

### **FF Group 9M Financials**

<b>Amounts</b>	in	€	million
AIIIUUIII	<i>    </i>		

**Total Sales** 

**EBITDA** 

**EBIT** 

**EBT** 

**EAT** after min.

	% of sales
678,4	

151,3	22,3%



### Folli Follie Group - Financial Highlights 9-M 2008

- Full consolidation of Elmec Sport for a 9-months period
- Increased group sales by 46% compared to the same period last year
- Group operating profit increases by 24,5%
- Strong group EBITDA margin of 22,3%
- Despite increased interest expenses of 87% compared to 9-M
  2007, net profit after taxes and minorities increased by 5%
- 8% increase of cash in Q3 2008 vs. Q2 2008



# Folli Follie Group - Financial Results 9-M 2008

	lan Can 2009	lan Can 2007	Δ vs. Jan-
	•	Jan-Sep 2007	•
Sales Revenue	678.380	465.604	45,7%
Cost of goods sold	-329.111	-209.022	
Gross profit	349.269	256.582	36,1%
Other Operating income	17.913	11.086	
Administrative expenses	-40.722	-30.586	
Selling and marketing costs	-186.906	-125.322	
Other expenses	-2.752	-1.912	
Earnings before taxes, financing and investing results (EBIT)	136.802	109.848	24,5%
Finance costs - profit	3.386	7.479	
Finance costs - expenses	-32.549	-17.359	
Earnings before taxes (EBT)	107.639	99.968	7,7%
Income tax expense	-25.341	-24.465	
Earnings for the period after taxes	82.298	75.503	9,0%
Attributable to:			
Net earnings after taxes and minorities	63.920	60.741	5,2%
Minority interest	-18.378	-14.762	
Earnings (after taxes) per share - basic (expressed in €)	1,94	1,84	5,4
Amortisation - Depreciation	14.471	9.380	
Earnings (profit) before taxes, financing and investing			
results and depreciation - amortisation (EBITDA)	151.273	119.228	26,9%





### Folli Follie stand-alone: Financial Highlights 9-M 2008

- Good overall performance, despite high comparables in 2007
- Despite a rapid worsening of market and consumer sentiment in Q3 and ongoing adverse currency conditions, all geographic regions continue to post impressive sales growth (+20% currency adjusted)
- EBITDA growth of 14% compared to 9-M 2007
- Slightly lower gross margin for Folli Follie stand-alone compared to 9-M
  2007, but improved against H1 2008
- Net profit growth of 6%
- EPS growth for FF stand alone of 7,6%

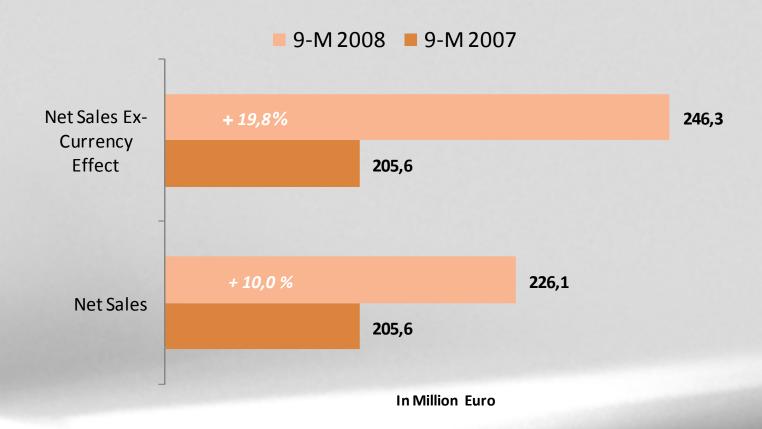


## Folli Follie stand-alone: Financial Highlights 9-M 2008

	2008 IFRS	2007 IFRS	change %
Sales (Million €)	226,1	205,6	10,0 %
EBITDA (Million €)	75,9	66,4	14,4 %
EBITDA Margin	33,6%	32,3 %	
Gross Margin	56,9%	59,1 %	
EBT (Million €)	78,3	72,3	8,3 %
Net Profit a.M. (Million €)	64,9	61,1	6,2 %
<b>EPS (€)</b>	1,98	1,84	7,6%



