



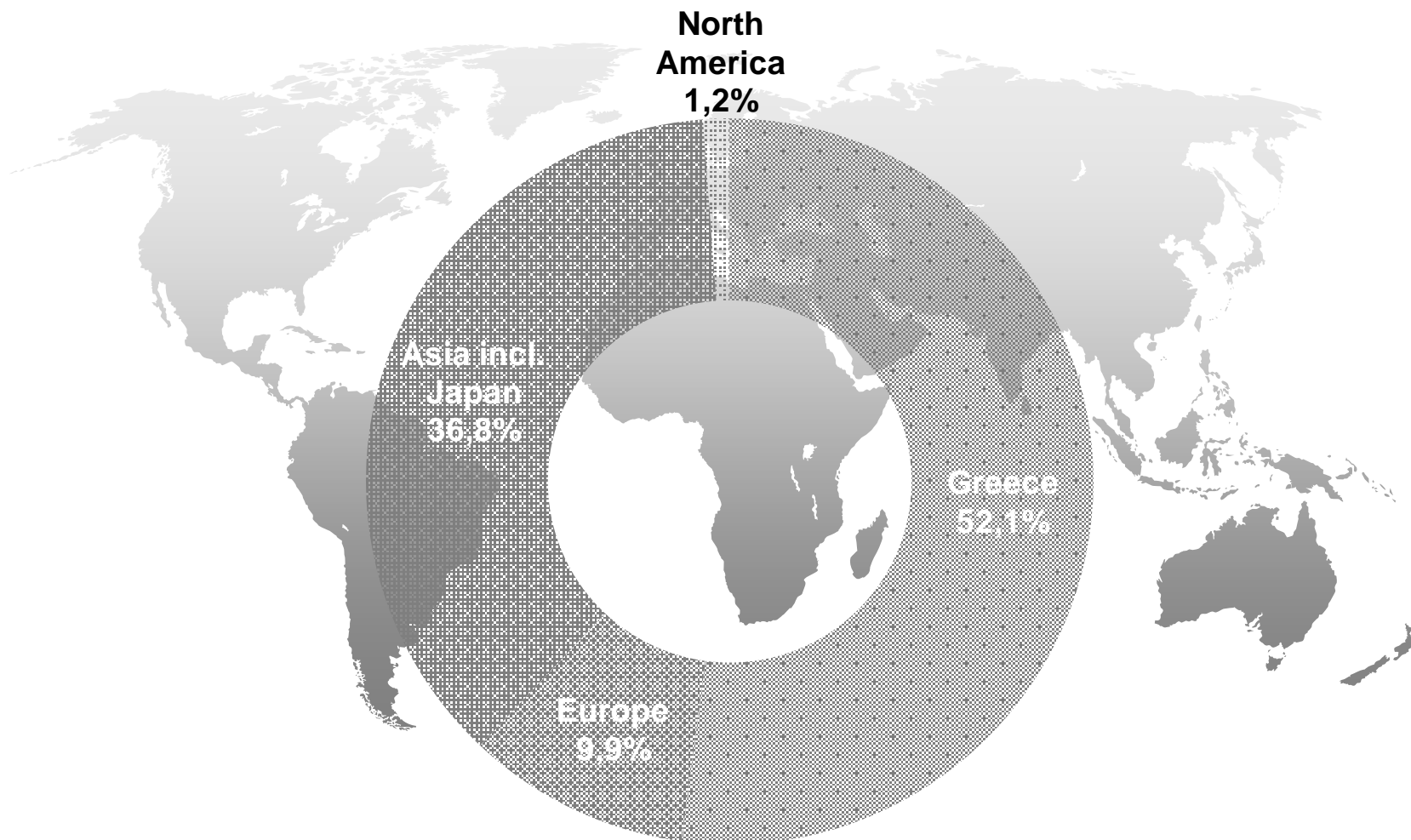
FOLLI FOLLIE GROUP

Nine Months 2011 Financial Results

November 29th, 2011



Revenue split by geographical region



Synoptic overview financials Nine Months 2011

		% of sales
Total Sales	775,5	
EBITDA	160,9	20,7%
EBIT	142,7	18,4%
EBT	103,7	13,4%
EAT after min.	81,5	10,5%

Nine Months 2011 Summarized Income Statement

<i>In million EUR</i>	9-M 2011	9-M 2010	% Change
Revenue	775,5	737,6	5,1%
Gross margin	384,5	379,9	1,2%
Selling expenses	-216,0	-210,7	2,5%
Administrative expenses	-38,8	-37,4	3,7%
Other income and expenses	13,0	20,1	-35,3%
Operating profit	142,7	151,9	-6,1%
Net financial income (expense)	-39,0	-38,9	0,3%
Income taxes	-21,3	-34,3	-37,9%
Net profit before minority interests	82,4	78,7	4,7%
Minority interests	-0,9	-0,9	-0,1%
Group share of net profit	81,5	77,8	4,8%
Amortisation - Depreciation	18,2	16,8	8,3%
EBITDA	160,9	168,7	-4,6%

