for the Spring/Summer 2015 compared to the corresponding season of 2014.

Capex realised in the period, for EUR 6,455 thousand, are mainly related to stores' refurbishment and maintenance and the key money paid for the new shops; disinvestments, for EUR 2,882 thousand, mainly referred to the sale of stores.

Explanatory notes

Income statement

1. Revenues from sales and services

Nine months 2014 vs 2013

In the first nine months of 2014, revenues from sales and services are equal to EUR 192,942 thousand with a decrease of 0.2%, both at current and constant exchange rates, compared to EUR 193,298 thousand in the first nine months of 2013. It should be noted that consolidated revenues would have increased by 7.0% at constant exchange rates, net of the effects of already terminated licenses and the reorganization of the Japanese distribution network, currently managed exclusively through the wholesale channel.

Sales by brand

Alberta Ferretti Philosophy	16,371 11,811	8.5% 6.1%	15,562 16,453	8.1% 8.5%	-4,642	5.2% -28.2%
Moschino Pollini	121,573 25,636	63.0% 13.3%	114,838 25,474	59.4% 13.2%	6,735 162	5.9% 0.6%
Other	17,551	9.1%	20,971	10.8%	-3,420	-16.3%
Total	192,942	100.0%	193,298	100.0%	-356	-0.2%

In the first nine months of 2014, Alberta Ferretti brand increases by 5.2% (+5.1% at constant exchange rates), generating 8.5% of consolidated sales; while Philosophy brand decreases by 28.2% (-28.2% at constant exchange rates), generating 6.1% of consolidated sales.

In the same period, Moschino brand sales increase by 5.9% (+5.8% at constant exchange rates) contributing to 63.0% of consolidated sales.

Pollini brand increases by 0.6% (+0.6% at constant exchange rates), generating 13.3% of consolidated sales, while the other brands sales decrease by 16.3% (-15.8% at constant exchange rates) contributing to 9.1% of consolidated sales.

Sales by geographical area

Total	192,942	100.0%	193,298	100.0%	-356	-0.2%
Rest of the World	32,396	16.7%	29,115	15.1%	3,281	11.3%
Japan	4,982	2.6%	15,249	7.9%	-10,267	-67.3%
United States	11,364	5.9%	11,293	5.8%	71	0.6%
Russia	13,637	7.1%	15,383	8.0%	-1,746	-11.4%
Europe (Italy and Russia excluded)	42,963	22.3%	39,330	20.3%	3,633	9.2%
Italy	87,600	45.4%	82,928	42.9%	4,672	5.6%
	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	9 M		9 M		Ch	ange

In the first nine months of 2014 sales in Italy register a very positive trend increasing by 5.6% to EUR 87,600 thousand, contributing to 45.4% of consolidated sales. Sales in Europe, that amount to EUR 42,963 thousand, increase by 9.2% (+8.8% at constant exchange rates), contributing to 22.3% of consolidated sales, thanks to a

good recovery across the main markets, while the Russian market records sales equal to EUR 13,637 thousand, contributing to 7.1% of consolidated sales, with a reduction of 11.4% compared to the corresponding period of 2013.

Sales in the United States are equal to EUR 11,364 thousand, contributing to 5.9% of consolidated sales, with an increase of 0.6% (+3.2% at constant exchange rates).

Japanese sales, contributing to 2.6% of consolidated sales, decrease by 67.3%, as a consequence of the reorganization of the local distribution network, effective from the beginning of 2014. Specifically, on the basis of an exclusive distribution and franchise agreement with Woollen Co., Ltd. and Mitsubishi Corporation Fashion Co., Ltd., since the beginning of the year, sales of the collections under the brands Alberta Ferretti, Philosophy, Moschino, Moschino C&C and Love Moschino, are exclusively realized through the wholesale and no longer via retail channel.

In the Rest of the World, sales are equal to EUR 32,396 thousand, contributing to 16.7% of consolidated sales, with an increase of 11.3% (+11.0% at constant exchange rates) compared to the corresponding period of 2013, especially thanks to a good trend in Greater China.

Sales by distribution channel

Total	192,942	100.0%	193,298	100.0%	-356	-0.2%
Royalties	10,753	5.6%	11,474	6.0%	-721	-6.3%
Retail	52,883	27.4%	58,074	30.0%	-5,191	-8.9%
Wholesale	129,306	67.0%	123,750	64.0%	5,556	4.5%
	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	9 M		9 M			Change

By distribution channel in the first nine months of 2014, wholesale sales increase by 4.5% (+4.7% at constant exchange rates) contributing to 67.0% of consolidated sales.

