

**GEOX**

FY 2012

Results Presentation

March 6, 2013

# FY 2012 Key Facts

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- Sales: Euro 807.6 million -9.0% (-9.9% constant FX)
- Directly Operated Stores Same Store Sales: +3% in FY 2012 (vs +2% in FY 2011)
- EBITDA adj <sup>(1)</sup>: Euro 86.0 million, 10.6% margin (Euro 121.9 million in FY 2011<sup>(\*)</sup>)
- EBIT adj <sup>(2)</sup>: Euro 47.0 million, 5.8% margin (Euro 82.9 million in FY 2011)
- Non recurring costs (Special items and Asset Impairment): Euro 27.1 million
- Net Income: Euro 10.0 million, 1.2% margin (Euro 50.0 million in FY 2011)
- Net Cash Position: Euro 54.1 million (Euro 90.7 million in FY 2011)
- 1,212 Geox Shop at the end of December (+72 net openings)
- Proposed Dividend: Euro 0.06 per share

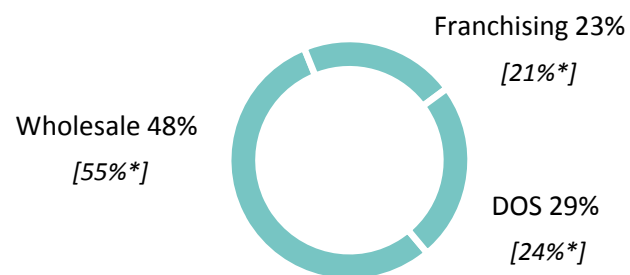


<sup>1</sup> Excluding non recurring costs, special items, equal to Euro 24.4 million (Euro 0.6 million in FY2011)

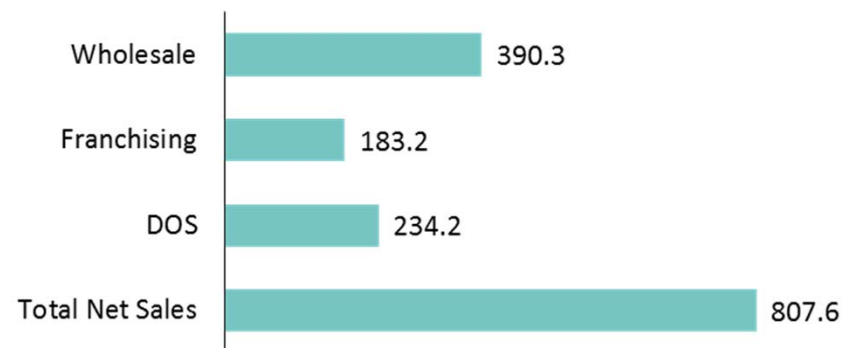
<sup>2</sup> Excluding non recurring costs (highlighted in note 1) and asset impairments, equal to Euro 2.6 million, on investments made in the stores' network

\* FY 2011 restated as a result of the retrospectively application of the amendment to IAS 19 - Employee Benefits (general and administrative expenses for the year 2011 has increased for Euro 0.2 million)

# Net Sales Breakdown by Channel



[\* FY 2011]



