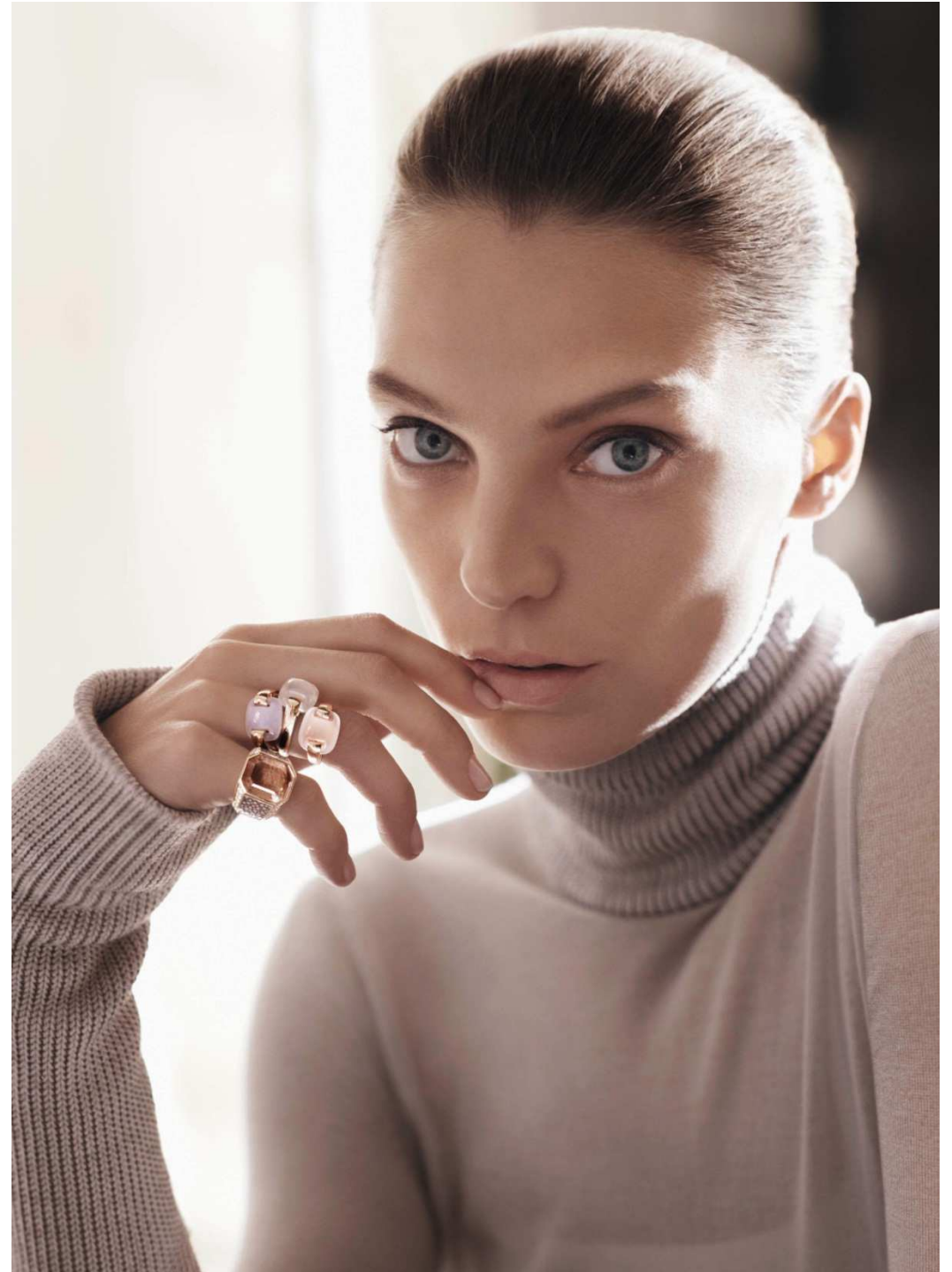


*Salvatore Ferragamo*

## 1H 2013 Results Update

Analyst Presentation

August 29, 2013 - 6.00 PM Italian Time



## Disclaimer

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*This presentation contains forward-looking statements regarding future events and results of the Company that are based on the current expectations, projections and assumptions of the management of the Company.*

