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Testo del comunicato

Vedi allegato.

MOLESKINE SPA FIRST HALF 2015 RESULTS

CONTINUED STRONG GROWTH TRAJECTORY

FULL YEAR GUIDANCE OF REVENUES AND EBITDA AT HIGH END OF RANGE

Net Revenues¹ of € 53,8 million up 31,2% at current exchange rates (+17,5% at constant exchange rates) vs. first half 2014 with broad based growth across all geographies, channels and product categories

EBITDA² of € 15,1 million up 29,3% at current exchange rates (+18,8%³ at constant exchange rates) vs first half 2014 driven by organic growth and leverage of 2014 strategic opex investments

Net Income² of € 8,6 million up 44,7% at current exchange rates (+27,3%³ at constant exchange rates) reflects organic growth and lowered financial costs

Net debt post dividend payment decreased to € 10,6 million (€ 3,6 million pre dividend) from € 17,4 million as of 30th June 2014 driven by continued strong operating cash conversion

Strong growth trajectory achieved in first half coupled with solid current trading leads to a projection of the full year results at the high end of the guidance range corresponding to net revenues of 117-120 million and EBITDA of 38 million at constant exchange rates

Milan, August 4th 2015 – The Board of Directors of Moleskine S.p.A. (“Moleskine” or with its controlled companies the “Group” or the “Company”) today approved the Financial Statements for the first half 2015.

<i>(Thousands Euro)</i>	1H15	1H14	% Growth at Current FX	% Growth at Constant FX^(*)
Net Revenues	53.805	41.023	+31,2%	+17,5%
EBITDA	15.146	11.711	+29,3%	+18,8%
Net Income	8.584	5.931	+44,7%	+27,3%

() Source: Internal Management Accounts*

¹ Revenues are reported on an adjusted basis and are defined as revenues net of revenues from display and other revenues which represent special items;

² Adjusted EBITDA and adjusted net income relate to measures net of extraordinary events and special items;

³ Management accounts

Arrigo Berni, Chief Executive Officer of Moleskine, commented:

“It has been an extremely strong first half of the year and we have seen broad based growth across all geographies, channels and products. I am pleased we’ve been successful in achieving strong double digit growth on all main financial metrics – revenues, EBITDA and net profit - marking an excellent progression towards our business plan targets. This has been possible thanks to a passionate and effective organization committed to delivering superior strategy execution.

The results we reported today reinforce our long term vision of developing the enormous potential of the Moleskine brand by increasing awareness and customer engagement through a multi-channel distribution platform and by broadening our product offering.

We look at the second half of the year with increased confidence. The results achieved so far coupled with solid current trading lead us to project revenues and EBITDA for the full year at the high end of the guidance range. “

Net Revenues by distribution channel

Moleskine sells its products (i) indirectly through a network of 74 distributors (“Wholesale”) which serve bookstores, department stores, specialty stores, stationery stores and museums (“Retailers”); (ii) through a mixed model, direct and indirect, to business customers (“B2B”), (iii) through website sales (“e-Commerce”) and (iv) through a rapidly increasing network of Directly Operated Stores (“Retail” or “DOS”).

<i>(Thousands Euro)</i>	1H15	1H14	% Growth at Current FX	% Growth at Constant FX^(*)
Wholesale	37.489	30.514	+22,9%	+10,1%
B2B	8.944	5.911	+51,3%	+34,9%
Ecommerce	2.190	1.664	+31,6%	+18,7%
Retail	5.182	2.934	+76,6%	+57,8%
Net Revenues	53.805	41.023	+31,2%	+17,5%

() Source: Internal Management Accounts*

Net revenues in the **Wholesale** channel reached €37,5 million equal to +10,1% at constant exchange rates vs. first half 2014 (+22,9% at current exchange rates) driven by solid growth across all geographies as a result of strategic initiatives implemented in 2014. In particular:

- EMEA (+8% at constant exchange rates vs first half 2014) growth was driven by strong performances across markets with Germany and Spain showing the strongest trading following the transition to a direct distribution model;
- AMERICAS (+15% at constant exchange rates vs first half 2014) performance was underpinned by solid trends at key accounts driven by the implementation of effective visual merchandising programs aimed at strengthening brand presence at the point of sale;
- APAC (+6% at constant exchange rates vs first half 2014) showed positive results and performance by quarter was uneven due to anticipated different order phasing compared to the prior year.