FF Group – Financial Highlights Nine Months 2010

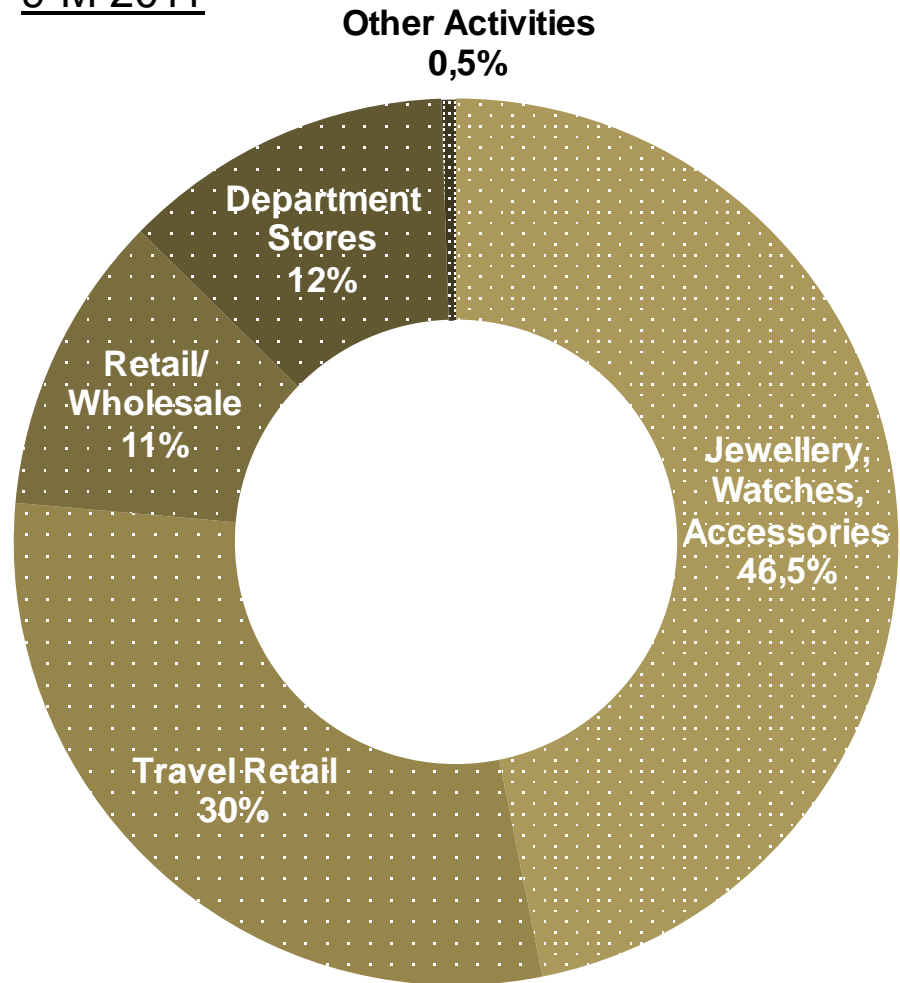
- § Overall a solid nine-months performance of the Folli Follie Group despite the ongoing deterioration in the domestic market and a challenging environment in the Balkans.
- § Group Gross margin at 49,6% from 51,5% in the same period last year, mainly due to price pressure (raw materials, absorption of VAT increases) in the segment Jewellery, Watches, Accessories.
- § Gross Margin in the “Travel Retail” segment remained unchanged from 52,2% to 52,0%, while the segment “Department Stores” managed to increase the GM from 32,1% to 34,8%.
- § The Group EBITDA declined by 4,6% with the respective margin settling at 20,7% from 22,9%, mainly driven by a decline of the Jewellery, Watches and Accessories EBITDA margin, while Travel Retail succeeded to increase its EBIDA margin from 29,0% to almost 31%.

