



AERIE

First Half 2010 Results Presentation
30, July 2010

1H 2010 Key Facts

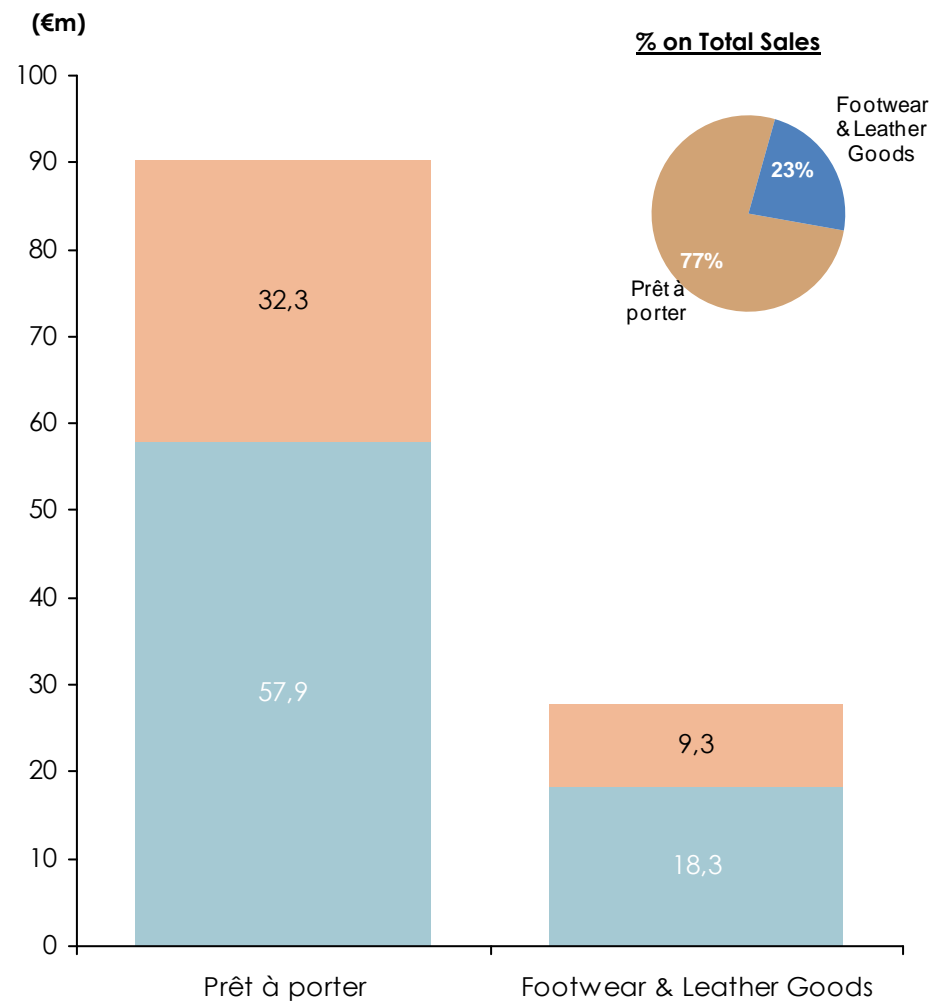
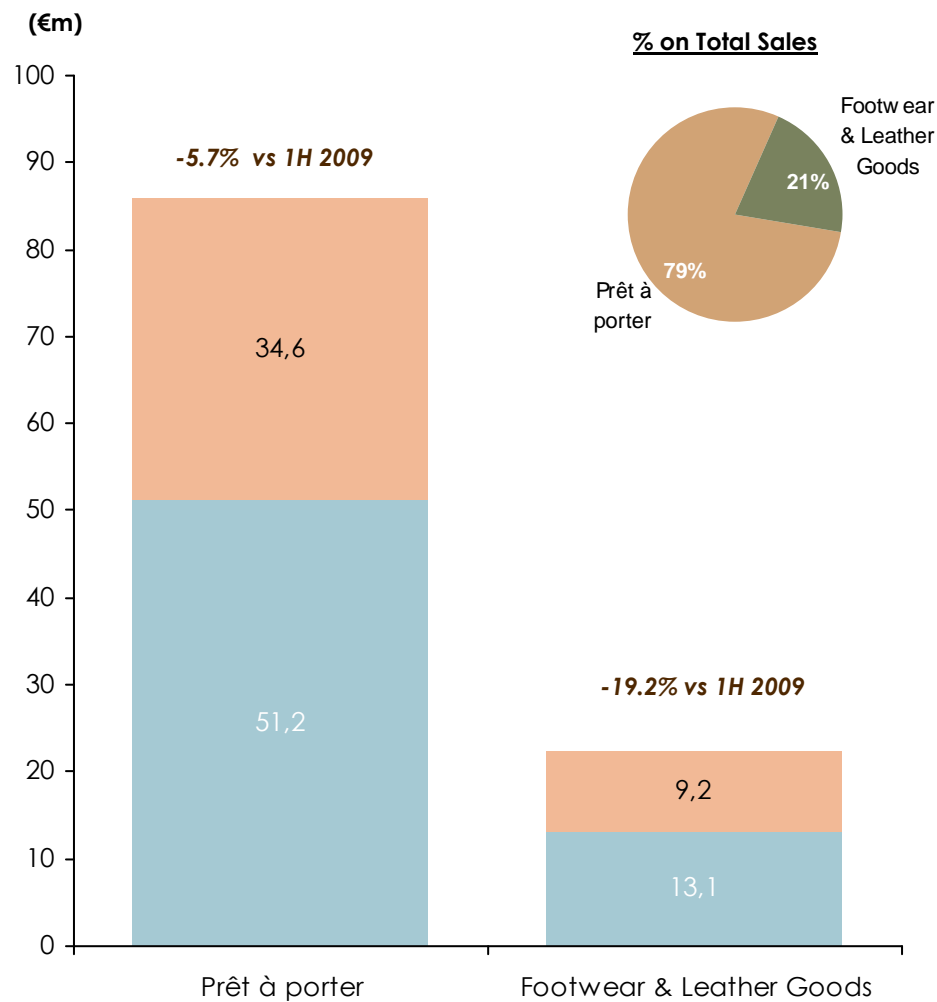
- ❖ **Consolidated Revenues** -7.4% at € 102.9m, (-8.1% at constant exchange rates)
- ❖ **Consolidated EBITDA** negative for € 2.3m
- ❖ **Consolidated Net Loss** at € 6.3m
- ❖ **Consolidated Net Financial Debt** of € 95.6m (€ 87.7m as of 31 December 2009)
- ❖ **244 Mono Brand Stores** (vs. 227 at the end of 2009)



