

# YOOX GROUP



Consolidated interim financial statements at June 30, 2015

YOOX S.p.A.

Via Nannetti, 1 – 40069 Zola Predosa (BO)

Share capital: Euro 620,992.32 fully paid up on the date of approval of this document

P.I./C.F. and Bologna Company Register No.: 02050461207

**INTERIM FINANCIAL REPORT  
AS AT 30 JUNE 2015**





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## MANAGEMENT AND CONTROL BODIES

### BOARD OF DIRECTORS

**Chief Executive Officer**  
Federico Marchetti<sup>1</sup>

**Chairman**  
Raffaello Napoleone<sup>2</sup>

**Directors**  
Robert Kunze-Concewitz<sup>3 5 6</sup>  
Stefano Valerio<sup>3 4</sup>  
Catherine Gérardin Vautrin<sup>2 3 5</sup>  
Laura Zoni<sup>4</sup>  
Alessandro Foti<sup>2 4 5 6</sup>

### BOARD OF STATUTORY AUDITORS

**Standing Auditors**  
Marco Maria Fumagalli – Chairman  
Giovanni Naccarato  
Patrizia Arienti

**Alternate Auditors**  
Andrea Bonechi  
Nicoletta Maria Colombo

### INDEPENDENT AUDITORS

KPMG S.p.A.

### SUPERVISORY BOARD DECREE-LAW 231/01

Rossella Sciolti – Chairwoman  
Riccardo Greggi  
Isabella Pedroni

### DIRECTOR IN CHARGE OF PREPARING CORPORATE ACCOUNTING

Enrico Cavatorta

### HEAD OF INTERNAL AUDIT

Riccardo Greggi

<sup>1</sup> Executive director in charge of the Internal Control and Risk Management System.

<sup>2</sup> Member of the Control and Risk Committee.

<sup>3</sup> Member of the Remuneration Committee.

<sup>4</sup> Member of the Directors' Appointments Committee.

<sup>5</sup> Member of the Related-Party Transactions Committee.

<sup>6</sup> Lead Independent Director.





## DIRECTORS' INTERIM REPORT







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## DIRECTORS' REPORT

### INTRODUCTION

The first half of 2015 showed a continued increase in sales for the Group, both in the Multi-brand and Mono-brand business lines, recording improved performances in all the main reference markets. The number of active customers, the number of unique visitors and the number of orders also all increased. For more details, please refer to the table of the key indicators below.

One of the most significant events was the February launch of the Lanvin online store in Europe, the US and Japan, later also extended to the Chinese market in March. February also saw the launch of the new release of marni.com "Powered by YOOX Group", for which the YOOX creative agency developed the creative concept.

The Brioni online store was extended to the Chinese market on 5 February 2015.

On 11 February 2015, the partnership with Aeffe Retail S.p.A. for the management of the albertaferretti.com online stores in Europe, the US and Japan was renewed for a further 5 years until 17 March 2020.

In addition, before they expired naturally, the contracts with Staff International S.p.A. (OTB Group) within the scope of the partnership for the management of the Maison Martin Margiela and Just Cavalli Mono-brand online stores were renewed until 31 December 2020 in all the markets in which they operate.

On 14 April 2015, a flagship online store was launched dedicated to McQ, the contemporary line of Alexander McQueen, in Europe, the US and the main countries in the Asia-Pacific area, including China.

On 8 May 2015, Richemont International S.A. and YOOX S.p.A. signed a letter of intent aimed at finalising a five-year agreement for the global development and management of the Chloé and Alfred Dunhill online stores.

On 11 May 2015, KARL LAGERFIELD RETAIL BV and YOOX S.p.A. finalised a six-year agreement for the management of the KARL LAGERFIELD online stores in Europe, the US and Japan.

On 29 May 2015, Adidas A.G. and YOOX S.p.A. also renewed their global collaboration agreement for the management of the Y-3 online store for a further 5 years.

As noted in the subsequent events section, the Shareholders' Meeting of 21 July 2015, in extraordinary session, approved the merger project regarding the merger by incorporation into YOOX S.p.A. of Largenta Italia S.p.A., following the transfer by Richemont Holdings (UK) Limited - a company indirectly controlled by Compagnie Financière Richemont SA - to Largenta Italia S.p.A. of the controlling interest indirectly held in THE NET-A-PORTER-GROUP Limited.

Note that the merger comes under the framework of the merger operation of the assets of YOOX GROUP and THE NET-A-PORTER-GROUP Limited, designed to enable the integration of two highly complementary companies with significant potential for synergies, with the strategic goal of creating one of the leading organisations in the world in the online luxury fashion industry. For more details, please see the Press Release issued on that 21 July 2015, together with further documents regarding the operation, which are available on the Company website [www.yooxgroup.com](http://www.yooxgroup.com), under the sections "Investor Relations" and "Governance".

With the goal of enhancing [yoox.com](http://yoox.com) with new editorial contents and gift ideas consistent with its destination lifestyle core values, in May 2015, a new area was introduced on the website inspired by travel with carefully chosen current season travel accessories and clothing from previous collections of the most important fashion brands, which can be browsed by destination.

In line with the logistics strategy that involves the opening of specialist stores by goods category based on the Groups' growth requirements (so-called "Lego strategy"), in January 2015, the new semi-automated space dedicated to footwear at the Interporto logistics hub (Bologna) was inaugurated.

#### Multi-brand business line

The Group's Multi-brand operation breaks down into three online stores owned by the Company:

- (i) [yoox.com](http://yoox.com), which to date generates the majority of the revenues of the Multi-brand business line;
- (ii) [thecorner.com](http://thecorner.com), which was opened in the first half of 2008;
- (iii) [shoescribe.com](http://shoescribe.com), launched in March 2012.



The Group has based growth on yoox.com, and on the technological, operational and commercial expertise it has acquired over the years, it has subsequently developed the Mono-brand business line, thecorner.com and from the first quarter of 2012, shooscribe.com.

As an online store, **yoox.com** has been operational since June 2000, and offers a vast array of fashion, design and art products. The majority of products offered on yoox.com are clothing, footwear and fashion accessories drawn from the collections of well-known brands for the corresponding season of the previous year at reduced prices. To complete its select offerings, yoox.com offers collections made exclusively for sale through yoox.com from major designers, eco-friendly fashion, vintage garments, an original selection of design objects and a refined collection of art work.

**thecorner.com** is an online luxury boutique launched in February 2008 to market the current season's collections, ranging from the most prestigious well-known brands to cutting-edge stylists, many of whom are presenting their debut collections online. The products sold on thecorner.com carry prices in line with those found in the traditional channel for the same clothing and accessories.

Initially the range of thecorner.com included menswear collections exclusively, and was extended to a womenswear collection from September 2009.

thecorner.com is a virtual space containing mini-shops dedicated to each brand, designed to recreate the style, atmosphere and world of ideas evoked by the brand. Customers can browse for clothes, shoes and accessories while immersed in exclusive multimedia content and images from advertising campaigns and fashion shows.

**shooscribe.com** is the Multi-brand online store launched in March 2012 devoted entirely to women's footwear. shooscribe.com offers a unique all-round shopping experience in the world of shoes, ranging from the editorial component to the care of shoes after purchase. The concept of the store is actually based on the combination of three key elements: e-commerce, exclusive shoe-related services and editorial content. The range consists of an original and very carefully chosen selection of the most sought-after big name brands, as well as a selection of products inspired by shoes. For those who are passionate about shoes, shooscribe.com offers several services with added value, including a system for organising your shoes in your wardrobe, which comes with every package, and a network of trusted shoemakers for repairs. In addition, via an annual subscription, "shooscribers" can access the most exclusive services, ranging from complimentary shoe repair to free shipping throughout the year.

In the first half of 2015, the Multi-brand business line generated a monthly average of about 8.7 million unique visitors<sup>7</sup>.

The Group has designed and promoted web campaigns courtesy of which the Multi-brand business line has reached a figure in the first quarter of 2015, of approximately 40 thousand websites in more than 50 countries; about 152 million newsletters were sent out to registered users translated into the languages managed by the Group.

### **Mono-brand business line**

Since 2006, the Group has operated in the Mono-brand business line, which involves the design, setting up and exclusive management of Mono-brand online stores for some of the world's leading fashion brands, which it works closely together with.

The Group offers its services as a key Strategic Partner for major fashion companies boasting internationally renowned brands. Thanks to its years of experience, the Group is able to manage the entire online shopping process for these companies. All online stores display the wording "Powered by YOOX Group", which is considered recognition of the guarantee of service quality offered by YOOX. The Group offers its partners consulting and web marketing investment management services, both when new online stores are launched and when they are operational.

The Group is also a partner of Kering (former PPR Group), with which it set up a joint venture dedicated to the management of the Mono-brand online stores of the various Kering luxury brands.

In the first half of 2015, the Mono-brand business line generated a monthly average of about 8.9 million unique visitors.

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<sup>7</sup> Monthly unique visitor is defined as a visitor who opened at least one browser session to visit the online store over the month. The figure reported is calculated as the average of monthly unique visitors for the period concerned.

As at 30 June 2015, there were 38 operating online stores. Specifically:

- marni.com, the online store of the Marni brand operational since September 2006, active mainly in Europe, the US and Japan and operational in China since March 2011;
- emporioarmani.com, the online store of the Emporio Armani brand, operational in the US since August 2007; its operations were expanded mainly to major markets in Europe in June 2008, to Japan in July 2009 and China in November 2010;
- diesel.com, the online store of the Diesel, Diesel Black Gold and 55 DSL brands, operational mainly in Europe since November 2007, and in Japan since February 2011;
- stoneisland.com, the online store of the Stone Island brand, operational mainly in the main European markets, the US and Japan since March 2008;
- valentino.com, the online store of the Valentino brand, operational in the US since April 2008, in the main European markets and Japan since March 2009, and in China since November 2014;
- emiliopucci.com, the online store of the Emilio Pucci brand, operational mainly in the main European markets, the US and Japan since November 2008;
- moschino.com, the online store of Moschino, Love Moschino and MoschinoCheapAndChic brands, active mainly in Europe, the US and Japan since February 2009;
- dsquared2.com, the online store of the Dsquared2 brand, operational mainly in Europe, the US, Japan and China since September 2009;
- jilsander.com, the online store of Jil Sander and Jil Sander Navy brands, operational mainly in Europe, the US and Japan since September 2009; the Jil Sander Navy brand has been extended since January 2011;
- robertocavalli.com, the online store of the Roberto Cavalli and Just Cavalli brands, operational mainly in Europe, the US and Japan since November 2009; the Just Cavalli brand has been extended since February 2011;
- giuseppezanottidesign.com, the online store of the Giuseppe Zanotti brand, operational mainly in Europe, the US and Japan since February 2010;
- napapijri.com, the online store of the Napapijri brand, operational mainly in Europe and the US since March 2010, and in Japan since October 2010;
- albertaferretti.com, the online store of the Alberta Ferretti and Philosophy by Alberta Ferretti brands, active mainly in Europe, the US and Japan since March 2010;
- maisonmargiela.com, the online store of the Maison Margiela brand, operational mainly in Europe, the US and Japan since October 2010;
- zegna.com, the online store of the Ermenegildo Zegna, Zegna Sport and Z Zegna brands, operational mainly in Europe, the US and Japan since December 2010; the extension to the Z Zegna brand took place in September 2011;
- y-3store.com, the online store of the Y3 brand, operational mainly in Europe, the US and Japan since March 2011, and in China from November 2011;
- brunellocucinelli.com, the online store of the Brunello Cucinelli brand, operational mainly in Europe, the US and Japan since March 2011, extended in China in April 2014;
- bikkembergs.com, the online store of the Dirk Bikkembergs Sport Couture and Bikkembergs brands, operational mainly in Europe, the US and Japan since June 2011;
- dolcegabbana.com, the online store of the Dolce & Gabbana brand, operational mainly in Europe, the US and Japan since July 2011, and in China from August 2011;
- moncler.com, the online store of the Moncler brand, operational mainly in Europe, the US and China since September 2011, and in Japan from September 2014;



- armani.com, the online store of the Giorgio Armani, Armani Collezioni, Armani Junior, EA7, Emporio Armani and Armani Jeans brands, operational mainly in Europe, the US, Japan and China since October 2011;
- trussardi.com, the online store of the Trussardi 1911 brand operational mainly in Europe, the US and Japan since December 2011; from October 2012, it was also extended to the Tru Trussardi and Trussardi Jeans brands;
- barbarabui.com, the online store of the Barbara Bui brand, operational mainly in Europe, the US and Japan since February 2012;
- pringlescotland.com, the online store of the Pringle of Scotland brand, operational mainly in Europe, the US and Japan since March 2012;
- pomellato.com, the online store of the Pomellato brand, operational mainly in Europe, the US and Japan since May 2012;
- alexanderwang.com, the online store of the Alexander Wang and T by Alexander Wang brands, operational in the Asia-Pacific area countries, including China, Hong Kong, Japan and in Europe since May 2012, and in the US since July 2014;
- missoni.com, the online store of the Missoni brand, operational mainly in Europe, North America and Japan; since March 2013
- dodo.it, the online store of the Dodo brand, operational since May 2013 and mainly active in Europe, in North America and, since the end of 2014, in Japan;
- kartell.com, the online store of the Kartell brand operational in Europe since May 2014;
- redvalentino.com, the online store of the Red Valentino brand, operational mainly in the US, Europe and Japan since November 2014;
- lanvin.com, the online store of the Lanvin brand, operational in Europe, the US and the major Asia-Pacific area countries since February 2015, later extended to the Chinese market in March 2015;
- sergiorossi.com, the online store of the Sergio Rossi brand managed by the joint venture between Kering and YOOX Group active in the main European markets, the US and Japan since September 2012 and extended to the Chinese market in June 2014;
- bottegaveneta.com, the online store of the Bottega Veneta brand managed by the joint venture between Kering and YOOX Group launched at the end of 2012 in several European markets, the US and Japan;
- stellamccartney.com, the online store of the Stella McCartney brand, managed by the joint venture between Kering and YOOX Group launched at the end of 2012 in Europe, the US and Japan and extended to the Chinese market in January 2014;
- alexandermcqueen.com, the online store of the Alexander McQueen brand, managed by the joint venture between Kering and YOOX Group, operational mainly in Europe, the US and Japan since May 2013 and extended to the Chinese market in January 2014;
- balenciaga.com, the online store of the Balenciaga brand, managed by the joint venture between Kering and YOOX Group, operational mainly in Europe, the US and Japan since May 2013 and extended to the Chinese market in May 2014;
- ysl.com, the online store of the Yves Saint Laurent brand, managed by the joint venture between Kering and YOOX Group, operational mainly in Europe, the US and Japan since June 2013;
- brioni.com, the online store of the Brioni brand, managed by the joint venture between Kering and YOOX Group, operational mainly in Europe, the US and Japan since November 2013, extended to the Chinese market in February 2015.

## REVENUE AND PROFITABILITY

### Methodology note

This Directors' Report contains information relating to the revenues and profitability of the YOOX Group as at 30 June 2015.

Unless otherwise indicated, all amounts are expressed in thousands of Euro. The comparisons in this document have been made with regard to the corresponding period of the previous financial year or the information as of 31 December 2014. For reasons of clarity, it should be pointed out that the percentage differences and variations for the different amounts recorded have been calculated at the precise values. It should also be noted that possible differences that may be found in some tables are due to rounding off amounts expressed in thousands of Euro. The parent company YOOX S.p.A. is referred to with its full name or simply as the Company; the Group reporting directly to it is hereinafter referred to as YOOX Group or simply as the Group; when notes refer to subsidiaries, full company names are used.

All subsidiaries of YOOX S.p.A. operate in the Group's business sector, or in any event, perform activities that are consistent with those of the Group. YOOX S.p.A. manages its subsidiaries with reference to the geographical operating area. Thus, for more precise information on geographical areas, please refer to the information by business segment, and in general, to information provided in the consolidated financial statements in terms of comments on the main events that occurred in relation to subsidiaries.

### Accounting standards

The Consolidated Interim Financial Statements as at 30 June 2015 have been compiled in accordance with Article 154-ter, paragraph 5 of Legislative Decree 58/98 – T.U.F. – and later as amended and supplemented, and in compliance with Article 2.2.3 of the Stock Exchange Regulations.

The accounting standards, the consolidation standards and evaluation criteria used in preparing the consolidated interim financial statements are consistent and comply with the standards used to draw up the Annual Report as at 31 December 2014, which is available on the website [www.yooxgroup.com](http://www.yooxgroup.com) in the "Investor Relations" section.

The accounting principles used by the Parent Company and by the Group are consistent with those of the International Financial Reporting Standards endorsed by the European Union and the application of Legislative Decree 38/2005 and other CONSOB rules and regulations governing financial statements. These financial statements were prepared on a cost basis (with the exception of derivative financial instruments, held-for-sale financial assets and available-for-sale financial instruments, which are stated at their current value) and on the assumption that the business is a going concern.

The income statements for the Group, presented in the following pages of the current Directors' Report, have been reclassified in a way deemed by management to be useful for reporting interim indicators of profitability such as gross profit, EBITDA Pre Corporate Costs, EBITDA, EBITDA without incentive plans and operating profit. Some of the above interim profitability indicators are not recognised as accounting measures under the IFRS endorsed by the European Union, and their calculation may not be standard. Group management uses these indicators to monitor and measure the Group's performance. Management believes that these indicators are an important measure of operating performance in that they are not affected by the various criteria used to calculate taxes, the amount and characteristics of invested capital and the related amortisation and depreciation methods. The criterion used by the Group to calculate these indicators might not be consistent with that adopted by other groups or companies, and accordingly, the resulting figures may not be comparable.