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Net revenues in the **B2B** channel reached €8,9 million equal to +34,9% at constant exchange rates vs. first half 2014 (+51,3% at current exchange rates) driven by continued deployment of the Group's multichannel strategy centred on the development of the indirect distribution and of a proactive direct sales effort. In particular:

- EMEA (+12% at constant exchange rates vs first half 2014) and AMERICAS (+30% at constant exchange rates vs first half 2014) registered the expected acceleration in the second quarter;
- APAC superior performance (+204% at constant exchange rates vs first half 2014) reflects increasing brand relevance for the final consumer and confirms the channel's strategic role as an effective marketing tool.

Net revenues in **e-Commerce** reached €2,2 million equal to +18,7% at constant exchange rates vs. first half 2014 (+31,6% at current exchange rates) reflecting an accelerated growth pattern as our global operations become increasingly effective. In particular:

- EMEA (+36% at constant exchange rates vs. first half 2014) and APAC (+19% at constant exchange rates vs. first half 2014) benefited from improved operations;
- AMERICAS (+1% at constant exchange rates vs. first half 2014) expected to resume growth in the second half following switch to new logistics partner.

The **Retail** channel achieved net revenues of € 5,2 million equal to +57,8% at constant exchange rates vs first half 2014 (+76,6% at current exchange rates) with strong growth across all geographies driven by continued expansion of store base which increased to 43 as of 30th June 2015 vs 28 DOS as of 30th June 2014. The store openings are set to accelerate in the second half thus confirming the full year target of more than 55 DOS.

Net Revenues by geographical area

Moleskine is present in approximately 113 countries.

(Thousands Euro)	1H15	1H14	% Growth at Current FX	% Growth at Constant FX(*)
EMEA	23.220	20.665	+12,4%	+12,1%
AMERICAS	22.158	15.478	+43,2%	+17,3%
APAC	8.427	4.880	+72,7%	+41,0%
Net Revenues	53.805	41.023	+31,2%	+17,5%

(*) Source: Internal Management Accounts

Net Revenues in **EMEA** reached €23,2 million equal to +12,1% at constant exchange rates vs. first half 2014 (+12,4% at current exchange rates) reflecting continued growth in Wholesale and direct to consumer channels.

Net Revenues in **AMERICAS** reached €22,2 million equal to +17,3% at constant exchange rates vs. first half 2014 (+43,2% at current exchange rates) as a result of solid growth patterns in Wholesale, B2B and Retail.

Net Revenues in **APAC** reached €8,4 million equal to +41% at constant exchange rates vs. first half 2014 (+72,7% at current exchange rates) with growth across all channels and superior performances from B2B and Retail.

Net Revenues by product category

The multi-channel expansion across all of our geographies, together with further brand visibility, has driven healthy growth from all the categories in our product portfolio with paper collection revenues and WTR collection revenues increasing respectively by 16,8% and 24,5% versus the prior year.

<i>(Thousands Euro)</i>	1H15	1H14	% Growth at Current FX	% Growth at Constant FX^(*)
Paper Collection	49.237	37.700	+30,6%	16,8%
WTR Collection	4.568	3.323	+37,5%	24,5%
Net Revenues	53.805	41.023	+31,2%	+17,5%

() Source: Internal Management Accounts*

In the first half of 2015 the Group continued to broaden its product offering through the launch of new collections in the core Paper and WTR (“Writing, Travelling & Reading”) categories coherently with the brand’s distinctive and premium positioning.

In particular, the first half of the year was marked by the launch of the Chapters, a new slim format joining the family of the Cahiers and Volant collections, of new Limited Editions such as Alice in Wonderland and Batman and by the enlargement of the My Analog Cloud Collection through the launch of new models of bags for daily professional use.

The Company also announced a collaboration with Driade, a historic brand in the design industry, to develop a capsule collection of co-branded design objects highlighting the broadening appeal of the Moleskine brand, reaching well beyond the original core of paper products.

Finally, in line with its goal to enable cross-platform superior creative experiences while increasing personal productivity for its users, Moleskine launched Timepage, the next generation calendar app for iOS developed in partnership with Australian software company Bonobo Labs Ltd. As at the end of June the App registered 25,000 downloads.

