



FOLLI FOLLIE GROUP

Full Year 2013 Financial Results

March 31st , 2014

Full Year 2013 Summarized Income Statement continuing operations*

<i>in €m</i>	FY 2013	FY 2012	% change
Revenue	887,4	809,7	9,6%
Gross margin	446,8	405,1	10,3%
Selling expenses	-224,9	-234,3	-4,0%
Administrative expenses	-56,2	-64,3	-12,6%
Other income and expenses	0,91	1,8	-49,4%
Operating profit	166,6	108,3	53,8%
Net financial income (expense)	227,1	-46,8	
Investments in related companies	-0,03	-0,09	
Income taxes	-50,7	-35,3	43,6%
Net profit before minority interests	343,0	26,1	
Minority interests	-2,8	-2,0	40,0%
Group share of net profit	340,2	24,1	
Amortisation - Depreciation	20,0	20,8	-3,8%
EBITDA	186,6	129,1	44,5%

* excluding the Travel Retail activity

FF Group – Financial Highlights Full Year 2013

- § Overall a strong revenue performance of the Folli Follie Group for all main operating segments. Especially JWA and Department store activities could accelerate in the forth quarter their top line growth compared to Q3 2013.
- § For the continuing operations*, Group revenues increased by 9.6% and reached €887.4m. Group gross profit margin unchanged at 50.3%.
- § Group EBITDA increased strongly by 44.6% with the respective margin at 21.0% vs. 15.9% in the comparable period last year, mainly driven by decreased SG&A.
- § The Group ended the year with EUR 29.0 million net cash (excluding leases at EUR 62.5m).

* excluding the Travel Retail activity

Full Year 2013 Summarized Income Statement incl. discontinued operations*

<i>in €m</i>	FY 2013	FY 2012	% change
Revenue	934,2	1.110,0	-15,8%
Gross margin	470,7	556,9	-15,5%
Selling expenses	-241,3	-313,8	-23,1%
Administrative expenses	-59,1	-73,6	-19,7%
Other income and expenses	3,1	16,3	-81,0%
Operating profit	173,4	185,8	-6,7%
Net financial income (expense)	224,2	-54,8	
Investments in related companies	-0,03	-0,09	
Income taxes	-50,1	-35,3	41,9%
Net profit before minority interests	347,5	95,6	263,4%
Minority interests	-2,9	-2,0	45,0%
Group share of net profit	344,6	93,6	268,1%
Amortisation - Depreciation	21,3	27,0	-21,1%
EBITDA	194,7	212,8	-8,5%