## Reclassified consolidated income statement

Reclassified consolidated income statement for the second quarter of 2015:

Thousand Euro	Q2 2015	Q2 2014	Change	
Consolidated net revenue	137,317	111,474	25,843	23.2%
Cost of goods sold	(83,292)	(67,669)	(15,623)	23.1%
<b>Gross Profit<sup>8</sup></b>	<b>54,026</b>	<b>43,805</b>	<b>10,220</b>	<b>23.3%</b>
% of consolidated net revenue	39.3%	39.3%		
Fulfilment costs	(13,082)	(10,797)	(2,285)	21.2%
Sales and marketing costs	(16,980)	(12,476)	(4,504)	36.1%
<b>EBITDA Pre Corporate Costs<sup>9</sup></b>	<b>23,964</b>	<b>20,532</b>	<b>3,432</b>	<b>16.7%</b>
% of consolidated net revenue	17.5%	18.4%		
General expenses	(12,477)	(9,717)	(2,760)	28.4%
Other income and expenses	(1,395)	(1,029)	(366)	35.6%
<b>EBITDA<sup>10</sup></b>	<b>10,092</b>	<b>9,786</b>	<b>306</b>	<b>3.1%</b>
% of consolidated net revenue	7.3%	8.8%		
Depreciation and amortisation	(7,436)	(5,935)	(1,500)	25.3%
Non-recurring expenses	(3,619)	-	(3,619)	-
<b>Operating result</b>	<b>(963)</b>	<b>3,851</b>	<b>(4,814)</b>	<b>&gt;100%</b>
% of consolidated net revenue	-0.7%	3.5%		
Result of Equity Investments	8	(271)	278	>100%
Financial income	1,116	91	1,025	>100%
Financial expenses	(2,606)	(719)	(1,888)	>100%
<b>Profit before tax</b>	<b>(2,445)</b>	<b>2,952</b>	<b>(5,397)</b>	<b>&gt;100%</b>
% of consolidated net revenue	-1.8%	2.6%		
Taxes	1,381	(1,312)	2,694	>100%
<b>Consolidated net income for the period</b>	<b>(1,064)</b>	<b>1,640</b>	<b>(2,704)</b>	<b>&gt;100%</b>
% of consolidated net revenue	-0.8%	1.5%		
<b>EBITDA excluding incentive plan costs<sup>11</sup></b>	<b>10,091</b>	<b>9,694</b>	<b>398</b>	<b>4.1%</b>
% of consolidated net revenue	7.3%	8.7%		
<b>Adjusted net income<sup>12</sup></b>	<b>1,419</b>	<b>1,569</b>	<b>(151)</b>	<b>-9.6%</b>
% of consolidated net revenue	1.0%	1.4%		
Consolidated net revenue				

In the second quarter of 2015, the Group posted consolidated net revenues, net of returns and customer discounts, of Euro 137,317 thousand, up 23.2% from Euro 111,474 thousand for the second quarter of 2014 (+16.3% at constant exchange rates).

EBITDA stood at Euro 10,092 thousand in the second quarter of 2015 compared with Euro 9,786 thousand in the prior year. This result is due to the greater impact of sales and marketing costs and general expenses in the light of the strengthening of the corporate structure in view of the merger. The percentage of EBITDA on net revenues went from 8.8% in the second quarter of 2014 to 7.3% in the second quarter of 2015. Excluding the notional charges relating to the incentive plans, equal to Euro 0.3 thousand, EBITDA excluding incentive plan costs stood at Euro 10,091 thousand (+4.1% compared with the same period in 2014), with a margin on sales of 7.3%.

<sup>8</sup> Gross profit is profit before fulfilment costs, sales and marketing costs, general expenses, other operating income and expenses, depreciation and amortisation, non-recurring expenses, the results of investments, financial income and expenses and income taxes. Since gross profit is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union, its calculation might not be standard, and the measurement criterion adopted by the Group might not be consistent with that adopted by other groups, and accordingly, the resulting figures may not be comparable.

<sup>9</sup> EBITDA Pre Corporate Costs (or Operating Profit by business line) is defined as earnings before general expenses, other income and expenses, depreciation and amortisation, non-recurring expenses, the result of investments, financial income and expenses and income taxes. Since EBITDA Pre Corporate Costs is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union, its calculation might not be standard, and the measurement criterion adopted by the Group might not be consistent with that used by other groups. EBITDA Pre corporate costs correspond to the sector operating result shown in the consolidated financial statements.

<sup>10</sup> EBITDA is profit before depreciation and amortisation, non-recurring expenses, the result of investments, financial income and expenses and income taxes. Since EBITDA is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union, its calculation might not be standard. Group management uses EBITDA to monitor and measure the Group's performance. Management believes that EBITDA is an important measure of operating performance in that it is not affected by the various criteria used to calculate taxes, the amount and characteristics of invested capital and the related amortisation and depreciation methods. The criterion used by the Group to calculate EBITDA might not be consistent with that adopted by other groups, and accordingly, the resulting figure may not be comparable with those calculated by such groups.

<sup>11</sup> The EBITDA excluding the Incentive Plans costs is defined as the EBITDA gross of costs relating to the Stock Option Plans and Company Incentive Plans, described in the condensed consolidated interim financial statements. For more details, refer to Annex 1 of this Report, which describes the impact of these costs on the reclassified consolidated income statement.

<sup>12</sup> The adjusted Net Result excludes non-cash costs relating to existing Incentive Plans, non-recurring expenses relating to the merger transaction with THE NET-A-PORTER GROUP Limited as well as related tax effects.



Non-recurring expenses are due to the merger transaction with THE NET-A-PORTER GROUP Limited and mainly include expenses for legal, tax accounting, financial and strategic services, as well as other general expenses connected with the transaction, pertaining to the period.

There was a consolidated net loss of Euro 1,064 thousand compared with net income of Euro 1,640 thousand for the second quarter of 2014. Excluding these non-recurring expenses and non-cash costs relating to incentive plans and their related tax effect, adjusted Net income stood at Euro 1,419 thousand compared with Euro 1,569 thousand for the second quarter of 2014 (-9.6% compared with the same period in 2014). This result reflects higher depreciation and amortisation of €1,500 thousand and net financial expenses of €1,490 thousand, mainly due to exchange rate losses and interest payable.

Reclassified consolidated income statement for the first half of 2015:

Thousand Euro	30 June 2015	30 June 2014	Change	
Consolidated net revenue	284,552	237,989	46,563	19.6%
Cost of goods sold	(179,300)	(151,765)	(27,536)	18.1%
<b>Gross Profit</b>	<b>105,252</b>	<b>86,224</b>	<b>19,028</b>	<b>22.1%</b>
% of consolidated net revenue	37%	36.2%		
Fulfilment costs	(26,285)	(21,943)	(4,342)	19.8%
Sales and marketing costs	(34,565)	(26,052)	(8,513)	32.7%
<b>EBITDA Pre Corporate Costs</b>	<b>44,402</b>	<b>38,229</b>	<b>6,173</b>	<b>16.1%</b>
% of consolidated net revenue	15.6%	16.1%		
General expenses	(23,733)	(18,789)	(4,944)	26.3%
Other income and expenses	(2,508)	(1,563)	(945)	60.5%
<b>EBITDA</b>	<b>18,160</b>	<b>17,877</b>	<b>284</b>	<b>1.6%</b>
% of consolidated net revenue	6.4%	7.5%		
Depreciation and amortisation	(14,645)	(11,661)	(2,984)	25.6%
Non-recurring expenses	(5,209)	-	(5,209)	-
<b>Operating result</b>	<b>(1,693)</b>	<b>6,216</b>	<b>(7,909)</b>	<b>&gt;100%</b>
% of consolidated net revenue	-0.6%	2.6%		
Result of Equity Investments	94	(514)	607	>100%
Financial income	6,425	305	6,120	>100%
Financial expenses	(5,316)	(1,590)	(3,726)	>100%
<b>Profit before tax</b>	<b>(491)</b>	<b>4,417</b>	<b>(4,909)</b>	<b>&gt;100%</b>
% of consolidated net revenue	-0.2%	1.9%		
Taxes	618	(1,861)	2,480	>100%
<b>Consolidated net income for the period</b>	<b>127</b>	<b>2,556</b>	<b>(2,429)</b>	<b>-95%</b>
% of consolidated net revenue	0.0%	1.1%		
<b>EBITDA excluding incentive plan costs</b>	<b>19,174</b>	<b>18,692</b>	<b>482</b>	<b>2.6%</b>
% of consolidated net revenue	6.7%	7.9%		
<b>Adjusted net income</b>	<b>4,396</b>	<b>3,179</b>	<b>1,217</b>	<b>38.3%</b>
% of consolidated net revenue	1.5%	1.3%		

In the first half of 2015, the Group posted consolidated net revenues, net of returns and customer discounts, of Euro 284,552 thousand, up 19.6% from Euro 237,989 thousand at 30 June 2014 (+14.8% at constant exchange rates).

EBITDA was Euro 18,160 thousand as at 30 June 2015 compared with Euro 17,877 thousand as at 30 June 2014. The percentage of EBITDA on net revenues went from 7.5% in the first half of 2014 to 6.4% in the first half of 2015. Excluding the notional charges relating to the incentive plans, equal to Euro 1,014 thousand, EBITDA excluding incentive plan costs stood at Euro 19,174 thousand (+2.6% compared with the same period in 2014), with a margin on sales of 6.7%<sup>13</sup>. This performance reflects a greater impact on sales and marketing costs and general expenses with regard to the strengthening of the corporate structure in the light of the merger, which more than offset the improvement in gross profit.

Non-recurring expenses are due to the merger transaction with THE NET-A-PORTER GROUP Limited and mainly include expenses for legal, tax accounting, financial and strategic services, as well as other general expenses connected with the transaction, pertaining to the period.

Consolidated net income was Euro 127 thousand compared with Euro 2,556 thousand as at 30 June 2014. Excluding these non-recurring expenses and non-cash costs relating to incentive plans and their related tax effect, adjusted Net income stood at Euro 4,396 thousand compared with Euro 3,179 thousand for the first half of 2014.

<sup>13</sup> For further details please see the paragraph below relating to the analysis by business line, 'Analysis of net revenues and operating profit by business line'.



This performance benefits from the positive result of the joint venture with Kering and larger exchange rate gains from the first quarter of the year.

The table below shows several key indicators<sup>14</sup> relating to the Group's activities:

	30 June 2015	30 June 2014
Number of unique visitors per month <sup>15</sup> (millions)	17.7	14.0
Number of orders (thousands)	1,841	1,542
AOV <sup>16</sup> (Euro)	204	200
Number of active customers <sup>17</sup> (thousands)	1,344	1,165

In the first half of 2015, the Group recorded an average of 17.7 million unique visitors per month, compared with 14 million as at 30 June 2014, and numbers of orders equal to 1,841 thousand, equivalent to one order processed every 8 seconds<sup>18</sup>, compared with 1,542 thousand in the first half of 2014.

The average order value (AOV) stood at Euro 204 (excluding VAT) compared with Euro 200 (excluding VAT) in the same period of the previous year.

There was also an increase in the number of active customers, which stood at 1,344 thousand as at 30 June 2015, compared with 1,165 thousand as at 30 June 2014.

### Analysis of net revenues and operating profit by business line

Key operating information by business line with a breakdown of the Group's net revenue and operating profit by business line is provided below.

Since the management reporting system used by management to assess corporate performance does not allocate certain accounting aggregates to business lines (depreciation and amortisation, non-monetary revenue and expenses, general expenses, other non-recurring income and expenses, the result of equity investments, financial income and expenses and taxes), these items remain within the purview of the Corporate area since they are not related to the specific operating activities of the business lines. Thus, the business line's operating profit coincides with EBITDA Pre Corporate Costs in terms of the entries included and previously reported in this total.

For additional details on operating information by business line as at 30 June 2015, with a reconciliation of entries with the Group's income statement, see the consolidated financial statements.

Operating information by business line as at 30 June 2015 is as follows:

Thousand Euro	Multi-brand		Mono-brand		Group total	
	30 June 2015	30 June 2014	30 June 2015	30 June 2014	30 June 2015	30 June 2014
Consolidated net segment revenue	206,791	173,880	77,761	64,108	<b>284,552</b>	<b>237,989</b>
% of consolidated net Group revenue	72.7%	73.1%	27.3%	26.9%	<b>100%</b>	<b>100.0%</b>
<i>% change</i>	<b>18.9%</b>		<b>21.3%</b>		<b>19.6%</b>	
Business line operating profit	29,142	25,364	15,260	12,865	<b>44,402</b>	<b>38,229</b>
% of consolidated net sector revenue	14.1%	14.6%	19.6%	20.1%	<b>15.6%</b>	<b>16.1%</b>
<i>% change</i>	<b>14.9%</b>		<b>18.6%</b>		<b>16.1%</b>	

In the first half of 2015, the Group's consolidated net revenues, net of returns from sales and discounts given to customers, was equal to Euro 284,552 thousand, a growth of 19.6% over the figure of Euro 237,989 thousand for the first half of 2014, with a contribution from both business lines.

The sector operating result (or EBITDA Pre Corporate Costs) was Euro 44,402 thousand, an increase of 16.1% compared with Euro 38,229 thousand for the first six months of 2014, with a margin of 15.6%, a fall compared with the figure of 16.1% recorded in the same period of the previous year

<sup>14</sup> The indicators refer to yoox.com thecorner.com, shoescribe.com and to the mono-brand online stores "Powered by YOOX Group". The indicators related to the joint venture with Kering are excluded.

<sup>15</sup> Source: SiteCatalyst for yoox.com; Google Analytics for thecorner.com, shoescribe.com and Mono-brand "Powered by YOOX Group" online stores.

<sup>16</sup> Average Order Value or AOV refers to the average value of each purchase order, excluding VAT.

<sup>17</sup> Active customers are defined as customers that have placed at least one order within the preceding 12 months.

<sup>18</sup> Calculated by dividing the overall total of seconds relating to the first quarter of 2015 by the number of orders processed at Group level in the same period of time.



Multi-brand business line

The Multi-brand business line, which includes the activities of yoox.com, thecorner.com and shooscribe.com online stores, recorded consolidated net revenues of Euro 206,791 thousand, an 18.9% growth compared with the Euro 173,880 thousand for the first six months of 2014 (+15.9% at constant exchange rates). Overall, in the first six months of 2015, the Multi-Brand business line accounted for 72.7% of the Group's consolidated net revenues.

The Multi-brand sector operating result stood at Euro 29,127 thousand, a 14.8% increase compared with the figure of Euro 25,364 thousand for the first six months of 2014, with a margin of 14.1% compared to the 14.6% for the first half of 2014. This performance reflects an improvement in the gross margin, more than offset by greater investments in sales and marketing.

Mono-brand business line

The Mono-brand business line includes the design, set-up and management of the online stores of some of the leading global luxury fashion brands. This business line recorded consolidated net revenues equal to Euro 77,761 thousand, with a 21.3% increase (+11.9% at constant exchange rates) compared with the Euro 64,108 thousand as at 30 June 2014, while the growth in net revenues at retail value<sup>19</sup> stood at 29.8%. This performance reflects the brilliant results of the joint venture with Kering and the good performance of the Mono-brand portfolio, as well as the effect of the strong appreciation of the Dollar against the Euro.

Overall, at 30 June 2015, the Mono-Brand business line accounted for 27.3% of the Group's consolidated net revenues and numbers 38 online stores.

Operating profit for the Mono-brand segment stood at Euro 15,275 thousand, an increase of 18.7% compared with Euro 12,865 thousand for the first six months of 2014, with a margin of 19.6%, compared with 20.1% recorded in the first half of 2014. This performance reflects a diverse mix of online stores and lower revenue from setting up and maintaining the Mono-brand online stores.

**Analysis of consolidated net revenue by geographical area**

Below is a breakdown of the Group's consolidated net revenue by geographical area as at 30 June 2015.

Thousand Euro	30 June 2015		30 June 2014		Change	
Italy	43,884	15.4%	38,698	16.3%	5,185	13.4%
Europe (excluding Italy)	127,214	44.7%	113,705	47.8%	13,509	11.9%
North America	70,483	24.8%	50,127	21.1%	20,356	40.6%
Japan	19,867	7.0%	18,393	7.7%	1,473	8.0%
Other countries	20,201	7.1%	12,095	5.1%	8,106	67.0%
Not country related	2,904	1.0%	4,970	2.1%	(2,067)	-41.6%
<b>Total YOOX Group</b>	<b>284,552</b>	<b>100.0%</b>	<b>237,989</b>	<b>100.0%</b>	<b>46,563</b>	<b>19.6%</b>

In the course of the first half of 2015, the Group recorded growth in all the main benchmark markets.

The performance of North America, the Group's number one market, was excellent. It achieved net revenues of €70,483 thousand, up 40.6% (+15.1% at constant exchange rates) in the half-year and 38.2% in the second quarter (+12.6% at constant exchange rates). This result reflects the good organic performance of the United States and the particularly favourable performance of the Euro/Dollar exchange rate.

Italy's results were excellent, with net revenues of €43,884 thousand, a rise of 13.4% in the first half of 2015 and acceleration in the second quarter of +16.2% in spite of the challenging comparison with the same period of the previous year (+22.9% in the first half-year and +26.6% in the second quarter of 2014).

Sales in Europe (excluding Italy) rose by 11.9% (+16.7% at constant exchange rates) in the half-year and 16.8% (+18.1% at constant exchange rates) in the second quarter, thanks to acceleration in all the main countries in terms of Group sales in Europe - France, Germany, England and Russia. The latter benefited from the gradual improvement in the Rouble/Euro exchange rate in the half-year which, although still unfavourable compared with 2014, enabled an increase in sales at current and constant exchange rates to be recorded.

<sup>19</sup> Revenue at retail value of all Mono-brand online stores including the online stores of the joint venture with KERING net of returns and customer discounts. These revenues exclude fees for set-up, design and maintenance of the Mono-brand online stores recorded under "Not country-related" revenues



The Group's performance in Japan was also positive with net revenues up by 8.0% (+3.2% at constant exchange rates) in the first half of 2015 with acceleration of 10.9% in the second quarter of the year (+6.4% at constant exchange rates).

Lastly, the excellent performance of the Other Countries continued, with growth of 67.0% in the first half of 2015 (+42.2% at constant exchange rates) and 85.1% in the second quarter of 2015 (+56.6% at constant exchange rates) thanks to the excellent results of yoox.com in China and Hong Kong.

The "Not country related" item (-41.6% compared with 30 June 2014) includes the set-up and maintenance fees for the online stores, for the media partnership projects in the Multi-brand business line, for web marketing and web design services in the Mono-brand business line, and for other services offered to Mono-brand partners.