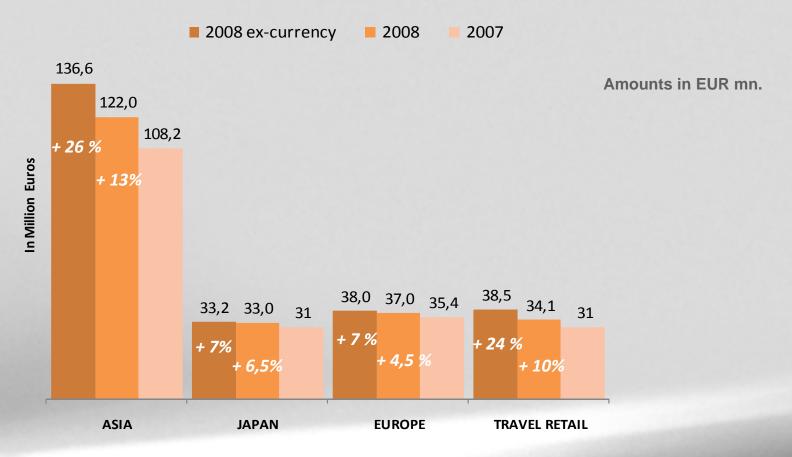
### Net sales 9-M 2007 vs. 9-M 2008



- Sales increase of 10,0% in a challenging market environment
- Ex-currency Folli Follie stand-alone records a sales increase of 19,8%



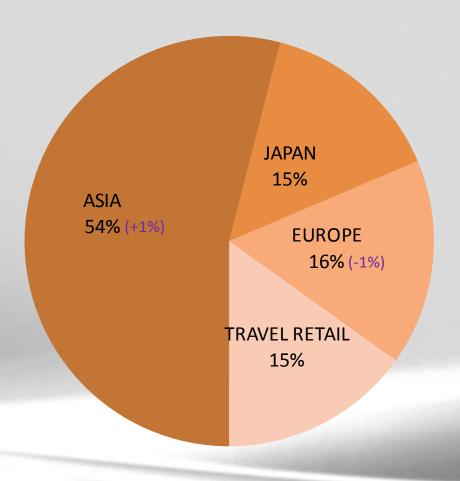
# Net sales by Region



- Very positive sales growth throughout all regions, Asia recording for another quarter an impressive sales increase demonstrating FF's strong brand recognition and attractive affordable positioning
- Japan and Europe with a currency adjusted sales increase of +7%
- Continuously double-digit sales increase in the travel retail sector indicating a 24% currency adjusted sales growth

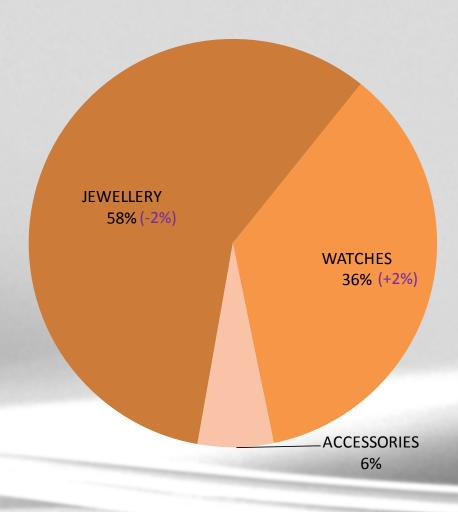


# 9-M 2008 Net sales by Region





# Financials - Product Category Sales





### Remarks

- During the 3<sup>rd</sup> quarter of 2008, 17 new points of sale opened (12 relocations) and 4 new airlines (38 airlines total):
- 1 in UAE, 3 in Japan, 1 in Hong Kong, 3 in Korea, 2 in Taiwan, 7 in China
- End of Q3 2008 Folli Follie counted 372 points of sale in 25 countries
- 3 % of total turnover in local currency accounted from new openings from 30/9/2007 till 30/9/2008





