



FOLLI FOLLIE GROUP

First Half 2014 Financial Results

August 28th, 2014

First Half 2014 Summarized Income Statement continuing operations

<i>in €m</i>	H1 2014	H1 2013	% change
Revenue	479,0	434,3	10,3%
Gross margin	238,1	211,9	12,4%
Selling expenses	-108,7	-110,2	-1,4%
Administrative expenses	-25,9	-24,4	6,1%
Other income and expenses	3,0	2,2	36,4%
Operating profit	106,5	79,5	34,0%
Net financial income (expense)	-13,2	155,9	
Investments in related companies	-0,16	7,9	-102,0%
Income taxes	-25,6	-3,2	700,0%
Net profit before minority interests	67,5	240,1	-71,9%
Minority interests	-1,6	-0,51	
Group share of net profit	66,0	239,6	-72,5%
Amortisation - Depreciation	9,9	10,1	-2,0%
EBITDA	116,4	89,6	29,9%

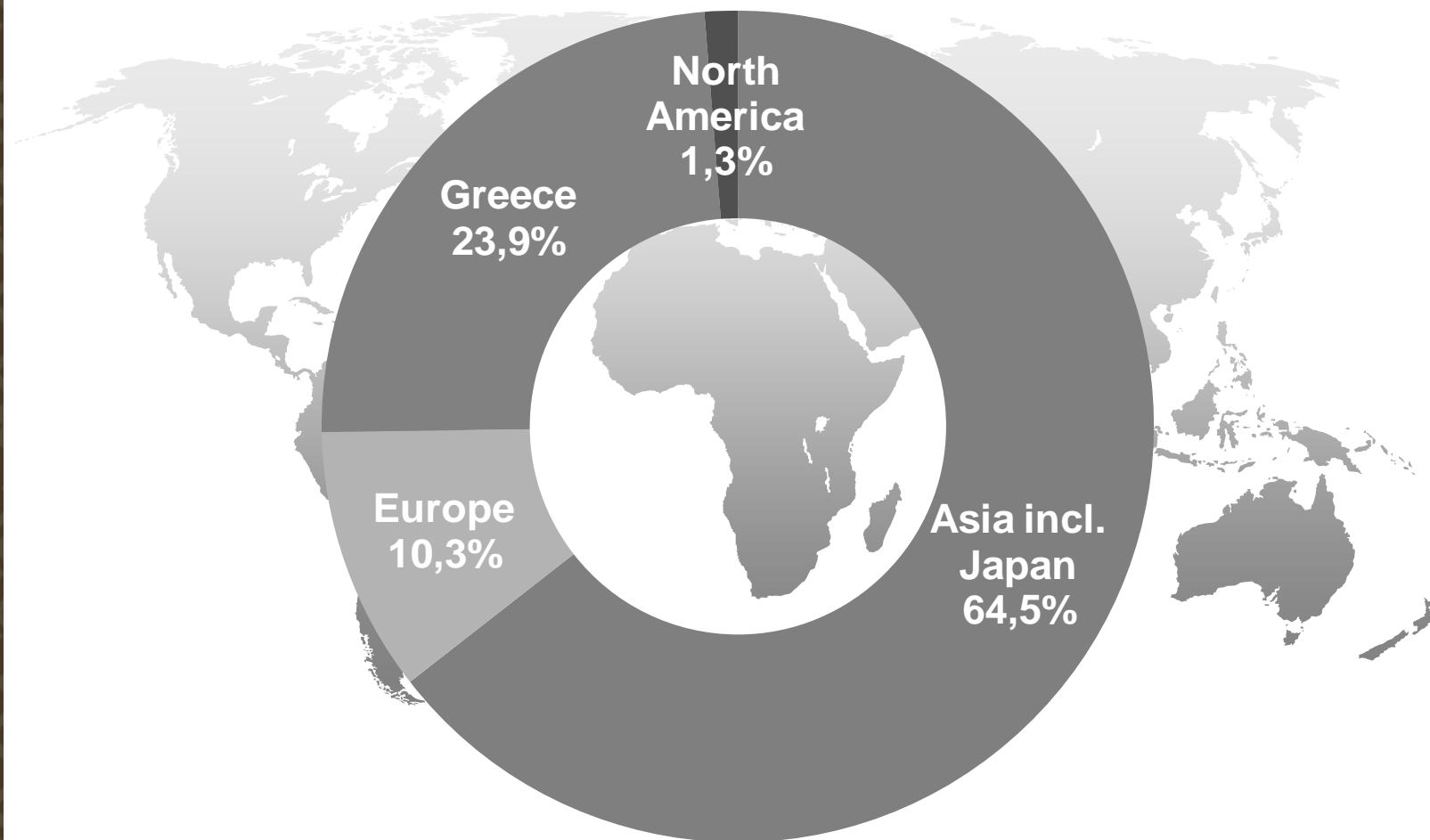
FF Group – Financial Highlights First Half 2014