## INVESTMENTS

The Group made investments totalling Euro 25,483 thousand in the first half of 2015, comprising Euro 17,836 thousand in intangible assets and Euro 7,647 thousand in property, plant and equipment. Increases in intangible assets were mainly for investments in multi-year development projects valued at Euro 12,015 thousand.

The new semi-automated logistics centre dedicated to footwear at the Interporto was inaugurated in January.

During the period, the release of cross-channel functionalities for several Mono-brand partners continued, and in May 2015, "Click & Exchange" was introduced, a new service that allows users to buy from online stores Powered by YOOX Group and exchange the products directly in-store.

With a view to increasing the conversion rate of yoox.com, a new text-based search system was introduced aimed at further simplifying browsing within a very extensive catalogue, thereby speeding up the purchasing process.

In order to improve the positioning of yoox.com in Google search results, measures have been taken to optimise the site, both on desktop and mobile devices, which have led to a considerable increase in visits and orders generated by organic traffic.

During the period equipment for the automated photography of trousers and skirts was also developed in-house with a view to further improvement of photography and post-production activities.

Lastly, the cross-channel functionality releases continued for the Group's Mono-brand partners and two new services were introduced: "Buy On Call" for telephone purchases, and "Click For Fashion Advice".

## FINANCIAL MANAGEMENT

### Consolidated statement of financial position

The tables below contain the figures taken from the Group's reclassified consolidated statements of financial position as at 30 June 2015 and the Group's consolidated statement of cash flows for the same period.

Reclassified consolidated statement of financial position as at 30 June 2015:

Thousand Euro	Balance as at 30 June 2015	Balance as at 31 December 2014	% Change
Net working capital <sup>20</sup>	70,600	45,317	55.8%
Non-current assets	97,292	82,427	18.0%
Non-current liabilities (excluding financial liabilities)	(517)	(450)	15.0%
<b>Net invested capital<sup>21</sup></b>	<b>167,375</b>	<b>127,294</b>	<b>31.5%</b>
Shareholders' Equity	158,914	158,294	0.4%
Net debt/(Net financial position) <sup>22</sup>	8,461	(31,000)	>100%
<b>Total sources of financing</b>	<b>167,375</b>	<b>127,294</b>	<b>31.5%</b>

The net working capital went from Euro 45,317 thousand at 31 December 2014 to Euro 70,600 thousand at 30 June 2015. This change is mainly due to the increase in warehouse inventories, necessary to meet the future growth of the Multi-brand business line.

Reclassified consolidated statement of cash flows as at 30 June 2015:

Thousand Euro	30 June 2015	30 June 2014	% Change
Cash flow generated by (used in) operational activities	(14,449)	(2,120)	>100%
Cash flow generated by (used in) investing activities	(28,550)	(19,974)	42.9%
<b>Sub-Total</b>	<b>(43,000)</b>	<b>(22,094)</b>	<b>94.6%</b>
Cash flow generated by (used in) financing activities	28,240	(2,398)	>100%
<b>Total cash flow for the period</b>	<b>(14,760)</b>	<b>(24,492)</b>	<b>-39.7%</b>

In the first half of 2015, the cash flow generated by operating activities was Euro 14,449 thousand. It was utilised in the same period to support Group investments of Euro 28,550 due mainly to the techno-logistics platform and to investments in technology.

<sup>20</sup> Net working capital is current assets, net of current liabilities, with the exception of cash and cash equivalents, bank loans and borrowings and other financial payables due within one year and financial assets and liabilities included under other current assets and liabilities. Net working capital is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union. The measurement criterion adopted by the Company might not be consistent with that adopted by other groups, and accordingly, the balance obtained by the Company may not be comparable with those calculated by such groups.

<sup>21</sup> Net invested capital is the sum of working capital, non-current assets and non-current liabilities, net of non-current financial liabilities. Net invested capital is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union. The measurement criterion adopted by the Company might not be consistent with that adopted by other groups, and accordingly, the balance obtained by the Company may not be comparable with those calculated by such groups.

<sup>22</sup> Net debt (or net financial position) is the sum of cash and cash equivalents, other current financial assets, net of bank loans and borrowings and other financial payables falling due within one year, other current financial liabilities and non-current financial liabilities. Net debt (or net financial position) is not recognised as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union. The measurement criterion adopted by the Company might not be consistent with that adopted by other groups, and accordingly, the balance obtained by the Company may not be comparable with those calculated by such groups. For details of the items that make up net debt (or net financial position), see the table below in the section "Debt/Net financial position". "Other current financial assets" are not governed by the definition of net debt (or net financial position) of the CESR: the Group believes this definition should be integrated including claims vs acquirer and logistics operators from whom cash on delivery is required under "other current financial assets".



**Debt/Consolidated net financial position**

The table below gives details of the YOOX Group's net financial position as at 30 June 2015.

Thousand Euro	Balance as at 30 June 2015	Balance as at 31 December 2014	% Change
Cash and cash equivalents	103,269	118,028	-12.5%
Other current financial assets	21,124	9,957	>100%
Bank loans and other current financial payables	(22,047)	(30,759)	-28.3%
Other current financial liabilities	(76)	(155)	-51.0%
<b>Short-term net financial position</b>	<b>102,269</b>	<b>97,071</b>	<b>5.4%</b>
Medium-/long-term financial liabilities	(110,731)	(66,072)	67.6%
<b>(Debt)/Consolidated net financial position</b>	<b>(8,461)</b>	<b>31,000</b>	<b>&lt;100%</b>

In accordance with the Group's organisational structure, treasury operations are centralised at the Parent Company, YOOX S.p.A., which manages the majority of lines of credit provided to the Group. The Group's policy is to maintain an adequate margin of financial flexibility through available "committed" lines of credit, capable of supporting future development plans.

During the year, the Group tackled its financial requirement thanks to recourse to lines of credit to finance investments and working capital purchasing campaigns.

To guarantee adequate financial flexibility for future years, in the first half of 2015 the Company renegotiated its lines of credit with the major banks and at 30 June 2015, it had a total of Euro 161 million available expiring on average in between 4 and 5 years, of which approximately Euro 35 million was not utilised. The annual cost on the nominal value of the total of lines of credit was equal to an average spread of approximately 150 bps + the Euribor benchmark rate.

Cash and cash equivalents totalled Euro 103,269 thousand as at 30 June 2015, and are made up of cash, negotiable instruments and demand deposits or short-term deposits with banks, which are actually available and readily usable.

As at 30 June 2015, financial liabilities stand at Euro 132,778 thousand and are mainly made up of medium-/long-term loans agreed for funding the investment in the techno-logistics platform. Specifically, the loans include one issued by Banca Nazionale del Lavoro for Euro 11,750 thousand (of which Euro 5,500 thousand is short-term), one issued by Banca Sella for Euro 3,750 thousand (of which Euro 1,667 is short-term), one issued by the EIB for Euro 40,591 thousand (of which Euro 8,877 is short-term), and one issued by Unicredit and Mediocredito, respectively, for Euro 30,000 thousand and Euro 40,000 thousand to be repaid in the long-term. Remaining financial liabilities refer to financial leasing agreements totalling Euro 2,112 thousand (of which Euro 1,470 thousand is short-term) dedicated to investments in technology, and two finance agreements with De Lage Landen for a total of Euro 464 thousand (of which Euro 421 thousand is short-term), short-term IFI financial payables (Factoring) for a total of Euro 3,970 thousand, in addition to the instalments on the above-mentioned loans (Euro 141 thousand).

Other current financial liabilities as at 30 June 2015 of Euro 76 thousand, include the negative fair value of transactions in derivatives (accounted for according to IAS 39 using the Cash flow hedge method) set up to hedge against the interest rate risk in relation to the financing contracts in place.

Other current financial assets as at 30 June 2015, equal to Euro 21,124 thousand refer mainly to financial receivables due to the Group from acquirers who manage authorisation for cards belonging to national/international credit or debit card companies used for online sales, and logistics operators who are asked for cash for payments on delivery (Euro 8,380 thousand) and to an interest-bearing account at BNL (Euro 10,058 thousand). The remaining part is attributable to the positive fair value, of transactions in derivatives (accounted for according to IAS 39 using the Cash flow hedge method) set up to hedge the interest rate risk from sales in Japanese Yen for Euro 35 thousand and US dollars for Euro 575 thousand and to cover the interest rate risk (Euro 76 thousand), to financial deferrals recorded at the end of the period (Euro 1,761 thousand) and to financial receivables from associates (Euro 240 thousand).



## INFORMATION FOR INVESTORS

Since 3 December 2009, the Group has been listed on the STAR segment of Borsa Italiana (ISIN Code IT0003540470). On 20 September 2010, YOOX also joined the FTSE Italia Mid Cap index<sup>23</sup> from the previous FTSE Italia Small Cap index<sup>24</sup>, and then, on 23 December 2013, joined the FTSE MIB – the main index of Borsa Italiana consisting of the 40 most-traded stock classes on the exchange.

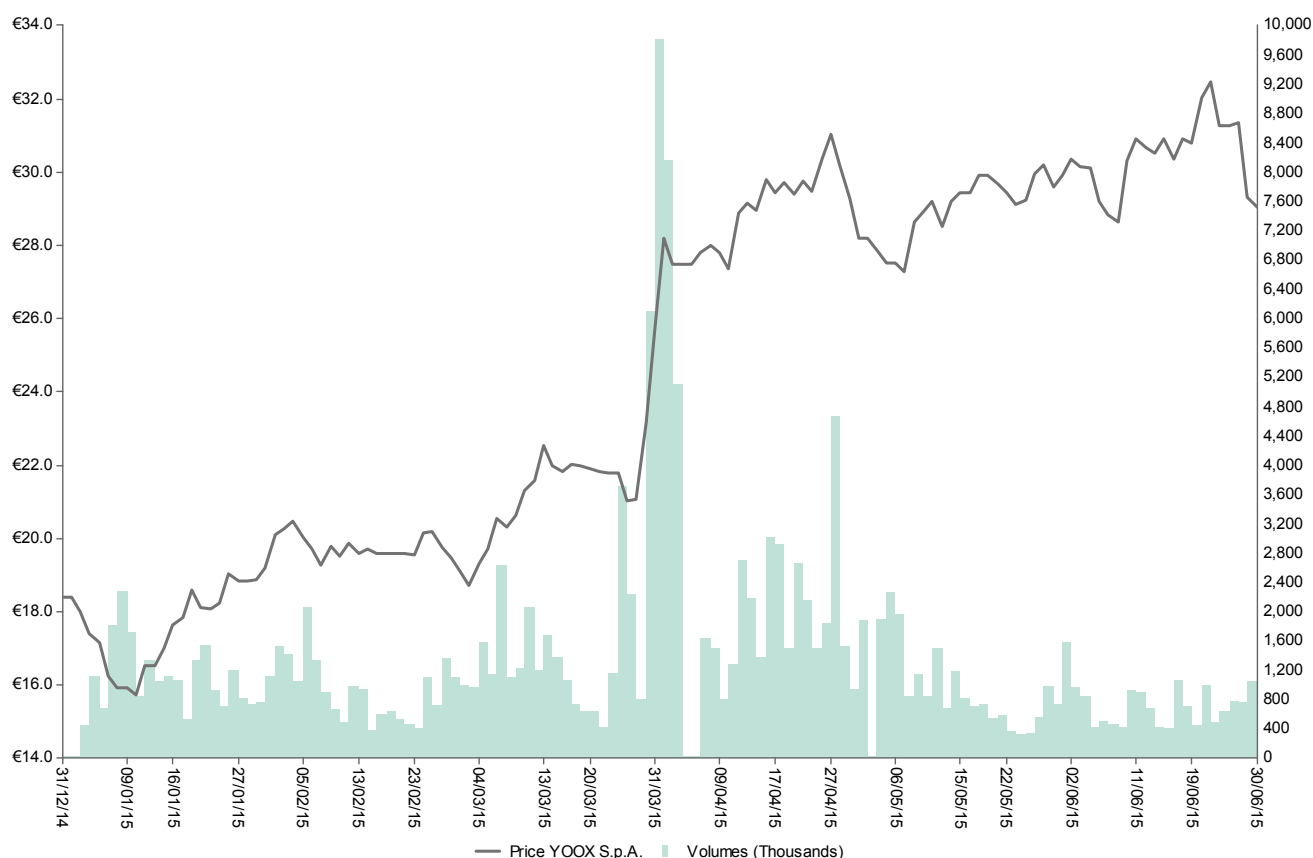
As of 30 June 2015, the last day of trading of the first half, the YOOX stock closed at Euro 29.02, corresponding to a market capitalisation of Euro 1.8 billion.

Between the time of listing and 30 June 2015, the YOOX stock registered a positive performance of 574.9% over the flotation price (Euro 4.3), while in the 6 months to 30 June 2015, the stock recorded an increase of 57.7% over its closing price at 30 December 2014 (the last day of trading in 2014).

### YOOX stock performance in the first half of 2015

In the first half of 2015 the FTSE MIB registered an increase of 18.14%, despite slowing down towards the end of the period, due to the rising macro-economic and political uncertainty resulting from the Greek debt crisis, which weighed heavily on international markets.

YOOX, during this period, gained 57.7%, the second best performer in the FTSE MIB, and the best performer excluding the banking sector. This increase, in addition to the good performance in the first three months of the year, was mainly attributable to the announcement of the merger plan with the NET-A-PORTER GROUP, on 31 March. The market reacted very positively to the deal due to its synergistic potential and in the arc of the three trading sessions over the announcement (30 and 31 March, 1 April) the stock gained 33.7%. In those same trading days, YOOX's average volumes traded was at approximately 8 million shares, 5 times above the average volumes in the whole period. YOOX continued its positive performance in the following months, reaching a maximum price of €32.48 on 23 June, exceeding, for the first time, Euro 2 billion market capitalisation (for the e-commerce<sup>25</sup>, luxury<sup>26</sup> and Italian luxury<sup>27</sup> sector indices for the reference period, please refer to the chart on the following page).



Source: Factset

<sup>23</sup> The FTSE Italia Mid Cap index includes the top 60 companies in terms of capitalisation and liquidity outside of the FTSE MIB index.

<sup>24</sup> The FTSE Italia Small Cap index includes companies certified after the application of certain liquidity and free float schemes outside of the FTSE MIB and FTSE Italia Mid Cap indices.

<sup>25</sup> The e-commerce sector index includes Amazon, ASOS, boohoo.com, Blue Nile, eBay, Start Today, Zalando e Zulily

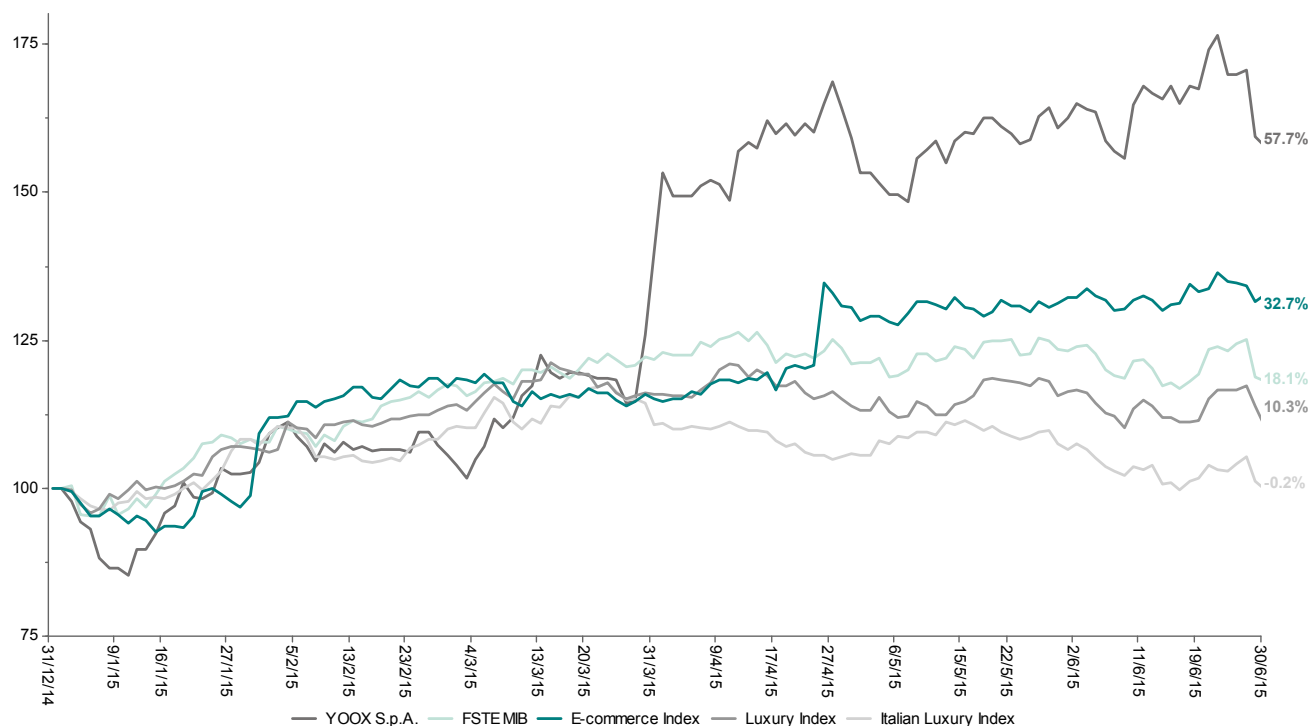
<sup>26</sup> The luxury sector index includes Brunello Cucinelli, Compagnie Financière Richemont, Hermès, Kering, LVMH, Moncler, Prada, Salvatore Ferragamo and Tod's.

<sup>27</sup> The Italian luxury sector index includes Brunello Cucinelli, Moncler, Prada, Salvatore Ferragamo and Tod's.





## YOOX stock performance compared with the main indices of reference in the first half of 2015



Source: Factset

The table below summarises key stock and stock exchange data for the first half of 2015.