EBITDA

Group adjusted EBITDA reached € 15,1 million equal to +18,8% at constant exchange rates vs. first half 2014 (+29,3% at current exchange rates) driven by organic growth and leverage of strategic opex investment made in 2014.

<i>(Thousands Euro)</i>	1H15	1H14	% Growth at Current FX	% Growth at Constant FX^(**)
EBITDA Reported	13.980	10.557	+32,4%	
Special items ^(*)	1.166	1.154		
EBITDA Adjusted	15.146	11.711	+29,3%	+18,8%

() In 1H 15 mainly represented by severance costs, termination costs linked to changes in business model and incentive plan*

*(**) Source : Management Accounts*

Net Profit

Group adjusted Net Profit reached € 8,6 million equal to +27,3% at constant exchange rates vs. first half 2014 (+44,7% at current exchange rates) driven by organic growth and lowerered financial costs.

<i>(Thousands Euro)</i>	1H15	1H14	% Growth at Current FX	% Growth at Constant FX^(**)
Net Income Reported	7.755	5.129	+51,2%	
Special items ^(*)	1.166	1.154		
Income tax effect	(337)	(352)		
Net Income Adjusted	8.584	5.931	+44,7%	+27,3%

() In 1H 15 mainly represented by severance costs, termination costs linked to changes in business model and incentive plan*

*(**) Source : Management Accounts*

Net Debt

Net financial debt post dividend payment was reduced to € 10,6 million as of 30th June 2015 (€ 3,6 million pre dividend) from € 17,4 million as of 30th June 2014 driven by solid operating cash flow conversion at 39% of EBITDA.

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Outlook

Based on first half result and solid current trading, the Company projects for the full year 2015 net revenues and EBITDA at the high end of the guidance range i.e. net revenues of €117-120 million and EBITDA of €38 million at constant exchange rates.

The Company expects major growth drivers for the year to include improved brand visibility, product innovation and continued development of the multi-channel distribution platform.

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Conference call with Analysts and Investors

The conference call on the first half 2015 results will be available via audio webcast today

Tuesday, 4 August 2014, at 6pm CEST

The audio webcast will be available by accessing the following webcast URL:

<http://edge.media-server.com/m/p/myvgbtus>

To participate in the conference call, please dial the following number / Confirmation Code below 5-10 minutes prior to the start of the meeting. You will be asked to provide your name and company name.

Analysts & Investors

+44(0)20 3427 1908
+3902 3600 9866

Media

+3902 3859 1420

Confirmation Code

2380066

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Statement by the manager responsible for the preparation of the Company's financial documents

The manager responsible for the preparation of the Company's financial documents, Mr. Alessandro Strati, hereby declares, in accordance with paragraph 2 article 154 bis of the "Testo Unico della Finanza", that the accounting information contained in this press release corresponds to the accounting results, registers and records.

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Forward-looking statements

This press release may contain "forward-looking statements", which includes all statements that do not relate solely to historical or current facts and which are therefore inherently uncertain. All forward-looking statements rely on a number of assumptions, expectations, projections and provisional data concerning future events and are subject to a number of uncertainties and other factors, many of which are outside the control of the Group. There are a variety of factors that may cause actual results and performance to be materially different from the explicit or implicit contents of any forward-looking statements and thus, such forward-looking statements are not a reliable indicator of future performance. Moleskine undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required by applicable law. The information and opinions contained in this press release are provided

as at the date hereof and are subject to change without notice. Moreover, reference to past performance of the Company or the Group shall not be taken as an indication of future performance.

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Alternative Performance Indicators

This press release contains certain non-IFRS alternative financial indicators which the Company's management uses as supplemental indicators to monitor the economic, financial and operating performance of the Group.

Such indicators are not recognized as measures of financial performance or liquidity under IFRS, do not have any standardized meanings prescribed by IFRS and therefore may not be comparable to the calculation of similar measures used by other companies, and should not be viewed as alternatives to measures of financial performance calculated in accordance with IFRS. Therefore, investors should not place undue reliance on such data and information.

In addition, this press release includes certain "Adjusted" financial and operating indicators and other measures, which have been adjusted to reflect extraordinary events and non-recurring transactions i.e. special items. Such "Adjusted" information has been included to allow a better comparison of financial information across the periods; however, it should be noted that such information are not recognized as measures of financial performance or liquidity under IFRS and/or do not constitute an indication of the historical performance of the Company or the Group. Therefore, investors should not place undue reliance on such data and information.