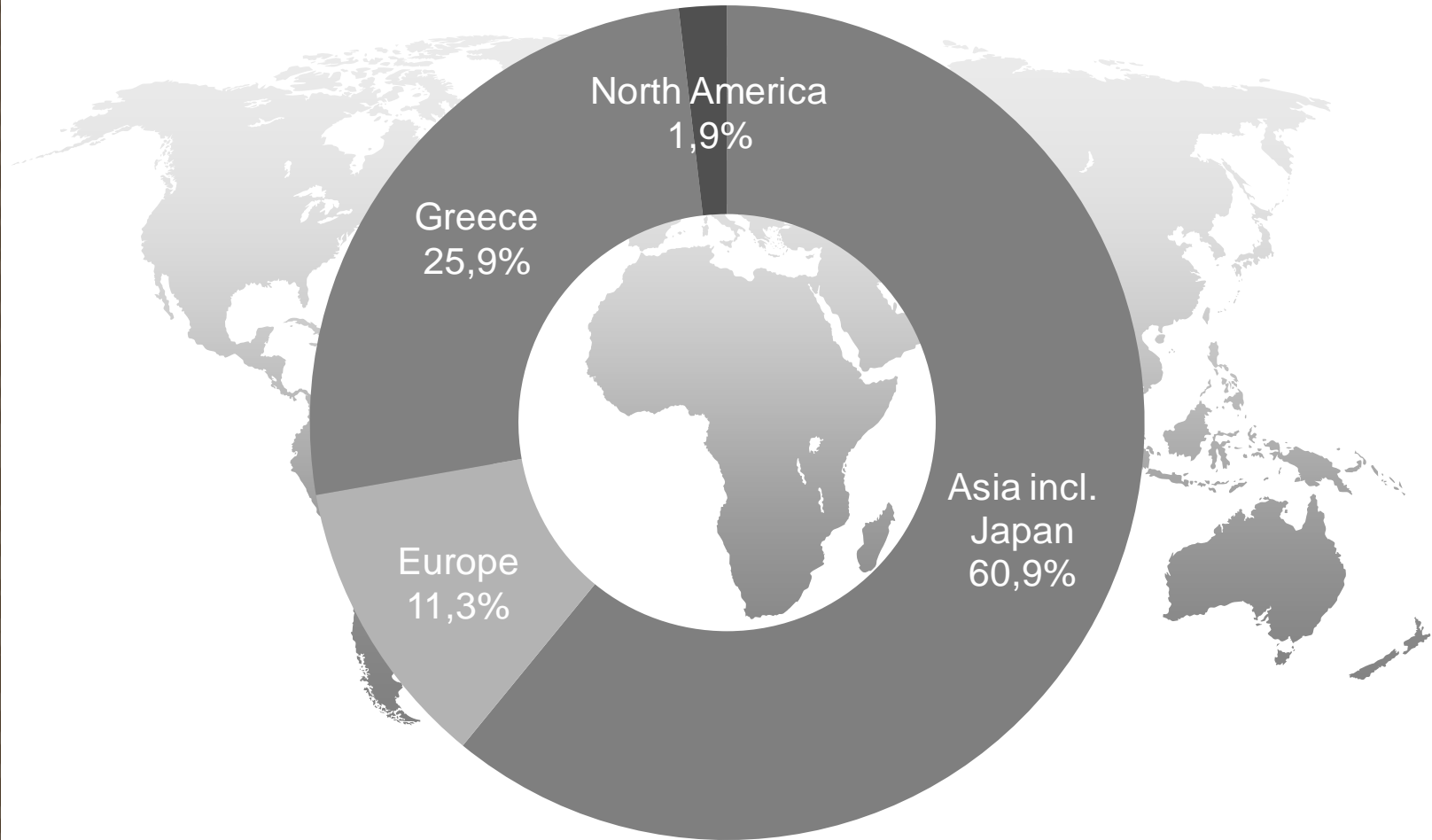
* including the first quarter 2013 of the Travel Retail activity

Revenue by activity continuing operations*

<i>in €m</i>	FY 2013	FY 2012	chg. in %
Jewellery, Watches, Accessories	642,3	583,8	10,0%
Retail & Wholesale	106,3	98,4	8,0%
Department Stores	136,2	123,8	10,0%
Other Activities	2,5	3,7	-32,4%
Total	887,3	809,7	9,6%

