

ANNUAL REPORT 2014

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Geox S.p.A. Registered Offices in Italy - Via Feltrina Centro 16, Biadene di Montebelluna (Treviso) Share Capital - Euro 25,920,733.1 fully paid Tax Code and Treviso Companies Register No. 03348440268

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# DIRECTORS' REPORT

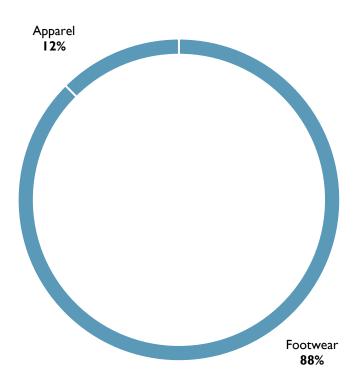
## Profile

The Geox Group creates, produces, promotes and distributes Geox-brand footwear and apparel, the main feature of which is the use of innovative and technological solutions that can guarantee the ability to breathe and remain waterproof at the same time.

The extraordinary success that Geox has achieved is due to the technological characteristics of its shoes and apparel. Thanks to a technology that has been protected by over 60 different patents registered in Italy and extended internationally, "Geox" products ensure technical characteristics that improve foot and body comfort in a way that consumers are able to appreciate immediately.

Geox's innovation stems essentially from the creation and development of special outsoles: thanks to a special membrane that is permeable to vapour but impermeable to water, rubber outsoles are able to breathe and leather outsoles remain waterproof. In the apparel sector the innovation increases the expulsion of body's internal humidity thanks to hollow spaces and aerators.

Geox is market leader in Italy in its own segment and is one of the leading brands world-wide in the "International Lifestyle Casual Footwear Market" (source: Shoe Intelligence, 2014).



## Strategy

The Geox Group's strategic plan, focused on a sustainable and profitable growth, is based on several key elements, including:

#### **Product innovation**

Product innovation is fundamental for the consolidation of Geox's competitive advantage. The strategic plan provides the constant strengthening of the competitive advantage which comes from the uniqueness of the product and from innovation in footwear and clothing, focusing on the strengths that have always distinguished the Group, such as the physical benefits of transpiration.

#### International expansion

The strategic plan provides for a geographic balancing of sales by:

- focusing on core markets;
- developing new markets with high growth potential, such as China, Hong Kong, Northern and Eastern Europe.

#### Sales channels

The strategic plan provides for each distribution channel to have a particular focus and specialization:

- sustainable growth in the wholesale market, mainly through the specialization of a dedicated sales force and increased market penetration and multibrand customer loyalty, by using the formula of corner shops and shop-in-shop;
- rationalization and development of the retail channel, with the closure of shops that are not in line with the expected profitability standards and the opening of new stores with strict profitability criteria;
- growth of the online channel which has significant growth potential.

#### Product and supply chain

The strategic plan includes:

- control of the processes and various stages of production with improved delivery times and quality;
- implementation of projects to improve efficiency in the supply chain;
- reduction of complexity in the range of products on offer, both in footwear and clothing, and the development of new products;
- improvement of business processes in order to reduce structural costs and increase the profitability of the Group.

## **Critical success factors**

Geox owes its success to certain strengths which, taken together, distinguish it from the rest of the footwear sector, both in Italy and abroad, namely:

#### Technology

Constant focus on the product with the application of innovative and technological solutions developed by Geox and protected by patents.

#### Focus on the consumer

Cross-market positioning for products, with a vast range of shoes for men, women and children in the medium to medium/high price range (family brand).

#### **Brand recognition**

Strong recognition of the Geox brand thanks to an effective communication strategy and its identification by the consumer with the "breathing" concept.

#### Distribution

A network of monobrand Geox in Italy and abroad which has been developed according to each country's distribution structure and calibrated to the widespread network of multibrand clients. The goal of both networks is to optimize market share and, at the same time, to promote the Geox brand to end-consumers on a consistent basis.

#### Supply chain

A flexible delocalized business model in outsourcing, capable of efficiently managing the production and logistics cycle while the Company maintains control over critical phases of the value chain, so as to ensure product quality and timely deliveries.

## **Research and Development**

The applied research carried out by Geox in 2014 was mainly directed to the identification of innovative solutions for improving products and manufacturing processes, through the study of the active breathing element of shoe soles, the development of new products for footwear and apparel and certification of the materials used.

This experimentation has allowed Geox to develop footwear and apparel that combine comfort and well-being with a greater ability to breathe, to be waterproof and to be highly resistant.

During 2014, new applications were developed for shoes characterized by high flexibility, breathability, lightweight and cushioning. In particular, Xense has maxi-holes in the sole that, in combination with the membrane full-size, enhance the breathability.

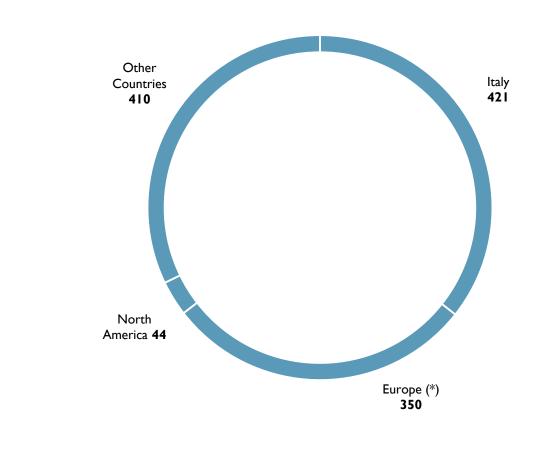
We also continued the project to develop technical footwear for Formula One drivers. This project combines research into completely breathable soles ("Net" patent) with the identification of materials and lighter and more flexible solutions, optimal to meet the demands arose from the collaboration with the team partner.

Over 60 different patents registered in Italy and extended internationally protect Geox's innovation.

## The distribution system

Geox distributes its products through over 10,000 multi-brand selling points and also through a Geox shops network (Franchising and DOS – directly operated stores).

As of December 31, 2014, the overall number of "Geox Shops" came to 1,225, of which 748 in franchising and 477 operated directly.



#### Geox Shops

(\*) Europe includes: Austria, Benelux, France, Germany, UK, Iberia, Scandinavia, Switzerland.

## The production system

Geox's production system is organized so as to ensure the attainment of three strategic objectives:

- maintaining high quality standards;
- continuously improving flexibility and time to market;
- increasing productivity and reducing costs.

Production takes place in selected factories mainly in the Far East. All stages of the production process are strictly under the control and coordination of Geox organization.

Great care is taken by the Group in selecting third-party producers, taking into account their technical skills, quality standards and ability to handle the production volumes which are assigned by the agreed deadlines.

All of the output from these manufacturing locations is consolidated at the Group's distribution centers in Italy for Europe, New Jersey for the North America, Tokyo for Japan, Shanghai for China and Hong Kong for the rest of Asia.

Geox recently decided to invest in a manufacturing company in Serbia, which, once operative, will produce about 5-10% of the Group's requirements, mainly in order to reduce the production lead time for the replenishment of best-selling products in the stores, maximizing the sellout.

The project involves hiring 1,250 people, for a total investment of nearly Euro 16 million co-financed by the Republic of Serbia. The plant is under construction in Vranje, an area where there is a high level of know-how in the production of footwear, and will be completed during 2015.

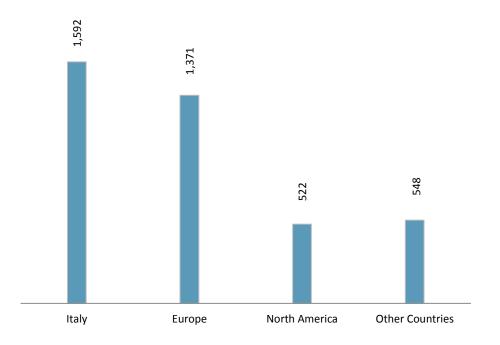
## Human Resources

At December 31, 2014 the Group had 4,033 employees, an increase of 320 compared with 3,713 employees at 31 December 2013. The increase was mainly due to the new DOS openings.

As of December 31, 2014 the Group had 4,033 employees, split as follows:

Level	31-12-2014	31-12-2013
Managers	43	36
Middle Managers	157	124
Office Staff	806	773
Shop Employees	2,809	2,557
Factory Workers	218	223
Total	4,033	3,713

The graph shows the employees of the Group at 31 December 2014, broken down by geographic area:



## **Shareholders**

#### **Financial communication**

Geox maintains a constant dialogue with individual shareholders, institutional investors and financial analysts through its Investor Relations function, which actively provides information to the market to consolidate and enhance confidence and level of understanding of the Group and its businesses.

The Investor Relations section, at www.geox.com, provides historical financial data and highlights, investor presentations, quarterly publications, official communications and real time trading information on Geox shares.

#### Geox on the Stock Exchange

Geox S.p.A. has been listed on the Italian Stock Exchange since December 1, 2004. The following table summarizes the main share prices and stock market values for the last 3 years:

Share price and stock market information	2014	2013	2012
Earnings per share [Euro]	(0.01)	(0.11)	0.04
Equity per share [Euro]	1.44	1.37	1.55
Dividend per share [Euro]	-	-	0.06
Pay-out ratio [%]	-	-	155.00
Dividend yield (at 12.31)	-	-	2.76
Year-end price [Euro]	2.70	2.64	2.17
MTA high [Euro]	3.49	2.73	2.75
MTA low [Euro]	2.22	1.86	1.47
Price per share/EPS	(270.00)	(22.99)	56.13
Price per share/Equity per share	1.87	1.92	1.40
Stock market capitalization [thousands of Euro]	699,860	683,789	563,517
Number of shares making up the share capital	259,207,331	259,207,331	259,207,331

#### **Control of the Company**

LIR S.r.I. holds a controlling interest in the share capital of Geox S.p.A. with a shareholding of 71.10%. LIR S.r.I., with registered offices in Montebelluna (TV), Italy, is an investment holding company that belongs entirely to Mario Moretti Polegato and Enrico Moretti Polegato (who respectively own 85% and 15% of the share capital).

The shareholder structure of Geox S.p.A. based on the number of shares held is as follows:

Shareholder structure (*)	Number of shareholders	Number of shares
from 1 to 5.000 shares	17,037	19,963,867
from 5.001 to 10.000 shares	883	6,681,876
10.001 shares and over	717	249,054,588
Lack of information on disposal of individual positions previously reported		(16,493,000)
Total	18,637	259,207,331

(\*) As reported by Istifid on December 31, 2014.

#### Shares held by directors and statutory auditors

As mentioned previously, the directors Mr. Mario Moretti Polegato and Mr. Enrico Moretti Polegato directly hold the entire share capital of LIR S.r.I., the Parent Company of Geox S.p.A.

Directors, statutory auditors and executives with strategic responsibilities have submitted declarations that they hold 19,800 shares of the Company as of December 31, 2014.

## **Company officers**

#### **Board of Directors**

#### Name

Mario Moretti Polegato (1) Enrico Moretti Polegato (1) Giorgio Presca (1) Roland Berger (2) (4) Fabrizio Colombo (2) (3) (4) Lara Livolsi (3) Claudia Baggio Alessandro Antonio Giusti (2) (3) (4) Duncan L. Niederauer

#### Position and independent status (where applicable)

Chairman and Executive Director Vice Chairman and Executive Director CEO and Executive Director (\*) Independent Director Independent Director Director Director Independent Director (\*\*)

<sup>(1)</sup> Member of the Executives Committee
 <sup>(2)</sup> Member of the Audit and Risk Committee
 <sup>(3)</sup> Member of the Compensation Committee
 <sup>(4)</sup> Member of the Nomination Committee

(\*) Powers and responsibilities for ordinary and extraordinary administration, within the limits indicated by law and the Articles of Association, in compliance with the powers of the Shareholders' Meeting, the Board of Directors and the Executive Committee, in accordance with the Board of Directors' resolution of April 17, 2013.

(\*\*) Board of Directors' resolution of November 13, 2014 appointed Mr. Duncan L. Niederauer as Independent Director, to replace Mr. Renato Alberini. Shareholders' Meeting of December 22, 2014 confirmed the appointment as Independent Director until the approval of 2015 Financial Statement.

#### **Board of Statutory Auditors**

Name	Position	
Francesco Gianni	Chairman	
Valeria Mangano	Statutory Auditor	
Francesca Meneghel	Statutory Auditor	
Giulia Massari	Alternate Auditor	
Andrea Luca Rosati	Alternate Auditor	

#### **Independent Auditors**

Deloitte & Touche S.p.A.

#### Report on corporate governance and ownership structure

#### **Corporate Governance**

The Geox Group has implemented the Code of Conduct for Italian Listed Companies published in March 2006 and updated in July 2014, with suitable amendments and adjustments considering the characteristics of the Group.

In accordance with the regulatory requirements, every year we prepare a "Report on Corporate Governance and Ownership Structure", as per Art. 123-bis of the TUF, which contains a general description of the system of corporate governance adopted by the Group. It also contains information on the ownership structure and implementation of the Code of Conduct with an explanation of the main governance practices applied and the characteristics of the risk management and internal control systems involved in the process of financial reporting. Also explained here are the mechanisms that govern the functioning of the Shareholders' Meeting and the composition and functioning of the board of directors and board of statutory auditors and their sub-committees.

The Report on Corporate Governance and the Ownership Structure is available in the Corporate Governance section of the Company's website: www.geox.com.

The following is a summary of the main aspects relating to this directors' report.

#### Main characteristics of the risk management and internal control systems

The internal control system and the company risk management are processes designed by the Board of Directors, management and others in the corporate structure; they are used for the formulation of strategies throughout the organization and are designed to identify potential events that may affect the business in order to manage the risk within the limits of acceptable risk and provide reasonable assurance regarding the achievement of corporate objectives, including the accuracy, reliability and promptness of financial reporting.

In line with this definition, the system for managing the existing risks in relation to Geox's process of financial reporting forms part of the Group's wider system of internal control and Group Risk management.

As part of its supervision and coordination of subsidiaries, Geox S.p.A. establishes the general principles according to which the internal control system is meant to function for the entire Group. Each subsidiary adopts these principles in line with local regulations and applies them to organizational structures and operating procedures that are suitable for their specific context. Geox has introduced tools for supervising and assessing the internal control system, allocating specific responsibilities to certain players who have been clearly identified.

The CEO and the Financial Reporting Manager, in accordance with the principles of operation of the Internal Control System and Risk Management for the financial reporting process, identify the main risks therein levied annually in a prudent and careful way (so-called scoping activities). The identifying risks process passes through the identification of the group companies and operating flows subject to material errors or fraud, with reference to the economic variables included in the financial statements of Geox S.p.A. and/or the consolidated financial statement. Companies and significant processes in relation to the financial reporting process are identified through quantitative and qualitative analysis. The identification of risks is operated through a classification based on the main sources of risk identified by the Executive Director in charge of supervising the Internal Control System and Risk Management. Control activities are policies and procedures that ensure the proper implementation of management responses to risk. The control activities are implemented throughout the organization, at every hierarchical and functional level. The assessment of control procedures is made by parsing the appropriate design of the control activities are evaluated in two semi-annual sessions followed, where appropriate, as many phases of follow-up if some critical issues are identified.