Revenue by activity

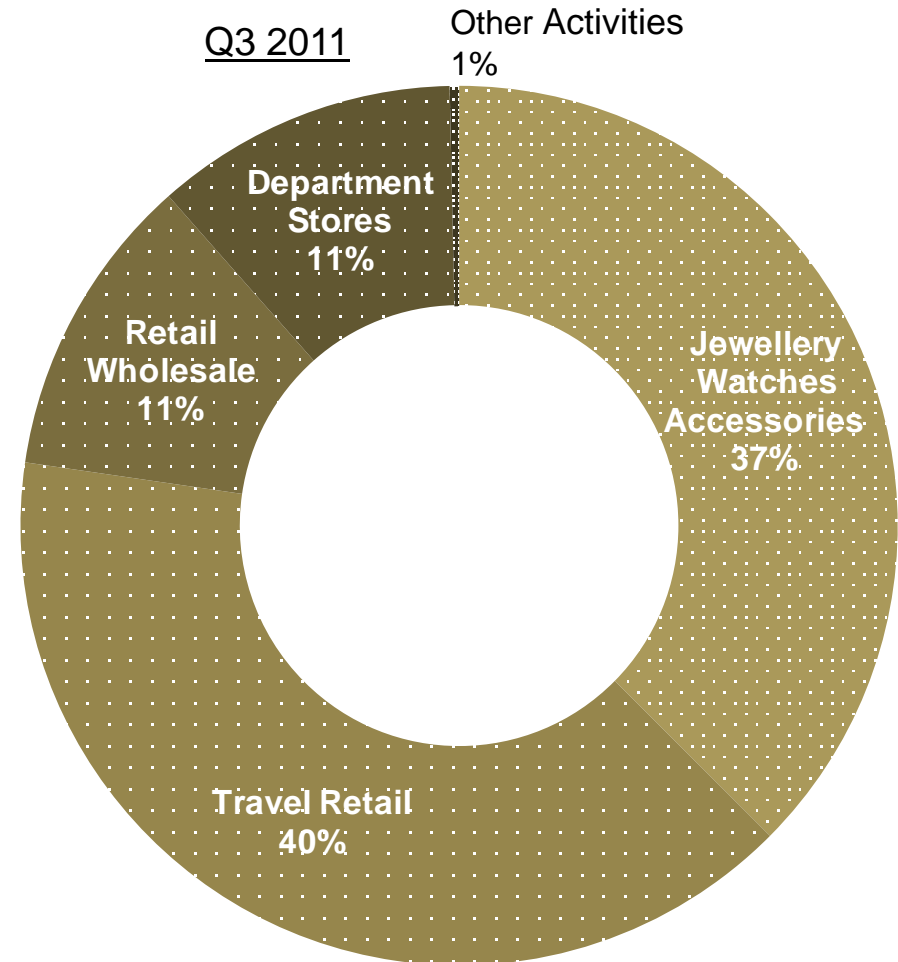
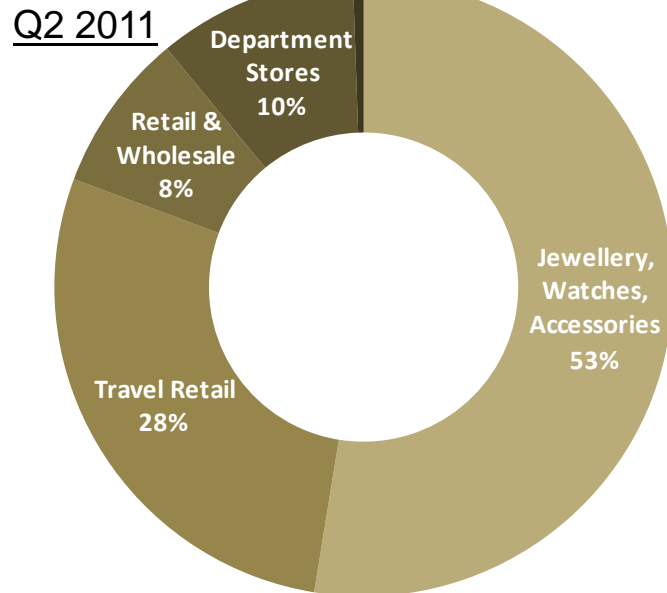
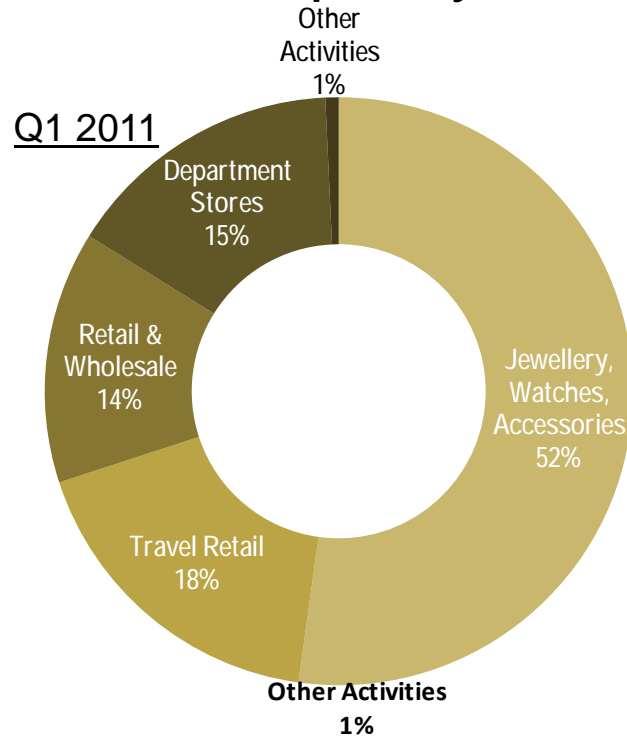
<i>In million EUR</i>	9-M 2011	9-M 2010	Organic growth
Jewellery, Watches, Accessories	363,5	341,8	6,3%
Travel Retail	229,0	200,8	14,0%
Retail & Wholesale	85,0	89,3	-4,8%
Department Stores	93,9	103,7	-9,5%
Other Activities	4,1	2,0	105,0%
Total	775,5	737,6	5,1%