- § Sustained positive Group performance based on a double digit revenue and profitability growth reaffirming the Group's guidance for 2014.
- § All activities of the Group indicate a high growth profile, led by Jewellery, Watches and Accessories followed by a significant recovery of the Greek and Balkan activities.
- § For the continuing operations, Group revenues increased by 10.3% and reached €479.0m. Group gross profit increased by 12.3% with the respective margin at 49.7% against 48.8% in the same period last year.
- § Group EBITDA accelerated its growth compared to the previous quarter and rose by 30% with the respective margin at 24.3% vs. 20.6% in the comparable period last year.
- § During the second quarter 2014 the Group reduced further its gross debt by €29.3m.

Revenue by activity

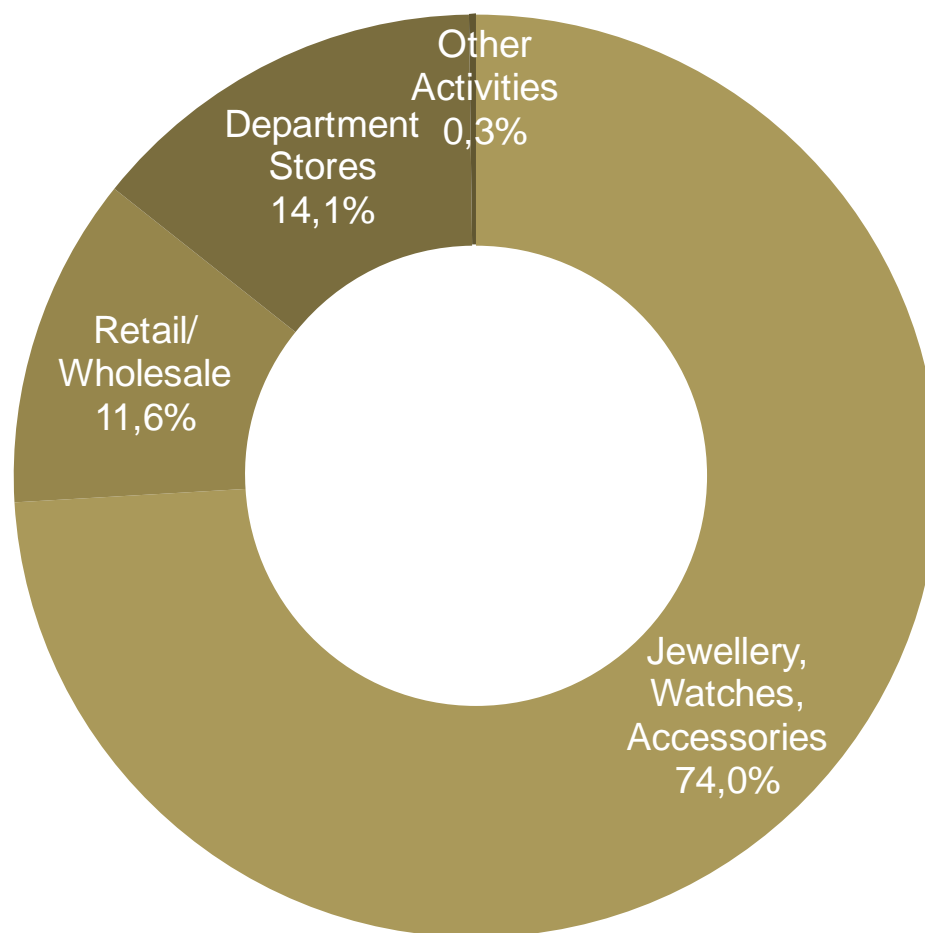
<i>in €m</i>	H1 2014	H1 2013	chg. in %
Jewellery, Watches, Accessories	354,4	322,8	9,8%
Retail & Wholesale	56,1	48,9	14,7%
Department Stores	67,3	61,0	10,3%
Other Activities	1,2	1,6	-25,0%
Total	479,0	434,3	10,3%