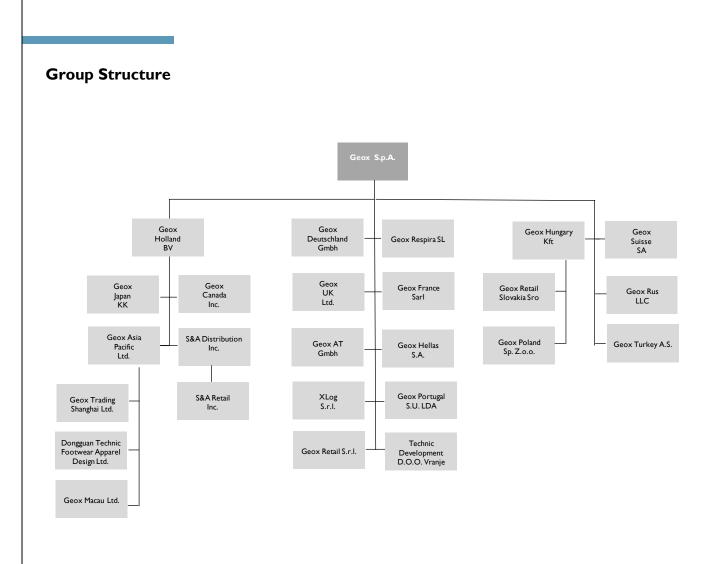
In summary, the main players of the Internal Control System and Risk Management as it relates to the process of financial reporting are as follows:

- The Financial Reporting Manager ex Art. 154-bis of the TUF, who has the responsibility for defining and evaluating specific procedures designed to monitor the risks involved in the process of preparing accounting documents;
- The Internal Auditing Department, which remains independent and objective in an advisory role concerning the methods of verifying the adequacy and effective application of the control procedures defined by the Financial Reporting Manager. Moreover, as part of a wider activity that involves evaluating the entire company's Internal Control System and Risk Management, the Internal Auditing Department also has to bring to the attention of

the Audit and Risk Committee and of the Financial Reporting Manager any circumstances that might affect the financial reporting process. As of November 3, 2014 this function has been outsourced to a consultant endowed with the appropriate professionalism and independence requirements, until the identification and selection of an internal resource. The task is properly carried out in compliance with the Internal Audit Plan;

- The Executive Director in charge of supervising the Internal Control System and Risk Management, as the main promoter of initiatives designed to evaluate and manage corporate risks;
- The Audit and Risk Committee, which analyses the results of audits on the Internal Control System and Risk Management and reports periodically to the Board of Directors on any action that needs to be taken;
- The Supervisory Body as per D.Lgs 231/01, which intervenes as part of its duties to look out for the corporate crimes envisaged in D.Lgs 231/01, identifying risk scenarios and personally verifying compliance with the control procedures. The Supervisory Body also monitors compliance with and application of the Group's Code of Ethics.

The Group adopted some time ago its own model of organization, management and control as per D.Lgs 231/01, which was updated in 2011 to include the new crimes introduced during the year. In particular, financial reporting is protected by a series of controls that are carried out during the various corporate processes that lead to the formation of the figures shown in the financial statements. These control activities apply not only to the areas that are closely linked to the business (sales, purchases, inventory, etc.), but also to those areas that provide support in the processing of accounting entries (closing the accounts, IT systems management, etc.). These control procedures are defined by the Financial Reporting Manager. He also checks periodically that they are being applied properly. The outcome of the assessments made by the Financial Reporting Manager is reported in the certification that he provides in accordance with paras. 5 and 5-bis of art. 154-bis of the TUF.



The structure of the Group controlled by Geox S.p.A., which acts as an operating holding company, is split into 3 macro-groups:

- **Non-EU trading companies.** Their role is to monitor and develop the business in the various markets. They operate on the basis of licensing or distribution agreements stipulated with the Parent Company.
- **EU companies.** At the beginning their role was to provide commercial customer services and coordinate the sales network in favor of the Parent Company which distributes the products directly on a wholesale basis. Then, they started to manage the Group's own shops in the various countries belonging to the European Union.
- **European trading companies.** They are responsible for developing and overseeing their area in order to provide a better customer service, increasing the presence of the Group through localized direct sales force and investments in showrooms closer to the market. The trading companies in Switzerland, Russia and Turkey also have the need of purchasing a product immediately marketable in the territory, having already complied with the customs.

## Principal risks and uncertainties to which Geox S.p.A. and the Group are exposed

#### **Business risks**

In terms of business risks, the Group is exposed to:

- the impact of the macroeconomic, political and social environment, in terms of changes in the purchasing power of consumers, their level of confidence and their propensity to consume;
- changes in national and international regulations;
- climatic conditions;
- changes in customers' tastes and preferences in different geographical areas in which the Group operates;
- the image, perception and recognition of the Geox brand by its consumers;
- uncertainty about management's ability to define and implement successfully its business, marketing and distribution strategy;
- uncertainty about the ability to maintain the current distribution network, as well as the ability of the Geox Group to further expand its network of brand stores by acquiring new premises;
- uncertainty about the ability to attract, retain and motivate qualified resources;
- aggressive policies implemented by competitors and the possible entry of new players into the market.

#### **Financial risk**

The Geox Group constantly monitors the financial risks to which it is exposed in order to evaluate in advance any possible negative impacts and to undertake appropriate corrective action to mitigate or correct such risks. The Group is exposed to a variety of financial risks: credit risk, interest rate risk, exchange rate risk and liquidity risk.

These risks are managed and coordinated at Parent Company level on the basis of hedging policies that also entail the use of derivatives to minimize the effects of exchange rate fluctuations (especially in the U.S. dollar).

#### Credit risk

The Geox Group tends to minimize the risk of insolvency on the part of its customers by adopting credit policies designed to concentrate sales on reliable and creditworthy customers. In particular, the credit management procedures implemented by the Group, which involve the use of contracts with major credit insurance companies, the evaluation of available information on customer solvency, the use of credit limits for each customer and strict control over compliance with the terms of payment, make it possible to reduce credit concentration and the related risk. Credit exposure is also spread over a large number of counterparties and customers.

#### Risks connected to fluctuations in interest rates

Indebtedness to the banking system exposes the Group to the risk of interest rate fluctuations. Floating rate loans, in particular, run the risk of cash flow variations.

The Group regularly assesses its exposure to the risk of changes in interest rates but, given expectations of lower interest rates in the past few years and the short-term nature of the debt, the Group decided not to hedge interest rate risk.

#### Risks connected to fluctuations in exchange rates

The Geox Group also carries on its activity in countries outside the Euro-zone, which means that exchange rate fluctuations are an important factor to be taken into consideration. The Group initially calculates the amount of exchange risk that is involved in the budget for the coming period. It then gradually hedges this risk during the process of order acquisition to the extent that the orders match the forecasts. These hedges take the form of specific forward contracts and options for the purchase and the sale of the foreign currency. The Group is of the opinion that its policies for handling and limiting this type of risk are adequate. However, it cannot exclude the possibility that sudden fluctuations in exchange rates could have consequences on the results of the Geox Group.

#### Liquidity risk

This risk can arise when a company is unable to obtain the financial resources it needs to support its operational activities in a timely manner and at reasonable economic conditions. The cash flows, funding requirements and liquidity of the Geox Group are constantly monitored at central level under the control of the Group treasury in order to ensure effective and efficient management of financial resources.

## The Group's economic performance

#### Economic results summary

The main results are outlined below:

- Net sales of Euro 824.2 million, with a increase of 9.3% (10.1% constant exchange rates) compared to Euro 754.2 million in 2013;
- EBITDA of Euro 42.6 million, compared to Euro 10.7 million in 2013, with a 5.2% margin;
- EBIT of Euro 4.9 million, compared to Euro -34.6 million in 2013, with a 0.6% margin;
- Net income of Euro -2.9 million, compared to Euro -29.7 million in 2013, with a 0.4% margin.

In the following table a comparison is made between the consolidated income statement for 2014 and 2013:

(Thousands of Euro)	2014	%	2013	%
Net sales	824,243	100.0%	754,191	100.0%
Cost of sales	(420,451)	(51.0%)	(402,701)	(53.4%)
Gross profit	403,792	49.0%	351,490	46.6%
Selling and distribution costs	(48,519)	(5.9%)	(46,634)	(6.2%)
General and administrative expenses	(308,257)	(37.4%)	(281,960)	(37.4%)
Advertising and promotion	(42,126)	(5.1%)	(38,750)	(5.1%)
Operating result	4,890	0.6%	(15,854)	(2.1%)
Special items	-	0.0%	(14,054)	(1.9%)
Net asset impairment	-	0.0%	(4,725)	(0.6%)
EBIT	4,890	0.6%	(34,633)	(4.6%)
Net interest	(6,335)	(0.8%)	(3,846)	(0.5%)
РВТ	(1,445)	(0.2%)	(38,479)	(5.1%)
Income tax	(1,496)	(0.2%)	8,730	1.2%
Tax rate	-104%		23%	
Net result	(2,941)	(0.4%)	(29,749)	(3.9%)
EPS (Earnings per shares)	(0.01)		(0.11)	
EBITDA	42,643	5.2%	10,684	1.4%
Special items	-		(14,054)	
EBITDA adjusted	42,643	5.2%	24,738	3.3%

EBITDA: is the EBIT plus depreciation, amortization and can be directly calculated from the financial statements as integrated by the notes.

#### Disclaimer

This Report, and in particular the section entitled "Outlook for operation and significant subsequent events", contains forward-looking statements. These statements are based on the Group's current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future, and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: volatility and deterioration of capital and financial markets, changes in commodity prices, changes in general economic conditions, economic growth and other changes in business conditions, changes in government regulation (in each case, in Italy or abroad), and many other factors, most of which are outside of the Group's control.

#### Sales

2014 consolidated net sales increased by 9.3% (10.1% at constant exchange rates) to Euro 824.2 million. Footwear sales represented 88% of consolidated sales, amounting to Euro 721.7 million, with a 10.3% increase compared to 2013. Apparel sales accounted for 12% of consolidated sales amounting to Euro 102.5 million, with a 2.5% increase.

(Thousands of Euro)	2014	%	2013	%	Var. %
Footwear	721,686	87.6%	654,151	86.7%	10.3%
Apparel	102,557	12.4%	100,040	13.3%	2.5%
Net sales	824,243	100.0%	754,191	100.0%	9.3%

Sales in Italy, the Group's main market, which accounted for 33% of sales (32% in 2013) amounted to Euro 272.7 million showing a 13.7% increase compared with 2013.

Sales in Europe, which accounted for 44% of sales increased by 9.3% to Euro 359.3 million, compared with Euro 328.8 million in 2013.

North American sales amounted to Euro 55.5 million, showing an increase of 3.4% (+7.7% at constant exchange rates). Sales in Other Countries increased by 3.8% compared to 2013 (+6.8% at constant exchange rates).

(Thousands of Euro)	2014	%	2013	%	<b>V</b> ar. %
Italy	272,666	33.1%	239,867	31.8%	13.7%
Europe (*)	359,273	43.6%	328,817	43.6%	9.3%
North America	55,512	6.7%	53,704	7.1%	3.4%
Other countries	136,792	16.6%	131,803	17.5%	3.8%
Net sales	824,243	100.0%	754,191	100.0%	9.3%

(\*) Europe includes: Austria, Benelux, France, Germany, UK, Iberia, Scandinavia, Switzerland.

In 2014, sales of the DOS channel, which represent 42% of Group revenues, grew 21.0% to Euro 345.7 million. The improvement is mainly driven by new openings and by comparable store sales growth recorded on DOS channel (+7.9%).

Sales of the franchising channel, which account for 18% of Group revenues, amount to Euro 148.6 million, with an increase of 2.3%. This trend is due to the positive trend in comparable store sales at locations that have been open for at least 12 months (+5.6%) and, in particular, to a better performance of same stores sales in the second half (+10.4%) compared with the same period of last year, which offset the effect of closing of shops not in line with the expected profitability standards.

Multibrand stores representing 40% of Group revenues (43% in 2013) amount to Euro 329.9 million, with an increase of 2.0%, thanks to a good performance in the second half, showing an increase of 15.9%, which offset the weakness of the first half.

(Thousands of Euro)	2014	%	2013	%	Var. %
Maléhasad	220.020	40.0%		42.0%	2.0%
Multibrand	329,920	40.0%	323,327	42.9%	2.0%
Franchising	148,575	18.0%	145,199	19.3%	2.3%
DOS*	345,748	42.0%	285,665	37.9%	21.0%
Geox Shops	494,323	60.0%	430,864	57.1%	14.7%
Net sales	824,243	100.0%	754,191	100.0%	9.3%

\* Directly Operated Store

As of December 31, 2014, the overall number of Geox Shops was 1,225 of which 477 DOS. During 2014, 91 new Geox Shops were opened and 165 have been closed, mainly franchising stores, in line with the rationalization plan of the DOS network.

	12-31	-2014	2-3	-2013		2014	
	Geox Shops	of which DOS	Geox Shops	of which DOS	Net Openings	Openings	Closings
Italy	421	173	465	169	(44)	8	(52)
Europe (*)	350	167	361	162	(11)	27	(38)
North America	44	44	40	40	4	6	(2)
Other countries (**)	410	93	433	79	(23)	50	(73)
Total	1,225	477	1,299	450	(74)	91	(165)

(\*) Europe includes: Austria, Benelux, France, Germany, UK, Iberia, Scandinavia, Switzerland.

(\*\*) Includes Under License Agreement Shops (161 as of December 31 2014, 176 as of December 31 2013). Sales from these shops are not included in the franchising channel.

#### Cost of sales and Gross Profit

Cost of sales, as a percentage of sales, was 51.0% compared to 53.4% of 2013, producing a gross margin of 49.0% (46.6% in 2013).

The increase in gross profit, in line with management expectations, is explained by the increased profitability in sales and the steps taken in terms of product mix, channels, prices.

#### **Operating expenses and Operating income (EBIT)**

Selling and distribution expenses as a percentage of sales were 5.9% (6.2% in 2013).

General and administrative expenses were equal to Euro 308.3 million, compared with Euro 282.0 million of 2013. General and administrative expenses, as a percentage of sales, were 37.4%, in line with 2013 figures.

The increase is mainly due to costs of opening and running of new directly operated stores (DOS) including the conversion to directly operated stores of stores previously managed by some franchisees, occurred during 2014.

Advertising and promotions expenses were equal to 5.1% of sales, in line with 2013.

For the purpose of comparison with the previous period, please note that non-recurring expenses of Euro 14.1 million were recorded in 2013, deriving from the implementation of a broad strategic and organizational review, which aimed to simplify and specialize Geox's activity on the basis of its core business, namely footwear and clothing. In addition, impairment write-downs of Euro 4.7 million were made on certain fixed assets, mainly because of store closures, but also in situations where it looked unlikely that our capital investment would be recovered in full because of the macroeconomic scenario.

The operating result (EBIT) is equal to Euro 4.9 million (0.6% on sales) compared with Euro -34.6 million of 2013.

The table below analyses the EBIT obtained across business segments in which the Group operates:

		2014	%	2013	%
Footwear	Net sales	721,686		654,151	
	EBIT	4,570	0.6%	(29,324)	(4.5%)
Apparel	Net sales	102,557		100,040	
	EBIT	320	0.3%	(5,309)	(5.3%)
Total	Net sales	824,243		754,191	
	EBIT	4,890	0.6%	(34,633)	(4.6%)

#### **EBITDA**

EBITDA was Euro 42.6 million, 5.2% of sales, compared to Euro 10.7 million (1.4% on sales) of 2013.

#### Income taxes and tax rate

Income taxes were equal to Euro -1.5 million, compared to Euro +8.7 million of 2013.

## The Group's financial performance

The following table summarizes the reclassified consolidated balance sheet:

(Thousands of Euro)	Dec. 31, 2014	Dec. 31, 2013
Intangible assets	60,150	64,023
Property, plant and equipment	64,497	65,291
Other non-current assets - net	54,802	67,338
Total non-current assets	179,449	196,652
Net operating working capital	226,651	213,646
Other current assets (liabilities), net	(10,625)	(18,415)
Net invested capital	395,475	391,883
Equity	373,680	355,429
Provisions for severance indemnities, liabilities and charges	8,813	8,228
Net financial position	12,982	28,226
Net invested capital	395,475	391,883

The Group balance sheet shows a negative financial position of Euro 13.0 million.

The following table shows the mix and changes in net operating working capital and other current assets (liabilities):

(Thousands of Euro)	Dec. 31, 2014	Dec. 31, 2013
		<u>.</u>
Inventories	287,732	281,907
Accounts receivable	106,517	100,837
Accounts payable	(167,598)	(169,098)
Net operating working capital	226,651	213,646
% of sales for the last 12 months	27.5%	28.3%
Taxes payable	(6,439)	(8,424)
Other non-financial current assets	40,958	32,072
Other non-financial current liabilities	(45,144)	(42,063)
Other current assets (liabilities), net	(10,625)	(18,415)

The ratio of net working capital on sales comes to 27.5% compared with 28.3% of 2013. This change is due to:

- a 5.7 million increase in account receivables which recorded an improvement in the ratio on sales;
- a 5.8 million increase in inventory due to:
  - inventories of the 2014 Spring/Summer season, for our outlet channel, and the stocks currently on sale in the shops (Fall/Winter 2014);
  - o a different timing in deliveries of 2015 Spring/Summer season compared to previous year;
- a 1.5 million decrease in trade payables, in line with the timing of finished goods purchases.