Net Sales Breakdown by Division⁽¹⁾

1H 2010

1H 2009



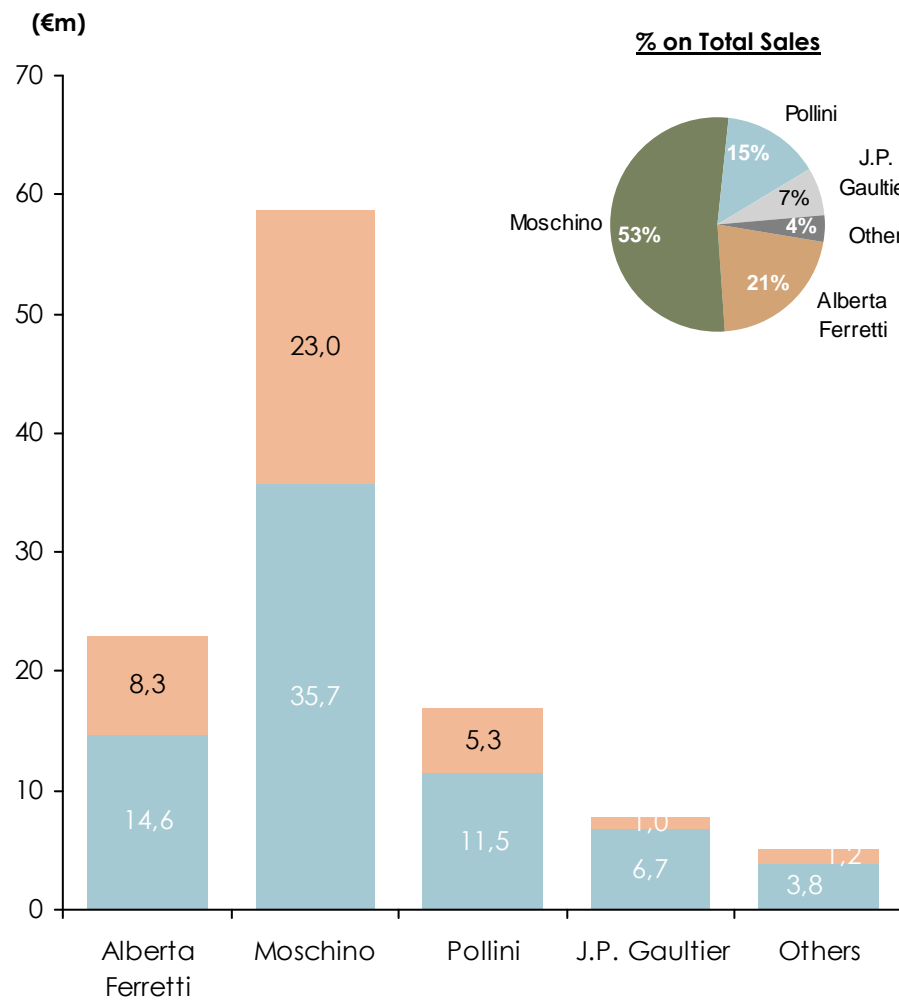
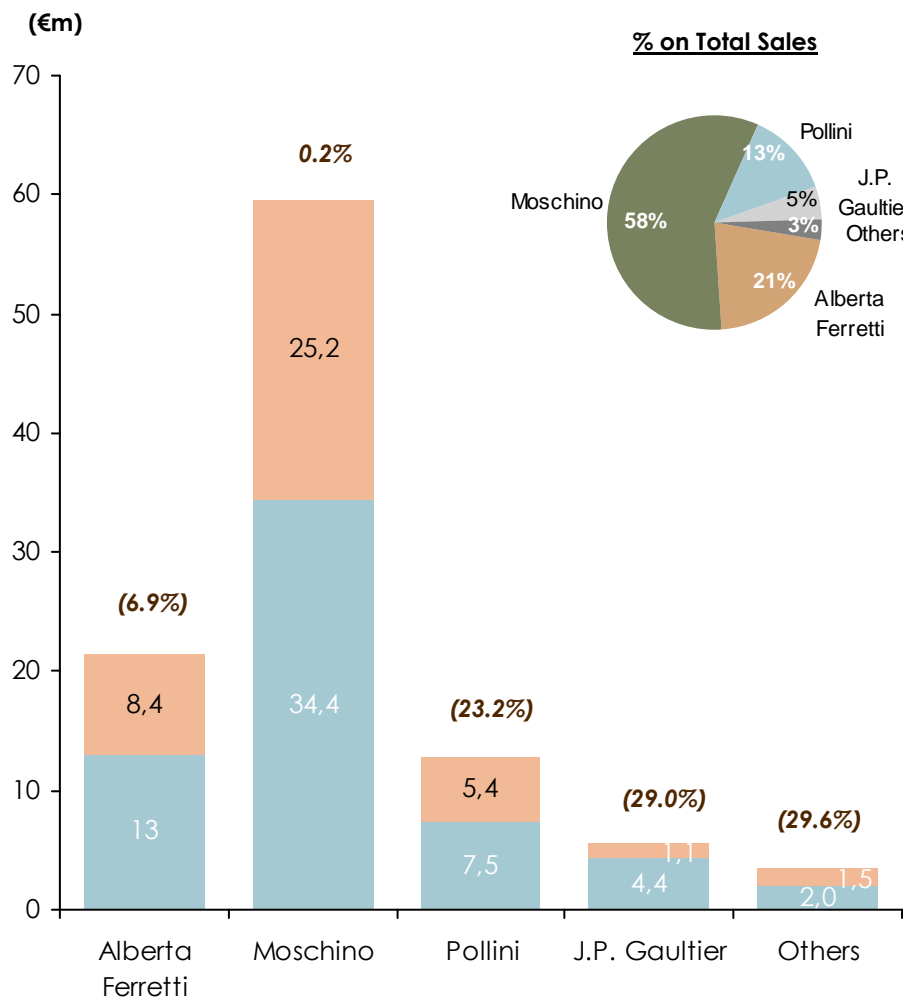
1Q10 2Q10 at constant exchange rates