Stock and stock exchange data	30 June 2015
Closing price at 30/06/2015 in Euro	29.020
Maximum closing price in the first half of 2015 in Euro - 23/06/2015	32.480
Minimum closing price in the first half of 2015 in Euro - 12/01/2015	15.730
Market capitalisation as of 30/06/2015 in millions of Euro	1,802.120

Source: Borsa Italiana

### Stock analyst coverage

Stock analyst coverage at 5 August 2015 includes Goldman Sachs International, Mediobanca, Equita, Intermonte, Gruppo24Ore, Bank of America Merrill Lynch, Deutsche Bank, Citi, Kepler Cheuvreux, Exane BNP Paribas, Banca IMI, JP Morgan, Fidentiis and Canaccord Genuity. In January 2015 Morgan Stanley initiated coverage as did Berenberg in March 2015.

### Shareholder structure

At 30 June 2015, the share capital issued totalled Euro 620,992.32 corresponding to a total of 62,099,232 shares with no nominal value pursuant to Article 2346 of the Civil Code.

At 30 June 2015, as far as we are aware, according to the Shareholder Register, plus the notifications received pursuant to Article 120 of the TUF and other information available, holders of significant stakes in



YOOX S.p.A. share capital were:

<b>Shareholders</b>	<b>30 June 2015</b>
Renzo Rosso	8.538%
Federico Marchetti	7.666%
Capital Research and Management Company	4.829%
Balderton Capital I L.P.	3.519%
OppenheimerFunds, Inc.	3.281%

## Investor Relations

The Group places a particular emphasis on developing its relationships with analysts, shareholders and institutional investors.

During the first half of the year, the Group's activities were divided between participation in large conferences and the organisation of road shows in some of the main financial centres in Europe and the United States.

Financial communication continued to take place according to the rules stipulated by Borsa Italiana on price sensitive press releases, in keeping with the Group's wish to provide timely, transparent information to support its relations with the financial community.

## INFORMATION CONCERNING MEASURES TO PROTECT PRIVACY

The Group places maximum attention on guaranteeing the security of online transactions and customer data protection through the use of the highest quality security systems and standards. The Company operates in full compliance with regulatory references on personal data protection, developed under both Italian, community and international scope, and uses the most advanced technological systems for purchasing.

In addition, in order to safeguard the confidentiality, integrity and availability of information relating to customers, employees and partners, YOOX S.p.A. launched a project back in 2011 for the establishment of an SGSI (Sistema di gestione della Sicurezza delle Informazioni – Information Security Management System) based on standard ISO/IEC 27001. This security framework is designed to guarantee a high level of security through the introduction of a formal Information Risk Analysis process based on an internationally-recognised methodology. This risk analysis allows the Information Risk Committee, established within the framework, to assess the information risk trends on a quarterly basis and take the appropriate preventive actions.

The management system is designed to include and satisfy all regulatory requirements to which the Company is subject from an information perspective and, at the same time, to optimise efforts and share the technological solutions and techniques adopted.

The entire framework is based on a continuous improvement cyclical approach, which guarantees a high level of effectiveness and ensures that the challenges that modern information systems face with relating to security of information are constantly dealt with.

## TAX MATTERS

The Group has incurred a lower tax burden in absolute terms compared with the situation at 30 June 2014. Current taxes have decreased from Euro 2,930 thousand to Euro 2,701 thousand.

IRAP tax liabilities for the Parent Company decreased, going from Euro 299 thousand at 30 June 2014 to Euro 18 thousand at 30 June 2015. IRES tax liabilities at 30 June 2015 for the Parent Company stand at Euro 174 thousand.

Taxes for Group overseas companies for the period to 30 June 2015 amounted to approximately Euro 2,509 thousand.

The Group also recorded deferred taxes of Euro 3,320 thousand as at 30 June 2015.

The tax liability as at 30 June 2015 was estimated based on the historical trend of the Group's tax rate, considered representative of the best estimate of the full-year tax rate.



## LEGAL MATTERS

At 30 June 2015, there are no changes since 31 December 2014 in the Company's legal disputes either as plaintiff or defendant.

With reference to existing disputes as of 30 June 2015, we note that no probable liabilities have emerged for which provision has to be set aside.

## HUMAN RESOURCES

As at 30 June 2015, the Group total headcount stood at 955 employees, a growth of 20% compared with 30 June 2014. The table below shows a breakdown of the headcount<sup>28</sup>:

No.	30 June 2015	30 June 2014	Change
Managers	31	32	(1)
Junior managers	74	58	16
Employees and trainees	763	618	145
Abroad	87	86	1
<b>Total headcount</b>	<b>955</b>	<b>794</b>	<b>161</b>

Around 91% of the headcount is employees who are located in the three Italian offices, with the remaining 9% of them being located in Group offices abroad.

Compared with 31 December 2014, the Group headcount grew by 70 employees, equal to an 8% increase.

## CORPORATE GOVERNANCE

The YOOX S.p.A. Parent Company's corporate governance model is described in detail in the Report on corporate governance and shareholder structure as at 31 December 2014, which should be referred to.

The significant corporate governance events in the first half of 2015 that have taken place as at the date of this document are listed below.

### Granting of shares following the exercise of stock options

On 23 March 2015, 59,800 YOOX S.p.A. ordinary shares were granted following the exercise of 1,150 options relating to the 2007-2012 Stock Option Plan at a strike price of Euro 59.17 for each option.

On 14 April 2015, 75,400 YOOX S.p.A. ordinary shares were granted following the exercise of 1,450 options relating to the 2007-2012 Stock Option Plan at a strike price of Euro 59.17 for each option.

Given the above, the share capital issued by YOOX S.p.A. is Euro 620,992.32, divided into 62,099,232 ordinary shares with no indication of par value.

### Stock Grant Plan

On 27 April 2012, the Shareholders' Meeting, pursuant to Article 114-*bis* of Legislative Decree 58/1998, approved the establishment of a new incentive and loyalty plan known as the Stock Grant Plan for employees of YOOX S.p.A. and companies directly or indirectly controlled by it, to be implemented through the allocation, free of charge, of a total of 550,000 YOOX S.p.A. ordinary shares, giving the Board of Directors the mandate to adopt the regulation. The details of the Stock Grant Plan can be consulted on the Company website [www.yooxgroup.com](http://www.yooxgroup.com) under the section Corporate Governance – Company Documents.

<sup>28</sup> The headcount does not include the Chief Executive Officer of YOOX S.p.A., interns or consultants.



## 2012-2015 stock option plan and granting of options relating to the 2012-2015 stock option plan

On 29 June 2012, the Shareholders' Meeting approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of a new incentive and loyalty scheme known as the 2012-2015 Stock Option Plan exclusively for executive directors of YOOX S.p.A., to be implemented through the free granting of options valid for subscribing newly issued YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised).

In its extraordinary session, the Shareholders' Meeting approved the divisible paid-in capital increase for a maximum amount of Euro 15,000.00 to be transferred to the share capital, with the exclusion of the option right pursuant to Article 2441, paragraph 4, second period of the Italian Civil Code, to be reserved for subscription by the beneficiaries of the 2012-2015 stock option plan above.

The strike price of each option, for the subscription of 1 newly issued ordinary share under the capital increase, has been established as Euro 9.60 or according to the average weighting of the official YOOX S.p.A. ordinary share price recorded on the Mercato Telematico Azionario, the Italian screen-based trading system organised and managed by Borsa Italiana S.p.A. in the thirty days of trading prior to the option allocation date.

The 2012-2015 Stock Option Plan includes the allocation of a total of 1,500,000 YOOX ordinary shares.

For details of the 2012-2015 stock option plan, including the implementation terms and conditions, refer to the information document produced pursuant to Article 84-*bis* of Consob Regulation 11971/1999, which can also be consulted on the Company website [www.yooxgroup.com](http://www.yooxgroup.com) under the section Corporate Governance – Company Documents.

On 21 September 2012, in order to execute the YOOX S.p.A. 2012-2015 stock option plan, the company's Board of Directors approved the plan and, on the proposal of the Remuneration Committee, the allocation in favour of the CEO Federico Marchetti of 1,500,000 options valid for the subscription of 1,500,000 YOOX ordinary shares in the ratio of 1 new ordinary share for every 1 option exercised.

Note that the resolution of the Board of Directors of 25 February 2015 changed the intermediate accrual levels with reference to the 2014 tranche for the 2012 - 2015 Stock Option Plan and, therefore, a total of 500,000 options could be exercised (corresponding to 500,000 ordinary shares) by the CEO;

## 2014-2020 Stock Option Plan

On 17 April 2014, the Shareholders' Meeting approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of a new incentive and loyalty scheme known as the 2014 - 2020 Stock Option Plan exclusively for employees of YOOX S.p.A. and its companies, directly or indirectly controlled, to be implemented through the free granting of options valid for subscribing new issue YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised). The Plan involves the granting of a maximum of 500,000 options which give the right to subscribe to the same number of new issue shares.

For details of the 2014 - 2020 stock option plan, including the implementation terms and conditions, refer to the information document produced pursuant to Article 84-*bis* of Consob Regulation 11971/1999, which can also be consulted on the Company website [www.yooxgroup.com](http://www.yooxgroup.com) under the section Corporate Governance – Company Documents.

## Adherence to simplification scheme for information obligations in conformity with Consob resolution 18079 of 20 January 2012

Pursuant to Article 3 of Consob resolution 18079 of 20 January 2012, YOOX S.p.A. decided to subscribe to the opt-out scheme provided for by Article 70, paragraph 8 and Article 71, paragraph 1-*bis*, of Consob Regulation 11971/99 (as amended), making use of the right to ignore the obligations of publishing the information documents required by annex 3B of the aforesaid Consob Regulation on the occasion of significant merger, spin-off, share capital increase through the transfer of goods in kind, acquisition and sale transactions.

## Board of Directors

The Board of the Issuer, in office at the date of this Report, comprises seven members appointed by the Ordinary Shareholders' Meeting held on 30 April 2015. The following persons were appointed as directors based on the two lists submitted:



- Federico Marchetti (Executive Director)
- Robert Kunze-Concewitz (Lead Independent Director)
- Raffaello Napoleone (Chairman)
- Stefano Valerio (Deputy Chairman).
- Laura Zoni
- Catherine Gérardin Vautrin
- Alessandro Foti

The Board will remain in office until the date of the Shareholders' Meeting called for the approval of the consolidated financial statements as at 31 December 2017.

For more details, refer to the Press Release issued on 30 April 2015, which is available on the Company's website [www.yooxgroup.com](http://www.yooxgroup.com), under the section "Investor Relations".

In an ordinary session held on 21 July 2015, the Shareholders' Meeting resolved to redefine the number of members of the Board of Directors, raising the number from 7 to 10, and to appoint as new Directors:

- Natalie Massenet
- Richard Lepeu
- Gary Saage

This appointment shall be effective as of the effective date of the merger by incorporation into YOOX S.p.A. of Largenta Italia S.p.A. and subject to said merger.

For more details, refer to the Press Release issued on 21 July 2015, along with the other documentation relating to the transaction which is available on the Company's website [www.yooxgroup.com](http://www.yooxgroup.com), under the sections "Investor Relations" and "Governance".

### **Board of Statutory Auditors**

On 30 April 2015, the Shareholders' Meeting appointed the Board of Statutory Auditors for the three-year period 2015-2017. It is composed of:

- Marco Maria Fumagalli (Chairman)
- Giovanni Naccarato (Standing Auditor)
- Patrizia Arienti (Standing Auditor)
- Andrea Bonechi (Alternate Auditor)
- Nicoletta Maria Colombo (Alternate Auditor)

For more details, please see the Press Release issued on that date which is available on the Company website [www.yooxgroup.com](http://www.yooxgroup.com), under the section "Investor Relations".

### **Approval of the separate financial statements as at 31 December 2014**

The Shareholders' Meeting of 30 April 2015, convened at a single call, in an ordinary meeting, approved the separate financial statements at and for the year ended 31 December 2014, resolving to carry forward YOOX S.p.A.'s entire net profit for the year.

### **Remuneration Report**

On 30 April 2015, the Shareholders' Meeting approved, with a non-binding vote, Section I of the Remuneration Report produced pursuant to Articles 123-*ter* of Legislative Decree 58/1998 and 84-*quater* of Consob Regulation 11971/1999, and in compliance with Annex 3A, Statements 7-*bis* and 7-*ter* of the same Regulation.

### **Purchase and disposal of treasury shares**

In their meeting of 30 April 2015, the Shareholders approved and authorised the purchase and disposal of treasury shares, in compliance with Articles 2357 and 2357-*ter* of the Italian Civil Code and Article 132 of Legislative Decree



58/1998 and related implementation provisions, following the revocation of the authorisation to purchase treasury shares approved by the Shareholders' Meeting of 17 April 2014 for the part not executed.

For more details, please see the Press Release issued on that date which is available on the Company website [www.yooxgroup.com](http://www.yooxgroup.com), under the section "Investor Relations".

At the time of writing, the Company holds 17,339 treasury shares in its portfolio equal to 0.028% of the share capital to date.

### **Directors' Appointments Committee**

The Directors' Appointments Committee was originally established on 7 October 2009, to implement the Board resolution of 3 September 2009, and subject to the start of trading of ordinary shares on the MTA.

The current Directors' Appointment Committee was established through the Board resolution of 30 April 2015 and is composed of 3 non-executive directors, the majority of them independent, in the persons of:

- Alessandro Foti - independent director - Chairman;
- Laura Zoni - independent director;
- Stefano Valerio – non-executive director.

During the period, the Directors' Appointments Committee, as comprised prior to the appointments on 30 April 2015, met on 25 February 2015.

### **Remuneration Committee**

The Remuneration Committee was originally established on 7 October 2009, in implementation of the Board of Director's resolution of 3 September 2009, and subject to the start of trading of ordinary shares on the MTA, pursuant to Article 2.2.3, paragraph 3, n) of the Stock Exchange Regulations, applicable to issuers in possession of STAR qualification and in conformity with the Code of Conduct.

The current Committee was established through the Board resolution of 30 April 2015 and is composed of 3 non-executive directors, all independent, in the persons of:

- Robert Kunze-Concewitz - independent director - Chairman;
- Catherine Gérardin Vautrin - independent director;
- Stefano Valerio - independent director.

During the period, the Remuneration Committee, as comprised prior to the appointments on 30 April 2015, met on 23 February, 18 March, 24 April and 28 April 2015. As it is currently comprised, the Committee met on 11 May 2015.

### **Control and Risk Committee**

The Control and Risk Committee was originally established on 7 October 2009, in implementation of the Board of Director's resolution of 3 September 2009, and subject to the start of trading of ordinary shares on the MTA, pursuant to Article 2.2.3, paragraph 3, o) of the Stock Exchange Regulations.

The current Committee was established through the Board resolution of 30 April 2015 and is composed of 3 non-executive directors, all independent, in the persons of:

- Alessandro Foti - independent director - Chairman;
- Catherine Gérardin Vautrin - independent director;
- Raffaello Napoleone – independent director.



During the period, the Control and Risk Committee, as comprised prior to the appointments on 30 April 2015, met on 12 February and 11 March 2015. As it is currently comprised, the Committee met on 11 May, 22 June and 21 July 2015.

### ***Committee for Related-Party Transactions***

At a meeting on 10 November 2010, the Board of Directors approved the establishment of its own internal "Committee for Related-Party Transactions" made up of independent directors with the committee responsible for all the functions set out in the Related Parties Procedure.

The Committee for Related-Party Transactions, appointed at the board meeting of 30 April 2015, is composed of:

- Catherine Marie Yvonne Gérardin - independent director - Chairman;
- Robert Kunze-Concewitz - independent director;
- Alessandro Foti - independent director.

During the period, the Committee for Related-Party Transactions, as comprised prior to the appointments on 30 April 2015, met on 24 February and 24 April 2015.

### ***Supervisory Body pursuant to Legislative Decree 231/2001***

The Supervisory Body, in office until the approval of the financial statements at 31 December 2017, was first appointed by the Board on 30 April 2015 and comprises three members, Rossella Sciolti, an external member, as Chairperson, Isabella Pedroni, an external member, and Riccardo Greggi, an internal member and Internal Auditing Manager of the Issuer.

### ***Director in charge of preparing corporate accounting documents***

The Board of Directors of the Issuer, in office on 24 April 2015, appointed Enrico Cavatorta as Chief Financial and Corporate Officer with effect from 27 April 2015.

From 1 May 2015, pursuant to Article 154-bis of Legislative Decree 58/1998, the latter will also have the role of Director in charge of preparing the corporate accounting documents.

## **SUBSEQUENT EVENTS**

### **Merger between YOOX Group and THE NET-A-PORTER GROUP**

The Shareholders' Meeting on 21 July 2015, in extraordinary session, approved the merger plan for the merger by incorporation into YOOX S.p.A. of Largenta Italia S.p.A., subject to the contribution to Largenta Italia S.p.A. by Richemont Holdings (UK) Limited - a company controlled indirectly by Compagnie Financière Richemont SA - of its controlling stake indirectly held in THE NET-A-PORTER-GROUP Limited. The merger plan was approved by the majorities required under Article 49, paragraph 1, letter g) of CONSOB Regulation 11971 of 14 May 1999 to obtain exemption from any obligations to make a tender offer on account of the merger (so-called whitewash).

The merger is part of the operation to combine the activities of YOOX GROUP and THE NET-A-PORTER-GROUP Limited, which sought to integrate two highly complementary companies, with significant potential for synergies, with the aim of creating a global group leader in the online luxury fashion segment.

The merger exchange ratio is: one share of Largenta Italia S.p.A. for one newly issued share of YOOX. YOOX shall accomplish the merger by means of a share capital increase for Euro 655,995.97, by issuing a total of 65,599,597 new no-par-value shares, broken down into ordinary shares (ranging from a minimum of 20,693,964 to a maximum of 27,691,255 shares, which will be listed on the Mercato Telematico Azionario organised and run by Borsa Italiana S.p.A.) and B Shares (ranging from a minimum of 37,908,342 to a maximum of 44,905,633 shares, which are convertible into ordinary shares according to the provisions of the post-merger bylaws).