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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 2013 Market Scenario

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- International geopolitical scenario heavily threatening global economic trends and travelling, generating mixed expectations for next months
- US and Canada showing strong organic growth also through increasing travelers' contribution and luxury brands overperforming Department Stores
- Europe sustained by “luxury travelers” (mainly Asian, Russians and Middle Eastern), with domestic spending unfavorably influenced by uncertainties in key countries
- Asia Pacific as main engine of global travelers' flows, while the market scenario within the region is still mixed across brands, product categories and countries
- Japanese domestic market expected to continue its recovery also driven by JPY weakness
- Travel Retail expected to keep growing driven by investments in new and renovated airports, with Chinese customers leading the way and new nationalities emerging
- Leather Goods keep overperforming Ready-To-Wear categories
- Euro strong vs. USD and JPY, also appreciating vs. “emerging market currencies”

## 1H 2013 Key Facts (1/2)

- Sales trend accelerating (+12% at current FX in 2Q vs. +9% in 1Q), resulting in a solid growth in 1H (+11%) despite hard comps (+23% in 1H 2012)
- RTL growing by 8% (+10% at constant FX) with accelerating L-f-L (+7.9% in 2Q vs. +5.9% in 1Q)
- Strong performance for WHL and Travel Retail (+14%) on top of +35% in 1H 2012
- US confirming the long solid double-digit trend and Europe accelerating still sustained by international costumers
- APAC boosted by Mainland China RTL accelerating in 2Q (+30% vs. +20% in 1Q)
- Japan: still soft and hit by JPY weakness



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## 1H 2013 Key Facts (2/2)

- Latam RTL +17%, while WHL penalized by Brazilian stores conversion to DOS
- Shoes increasing double-digit and leather goods overperforming in line with strategy
- 1H strong operating leverage: OpEx up by only +4% (from 48.0% to 45.2% incidence), also favored by Communication Costs shift
- EBITDA increasing by 26% vs. 1H'12, with its incidence on Revenues up from 18.5% to 21.0% (from 21.8% to 24.4% in 2Q)
- Group Net Profit up by 81%, with Minorities Interests down 47%, and including Capital Gain from the disposal of ZeFer stake



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# FINANCIALS

# 1H 2013 Revenue By Region

(Euro MM)	June YTD			$\Delta$ % Const FX	Weight on Tot 2013	Weight on Tot 2012
	2013	2012	$\Delta$ %			
Europe	166,7	146,3	13,9%	14,2%	26,7%	25,9%
North America	134,9	116,8	15,4%	14,0%	21,6%	20,7%
Japan	58,0	66,4	-12,6%	1,6%	9,3%	11,7%
Asia Pacific	240,2	212,4	13,1%	11,7%	38,5%	37,6%
Latin America	24,8	23,2	7,2%	6,7%	4,0%	4,1%
<b>Total</b>	<b>624,7</b>	<b>565,1</b>	<b>10,5%</b>	<b>11,6%</b>	<b>100,0%</b>	<b>100,0%</b>

## 1H 2013 Revenue By Distribution Channel

(Euro MM)	June YTD			$\Delta$ % Const FX
	2013	2012	$\Delta$ %	
Retail	382,6	353,9	8,1%	10,5%
Wholesale	231,6	202,4	14,4%	13,2%
Licences & Other Rev.	5,1	4,6	11,9%	11,9%
Rental income	5,3	4,1	28,2%	29,8%
<b>Total</b>	<b>624,7</b>	<b>565,1</b>	<b>10,5%</b>	<b>11,6%</b>

Weight on Tot 2013	Weight on Tot 2012
61,3%	62,6%
37,1%	35,8%
0,8%	0,8%
0,8%	0,7%
100,0%	100,0%