(1) Before inter-divisional eliminations

Net Sales Breakdown by Brand

1H 2010

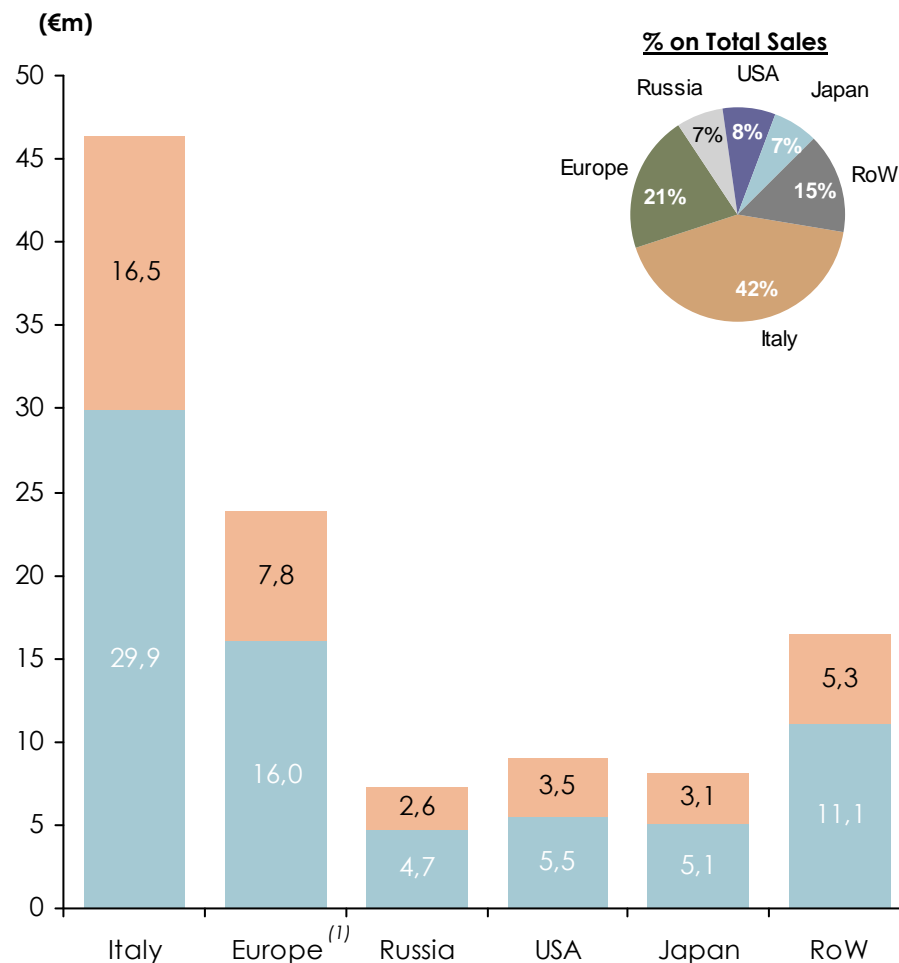
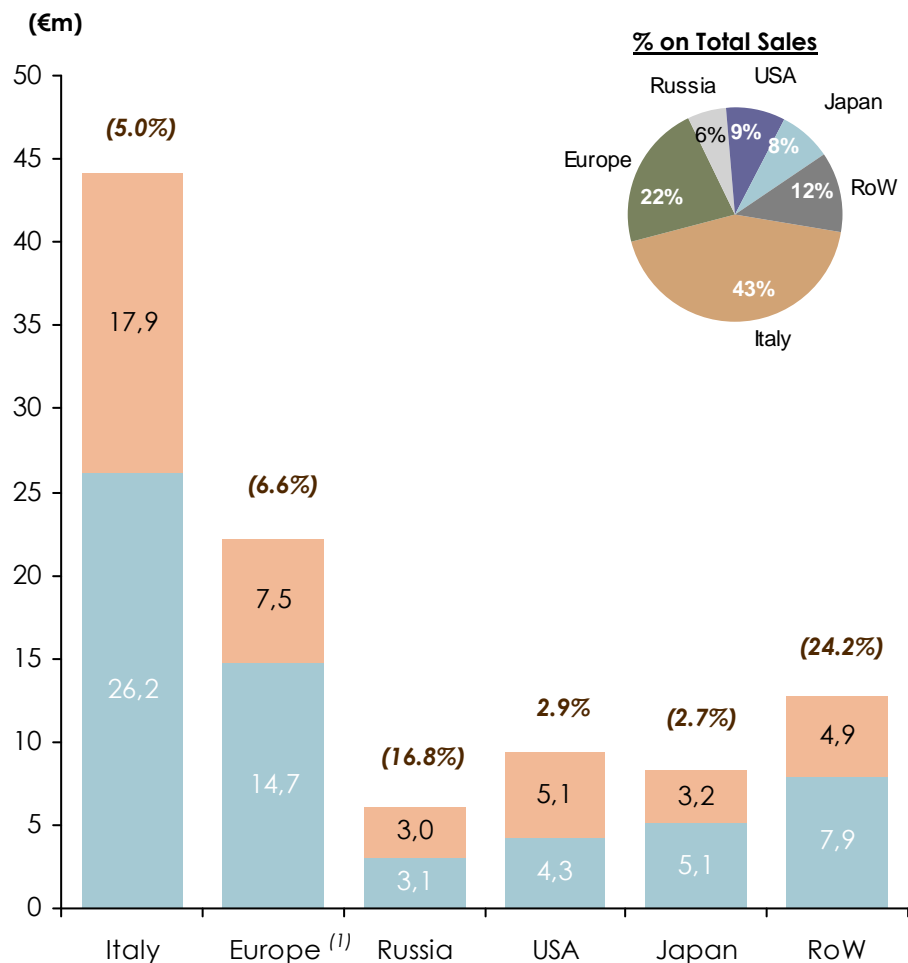
1H 2009