Please visit our website: <http://corporate.moleskine.com/it/home>

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The Moleskine brand was established in the mid-1990s by a small Milan-based publisher (Modo&Modo) who brought back to life the legendary and iconic notebook used by great artists and thinkers over the past two centuries, restarted production in 1995 and registered the Moleskine trademark in 1997.

From the very outset Modo&Modo conceived and marketed the Moleskine notebook in a disruptive way - not simply as a notebook, but as an enabler of personal creativity, thereby establishing the basis for creating an aspirational brand and a new market segment. A brand with a unique history that was highly evocative of cultural values, Moleskine was in a position to meet the needs of the emerging "creative class" and therefore brand awareness grew quickly.

Today, the name Moleskine encompasses a family of nomadic objects: notebooks, diaries, journals, bags, writing instruments and reading accessories, dedicated to the mobile identity. Indispensable companions to the creative professions and the imagination of our times, they are intimately tied to the digital world.

On October 4, 2006, Modo&Modo was taken over by private equity investors and in 2007 the company name was changed to Moleskine. The management team led by current CEO, Arrigo Berni implemented a growth strategy focused on enlarging and enhancing distribution footprint, broadening product and services offering and growing brand visibility and awareness.

Moleskine is a creative company enjoying continued growth. It has more than 250 employees and a vast network of partners and consultants. The headquarter is located in Milan. Moleskine listed on the Milan Stock Exchange in April 2013.

MOLESKINE GROUP: CONSOLIDATED PROFIT & LOSS

<i>(Thousands of Euro)</i>	1H15	1H14
Revenues	53.843	41.077
Other Income	2.785	364
Finished products, raw materials and consumables	(11.097)	(8.999)
Service costs	(19.473)	(12.846)
Personnel costs	(9.946)	(8.007)
Other operating expenses	(2.132)	(1.032)
Depreciation and amortization	(2.434)	(1.841)
Operating profit	11.546	8.716
Total Financial expense	(547)	(1.079)
Total financial income	574	18
Profit before income tax	11.573	7.655
Income taxed	(3.818)	(2.526)
Net Profit	7.755	5.129
Net profit per share (euro)	0,037	0,024
Diluted net profit per share (euro)	0,036	0,024

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MOLESKINE GROUP: CONSOLIDATED BALANCE SHEET

<i>(Thousands of Euro)</i>	1H15	FY14
Property, plan and equipment	6.161	6.306
Goodwill and trademarks	76.830	76.859
Other intangible assets	4.324	4.236
Deferred tax assets	2.273	2.127
Investments	6.884	3.487
Total non current assets	96.472	93.015
Inventories	24.115	15.785
Trade receivables	27.833	22.798
Income tax receivables	-	2.081
Other current assets	2.135	1.798
Cash and cash equivalents	30.249	23.353
Total current assets	84.332	65.815
TOTAL ASSETS	180.804	158.830
Share Capital	2.122	2.122
Other reserves	80.496	70.413
Result for the period	7.755	16.525
TOTAL NET EQUITY	90.373	89.060
Non current financial liabilities	36.680	22.947
Deferred tax	17.090	17.102
Post employment and other employee benefits	1.540	1.802
Non current provisions for risks and charges	-	-
Other non current debts	52	170
Total non current liabilities	55.362	42.021
Trade payables	19.430	17.754
Income tax payables	4.956	-
Current financial liabilities	4.185	5.025
Current provisions for risks and charges	787	450
Other current liabilities	5.711	4.520
Total current liabilities	35.069	27.749
TOTAL LIABILITIES	90.431	69.770
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	180.804	158.830

MOLESKINE GROUP: CONSOLIDATED CASH FLOW STATEMENT

<i>(Thousands of Euro)</i>	1H15	1H14
Cash flow from operating activities	2.766	1.403
Cash flow from investing activities	(2.022)	(1.895)
Cash flow from financing activities	5.482	(2.394)
Net Cash flow of the period	6.226	(2.886)
Cash period at period beginning	23.353	5.750
Exchange rates differences on cash and cash equivalents	670	(12)
Cash period at period end	30.249	2.852

Fine Comunicato n.1513-23

Numero di Pagine: 12