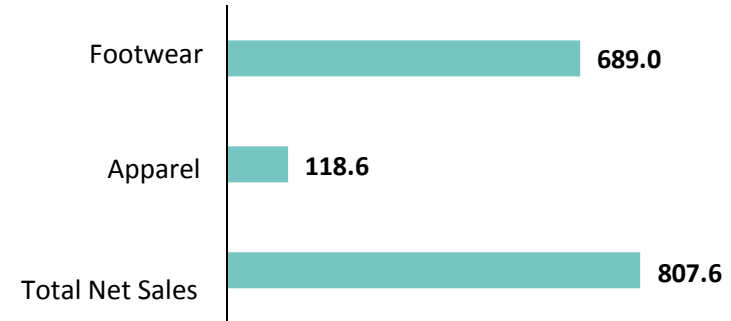
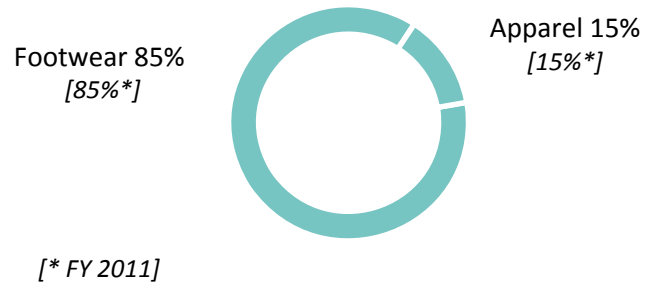
<b>Δ % FY 2012</b>	<b>Current FX</b>	<b>Constant FX</b>
Wholesale	-19.8%	-20.8%
Franchising	-2.4%	-2.4%
DOS	+10.0%	+8.1%
<b>Total Net Sales</b>	<b>-9.0%</b>	<b>-9.9%</b>

- DOS Sales up 10% in FY2012:
  - same store sales growth: + 3% (vs +2% in FY 2011);
  - Fall/Winter 2012 season (week 35-week 52) same store sales growth: + 3%

DOS: Directly Operated Stores

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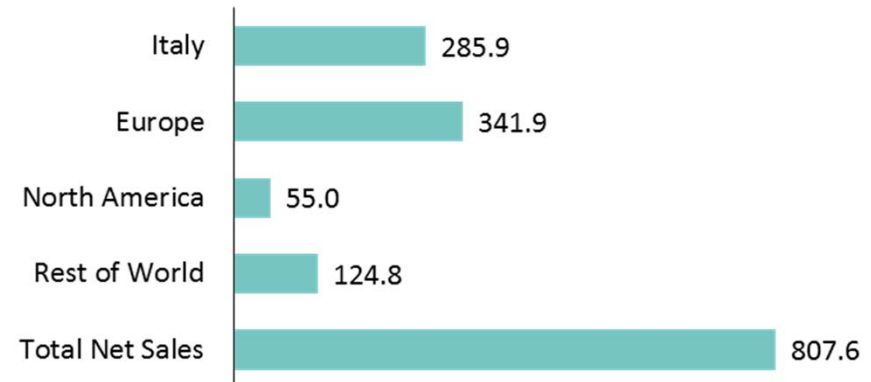
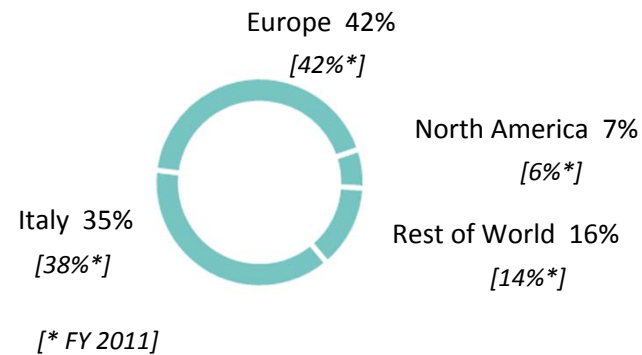
# Net Sales Breakdown by Product



$\Delta$ % FY 2012	Current FX	Constant FX
Footwear	-8.7%	-9.8%
Apparel	-10.5%	-10.5%
<b>Total Net Sales</b>	<b>-9.0%</b>	<b>-9.9%</b>

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# Net Sales Breakdown by Region



Δ % FY 2012	Current FX	Constant FX
Italy	-15.3%	-15.3%
Europe	-8.0%	-8.3%
North America	+2.7%	-4.5%
Rest of World	+0.1%	-2.6%
<b>Total Net Sales</b>	<b>-9.0%</b>	<b>-9.9%</b>

- Rest of world:
  - Weak performance of Greece
  - China and HK affected by the termination of the agreement with the former distributor
  - The other countries of the ROW (Russia, Eastern Europe, Middle East, South America and Japan) increased by 15%