Revenue split by geographical region

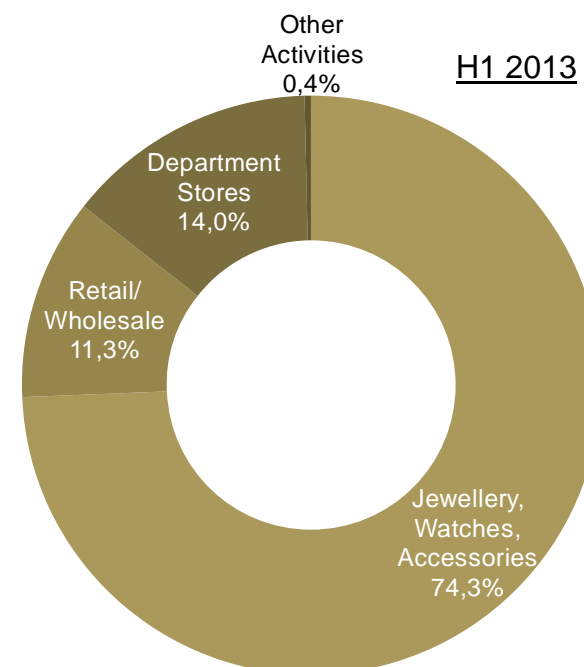


Revenue split by activity

H1 2014

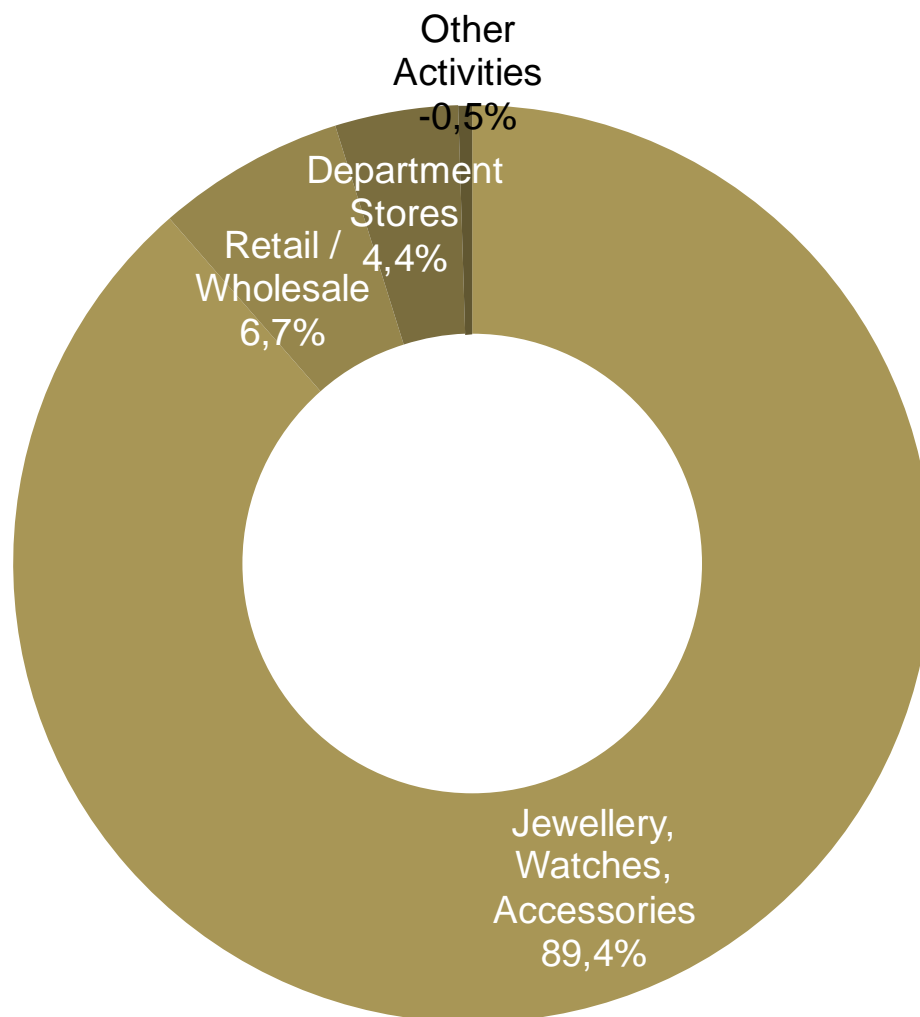


H1 2013

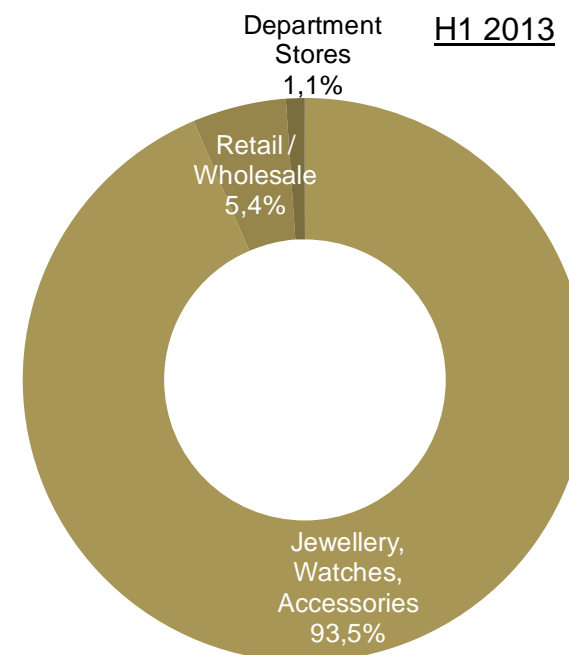


EBITDA by activity

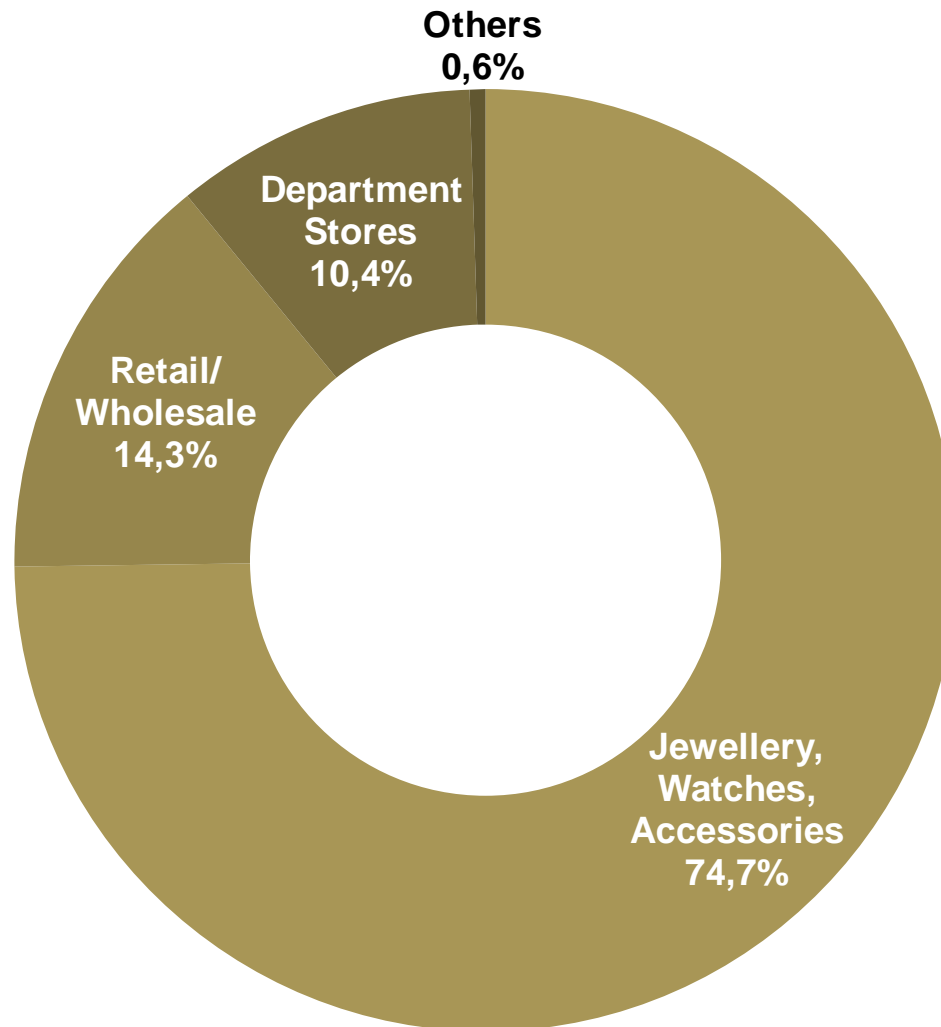
H1 2014



H1 2013



Capex split by activity

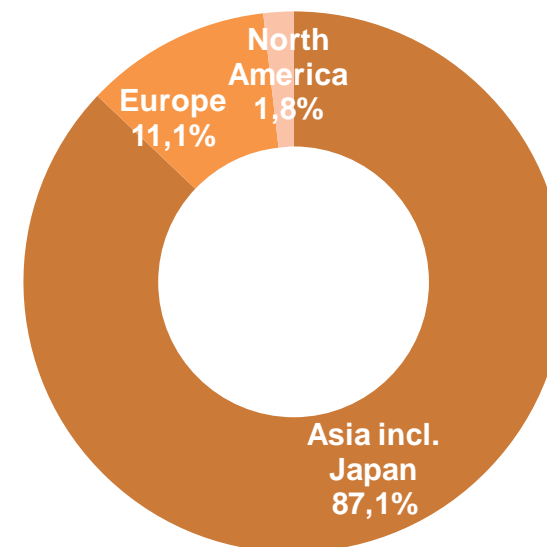


Group capex reached in H1 2014 €13.8 million against €7.2 million in H1 2013