Sales of our directly-operated stores (retail channel) amount to EUR 52,883 thousand with a decrease of 8.9% (-9.3% at constant exchange rates) contributing to 27.4% of consolidated sales.

Royalty income is 6.3% lower than in the corresponding period of the previous year, representing 5.6% of consolidated sales.

Sales by own brands and under licensed brands

Total	192,942	100.0%	193,298	100.0%	-356	-0.2%
Own brands Brands under license	175,391 17,551	90.9%	172,327 20,971	89.2% 10.8%	3,064 -3,420	1.8% -16.3%
0 1 1	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	9 M		9 M			Change

Revenues generated by own brands increase in absolute value by EUR 3,064 thousand, +1.8% compared with the previous period, with an incidence on total revenues which increases from 89.2% in the first nine months of 2013 to 90.9% in the first nine months of 2014.

Third quarter 2014 vs 2013

In the third quarter of 2014, revenues from sales and services are equal to EUR 71,877 thousand with an increase of 2.1% compared with EUR 70,379 thousand in the third quarter of 2013.

Sales by brand

Other	5,864	8.1%	6,896	9.8%	-1,032	-15.0%
Pollini	10,187	14.2%	10,216	14.5%	-29	-0.3%
Moschino	46,232	64.3%	41,641	59.2%	4,591	11.0%
Philosophy	3,580	5.0%	5,473	7.8%	-1,893	-34.6%
Alberta Ferretti	6,014	8.4%	6,153	8.7%	-139	-2.3%
	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	III Q		III Q		Cł	nange

In the third quarter of 2014, Alberta Ferretti brand decreases by 2.3% generating 8.4% of consolidated sales, while Philosophy brand decreases by 34.6% generating 5.0% of consolidated sales.

In the same period, Moschino brand sales increase by 11.0% contributing to 64.3% of consolidated sales.

Pollini brand decreases by 0.3% generating 14.2% of consolidated sales, while the other brands sales decrease by 15.0% contributing to 8.1% of consolidated sales.

Sales by geographical area

Total	71,877	100.0%	70,379	100.0%	1,498	2.1%
Rest of the World	12,477	17.5%	10,472	14.9%	2,005	19.1%
Japan	1,759	2.4%	5,098	7.2%	-3,339	-65.5%
United States	4,264	5.9%	3,569	5.1%	695	19.5%
Russia	4,155	5.8%	5,842	8.3%	-1,687	-28.9%
Europe (Italy and Russia excluded)	14,547	20.2%	15,233	21.6%	-686	-4.5%
Italy	34,675	48.2%	30,165	42.9%	4,510	15.0%
	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	III Q		III Q		Ch	ange

In the third quarter of 2014 sales in Italy increase by 15.0% to EUR 34,675 thousand, contributing to 48.2% of consolidated sales.

Sales in Europe decrease by 4.5% contributing to 20.2% of consolidated sales, while the Russian market records sales equal to EUR 4,155 thousand, contributing to 5.8% of consolidated sales, with a decrease of 28.9%. Sales in the United States are equal to EUR 4,264 thousand, contributing to 5.9% of consolidated sales, with an increase of 19.5%. In Japan sales decrease by 65.5% to EUR 1,759 thousand, contributing to 2.4% of consolidated sales.

In the Rest of the World, sales are equal to EUR 12,477 thousand with an increase of 19.1% and a contribution of 17.5% of consolidated sales.

Sales by distribution channel

Total	71,877	100.0%	70,379	100.0%	1,498	2.1%
Royalties	3,467	4.8%	3,935	5.6%	-468	-11.9%
Retail	18,369	25.6%	19,664	27.9%	-1,295	-6.6%
Wholesale	50,041	69.6%	46,780	66.5%	3,261	7.0%
	2014	%	2013	%	Δ	%
(Values in thousands of EUR)	III Q		III Q			Change

By distribution channel in the third quarter of 2014, wholesale sales increase by 7.0% contributing to 69.6% of consolidated sales.

Sales of our directly-operated stores (retail channel) amount to EUR 18,369 thousand with a decrease of 6.6% contributing to 25.6% of consolidated sales.

Royalty income is 11.9% lower than in the corresponding period of the previous year, representing 4.8% of consolidated sales.