Europe includes: Germany, France, Spain, Portugal, Benelux, Austria, Switzerland, UK, Scandinavia

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# Geox Shops Network

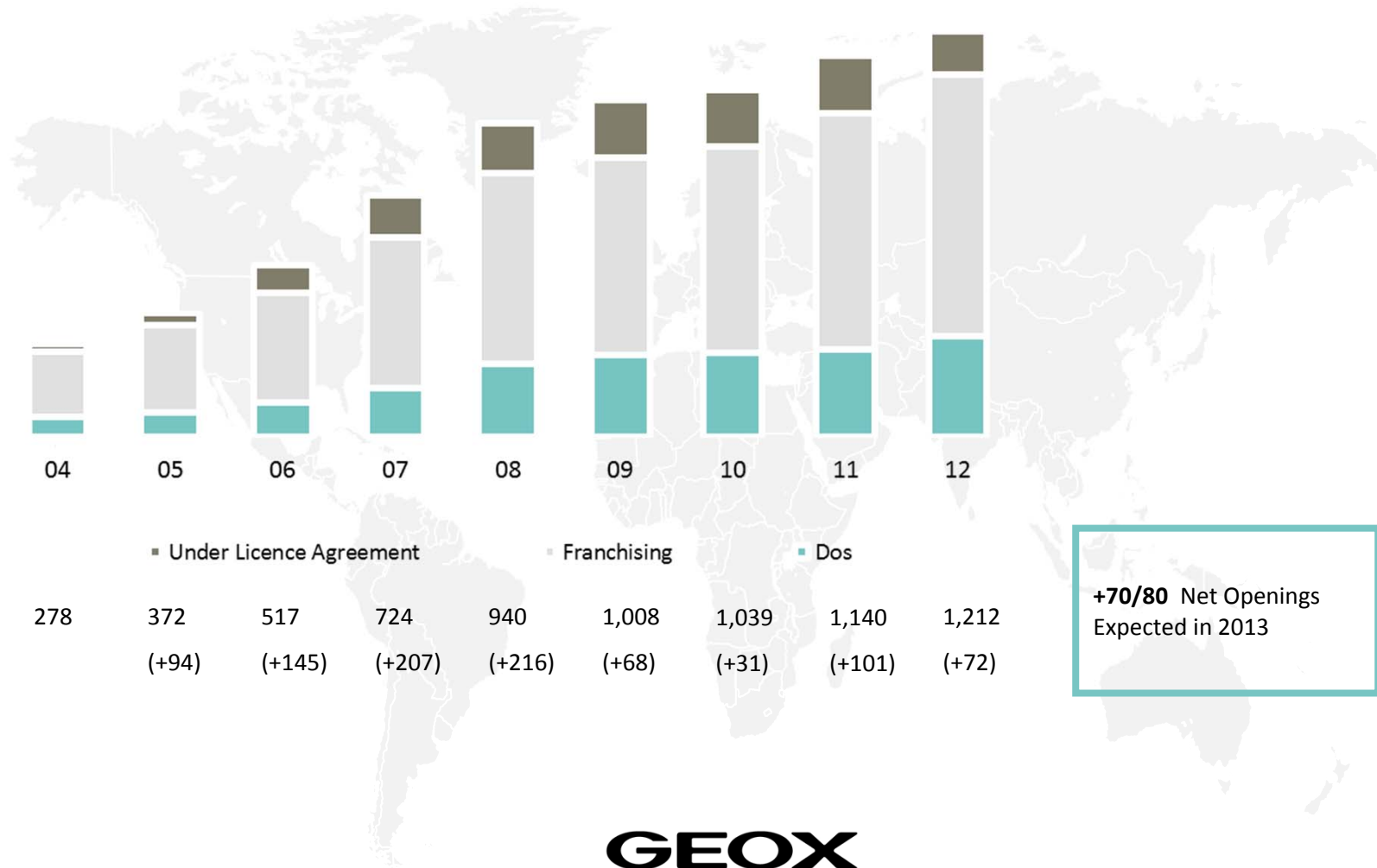
	2012		2011		Net Openings	Openings	Closings
	Geox Shops	of which DOS	Geox Shops	of which DOS			
Italy	432	84	392	79	40	61	(21)
Europe	350	135	320	126	30	62	(32)
North America	40	40	44	40	(4)	4	(8)
Rest of World *	390	41	384	17	6	85	(79)
<b>Total Geox Shop</b>	<b>1,212</b>	<b>300</b>	<b>1,140</b>	<b>262</b>	<b>72</b>	<b>212</b>	<b>(140)</b>