Net Sales Breakdown by Region

1H 2010

1H 2009



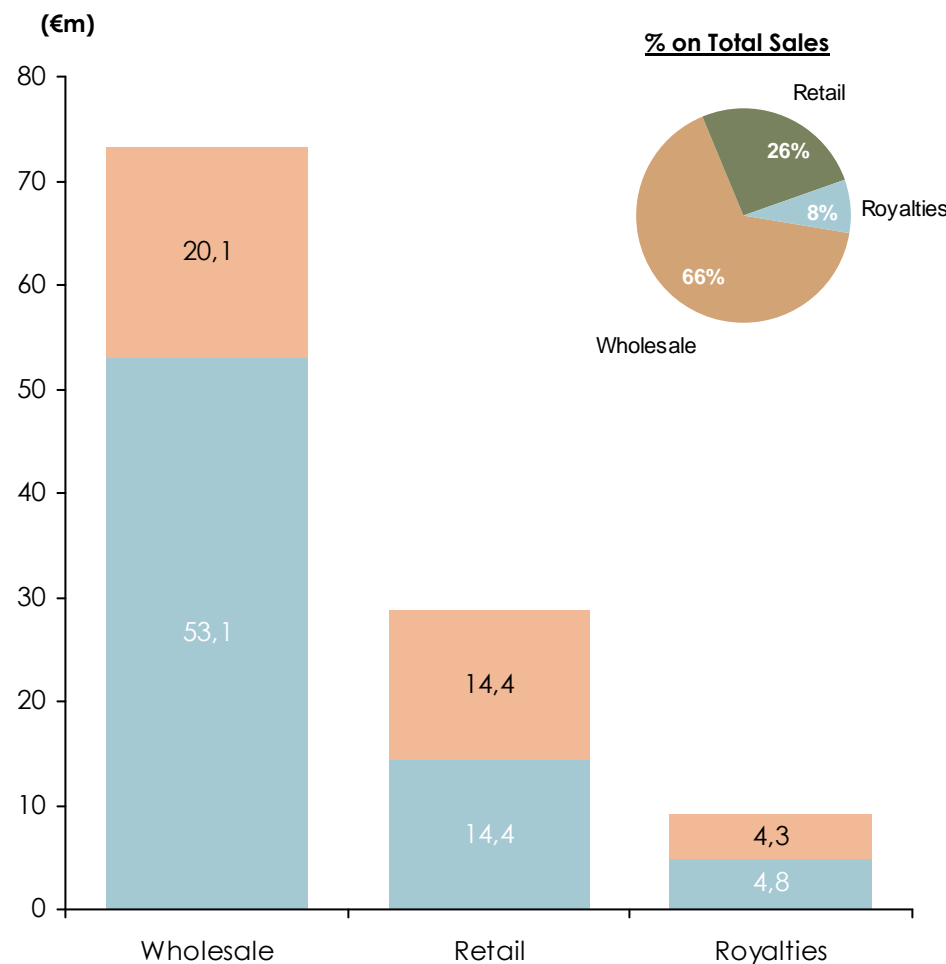
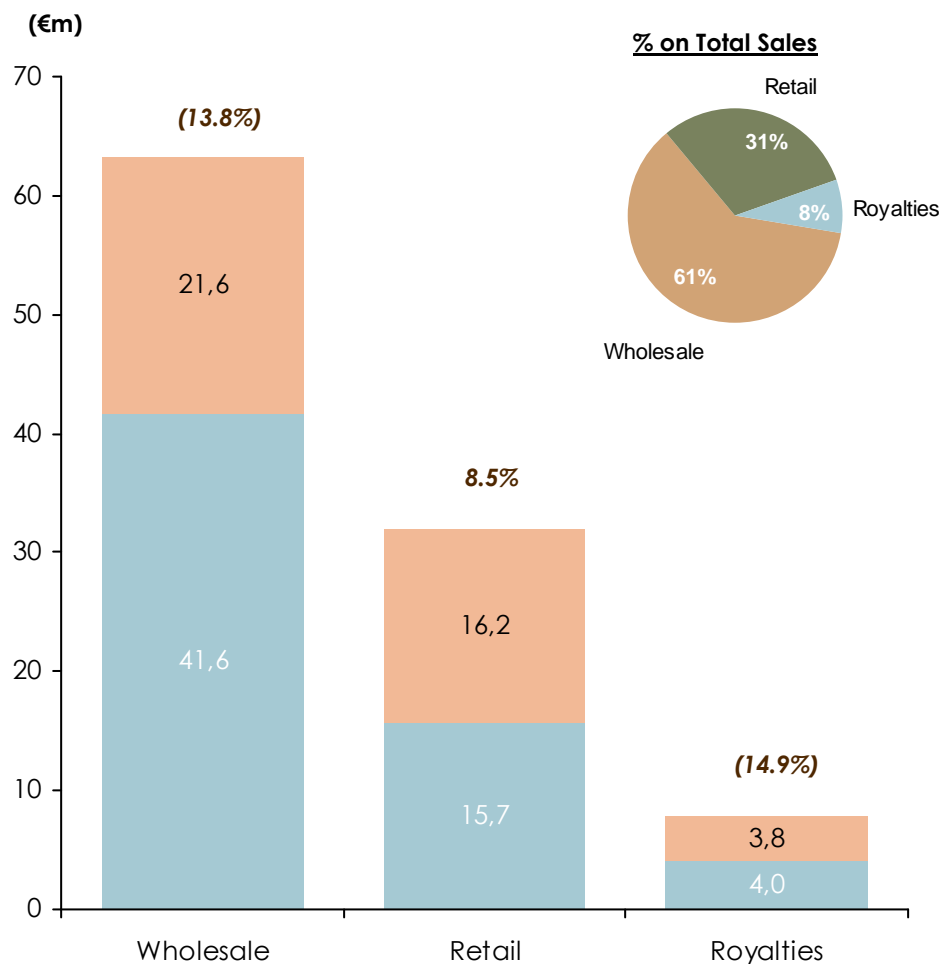
1Q10 2Q10 at constant exchange rates