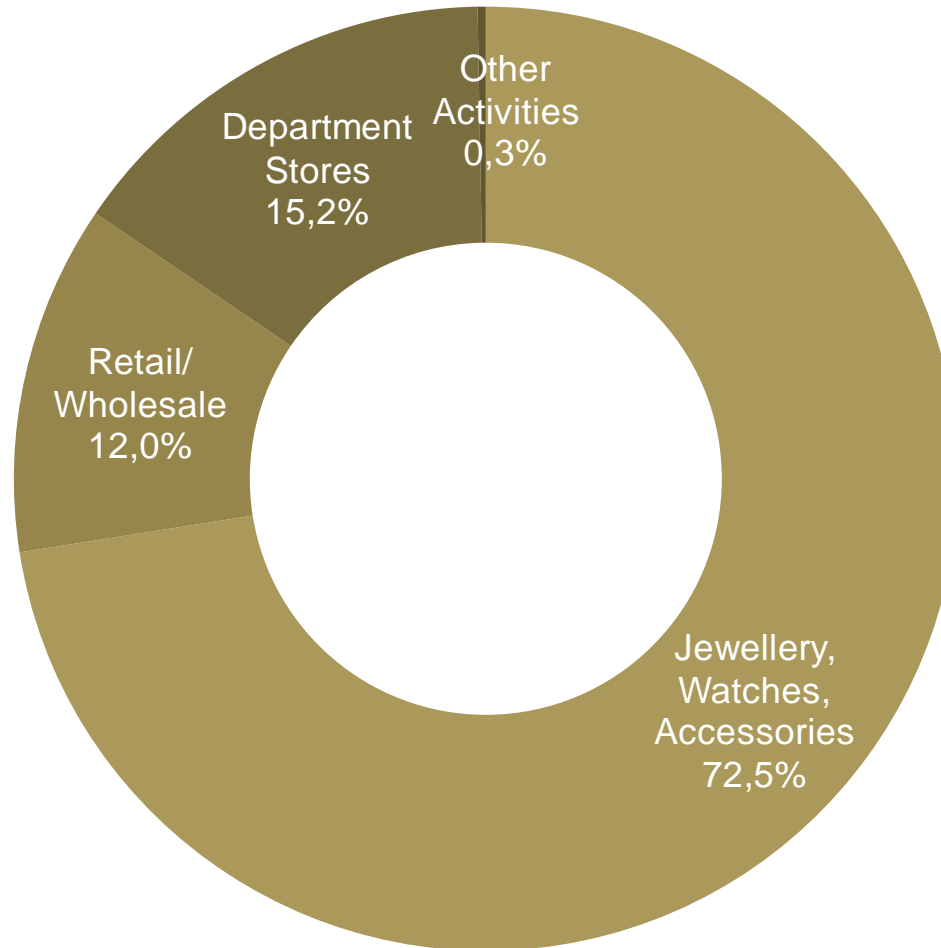
* excluding the Travel Retail activity

Revenue split by geographical region



Revenue split by activity continuing operations*