\* includes Under Licence Agreement Shops (125 as of December 2012, 171 as of December 2011) which are shops opened under license by partners in the Middle East and in the Far East. Sales from these shops are not included in the franchising channel.



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# Geox Shops Network



# Summary Income Statement

(Euro.m)	FY 12	%	FY 11	%
<b>Net Sales</b>	<b>807.6</b>	<b>100%</b>	<b>887.3</b>	<b>100%</b>
<i>YoY growth</i>	<i>(9.0%)</i>		<i>4.4%</i>	
<b>Cost of sales</b>	<b>(419.5)</b>	<b>(51.9%)</b>	<b>(478.1)</b>	<b>(53.9%)</b>
<b>Gross Profit</b>	<b>388.1</b>	<b>48.1%</b>	<b>409.1</b>	<b>46.1%</b>
<b>Selling &amp; Distribution</b>	<b>(43.4)</b>	<b>(5.4%)</b>	<b>(45.6)</b>	<b>(5.1%)</b>
<b>G&amp;A</b>	<b>(251.9)</b>	<b>(31.2%)</b>	<b>(234.7)</b>	<b>(26.5%)</b>
<b>A&amp;P</b>	<b>(45.8)</b>	<b>(5.7%)</b>	<b>(45.9)</b>	<b>(5.2%)</b>
<b>EBIT adj</b>	<b>47.0</b>	<b>5.8%</b>	<b>82.9</b>	<b>9.3%</b>
<b>Special items</b>	<b>(24.4)</b>	<b>(3.0%)</b>	<b>(0.6)</b>	<b>(0.1%)</b>
<b>Asset Impairment</b>	<b>(2.6)</b>	<b>(0.3%)</b>	<b>0.0</b>	<b>0.0%</b>
<b>EBIT</b>	<b>20.0</b>	<b>2.5%</b>	<b>82.3</b>	<b>9.3%</b>
<b>Net Interest</b>	<b>(2.3)</b>	<b>(0.3%)</b>	<b>(4.4)</b>	<b>(0.5%)</b>
<b>EBT</b>	<b>17.7</b>	<b>2.2%</b>	<b>77.9</b>	<b>8.8%</b>
<b>Income Taxes</b>	<b>(7.7)</b>	<b>(1.0%)</b>	<b>(28.0)</b>	<b>(3.2%)</b>
<i>Tax rate</i>	<i>43%</i>		<i>36%</i>	
<b>NET INCOME</b>	<b>10.0</b>	<b>1.2%</b>	<b>50.0</b>	<b>5.6%</b>
<b>EBITDA adj</b>	<b>86.0</b>	<b>10.6%</b>	<b>121.9</b>	<b>13.7%</b>

- Gross Profit up 200 bps to 48.1% in FY12 mainly due to:
  - improved gross margin in the DOS (reduced markdown)
  - favourable FX effect
  - increases in prices
  - partially offset by the impact of higher raw material and labour costs
- G&A increase mainly reflects growth initiatives:
  - new Geox shops openings
  - new subsidiaries in Eastern Europe and Asia
- Special items and asset impairment includes non recurring costs related to strategic organization and restructuring charges (organization, management, distribution, sales force) consequent to the change in CEO (11.9 million in 9M 2012 and 15.1 million in 4Q 2012)

\* FY 2011 restated as a result of the retrospectively application of the amendment to IAS 19 - Employee Benefits (general and administrative expenses for the year 2011 has increased for Euro 0.2 million)

