

Salvatore Ferragamo

1H 2015 Results Update

Analyst Presentation

August 27, 2015 - 6.00 PM CET



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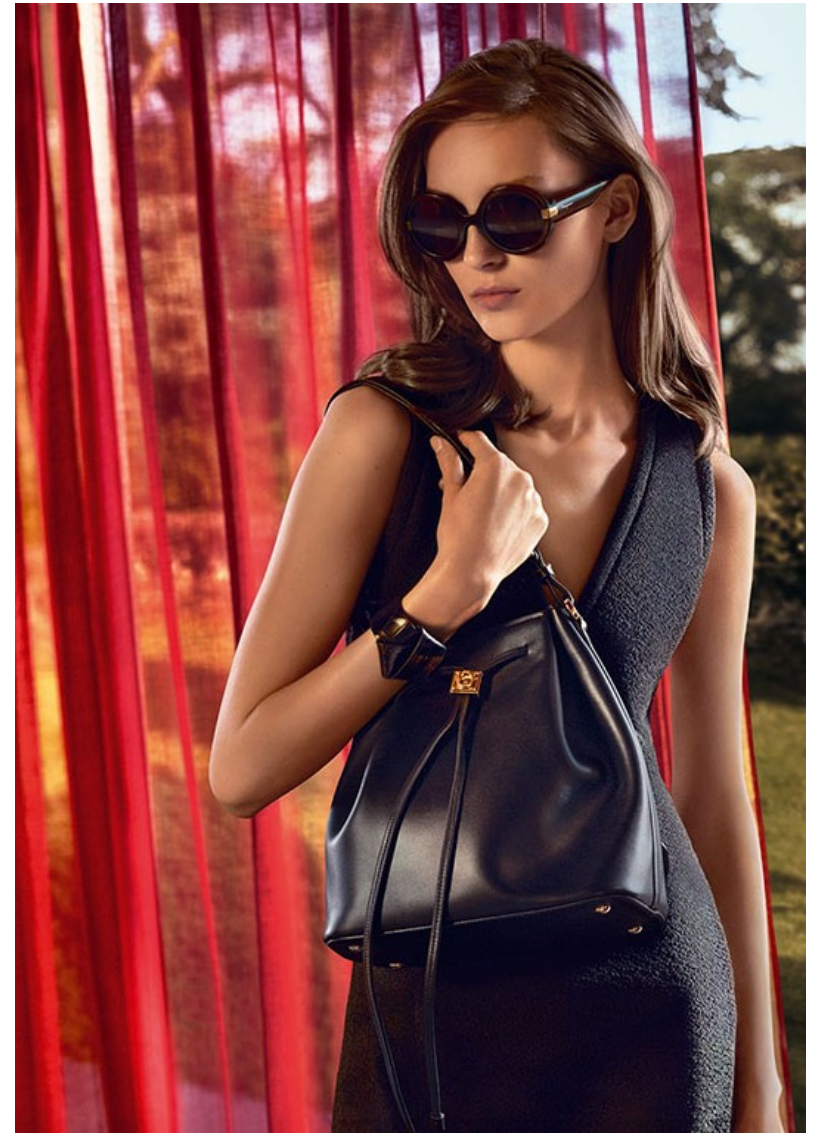
The Manager in Charge of preparing the Company financial reports hereby certifies pursuant to paragraph 2 of art. 154-bis of Legislative Decree no. 58 of February 24, 1998, that the accounting disclosures of this document are consistent with the accounting documents, ledgers and entries.

1H 2015 Market Scenario

- Geopolitical tensions continue to be present worldwide (Russia/Ukraine, Middle East, Greece) and market conditions remain volatile for luxury players
- China domestic market penalized in tier 1 cities by increasing outbound travelers buying abroad (Europe, Japan and Australia), while demand in Hong Kong and Macau further deteriorating
- Europe, despite the still weak economics and the geopolitical tensions, positively impacted by increasing tourist flows, taking advantage of the weak Euro
- US benefitting from rising economy, but tourism penalized by a stronger Dollar
- Japanese consumers confidence improving and domestic sales positively increasing after some quarters of soft trend
- Travel Retail channel remains key: worldwide airport traffic up 5.7% in 1H 2015, envisaging a solid passenger demand for 2015

1H 2015 Salvatore Ferragamo Key Facts (1/2)

- Top-line up 10% in 1H 2015 (+2% at constant FX) to 722 million Euros
- RTL growing by 11% (+3% at constant FX), with roughly stable L-f-L
- WHL up 6% (stable at constant FX) despite hard comparison base and ongoing geopolitical tensions
- Europe up 8% (+6% at constant FX), accelerating in 2Q'15 (+13%), with RTL growth above 20% and WHL back to positive performance in 2Q'15
- US up 16% (+3% at constant FX), despite the hard comparison base, while Latam continuing the double-digit trend (+18% and +12% at constant FX)
- APAC up 7% (-4% at constant FX), with RTL in Mainland China +17%, while Hong Kong and Macao further deteriorating



Salvatore Ferragamo FW15 Advertising Campaign

1H 2015 Salvatore Ferragamo Key Facts (2/2)