The merger is contingent on the fulfilment of the following conditions precedent by 31 December 2015:

- Richemont Holdings (UK) Limited must have fully contributed its controlling stake held indirectly in THE NET-A-PORTER-GROUP Limited;
- the necessary authorisations must have been obtained from the competent antitrust authorities;
- no opposition to the merger must have been raised by YOOX creditors, based on Article 2503 of the Italian Civil Code, and in case any cases of opposition are raised, they must no longer be pending (this condition may be waived by Compagnie Financière Richemont SA); and
- the ordinary shares issued for the merger share swap must have been admitted for trading on the MTA.

As of the effective date of the merger, the Company shall adopt the company name “YOOX Net-A-Porter Group S.p.A.”, or in abbreviated form “YNAP S.p.A.”, and its registered office will be moved to the City of Milan. The new text of the Company Bylaws, attached to the merger plan under A.1, will be adopted on the same date.

### **Authority for share capital increase**

The Shareholders’ Meeting, also in extraordinary session, resolved to grant to the Board of Directors an authority under Article 2443 of the Italian Civil Code for a share capital increase - upon payment and in a divisible manner - to be carried out in one or more tranches, up to a maximum of Euro 200 million, for a total number of shares not to exceed 10% of the post-merger share capital of YOOX. This share capital increase may be offered (i) as an option to the shareholders; or (ii) reserved for strategic and/or industrial partners of YOOX; or (iii) to qualified investors, excluding option rights, or (iv) via a combination of the three alternatives. In any case, this authority shall be exercisable, and the related share capital increase shall be realised, after the full completion of the merger and within three years from the effective date of the merger.

### **Appointment of three members of the Board of Directors**

Finally, the Shareholders’ Meeting resolved, in ordinary session, to redefine the number of members of the Company’s Board of Directors from seven to ten, and to appoint Natalie Massenet, Richard Lepeu and Gary Saage as members of the Board, starting from the effective date of the merger and subject to its completion.

For more information, please see the Press Release sent out on 21 July 2015, as well as the additional information regarding the operation available under the “Investor Relations” and “Governance” sections of the Company’s website [www.yooxgroup.com](http://www.yooxgroup.com).

### **Mono-brand online stores**

The REDValentino online store was extended to the Chinese market on 15 July 2015.

### **Board of Directors’ resolutions**

The Board of Directors of YOOX, which met on July 30, 2015, approved the resolution to request Borsa Italiana, the Italian Stock Exchange, the exclusion of YOOX shares from the STAR segment. Shares will therefore continue to be traded on the Mercato Telematico Azionario (MTA), the ordinary Italian screen-based trading system organised and managed by Borsa Italiana. This decision, which will not affect the Company’s well-established procedures and corporate governance practices, should be considered in light of the merger with THE NET-A-PORTER GROUP, as well as to the Company’s large market capitalisation and inclusion in the FTSE MIB index since December 2013. In the context of the exclusion of YOOX’s shares from the STAR segment, the Board of Directors has also decided to renounce the presence of a specialist.





## OUTLOOK

Based on the proven validity of the YOOX business model throughout the world and the good prospects for the online retail market, it is reasonable to assume that the Group can achieve further growth of the business in 2015. Subject to approval by YOOX Shareholders' Meeting and the competent authorities, the completion of the merger with THE NET-A-PORTER GROUP Limited is expected to take place in the month of October 2015. Therefore, the activities carried out in preparation for the integration between the two groups, already underway since the second quarter, are expected to continue over the next few months.

In this context, YOOX expects to incur charges of an extraordinary nature relating to the transaction, as well as costs for the purposes of finalising the integration.

Zola Predosa (BO), 30 July 2015  
For the Board of Directors

Chief Executive Officer  
Federico Marchetti

## ANNEXES TO REPORT ON OPERATING PERFORMANCE

## Annex 1: Incentive plans and impact on the reclassified consolidated income statement

Impact of incentive plans in the second quarter of 2015:

Thousand Euro	Q2 2015	% Total	Q2 2014	% Total
<b>Fulfilment costs</b>	<b>(13,082)</b>		<b>(10,797)</b>	
<i>of which incentive plans</i>	-	0.0%	(43)	-46.9%
<b>Sales and marketing costs</b>	<b>(16,980)</b>		<b>(12,476)</b>	
<i>of which incentive plans</i>	-	0.0%	193	> 100%
<b>General expenses</b>	<b>(12,477)</b>		<b>(9,717)</b>	
<i>of which incentive plans</i>	0	100.0%	(58)	-62.3%
<b>Incentive plans total</b>	<b>0</b>	<b>100.0%</b>	<b>92</b>	<b>100.0%</b>

Impact of incentive plans in the first half of 2015:

Thousand Euro	30 June 2015	% Total	30 June 2014	% Total
<b>Fulfilment costs</b>	<b>(26,285)</b>		<b>(21,943)</b>	
<i>of which incentive plans</i>	-	0.0%	(97)	11.9%
<b>Sales and marketing costs</b>	<b>(34,565)</b>		<b>(26,052)</b>	
<i>of which incentive plans</i>	-	0.0%	(4)	0.5%
<b>General expenses</b>	<b>(23,733)</b>		<b>(18,789)</b>	
<i>of which incentive plans</i>	(1,014)	100.0%	(714)	87.6%
<b>Incentive plans total</b>	<b>(1,014)</b>	<b>100.0%</b>	<b>(815)</b>	<b>100.0%</b>





**CONDENSED CONSOLIDATED INTERIM FINANCIAL  
STATEMENTS AS AT 30 JUNE 2015  
YOOX GROUP**





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**CONSOLIDATED FINANCIAL STATEMENTS AT 30 JUNE 2015 PREPARED IN  
ACCORDANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS  
(IFRS) (1)**

**Consolidated income statement**

Thousand Euro:	Notes	30/06/2015	30/06/2014
Net revenue	9.1	284,552	237,989
Cost of goods sold	9.2	(179,300)	(151,765)
Fulfilment costs	9.3	(29,655)	(25,232)
Sales and marketing costs	9.4	(34,567)	(26,055)
General expenses	9.5	(35,006)	(27,158)
Other income and expenses	9.6	(2,508)	(1,563)
Non-recurring expenses	9.7	(5,209)	-
<b>Operating result</b>	<b>9.8</b>	<b>(1,693)</b>	<b>6,216</b>
Result of equity investments	9.9	94	(514)
Financial income	9.10	6,425	305
Financial expenses	9.11	(5,316)	(1,590)
<b>Profit before tax</b>		<b>(491)</b>	<b>4,417</b>
Taxes	9.12	618	(1,861)
<b>Consolidated net income for the period</b>		<b>127</b>	<b>2,556</b>
of which:			
Attributable to owners of the Parent		127	2,556
Attributable to non-controlling interests		-	-
Basic earnings per share	9.13	0.00	0.04
Diluted earnings per share	9.13	0.00	0.04

(1) The financial statements, which were prepared in accordance with CONSOB Resolution 15519 of 27 July 2006 and CONSOB Communication DEM/6064293 of 28 July 2006, are annexed to the notes to the condensed consolidated interim financial statements at 30 June 2015.





**Consolidated statement of comprehensive income**

	Notes	30/06/2015	30/06/2014
Thousand Euro:			
<b>Consolidated profit for the year</b>		127	2,556
<b>Other components of comprehensive income, net of tax effects</b>			
Foreign currency translation differences for foreign operations	9.23	(935)	256
Profit/(loss) from cash flow hedges	9.23	250	(422)
<b>Total other components of comprehensive income which will be (or could be) reclassified in the income statement</b>		<b>(685)</b>	<b>(166)</b>
Net change in retained earnings and actuarial losses relating to employee benefits	9.23	5	(6)
<b>Total other components of comprehensive income which will not be reclassified in the income statement</b>		<b>5</b>	<b>(6)</b>
<b>Total consolidated comprehensive net income for the period</b>		<b>(553)</b>	<b>2,384</b>
of which:			
Attributable to owners of the Parent		(553)	2,384
Attributable to non-controlling interests		-	-



**Consolidated statement of financial position**

Thousand Euro:	Notes	30/06/2015	31/12/2014
<b>Non-current assets</b>			
Property, plant and equipment	9.14	38,272	35,663
Intangible assets with finite useful life	9.15	43,823	35,685
Equity interests in associates	9.16	59	59
Deferred tax assets	9.17	13,979	10,021
Other non-current financial assets	9.18	1,158	999
<b>Total non-current assets</b>		<b>97,292</b>	<b>82,427</b>
<b>Current assets</b>			
Inventories	9.19	273,957	222,834
Trade receivables	9.20	13,386	14,732
Other current assets	9.21	9,899	7,510
Cash and cash equivalents	9.22	103,269	118,028
Financial assets which are not non-current assets	9.22	20,439	9,539
<b>Total current assets</b>		<b>420,949</b>	<b>372,644</b>
<b>Total assets</b>		<b>518,241</b>	<b>455,071</b>
<b>Shareholders' Equity</b>			
Share capital		621	620
Reserves		107,807	107,315
Retained earnings and losses carried forward		50,358	36,556
Profit for the period		127	13,802
Group shareholders' equity	9.23 - 9.24	158,914	158,294
Equity attributable to non-controlling interests		-	-
<b>Total consolidated equity</b>		<b>158,914</b>	<b>158,294</b>
<b>Non-current liabilities</b>			
Medium-/long-term financial liabilities	9.25	110,731	66,072
Employee benefits	9.26	159	165
Provisions for risks and charges	9.28	-	-
Deferred tax liabilities	9.27	359	285
<b>Total non-current liabilities</b>		<b>111,248</b>	<b>66,522</b>
Bank loans and other current financial liabilities	9.25	22,047	30,759
Provisions for risks and charges	9.28	286	482
Trade payables	9.29	194,290	164,466
Tax liabilities	9.30	535	320
Other payables	9.31	30,921	34,228
<b>Total current liabilities</b>		<b>248,079</b>	<b>230,255</b>
<b>Total consolidated equity and liabilities</b>		<b>518,241</b>	<b>455,071</b>



**Statement of changes in consolidated equity as at 30/06/2015 - Paragraph 9.24**

Thousand Euro	Share premium reserve and other equity-related reserves	Share capital	Legal reserve	Treasury share acquisition reserve	Cash flow hedge reserve	IAS 19 reserve	Stock Option reserve	Translation reserve	Retained earnings or losses carried forward	Shareholders Equity attributable to non-controlling interests	Total
<b>Total as at 31 December 2014</b>	<b>85,999</b>	<b>620</b>	<b>193</b>	<b>(257)</b>	<b>192</b>	<b>(56)</b>	<b>20,623</b>	<b>624</b>	<b>36,556</b>	<b>13,802</b>	<b>- 158,294</b>
Share capital increases	152	1	-	-	-	-	-	-	-	-	153
Increases in reserves for share-based payments	-	-	-	-	-	-	1,014	-	-	-	1,014
Other changes	4	-	-	95	-	-	(95)	-	13,802	(13,802)	4
<b>Total effects resulting from transactions with shareholders</b>	<b>86,155</b>	<b>621</b>	<b>193</b>	<b>(162)</b>	<b>192</b>	<b>(56)</b>	<b>21,542</b>	<b>624</b>	<b>50,358</b>	<b>-</b>	<b>- 159,465</b>
Profit for the period	-	-	-	-	-	-	-	-	-	127	- 127
Other profits/losses for the comprehensive income statement	-	-	-	-	250	5	-	(935)	-	-	(680)
<b>Total consolidated comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>250</b>	<b>5</b>	<b>-</b>	<b>(935)</b>	<b>-</b>	<b>127</b>	<b>(553)</b>
<b>Total as at 30 June 2015</b>	<b>86,155</b>	<b>621</b>	<b>193</b>	<b>(162)</b>	<b>442</b>	<b>(52)</b>	<b>21,542</b>	<b>(311)</b>	<b>50,358</b>	<b>127</b>	<b>- 158,914</b>

**Statement of changes in consolidated equity as at 30/06/2014 - Paragraph 9.24**

Thousand Euro	Share premium reserve and other equity-related reserves	Share capital	Legal reserve	Treasury share acquisition reserve	Cash flow hedge reserve	IAS 19 reserve	Stock Option reserve	Translation reserve	Retained earnings or losses carried forward	Shareholders Equity attributable to non-controlling interests	Total
<b>Total as at 31 December 2013</b>	<b>64,262</b>	<b>582</b>	<b>193</b>	<b>(538)</b>	<b>165</b>	<b>(42)</b>	<b>19,667</b>	<b>(1,181)</b>	<b>23,935</b>	<b>12,620</b>	<b>- 119,663</b>
Share capital increases	2,670	6	-	-	-	-	-	-	-	-	2,676
Increases in reserves for share-based payments	2,151	-	-	-	-	-	815	-	-	-	2,966
Other changes	-	-	-	280	-	-	(280)	-	12,620	(12,620)	-
<b>Total effects resulting from transactions with shareholders</b>	<b>69,083</b>	<b>588</b>	<b>193</b>	<b>(258)</b>	<b>165</b>	<b>(42)</b>	<b>20,202</b>	<b>(1,181)</b>	<b>36,555</b>	<b>-</b>	<b>- 125,305</b>
Profit for the period	-	-	-	-	-	-	-	-	-	2,556	- 2,556
Other profits/losses for the comprehensive income statement	-	-	-	-	(422)	(6)	-	256	-	-	(172)
<b>Total consolidated comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(422)</b>	<b>(6)</b>	<b>-</b>	<b>256</b>	<b>-</b>	<b>-</b>	<b>- 2,384</b>
<b>Total as at 30 June 2014</b>	<b>69,083</b>	<b>588</b>	<b>193</b>	<b>(258)</b>	<b>(257)</b>	<b>(48)</b>	<b>20,202</b>	<b>(925)</b>	<b>36,555</b>	<b>-</b>	<b>- 127,689</b>



**Consolidated statement of cash flows**

Thousand Euro:	Notes	30/06/2015	30/06/2014
Consolidated net income for the period	9.32	127	2,556
<i>Adjustments for:</i>			
Taxes for the period	9.32	(618)	1,861
Financial expenses for the period	9.33	5,316	1,590
Financial income for the period	9.33	(6,425)	(305)
Share of earnings from associates	9.33	(94)	514
Depreciation, amortisation and impairment losses for the period	9.33	14,645	11,661
Fair value measurement of Stock Option plans	9.33	1,014	815
Unrealised effect of changes in foreign exchange rates	9.33	(935)	256
Capital (gains)/losses on sale of non-current assets	9.33	58	2
Provision for employee benefits	9.33	19	12
Provisions for risks and charges	9.33	286	323
Payment of employee benefits	9.33	(25)	(53)
Use of provisions for risks and charges	9.33	(483)	(416)
Changes in inventories	9.34	(51,123)	(21,896)
Changes in trade receivables	9.34	1,346	4,710
Changes in trade payables	9.34	29,824	7,809
Changes in other current assets and liabilities	9.35	(5,440)	(7,945)
<b>Cash flow from (used in) operating activities</b>		<b>(12,506)</b>	<b>1,493</b>
Income tax paid	9.32	(3,051)	(2,328)
Interest and other financial expenses paid	9.33	(5,316)	(1,590)
Interest and other financial income received	9.33	6,425	305
<b>NET CASH FROM (USED IN) OPERATING ACTIVITIES</b>		<b>(14,449)</b>	<b>(2,120)</b>
<i>Investing activities</i>			
Acquisition of property, plant and equipment	9.36	(10,191)	(7,985)
Acquisition of intangible assets	9.37	(18,200)	(11,634)
Acquisition of equity investments	9.16	-	(343)
Acquisition of other non-current financial assets	9.39	(160)	(12)
<b>NET CASH FROM (USED IN) INVESTING ACTIVITIES</b>		<b>(28,550)</b>	<b>(19,974)</b>
<i>Financing activities</i>			
New short-term liabilities	9.42	3,712	843
Repayment of short-term liabilities	9.42	(10,862)	(7,086)
New medium-/long-term financial liabilities	9.41	52,750	-
Repayment of medium-/long-term financial liabilities	9.41	(6,618)	(917)
Increase in share capital and share premium reserve	9.40	158	4,827
Investments/disinvestments in other financial assets	9.43	(10,900)	(65)
Variation through difference between cash effect and action of incentive plans	9.24	-	-
<b>CASH FLOW FROM (USED IN) FINANCING ACTIVITIES</b>		<b>28,240</b>	<b>(2,398)</b>
<b>TOTAL CASH FLOW FOR THE PERIOD</b>		<b>(14,760)</b>	<b>(24,492)</b>
Cash and cash equivalents at the beginning of the period	9.22	118,028	58,280
Cash and cash equivalents at the end of the period	9.22	103,269	33,788
<b>TOTAL CASH FLOW FOR THE PERIOD</b>		<b>(14,760)</b>	<b>(24,492)</b>



## NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS AT 30 JUNE 2015

### 1. Group structure and activities

The YOOX Group (hereinafter “the Group”) includes, as well as the Parent Company YOOX S.p.A. (hereinafter “the Company” or “the Parent Company”), the companies YOOX Corporation, which is subject to US law and which manages sales activities in North America, and YOOX Japan, which is subject to Japanese law and which manages sales activities in Japan, Mishang Trading (Shanghai) Co. Ltd., which manages sales activities in China, and YOOX Asia Limited, which manages sales activities in the Asia-Pacific area.

The YOOX Group is active in electronic commerce and offers commercial services relating to clothing and fashion accessories, and more generally to anything that accessorises the person or the home, during free time, when relaxing or during leisure activities.

Information on individual operating segments pursuant to IFRS 8 is presented in Note 7.

### 2. Statement of compliance with IAS/IFRS and general criteria used to prepare the condensed interim financial statements

These condensed consolidated interim financial statements, drawn up in accordance with IAS 34 – Interim financial statements, were prepared using the same accounting standards as were used to prepare the consolidated financial statements as at 31 December 2014, please refer to it for further details.

The comparative figures reported in the presentation of the statement of financial position and the statement of cash flows are those provided for by IAS 34 (31 December 2014 for the statement of financial position and 30 June 2014 for the income statement, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows). The figures for the first half of 2015 and the first half year of 2014 are reported in presenting the income statement, the Group having adopted the half-year as the intermediate reference period.