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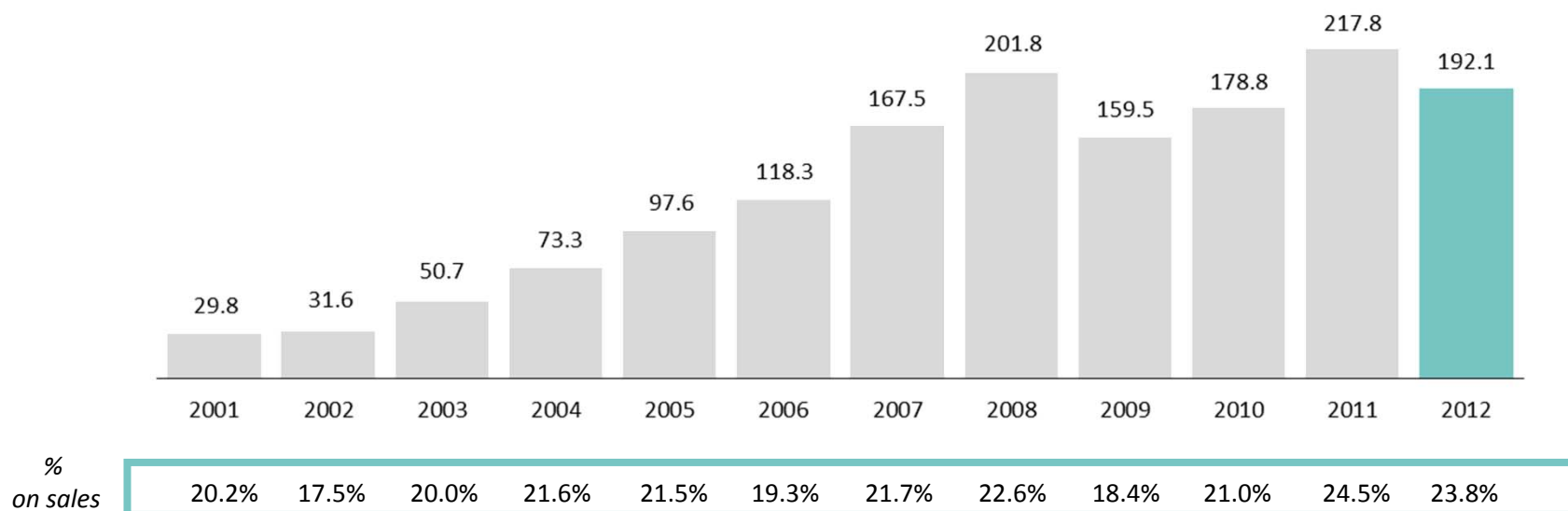


# Summary Balance Sheet

(Euro.m)	Dec, 2012	Dec, 2011
Intangible Assets	67.8	67.2
Tangible Assets	68.1	63.7
Other Fixed Assets, net	50.9	40.6
<b>Total Fixed Assets</b>	<b>186.8</b>	<b>171.5</b>
Operating Working Capital	192.1	217.8
Other current assets (liabilities), net	(18.0)	(23.3)
<b>Invested Capital</b>	<b>360.9</b>	<b>365.9</b>
Net Financial Position (Cash)	(54.1)	(90.7)
Staff Severance and Risk Fund	12.3	10.2
Shareholders' Equity	402.8	446.4
<b>Invested Capital</b>	<b>360.9</b>	<b>365.9</b>

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# Operating Working Capital



(Euro.m)	FY 2012	FY 2011
Inventories	209.2	196.6
Account receivables	145.5	154.2
Account payables	(162.6)	(133.0)
<b>Operating Working Capital</b>	<b>192.1</b>	<b>217.8</b>
<i>% on sales</i>	<i>23.8%</i>	<i>24.5%</i>

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# Summary Cash Flow Statement