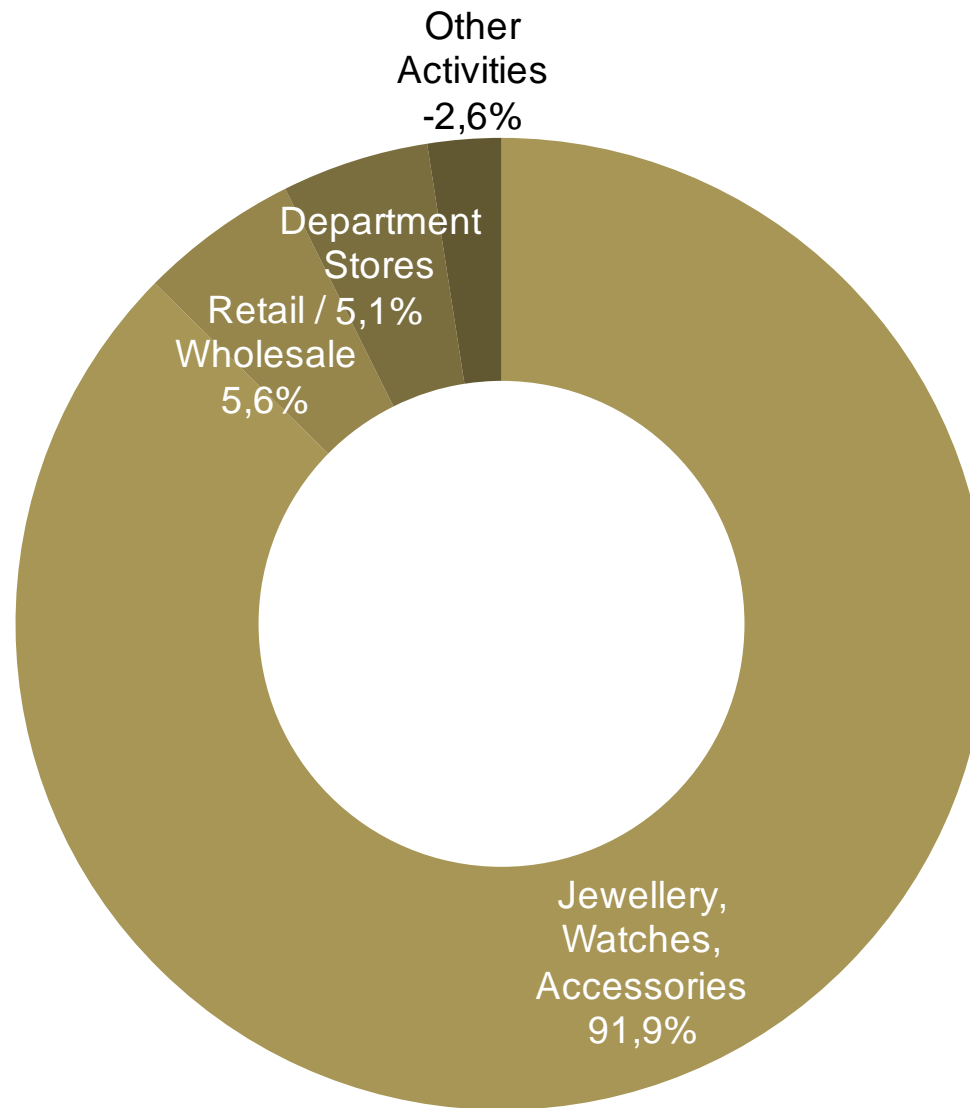
FY 2013



* excluding the Travel Retail activity

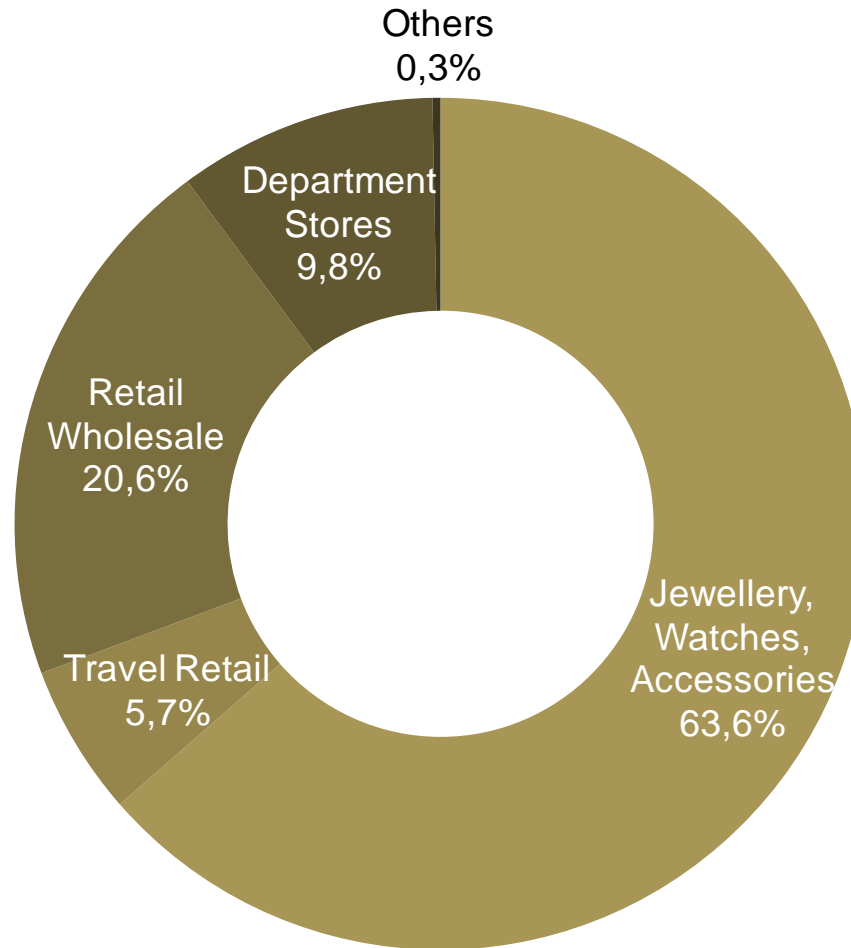
EBITDA by activity from continued operations*