- Japan up 8% (+11% at constant FX), accelerating in 2Q'15 (+12% and +18% at constant FX)
- Leather goods overperforming in line with strategy (+16%), while Fragrances (-5%) negatively hit by geopolitical tensions in Eastern Europe and different timing in deliveries
- Gross Profit up 15% (despite 23 million Euros negative hedging), with incidence on Revenues up 300 basis points to 65.8%
- EBITDA increasing by 15%, with incidence on Revenues up from 21.7% to 22.8%
- Group Net Profit reaching 88 million Euros, up 13% vs. 1H 2014



Salvatore Ferragamo FW15 Advertising Campaign

FINANCIALS

1H 2015 Revenue By Region

(Euro MM)	June YTD				Weight on Tot 2015	Weight on Tot 2014
	2015	2014	Δ %	Δ % Const FX		
Europe	195,5	181,7	7,6%	6,2%	27,1%	27,6%
North America	164,5	141,7	16,1%	3,2%	22,8%	21,5%
Japan	62,5	57,8	8,3%	11,3%	8,7%	8,8%
Asia Pacific	265,7	248,9	6,7%	-4,1%	36,8%	37,8%
Latin America	34,2	29,0	18,0%	12,2%	4,7%	4,4%
Total	722,4	659,0	9,6%	2,0%	100,0%	100,0%

1H 2015 Revenue By Distribution Channel

(Euro MM)	June YTD				Weight on Tot 2015	Weight on Tot 2014
	2015	2014	Δ %	Δ % Const FX		
Retail	438,1	393,4	11,4%	3,1%	60,7%	59,7%
Wholesale	272,6	256,0	6,5%	0,2%	37,7%	38,8%
Licences & Other Rev.	5,3	4,2	24,6%	24,6%	0,7%	0,6%
Rental income	6,4	5,5	17,2%	-4,6%	0,9%	0,8%
Total	722,4	659,0	9,6%	2,0%	100,0%	100,0%

1H 2015 Revenue By Product

(Euro MM)	June YTD				Weight on Tot 2015	Weight on Tot 2014
	2015	2014	Δ %	Δ % Const FX		
Shoes	305,9	281,9	8,5%	-0,3%	42,3%	42,8%
Leather goods & handbags	271,1	234,6	15,6%	7,5%	37,5%	35,6%
RTW	43,3	44,2	-2,0%	-6,8%	6,0%	6,7%
Silk & other access.	47,0	43,1	9,0%	2,4%	6,5%	6,5%
Fragrances	43,5	45,6	-4,7%	-5,2%	6,0%	6,9%
Licences & Other Rev.	5,3	4,2	24,6%	24,6%	0,7%	0,6%
Rental income	6,4	5,5	17,2%	-4,6%	0,9%	0,8%
Total	722,4	659,0	9,6%	2,0%	100,0%	100,0%

1H 2015 P&L

(Euro MM)	June YTD				
	2015	%	2014	%	Δ %
Total revenue	722,4	100,0%	659,0	100,0%	9,6%
Cost of goods sold	(247,1)	-34,2%	(245,3)	-37,2%	0,8%
Gross profit	475,2	65,8%	413,7	62,8%	14,9%
Total operating costs	(339,7)	-47,0%	(293,2)	-44,5%	15,9%
EBIT	135,6	18,8%	120,6	18,3%	12,4%
Financial income (expenses)	(5,7)	-0,8%	(2,4)	-0,4%	132,2%
EBT	129,9	18,0%	118,1	17,9%	9,9%
Taxes	(40,0)	-5,5%	(36,1)	-5,5%	10,9%
Net income	89,8	12,4%	82,0	12,4%	9,5%
Group net income	88,2	12,2%	78,1	11,8%	12,9%
Income to minorities	1,7	0,2%	3,9	0,6%	-57,2%
EBITDA	164,6	22,8%	143,0	21,7%	15,1%

1H 2015 Balance Sheet

(Euro MM)	June 15 YTD	June 14 YTD	%	Dec 14 YTD
Tangible assets	229,071	189,213	21,1%	219,092
Intangible assets	30,946	25,315	22,2%	29,221
Financial assets	–	–		–
Fixed assets	260,017	214,529	21,2%	248,312
Inventory	339,452	334,703	1,4%	338,555
Trade receivables	174,069	158,341	9,9%	150,895
Trade payables	(190,050)	(192,017)	-1,1%	(187,555)
Operating working capital	323,470	301,027	7,5%	301,895
Other assets (liabilities)	38,510	34,650	13,4%	26,029
Severance indemnity	(11,883)	(10,300)	15,4%	(11,583)
Risk funds	(7,640)	(6,532)	17,0%	(7,106)
Net invested capital	602,474	533,375	13,1%	557,548
Shareholders' equity (A)	504,841	419,378	20,6%	508,194
Group equity	458,783	382,677	20,0%	466,191
Minority interest	46,057	36,702	26,0%	42,004
Current financial liabilities	(170,424)	(182,830)	-6,8%	(125,461)
Non current financial liabilities	(22,745)	–		(21,331)
Cash & equivalents	95,536	68,833	38,8%	97,439
Net debt (B)	(97,633)	(113,996)	-14,3%	(49,353)
Financial sources (A-B)	602,474	533,375	13,1%	557,548