The following table gives a reclassified consolidated cash flow statement:

(Thousands of Euro)	2014	2013
Net result	(2,941)	(29,749)
Depreciation, amortization and impairment	37,753	45,318
Other non-cash items	(1,483)	(5,138)
	33,329	10,431
Change in net working capital	(15,434)	(40,065)
Change in other current assets/liabilities	(6,842)	7,924
Cash flow from operations	11,053	(21,710)
Capital expenditure	(35,754)	(40,112)
Disposals	2,912	649
Net capital expenditure	(32,842)	(39,463)
Free cash flow	(21,789)	(61,173)
Dividends	-	(15,552)
Change in net financial position	(21,789)	(76,725)
Initial net financial position - prior to fair value adjustment of derivatives	(18,339)	57,792
Change in net financial position	(21,789)	(76,725)
Translation differences	(884)	594
Final net financial position - prior to fair value adjustment of derivatives	(41,012)	(18,339)
Fair value adjustment of derivatives	28,030	(9,887)
Final net financial position	(12,982)	(28,226)

2014 shows an increase in cash flow from operations mainly due to an increase in profitability and a reduction in net working capital.

Consolidated capital expenditure is analyzed in the following table:

(Thousands of Euro)	2014	2013
Trademarks and patents	893	912
Opening and restructuring of Geox Shop	17,533	24,135
Production plant	4,617	2,315
Industrial plant and equipment	1,901	4,817
Logistic	2,020	223
Information technology	6,592	6,469
Offices furniture, warehouse and fittings	2,198	1,241
Total	35,754	40,112

The following table gives a breakdown of the net financial position:

(Thousands of Euro)	Dec. 31, 2014	Dec. 31, 2013
Cash and cash equivalents	53,355	46,991
Current financial assets - excluding derivatives	206	114
Bank borrowings and current portion of long-term loans	(95,673)	(66,969)
Current financial liabilities - excluding derivatives	(233)	(24)
Net financial position - current portion	(42,345)	(19,888)
Non-current financial assets	1,586	1,611
Long-term loans	(253)	(62)
Net financial position - non-current portion	1,333	1,549
Net financial position - prior to fair value adjustment of derivatives	(41,012)	(18,339)
Fair value adjustment of derivatives	28,030	(9,887)
Net financial position	(12,982)	(28,226)

Before the fair value adjustment of derivatives, net financial position was Euro -41.0 million, compared to Euro -18.3 million of 2013. After fair value adjustment of derivatives, which positively affected 2014 for Euro 28.0 million but negatively affected 2013 for Euro -9.9 million of 2013, net financial position was equal to Euro -13.0 million (Euro -28.2 million at the end of 2013).

## Treasury shares and equity interests in parent companies

Note that pursuant to art. 40.2 d) of D.Lgs 127, the Group does not hold any of its own shares nor shares in parent companies, whether directly or indirectly, nor did it buy or sell such shares during the period.

## Stock Option

On December 18, 2008, the Extraordinary Shareholders' Meeting authorized a divisible cash increase in capital, waiving option, for a maximum par value of Euro 1,200,000, by issuing up to n. 12,000,000 ordinary shares to service one or more share incentive plans reserved for the directors, employees and/or collaborators of the Company and/or its subsidiaries, in order to encourage beneficiaries to pursue the Company's medium-term plans, increase their loyalty to the Company and promote better relations within the Company.

At the date of this report there are three cycles of stock option plans. The cycles are made up of a vesting period, from the date the options are granted, and a maximum period to exercise them (exercise period). Any options not vesting or, in any case, not exercised by the expiration date are automatically cancelled to all effects, releasing both the Company and the beneficiary from all obligations and liabilities.

The ability to exercise the options, which is determined tranche by tranche, depends on the Company achieving certain cumulative targets during the vesting periods, with reference to economic indicators, as shown in the Geox Group's consolidated business plan.

The main characteristics of the three cycles are as follows:

• The first, which was approved by the Board on December 15, 2005, provides for a cycle of options to be granted from December 2005. At that time, 898,800 options were granted with a strike price equal to the "normal value" of the shares at the time the options were granted, as defined in art. 9 of the Income Tax Consolidation Act 917/86 (T.U.I.R.), which amounted to Euro 9.17. The vesting period goes from 3 to 5 years, while the exercise period ends on December 31, 2015.

On March 4, 2009 the Board of Directors approved the fact that the first of the three option cycles could be exercised after having checked that the performance targets laid down in the plan (in terms of EBIT) had been achieved during 2006, 2007 and 2008.

On February 26, 2010 the Board of Directors approved the fact that the second of the three option cycles could be exercised after having checked that the performance targets laid down in the plan (in terms of EBIT) had been achieved during 2006, 2007, 2008 and 2009.

On March 3, 2011 the Board of Directors approved the fact that the third of the three option cycles could be exercised for 85% after having checked that the performance targets laid down in the plan (in terms of EBIT) had been achieved during 2006, 2007, 2008, 2009 and 2010.

- The second plan, which was approved by the Board on December 22, 2011, establishes a maximum number of options (2,830,000) and envisages two grant cycles in 2011 and 2012. In 2011, 1,780,000 options and in 2012 500,000 options were granted with a strike price equal to the "normal value" of the shares at the time the options were granted, as defined in art. 9 of the Income Tax Consolidation Act 917/86 (T.U.I.R.), which respectively amounted to Euro 2.29 and Euro 2.08. The options have a minimum vesting period of 3 years, while the exercise period ends on March 31, 2020. The exercise of the Options is subject to the achievement of EBIT as resulting from the Geox Group's Business Plan.
- The third plan, which was approved by the Board on December 22, 2014, establishes a maximum number of options (3,150,000) and envisages a grant cycle to be made within the month of December 2014. A number of 2,261,550 options were granted with a strike price calculated as the average of the official price of Geox in the thirty days prior the approval of the Business Plan 2014-2016, amounted to Euro 2.039. The vesting period is 3 years and ends with the approval of the consolidated financial statements for the year ended December 31, 2016, while the exercise period ends on December 31, 2020. The exercise of the Options is subject to the achievement of Net Profit as resulting from the Geox Group's Business Plan.

The stock options granted to the directors of the Group and the executives with strategic responsibilities are summarized below:

		Option hel	Option held at the beginning of the year			Option granted during the period		
(A) Name	(B) Position	(I) Number of option	(2) Average Strike Price	(3) Average Expiry Date	(4) Number of option	(5) Average Strike Price	(6) Average Expiry Date	
Giorgio Presca	CEO	250,000	2.29	2020	-	-	-	
Giorgio Presca	CEO	500,000	2.08	2020	-	-	-	
Giorgio Presca	CEO	-	-	-	554,564	2.039	2020	
Executives with stra	tegic responsibilities	120,000	4.60	2014	-	-	-	
Executives with stra	tegic responsibilities	19,000	9.17	2015	-	-	-	
Executives with stra	tegic responsibilities	180,000	2.29	2020	-	-	-	
Executives with stra	tegic responsibilities	-	-	-	925,528	2.039	2020	

	Option	s exercised duri	ng the period	Options expired in 2014 (*)	Options held at the end of the p		of the period
(A)	(7)	(8)	(9)	(10)	(11)=1+4-7-10	(12)	(13)
Name	Number of option	Average Strike Price	Average Expiry Date	Number of option	Number of option	Average Strike Price	Average Expiry Date
Giorgio Presca	-	-	-	-	250,000	2.29	2020
Giorgio Presca	-	-	-	-	500,000	2.08	2020
Giorgio Presca	-	-	-	-	554,564	2.039	2020
Exec. Strat. Resp.	-	-	-	120,000	-	4.60	2014
Exec. Strat. Resp.	-	-	-	-	19,000	9.17	2015
Exec. Strat. Resp.	-	-	-	-	180,000	2.29	2020
Exec. Strat. Resp.	-	-	-	-	925,548	2.039	2020

(\*) Options expired for termination of employment or non-achievement of performance targets laid down in the plan (in terms of EBIT).

## **Transactions between Related Parties**

During the period, there were no transactions with related parties which can be qualified as unusual or atypical. Any related party transactions formed part of the normal business activities of companies in the Group. Such transactions are concluded at standard market terms for the nature of goods and/or services offered.

Information on transactions with related parties is provided in Note 31 of the Consolidated Financial Statements.

## Outlook for operation and significant subsequent events

The 2014-2016 Business Plan presented to the financial community is based on steps designed to:

- focus on the core business and product innovation;
- simplify the business to obtain a drastic reduction in its complexity and a consequent reduction in costs;
- rationalization of the network of mono-brand stores by closing those that are underperforming;
- open new stores only after strict profitability criteria have been met;
- improve commercial structures in Northern and Eastern European countries, in the United States and in Asia
  to take advantage in the future of the important growth opportunities that these countries have and where
  the Group's presence is still limited.

The results achieved in 2014 have confirmed the correctness of the strategy and the actions taken.

In particular, the majority of the performance indicators has exceeded expectations: the Wholesale channel not only stabilized itself but it recorded slight growth (+2%); the gross margin grew by 240 basis points versus the forecast of 190; comparable sales of directly operated stores and franchised stores grew by +7.9% and +5.6%, respectively; the countries in which the Group has leadership positions, such as Italy, France, Spain and the main European countries, achieved growth rates that exceeded those envisaged by the Business Plan; other geographical areas, where the Group's presence is still limited, are beginning to show interesting signs of growth. These very positive elements have more than compensated for certain specific and limited negative factors, such as: a certain weakness in the number of stores in the franchising channel due to the rationalization of the network that has only been partially offset by the opening of new stores; difficulties in certain geographical areas subjected to geopolitical tensions; weakness in Asia, particularly Hong Kong and Macao, which have seen a substantial slowdown in consumer spending and in China with the first signs of financial difficulties being experienced by our partner, which has not taken delivery of part of the winter orders.

Overall, the excellent performance by the Business has led to the achievement of turnover of Euro 824 million (versus 805 as per the Business Plan) and EBIT of Euro 5 million (versus the break-even result forecast by the Business Plan).

With regards to the year 2015, management expects a positive year in terms of growth and profitability, but also challenging due to an international macroeconomic environment still difficult, to political tensions in some regions of the world and due to a difficulty of our partner in China for which it is appropriate to make a specific reference.

For this country, the Group's strategy envisages, on one hand, directly operated stores in the cities of Shanghai and Beijing, with the opening of around one hundred stores within the period covered by the Business Plan, in order to have full control over the brand and product positioning and, on the other hand, the development of the country's other provinces via distribution agreements. The opening of these stores is in line with plan and also the performance of comparable sales is extremely positive. Accordingly, in 2015 the Group will proceed with the planned opening of direct stores.

As far as the rest of China is concerned, management would like to point out that some specific issues encountered by our partner, mainly of financial nature linked to its size, various breaches of the contract, partial reduction in orders for the Fall/Winter collection, and, in the end, the request for a drastic downsizing of its investment in planned store openings, led the group to apply the arbitration clause provided for under the agreement so as to certify the breaches of contract and the consequent revocation of the contract and of exclusivity in order to redefine the entire relationship to the extent possible, also in light of expressions of interest from Chinese and international groups with regard to Geox's future development in China.

The ongoing arbitration with the current partner and negotiations being held with the new partners will not allow this area to bring, in 2015, the expected contribution.

However, management is confident that the trend of solid growth achieved in our main markets, such as Italy, France, Spain, Germany and other European countries and the positive developments in other geographical areas, will allow the Group to achieve, even in 2015, a good growth rate of turnover. Furthermore, management assumes that, based upon the confirmed trend of growth in the gross margin, the steps of rationalization already in place, the material improvement in the cash flows and some recent positive tax advantages granted in Italy, there is also an operating margin expansion and even more in the net profit although there is, as of today, not enough visibility on the full confirmation of the published targets.

These positive expectations, as far as the first half of 2015 is concerned, are confirmed by: (i) the order backlog for the multi-brand channel for the Spring/Summer season that has grown in total by 5% and thus the performance in the EMEA region has more than compensated for the weakness in Asia in the wholesale channel; (ii) this order backlog

confirms growth in gross margin in line with expectations; (iii) comparable sales, as of today, of both directly operated stores and franchised stores have grown in comparison to prior year and are in line with management's expectations.

Biadene di Montebelluna, March 5, 2015

for the Board of Directors The Chairman Mr. Mario Moretti Polegato

# CONSOLIDATED FINANCIAL STATEMENTS AND EXPLANATORY NOTES



## Consolidated income statement

(Thousands of Euro)	Notes	2014	of which related party	2013	of which related party
Net sales	3-31	824,243	3,577	754,191	4,653
Cost of sales	31	(420,451)	129	(402,701)	378
Gross profit		403,792		351,490	-
Selling and distribution costs		(48,519)	(5)	(46,634)	-
General and administrative expenses	4-31	(308,257)	(1,717)	(281,960)	(3,078)
Advertising and promotion	31	(42,126)	(196)	(38,750)	(220)
Special items	7	-	-	(14,054)	-
Net asset impairment	5	-	-	(4,725)	-
ЕВІТ	3	4,890		(34,633)	-
Net interest	8	(6,335)	-	(3,846)	-
РВТ		(1,445)		(38,479)	-
Income tax	9	(1,496)	-	8,730	-
Net result		(2,941)		(29,749)	-
Earnings per share [Euro]	10	(0.01)		(0.11)	
Diluted earnings per share [Euro]	10	(0.01)		(0.11)	

## Consolidated statement of comprehensive income

(Thousands of Euro)	2014	of which related party	2013	of which related party
Net income	(2,941)		(29,749)	
Other comprehensive income that will not be reclassified subsequently to profit or loss:				
- Net gain (loss) on actuarial defined-benefit plans	(391)	-	(110)	-
Other comprehensive income that may be reclassified subsequently to profit or loss:				
- Net gain (loss) on Cash Flow Hedge, net of tax	23,078	-	(2,583)	-
- Currency translation	(1,560)	-	587	-
Net comprehensive income	18,186		(31,855)	

## Consolidated statement of financial position

(Thousands of Euro)	Notes	Dec. 31, 2014	of which related party	Dec. 31, 2013	of which related party
ASSETS:					
Intangible assets	11	60,150		64,023	
Property, plant and equipment	12	64,497		65,291	
Deferred tax assets	13	39,514		51,249	
Non-current financial assets	18-30	1,586		1,611	
Other non-current assets	14-31	17,379		18,253	
Total non-current assets		183,126		200,427	
Inventories	15	287,732		281,907	
Accounts receivable	16-31	106,517	5,157	100,837	4,515
Other non-financial current assets	17-31	40,958	2,054	32,072	3,774
Current financial assets	18-30	30,002		1,019	
Cash and cash equivalents	19	53,355		46,991	
Current assets		518,564		462,826	
Total assets		701,690		663,253	
LIABILITIES AND EQUITY:					
Share capital	20	25,921		25,921	
Reserves	20	350,700		359,257	
Net income	20	(2,941)		(29,749)	
Equity		373,680		355,429	
Employee severance indemnities	21	2,756		2,379	
Provisions for liabilities and charges	22	6,057		5,849	
Long-term loans	23	253		62	
Other long-term payables	24	2,091		2,164	
Total non-current liabilities		11,157		10,454	
Accounts payable	25-31	167,598	2,006	169,098	2,338
Other non-financial current liabilities	25-51	45,144	2,000	42,063	2,550
Taxes payable	27	6,439		8,424	
Current financial liabilities	18-30	1,999		10,816	
Bank borrowings and current portion of long-term loans	28	95,673		66,969	
Current liabilities		316,853		297,370	
Total liabilities and equity		701,690		663,253	