(Euro.m)	2012	2011
<b>Net income</b>	<b>10.0</b>	<b>50.0</b>
Depreciation & Amortization	41.6	39.0
Other Non-Cash Items	10.9	(0.6)
<b>Funds from Operations</b>	<b>62.5</b>	<b>88.4</b>
Change in Operating Working Capital	19.7	(44.1)
Change in Other Current Assets, net	(15.2)	6.1
<b>Operating Cash Flow</b>	<b>67.0</b>	<b>50.3</b>
Capital Expenditures	(48.1)	(36.1)
Disposals	1.4	2.4
<b>Capital expenditures, Net</b>	<b>(46.7)</b>	<b>(33.7)</b>
<b>Free Cash Flow</b>	<b>20.3</b>	<b>16.7</b>
Dividends	(41.5)	(46.7)
<b>Change in Net Financial Position</b>	<b>(21.2)</b>	<b>(30.0)</b>
<b>Net Financial Position prior to fair value adj, beg. of the period</b>	<b>78.2</b>	<b>108.5</b>
Changes in Net Financial Position	(21.2)	(30.0)
Effect of translation differences	0.8	(0.3)
<b>Net Financial Position prior to fair value adj, end of the period</b>	<b>57.8</b>	<b>78.2</b>
Fair value adjustment of derivative contracts	(3.6)	12.5
<b>Net Financial Position</b>	<b>54.1</b>	<b>90.7</b>

FY 2012  
includes 32.0 m  
CAPEX for new  
stores and  
refurbishing

\* FY 2011 restated as a result of the retrospectively application of the amendment to IAS 19 - Employee Benefits (general and administrative expenses for the year 2011 has increased for Euro 0.2 million)

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# Annex

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# Capital Expenditures Breakdown

(Euro.m)	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>2009</u>	<u>2008</u>	
Patents and trademarks	1.4	1.3	0.9	0.9	1.3	Includes CAPEX for new stores and store refurbishing
Geox Shop	32.0	19.3	19.5	23.8	77.3	
Moulds, machinery	4.5	5.0	4.1	4.4	5.3	
Logistic	1.3	2.2	0.1	5.9	4.1	
IT	6.7	5.7	5	4.3	4.8	
Other	2.2	2.6	2.2	2.7	3.5	
<b>Total Capital Expenditures</b>	<b>48.1</b>	<b>36.1</b>	<b>31.8</b>	<b>42.0</b>	<b>96.3</b>	

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Shareholders		Board of Directors	
Lir S.r.l. (**)	71%	Chairman	Mario Moretti Polegato
Market	29%	CEO	Giorgio Presca
		Deputy Chairman	Enrico Moretti Polegato
		Director	Claudia Baggio
		Independent Director	Renato Alberini
		Independent Director	Roland Berger
		Independent Director	Francesco Gianni
		Independent Director	A. Antonio Giusti
		Independent Director	Umberto Paolucci
Total N° of Shares	259,207,331		
(**) Moretti Polegato's family			
2013 Financial Calendar		Investor Relations Contacts	
March 6	BoD - FY2012	Marina Cagnello - IR	<a href="mailto:ir@geox.com">ir@geox.com</a>
April 17	Shareholders' meeting - FY2012	Tel: +39 0423 282476	Mobile: +39 334 6535536
May 15	First Quarter 2013	Livio Libralesso - CFO	
July 30	First Half 2013		
November 14	Nine Months 2013		
		Geox S.p.A.	<a href="http://www.geox.biz">www.geox.biz</a>
		Via Feltrina Centro, 16	
		31044 Biadene di Montebelluna, Treviso (Italy)	

#### Note and Disclaimer

*2012-2004 figures are reported under IAS/IFRS; 2003-2001 figures under Italian GAAP. Certain statements made in this presentation are forward looking statements. Such statements are based on current expectations and are subject to a number of risks and uncertainties that could cause actual results to differ materially from any expected future results in forward looking statements. This announcement does not constitute an invitation to underwrite, subscribe for or otherwise acquire or dispose of any Geox S.p.A. shares. Any reference to past performance is not a guide to future performance.*

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