Per 30th June 2014, the FF Group operated worldwide 880 POS in 28 countries

Jewellery, Watches and Accessories:

Key figures (in Eur million)

	H1 2014	H1 2013	chg %
Revenue	354,4	322,9	9,8%
Gross Margin	52,2%	51,5%	
EBIT DA	104,2	83,8	24,3%
EBIT DA margin	29,4%	26,0%	



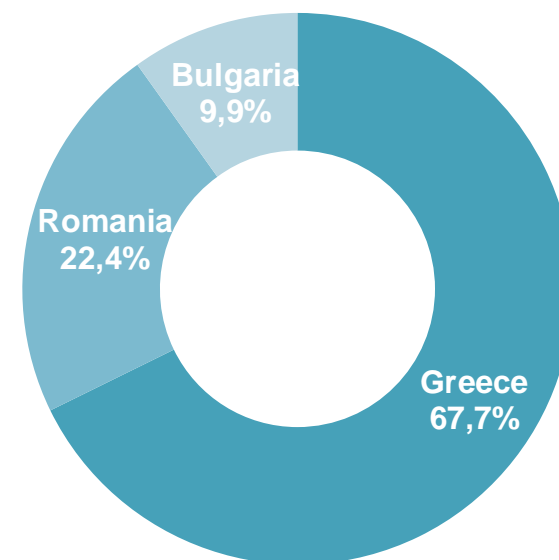
- § Solid top line growth at 9.8% for the first half 2014, including a negative currency impact of 2.6%.
- § Gross profit increased by 11.1%, with the respective margin at 52.2% vs. 51.5% in H1 2013.
- § Operating profit reached € 98.1m increased by 26.2% with the respective margin at 27.7% vs. 24.1% in H1 2013.
- § EBITDA increased by 24.4% with the respective margin at 29.4% compared to 26.0% in the same period last year, continuing previous quarter trends.
- § Q2 revenues increased by 9.3%, the respective EBITDA margin reached 28.0% from 24.7% in Q2 2013.
- § Folli Follie brand opened in the second quarter of 2014 – 7* new POS with the network reaching now 615 POS.