## Consolidated statement of cash flow

(Thousands of Euro)	Notes	2014	2013
CASH FLOW FROM OPERATING ACTIVITIES:			
Net result	20	(2,941)	(29,749)
Adjustments to reconcile net income to net cash provided			
(used) by operating activities:			
Depreciation and amortization and impairment	5	37,753	45,318
Increase in (use of) deferred taxes and other provisions		4,812	(7,631)
Provision for employee severance indemnities, net		(11)	(118
Other non-cash items		(6,285)	2,61
		36,269	40,180
Change in assets/liabilities:			
Accounts receivable		(9,408)	31,599
Other assets		(9,599)	4,99
Inventories		(2,696)	(79,131
Accounts payable		(3,330)	7,467
Other liabilities		4,807	5,487
Taxes payable		(2,049)	(2,554
		(22,275)	(32,141)
Operating cash flow		11,053	(21,710
CASH FLOW USED IN INVESTING ACTIVITIES:			
Capital expenditure on intangible assets	11	(9,099)	(12,645
Capital expenditure on property, plant and equipment	12	(26,655)	(27,467
		(35,754)	(40,112)
Disposals		2,913	649
(Increase) decrease in financial assets		(68)	(300)
Cash flow used in investing activities		(32,909)	(39,763)
CASH FLOW FROM (USED IN) FINANCING ACTIVITIES: Increase (decrease) in short-term bank borrowings, net		(21,615)	23,373
Loans:		(21,013)	25,57
- Proceeds		48,413	38,000
- Repayments		-	(198
Dividends	32	-	(15,552
Cash flow used in financing activities		26,798	45,623
Increase (decrease) in cash and cash equivalents		4,942	(15,850)
Cash and cash equivalents, beginning of the period	19	46,991	63,867
Effect of translation differences on cash and cash equivalents		1,422	(1,026)
Cash and cash equivalents, end of the period	19	53,355	46,99
Supplementary information to the cash flow statement:			
- Interest paid during the period		3,239	2,440
- Interest received during the period		487	872
- Taxes paid during the period		6,571	11,010

(Thousands of Euro)	Share	Legal	Share	Transla-	Cash flow	Stock	Retained	Net	Group
	capital	reserve	premium	tion	hedge	option	earnings	income	equity
			reserve	reserve	reserve	reserve			
Balance at December 31, 2012	25,921	5,184	37,678	396	(2,087)	1,661	324,044	10,039	402,836
							10.000	(10.020)	
Allocation of 2012 result	-	-	-	-	-	-	10,039	(10,039)	-
Distribution of dividends	-	-	-	-	-	-	(15,552)	-	(15,552)
Recognition of cost stock option plans	-	-	-	-	-	(485)	485	-	-
Net comprehensive result	-	-	-	587	(2,583)	-	(110)	(29,749)	(31,855)
Balance at December 31, 2013	25,921	5,184	37,678	983	(4,670)	1,176	318,906	(29,749)	355,429
Allocation of 2013 result							(29,749)	29,749	
	-	-	-	-	-	-		27,747	-
Recognition of cost stock option plans	-	-	-	-	-	(687)	752	-	65
Net comprehensive result	-	-	-	(1,560)	23,078	-	(391)	(2,941)	18,186
Balance at December 31, 2014	25,921	5,184	37,678	(577)	18,408	489	289,518	(2,941)	373,680

# Consolidated statement of changes in equity

#### **Explanatory notes**

#### I. Information about the Company: the Group's business activity

The Geox Group coordinates the third-party suppliers production and sells Geox-brand footwear and apparel to retailers and end-consumers. It also grants distribution rights and/or use of the brand name to third parties in markets where the Group has chosen not to have a direct presence. Licensees handle production and marketing in accordance with licensing agreements and pay Geox royalties.

Geox S.p.A. is a joint-stock company incorporated in Italy and controlled by Lir S.r.l..

# 2. Accounting policies

#### Form and contents of the consolidated financial statements

These explanatory notes have been prepared by the Board of Directors on the basis of the accounting records updated to December 31, 2014. They are accompanied by the directors' report on operations, which provides information on the results of the Geox Group. The consolidated financial statements have been drawn up in compliance with the International Financial Reporting Standards adopted by the European Union (IFRS, which include IAS). The accounting principles and policies used in the preparation of the consolidated financial statements are the same as last year.

To facilitate comparison with the previous year, the accounting schedules provide comparative figures: at December 31, 2013 and for the year 2013 in the case of the income statement.

The reporting currency is the Euro and all figures have been rounded up or down to the nearest thousand Euro.

#### Scope of consolidation

The consolidated financial statements at December 31, 2014 include the figures, on a line-by-line basis, of all the Italian and foreign companies in which the Parent Company holds a majority of the shares or quotas, directly or indirectly. The companies taken into consideration for consolidation purposes are listed in the attached schedule entitled "List of companies consolidated at December 31, 2014".

# Format of financial statements

The Group presents an income statement using a classification based on the "cost of sales" method, as this is believed to provide information that is more relevant. The format selected is that used for managing the business and for management reporting purposes and is consistent with international practice in the footwear and apparel sector.

For the Statement of financial position, a format has been selected to present current and non-current assets and liabilities.

The Statement of cash flow is presented using the indirect method.

In connection with the requirements of the Consob Resolution No. 15519 of July 27, 2006 as to the format of the financial statements, specific supplementary column has been added for related party transactions so as not to compromise an overall reading of the statements (Note 31).

#### **Consolidation principles**

The financial statements of the subsidiaries included in the scope of consolidation are consolidated on a line-by-line basis, which involves combining all of the items shown in their financial statements regardless of the Group's percentage interest.

If the companies included in the scope of consolidation are subject to different regulations, the most suitable reporting formats have been adopted to ensure maximum clarity, truth and fairness. The financial statements of foreign subsidiaries are reclassified where necessary to bring them into line with Group accounting policies. They are also adjusted to ensure compliance with IFRS.

In particular, for the subsidiaries included in the scope of consolidation:

- the book value of equity investments included in the scope of consolidation is eliminated against the equity of the companies concerned according to the full consolidation method. If the Group's direct or indirect investment is less than 100%, minority interests are calculated and shown separately;
- if purchase cost exceeds the net book value of the related shareholders' equity at the time of acquisition, the difference is allocated to specific assets of the companies acquired, with reference to the their fair value at the acquisition date and amortized on a straight-line basis having regard to the useful life of the investment. If appropriate, any amounts which are not allocated are recorded as goodwill. In this case, the amounts are not amortized but subjected to impairment testing at least once a year, or whenever considered necessary;
- if the book value exceeds the purchase cost, the difference is credited to the income statement.

The following are also eliminated:

- receivables and payables, costs and revenues and profits and losses resulting from intragroup transactions, taking into account the related tax effects;
- the effects of extraordinary transactions involving Group companies (mergers, capital contributions, etc).

#### Accounting standards, amendments and interpretations applied since January 1, 2014

IFRS 10 – Consolidates Financial Statements. The Group adopted IFRS 10, as amended, effective January 1, 2014. The new standard builds on existing principles by identifying a single control model applicable to all entities, including "structured entities". The standard also provides additional guidance to assist in the determination of control where this is difficult to assess.

In accordance with the transition provision in IFRS 10, the Group reassessed the conclusion on control of its investees on January 1, 2014 without reporting any significant effect on the adoption of the new standard.

Amendments to IAS 36 – Impairment of assets. The Group adopted the amendments to IAS 36 – Recoverable Amount Disclosures for Non-Financial Assets addressing the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less cost of disposal effective January 1, 2014 without reporting any effect on the Consolidated Financial Statement.

# Accounting standards, amendments and interpretations effective not yet applicable and not early adopted by the Group

- IFRS II Joint Arrangements;
- IFRS I2 Disclosure of Interests in Other Entities;
- Amendment to IAS 32 Financial instruments;
- Amendment to IAS 39 Financial instruments: Recognition and Measurement;
- IFRIC 21 Levies, an interpretation of IAS 37 Provisions, Contingent Liabilities and Contingent Assets;
- Amendments to IAS 19 Employee benefits entitled "Defined Benefit Plans: Employee Contributions".

At the date of this financial statements, the European Union has not yet completed its endorsement process for these amendments:

- IFRS 9 Financial instruments (Effective date 1.1.2018);
- Amendments to IFRS 11 Joint arrangements: Accounting for acquisitions of interests in joint operations. The
  amendments are effective, retrospectively, for annual periods beginning on or after January 1, 2016 with
  earlier application permitted;
- Amendments to IAS 16 Property, plant and equipment and to IAS 38 Intangible assets. The amendments are effective for annual periods beginning on or after January 1, 2016 with earlier application permitted;
- Amendments to IFRS 15 Revenue for contracts with customers. The amendments are effective for annual periods beginning after December 15, 2016 and require full or limited retrospective application.

# Translation of foreign currency financial statements into Euro

The financial statements of foreign companies denominated in currencies other than the Euro are translated as follows:

- income statement items are translated at the average exchange rate for the period, whereas the closing rate is used for balance sheet items, except for net income and equity;
- equity items are translated at the historical exchange rate.

The difference between the equity translated at historical rates and the assets and liabilities translated at closing rates is recorded as a "Translation reserve" under "Reserves" as a part of consolidated equity.

The exchange rates used, as published by the Italian Exchange Office (U.I.C.), are as follows:

Currency	Average for	As at	Average for	As at
	2014	12-31-2014	2013	12-31-2013
US Dollar	1.3290	1.2141	1.3281	1.3791
Swiss Franc	1.2150	I.2024	1.2309	1.2276
British Pound	0.8060	0.7789	0.8493	0.8337
Canadian Dollar	I.4670	1.4063	1.3685	1.4671
Japanese Yen	140.3780	145.2300	129.6597	144.7200
Chinese Yuan	8.1880	7.5358	8.1655	8.3491
Czech Koruna	27.5360	27.7350	25.9872	27.4270
Russian Ruble	51.0110	72.3370	42.3248	45.3246
Polish Zloty	4.1850	4.2732	4.1971	4.1543
Hungarian Forint	308.7050	315.5400	296.9412	297.0400
Macau Pataca	10.6140	9.7006	10.6109	11.0150
Serbian Dinar	117.2240	121.1225	113.0792	114.7910
Vietnam Dong	28,160.3330	29,972.1314	27,922.5833	29,096.7000
Indonesian Rupiah	15,750.1250	15,076.1000	13,858.7167	16,794.8000
Turkish Lira (*)	2.9070	2.8320	2.5491	2.9605

\* 2013 Average exchange rate from February to December.

# Subjective assessments

In applying the Group's accounting policies, the directors take decisions based on the following subjective assessments (excluding those involving estimates) which can have a significant impact on the figures in the financial statements.

Operating lease commitments (with the Group acting as lessor)

The Group has stipulated commercial lease agreements for the properties that it uses. Under these agreements, which are classified as operating leases, the Group is of the opinion that it retains all of the significant risks and rewards of ownership of the assets.

#### **Estimates and assumptions**

Drawing up financial statements and notes in compliance with IFRS requires management to make estimates and assumptions that can affect the value of the assets and liabilities in the balance sheet, including disclosures on contingent assets and liabilities at the balance sheet date. The estimates and assumptions used are based on experience and other relevant factors. Estimates and assumptions are revised periodically and the effects of each variation made to them are reflected in the income statement for the period when the estimate is revised.

In this context, it is worth pointing out that the current economic and financial crisis has created a situation where assumptions about future trends have had to be made in a state of considerable uncertainty; so it cannot be exclude that the actual results over the coming months may differ from what has been forecasted, and this in turn could lead to adjustments that obviously cannot be estimated or foreseen as of today. The items in the financial statements that are principally affected by these situations of uncertainty are: deferred tax assets, pension funds and other post-employment benefits, the provisions for obsolescence and slow-moving inventory and returns, provision for bad and doubtful accounts, asset impairment.

The following is a summary of the critical valuation processes and key assumptions used by management in the process of applying the accounting standards with regard to the future and which could have significant effects on the values shown in the financial statements.

#### Deferred tax assets

Deferred tax assets are booked on all carry-forward tax losses to the extent that it is probable that there will be adequate taxable income in the future to absorb them. The directors are required to make a significant subjective assessment to determine the amount of deferred tax assets that should be recognized. They have to assess the timing and amount of future taxable income and develop a tax planning strategy for the coming years. The book value of the tax losses that have been recognized is shown in note 13.

#### Pension funds and other post-employment benefits

The cost of defined-benefit pension plans and other post-employment benefits (healthcare) is determined by means of actuarial valuations. Actuarial valuations involve making assumptions about discount rates, the expected return on investment, future pay rises, mortality rates and the future increase in pensions. Because of the long-term nature of these plans, such estimates are subject to a high degree of uncertainty. Further details are provided in note 21.

#### Provision for returns

The Group has provided for the possibility that products already sold may be returned by customers. To this end, the Group has made certain assumptions based on the quantity of goods returned in the past and their estimated realizable value. Further details are provided in note 16.

#### Provision for obsolete and slow-moving inventory

The Group has set up provisions for products in inventory that may have to be sold at a discount, which means that they will have to be adjusted to their estimated realizable value. For this purpose, the Group has developed assumptions regarding the quantity of goods sold at a discount in the past and the possibility of selling them through the Group's own outlets. Further details are provided in note 15.

#### Provision for bad and doubtful accounts

The provision for bad and doubtful accounts is calculated on the basis of a specific analysis of items in dispute and of those balances which, even if not in dispute, show signs of delayed collection. Evaluating the overall amount of trade receivables that are likely to be paid requires the use of estimates regarding the probability of collecting such items, so it is an assessment that is subject to uncertainties. Further details are provided in note 16.

#### Asset Impairment

The Group has set up provisions against the possibility that the carrying amounts of tangible and intangible assets may not be recoverable from them by use. The directors are required to make a significant subjective assessment to determine the amount of asset impairment that should be recognized. They estimate the possible loss of value of assets in relation to future economic performance closely linked to them.

#### **Accounting policies**

The financial statements are prepared on a historical cost basis, amended as required for the valuation of certain financial instruments. They are also prepared on a going-concern basis.

The main accounting policies are outlined below:

#### Intangible assets

Intangible assets with a finite useful life are recorded at purchase or production cost, including directly-related charges, and amortized systematically over their residual useful lives, as required by IAS 36.

Amortization is applied systematically over the useful life of the assets based on the period that they are expected to be of use to the Group. The residual value of intangible assets at the end of their useful life is assumed to be zero, unless there is a commitment on the part of third parties to purchase the asset at the end of their useful life or there is an active market for them. As regards the item key money, it is pointed out that in France the protection provided to the tenant by the local law, supported by the market practice, allows the recognition of a recovering value of each trading position, even at the end of the contract. This led the directors to estimate a residual value of the key money paid at the end of each lease.

The directors review the estimated useful life of intangible assets at the end of each period.

Intangible assets with an indefinite useful life are not amortized; instead, they are subjected to impairment testing.

The following table summarizes the useful life (in years) of the various intangible assets:

Trademarks	10 years
Geox patents	10 years
Other patents and intellectual property rights	3-5 years
Key money	Period of the rental contract
Other intangible assets	Period of the rental contract

Trademarks include the costs incurred to protect and disseminate them.

Similarly, Geox patents include the costs incurred to register, protect and extend new technological solutions in various parts of the world.

The other patents and intellectual property rights mainly relate to the costs of implementing and customizing software programs which are amortized in 3-5 years, taking into account their expected future use.

Key money includes:

- amounts paid to acquire businesses (shops) that are managed directly or leased to third parties under franchising agreements;
- amounts paid to access leased property by taking over existing contracts or persuading tenants to terminate their contracts so that new ones can be signed with the landlords. The premises were then fitted out as Geox shops.

Goodwill is initially recognized by capitalizing the excess cost of acquisition compared with the fair value of the net assets of the company recently acquired. Goodwill is not amortized; instead, it is subjected to impairment testing at least once a year, or more frequently if there is evidence of a loss in value, to verify whether its value has been impaired. The elements that satisfy the definition of "assets acquired in a business combination" are only accounted for separately if their fair value can be established with a reasonable degree of reliability.

# Property, plant and equipment

Property, plant and equipment are booked at their purchase or construction cost, which includes the price paid for the asset (net of any discounts and allowances) and any directly-related purchasing and start-up costs. Property, plant and equipment are shown at cost, net of accumulated depreciation and write-downs/write backs.

The residual value of the assets, together with their estimated useful life, is reviewed at least once a year at the end of each accounting period and written down if it is found to be impaired in accordance with IAS 36, regardless of the amount of depreciation already charged. The value is reinstated in subsequent years if the reasons for the write-down no longer apply.

Routine maintenance costs are charged in full to the income statement, whereas improvement expenditure is allocated to the assets concerned and depreciated over their residual useful life.