Sales by own brands and under licensed brands

(Values in thousands of EUR)	III Q		III Q			Change
	2014	%	2013	%	Δ	%
Own brands	66,013	91.9%	63,483	90.2%	2,530	4.0%
Brands under license	5,864	8.1%	6,896	9.8%	-1,032	-15.0%
Total	71,877	100.0%	70,379	100.0%	1,498	2.1%

Revenues generated by own brands increase in absolute value by EUR 2,530 thousand, with an incidence on revenues that increases from 90.2% in the third quarter 2013 to 91.9% in the third quarter 2014. Revenues generated by brands under license decrease in absolute value by EUR 1,032 thousand.

2. Gross Operating Margin (EBITDA)

Nine months 2014 vs 2013

In the first nine months of 2014, EBITDA is positive for EUR 22,630 thousand (with an incidence of 11.7% of consolidated sales), compared to EUR 16,260 thousand in the first nine months of 2013 (with an incidence of 8.4% of consolidated sales). The growth was significantly driven by the positive effects resulting from the lower incidence of the operating costs thanks to the policies of rationalization and efficiency improvement implemented at Group level.

Third quarter 2014 vs 2013

In the third quarter of 2014 consolidated EBITDA is EUR 10,060 thousand (with an incidence of 14.0% of consolidated sales), showing an increase of profitability compared to EUR 8,925 thousand in the third quarter of 2013, (with an incidence of 12.7% of consolidated sales).

3. Net profit for the Group

Nine months 2014 vs 2013

In the first nine months of 2014 Group records a net profit of EUR 2,482 thousand showing an increase of EUR 4,813 thousand compared to a net loss of EUR 2,331 thousand in the first nine months of 2013.

Third quarter 2014 vs 2013

In the third quarter of 2014 Group records a net profit of EUR 2,331 thousand showing an increase compared to a net profit of EUR 1,371 thousand in the third quarter of 2013.

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 2014 vs 2013

The following tables indicate the main economic data for the first nine months of 2014 and 2013 of the *Prêt-à porter* and Footwear and leather goods Divisions.

(Values in thousand of EUR)	Prêt-à porter Division	Footwear and leather	Elimination of	Total
9M 2014		goods Division	intercompany	
JIVI 2014			transactions	
SECTOR REVENUES	147,319	63,758	-18,135	192,942
Intercompany revenues	-4,836	-13,299	18,135	-
Revenues with third parties	142,483	50,459	-	192,942
Gross operating margin (EBITDA)	17,147	5,483	-	22,630
Amortisation	-7,027	-2,133	-	-9,160
Other non monetary items:				
Revaluations / write-downs	-609	-114		-723
Net operating profit / loss (EBIT)	9,511	3,236	-	12,747
Financial income	983	9	-618	374
Financial expenses	-4,746	-1,357	618	-5,485
Profit / loss before taxes	5,748	1,888	-	7,636
Income taxes	-3,339	-849	-	-4,188
Net profit / loss	2,409	1,039	-	3,448

(Values in thousand of EUR)	Prêt-à porter Division	Footwear and leather	Elimination of	Total
9M 2013		goods Division	intercompany	
			transactions	
SECTOR REVENUES	150,649	55,356	-12,707	193,298
Intercompany revenues	-4,266	-8,441	12,707	-
Revenues with third parties	146,383	46,915	-	193,298
Gross operating margin (EBITDA)	14,417	1,843	-	16,260
Amortisation	-7,304	-2,138	-	-9,442
Other non monetary items:				
Revaluations / write-downs	0	-65		-65
Net operating profit / loss (EBIT)	7,113	-360	-	6,753
Financial income	726	20	-579	167
Financial expenses	-4,419	-1,434	579	-5,274
Profit / loss before taxes	3,420	-1,774	-	1,646
Income taxes	-3,207	94	-	-3,113
Net profit / loss	213	-1,680	-	-1,467

Third Quarter 2014 vs 2013

The following tables indicate the main economic data for the third quarter of 2014 and 2013 of the *Prêt-à porter* and Footwear and leather goods Divisions.

(Values in thousand of EUR)	Prêt-à porter Division	Footwear and leather	Elimination of	Total
III Q 2014		goods Division	intercompany	
III Q 2014			transactions	
SECTOR REVENUES	52,496	26,029	-6,648	71,877
Intercompany revenues	-2,069	-4,579	6,648	-
Revenues with third parties	50,427	21,450		71,877
Gross operating margin (EBITDA)	6,491	3,569		10,060
Amortisation	-2,408	-712		-3,120
Other non monetary items:				
Revaluations / write-downs	-425	-51		-476
Net operating profit / loss (EBIT)	3,658	2,806		6,464
Financial income	436	-2	-181	253
Financial expenses	-1,578	-430	181	-1,827
Profit / loss before taxes	2,516	2,374		4,890
Income taxes	-1,243	-849		-2,092
Net profit / loss	1,273	1,525		2,798