Revenue split by activity

9-M 2011

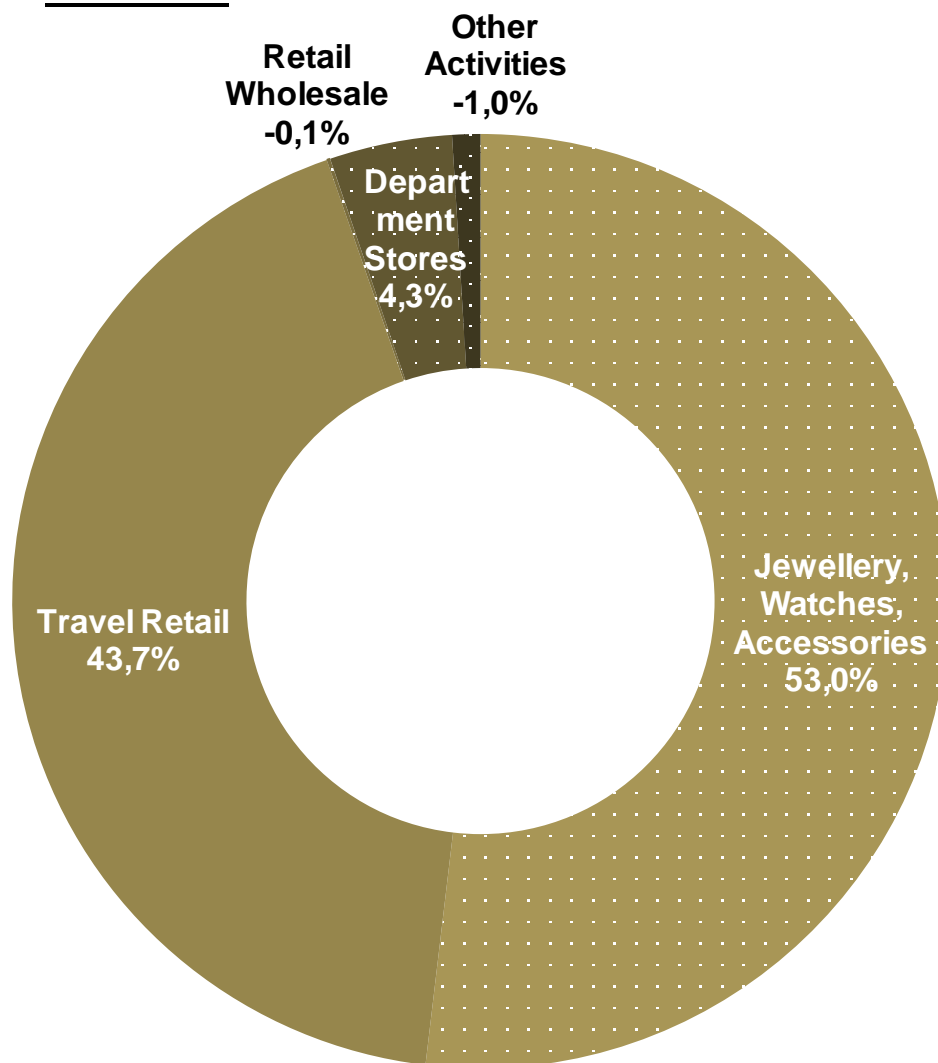


Revenue split by activity and quarter

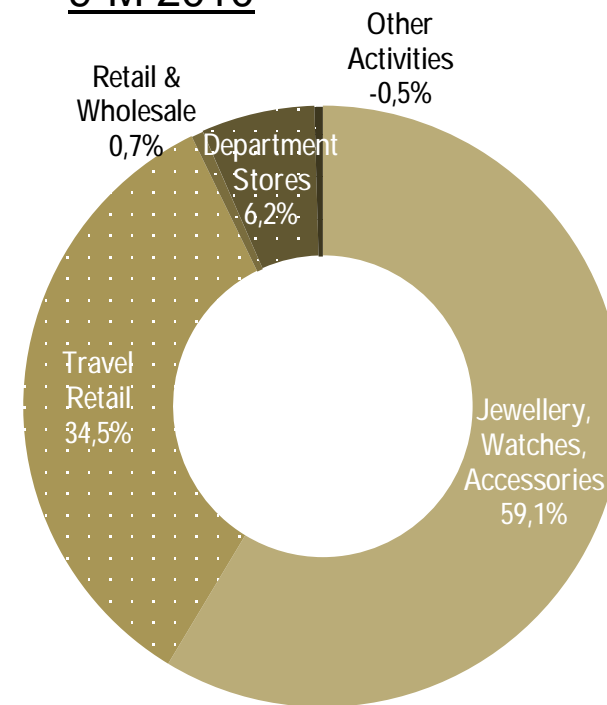


EBITDA by activity

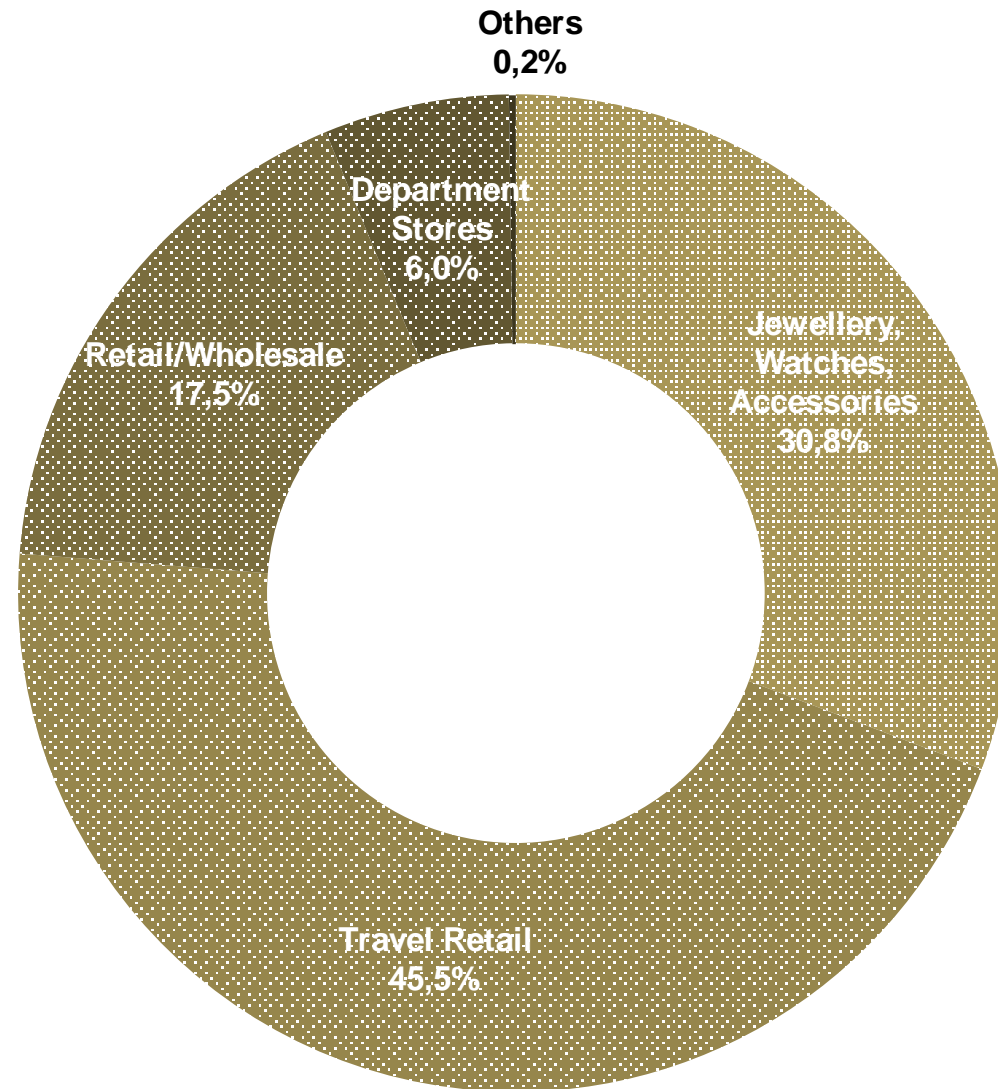
9-M 2011



9-M 2010

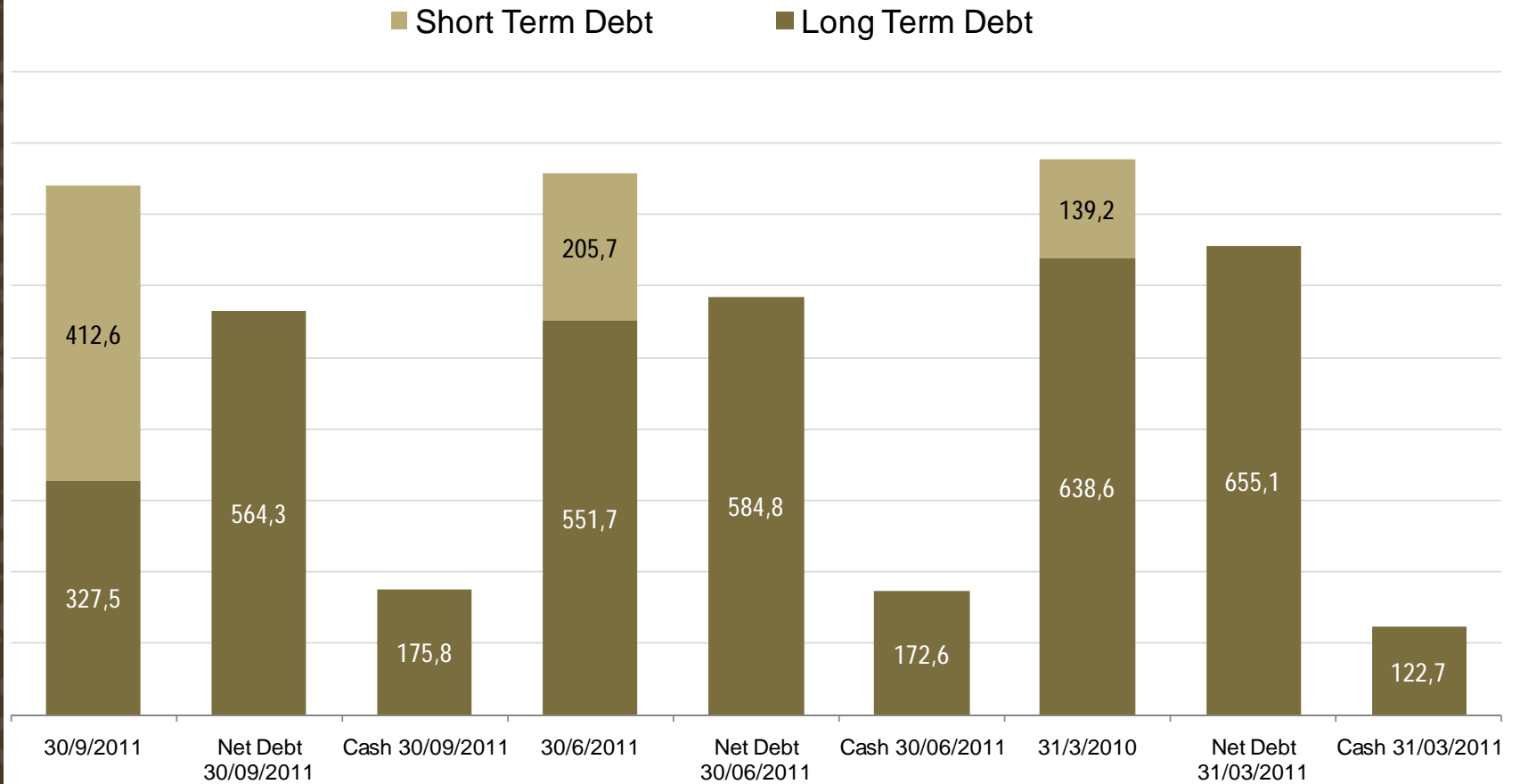


Capex split by activity



Total Group capex reached in the First Nine Months of 2011 € 15,1million

Debt Structure by quarter



Net debt decreased in the third quarter by EUR 20,5m, cash increased by EUR 3,2m

Free Cash Flow evolution

<i>in € million</i>	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	Q1 2011	6M 2011	9M 2011
Cash from operations before								
changes in working capital	117	152	197	199	204	30	74	133
Net interest paid	-11	-24	-45	-31	-33	-8	-18	-27
Income taxes paid	-30	-33	-34	-32	-46	-9	-9	-19
Net cash from operations before								
changes in working capital	77	95	118	135	125	13	46	87
Working capital requirements**	-52	-24	-85	-80	-95	-12	-57	-66
Net Operating investments***	-7	-22	-38	-26	-22	-4	-9	-14
Free Cash Flow*	17	48	-6	29	7	-3	-20	7

* before available for sale financial assets and investments, transactions relating to equity and financing