The following table shows the useful life in years related to the depreciation rates applied:

Plant and machinery	5-8 years
Photovoltaic plant	II years
Industrial and commercial equipment	from 2 to 4 years
Moulds	2 years
Office furniture	8 years
Electronic machines	5 years
Motor vehicles	4 years
Internal transport and trucks	5 years
Leasehold improvements	Period of contract *
Shop equipment	Lower of contract period and 8 years
Shop fittings	4 years
Concept stores	2-4 years

\* Depreciated over the lower of the useful life of the improvements and the residual duration of the lease.

Assets acquired under finance leases are shown in the consolidated financial statements at their nominal value at the start of the contract, at the same time recognizing the financial liability owed to leasing companies. These assets are depreciated using the depreciation schedules normally applied to similar types of fixed assets.

# Impairment of property, plant and equipment and intangible assets

The book value of the Geox Group's property, plant and equipment and intangible assets is reviewed whenever there is internal or external evidence that the value of such assets, or group of assets (defined as a Cash Generating Unit or CGU), may be impaired. Goodwill, consolidation differences and intangible assets with an indefinite useful life have to be subjected to impairment testing at least once a year.

Impairment tests are performed by comparing the book value of the asset or of the CGU with its realizable value, represented by its fair value (net of any disposal costs) or, if greater, the present value of the net cash flows that the asset or CGU is expected to generate.

The Group's terms and conditions for reinstating the value of an asset that has previously been written down are those established by IAS 36. Write backs of goodwill are not possible under any circumstances.

## **Financial instruments**

Financial instruments held by the Group are presented in the financial statements as described in the following paragraphs:

• Other non-current financial assets comprise investments in unconsolidated companies, held-to-maturity securities, non-current loans and receivables and other non-current available-for-sale financial assets;

- Current financial assets include trade receivables, receivables from financing activities, current securities, and other current financial assets (which include derivative financial instruments stated at fair value as assets), as well as cash and cash equivalents;
- Cash and cash equivalents include cash at banks, units in liquidity funds and other money market securities that are readily convertible into cash and are subject to an insignificant risk of changes in value;
- Financial liabilities refer to debts, which includes asset-backed financing, and other financial liabilities (which include derivative financial instruments stated at fair value as liabilities), trade payables and other payables.

Non-current financial assets other than investments, as well as current financial assets and financial liabilities, are accounted for in accordance with IAS 39.

Current financial assets and held-to-maturity securities are recognized on the basis of the settlement date and, on initial recognition, are measured at acquisition cost, including transaction costs.

Subsequent to initial recognition, available-for-sale and held for trading financial assets are measured at fair value. When market prices are not available, the fair value of available-for-sale financial assets is measured using appropriate valuation techniques e.g. discounted cash flow analysis based on market information available at the balance sheet date.

Gains and losses on available-for-sale financial assets are recognized directly in equity until the financial asset is disposed or is determined to be impaired; when the asset is disposed of, the cumulative gains or losses, including those previously recognized in equity, are reclassified into the income statement for the period; when the asset is impaired, accumulated losses are recognized in the income statement. Gains and losses arising from changes in fair value of held for trading financial instruments are included in the income statement for the period.

Loans and receivables which are not held by the Group for trading (loans and receivables originating in the course of business), held-to-maturity securities and all financial assets for which published price quotations in an active market are not available and whose fair value cannot be determined reliably, are measured, to the extent that they have a fixed term, at amortized cost, using the effective interest method. When the financial assets do not have a fixed term, they are measured at acquisition cost. Receivables with maturities of over one year which bear no interest or an interest rate significantly lower than market rates are discounted using market rates.

Assessments are made regularly as to whether there is any objective evidence that a financial asset or group of assets may be impaired. If any such evidence exists, an impairment loss is included in the income statement for the period.

Except for derivative instruments, financial liabilities are measured at amortized cost using the effective interest method.

Financial assets and liabilities hedged by derivative instruments are measured in accordance with hedge accounting principles applicable to fair value hedges: gains and losses arising from remeasurement at fair value, due to changes in relevant hedged risk, are recognized in the income statement and are offset by the effective portion of the loss or gain arising from remeasurement at fair value of the hedging instrument.

#### **Derivative financial instruments**

Derivative financial instruments are used for hedging purposes, in order to reduce currency, interest rate and market price risks. In accordance with IAS 39, derivative financial instruments qualify for hedge accounting only when at the inception of the hedge there is formal designation and documentation of the hedging relationship, the hedge is expected to be highly effective, its effectiveness can be reliably measured and it is highly effective throughout the financial reporting periods for which the hedge is designated.

All derivative financial instruments are measured in accordance with IAS 39 at fair value.

When derivative financial instruments qualify for hedge accounting, the following accounting treatment applies:

- Fair value hedge Where a derivative financial instrument is designated as a hedge of the exposure to changes in fair value of a recognized asset or liability that is attributable to a particular risk and could affect the income statement, the gain or loss from remeasuring the hedging instrument at fair value is recognized in the income statement. The gain or loss on the hedged item attributable to the hedged risk adjusts the carrying amount of the hedged item and is recognized in the income statement;
- Cash flow hedge Where a derivative financial instrument is designated as a hedge of the exposure to variability in future cash flows of a recognized asset or liability or a highly probable forecasted transaction and could affect income statement, the effective portion of any gain or loss on the derivative financial instrument

is recognized directly in equity. The cumulative gain or loss is removed from equity and recognized in the income statement at the same time as the economic effect arising from the hedged item affects income. The gain or loss associated with a hedge or part of a hedge that has become ineffective is recognized in the income statement immediately. When a hedging instrument or hedge relationship is terminated but the hedged transaction is still expected to occur, the cumulative gain or loss realized to the point of termination remains in equity and is recognized in the income statement at the same time as the underlying transaction occurs. If the hedged transaction is no longer probable, the cumulative unrealized gain or loss held in equity is recognized in the income statement immediately.

If hedge accounting cannot be applied, the gains or losses from the fair value measurement of derivative financial instruments are recognized immediately in the income statement.

#### Inventories

Inventories of finished products are measured at the lower of purchase or production cost and their estimated net realizable or replacement value. For raw materials, purchase cost is calculated at the weighted average cost for the period.

For finished products and goods, purchase or production cost is calculated at the weighted average cost for the period, including directly-related purchasing costs and a reasonable proportion of production overheads.

Obsolete and slow-moving goods are written down according to the likelihood of them being used or sold.

#### **Employee benefits**

Benefits paid to employees under defined-benefit plans on termination of employment (employee severance indemnities) are recognized over the period that the right to such benefits accrues.

The liability arising under defined-benefit plans, net of any assets servicing the plan, is determined using actuarial assumptions and recorded on an accruals basis in line with the work performed to earn the benefits. The liability is assessed by independent actuaries.

The amount reflects not only the liabilities accrued up to the balance sheet date, but also future pay rises and related statistical trends.

The benefits guaranteed to employees through defined-contribution plans (also in virtue of the recent changes in the Italian regulations on pensions) are recognized on an accruals basis; at the same time, they also give rise to the recognition of a liability at face value.

#### Share-based payments (stock options)

Some group employees receive part of their compensation in the form of share-based payments. Employees therefore provide services in exchange for shares ("equity-based transactions").

The cost of equity-based transactions with employees is measured on the basis of the fair value at the grant date. The fair value is determined by an independent appraiser using an appropriate valuation method. Further details are provided in note 29.

The cost of the equity-based transactions and the corresponding increase in equity is accounted for from the time that the conditions for the attainment of the objectives and/or provision of the service are met, and ends on the date when the employees concerned have fully accrued the right to receive the compensation (the "maturity date").

The accumulated costs recorded for such transactions at the end of each accounting period up to the maturity date are compared with a best estimate of the number of equity securities that will effectively reach maturity at the end of the maturity period. The gain or loss posted to the income statement reflects the change in the accumulated cost recorded at the beginning and end of the accounting period.

No costs are booked for rights that do not reach full maturity, except in the case of rights whose granting is linked to market conditions. These are treated as if they had matured independently of the underlying market conditions, as long as all the other conditions are met.

If the initial conditions are changed, at the very least a cost has to be indicated, assuming that the conditions have remained the same. Moreover, a cost is recorded for each change implying an increase in the total fair value of the payment plan, or in any case when the change is favorable to the employees. This cost is measured taking into account the date on which the change takes place.

If rights are cancelled, they are treated as though they had reached maturity on the date of cancellation and any unrecorded costs relating to these rights are recognized immediately. However, if a cancelled right is replaced by a new right and the latter is recognized as a replacement on the date it is granted, the cancelled right and the new right are treated as though they were a change in the original right, as explained in the previous paragraph.

The dilutive effect of any vested options not yet exercised is reflected in the calculation of the dilution of earnings per share (see note 10).

#### **Provisions for liabilities and charges**

Provisions for liabilities and charges are recognized when there is an effective obligation (legal or implicit) deriving from a past event, providing there will probably be an outlay of resources to settle the obligation and the amount of the obligation can be reliably estimated.

Provisions represent the best estimate of the amount that the business would have to pay to settle the obligation or transfer it to third parties at the balance sheet date. Provisions are determined by discounting the expected future cash flows if the effect of discounting the value of money is significant.

#### **Revenue and income**

Revenues are recognized on an accruals basis.

Revenues derive from the Company's ordinary operations and include sales revenues, commissions and fees, interest, dividends, royalties and lease installments. They are recognized net of any returns, discounts, allowances and bonuses.

Revenues from the sale of products are recognized when the Company transfers most of the risks and benefits of ownership of the goods and collection of the amount billed is reasonably certain.

Revenues deriving from services rendered are accounted for with reference to the stage of completion of the transaction at the balance sheet date.

Royalties are accounted for on an accruals basis in accordance with the substance of the contractual agreements.

Interest income is accounted for on an accruals basis, in a way that takes into account the actual yield of the assets concerned.

Dividends are accounted for when the shareholders become entitled to receive the payment.

#### **Costs and expenses**

Costs and expenses are accounted for on an accruals basis.

#### Leasing

To be able to define a contractual arrangement as a lease (or as one containing a lease), it's necessary to look at the substance of the arrangement. It must also be assessed whether fulfillment of the contract depends on the use of one or more specific assets and if the arrangement transfers the right to use such assets. The situation can only be reviewed after the start of the contract if one of the following conditions is met:

- (a) there is a change in the contractual conditions, other than a renewal or extension of the contract;
- (b) a renewal option is exercised or an extension is granted, unless the terms of the renewal or extension were included in the terms of the lease from the start;
- (c) there is a change in the condition according to which fulfillment depends on a specific asset; or
- (d) there is a substantial change in the asset.

If a review is carried out, accounting for the lease will begin or end on the date of the change in the circumstances that gave rise to the review for scenarios a), c) or d) and at the date of the renewal or extension for scenario b).

Operating lease installments are treated as costs in the income statement on a straight-line basis over the life of the contract.

#### Income tax

#### Current income taxes

Current income taxes for the period are calculated on the basis of taxable income in accordance with the tax rules in force in the various countries.

With the exercise 2013, the domestic tax consolidation with Lir S.r.l., the ultimate parent company, governed by Articles 117 and following of the Income Tax Code - DPR December 22, 1986 n. 917, came to maturity. As from 2014 Geox S.p.A. joined, as parent company, a new domestic tax consolidation for three years (2014-2016) with the two Italian subsidiaries Geox Retail S.r.l. and XLOG S.r.l..

#### Deferred taxes

Deferred tax assets and liabilities are recognized on temporary differences between the amounts shown in the balance sheet and their equivalent value for fiscal purposes. Deferred tax assets are also recognized on the tax losses carried forward by Group companies when they are likely to be absorbed by future taxable income earned by the same companies.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply in the various countries in which the Geox Group operates in the tax periods when the temporary differences reverse or expire. Deferred tax assets are recorded to the extent that, according to future plans, there is likely to be sufficient taxable income to cover deductible temporary differences.

The book value of deferred tax assets is reviewed at each balance sheet date and if necessary reduced to the extent that future taxable income is no longer likely to be sufficient to recover all or part of the assets. These write-downs are reversed if the reasons for them no longer apply.

Income taxes on the amounts booked directly to equity are also charged directly to equity rather than to the income statement.

#### Earnings per share (EPS)

Basic EPS is calculated by dividing the net income attributable to the Parent Company's shareholders by the weighted average number of ordinary shares outstanding during the period.

Diluted EPS is calculated by dividing the net income attributable to the Parent Company's shareholders by the weighted average number of shares outstanding, taking into account the effects of all potentially dilutive ordinary shares (e.g. employee stock option plans).

# 3. Segment reporting

For management purposes, the Group runs and controls its business according to the type of products being supplied, and for disclosure purposes these consist of two operating segments: footwear and apparel.

The directors monitor the results of these two business units separately so that they can make decisions regarding the allocation of resources and check the return on investment. The yield of each segment is evaluated on the basis of the operating result, which is allocated to the various operating segments as follows:

- Net sales, cost of sales, direct selling costs and advertising are input directly to the segment concerned as they are clearly identifiable;
- General and administrative costs, including non-industrial depreciation and amortization, are input to the segment concerned to the extent that they are directly attributable. When such costs are common to various segments, they are allocated in proportion to their respective percentage of total cost of sales;
- The Group's financial activities (including financing costs and revenues) and income taxes are handled at Group level and not allocated to the individual segments;
- There are no problems of transfer pricing between segments as they are totally independent from each other.

The following table provides information on the Group's business segments:

		2014	%	2013	%
Footwear	Net sales	721,686		654,151	
	D&A	33,149		39,519	
	EBIT	4,570	0.6%	(29,324)	(4.5%)
Apparel	Net sales	102,557		100,040	
	D&A	4,604		5,799	
	EBIT	320	0.3%	(5,309)	(5.3%)
Total	Net sales	824,243		754,191	
	D&A	37,753		45,318	
	EBIT	4,890	0.6%	(34,633)	(4.6%)

Segment assets and liabilities are all managed at Group level, so they are not shown separately by segment. The only exception to this rule is the value of inventories, which amount to Euro 246,867 thousand for footwear (Euro 235,715 thousand in 2013) and Euro 39,340 thousand for apparel (Euro 45,704 thousand in 2013).

The following table provides Net sales on the Group's geographical segments:

(Thousands of Euro)	2014	2013	
Italy	272,666	239,867	
Europe (*)	359,273	328,817	
North America	55,512	53,704	
Other countries	136,792	131,803	
Net sales	824,243	754,191	

# 4. General and administrative expenses

General and administrative expenses are analyzed in the following table:

	2014	2013	Change
Wages and salaries	107,472	93,667	13,805
Rental expenses	96,361	88,784	7,577
Other costs	124,082	117,943	6,139
Rental income	(11,062)	(14,873)	3,811
Other income	(8,596)	(3,560)	(5,036)
Total	308,257	281,960	26,297

Rental and lease expenses relate to the shops, offices and industrial property leased by the Group.

Rental income relates to the Geox Shops owned by the Group and leased to third parties under franchising agreements.

Other costs mainly include: depreciation and amortization, services and consulting, sample costs, utilities, insurance, maintenance and bank charges.

Other income mainly includes sales of miscellaneous goods and insurance compensation.

Research and the ongoing conception and implementation of innovative solutions is a significant factor in the Group's strategies because, as already explained in the directors' report on operations, product innovation is fundamental to maintain and strengthen the Group's competitive advantage.

Research and development is a complex corporate process, which ranges from the study of technical solutions involving materials that are able to breathe while remaining waterproof, to the concession of new patents and the development of new product lines.

This process can be broken down into the following stages:

- pure research, which consists of verifying the performance of the materials used in Geox footwear and apparel. This activity's vocation is to create new patents and to implement solutions that use particular materials to make products that can breathe and at the same time remain waterproof;
- applied research, which consists of creating the collections, passing through the various phases of design, prototyping and modeling.

Research and development makes use of dedicated personnel, who transmit the results of their work to all those (designers, product managers, production technicians, etc.) who take part in the definition, industrialization and production of the Group's products.

R&D costs are all written off to income during the period and amounted in total to Euro 16,178 thousand (in 2013 Euro 12,884 thousand).

The fees due to the directors, statutory auditors and executives with strategic responsibilities for 2014 are listed below. These amounts, in Euro, include the fees due for performing the same functions in Geox S.p.A. and in other companies included in the scope of consolidation.