### 9M 2008 – Contribution by Company

		ELMEC	Hellenic	Links	HDFS Group		HDFS Group		
Amounts in € million	HDFS	Sport	Distributions	London	6M 2008		6M 2007	% of sales	YoY
Sales	211.8	180.8	17.9	47.7	458.2		262.8		
Intra-Group Sales	-2.5				-2.5		-2.8		
Total Sales	209.2	180.8	17.9	47.7	455.6		260.0		75.3%
EBITDA	50.2	19.2	2.5	3.5	75.7	16.6%	52.8	20.3%	43.3%
Depreciation					9.9		5.2		
EBIT					65.8	14.4%	47.6	18.3%	38.3%
Interest & participation income					-15.7		-1.2		
EBT					50.1	11.0%	46.4	17.8%	7.9%
Taxes					12.3		12.4		
EAT					37.8	8.3%	34.0	13.1%	11.1%
Minority interest					1.8		0.0		
EAT after minorities					36.0	7.9%	34.0	13.1%	5.8%

#### HDFS Group Cash Flow Statement - 9M 2008

(Euro '000)	9M 2008	12M 2007	<u>9M 2007</u>
Operating Cash Flow			
Cash flow before working capital changes	76,667	70,632	53,512
Investments in working capital	-16,262	22,596	-6,403
Cash from operations	60,406	93,227	47,110
Interest expenses	-13,877	-10,247	-3,150
Taxes paid	-13,762	-22,319	-10,463
Net cash from operating activities (a)	32,766	60,661	33,496
Cash flow from investment activities			
Acquisition of subsidiaries	-8,906	-180,737	0
CapEx and other investments	-20,203	-12,245	-4,725
Sale of assets	7,527	0	100
Interest income	1,258	-3,581	1,977
Dividends received	96	812	
Cash flow from investment activities (b)	-20,228	-195,751	-2,648
Cash flow from financing activities			
Increase / (Decrease) of debt	31,505	154,238	9,679
Share buyback	-1,116	-6,560	-2,658
Dividends paid	-38,660	-34,766	-34,766
Cash flow from financing activities (c)	-8,270	112,912	-27,745
Increase / (decrease) in cash and cash equivalents (a) + (b) + (c)	4,268	-22,179	3,104
Cash at the beginning of the period	38,013	60,191	60,787
Cash at the end of the period	42,281	38,013	