These condensed consolidated interim financial statements have been drawn up in accordance with IASB (International Accounting Standards Board) IFRS (International Financial Reporting Standards) and are endorsed by the European Union. “IFRS” also refers to the International Accounting Standards (“IAS”) currently in force, in addition to all the interpretation documents issued by the International Financial Reporting Interpretations Committee (“IFRIC”) previously known as the Standing Interpretations Committee (“SIC”).

These condensed consolidated interim financial statements, drawn up in compliance with IAS 34 and in accordance with the provisions of Article 154-ter of Legislative Decree 58 of 24 February 1998 (TUF) and later amendments, do not include all the information required for the annual financial statements and should be read together with the consolidated financial statements as at 31 December 2014. Specifically, the income statement, the statement of comprehensive income, the statement of financial position, the statement of changes in equity and the statement of cash flows are in an extended format and are those that have been adopted for the consolidated financial statements as at 31 December 2014. The explanatory notes below, on the other hand, are summarised and therefore do not include all the information required for annual financial statements. In line with the requirements of IAS 34, in order to avoid duplicating information which has already been published, the notes refer only to those components of the income statement, the statement of comprehensive income, the statement of financial position, the statement of changes in equity and the statement of cash flows which, owing to their composition, amount, nature or infrequency, are essential for understanding the financial position, operations and assets of the Group.

The condensed consolidated interim financial statements as at 30 June 2015 consist of the income statement, statement of comprehensive income, statement of financial position, statement of changes in equity and statement of cash flows, in addition to these explanatory notes. In presenting these statements, comparative data have been presented as required by IAS 34, supplemented as noted above.

#### 2.1 Consolidated financial statements

In accordance with CONSOB Resolution 15519 of 27 July 2006 and Communication DEM6064293 of 28 July 2006 relating to financial statements, specific income statements, statements of financial position and statements of cash flows have been included showing significant relationships with related parties in order to improve readability.



As indicated above, the condensed consolidated interim financial statements at 30 June 2015 were drawn up in accordance with the IFRS endorsed by the European Union, and comprise the following:

#### *Income statement*

The income statement is classified by function, which is considered to provide more meaningful information than classification by nature since it is more consistent with the reporting system used by management when evaluating the performance of the business.

#### *Statement of comprehensive income*

The statement of comprehensive income presents, in a single statement, the constituent components of profit (loss) for the period and income and expenses recognised directly in equity for transactions not involving owners of the Parent Company.

#### *Statement of financial position*

The statement of financial position presents current and non-current assets and current and non-current liabilities separately. For each item under assets and liabilities, a description is provided in the notes of the amounts expected to be settled or recovered within or after the 12-month period following the reporting date.

#### *Statement of changes in shareholders' equity*

The statement of changes in shareholders' equity reports the profit or loss for the year or the period, including each item of revenue or cost, income or expense which, as required by IAS/IFRS and their interpretations, is recognised directly in equity, and the total of these items; total comprehensive profit or loss for the year or period, with separate presentation of the portion pertaining to owners of the Parent Company and any portion pertaining to non-controlling interests; the effect on each item of equity of changes to accounting standards and corrections of errors as required by the accounting treatment set out in IAS 8; and the balance of profit or loss carried forward at the start of the period and at the date of the financial statements, together with the changes during the period.

The notes to the condensed consolidated interim financial statements also present the amounts deriving from transactions with owners of the Parent and a reconciliation between the carrying amount of each share class, the share premium reserve and other reserves at the start and end of the period, showing each change separately.

#### *Statement of cash flows*

The statement of cash flows presents the cash flows from operating, investing and financing activities. Operating cash flows are presented using the indirect method, whereby profit or loss for the year or for the period is adjusted for non-monetary transactions, for all deferrals or provisions relating to previous or future operating receipts or payments and for revenue items relating to cash flows from investing or financing activity.

### **3. Accounting standards and measurement criteria**

#### **3.1 Basis of preparation**

The condensed consolidated interim financial statements are presented in Euro and balances in the financial statements and in the notes to the financial statements are expressed in Euro, unless specifically indicated otherwise.

For reasons of clarity, it should be noted that the percentage differences and changes in the various items indicated have been calculated using precise values. It should also be noted that possible differences that may be found in some tables are due to rounding off amounts expressed in thousands of Euro.

The consolidated financial statements were prepared on a historical cost basis (with the exception of derivative financial instruments, which are measured at fair value) and on the assumption that the business is a going concern. Despite the difficult macroeconomic environment in which it is operating, the Group believes that there are no significant uncertainties over business continuity (as defined under IAS 1.25), particularly given the strength of the Group's financial situation.



The accounting standards adopted for the preparation of the consolidated financial statements and notes at 30 June 2015 were applied in the same way for all periods presented for comparison.

The accounting standards are applied evenly to all Group companies. Financial transactions are recognised according to the trade date.

The accounting standards used to prepare the condensed consolidated financial statements, as well as the recognition and measurement criteria and the consolidation principles applied, comply with those adopted for the consolidated financial statements as at 31 December 2014 with the exception of the new principles adopted.

### **3.2 Use of estimates**

In order to prepare the consolidated interim financial statements, the management is required to use estimates and assumptions which affect the carrying amounts of revenues, costs, assets and liabilities reported in the financial statements and the information regarding contingent assets and liabilities at the reporting date for the condensed consolidated interim financial statements. If, in the future, these estimates and assumptions, which are based on the management's best evaluation, should differ from actual circumstances, they will be altered appropriately during the period in which the circumstances change and the effects of any changes will be immediately recognised in the income statement.

For a more detailed description of the most important evaluation methods used for the Group, refer to the chapter on the "Use of estimates" in the consolidated financial statements as at 31 December 2014.

It should also be pointed out that these evaluation processes, especially the more complex ones, such as determining any losses for non current assets, are usually only conducted in full during the compiling of the annual financial statement, when all the required information is available, except in cases where there are impairment indicators that require an immediate evaluation of any losses.

## **4. Approval of the interim financial statements as at 30 June 2015**

The interim financial statements as at 30 June 2015 were approved by the Board of Directors on 30 July 2015.

## **5. Scope of consolidation**

The scope of consolidation as of 30 June 2015, comprises the following subsidiaries of YOOX S.p.A.:

- YOOX Corporation, formed in 2002 to manage sales activities in America;
- YOOX Japan, formed in 2004 to manage sales activities in Japan;
- Mishang Trading (Shanghai) Co. Ltd. established in the fourth quarter of 2010 to manage sales in China;
- YOOX Asia Limited established in the second quarter of 2011 to manage sales in the Asia-Pacific area.

As at 30 June 2015 the scope of consolidation includes the following companies:

<i>Company</i>	<i>Registered office</i>	<i>Share capital at 30 June 2015 (Thousand Euro)</i>	<i>Percentage held as at 30 June 2015</i>
YOOX	Via Nannetti, 1– 40069 Zola Predosa – Bologna, Italy	621	-
YOOX Corporation	15 East North Dover, Delaware 19901, United States of America	372	100%
YOOX Japan	4F Oak Omotesando, 3-6-1 Kita-aoyama, Minato-ku Tokyo 107-0061	75	100%
Mishang Trading (Shanghai) Co. Ltd	Floor 6, Donglong Building No. 223 Xikang Road, Jing-'an District 200050 SHANGHAI	6,000	100%
YOOX Asia Limited	Unit 2702 27/F The Centrium, 60 Wyndham Street Central, Hong Kong (CN)	91	100%

The scope of consolidation at 30 June 2015 has not changed since 31 December 2014.

The exchange rates used for converting the financial statements and account balances into currencies other than the Euro as at 30 June 2015, 31 December 2014 and 30 June 2014 are the following ones (*source: www.bancaditalia.it*):

	<b>Exchange rate at 30/06/2015</b>	<b>Average exchange rate for the half-year under review</b>
USD	1.1189	1.1158
YEN	137.01	134.20
CNY	6.9366	6.9408
HKD	8.6740	8.6517
GBP	0.7114	0.7323
RUB	62.355	64.641

	<b>Exchange rate at 31/12/2014</b>	<b>Average exchange rate for 2014</b>
USD	1.2141	1.3285
YEN	145.23	140.31
CNY	7.5358	8.1857
HKD	9.4170	10.302
GBP	0.7789	0.8061
RUB	72.337	50.952

	<b>Exchange rate at 30/06/2014</b>	<b>Average exchange rate for the half-year under review</b>
USD	1.3658	1.3703
YEN	138.44	140.40
CNY	8.4722	8.4500
HKD	10.586	10.537
GBP	0.8015	0.8213
RUB	46.378	47.992

The foreign currencies are reported against Euro units.





## 6. Changes to accounting standards, new accounting standards, changes to estimates and reclassifications

The IASB published no amendments or new accounting standards during 2015.

### Amendments and revised accounting standards applied by the Group for the first time

From 1 January 2015, the following interpretation came into force:

#### IFRIC 21 – Levies

The IASB issued IFRIC 21 – *Levies*, an interpretation of IAS 37 – *Potential provisions, liabilities and assets*. The interpretation provides clarifications on the recognition of liabilities for the payment of levies other than income taxes.

The initial application of the interpretation has not had any significant impact on the consolidated financial statements of the Group.

The possible adoption of this interpretation in the comparable accounting periods would not have involved differences on the financial statement balances.

### Amendments and interpretations that came into effect from 1 January 2015 but that are not relevant for the Group

The IASB has not published any amendments or interpretations that came into effect from 1 January 2015 that are not relevant for the Group.

### New accounting standards and amendments not applicable in 2015 and not adopted in advance

The IASB has not published significant amendments and interpretations for the preparation of the condensed consolidated interim financial statements as at 30 June 2015.

## 7. Segment reporting (business lines)

The Group's operating segments were determined on the basis of the reporting information used by senior management when making strategic decisions. This reporting information, which also reflects the Group's current organisational structure, is based on the various products and services provided and was produced using the accounting standards described above (IAS/IFRS).

The operating segments generate revenue from the specific production and sales activities described below:

1. Multi-brand, which includes activities relating to the multi-brand online stores yoox.com, thecorner.com and, from March 2012, shooscribe.com, described in the Directors' Report;
2. Mono-brand, comprising the design, creation and management, on an exclusive basis, of the online stores of some of the leading global fashion brands. The Group is therefore the strategic partner for these brands in this specific sales channel. The goods available in the online stores are sold and invoiced directly to end customers by YOOX.

The Group also has a Corporate and Central Services Area that directs and coordinates the Group's activities. This Area also plays a key role in facilitating the operational integration of the various Areas and in supporting the activities directly associated with the operating segments. This Area includes Group management and the administrative, finance and control, legal, general services, human resources, communication and image, technology, investor relations and internal audit functions.

The Group evaluates the performance of its business lines according to their operating results, these being the results generated by ordinary operations.



The segment revenues shown are those directly generated by or attributable to the segment and derive from its core activity. They include solely the revenues earned from transactions with third parties, since no revenue is generated from transactions with other segments. Segment costs comprise the direct costs charged by third parties in relation to the operating activities of the segment or directly attributable to the segment. No costs are incurred in relation to other operating segments.

The operational reporting system used by senior management to evaluate business performance does not envisage the allocation of amortisation, depreciation and non-monetary income and expenses to the operating segments, and the information presented here is consistent with this reporting system.

General expenses and other non-recurring income and expenses, financial income and expenses and taxes incurred in Group operations remain the responsibility of the Corporate Area since they are not related to the operations of the segments, and are posted under "Corporate".

All the income components presented are measured using the same accounting criteria as those adopted to prepare the Group's condensed consolidated interim financial statements.

Income statement figures for each operating segment as at 30 June 2015 with a reconciliation of entries with the Group's income statement, is presented below:

<i>Description</i>	<i>Multi-brand</i>		<i>Mono-brand</i>		<i>Corporate</i>		<i>Group total</i>	
	<i>June 2015</i>	<i>June 2014</i>	<i>June 2015</i>	<i>June 2014</i>	<i>June 2015</i>	<i>June 2014</i>	<i>June 2015</i>	<i>June 2014</i>
<b>Business line net revenue</b>	<b>206,791</b>	<b>173,880</b>	<b>77,761</b>	<b>64,108</b>	-	-	<b>284,552</b>	<b>237,989</b>
<b>Business line operating profit</b>	<b>29,142</b>	<b>25,364</b>	<b>15,260</b>	<b>12,865</b>	-	-	<b>44,402</b>	<b>38,229</b>
Reconciliation with Group results:								
General expenses	-	-	-	-	(35,006)	(27,158)	<b>(35,006)</b>	<b>(27,158)</b>
Other depreciation and amortisation not attributable to business lines	-	-	-	-	(3,372)	(3,292)	<b>(3,372)</b>	<b>(3,292)</b>
Other income and expenses	-	-	-	-	(2,508)	(1,563)	<b>(2,508)</b>	<b>(1,563)</b>
Non-recurring expenses	-	-	-	-	(5,209)	-	<b>(5,209)</b>	-
Other items	-	-	-	-	-	-	-	-
<b>Group operating profit/(loss)</b>	<b>29,142</b>	<b>25,364</b>	<b>15,260</b>	<b>12,865</b>	<b>(46,095)</b>	<b>(32,013)</b>	<b>(1,693)</b>	<b>6,216</b>
Result of equity investments					94	(514)	<b>94</b>	<b>(514)</b>
Financial income					6,425	305	<b>6,425</b>	<b>305</b>
Financial expenses					(5,316)	(1,590)	<b>(5,316)</b>	<b>(1,590)</b>
<b>Profit before tax</b>							<b>(491)</b>	<b>4,417</b>
Taxes					618	(1,861)	<b>618</b>	<b>(1,861)</b>
<b>Profit for the period</b>							<b>127</b>	<b>2,556</b>



## 8. Information by geographical area

Revenues generated by the Group from transactions with third-party customers break down as follows:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>
Italy	43,884	38,698
Europe (excluding Italy)	127,214	113,705
North America	70,483	50,127
Japan	19,867	18,393
Other countries	20,201	12,095
Not country related	2,904	4,970
<b>Total</b>	<b>284,552</b>	<b>237,989</b>

The “Not country related” item includes the set-up and maintenance activities for the online stores, for the media partnership projects in the Multi-brand business line, for web marketing and web design services in the Mono-brand business line, and for other services offered to Mono-brand partners.

The table showing revenues by geographical area complies with the Group control model: only sales to online customers are allocated by country in the actual control model.

In the first six months of 2015 and in 2014, revenues generated from transactions with the largest third-party customer did not exceed 10% of the Group’s total revenues.

## 9. Notes to the statement of financial position, income statement and statement of cash flows

### *Income statement*

#### 9.1 Net revenues

The Group’s total net revenues as at 30 June 2015 and as at 30 June 2014 break down as follows:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Net revenues from sales of goods	274,797	228,110	46,697
Net revenues from the provision of services	9,755	9,888	(133)
<b>Total</b>	<b>284,552</b>	<b>237,989</b>	<b>46,563</b>

Total net revenues increased going from Euro 237,989 thousand in the first half of 2014 to Euro 284,552 thousand in the first half of 2015, with an increase of 19.6%. Total net revenues from sales include all revenues arising from the sale of goods, net of customer discounts and returns and revenues from the provision of services.

The rise in net revenues from sales in the first half of 2015 is mainly due to the upward trend in sales volumes.

For further details on the breakdown of revenues by geographical area and by operating segment, please see Note 7 Segment reporting and Note 8 Information by geographical area.

Revenues from the sale of goods is reported net of sales returns, amounting to Euro 109,039 thousand in the first half of 2015, or 29% of gross revenues for the first half of 2015 (revenues from the sale of goods before customer returns in the first half of 2015) and Euro 88,058 thousand in the first half of 2014, or 28.3% of gross revenues in the first half of 2014 (revenues from the sale of goods before customer returns in the first half of 2014). Returns are an inherent part of the Group’s business activities, as a result of the protection afforded to consumers under distance-selling - and specifically e-commerce - regulations in force in the countries where the Group operates.

Net revenues from the provision of services declined by 1.3% from Euro 9,888 thousand in the first half of 2014 to Euro 9,755 thousand in the first half of 2015, mainly including:

- the recharging of transport services for sales to the end customer (in certain countries the customer also pays for return shipments), net of refunds made if the customer returns the goods sold;



- revenues from the set-up fees charged to create the online stores and fees charged to Strategic Partners in the Mono-brand business line for assistance in maintaining the online stores;
- revenues generated from the sale of media partnership projects and web marketing services.

## 9.2 Cost of goods sold

The cost of goods sold came to Euro 179,300 thousand (equal to 63% of net revenues) for the period ended as at 30 June 2015 compared with Euro 151,765 thousand (equal to 63.8% of net revenues) for the period ended as at 30 June 2014. The item cost of goods sold includes both costs of the purchase of goods destined for sale and costs of services and other costs.

The following table shows a breakdown of the cost of goods sold by nature:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Change in inventories of goods	42,931	20,442	22,488
Purchase of goods	(197,600)	(151,363)	(46,237)
Cost of services	(22,737)	(19,122)	(3,615)
Other costs	(1,895)	(1,722)	(173)
<b>Total</b>	<b>(179,300)</b>	<b>(151,765)</b>	<b>(27,536)</b>

The cost of purchasing goods went from Euro 151,363 thousand in the first half of 2014 to Euro 197,600 thousand in the first half of 2015. It comprises the procurement costs of goods destined for resale and its absolute value is directly correlated with the performance of volumes sold.

Service costs increased by 18.9%, from Euro 19,122 thousand in the first half of 2014 to Euro 22,737 thousand in the first half of 2015. This item includes transportation costs for sales and returns. A portion of the transportation costs is invoiced directly to the end customer and recognised as revenue from the provision of services, net of refunds on customer returns.

Other costs increased by 10%, from Euro 1,722 thousand in the first half of 2014 to Euro 1,895 thousand in the first half of 2015. These costs mainly comprise transportation costs for purchases, and the internal personnel costs and external supplier costs incurred to set up and maintain the websites of Mono-brand Strategic Partners.

## 9.3 Fulfilment costs

Fulfilment costs came in at Euro 29,655 thousand (10.4% of net revenues) for the period ended 30 June 2015, compared with Euro 25,232 thousand (10.6% of net revenues) in the first six months of 2014, an increase of Euro 4,423 thousand.

This cost comprises operational expenses incurred from digital production, cataloguing and quality control, from warehouse logistics, and from customer services, including call centre services and customer care.