Name Position	Period in office	Exp. of Mand.	Fixed Emolument	Non cash Benefits (*)	Bonus and other incentives	Other Remuneration	Total
Mario Moretti Polegato Chairman	from 01-01 to 12-31-14	(1)	I,800,000 (2)	-	-	-	I,800,000
Enrico Moretti Polegato Deputy Chairman	from 01-01 to 12-31-14	(1)	I 50,000 (3)	-	-	-	150,000
Giorgio Presca CEO and Executive Director	from 01-01 to 12-31-14	(1)	856,735 (4)	3,664	594,000 (5)	250,000 (6)	1,704,399
Renato Alberini Director (**)	from 01-01 to 11-13-14		30,431 (7)	-	-	-	30,431
Duncan Niederauer Independent Director (***)	from 11-13 to 12-31-14	(1)	3,288 (8)	-	-	-	3,288
Roland Berger Independent Director	from 01-01 to 12-31-14	(1)	55,000 (9)	-	-	-	55,000
Fabrizio Colombo Independent Director	from 01-01 to 12-31-14	(1)	65,000 (10)	-	-	-	65,000
Alessandro Antonio Giusti Director	from 01-01 to 12-31-14	(1)	101,315 (11)	-	-	-	101,3154
Claudia Baggio Director	from 01-01 to 12-31-14	(1)	25,000 (12)	-	-	-	25,000
Lara Livolsi Independent Director	from 01-01 to 12-31-14	(1)	45,000 (13)	-	-	-	45,000
Francesco Gianni Chairman of the Board of St. Auditors	from 01-01 to 12-31-14	(1)	75,000 (14)	-	-	-	75,000
Valeria Mangano Statutory Auditor	from 01-01 to 12-31-14	(1)	50,000 (15)	-	-	-	50,000
Francesca Meneghel Statutory Auditor	from 01-01 to 12-31-14	(1)	50,000 (16)	-	-	-	50,000
Executives with strategic responsibilities (****)			2,174,175	36,884	428,400	-	2,639,459
			(17)		(18)		

Includes the fringe benefits

Director until November 13, 2014 Independent Director from November 13, 2014

Aggregated amounts

Term of office expires at General Meeting held to approve the financial statements at December 31, 2015

Includes remuneration as Chairman, member of Executives Committee and member of the Ethics Committee Includes remuneration as Deputy Chairman and member of Executives Committee

Includes remuneration as CEO and Executive with strategic responsibilities

Includes variable compensation for CEO and Executive with strategic responsibilities and the deferred cost related to 2014 as long term incentive (LTI)

- (\*) (\*\*\* (\*\*\* (1) (2) (3) (4) (5) (6) (7) (8) Includes variable compensation as subsidiaries' Director
- Includes compensation as Non-Independent Director and member of Nomination Committee
- Includes compensation as Non-Independent Director
- Includes compensation as Independent Director, member of Audit and Risk Committee and Chairman of the Nomination Committee (9)

(10)Includes compensation as Independent Director, Chairman of Audit and Risk Committee, member of Compensation Committee and member of the Nomination Committee

(11) Includes compensation as Non-Independent Director, member of Audit and Risk Committee, member of Compensation Committee and member of Nomination Committee from November 13, 2014

- Includes compensation as Non-Independent Director (12)
- (13) Includes compensation as Independent Director and Chairman of Compensation Committee
- (14) Includes compensation as Chairman of the Board of Statutory Auditor
- (15) Includes compensation as member of the Board of Statutory Auditor
- (16) Includes compensation as member of the Board of Statutory Auditor
- (17) Includes salary as Executives with strategic responsibilities (social security paid by the company are not included)

(18) Includes the 2014 short term and long term (LTI) bonus as well as a lump sum bonus paid in favor of n. I Executive with strategic responsibilities.

# 5. Depreciation, amortization and payroll costs included in the consolidated income statement

The following table shows all of the depreciation and amortization charges included in the consolidated income statement:

	2014	2013	Change
Industrial depreciation	6,403	7,174	(771)
Non-industrial depreciation and amortization	31,350	34,128	(2,778)
Industrial net asset impairment	-	(709)	709
Non-industrial net asset impairment	-	4,725	(4,725)
Total	37,753	45,318	(7,565)

Non-industrial amortization decreased from Euro 34,128 thousand of 2013 to Euro 31,350 thousand of 2014.

Non-industrial net asset impairment of Euro 4,725 thousand, accounted in 2013, related to store assets.

Payroll costs amounted to Euro 131,526 thousand (in 2013 Euro 120,224 thousand).

#### 6. Personnel

The average number of employees is shown below:

	2014	2013	Change
Managers	41	38	3
Middle managers	155	122	33
Office staff	784	750	34
Shop employees	2,745	2,244	501
Factory workers	220	91	129
Total	3,945	3,245	700

The average number of employees for 2014 amounted to 3,945, increased of 700 units compared to 2013. The change is mainly due by the increase in shop employees as a direct result of the increase in the number of stores operated directly by the Group.

#### 7. Special items

In 2013, non-recurring expenses, special items, were recorded for Euro 14.1 million deriving from the implementation of a rationalization plan of the workforce and the retail network (DOS and franchise stores).

## 8. Net interest

This item is made up as follows:

	2014	2013	Change
Interest income	2,271	3,844	(1,573)
Interest expense	(8,374)	(7,748)	(626)
Exchange differences	(232)	58	(290)
Total	(6,335)	(3,846)	(2,489)

# Interest income is made up as follows:

	2014	2013	Change
Interest from banks	126	125	I
Interest from customers	9	13	(4)
Other interest income	2,136	3,706	(1,570)
Total	2,271	3,844	(1,573)

Other interest income mainly consists of the effect of accounting for financial derivatives as explained in note 30.

Interest expense is made up as follows:

	2014	2013	Change
Bank interest and charges	196	397	(201)
Interest on loans	2,016	375	1,641
Other interest expense	3,910	4,458	(548)
Financial discounts and allowances	2,252	2,518	(266)
Total	8,374	7,748	626

The increase in "Interest on loans" is mainly due to the increase in the average debts towards banks.

Other interest expense mainly consists of the effect of accounting for financial derivatives as explained in note 30.

Financial discounts and allowances relate to the discounts granted to customers who pay in advance, as per practice in various European markets.

Exchange differences are made up as follows:

	2014	2013	Change
Exchange gains	25,053	33,999	(8,946)
Exchange losses	(25,285)	(33,941)	8,656
Total	(232)	58	(290)

#### 9. Income taxes

Income taxes were equal to Euro -1,496 thousand, compared to Euro +8,730 thousand of 2013.

The following table shows reconciliation between the Group's effective tax burden and its theoretical tax charge, based on the current tax rate in force during the period in Italy (the country of Geox S.p.A., the Parent Company).

	2014	%	2013	%
PBT	(1,445)	100.0%	(38,479)	100.0%
Theoretical income taxes (*)	(398)	27.5%	(10,582)	27.5%
Effective income taxes	1,496	(103.5%)	(8,730)	22.7%
Difference due to:	I,894	(131.1%)	1,852	(4.8%)
I) different tax rates applicable in other countries	698	(48.3%)	(578)	1.5%
2) permanent differences:				
i) IRAP and other local taxes	1,803	(124.8%)	1,228	(3.2%)
ii) write-downs of deferred tax asset	493	(34.1%)	1,575	(4.1%)
iii) previous years' taxes	218	(15.1%)	812	(2.1%)
iv) other	(1,318)	91.2%	(1,185)	3.1%
Total difference	1,894	(131.1%)	1,852	(4.8%)

(\*) Theoretical income taxes based on the tax rates applicable to Geox S.p.A.

#### 10. Earnings per share

EPS is calculated by dividing the net income for the period attributable to the ordinary shareholders of the Parent Company by the weighted average number of ordinary shares outstanding during the period.

Diluted EPS is calculated by dividing the net income for the period attributable to the Parent Company's shareholders by the weighted average number of shares outstanding during the period, taking into account the effects of all potentially dilutive ordinary shares (for example, vested options under a stock option plan that have not yet been exercised).

The following table shows the result and the number of ordinary shares used to calculate basic and diluted EPS in accordance with IAS 33:

	2014	2013
Earnings per share (Euro)	(0.01)	(0.11)
Diluted earnings per share (Euro)	(0.01)	(0.11)
Weighted average number of shares outstanding:		
- basic	259,207,331	259,207,331
- diluted	259,207,331	259,207,331

# II. Intangible assets

Intangible assets are made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
	13,712	14,268	(664)
Industrial patents and intellectual property rights Trademarks, concessions and licenses	773	787	(556) (14)
Key money	43,395	46,260	(2,865)
Assets in process of formation and payments on account	1,132	1,570	(438)
Goodwill	1,138	1,138	-
Total	60,150	64,023	(3,873)

The following table shows the changes in intangible assets during 2014:

	12-31-13	Purchases	Transla-tion	Amort./	Dispo- sals	Other	12-31-14
		and capital.	Differences	write- down		Changes	
Intangible assets with finite useful life:							
Industrial patents and intellectual property rights	14,268	5,661	4	(6,585)	(11)	375	13,712
Trademarks, concessions and licenses	787	184	-	(198)	-	-	773
Key money	46,260	2,145	81	(4,616)	(1,647)	1,172	43,395
Assets in process of formation and payments on account	1,570	1,109	-	-	-	(1,547)	1,132
Intangible assets with an indefinite useful life:							
Goodwill	1,138	-	-	-	-	-	1,138
Total intangible assets	64,023	9,099	85	(11,399)	(1,658)	-	60,150

Investments during the period mainly concern:

- personalization of the IT system for a total of Euro 4,953 thousand;
- the costs incurred for the registration, extension and protection of patents in various parts of the world (Euro 708 thousand);
- the costs incurred for the registration, protection and extension of the GEOX trademark in various parts of the world (Euro 184 thousand);
- key money costs (Euro 2,145 thousand) for the amounts paid to access leased properties by taking over existing contracts or persuading tenants to terminate their contracts so that new ones could be signed with the landlords. The premises were then fitted out as Geox shops;
- assets in process of formation for a total of Euro 1,109 thousand. Such amounts mainly include the sums paid for the further implementations and customizing of the new IT system.

Each shop is considered a CGU and, other than those flagship stores, which, despite being open for more than two years showed negative results in terms of operating margin, it was decided to assess the recoverability of the carrying value on the basis of expected results in the next 12 months. If the value in use of a CGU is lower than its book value, its assets are written down accordingly. The intangible assets impairment fund amounts to Euro 1,545 thousand as of December 31, 2014 (Euro 6,359 as of December 31, 2013).

# 12. Property, plant and equipment

Details of property, plant and equipment are shown in the following table:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Changes
	521		(20)
Land and buildings	521	550	(29)
Plant and machinery	5,019	7,132	(2,113)
Industrial and commercial equipment	2,636	4,589	(1,953)
Other assets	19,686	19,046	640
Leasehold improvements	29,870	32,411	(2,541)
Construction in progress and payments on account	6,765	1,563	5,202
Total	64,497	65,291	(794)

The following table shows the changes in property, plant and equipment during 2014:

	12-31-13	Purchases and capital.	Translation Differences	Amort./ write- down	Disposals	Other Changes	12-31-14
Land and buildings	550	-	(29)	-	-	-	521
Plant and machinery	7,132	576	(50)	(2,639)	-	-	5,019
Industrial and commercial equipment	4,589	2,023	9	(3,968)	(17)	-	2,636
Other assets	19,046	10,997	158	(10,146)	(461)	92	19,686
Leasehold improvements	32,411	7,191	245	(9,601)	(776)	400	29,870
Construction in progress and payments on account	1,563	5,868	(174)	-	-	(492)	6,765
Total property, plant and equipment	65,291	26,655	159	(26,354)	(1,254)	-	64,497

Investments during the period mainly concern:

- The purchase of equipment for research and development by the Parent Company Geox S.p.A. and plant and equipment by its productive subsidiary in Serbia;
- the purchase of industrial equipment (mainly moulds for shoe soles) by the Parent Company Geox S.p.A. and its productive subsidiary in Serbia;
- Geox shop fittings and hardware for Euro 8,137 thousand, office and showroom fittings for Euro 2,066 thousand, office and head office hardware for Euro 794 thousand;
- leasehold improvements of Euro 7,191 thousand. These additions relate to industrial buildings and offices for Euro 1,632 thousand and to premises fitted out as Geox Shop for Euro 5,559 thousand;
- construction in progress of Euro 5,868 thousand. These additions include amounts paid for the construction of the new factory in Vranje (Serbia), which should be completed in year 2015, for Euro 3.986 million and an amount of Euro 1.293 million related to the replacement of the plant logistics software used by subsidiary XLOG S.r.l..

Each shop is considered a CGU and, other than those flagship stores, which, despite being open for more than two years showed negative results in terms of operating margin, it was decided to assess the recoverability of the carrying value on the basis of expected results in the next 12 months. If the value in use of a CGU is lower than its book value, its assets are written down accordingly. The tangible assets impairment fund amounts to Euro 5,719 thousand as of December 31, 2014 (Euro 6,741 as of December 31, 2013).

Other assets are made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Electronic machines	2,151	2,097	54
Furniture and fittings	17,518	16,911	607
Motor vehicles and internal transport	17	38	(21)
Total	19,686	19,046	640

#### 13. Deferred taxes

The following table analyses the change in deferred tax assets and the nature of the items and temporary differences that gave rise to them. The Group has offset the deferred tax assets and liabilities as the law permits the compensation of fiscal assets with fiscal liabilities.

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Carry-forward tax losses	8,115	12,136	(4,021)
Depreciation and amortization and impairment	5,958	12,005	(6,047)
Evaluation derivates	18	1,851	(1,833)
Provision for obsolescence and slow-moving inventory and returns	19,200	14,839	4,361
Provision for agents' severance indemnities	927	1,209	(282)
Other	12,176	9,604	2,572
Deferred tax assets	46,394	51,644	(5,250)
Evaluation derivates	(6,720)		(6,720)
Other	(160)	(395)	235
Deferred tax liabilities	(6,880)	(395)	(6,485)
Total deferred taxes	39,514	51,249	(11,735)

The deferred tax assets on carry-forward tax losses, which at December 31, 2014 amount to Euro 8,115 thousand mainly relate to Geox S.p.A. This amount has been subjected to a strict evaluation by the directors in order to book it only if future taxable profit are likely to occur, against which such losses can be utilized.

Derivatives that are defined as cash flow hedges and valued on a mark-to-market basis booked directly to equity require all related taxes also to be booked directly to equity and not to the income statement. The income taxes booked directly to equity amount to Euro 6,720 thousand (Euro 1,851 thousand in 2013).

Deferred tax assets included in "Other" are mainly related to provisions for liabilities and charges (note 26).

Deferred tax assets have been calculated at the tax rates applied in the various countries concerned.

# 14. Other non-current assets

Other non-current assets are made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Accounts receivable from others in 1 to 5 years	12,727	12,918	(191)
Accounts receivable from others in more than 5 years	4,652	5,335	(683)
Total	17,379	18,253	(874)

Accounts receivable from others relate principally for Euro 9,323 thousand of guarantee deposits for utilities and shop leases (from 1 to 5 years: Euro 6,166 thousand; over 5 years: Euro 3,157 thousand) and accounts receivable, payable from 1 to 5 years, for Euro 1,419 thousand.

Prepaid expenses for lease payments made in advance for Euro 6,637 thousand (from 1 to 5 years: Euro 5,142 thousand; over 5 years: 1,495 thousand).

# **15.** Inventories

The following table shows the breakdown of inventories:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Raw materials	10,658	14,396	(3,738)
Finished products and goods for resale	275,549	267,023	8,526
Furniture and fittings	1,525	488	1,037
Total	287,732	281,907	5,825

Inventories of finished products include goods in transit acquired from countries in the Far East. In 2014 there was an increase in the value of inventories.

This change is mainly due to an increase of the 2014 Spring/Summer season, for our outlet channel, an increase in the stocks currently on sale in the shops (Fall/Winter 2014) and to a different timing in deliveries of 2015 Spring/Summer season compared to previous year.

Furniture and fittings relate to furnishings that will be used or sold to franchisees for opening new Geox Shops.

The book value of inventories is not significantly different from their current cost at the end of the period.