(1) Italy and Russia excluded

Net Sales Breakdown by Channel

1H 2010

1H 2009



1Q10 2Q10 at constant exchange rates

Mono-brand Stores Network

DOS

	<u>1H10</u>	<u>FY09</u>
Europe	42	38
USA	3	3
Asia	38	38
Total	83	79



Franchising

	<u>1H10</u>	<u>FY09</u>
Europe	54	52
USA	7	7
Asia	100	89
Total	161	148



Income Statement – 1H 2010/2009

(€m)

	1H 10	1H 09
Net Sales	102,9	111,1
% change	(7,4%)	
Other Revenues	3,9	2,6
Total Revenues	106,8	113,7
% change	(6,1%)	
Raw Materials Costs	(30,0)	(35,3)
Service Costs	(34,8)	(41,9)
Costs for use of third parties	(10,5)	(9,7)
Personnel	(30,5)	(32,0)
Other Operating Expenses	(3,2)	(2,0)
Total Operating Expenses	(109,0)	(120,9)
EBITDA	(2,27)	(7,2)
Margin (% of Net sales)	n.a	n.a
Depreciation and Amortisation	(6,6)	(5,2)
EBIT	(8,9)	(12,4)
Margin (% of Net sales)	n.a	n.a
Net Financial Income / (Expenses)	0,4	(1,8)
Result before taxes	(8,5)	(14,2)
Margin (% of Net sales)	n.a	n.a
Taxes	1,50	2,3
Net income/(loss) before Minorities	(7,0)	(11,9)
Margin (% of Net sales)	n.a	n.a
Minority Interests	0,7	1,9
Net Income/(loss) for the Group	(6,3)	(10,0)
Margin (% of Net sales)	n.a	n.a