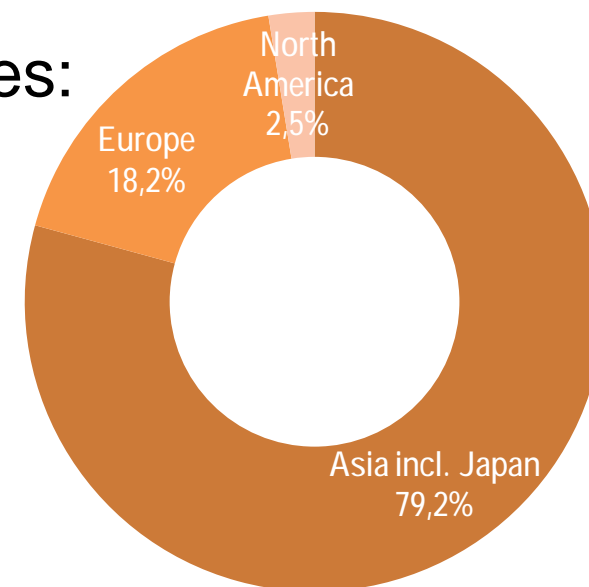
**in 2006 Links acquisition, in 2007 Elmec only in Q4 fully consolidated, in Nov 2008 Elmec launches one new department store where almost 80% of inventories are under consignment agreements

*** €18 m capex requirements for new department stores

Jewellery, Watches and Accessories:

Key figures (in Eur million)

	9-M 2011	9-M 2010	change
Revenue	363,5	341,8	6,3%
EBITDA	85,5	99,8	-14,3%
EBITDA margin	23,5%	29,2%	
Gross Margin	53,9%	59,2%	



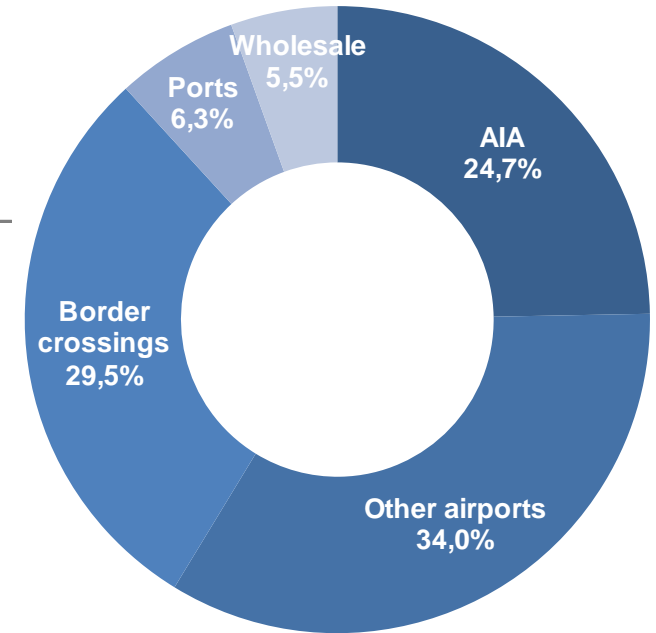
- § Solid revenue increase by 6,3%, compared to the same period last year. Excluding the currency effect, in constant currency terms revenues would have reached €380,3m increased by 11,3%.
- § Gross profit decreased by 3,2% from €202,3m to €195,7m, with the respective margin reaching 53,9% against 59,2% in the same period last year due to pressure from higher raw materials costs mainly on Links of London and the absorption of VAT increases in Greece and the UK for both brands.
- § EBITDA at €85,5m from €99,8m with the respective margin at 23,5% from 29,2% with slightly increased selling and marketing expenses (+4,7%) and increased administrative expenses (+7,5%) as a result of further investments in the the brands.
- § Folli Follie brand opened in the third quarter of 2011 – 19 new POS* with the network reaching now 448 POS from 425 POS the same period last year and is represented 35 airlines, Links of London opened in the third quarter of 2011 four POS reaching 87 POS worldwide

*12 relocations

Travel Retail:

Key figures (in Eur million)

	9-M 2011	9-M 2010	change
Revenue	229,0	200,8	14,0%
EBITDA	70,5	58,2	21,1%
EBITDA margin	30,8%	29,0%	
Gross Margin	52,0%	52,2%	