## 1H 2013 Revenue By Product

(Euro MM)	June YTD				Weight on Tot 2013	Weight on Tot 2012
	2013	2012	Δ %	Δ % Const FX		
Shoes	272,3	245,5	10,9%	11,3%	43,6%	43,5%
Leather goods & handbags	207,1	179,8	15,2%	16,0%	33,2%	31,8%
RTW	48,1	50,0	-3,8%	0,0%	7,7%	8,8%
Silk & other access.	43,2	42,4	1,9%	4,6%	6,9%	7,5%
Fragrances	43,5	38,7	12,5%	13,1%	7,0%	6,8%
Licences & Other Rev.	5,1	4,6	11,9%	11,9%	0,8%	0,8%
Rental income	5,3	4,1	28,2%	29,8%	0,8%	0,7%
<b>Total</b>	<b>624,7</b>	<b>565,1</b>	<b>10,5%</b>	<b>11,6%</b>	<b>100,0%</b>	<b>100,0%</b>

# 1H 2013 P&L

(Euro MM)	June YTD				
	2013	%	2012	%	Δ %
<b>Total revenue</b>	<b>624,7</b>	<b>100,0%</b>	<b>565,1</b>	<b>100,0%</b>	<b>10,5%</b>
Cost of goods sold	(230,8)	-36,9%	(205,6)	-36,4%	12,3%
<b>Gross profit</b>	<b>393,9</b>	<b>63,1%</b>	<b>359,5</b>	<b>63,6%</b>	<b>9,6%</b>
Total operating costs	(282,3)	-45,2%	(271,1)	-48,0%	4,1%
<b>EBIT</b>	<b>111,6</b>	<b>17,9%</b>	<b>88,4</b>	<b>15,6%</b>	<b>26,2%</b>
Financial income (expenses)	9,3	1,5%	(0,7)	-0,1%	-1501,4%
Companies valued with the Equity Method	–	0,0%	0,5	0,1%	-100,0%
<b>EBT</b>	<b>120,9</b>	<b>19,4%</b>	<b>88,3</b>	<b>15,6%</b>	<b>36,9%</b>
Taxes	(34,1)	-5,5%	(32,4)	-5,7%	5,3%
<b>Net income</b>	<b>86,8</b>	<b>13,9%</b>	<b>55,9</b>	<b>9,9%</b>	<b>55,3%</b>
Group net income	80,9	12,9%	44,8	7,9%	80,5%
Income to minorities	5,9	0,9%	11,1	2,0%	-46,7%
<b>EBITDA</b>	<b>131,5</b>	<b>21,0%</b>	<b>104,7</b>	<b>18,5%</b>	<b>25,5%</b>

# 1H 2013 Balance Sheet

(Euro MM)	1H 13 YTD	1H 12 YTD	%	TY 12
Tangible assets	147,9	136,3	8,5%	146,6
Intangible assets	22,8	18,3	24,6%	20,7
Financial assets	–	1,2	-100,0%	1,3
<b>Fixed assets</b>	<b>170,7</b>	<b>155,8</b>	<b>9,6%</b>	<b>168,6</b>
Inventory	288,3	282,8	2,0%	249,8
Trade receivables	140,6	117,9	19,3%	105,2
Trade payables	(187,6)	(165,8)	13,1%	(157,7)
<b>Operating working capital</b>	<b>241,4</b>	<b>234,9</b>	<b>2,7%</b>	<b>197,3</b>
Other assets (liabilities)	19,9	(12,7)	-257,2%	8,4
Severance indemnity	(10,4)	(11,6)	-10,6%	(11,4)
Risk funds	(4,7)	(5,5)	-13,9%	(5,4)
<b>Net invested capital</b>	<b>416,8</b>	<b>360,9</b>	<b>15,5%</b>	<b>357,4</b>
<b>Shareholders' equity (A)</b>	<b>339,0</b>	<b>261,0</b>	<b>29,9%</b>	<b>299,5</b>
Group equity	301,5	213,1	41,5%	267,3
Minority interest	37,5	47,9	-21,8%	32,2
Current financial liabilities	(149,7)	(160,8)	-6,9%	(170,7)
Non current financial liabilities	–	–	–	–
Cash & equivalents	71,9	60,9	18,0%	112,8
<b>Net debt (B)</b>	<b>(77,8)</b>	<b>(99,9)</b>	<b>-22,1%</b>	<b>(57,9)</b>
<b>Financial sources (A-B)</b>	<b>416,8</b>	<b>360,9</b>	<b>15,5%</b>	<b>357,4</b>