The following table shows the breakdown of fulfilment costs:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Service costs and other costs	(22,644)	(18,505)	(4,140)
Personnel expenses	(3,641)	(3,438)	(202)
Depreciation and amortisation	(3,370)	(3,289)	(82)
<b>Total</b>	<b>(29,655)</b>	<b>(25,232)</b>	<b>(4,423)</b>

Service costs and other costs increased by 22.4%, from Euro 18,505 thousand in the first half of 2014 to Euro 22,644 thousand in the first half of 2015. They mainly comprise service costs for handling and packaging goods and costs relating to outsourced production processes.

Personnel expenses went from Euro 3,438 thousand in the first half of 2014 to Euro 3,641 thousand in the first half of 2015, an increase of 5.9% due both to an increase in the number of staff employed in this division, which went from 165 as at 30 June 2014 to 189 as at 30 June 2015, of which 23 members of staff as at 30 June 2014 were located in offices overseas and this figure stood at 31 as at 30 June 2015, and to the decrease in the cost



of Stock Option plans and the company incentive plan which went from Euro 97 thousand in the first half of 2014 to Euro 0 thousand in the first half of 2015. It should be noted that in addition to the cost of employees, personnel expenses also include cost of interns, partners and consultants that comes under personnel expenses.

#### 9.4 Sales and marketing costs

The cost for business expenses came to Euro 34,567 thousand (12.1% of net revenues) for the half-year ending 30 June 2015 compared with Euro 26,055 thousand (10.9% of net revenues) for the half-year ending 30 June 2014, an increase of 32.7%.

These expenses relate to departments operating in sales. A portion of the costs are for personnel working in sales and marketing. The item also contains web marketing costs, costs for charges on credit card transactions and other methods of payment made to intermediaries for payment collection services, as well as expenses relating to customs duties on purchases relating to the import and export of goods sold.

The following table shows the breakdown of sales and marketing costs:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Cost of services	(23,738)	(18,420)	(5,318)
Personnel expenses	(9,085)	(6,294)	(2,791)
Depreciation and amortisation	(2)	(3)	1
Other costs	(1,742)	(1,338)	(404)
<b>Total</b>	<b>(34,567)</b>	<b>(26,055)</b>	<b>(8,512)</b>

The cost of services rose by 29.8% from Euro 18,420 thousand in the first half of 2014 to Euro 23,738 thousand in the first half of 2015. The main components of service costs incurred in the first half of 2014 are primarily:

- web marketing costs of Euro 8,575 thousand (Euro 5,548 thousand in the first half of 2014). These costs relate to the purchasing of online advertising, the negotiation and implementation of marketing agreements and the development of new partnerships and the commercial and technical management of existing partnerships, mainly for the Multi-brand business line;
- costs incurred for commissions on credit card transactions and other related methods of payment to intermediaries for payment collection services of Euro 5,027 thousand (Euro 4,189 thousand in the first half of 2014);
- import and export duties totalling Euro 7,193 thousand (Euro 5,590 thousand in the first half of 2014).

Personnel expenses went from Euro 6,294 thousand in the first half of 2014 to Euro 9,085 thousand in the first half of 2015, an increase of 44.3% due to an increase in staff employed in this division from 247 as at 30 June 2014 to 313 as at 30 June 2015, of which 40 members of staff as at 30 June 2014 were located in offices overseas and this figure stood at 40 as at 30 June 2015, and to the decrease in the cost of Stock Option plans and the company incentive plan which went from Euro 4 thousand in the first half of 2014 to Euro 0 thousand in the first half of 2015. It should be noted that in addition to the cost of employees, personnel expenses also include cost of interns, partners and consultants that comes under personnel expenses.

Other costs increased by 30.2%, from Euro 1,338 thousand in the first half of 2014 to Euro 1,742 thousand in the first half of 2015. This item mainly comprises costs incurred for fraud relating to online sales, which increased by 54.2% going from Euro 563 thousand in the first half of 2014 to Euro 868 thousand in the first half of 2015.

#### 9.5 General expenses

General expenses include all the overhead costs of the Group's various offices pertaining to personnel management, administration, finance and control, communications and image, general management, general services and technological services.

General expenses were up 28.9% in the first half of 2015 at Euro 35,006 thousand, compared with Euro 27,158 thousand in the first half of 2014.



General expenses can be broken down as follows:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Cost of services	(14,631)	(11,068)	(3,563)
Personnel expenses	(9,102)	(7,721)	(1,381)
Depreciation and amortisation	(11,272)	(8,368)	(2,904)
<b>Total</b>	<b>(35,006)</b>	<b>(27,158)</b>	<b>(7,848)</b>

The cost of services rose by 32.2% from Euro 11,068 thousand in the first half of 2014 to Euro 14,631 thousand in the first half of 2015.

Personnel expenses went from Euro 7,721 thousand in the first half of 2014 to Euro 9,102 thousand in the first half of 2015, an increase of 17.9% due both to an increase in the number of staff employed in this division, which went from 382 as at 30 June 2014 to 453 as at 30 June 2015, of which 23 members of staff as at 30 June 2014 were located in offices overseas and this figure stood at 16 as at 30 June 2015, and to the increase in the cost of Stock Option plans and the company incentive plan which went from Euro 714 thousand in the first half of 2014 to Euro 1,014 thousand in the first half of 2015. It should be noted that in addition to the cost of employees, personnel expenses also include cost of interns, partners and consultants that comes under personnel expenses.

Depreciation and amortisation increased by 34.7%, from Euro 8,368 thousand in the first half of 2014 to Euro 11,272 thousand in the first half of 2015.

## 9.6 Other income and expenses

Other income and expenses came to a total of Euro 2,508 thousand for the period ending as at 30 June 2015 over Euro 1,563 thousand for the period ending 30 June 2014, an increase of Euro 945 thousand.

Other income and expenses can be broken down as follows:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Extraordinary income/liabilities	(1,821)	(687)	(1,134)
Theft and losses	(581)	(438)	(143)
Other tax charges	(99)	(125)	25
Other income and expenses	117	(267)	384
Provisions for sundry risks	(116)	(127)	11
Reimbursements	(8)	81	(89)
<b>Total</b>	<b>(2,508)</b>	<b>(1,563)</b>	<b>(945)</b>

Extraordinary income/liabilities showed a negative balance of Euro 1,821 thousand (Euro 687 thousand in the first half of 2014). The item includes income and expenses derived from routine management activities.

Theft and losses relates to the theft and losses of goods destined for final customers that have already occurred at the closing date of the period.

Other financial expenses went from Euro 125 thousand in the first half of 2014 to Euro 99 thousand in the first half of 2015.

Provisions for sundry risks in the first half of 2015 relate to the estimated charge incurred due to theft and loss of goods not identified as missing at year end.

## 9.7 Non-recurring expenses

Non-recurring expenses equal to Euro 5,209 thousand at 30 June 2015 are due to the merger transaction with THE NET-A-PORTER GROUP Limited and mainly include expenses for consulting, legal, tax, accounting, financial and strategic services, as well as general expenses connected with the transaction.



## 9.8 Operating profit

As required by IAS 1, the following is a breakdown of costs by nature used to determine the operating margin.

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Net revenues	284,552	237,989	46,563
Changes in inventories	42,931	20,442	22,488
Purchase of goods	(197,600)	(151,363)	(46,237)
Services	(83,751)	(67,115)	(16,635)
Personnel expenses	(21,827)	(17,453)	(4,374)
Amortisations and depreciations	(14,645)	(11,661)	(2,984)
Other costs and revenues	(11,354)	(4,623)	(6,731)
<b>Total</b>	<b>(1,693)</b>	<b>6,216</b>	<b>(7,909)</b>

Operating profit went from Euro 6,216 thousand as at 30 June 2014 to Euro -1,693 thousand as at 30 June 2015, representing 2.6% of net revenues in the first half of 2014 compared with -0.6% in the first half of 2015.

Personnel expenses include all employment related expenses, such as merit pay rises, promotions, cost-of-living adjustments, variable remuneration for 2014, unused leave and accruals to legal reserves required under collective agreement, as well as related social security contributions and the contributions to the post-employment benefits for Parent employees. These costs also include the fair value of stock options and the company incentive plan for employees, between the allocation and vesting dates, with a direct matching entry in equity and payables to staff.

As at 30 June 2015, the Group headcount was 20% higher than in the same period of the previous year, corresponding to a net increase of 161 employees. The table below shows a breakdown of the headcount as at 30 June 2015 compared with that as at 30 June 2014<sup>29</sup>.

<i>No.</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Managers	31	32	(1)
Junior managers	74	58	16
Employees and trainees	763	618	145
Abroad	87	86	1
<b>Total headcount</b>	<b>955</b>	<b>794</b>	<b>161</b>

## 9.9 Result of equity investments

The result of equity investments as at 30 June 2015 is equal to Euro 94 thousand and relates to the profit for the first half of 2015 for the share of the investment in the associate company. For more information, refer to paragraph 9.16.

## 9.10 Financial income

Financial income went from Euro 305 thousand in the first half of 2014 to Euro 6,425 thousand in the first half of 2015.

The following table shows the breakdown of financial income:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Exchange rate gains	5,865	166	5,699
Other financial income	292	10	283
Interest income on current account	260	118	142
Interest income to associate	7	11	(4)
<b>Total</b>	<b>6,425</b>	<b>305</b>	<b>6,120</b>

<sup>29</sup> The headcount does not include the Chief Executive Officer of YOOX S.p.A., *interns* or consultants.



Exchange rate gains went from Euro 166 thousand in the first half of 2014 to Euro 5,865 thousand in the first half of 2015. They mainly relate to the conversion of items to US dollars, Japanese yen and Chinese renminbi and are closely connected to the ordinary sale and purchase of goods.

### 9.11 Financial expenses

Financial expenses went from Euro 1,590 thousand in the first half of 2014 to Euro 5,316 thousand in the first half of 2015.

The following table shows the breakdown of financial expenses:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Exchange rate losses	(3,607)	(703)	(2,904)
Other financial expenses	(827)	(261)	(566)
interest expenses	(882)	(625)	(257)
<b>Total</b>	<b>(5,316)</b>	<b>(1,590)</b>	<b>(3,726)</b>

Exchange rate losses totalled Euro 703 thousand in the first half of 2014 and Euro 3,607 thousand in the first half of 2015. They mainly relate to the conversion of items to US dollars, Japanese yen and Chinese renminbi and are closely connected to the ordinary sale and purchase of goods.

### 9.12 Tax

Income tax for the period can be broken down as follows:

<i>Description</i>	<i>30 June 2015</i>	<i>30 June 2014</i>	<i>Change</i>
Current corporate income tax - Parent Company <sup>(1)</sup>	(174)	(890)	716
Current regional income tax - Parent Company <sup>(2)</sup>	(18)	(299)	281
Current income tax - foreign companies	(2,509)	(1,740)	(769)
Deferred taxes	3,320	1,069	2,251
<b>Total taxes</b>	<b>618</b>	<b>(1,861)</b>	<b>2,479</b>

<sup>(1)</sup> IRES: Imposta sul Reddito delle Società (Corporate or Company Tax)

<sup>(2)</sup> IRAP: Imposta Regionale sulle Attività Produttive (Regional Tax on Production Activities)

The Group has incurred a lower tax burden in absolute terms compared with the situation at 30 June 2014. Current taxes have decreased from Euro 2,930 thousand to Euro 2,701 thousand.

IRAP taxes fell by 94% for the Parent (IRAP was Euro 18 thousand at 30 June 2015 compared to Euro 299 thousand at 30 June 2014). IRES taxes for the Parent Company, at Euro 174 thousand, showed a decrease equal to Euro 716 thousand, which was exclusively attributable to the increase [sic] in taxable income.

Taxes for Group overseas companies for the period to 30 June 2015 amounted to approximately Euro 2,509 thousand. The tax liability as at 30 June 2015 was estimated based on the historical trend of the Group's tax rate, considered representative of the best estimate of the full-year tax rate.





### 9.13 Basic and diluted earnings per share

The following table shows the calculation of the basic earnings per share (Basic EPS) and diluted earnings per share (Diluted EPS) reported in the consolidated income statement.

<b>Calculation of basic EPS</b>	<b>30 June 2015</b>	<b>30 June 2014</b>
Basic earnings	127	2,556
Average number of ordinary shares	62,029,563	58,576,089
<b>Basic EPS</b>	<b>0.00</b>	<b>0.04</b>

<b>Calculation of diluted EPS</b>	<b>30 June 2015</b>	<b>30 June 2014</b>
Basic earnings	127	2,556
Average number of ordinary shares	62,029,563	58,576,089
Average number of shares granted without consideration	2,689,995	4,635,032
Total	64,719,558	63,211,121
<b>Diluted EPS</b>	<b>0.00</b>	<b>0.04</b>

The average number of shares granted without consideration as at 30 June 2015 and 30 June 2014 and used to calculate diluted EPS relates to the granting of shares under existing stock option plans which, as stated in IFRS 2, can be converted on the basis of vesting conditions in the respective years.

In calculating the basic earnings per share (Basic EPS) and the diluted earnings per share (Diluted EPS) given in the table above, the repurchase of 162,000 treasury shares which took place between 2 July 2010 and 7 November 2011 has been taken into account. Treasury shares repurchased were deducted in the calculation of the average number of outstanding ordinary shares net of 31,338 shares, 4,801 shares, 20,255 shares, 378 shares, 48,464 shares, 4,829 shares and 24,596 shares relating to the Company Incentive Plan, granted respectively on 6 August 2012, 10 January 2013, 27 May 2013, 3 June 2013, 1 August 2013, 14 January 2014 and 13 May 2014 to 46 beneficiaries and 10,000 shares granted on 16 January 2015.

### *Statement of financial position*

#### 9.14 Property, plant and equipment

As at 30 June 2015, property, plant and equipment totalled Euro 38,272 thousand. The following is a summary of changes therein in the first half of 2015:



<i>Description</i>	Historical cost as at 31/12/2014	Increases	Decreases	Historical cost as at 30/06/2015	Acc. amortisation as at 31/12/2014	Amort.	Utilisation	Acc. amortisation as at 30/06/2015	Net carrying amount as at 31/12/2014	Net carrying amount as at 30/06/2015
<b>Plant and equipment</b>	<b>38,451</b>	<b>5,687</b>	.	<b>44,137</b>	<b>(15,725)</b>	<b>(2,700)</b>	-	<b>(18,425)</b>	<b>22,726</b>	<b>25,712</b>
<b>Buildings</b>	<b>8,277</b>	<b>460</b>	<b>(65)</b>	<b>8,672</b>	<b>(4,932)</b>	<b>(656)</b>	<b>20</b>	<b>(5,568)</b>	<b>3,345</b>	<b>3,104</b>
Leasehold improvements	8,277	460	(65)	8,672	(4,932)	(656)	20	(5,568)	3,345	3,104
<b>Industrial and commercial equipment</b>	<b>3,702</b>	<b>160</b>	<b>(21)</b>	<b>3,841</b>	<b>(1,874)</b>	<b>(246)</b>	<b>17</b>	<b>(2,103)</b>	<b>1,828</b>	<b>1,737</b>
<b>Other assets</b>	<b>15,865</b>	<b>1,044</b>	<b>(108)</b>	<b>16,802</b>	<b>(8,101)</b>	<b>(1,343)</b>	<b>65</b>	<b>(9,380)</b>	<b>7,764</b>	<b>7,422</b>
Furniture and furnishings	2,177	80	-	2,257	(1,510)	(113)	-	(1,623)	668	634
Electronic equipment	13,565	964	(108)	14,422	(6,474)	(1,228)	65	(7,637)	7,091	6,785
Other Tangible Assets	122	-	-	122	(118)	(2)	-	(120)	4	2
<b>Assets under construction and payments on account</b>	-	<b>296</b>	-	<b>296</b>	-	-	-	-	-	<b>296</b>
<b>General Total</b>	<b>66,295</b>	<b>7,647</b>	<b>(194)</b>	<b>73,748</b>	<b>(30,632)</b>	<b>(4,946)</b>	<b>102</b>	<b>(35,476)</b>	<b>35,663</b>	<b>38,272</b>

Investments in property, plant and equipment equal to Euro 7,647 thousand are mainly related to investments in plant and machines for Euro 5,687 and electronic equipment for Euro 964 thousand and in equipment for Euro 160 thousand.

The decrease in the category “Leasehold improvements” equal to Euro 241 thousand is due essentially to combined effect of permanent rebuilding works on buildings rented for offices in which the Group operates and to depreciation and amortisation for the period.

Depreciation in the period totalled Euro 4,946 thousand.

Note that as at 30 June 2015, there were no liens or mortgages on YOOX Group tangible assets.

Also note that in the first half of 2015, there were no write-downs or revaluations carried out on tangible assets. In the period under review, no borrowing costs were ascribed to asset entries in the statement of financial position.

### **9.15 Intangible assets with finite useful life**

Intangible assets amounted to Euro 43,823 thousand as at 30 June 2015.

The following is a summary of changes in intangible assets with finite useful life in the first half of 2015:

<i>Description</i>	Historical cost as at 31/12/2014	Increases	Decreases	Historical cost as at 30/06/2015	Acc. amortisation as at 31/12/2014	Amort.	Acc. amortisation as at 30/06/2015	Net carrying amount as at 31/12/2014	Net carrying amount as at 30/06/2015
<b>Development costs</b>	68,882	-	-	68,882	(35,370)	(8,537)	(43,907)	33,512	24,975
<b>Software and licences</b>	8,781	2,180	-	10,961	(6,801)	(1,114)	(7,915)	1,980	3,046
<b>Brands and other rights</b>	378	-	-	378	(227)	(16)	(242)	151	136
Trademarks and patents	378	-	-	378	(227)	(16)	(242)	151	136
<b>Assets under development</b>	-	15,656	-	15,656	-	-	-	-	15,656
<b>Other</b>	1,962	-	-	1,962	(1,918)	(32)	(1,950)	44	12
Other intangible assets	1,962	-	-	1,962	(1,918)	(32)	(1,950)	44	12
<b>General Total</b>	<b>80,003</b>	<b>17,836</b>	-	<b>97,839</b>	<b>(44,317)</b>	<b>(9,699)</b>	<b>(54,016)</b>	<b>35,685</b>	<b>43,823</b>

The principal changes in these items during the period are described below.