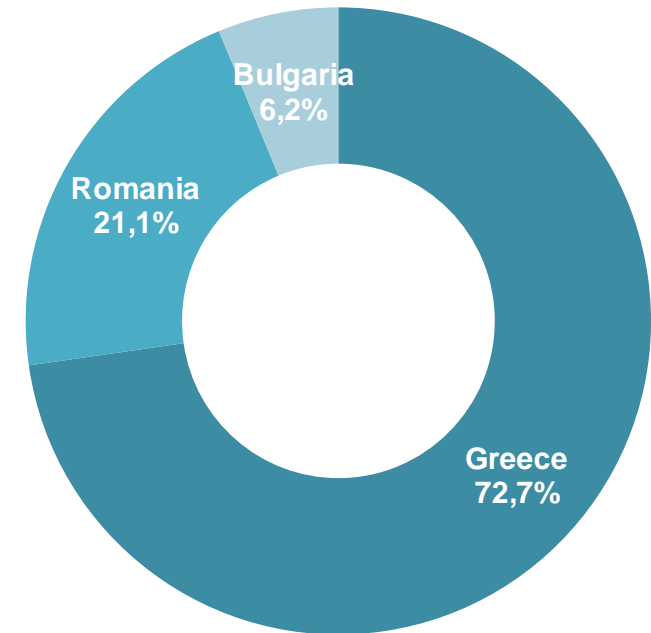


- § Strong revenue increase in the 9-M period by 14% from €200,8m to €229,0m.
- § Third quarter revenues reach €114,2m vs €99,2m in Q3 2010 and against €114,8m in the entire first half 2011.
- § Gross profit increased by 13,6% from €104,8m to €119,0m, with the respective margin at almost same level at 52,0% against 52,2% in the same period last year.
- § EBITDA reached €70,5m from €58,2m with the respective margin at 30,8% from 29,0% the same period last year.
- § 3rd quarter EBITDA Margin reached 32,5% from 26,5% in the 2nd quarter, supported by decreased administrative expenses (-37,3%).
- § Duty Free sales increased from 45,0% (9-M 2010) to 55,7% (9-M 2011).

Retail/Wholesale:

Key figures (in Eur million)

	9-M 2011	9-M 2010	change
Revenue	85	89,3	-4,8%
EBITDA	-0,5	1,1	-145,5%
EBITDA margin	-0,6%	1,3%	
Gross Margin	42,6%	44,2%	

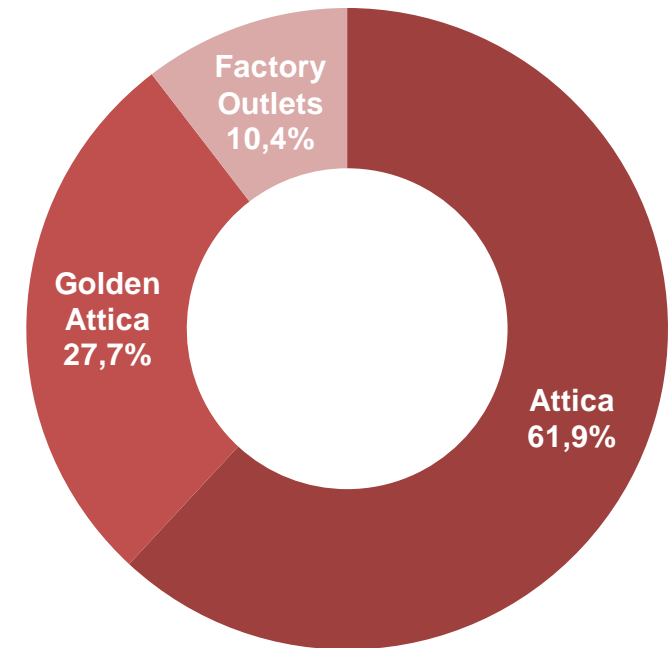


- § Modest revenues decrease by 4,8% from €89,3m to €85,0m as a result of the recession of the Greek economy and the associated compression of domestic consumption.
- § Gross profit decreased by 8,2% from €39,5m to €36,2m, with the gross margin posting a decline from 44,2% to 42,6% in the same period last year.
- § EBITDA declined in the 9-months period to €-0,5m from €1,1m, 3rd quarter EBITDA shows an improvement with €0,84m (margin at 2,6%) compared to the 2nd quarter with €-2,8m (margin at -12,6%) in a deteriorating domestic environment.

Department Stores:

Key figures (in Eur million)

	9-M 2011	9-M 2010	change
Revenue	93,9	103,7	-9,5%
EBITDA	7,0	10,4	-32,7%
EBITDA margin	7,4%	10,0%	
Gross Margin	34,8%	32,1%	



§ Revenues decreased by -9,5% from €103,7m to €93,9m mainly impacted by the insecurity about near-term economic development of households and a declining consumer traffic towards the city centre, with direct impact of the “attica” department store performance in the centre of Athens.

§ Gross profit slightly declined by -1,8% reaching €32,6m with the respective gross margin at 34,8% from 32,1% in the same period last year.

§ EBITDA decreased by 32,7% from €10,4m to €7,0m in the first nine months of 2011.

Other activities:

Key figures (in Eur million)

	9-M 2011	9-M 2010	change
Revenue	4,1	2,0	105,0%
EBITDA	-1,6	-0,8	110,5%
EBITDA margin	-39,7%	-39,1%	
Gross Margin	20,6%	7,3%	

§ Revenues increased by 105,0% to €4,1m from €2,0 m.

§ Gross profit increased to €0,85m from €0,14m in the same period last year.

§ EBITDA at minus €1,6 m from minus €0,77m .



Folli Follie as the exclusive sponsor of the 61st Miss World China pageant