Inventories are shown net of the provision for obsolete and slow-moving inventory, which is considered adequate for a prudent valuation of finished products from previous collections and raw materials that are no longer used. The provision for obsolete and slow-moving inventory is analyzed below:

Balance at January I	14,933
Provisions	18,453
Translation differences	88
Utilizations	(14,943)
Balance at December 31	18,531

The write-down mainly reflects the adjustment to market value based on statistical forecasts of discounted sales of products from previous collections.

#### 16. Accounts receivable

Accounts receivable are made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change	
Gross value	162,447	153,086	9,361	
Provision for bad and doubtful accounts	(10,230)	(8,905)	(1,325)	
Provision for returns and credit notes	(45,700)	(43,344)	(2,356)	
Net value	106,517	100,837	5,680	

Accounts receivable amounted to Euro 162,447 thousand at December 31, 2014.

The following is an ageing analysis of accounts receivable:

	Not yet due	Past due 0 - 90 days	Past due 91 - 180 days	Past due over 180 days	Total
Gross value of trade receivables at December 31, 2014	131,165	22,779	4,072	4,431	162,447
Gross value of trade receivables at December 31, 2013	110,840	22,047	6,939	13,259	153,086

As regards the sales made to individual customers, there are no situations of particular concentration as all are well under the threshold of 10% of total revenues. The book value of trade receivables coincides with their fair value. The Group continues to maintain tight control over credit. This management practice ensures that the investment in working capital is limited.

Accounts receivable are adjusted to their estimated realizable value by means of a provision for bad and doubtful accounts based on a review of individual outstanding balances. The provision at December 31, 2014 represents a prudent estimate of the current collection risk.

Changes in the provision during the year are as follows:

Balance at January I	8,905
Provisions	2,683
Translation differences	6
Utilizations	(1,364)
Balance at December 31	10,230

The risk of customer insolvency is significantly mitigated as specific contracts with leading credit insurance companies cover credit risk on most of the turnover. The clauses provide that, initially, the insurance is configured solely as a request to accept the credit risk up to previously agreed credit limits. The insurance does become operating only after a formal communication of non-payment by the due date. The increase of the fund is relative to the prudent assessment of the risk on the portion of receivables not covered by insurance.

Changes in the provision for returns and credit notes during 2014 are as follows:

Balance at January I	43,344
Provisions	44,528
Translation differences	58
Utilizations	(44,480)
Reclassifications	2,250

Balance at December 31

#### 17. Other non-financial current assets

This item is made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Tax credits	9,102	8,833	269
VAT recoverable	I I,332	5,118	6,214
Advances to vendors	3,020	3,158	(138)
Other receivables	9,307	7,032	2,275
Accrued income and prepaid expenses	8,197	7,931	266
Total	40,958	32,072	8,886

As at December 31, 2014 the Group has a tax credit for an amount of Euro 2,043 thousand (Euro 3,762 thousand in 2013) towards the ultimate Parent Company LIR S.r.l. .

45,700

Other receivables include:

- Euro 1,886 thousand due from a credit insurance representing the value of claims assigned for which reimbursement has not yet been received;
- Euro 2,622 thousand of customs duty paid in USA on the purchase of goods to be sent to Canada; the Group will obtain a rebate of this amount from the local tax authorities.

Prepaid expenses mainly include prepayments for rent and for other rentals.

#### 18. Financial assets and liabilities

The book value of the financial assets and liabilities shown below coincides with their fair value.

The following table shows the breakdown of this item:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Term bank deposits	1,544	1,569	(25)
Securities	42	42	
Total non current financial assets	1,586	1,611	(25)
Fair value derivative contracts	29,795	906	28,889
Loans granted by Geox	207	113	94
Total current financial assets	30,002	1,019	28,983
Fair value derivative contracts	(1,766)	(10,792)	9,026
Other current financial liabilities	(233)	(24)	(209)
Total current financial liabilities	(1,999)	(10,816)	8,817

The term bank deposits of Euro 1,544 thousand include amounts lodged to guarantee rent contracts on foreign shops.

As regards the mark-to-market derivative contracts, see the comments in note 30.

#### 19. Cash and cash equivalents

The amount of Euro 53,355 thousand relates to short term deposits for Euro 4,529 thousand, a current account in Euro for Euro 25,559 thousand, a current account in US Dollars for Euro 10,186 thousand, a current account in Chinese Yuan for Euro 2,920 thousand, a current account in Canadian Dollars for Euro 1,974 thousand, a current account in British Pound for Euro 3,055 thousand, a current account in Hong Kong Dollars for Euro 2,030 thousand, a current account in other currencies for the rest. The term deposits relate to investments of surplus cash remunerated at a rate linked to Euribor. The cash on the current account in US Dollars is used to pay suppliers in the Far East when their invoices fall due; it has a yield substantially in line with the reference rate. The cash on the other current accounts relates to receipts from customers on December 31, 2014 and temporary cash surpluses waiting to be used to make payments.

The book value of the financial assets and liabilities shown below coincides with their fair value.

# 20. Equity

# Share capital

The share capital of Euro 25,921 thousand is fully paid and is made up of 259,207,331 shares with a par value of Euro 0.10 each.

#### Other reserves

This item is made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Legal reserve	5,184	5,184	-
Share premium reserve	37,678	37,678	-
Translation reserve	(577)	983	(1,560)
Reserve for cash flow hedges	18,408	(4,670)	23,078
Reserve for stock options	489	1,176	(687)
Retained earnings	289,518	318,906	(29,388)
Total	350,700	359,257	(8,557)

The legal reserve amounts to Euro 5,184 thousand. This reserve is not distributable.

The share premium reserve was set up for Euro 33,466 thousand in 2004 as a result of the public offering of shares which increased the share capital by Euro 850 thousand.

During 2005, this reserve was increased by Euro 1,548 thousand following the early exercise of a tranche of the stock option plans reserved for management; this involved an increase in capital of Euro 34 thousand.

During 2008, this reserve was increased by Euro 2,635 thousand following the early exercise of the stock option plans reserved for management; this involved an increase in capital of Euro 36 thousand.

During 2009, this reserve was increased by Euro 29 thousand following the early exercise of the stock option plans reserved for management; this involved an increase in capital of Euro I thousand.

The reserve for cash flow hedges, which shows a credit balance of Euro 18,408 thousand, originated as a result of valuing the financial instruments defined as cash flow hedges at December 31, 2014. Fair value valuation of cash flow hedges is stated net of the tax effect as explained in greater detail in note 30. This reserve is not distributable.

The stock option reserve has been established in accordance with the IFRS 2. The adoption of a stock option plan requires that the fair value of the options at the grant date be recognized as a cost. This cost is charged to the income statement over the vesting period, and a specific equity reserve is booked.

In 2014, the stock option reserve decreased by Euro 687 thousand related to the maturity of the 2004 Plan, for Euro 752 thousand, and the provision for the new 2014 Plan, for Euro 65 thousand (see note 29).

Retained earnings consist of unallocated results earned in previous years for an amount of Euro 159,458 thousand. The reserve has been decreased in 2014 for Euro 29,388 thousand.

Amounts are shown net of tax, where applicable.

The following is a reconciliation between the Parent Company's equity and net income for the period and the Group's equity and net income for the period:

Description	Net income for the period 2014	Equity 12-31-2014	Net income for the period 2013	Equity 12-31-2013
Parent company's equity and net income	(7,604)	392,404	(29,582)	377,682
Differences between the carrying value of the investments in subsidiaries and the Group share of their equity	14,303	(19,210)	6,914	(21,159)
Group share of affiliates' results	6,031	6,031	5,162	5,162
Effect of the reorganization in 2001	١,753	(3,141)	1,753	(4,894)
Elimination of intragroup transactions on inventories	(4,952)	(11,547)	280	(6,594)
Elimination of intragroup dividends and investments write-off	(15,831)	-	(14,406)	-
Other adjustments	3,359	9,143	130	5,232
Group equity and net income	(2,941)	373,680	(29,749)	355,429

#### 21. Employee severance indemnities

Employee severance indemnities at December 31, 2014 amount to Euro 2,756 thousand, as shown in the following table:

Balance at December 31, 2013	2,379
Amounts paid to leavers	(1,425)
Reversal of 0.50% withholding	(1,423)
Reversal of 0.50% with loaning	(2+0)
Payments to supplementary pension schemes	(917)
Advances granted to employees	(137)
Provision for the period	3,883
Payments to supplementary pension schemes run by INPS	(1,191)
Change as a result of actuarial calculations	410
Translation differences	(3)

#### Balance at December 31, 2014

Changes in the provision for severance indemnities during 2014 show a utilization of Euro 917 thousand for payments to supplementary pension funds and one of Euro 1,191 thousand for payments to supplementary pension schemes run by INPS. This is because, based on the legislative changes introduced by Law 296/06, with effect from June 30, 2007, severance indemnities accruing after January 1, 2007 have to be paid by companies (with more than 50 employees) to a special treasury fund set up by INPS or, if the employee prefers, to a supplementary pension fund that complies with D.Lgs 252/05.

2,756

Instead, companies book a short-term payable which is then cancelled when the amount is paid over to INPS.

The actuarial valuation of the severance indemnities is carried out on the basis of the Projected Unit Credit Method in accordance with IAS 19. This method involves measurements that reflect the average present value of the pension obligations that have accrued on the basis of the period of service that each employee has worked up to the time that the valuation is carried out, without extrapolating the employee's pay according to the legislative amendments introduced by the recent Pension Reform. The various stages of the calculation can be summarized as follows:

- for each employee on the books at the date of the valuation, an extrapolation of the severance indemnity already accrued up to the time that it will probably be paid;
- for each employee, a calculation of the severance indemnity that will probably have to be paid by the Company when the employee leaves due to dismissal, resignation, disability, death and retirement, as well as if an advance is requested;
- discounting the probable payments to the date of the valuation.

The actuarial model used for the valuation of the provision for severance indemnities is based on various assumptions, some demographic, others economic and financial. The main assumptions used in the model are as follows:

- mortality rates: RG48 life expectancy table
- · disability rates: INPS tables split by age and gender
- employee turnover rate: 2.00%
- discount rate: 1.66%
- rate of severance indemnities increase: 1.95% for 2015, 2.40% for 2016, 2.625% for 2017 and 2018, 3.00% from 2019 on
- inflation rate: 0.60% for 2015, 1.20% for 2016, 1.50% for 2017 and 2018, 2.00% from 2019 on

The following table shows the effect that there would be on the obligation for the defined benefit obligation as a result of changes of significant actuarial assumptions at the year-end:

#### **Changes in assumptions**

+1% employee turnover rate	(34)
-1% employee turnover rate	40
+1/4% inflation rate	63
-1/4% inflation rate	(60)
+1/4% discount rate	(94)
-1/4% discount rate	100

# 22. Provisions for liabilities and charges

This item is made up as follows:

	Balance at Dec. 31, 2013	Utiliza- tion	Provi- sions	Translation differences		Balance at Dec. 31, 2014
Provision for agents' severance indemnities	4,278	(396)	525	(1)	254	4,660
Other	1,571	(506)	332	-	-	١,397
Total	5,849	(902)	857	(1)	254	6,057

The "provision for agents' severance indemnities" is provided for on the basis of legislative rules and collective agreements that regulate situations in which agency mandates may be terminated. Provisions represent the best estimate of the amount that the business would have to pay to settle the obligation or transfer it to third parties at the balance sheet date. The cumulative effect of the actuarial valuation carried out in accordance with IAS 37 amounts to Euro 176 thousand.

"Other" reflects mainly an estimate of the risks involved in outstanding disputes.

#### 23. Long-term loans

Long term loans amounted to Euro 253 thousand.

# 24. Other long-term payables

This item is made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Guarantee deposits	1,001	1,076	(75)
Accrued expenses and deferred income	1,090	1,088	2
Total	2,091	2,164	(73)

The guarantee deposits received from third parties have to guarantee business lease contracts (for Geox Shops).

#### 25. Accounts payable

Accounts payable at December 31, 2014 amount to Euro 167,598 thousand, with a decrease of Euro 1,500 thousand if compared with December 31, 2013. All amounts are due within the next 12 months.

Terms and conditions of the above financial liabilities:

- Trade payables are normally settled within 30-90 days and do not generate interest;
- The terms and conditions applied to related parties are the same as those applied to third parties.

The book value of accounts payable coincides with their fair value.

# 26. Other non-financial current liabilities

This item is made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Social security institutions	4,491	4,172	319
Employees	4,  3	12,011	2,102
Provisions for liabilities and charges	6,785	9,101	(2,316)
Other payables	8,461	8,151	310
Accrued expenses and deferred income	11,294	8,628	2,666
Total	45,144	42,063	3,081

The amounts due to social security institutions mainly relate to pension contributions for 2014, paid in 2015.

The amounts due to employees include payroll, bonuses and accrued vacation not yet taken as of December 31, 2014. The provisions for liabilities and charges mainly include the estimated costs related to the change in strategy and consequently of corporate governance started in the previous years (see Note 7).

Other payables are mainly advances received from customers.

Accrued expenses mainly relate to shop lease contracts for the period.

# 27. Taxes payable

This item is made up as follows:

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Income taxes for the period	3,762	3,727	35
VAT payable	2,673	2,425	248
Other	4	2,272	(2,268)
Total	6,439	8,424	(1,985)

#### 28. Bank borrowings and current portion of long-term loans

	Balance at Dec. 31, 2014	Balance at Dec. 31, 2013	Change
Bank borrowings			
- cash advances	7,126	28,969	(21,843)
- loans	88,547	38,000	50,547
Total	95,673	66,969	28,704

The increase in bank borrowings is related to the financing of working capital.

It should also be noted that, at the beginning of 2014, the Group signed for a line of credit for a total of Euro 50 million, maturing in 18 months less one day. One of the credit line for Euro 20 million is used by Geox S.p.A. while the other one can be used by Geox S.p.A. and by its main subsidiaries in their local currency. This is a revolving, multi-currency credit facility with a floating rate based on the currency in which it is drawn down.

Both lines are designed primarily to give the Group the resources needed to finance operating activities.

The remaining part is based on technical forms related to working capital and is therefore self-liquidating (orders, invoices, bills).

#### 29. Share-based payments

#### Stock option plans

In accordance with IFRS 2, the adoption of a stock option plan requires that the fair value of the options at the grant date is recognized as a cost. This cost is charged to the income statement over the vesting period, and a specific equity reserve is booked.

In 2014, the stock option reserve decreased by Euro 687 thousand (Euro 485 thousand in 2013), related to the maturity of the 2004 Plan, for Euro 752 thousand, and the provision for the new 2014 Plan, for Euro 65 thousand.

The fair value of these options has been determined by an independent expert using the binomial method. The principal assumptions for the calculation of the various plans are as follows:

	December 2014 Plan	December 2011 Plan	December 2005 Plan
Creat data	12.22.2014	12 22 2011 and 12 20 2012	
Grant date	12-22-2014		12-15-2005
Vesting periods	Until December 31, 2016	3 years	3-5 years
Share price at grant date	Euro 2.662	Euro 2.20	Euro 9.17
Strike price	Euro 2.039	Euro 2.29 and Euro 2.08	Euro 9.17
Dividend yield (%)	0% 2015-2016; 5.2% 2017-2020	6.00%	0.86%
Volatility (%)	40.00%	40.00%	33.43%

No other characteristic of the stock option plans has been taken into consideration in determining their fair value. The ability to exercise the options, which is determined tranche by tranche, depends on the Company achieving certain cumulative targets during the vesting periods, based on EBIT (Earnings Before Interest and Tax) as shown in the Geox Group's consolidated business plan.

#### 30. Risk management: objectives and criteria

#### **Credit risk**

Geox Group policy is to insure its trade receivables, thereby minimizing the risk of bad debts due to non-payment and/or significant payment delays on the part of customers. The policy of insuring against credit risk is applied to the main part of the Geox Group's accounts receivable from third parties.

The maximum risk involved in the Group's financial assets, which include cash and cash equivalents, derivative and other financial assets, is the book value of these assets in the event of counterparty insolvency (see note 16).

#### Interest rate risk

Indebtedness to the banking system exposes the Group to the risk of interest rate fluctuations. Floating rate loans, in particular, run the risk of cash flow variations. At 31 December 2014, the Group's indebtedness to the banking system amounts to Euro 95.9 million and is entirely floating rate. This debt is based on line of credit, maturing in 18 months less one day, and technical forms related to working capital and is therefore self-liquidating (orders, invoices, bills); in other

words, it is short term and linked to the Group's normal business activity with frequent extinctions and re-openings during the course of the year according to seasonal nature of the sector's financial cycle.