FY 2013



* excluding the Travel Retail activity

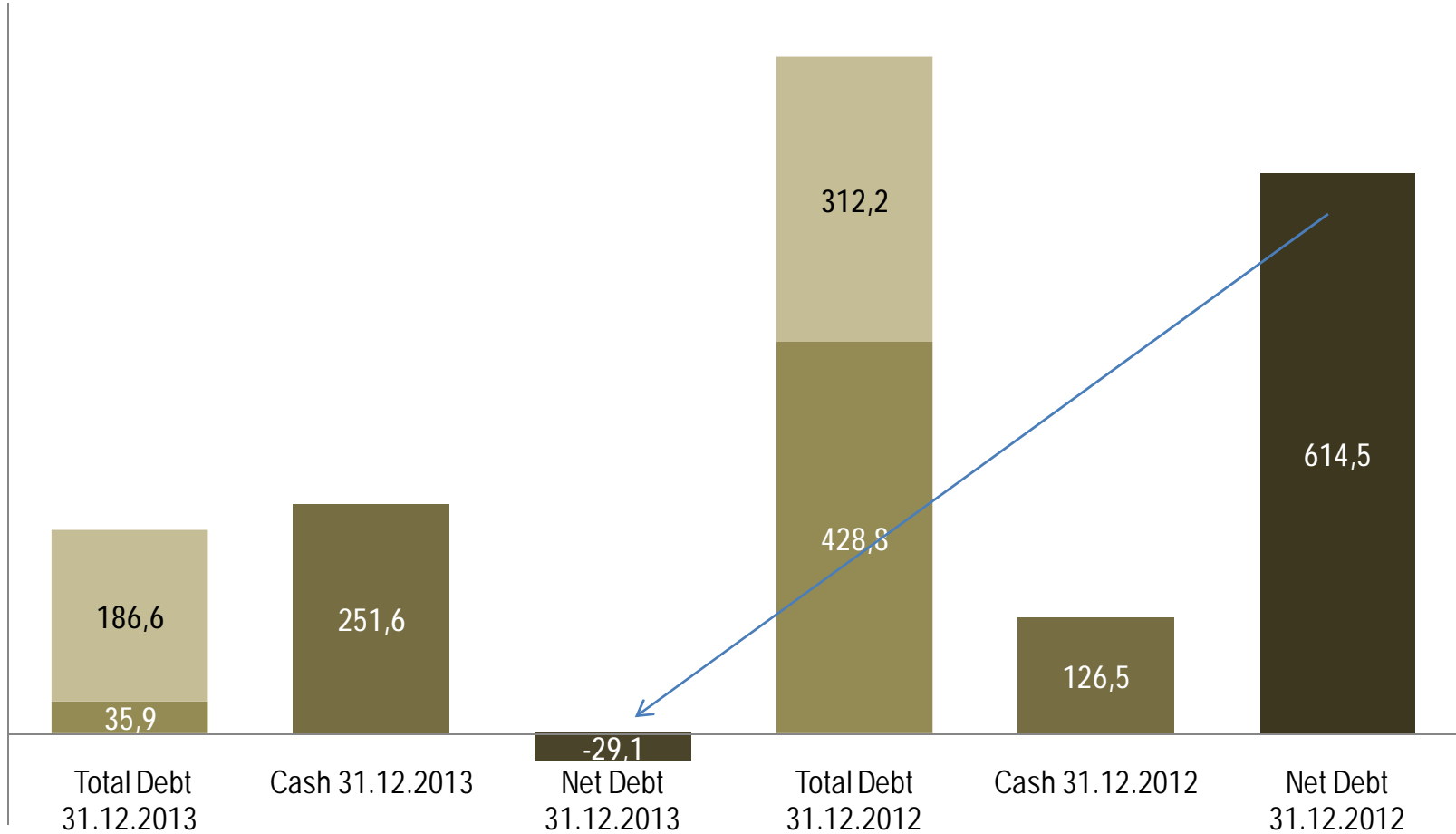
Capex split by activity



Group capex reached in FY 2013 €15.3 million against €15.5 million in FY 2012

Debt Structure FY 2013 vs FY 2012

■ Long Term Debt ■ Short Term Debt

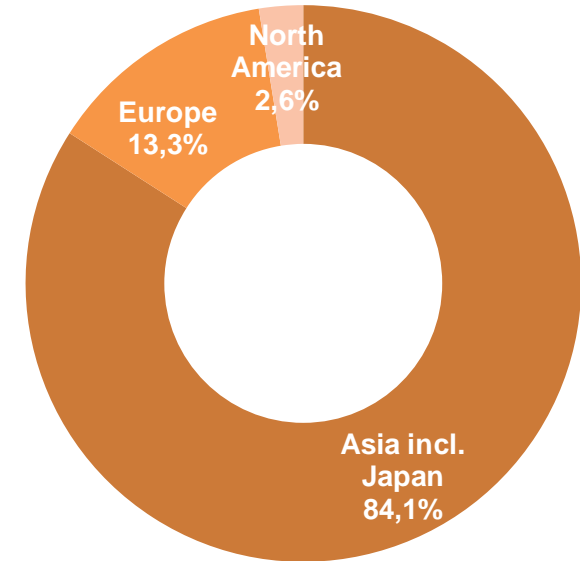


Net debt went from €614.5m in FY 2012 to net cash of €29.1m in FY 2013, excluding leases net cash would reach €62.5m

Jewellery, Watches and Accessories:

Key figures (in Eur million)

	FY 2013	FY 2012	change
Revenue	642,3	583,8	10,0%
EBITDA	171,4	132,4	29,5%
EBITDA margin	26,7%	22,7%	
Gross Margin	54,3%	55,2%	



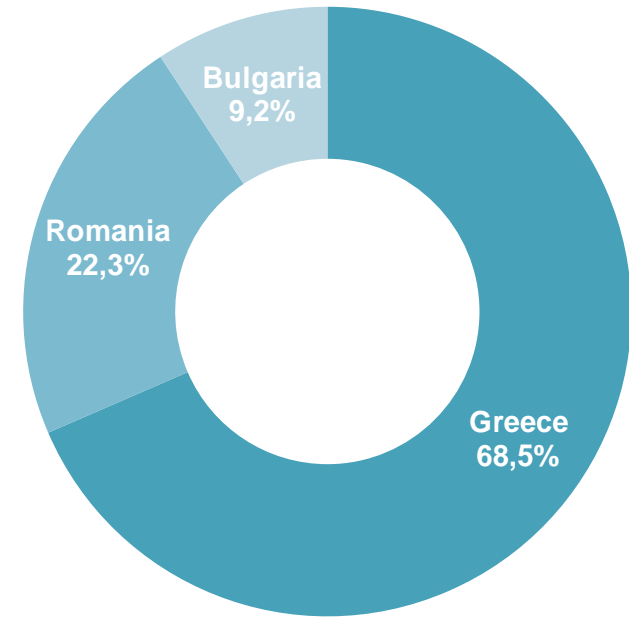
- § Impressive revenue increase by 10.0%, with Q4 2013 revenues increased by 20%. Full Year top line was negatively impacted by 4.2% from the currency effect.
- § Gross profit increased by 8.2%, with the respective margin at 54.3% for the full year 2013 and 58.7% in Q4.
- § Operating profit reached € 159.2m increased by 32.4% supported by decreased SG&A expenses with the respective margin at 24.8% for the year and 28.5% in Q4 2013.
- § EBITDA increased by 29.4% with the respective margin reaching 26.7%. Q4 EBITDA increased by 33.9% and reached a margin of 30.2%.
- § Folli Follie brand opened in the fourth quarter of 2013 – 24* new POS with the network reaching now 607 POS.