* 1 POS relocation

Retail/Wholesale:

Key figures (in Eur million)

	H1 2014	H1 2013	chg %
Revenue	56,1	48,9	14,7%
Gross Margin	51,9%	48,8%	
EBIT DA	7,8	3,9	100,0%
EBIT DA margin	13,8%	8,0%	

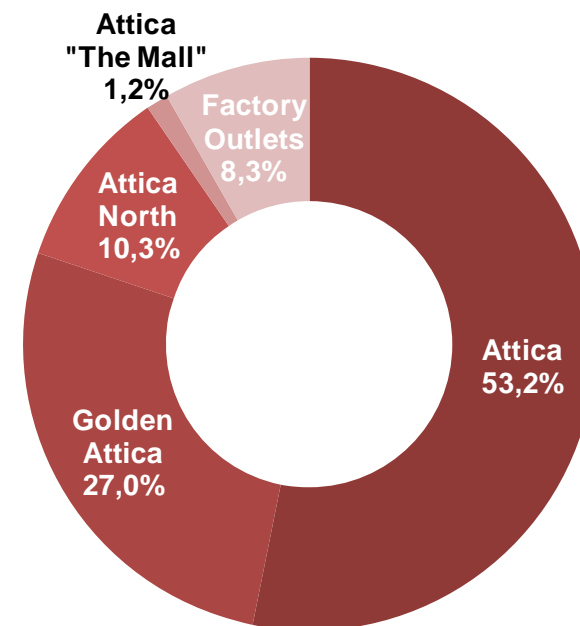


- § Strong first half revenue growth by 14.7% in all regions with an outperformance of the Greek operations.
- § Gross profit reached €29.1m and increased by 22.0% with the respective margin at 51.9%.
- § EBITDA reached €7.8m from €3.9m in H1 2013 with the respective margin at 13.8% from 8.0% in the same period last year, driven by an outperformance led by the Greek operations and followed by a strong EBITDA increase from the Romanian and Bulgarian activities, reaffirming the rebound of the Group's Balkan activities.

Department Stores:

Key figures (in Eur million)

	H1 2014	H1 2013	chg %
Revenue	67,3	61,0	10,3%
Gross Margin	35,5%	34,8%	
EBIT DA	5,1	5,1	0,0%
EBIT DA margin	7,6%	8,3%	



- § Solid revenue increase for the first half 2014 by 10.3%, from all department stores as well as outlets and led by a strong sales increase from Attica “North” (14.5%) followed by high single digit top line growth at the Athens based department stores.
- § Gross profit increased by 12.3% with the respective Gross margin increased to 35.5% vs. 34.8% in the same period last year.
- § EBITDA reached €5.1m with the respective margin at 7.6% impacted by investments in the new “Attica” department store due to open in the third quarter of this year.

Other activities:

Key figures (in Eur million)

	H1 2014	H1 2013	change
Revenue	1,1	1,5	-26,7%
Gross Margin	22,3%	23,6%	
EBIT DA	-0,6	-3,10	
EBIT DA margin	-50,0%	-199,0%	

§ Revenues decreased by 26.7% to €1.1m from €1.5m.

§ Gross profit margin at 22.3% vs. 23.6%.

§ EBITDA €-0.6m from €-3.1m.



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