

Salvatore Ferragamo

1Q 2013 Results Update

Analyst Presentation

May 13, 2013 - 6.00 PM Italian Time



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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.

1Q 2013 Market Scenario

- Political scenario, especially in Southern Europe, and global economic trends generating mixed expectations for the remainder of the year
- Luxury global brands keep showing resilience, but with Revenues growth visibly decelerating vs. 1Q'12, with uneven performances across brands and geographies
- US and Latin America keep overperforming, while Japan is showing signs of recovery even if penalized by JPY weakness
- Europe still sustained by travelers flows, with Southern Countries severely affected by economic slowdown
- Asia Pacific still characterized by a mixed scenario with China growing (at different speed across brands and cities), Hong Kong, Macau and Australia overperforming, while Korea, Singapore and Taiwan are still suffering
- Travel Retail growth sustained by major investments in new and renovated airports with continuing international passengers growth
- Leather Goods keep overperforming Ready-To-Wear categories

1Q 2013 Key Facts (1/2)

- Sales continuing solid growth in 1Q (+9% at current FX, +10% at constant), despite hard comps (+23% in 1Q 2012)
- RTL growing by 7% (+9% at constant FX) with US, APAC and Latin America growing double-digit and resilient L-f-L (+5.9%)
- Strong performance for WHL and Travel Retail (+11%) over the +37% in 1Q 2012
- Mainland China steadily growing by 20% over last year
- Japan: an improving market environment negatively hit by currency, both locally and internationally



Salvatore Ferragamo Women's FW2013 Fashion Show, Milan

1Q 2013 Key Facts (2/2)

- Shoes still largest category, but leather goods overperforming, in line with strategy
- Strong operating leverage in the quarter: Total Expenses up by only +3%, down from 51.2% to 48.4% on Revenues
- EBITDA increasing by 26% vs. 1Q 2012, with its incidence on Revenues up from 14.7% to 17.0%
- Group Net Profit doubling, with Minorities Interests down over 50%, mainly driven by the buy-back of JV distribution Companies in key Asian markets



Salvatore Ferragamo Women's FW2013 Fashion Show, Milan

FINANCIALS

1Q 2013 Revenue By Region

(Euro MM)	March YTD		Δ % Const		Weight on Tot 2013	Weight on Tot 2012
	2013	2012	Δ %	FX		
Europe	76,9	69,8	10,2%	10,2%	27,3%	26,9%
North America	63,0	52,8	19,2%	16,8%	22,3%	20,4%
Japan	27,9	30,3	-7,9%	4,2%	9,9%	11,7%
Asia Pacific	102,5	96,4	6,3%	6,2%	36,3%	37,1%
Latin America	11,7	10,3	13,3%	14,5%	4,1%	4,0%
Total	281,9	259,6	8,6%	9,6%	100,0%	100,0%

1Q 2013 Revenue By Distribution Channel

(Euro MM)	March YTD			Δ % Const FX	Weight on Tot 2013	Weight on Tot 2012
	2013	2012	Δ %			
Retail	171,6	160,2	7,1%	9,1%	60,9%	61,7%
Wholesale	105,9	95,5	10,9%	10,3%	37,6%	36,8%
Licences	2,4	1,9	25,9%	25,9%	0,9%	0,7%
Rental income	2,1	2,0	2,6%	3,4%	0,7%	0,8%
Total	281,9	259,6	8,6%	9,6%	100,0%	100,0%

1Q 2013 Revenue By Product

(Euro MM)	March YTD			Δ % Const FX	Weight on Tot 2013	Weight on Tot 2012
	2013	2012	Δ %			
Shoes	119,6	110,9	7,8%	8,2%	42,4%	42,7%
Leather goods & handbags	90,6	80,0	13,2%	14,4%	32,1%	30,8%
RTW	24,5	25,7	-4,6%	-1,6%	8,7%	9,9%
Silk & other access.	19,8	19,0	4,5%	6,4%	7,0%	7,3%
Fragrances	23,0	20,1	14,4%	14,6%	8,1%	7,7%
Licences	2,4	1,9	25,9%	25,9%	0,9%	0,7%
Rental income	2,1	2,0	2,6%	3,4%	0,7%	0,8%
Total	281,9	259,6	8,6%	9,6%	100,0%	100,0%

1Q 2013 P&L

(Euro MM)	March YTD				
	2013	%	2012	%	Δ %
Total revenue	281,9	100,0%	259,6	100,0%	8,6%
Cost of goods sold	(106,8)	-37,9%	(96,5)	-37,2%	10,6%
Gross profit	175,2	62,1%	163,1	62,8%	7,4%
Total operating costs	(136,3)	-48,4%	(133,0)	-51,2%	2,6%
EBIT	38,8	13,8%	30,1	11,6%	28,9%
Financial income (expenses)	(0,5)	-0,2%	(1,4)	-0,5%	-64,0%
Companies valued with the Equity Method	0,2	0,1%	0,2	0,1%	-15,7%
EBT	38,5	13,7%	29,0	11,2%	33,1%
Taxes	(11,7)	-4,2%	(11,9)	-4,6%	-1,7%
Net income	26,8	9,5%	17,0	6,6%	57,4%
Group net income	24,4	8,6%	12,0	4,6%	102,9%
Income to minorities	2,4	0,9%	5,0	1,9%	-51,3%
EBITDA	48,0	17,0%	38,2	14,7%	25,8%

1Q 2013 Balance Sheet

(Euro MM)	MAR 13 YTD	MAR 12 YTD	%	TY 12
Tangible assets	149,8	124,3	20,6%	146,6
Intangible assets	20,4	17,2	18,7%	20,7
Financial assets	–	1,6	-100,0%	1,3
Fixed assets	170,2	143,1	19,0%	168,6
Inventory	284,1	261,6	8,6%	249,8
Trade receivables	109,4	94,4	15,9%	105,2
Trade payables	(174,3)	(167,3)	4,2%	(157,7)
Operating working capital	219,2	188,7	16,1%	197,3
Other assets (liabilities)	(3,7)	(16,6)	-77,6%	8,4
Severance indemnity	(11,5)	(10,7)	7,1%	(11,4)
Risk funds	(4,9)	(16,0)	-69,5%	(5,4)
Net invested capital	369,3	288,6	28,0%	357,4
Shareholders' equity (A)	336,5	266,6	26,2%	299,5
Group equity	301,5	225,1	33,9%	267,3
Minority interest	35,0	41,5	-15,6%	32,2
Current financial liabilities	(108,8)	(110,2)	-1,3%	(170,7)
Non current financial liabilities	–	–	–	–
Cash & equivalents	75,9	88,2	-13,9%	112,8
Net debt (B)	(32,8)	(22,0)	49,2%	(57,9)
Financial sources (A-B)	369,3	288,6	28,0%	357,4