* 17 net POS openings

Retail/Wholesale:

Key figures (in Eur million)

	FY 2013	FY 2012	change
Revenue	106,3	98,4	8,0%
EBITDA	10,4	-6,3	
EBITDA margin	9,8%	-6,4%	
Gross Margin	45,9%	39,5%	

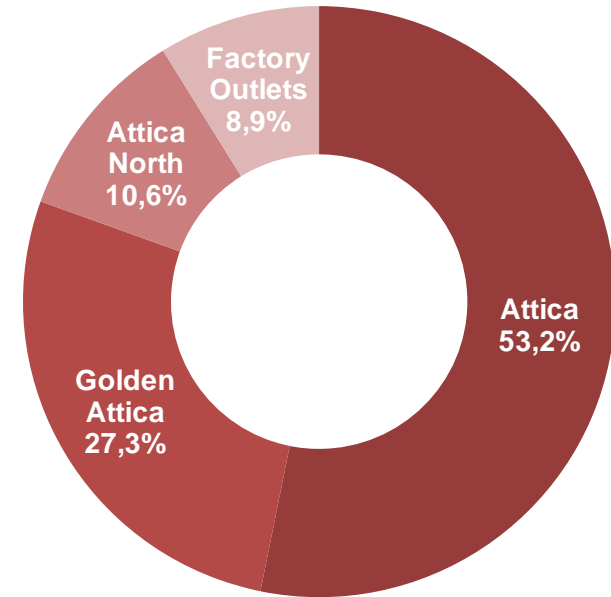


- § Strong revenue increase by 8% according to previous quarter trends and confirming the consolidation in the local branded retail market. Forth quarter 2013 revenues increased by 19.4% vs. Q4 2012.
- § Gross profit reached €48.8m and increased by 25.7% vs. 2012 with the respective margin at 45.9% compared to 39.5% last year.
- § EBITDA reached €10.4m from € -6.4m the respective period last year with the respective margin at 9.8%, supported by continuous cost containment efforts. Forth quarter EBITDA in particular moved from €-8.8m to €2.7m with the respective EBITDA margin at 10.8%.

Department Stores:

Key figures (in Eur million)

	FY 2013	FY 2012	change
Revenue	136,2	123,8	10,0%
EBITDA	9,6	6,4	50,0%
EBITDA margin	7,1%	5,2%	
Gross Margin	35,7%	35,1%	



- § Revenues increased by 10.0%, continuing the positive trend of the year. Forth quarter revenues increased strongly by 17.6%.
- § Gross profit increased by 11.6% reaching €48.6m with the respective Gross margin slightly increased to 35.7% from 35.1% in the same period last year.
- § EBITDA increased impressively by 49.6% to €9.6m in FY 2013 from €6.4m with the respective margin at 7.1% from 5.2% in the previous period.

Other activities:

Key figures (in Eur million)

	FY 2013	FY 2012	change
Revenue	2,5	3,7	-32,4%
EBITDA	-4,8	-3,5	
EBITDA margin	-192,7%	-94,0%	
Gross Margin	18,9%	9,2%	

§ Revenues decreased by 32.4% to €2.5m from €3.7m.

§ Gross profit increased to €0.47m from €0.34m .

§ EBITDA decreased to €-4.6m from €-3.5m.

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