Summary Balance Sheet

(€m)	<u>1H 10</u>	<u>FY 09</u>	<u>1H 09</u>
Net Working Capital	68,2	67,8	80,3
Net Tangible Assets	78,1	76,6	78,5
Net Intangible Assets	159,9	157,0	167,7
Net Financial Assets	3,1	2,8	2,7
Severance Staff, Provisions & Others	(50,1)	(46,0)	(57,4)
Net Capital Employed	259,1	258,2	271,8
Group Shareholders' Equity	136,7	143,2	153,8
Minorities	26,8	27,3	29,1
Shareholders' Equity & Minorities	163,5	170,5	182,9
Net Debt	90,1	82,2	83,4
Shares Buyback	5,5	5,5	5,5
Net Financial Debt and Shareholders' Equity	259,1	258,2	271,8
Accounts Receivables	26,5	26,9	31,6
Accounts Payables	(44,0)	(42,1)	(44,0)
Inventory	71,3	69,4	75,6
Operating NWC	53,8	54,2	63,2
As % of LTM sales	26,0%	25,0%	24,2%
Other Current Assets/Liabilities	14,4	13,6	17,1
Net Working Capital	68,2	67,8	80,3

Summary Cash Flow

(€m)

	<u>1H 10</u>	<u>FY 09</u>	<u>1H 09</u>
PBT	(8,5)	(30,8)	(14,3)
Operating Cash Flow	(4,1)	(10,6)	(15,3)
Capital Expenditure	(4,0)	(4,2)	(3,7)
Free Cash Flow	(8,1)	(14,8)	(19,0)
Cash Flows from Financing Activities	8,6	12,5	17,7
Cash and cash equivalents at the beginning of the year	5,3	7,7	7,7
Cash Flow of the Period	0,6	(2,4)	(1,3)
Cash and cash equivalents at the end of the year	5,9	5,3	6,4