#### **HDFS Group Debt Structure - 9M 2008**





#### Sales by region

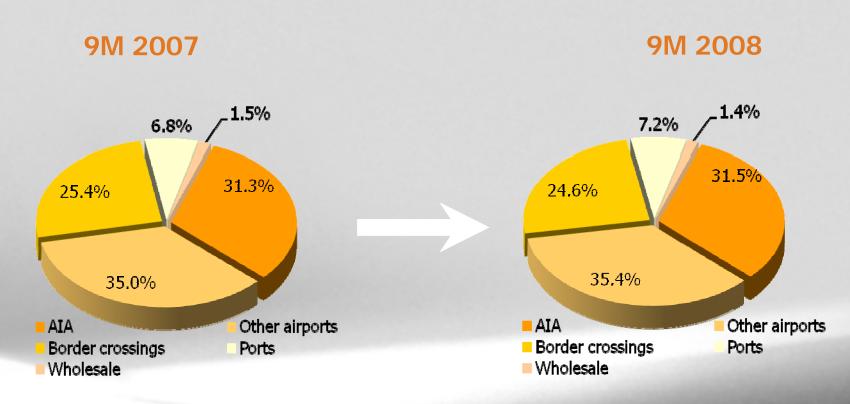
■9M 2007 ■9M 2008



Amounts in € million



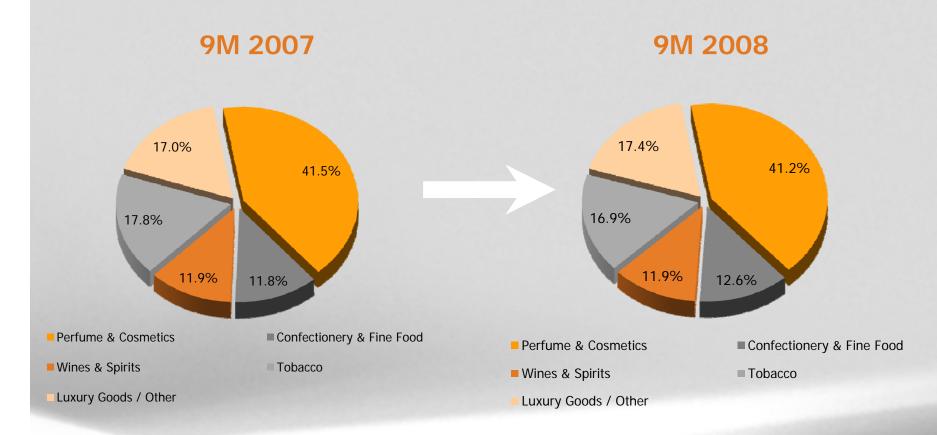
#### Sales by region



- > AIA sales +4.4% YoY.
- ➤ Other airports' sales +5.0% YoY.
- ➤ Border sales +0.4% YoY.
- ➤ Port sales +9.4% YoY.
- ➤ Wholesale -1.4% YoY.



#### Sales by category

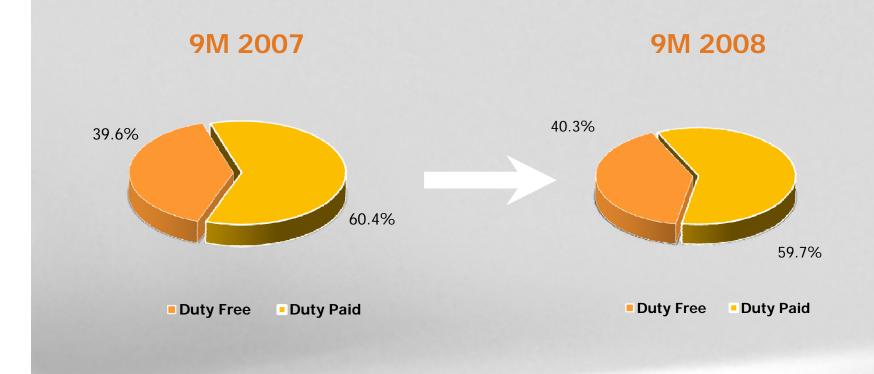


#### Best performing product categories:

- Confectionery & Fine Food sales +10.9% at €26.7 million.
- Luxury Goods / Other products sales +6.3% at €36.9 million.
- Wines & Spirits sales +3.6% at €25.1 million.



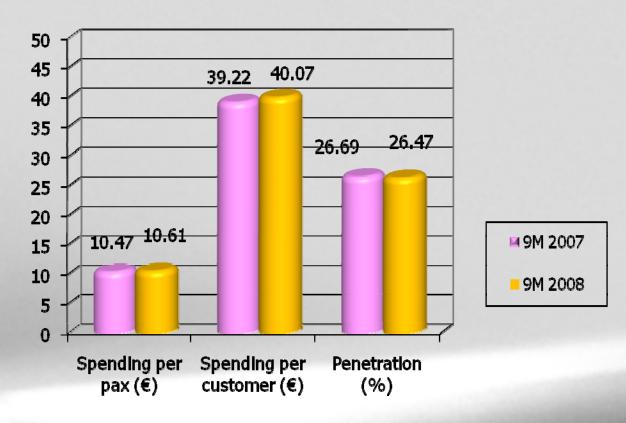
#### **DF/DP** sales



- DF sales increased by 5.8% reaching €85.4 million from €80.8 million in 9M 2007.
- DP sales increased by 2.6% reaching €126.3 million from €123.1 million in 9M 2007.