(Values in thousand of EUR)	Prêt-à porter Division	Footwear and leather	Elimination of	Total
III Q 2013		goods Division	intercompany	
III Q 2013			transactions	
SECTOR REVENUES	52,867	21,666	-4,154	70,379
Intercompany revenues	-1,453	-2,701	4,154	-
Revenues with third parties	51,414	18,965		70,379
Gross operating margin (EBITDA)	6,651	2,274		8,925
Amortisation	-2,462	-716		-3,178
Other non monetary items:				
Revaluations / write-downs	0	-22	-	22
Net operating profit / loss (EBIT)	4,189	1,536		5,725
Financial income	231	11	-192	50
Financial expenses	-1,603	-505	192	-1,916
Profit / loss before taxes	2,817	1,042		3,859
Income taxes	-1,607	-419		-2,026
Net profit / loss	1,210	623		1,833

Prêt-à porter Division

In the first nine months of 2014, revenues of the prêt-à-porter division decrease by 2.2% (-2.2% at constant exchange rates) to EUR 147,319 thousand. This division contributes to 73.1% of consolidated revenues in the first nine months of 2013 and 69.8% in the first nine months of 2014, before inter-divisional eliminations.

EBITDA of the *prêt-à-porter* division is equal to EUR 17,147 thousand in the first nine months of 2014 (representing 11.6% of consolidated sales) compared to an EBITDA of EUR 14,417 thousand in the first nine months of 2013 (representing 9.6% of consolidated sales), showing an increase of EUR 2,730 thousand.

Footwear and leather goods Division

Revenues of the footwear and leather goods division increase by 15.2% from EUR 55,356 thousand in the first nine months of 2013 to EUR 63,758 thousand in the first nine months of 2014.

The EBITDA of the footwear and leather goods division increases from EUR 1,843 thousand in the first nine months of 2013 (representing 3.3% of consolidated sales) to EUR 5,483 thousand in the first nine months of 2014 (representing 8.6% of consolidated sales).

Balance sheet

Compared to 31 December 2013, the balance sheet at 30 September 2014 shows an increase in shareholders' equity from EUR 143,419 thousand to EUR 148,156 thousand.

4. Net working capital

At 30 September 2014, net working capital amounts to EUR 90,553 thousand (36.1% of LTM sales) compared to EUR 76,429 thousand at 31 December 2013 (30.4% of sales) and to EUR 88,466 thousand (35.6% of LTM sales) at 30 September 2013; the increase of net working capital's incidence on sales is mainly related to the seasonality of the business and to the increase in inventories driven by the growth of orders' backlog both for Autumn/Winter 2014 collections compared to the Autumn/Winter 2013 collections and for the Spring/Summer 2015 compared to the corresponding season of 2014.

5. Fixed assets

Capex realised in the period, for EUR 6,455 thousand, are mainly related to stores' refurbishment and maintenance and the key money paid for the new shops; disinvestments, for EUR 2,882 thousand, mainly referred to the sale of stores.

6. Shareholders' equity

Changes in shareholders' equity are presented in tables at page 14.

7. Net financial position

The net financial indebtedness amounts to EUR 90,151 thousand in clear drop compared to EUR 96,853 thousand at 30 September 2013 and in progress of EUR 1,550 thousand compared to EUR 88,601 thousand at 31 December 2013 mainly for the seasonality of the business.

Other information

Earnings per share

Basic earnings per share:

(Values in thousands of EUR)	30 September	30 September
	2014	2013
Consolidated earnings/(losses) for the period for the		
shareholders of the Parent Company	2,482	-2,331
Weighted average number of oustabding shares	101,486	101,486
Basic earnings per share	0.024	-0.023

Accounting policies

The main accounting policies and measurement basis adopted in preparing the consolidated financial statements at 30 September 2014, except for the interpretations and amendments to the accounting principles that have been mandatory since 1 January 2014 and illustrated in the half yearly financial statement at 30 June 2014, are the same used in preparing the consolidated financial statements at 31 December 2013.

Significant events subsequent to the balance sheet date

After the 30 September 2014 no significant events regarding the Group's activities have to be reported.

Outlook

The significant acceleration of the Group is the result of a strategy allowing us to redefine our offer. Choices involving portfolio brands, style and distribution have increased the visibility of our brands and building solid bases for a further future development. This positive view is confirmed by a 15% increase in the orders backlog of the Spring/Summer 2015 collections compared to the last year.

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.