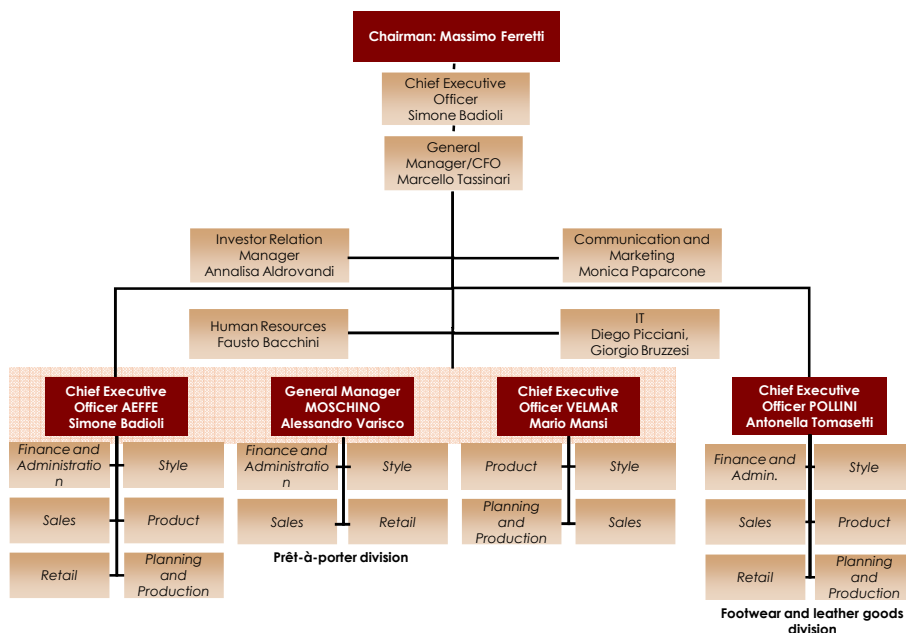


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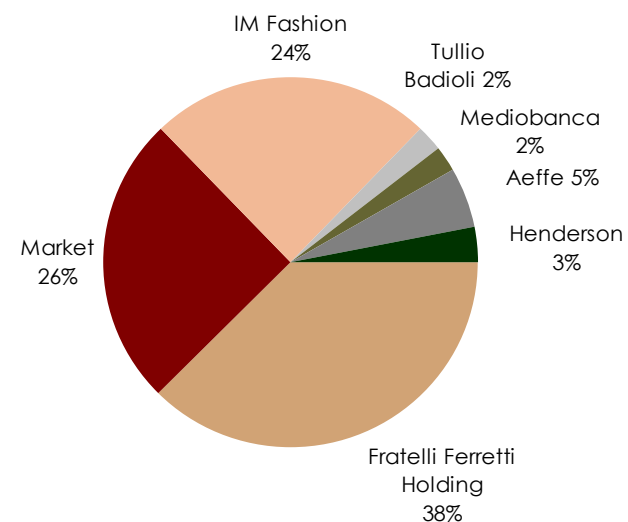
Appendices

Company Profile

Organisational Structure



Ownership Structure⁽¹⁾



Share Information

N° of shares outstanding: 107,362,504

Italian Stock Exchange – STAR Segment

Specialist: Mediobanca S.p.A.

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

Investor Relations

Investor Relations

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(1) Source: Consob as of 30 July 2010

Cash Flow Statement

(€m)	<u>1H 10</u>	<u>FY 09</u>	<u>1H 09</u>
PBT	(8,5)	(30,8)	(14,3)
Depreciation & Amortisation	6,6	13,6	5,2
Provisions & Impairments	(0,4)	(1,0)	(0,1)
Taxes	(1,7)	(1,8)	(2,2)
Net Interest	(0,4)	3,7	1,8
Change in other liabilities / (assets)	0,3	5,7	(5,7)
Operating Cash Flow	(4,1)	(10,6)	(15,3)
Capital expenditure for intangible assets	(6,0)	1,1	(0,3)
Capital expenditure for tangible assets	(4,9)	(5,0)	(3,4)
(Increase) / decrease in investments in other fixed assets	6,9	(0,3)	0,0
Cash Flows from Financing Activities	(4,0)	(4,2)	(3,7)
Free Cash Flow	(8,1)	(14,8)	(19,0)
Other changes in reserves and profits carried-forward of shareholders' equity		(1,7)	(1,2)
Proceeds (repayment) of financial payments	8,5	18,4	20,8
Change in long term financial receivables	(0,3)	(0,6)	(0,1)
Net Interest	0,4	(3,7)	(1,8)
Cash Flows from Financing Activities	8,6	12,4	17,7
Cash and cash equivalents at the beginning of the year	5,3	7,7	7,7
Cash Flow of the Period	0,6	(2,4)	(1,3)
Cash and cash equivalents at the end of the year	5,9	5,3	6,4

Income Statement – Full Year 2007-2009

(€m)

	<u>2009A</u>	<u>2008A</u>	<u>2007A</u>
Net Sales	217,04	294,7	293,2
% change	(26,3%)	0,5%	10,2%
Other Revenues	5,9	6,05	3,5
Non-Recurring Revenues	-		2,2
Total Revenues	222,9	300,7	298,9
% change	(26,1%)	0,6%	8,7%
Raw Materials Costs	(69,6)	(79,2)	80,9
Service Costs	(79,5)	(103,1)	95,7
Cost for use of third parties assets	(19,2)	(17,9)	17,1
Personnel	(63,1)	(61,7)	58,2
Other Operating Expenses	(4,5)	(4,5)	2,5
Total Operating Expenses	(235,9)	(266,4)	(254,4)
EBITDA	(13,0)	34,3	44,5
Margin (% of Net sales)	n.a	11,6%	15,2%
Depreciation and Amortisation	(14,18)	(12,4)	(10,7)
EBIT	(27,1)	21,9	33,7
Margin (% of Net sales)	n.a	7,4%	11,5%
Net Financial Income / (Expenses)	(3,7)	(6,6)	(8,1)
PBT	(30,8)	15,3	25,6
Margin (% of Net sales)	n.a	5,2%	8,7%
Taxes	7,06	(6,5)	(7,4)
Net income before Minorities	(23,8)	8,8	18,3
Margin (% of Net sales)	n.a	3,0%	6,2%
Minority Interests	3,7	(1,1)	(2,9)
Net Income for the Group	(20,088)	7,7	11,4
Margin (% of Net sales)	n.a	2,6%	3,9%

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