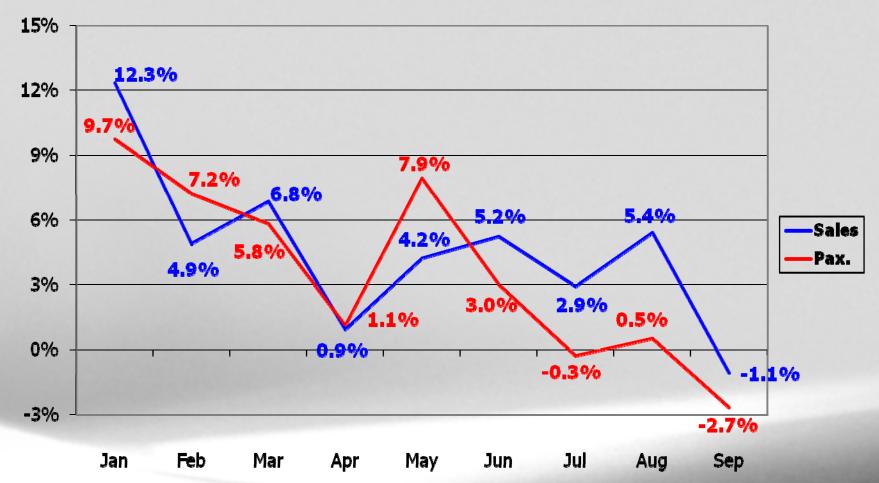
### **Key performance indicators**



- Pax spending +1.31% YoY.
- Customer spending +2.15% YoY.
- Decreased penetration by 22 bps.