In this context, given expectations of lower interest rates and the short-term nature of the debt, the Group decided not to hedge its interest rate risk. It therefore does not have any derivatives on interest rates.

In terms of sensitivity analysis, we would emphasize that a positive (negative) variation of 50 b.p. in the level of interest rates applicable to short-term variable-rate financial liabilities that are not hedged would have resulted in a higher (lower) annual financial burden, gross of tax, of approximately Euro 570 thousand.

#### Exchange risk

The Geox Group also carries on its activity in countries outside the Euro-zone, which means that exchange rate fluctuations are an important factor to be taken into consideration.

The principal exchange rates to which the Group is exposed are the following:

- EUR/USD, in relation to purchases of finished product in U.S. dollars, made by Geox S.p.A., typically in the Far East, where the U.S. dollar is the reference currency for trade;
- EUR/GBP, EUR/CHF, EUR/RUB, EUR/PLN in relation to sales in the British, Swiss, Russian and Polish territories;
- USD/CAD, in relation to sales in Canadian dollars made by the subsidiary of the Group in the U.S. to Canada.

The Group initially calculates the amount of exchange risk, from trading transactions forecast for the coming 12 months, that is involved in the budget for the coming period. It then gradually hedges this risk during the process of order acquisition to the extent that the orders match the forecasts. These hedges take the form of specific forward contracts and options for the purchase and sale of the foreign currency. Group policy is not to arrange derivative transactions for speculative purposes.

The Board of Directors believes that the risk management policies adopted by the Geox Group are appropriate.

Group companies may find themselves with trade receivables or payables denominated in a currency different from the money of account of the company itself. In addition, it may be convenient from an economic point of view, for companies to obtain finance or use funds in a currency different from the money of account. Changes in exchange rates may result in exchange gains or losses arising from these situations. It is the Group's policy to hedge fully, whenever possible, the exposure resulting from receivables, payables and securities denominated in foreign currencies different from the company's money of account.

Some of the Group's subsidiaries are located in countries which are not members of the European monetary union. As the Group's reference currency is the Euro, the income statements of those entities are converted into Euro using the average exchange rate for the period, and while revenues and margins are unchanged in local currency, changes in exchange rates may lead to effects on the converted balances of revenues, costs and the result in Euro.

The assets and liabilities of consolidated companies whose money of account is different from the Euro may acquire converted values in Euro which differ based on the fluctuation in exchange rates. The effects of these changes are recognized directly in the item Cumulative Translation Adjustments reserve, included in Other Comprehensive income.

There have been no substantial changes in 2014 in the nature or structure of exposure to currency risk or in the Group's hedging policies.

The Group's financial statements as at December 31, 2014, could be materially affected by fluctuations in the exchange rates, mainly referred to the US dollar. The impact on the Group's result at December 31, 2014 resulting from a hypothetical, unfavorable and instantaneous change of 10% in the exchange rates of the leading foreign currencies with the Euro would have been approximately Euro 164 thousand, while in case of a favorable change of 10% in exchange rates the impact would have been approximately Euro 134 thousand. Receivables, payables and future trade flows whose hedging transactions have been analyzed were not considered in this analysis. It is reasonable to assume that changes in exchange rates will produce the opposite effect, of an equal or greater amount, on the underlying transactions that have been hedged.

#### Liquidity risk

The sector in which the Group operates is very seasonal in nature. The year can be split into two collections (Spring/Summer and Fall/Winter), which more or less coincide with the first and second half. On the one hand, purchases

and production are concentrated in the three months prior to the half-year in question, leading to an increase in inventory and, subsequently, the absorption of cash. On the other the wholesale and franchising sales are concentrated in the first three months of the half-year in question, transforming inventory into receivables. The same period sees the completion of payment of accounts payable. Receipts from customers and end consumers, on the other hand, are collected before the end of the half-year in question. These situations bring about very strong seasonal trends, also in the Group's financial cycle, which leads to peaks of absorption of financial resources in December to February and in June to August.

The Group manages liquidity risk by maintaining tight control over the various components of working capital, especially inventory and accounts receivable. The Group's credit risk hedging policies guarantee short-term collection of all accounts receivable, even those from customers in financial difficulty, eliminating almost entirely the risk of insolvency. In addition, the finished products remained in stores at the end of the season are then disposed of in a planned way in the outlets owned by the Group and through promotional sales to third parties.

The Group also has bank lines of credit in line with the strong balance sheet and which are also roomy compared to seasonal phenomena described above.

# Fair value and related hierarchy

As at December 31, 2014 financial instruments are as follows:

	Notional	Fair value	Fair value	Notional	Fair value	Fair value
	value on	on 12-31-14	on 12-31-14	value on	on 12-31-13	on 12-31-13
	12-31-14	(debit)	(credit)	12-31-13	(debit)	(credit)
FX Forward buy agreements to hedge exch. rate risk	95,9 3	17,476	(241)	167,348	1	(4,414)
FX Forward sell agreements to hedge exch. rate risk	94,450	2,726	(1.525)	129,895	905	(556)
FX Currency Option agreem. to hedge exch. rate risk	29,3 4	9,593	-	126,894	-	(5,822)
Total financial assets/(liabilities)	419,677	29,795	(1.766)	424,137	906	(10,792)

IFRS 7 requires financial instruments recognized in the statement of financial position at fair value to be classified on the basis of a hierarchy that reflects the significance of the inputs used in determining fair value. The following levels are used in this hierarchy:

- Level I quoted prices in active markets for the assets or liabilities being measured;
- Level 2 inputs other than quoted prices included within Level I that are observable for the asset or liability, either directly (as prices) or indirectly (derived from prices) on the market;
- Level 3 inputs that are not based on observable market data.

All the financial assets and liabilities measured at fair value at December 31, 2014 are classified on Level 2. In 2014 there were no transfers from Level 1 to Level 2 or to Level 3 or vice versa.

The Group holds the following derivatives at December 31, 2014:

- FX forward exchange agreements to hedge future purchases and sales of foreign currency;
- FX Currency Option agreements for future purchases and sales of foreign currency.

These agreements hedge future purchases and sales planned for the Spring/Summer 2015 and Fall/Winter 2015 seasons.

The fair value mentioned above agrees with the amount shown in the balance sheet. The fair value measurement of the derivatives being analyzed was carried out by means of independent valuation models on the basis of the following market data posted on December 31, 2014:

- Short-term interest rates on the currencies in question as quoted on www.euribor.org and www.bba.org.uk;
- The spot exchange rates taken directly from the European Central Bank's website and the relative volatility posted by Bloomberg.

# 31. Related-party transactions

Pursuant to IAS 24, the Group's related parties are companies and people who are unable to exercise control or significant influence and associated companies. Finally, are considered related parties the members of the Board of Directors, the Statutory Auditors and Executives with strategic roles of the Group and their families.

The Group has dealings with the ultimate parent company (LIR S.r.l.) and with third parties that are directly or indirectly linked by common interests to the majority shareholder. The commercial relations with these parties are based on the utmost transparency and normal market conditions. Net sales mainly relate to the sale of "Geox" products in monobrand shops owned by managers that work for the Group. General and administrative expenses principally relate to leases for buildings used by the Group.

The main effects on profit and loss of the transactions with these parties for 2014 and 2013 are summarized below:

	Total 2014	Parent company	Affiliated company	Other related parties	Total of which related parties	
Net sales	824,243	-	412	3,165	3,577	0.43%
Cost of sales	(420,451)	-	129	-	129	(0.03%)
Selling and distribution costs	(48,519)	-	(5)	-	(5)	0.01%
General and administrative expenses	(308,257)	(311)	(1,124)	(282)	(1,717)	0.56%
Advertising and promotion	(42,126)	(302)	-	106	(196)	0.47%

	Total 2013	Parent company	Affiliated company	Other related parties	Total of which related parties	
Net sales	754,191	-	450	4,203	4,653	0.6%
Cost of sales	(402,701)	-	378	-	378	(0.1%)
General and administrative expenses	(281,960)	(323)	(2,836)	81	(3,078)	1.1%
Advertising and promotion	(38,750)	(308)	(2)	90	(220)	0.6%

The main effects on financial statement of the transactions with these parties at December 31, 2014 and at December 31, 2013 are summarized below:

	Balance at Dec. 31, 2014	Parent company	Affiliated company	Other related parties	Total of which related parties	
Accounts receivable	106,517	34	1,546	3,577	5,157	4.84%
Other non-financial current assets	40,958	2,054	0	0	2,054	5.01%
Accounts payable	167,598	205	23	١,778	2,006	I.20%

	Balance at Dec. 31, 2013	Parent company	Affiliated company	Other related parties	Total of which related parties	
Accounts receivable	100,837	37	855	3,623	4,515	4.5%
Other non-financial current assets	32,072	3,774	-	-	3,774	11.8%
Accounts payable	169,098	115	23	2,200	2,338	1.4%

# 32. Dividends paid and proposed

	2014	2013
Dividends declared and paid during the year:	-	15,552
Dividends declared and paid during the year - per share:	-	0.06

#### 33. Commitments and contingent liabilities

The Group has stipulated leases for a number of industrial and commercial premises with an average duration of 5-6 years in Italy and 10 years on average abroad. In certain cases, mainly in Italy, the contract provides for tacit renewal on expiry for another 6 years. These contracts can be index-based according to the annual trend in ISTAT's consumer-price index.

The future rental payments under these contracts, as of December 31, are as follows:

	12-31-2014
Within I year	76,443
Within I-5 years	163,942
Beyond 5 years	80,133
Total	320,518

# 34. Significant subsequent events after December 31, 2014

None.

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Biadene di Montebelluna, March 5, 2015

for the Board of Directors The Chairman Mr. Mario Moretti Polegato 12-31-2014

Attachment I

Biadene di Montebelluna, March 5, 2015

# ATTESTATION

# OF THE INDIVIDUAL AND CONSOLIDATED FINANCIAL STATEMENTS IN ACCORDANCE WITH ART- 154-BIS, PARAS. 5 AND 5-BIS OF LEGISLATIVE DECREE 58 OF FEBRUARY 24, 1998 "THE FINANCIAL INTERMEDIATION CODE".

The undersigned Giorgio Presca, Chief Executive Officer of Geox S.p.A. and Livio Libralesso, Financial Reporting Manager of Geox S.p.A., attest, bearing in mind the provisions of art. 154-bis, paras. 3 and 4 of Legislative Decree 58 of February 24, 1998:

- the adequacy in relation to the characteristics of the enterprise and
- the effective application,

of the administrative and accounting procedures for preparing the consolidated financial statements during 2014.

They also confirm that the consolidated financial statements:

- a) agree with the books of account and accounting entries;
- b) are prepared in accordance with the International Financial Reporting Standards adopted by the European Union, as well as the provisions issued to implement art. 9 of Legislative Decree 38/2005, and to the best of their knowledge, they are able to give a true and fair view of the assets and liabilities, results and financial position of the Issuer and of the other enterprises included in the consolidation;
- c) provide a fair and correct representation of the financial conditions, results of operations and cash flows of the Company as of December 31, 2014 and for the year 2014;
- d) Director's report includes a reliable operating and financial review of the Company as well as a description of the main risks and uncertainties to which it is exposed.

Giorgio Presca CEO Livio Libralesso Financial Reporting Manager

# Attachment 2

Pursuant to Art. 149-duodecies of the Issuers' Regulations:

Type of services	Entity that provided the services	Beneficiary	Fees 2014 (Euro/000)	Fees 2013 (Euro/000)
Auditing	Auditors of the Parent Company	Parent company	133	133
Attestation services	Auditors of the Parent Company	Parent company	-	-
Tax advisory services	Same network as the Parent Company's auditors	Parent company	8	-
Other services	Auditors of the Parent Company	Parent company	-	-
Total Parent Company			141	133
Auditing	i) Auditors of the Parent Company	Subsidiaries	22	22
	ii) Same network as the Parent Company's auditors	Subsidiaries	142	161
Attestation services	i) Auditors of the Parent Company	Subsidiaries	-	-
	ii) Same network as the Parent Company's auditors	Subsidiaries	-	-
Tax advisory services	i) Auditors of the Parent Company	Subsidiaries	-	-
	ii) Same network as the Parent Company's auditors	Subsidiaries	-	-
Other services	i) Auditors of the Parent Company	Subsidiaries	-	-
	ii) Same network as the Parent Company's auditors	Subsidiaries	6	-
Total Subsidiaries			170	183
Total			311	316

# Attachment 3

# LIST OF COMPANIES INCLUDED IN THE CONSOLIDATED FINANCIAL STATEMENTS AS AT DECEMBER 31, 2014

Name	Location	Year	Currency	Share	% held		
		end		capital	Directly	Indirectly	Total
- Geox S.p.A.	Biadene di Montebelluna (TV), Italy	Dec. 31	EUR	25,920,733			
- Geox Deutschland Gmbh	Munich, Germany	Dec. 31	EUR	500,000	100,00%		100,00%
- Geox Respira SL	Barcelona, Spain	Dec. 31	EUR	1,500,000	100,00%		100,00%
- Geox Suisse SA	Lugano, Switzerland	Dec. 31	CHF	200,000	100,00%		100,00%
- Geox UK Ltd	London, U.K.	Dec. 31	GBP	1,050,000	100,00%		100,00%
- Geox Japan K.K.	Tokyo, Japan	Dec. 31	JPY	495,000,000		100,00%	100,00%
- Geox Canada Inc.	Mississauga, Canada	Dec. 31	CAD	100		100,00%	100,00%
- S&A Distribution Inc.	New York, Usa	Dec. 31	USD	I		100,00%	100,00%
- Geox Holland B.V.	Amsterdam, Netherlands	Dec. 31	EUR	20,100	100,00%		100,00%
- Geox Retail S.r.l.	Biadene di Montebelluna (TV), Italy	Dec. 31	EUR	100,000	100,00%		100,00%
- Geox Hungary Kft	Budapest, Hungary	Dec. 31	HUF	10,000,000	99,00%	1,00%	100,00%
- Geox Hellas S.A.	Athens, Greece	Dec. 31	EUR	220,000	100,00%		100,00%
- Geox Retail Slovakia Sro	Prievidza, Slovak Rep.	Dec. 31	EUR	6,639		100,00%	100,00%
- Geox France Sarl	Sallanches, France	Dec. 31	EUR	15,000,000	100,00%		100,00%
- S&A Retail Inc.	New York, Usa	Dec. 31	USD	200		100,00%	100,00%
- Geox Asia Pacific Ltd	Hong Kong, China	Dec. 31	USD	1,282		100,00%	100,00%
- XLog S.r.I.	Signoressa di Trevignano (TV), Italy	Dec. 31	EUR	110,000	100,00%		100,00%
- Geox Rus LLC	Moscow, Russian	Dec. 31	RUB	900,000	100,00%		100,00%
- Geox AT Gmbh	Wien, Austria	Dec. 31	EUR	35,000	100,00%		100,00%
- Geox Poland Sp. Z.o.o.	Warszawa, Poland	Dec. 31	PLN	5,000		100,00%	100,00%
- Geox Portugal S.U. LDA	Lisbon, Portugal	Dec. 31	EUR	300,000	100,00%		100,00%
- Technic Development D.O.O. Vranje	Belgrade, Serbia	Dec. 31	RSD	258,840,925	100,00%		100,00%
- Geox Macau Ltd	Macau, China	Dec. 31	MOP	5,000,000		100,00%	100,00%
- Geox Trading Shangai Ltd	Shanghai, China	Dec. 31	CNY	95,257,035		100,00%	100,00%
- Dongguan Technic Footwear Apparel Design Ltd	Dongguan, China	Dec. 31	CNY	3,795,840		100,00%	100,00%
- Geox Turkey A.Ş.	Istanbul, Turkey	Dec. 31	TRY	1,750,000	100,00%		100,00%

# Company's data and information for Shareholders

# **Registered office**

Via Feltrina Centro, 16 31044 Biadene di Montebelluna (TV)

# Legal data

Share Capital: Euro 25,920,733.1 i.v. Economic and Administrative Database no. 265360 Treviso Commercial Register and Taxpayer's Code no. 03348440268

# **Investor Relations**

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# **Documents for shareholders**

www.geox.com (investor relations section)