#### SALES vs. DEPARTING PASSENGERS Growth



**Sales growth for 9M 2008 +3.8%** 

Pax growth for 9M 2008 +1.9%



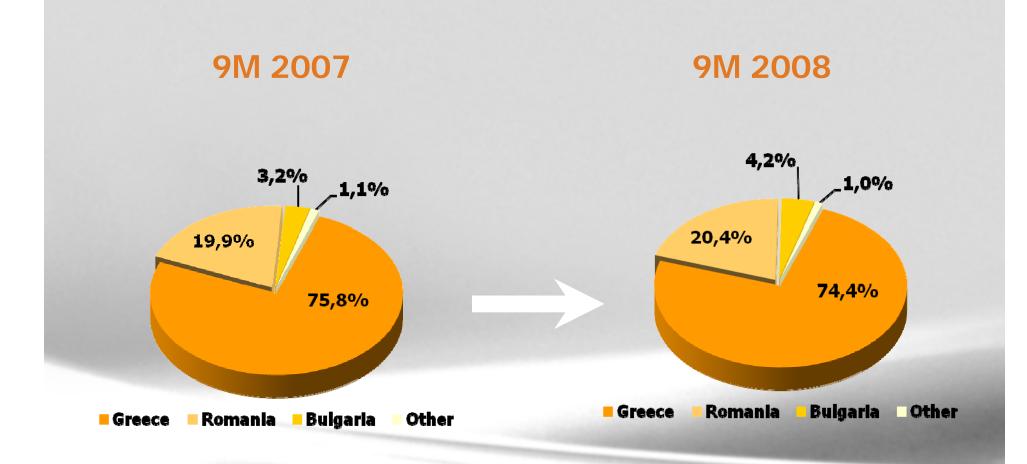


### Financial Results 9M 2008

Amounts in € mil	Elmec Sport	attica	Elmec Romania	Elmec Bulgaria	Factory Outlet	Factory Outlet Airport	Other affiliates	Intra- group	Elmec Group 2008:9M	% of sales	Elmec Group 2007:9M	% of sales	Y-O-Y cng %
Turnover	71,2	76,8	36,8	7,6	5,8	4,9	1,3	-23,7	180,8		148,8		21,5%
EBITDA	2,8	4,9	5,7	2,5	2,3	1,3	-0,33	0,08	19,2	10,6%	19,6	13,2%	-2,0%
Depreciation									-4,2		-4,0		
EBIT									15,0	8,3%	15,6	10,5%	-3,7%
Interest									11,0		6,0		
EBT									26,1	14,4%	21,6	14,5%	20,9%
Taxes									-2,9		-5,9		
EAT										40.004		10 50/	10 101
reported									23,2	12,8%	15,6	10,5%	48,6%
Minority interests									-1,4		-1,7		
EATA & minor	. 4	-						7.1111111	21,9	12,1%	13,9	9,4%	57,1%



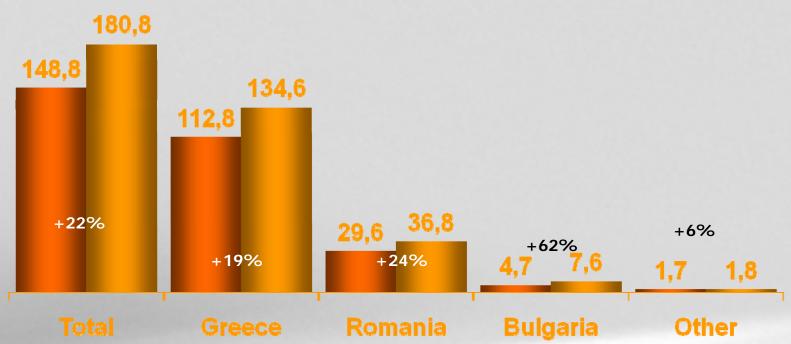
# % Sales by region





# Sales by region

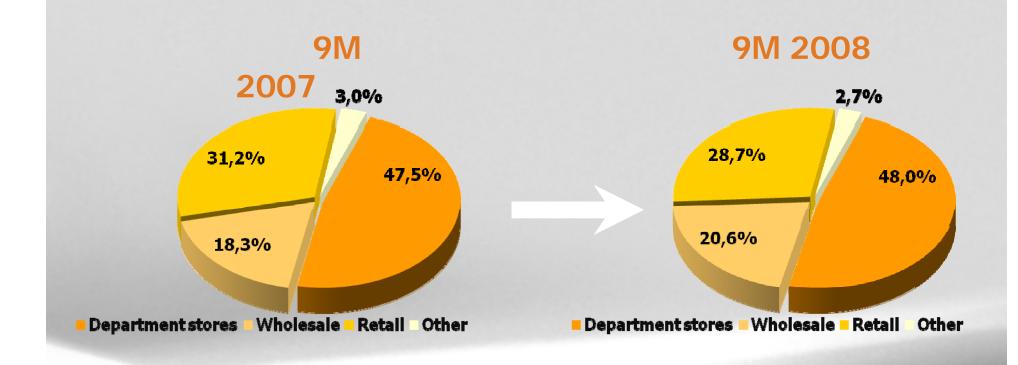




Amounts in € million



# % Sales by segment





# Sales by segment





Amounts in € million

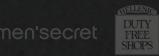








JOSEPH \





PATRIZIA PEPE







DOCKERS®





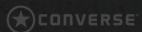


women'secret













Oregon







PAPERMOON



## FOLLI FOLLIE GROUP OF COMPANIES





MONNALISA° women'secret





LINKS

REDSKINS

# Financial results 9M 2008



The Wellness Company



www.redskins.eu



attica

















women'secret















The Wellness Company