*Development costs*

During the first half of 2015, the item development costs increased by Euro 12,015 thousand (recorded as at 30 June 2015 as capitalisation as yet unfinished) due entirely to multi-year investment projects made by the Group. These are costs incurred by YOOX S.p.A. for specific projects aimed at the ongoing development of innovative solutions for the creation and management of online stores. Development projects have been classified according to the area in which the various initiatives take place: development of e-commerce functionality, development of instruments supporting productivity, security and performance.

These costs relate both to internal personnel costs and to the costs of services provided by third parties. In line with the strategy defined in previous years, the number of development projects outsourced to external suppliers increased significantly. Expenses for research-related activities, which are carried out with a view to obtaining new scientific or technical knowledge and discoveries, are recognised in the income statement at the time they are incurred.

*Software and licences*

The increase of Euro 2,180 thousand for this item is due to the combined effect of the capitalisation of multi-year expenses mainly relating to the purchase of software licences for the creation of online store infrastructures and depreciation for the period. Note the presence in the first half of 2015 of Euro 3,641 thousand for software and licences recorded as capitalisation as yet unfinished.

Depreciation in the period totalled Euro 9,699 thousand.

**9.16 Investments in associated companies**

The non-current item as at 30 June 2015 stood at Euro 59 thousand.

<b>Description</b>	<b>Balance as at 30/06/2015</b>	<b>Balance as at 31/12/2014</b>	<b>Change</b>
Investments in associated company E_lite	59	59	-
<b>Total</b>	<b>59</b>	<b>59</b>	<b>-</b>

The share of the loss of the group investment accounted for using the net equity method as at 30 June 2015 is equal to Euro 94 thousand and was covered through a fund to hedge future losses taken out for losses recorded before 2014.

**9.17 Deferred tax assets**

<b>Description</b>	<b>Balance as at 30/06/2015</b>	<b>Balance as at 31/12/2014</b>	<b>Change</b>
Deferred tax assets	13,979	10,021	3,958
<b>Total</b>	<b>13,979</b>	<b>10,021</b>	<b>3,958</b>

Deferred tax assets rose by 39.5% from Euro 10,021 thousand as at 31 December 2014 to Euro 13,979 thousand as at 30 June 2015.

**9.18 Other non-current financial assets**

Other non-current financial assets totalled Euro 1,158 thousand as at 30 June 2015 (Euro 999 thousand as at 31 December 2014). These largely relate to rental contracts and contracts for the supply of electricity and gas, and to the existing relationships with Paymentech relating to retentions to guarantee the repayments due for returns made against sales. Other non-current financial assets are due to be repaid in more than 5 years' time.

## 9.19 Inventories

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Inventories	273,957	222,834	51,123
<b>Total</b>	<b>273,957</b>	<b>222,834</b>	<b>51,123</b>

Inventories as at 30 June 2015 and 31 December 2014 break down as follows:

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Inventories of raw materials, consumables and supplies	1,822	1,372	450
<b>Total</b>	<b>1,822</b>	<b>1,372</b>	<b>450</b>
Finished products and goods	281,812	228,239	53,573
Provision for obsolete finished products and goods	(9,678)	(6,778)	(2,900)
<b>Total</b>	<b>272,134</b>	<b>221,461</b>	<b>50,673</b>
<b>Total net inventories</b>	<b>273,957</b>	<b>222,834</b>	<b>51,123</b>

Inventories rose by 22.94% from Euro 222,834 thousand as at 31 December 2014 to Euro 273,957 thousand as at 30 June 2015, and relate to goods that have been purchased for subsequent resale online.

The increase that can be observed is only partly connected to the growth in volumes in the first half of 2015. The Group's business model makes provision for the early procurement of the goods in relation to the sales season.

Goods from previous collections and/or obsolete goods are written down with a provision for obsolete finished products and goods, calculated using the estimated realisable value of the goods.

The reserve for obsolete finished products and goods has a carrying amount deemed appropriate for the actual quantities of obsolete or slow-moving goods on hand.

## 9.20 Trade receivables

The breakdown of trade receivables as at 30 June 2015 is as follows:

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Due from customers	8,781	6,753	2,028
Other trade receivables	4,730	8,104	(3,374)
Allowance for impairment	(126)	(126)	-
<b>Total</b>	<b>13,386</b>	<b>14,732</b>	<b>(1,346)</b>

The receivables due from customers are fully recoverable within 12 months and relate to trade receivables for the sale of goods to individuals.

Other trade receivables mainly relate to receivables from online stores, chiefly for the provision of services. This item includes, among other things, services in progress which refer to set-up fees incurred by the Group in relation to strategic partners for the design and implementation activities the Group carries out for online stores.

The Allowance for impairment was not used during the course of the half year. There was no need to make an allocation to the allowance for impairment.

Pursuant to IFRS 7, Note 10 provides information on the maximum credit risk classed according to due dates, gross of the allowance for impairment.



## 9.21 Other current assets

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Other current assets	9,899	7,510	2,390
<b>Total</b>	<b>9,899</b>	<b>7,510</b>	<b>2,390</b>

The following is a breakdown of other current assets as at 30 June 2015:

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Other receivables	1,042	590	452
Allowance for impairment – receivables from others	(221)	(221)	-
Advances to suppliers	133	153	(20)
Travel and payroll advances to employees	4	8	(5)
Prepayments and accrued income	5,019	4,390	629
Tax receivables	3,922	2,589	1,333
<b>Total</b>	<b>9,899</b>	<b>7,510</b>	<b>2,390</b>

“Other receivables” includes:

- mainly credit notes received from suppliers for which the latter must still refund money to the Company and from advance payments to the supplier for the purchase of goods for which the corresponding goods have not yet been received (e.g.: payments on order, prepayments);
- Euro 216 thousand in receivables for sums paid to the Parent's tax representative in Greece and fully impaired.

The increase as at 30 June 2015 compared with 31 December 2014 is due to the combined effect of the greater amount of tax credits and the lower value of suspended services which will be manifest in economic terms in later periods.

The allowance for impairment – receivables from others, as previously mentioned, relates to the loan to the Greek tax representative, which is deemed unrecoverable.

The “Prepayments” item mainly comprises costs relating to future periods but incurred in the first half of 2015. It mainly includes software licence fees, insurance costs and rental costs.

Tax receivables, which are fully recoverable by the end of the following year, mainly comprise receivables for direct tax payments on account and VAT receivables.

## 9.22 Cash and cash equivalents and financial current assets

The breakdown of the item Cash and cash equivalents as at 30 June 2015 is as follows:

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Bank and postal accounts	103,246	118,017	(14,771)
Cash and cash equivalents on hand	23	11	11
<b>Total</b>	<b>103,269</b>	<b>118,028</b>	<b>(14,760)</b>

The following is a breakdown of other current financial assets as at 30 June 2015:

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Due from acquirers	8,380	8,855	(475)
Investments	10,058	-	10,058
Due from associate companies	240	42	198
Financial prepayments	1,761	642	1,119
<b>Total</b>	<b>20,439</b>	<b>9,539</b>	<b>10,900</b>

Cash and cash equivalents totalled Euro 103,269 thousand as at 30 June 2015, and are made up of cash, negotiable instruments and demand deposits or short-term deposits with banks, which are actually available and readily usable.

Current financial assets, equal to Euro 20,439 thousand relate to receivables due from acquirers, receivables due from the associate company E\_lite, receivables due from interest-bearing deposits and to the share of financial expenses relating to later periods.

### 9.23 Shareholders' Equity attributable to owners of the Parent

The breakdown of changes in equity as at 30 June 2015 is presented in a separate table.

The share capital of Euro 620,992 thousand as at 30 June 2015 (Euro 619,640 thousand as at 31 December 2014) increased over the course of the first half of 2015 following the exercise of the Stock Option on the part of the beneficiaries in question. Note that on 23 March 2015 and on 14 April 2015, 59,800 and 75,400 ordinary shares, respectively were allocated following the exercising of 1,150 and 1,450 options relating to the 2007-2012 plan for an overall amount of Euro 1,352.

The reserves are composed as follows:

- the share premium reserve was Euro 86,151 thousand as at 30 June 2015 (Euro 85,999 thousand as at 31 December 2014); this reserve increased over the course of the first half of 2015 following the exercise of the Stock Option on the part of the beneficiaries in question. Note that on 23 March 2015 and on 14 April 2015, 59,800 and 75,400 ordinary shares, respectively were allocated following the exercising of 1,150 and 1,450 options relating to the 2007-2012 plan for an overall amount of Euro 152 thousand;
- legal reserve, which totalled Euro 193 thousand as at 30 June 2015 (Euro 193 thousand as at 31 December 2014), consists of accruals of 5% of Parent Company profits every year. This reserve did not increase in the first quarter of 2015 since it had reached the limit imposed by Article 2430 of the Italian Civil Code as at 31 December 2010 and which remains as at 31 March 2015;
- translation reserve, which had a negative balance of Euro 311 thousand as at 30 June 2015 (compared with Euro 624 thousand as at 31 December 2014), reflects exchange rate differences arising from the translation of financial statements denominated in foreign currency. The change as at 30 June 2015 was negative by Euro 935 thousand;
- reserve for future increases in share capital, which amounted to Euro 4 thousand as at 30 June 2015 (Euro 0 thousand as at 31 December 2014) includes liabilities to individuals who had paid to exercise stock options as at 30 June 2015, but to whom the Company had not made the corresponding ordinary shares available by the end of the year;
- the purchase of treasury shares, with a negative balance of Euro 163 thousand, is recorded under the direct decrease in net equity in compliance with the arrangements of IAS 32;
- other reserves, equal to Euro 21,932 thousand as at 30 June 2015 (Euro 20,759 thousand as at 31 December 2014) include the fair value evaluation of the stock options equal to Euro 21,542 as at 30 June 2015 (Euro 20,623 as at 31 December 2014), the cash flow hedge reserve equal to a positive Euro 442 thousand (positive by Euro 192 thousand as at 31 December 2014) and the reserve for actuarial profits and losses from the TFR evaluation negative by Euro 52 thousand (negative by Euro 56 thousand as at 31 December 2014);





- retained earnings (losses carried forward) amount to a loss carried forward of Euro 50,358 thousand as at 30 June 2015 (Euro 36,556 thousand as at 31 December 2014), an increase of Euro 13,802 thousand due to the allocation of profit for 2014.

## 9.24 Stock option plans and company incentive plans

### Granting of stock options

Following approval of the share-split at the Extraordinary Shareholders' Meeting of the Parent on 8 September 2009, beneficiaries of Stock Option Plans exercising their options will be entitled to 52 ordinary shares of the Company for every option exercised, except for the 2012-2015 Stock Option Plan which provides for the ratio of one share for every option exercised.

With reference to the Stock Option Plans and company Incentive Plans reserved for employees, associates, consultants and directors of the Company and its subsidiaries, as at 30 June 2015, the Board of Directors had granted the following options, outlined in the table below:

Stock option plans	Granted (a)	Expired (b)	Exercised (c)	Total granted not lapsed or not exercised (d = a-b-c)	Granted, not vested	Granted, vested, not exercisable	Granted, vested and exercisable
2001 – 2003	80,575	31,560	49,015	0	0	0	0
2003 – 2005	36,760	3,000	32,760	1,000	0	0	1,000
2004 – 2006	32,319	12,650	19,169	500	0	0	500
2006 – 2008	31,303	200	25,190	5,913	0	0	5,913
2007 – 2012	102,600	3,650	67,636	31,314	0	0	31,314
2009 – 2014	94,448	24,599	69,849	0	0	0	0
<b>Total</b>	<b>378,005</b>	<b>75,659</b>	<b>263,619</b>	<b>38,727</b>	<b>0</b>	<b>0</b>	<b>38,727</b>

The table below shows the exact prices for the options assigned that have not expired or been exercised.

Stock option plan	Strike prices in Euro		Total options	Share Total
	59.17	106.50		
2003-2005		1,000	1,000	52,000
2004-2006		500	500	26,000
2006-2008	5,913		5,913	307,476
2007-2012	30,214	1,100	31,314	1,628,328
<b>Total</b>	<b>36,127</b>	<b>2,600</b>	<b>38,727</b>	<b>2,013,804</b>

During the first half of 2015, the Board of Directors of the Company did not resolve to grant YOOX S.p.A. stock options.

With reference to the 2012-2015 Stock Option Plan, approved by the Shareholders' Meeting on 29 June 2012, on 21 September 2012, the Company's Board of Directors approved the Plan and the proposal of the Remuneration Committee for granting the CEO Federico Marchetti 1,500,000 options valid for the subscription of 1,500,000 YOOX ordinary shares (in the ratio of 1 new ordinary share for every 1 option exercised) at a subscription price for each single share of Euro 9.60, corresponding to the weighted average of the prices recorded for YOOX ordinary shares on the Mercato Telematico Azionario organised and managed by Borsa Italiana S.p.A. in the 30 (thirty) days trading on the stock exchange prior to the option grant date.

Note that the resolution of the Board of Directors of 25 February 2015 changed the intermediate accrual levels with reference to the 2014 tranche for the 2012 - 2015 Stock Option Plan and, therefore, a total of 500,000 options could be exercised (corresponding to 500,000 ordinary shares) by the CEO;



The following option rights have been granted by the Board of Directors with the breakdown given in the table below:

Stock option plan	Total granted, not expired or not exercised				Granted, not vested	Granted, vested, not exercisable	Granted, vested and exercisable
	Granted (a)	Expired (b)	Exercised (c)	(d = a-b-c)			
2012 - 2015	1,500,000	0	0	1,500,000	0	0	1,500,000
<b>Total</b>	<b>1,500,000</b>	<b>0</b>	<b>0</b>	<b>1,500,000</b>	<b>0</b>	<b>0</b>	<b>1,500,000</b>

The table below shows the exact prices for the options assigned that have not expired or been exercised.

	Strike price for the period		
	€ 9.60	Total options	Share Total
<b>2012-2015</b>	1,500,000	1,500,000	1,500,000
<b>Total</b>	<b>1,500,000</b>	<b>1,500,000</b>	<b>1,500,000</b>

### Granting of shares

On 1 July 2010, the Board of Directors of the Parent approved the 2009-2014 Incentive Plan in compliance with the approval of the Shareholders' Meeting on 8 September 2009.

A treasury share purchase programme was launched to execute the resolution of the Shareholders' Meeting of 7 October 2009 and the Board of Directors of 1 July 2010. The treasury share purchase programme is aimed at creating the provision of shares necessary for servicing the 2009-2014 Incentive Plan for employees of the Parent and its subsidiaries.

Specifically, on 5 May 2011, the YOOX S.p.A. Shareholders' Meeting granted authorisation to buy and sell treasury shares, pursuant to Articles 2357, 2357-ter of the Italian Civil Code and Article 132 of Legislative Decree 58/1998 and related implementation provisions.

Specifically, and in compliance with the YOOX S.p.A. Shareholders' Meeting resolution of 5 May 2011, the programme refers to the purchase of YOOX S.p.A. ordinary shares, with no indication of par value, up to a maximum amount of 250,000 ordinary shares, for a total maximum value of Euro 3,000,000.

Under the scope of the treasury shares purchase programme to service the YOOX S.p.A. 2009-2014 incentive plan, the Company bought:

- in the period from 2 July 2010 to 7 July 2010, 62,000 YOOX S.p.A. ordinary shares, at an average unit price of Euro 5.836485 per share after commission, for a total value of Euro 361,862.06;
- in the period from 5 August 2011 to 8 August 2011, 60,000 YOOX S.p.A. ordinary shares, at an average unit price of Euro 9.594572 per share after commission, for a total value of Euro 575,674.30;
- on 6 September 2011, 5,000 YOOX S.p.A. ordinary shares, at an average unit price of Euro 9.5095 per share after commission, for a total value of Euro 47,547.50;
- on 4 October 2011, 27,331 YOOX S.p.A. ordinary shares, at an average unit price of Euro 9.500947 per share after commission, for a total value of Euro 259,670.39;
- on 17 November 2011, 7,669 YOOX S.p.A. ordinary shares, at an average unit price of Euro 9.276056 per share after commission, for a total value of Euro 71,138.08.

In their meeting of 30 April 2015, the Shareholders approved and authorised the purchase and disposal of treasury shares, in compliance with Articles 2357, 2357-ter of the Italian Civil Code and Article 132 of Legislative Decree 58/1998 and related implementation provisions, revoking the authorisation to purchase treasury shares approved by the Shareholders Meeting of 17 April 2014 regarding the part that was not executed.

For more details, please see the Press Release issued on that date which is available on the Company website [www.yoogroup.com](http://www.yoogroup.com), under the section "Investor Relations".

At the document date, the Company holds 17,339 treasury shares in its portfolio equal to 0.028% of the share capital.



*Share capital increases to service stock option plans and Company incentive plans*

Note that on 29 June 2012, the YOOX S.p.A. Shareholders' Meeting took place at first call, with both ordinary and extraordinary sessions. In its ordinary session, the Shareholders' Meeting, approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of a new incentive and loyalty scheme known as the 2012-2015 Stock Option Plan for YOOX S.p.A. executive directors, to be implemented through the free granting of options valid for subscribing new issue YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised).

In its extraordinary session, the Shareholders' Meeting approved the divisible paid-in capital increase for a maximum amount of Euro 15,000.00 to be transferred to the share capital, with the exclusion of the option right pursuant to Article 2441, paragraph 4, point 2 of the Italian Civil Code, to be reserved for subscription by the beneficiaries of the 2012-2015 stock option plan above.

The strike price of each option, for the subscription of 1 new issue ordinary share under the capital increase, will be established according to the average weighting of the official YOOX S.p.A. ordinary share price recorded on the Mercato Telematico Azionario organised and managed by Borsa Italiana S.p.A. in the thirty days trading prior to the option allocation date.

On 17 April 2014, the Shareholders' Meeting, approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of an incentive and loyalty scheme known as the 2014-2020 Stock Option Plan for YOOX S.p.A. exclusively for employees of YOOX S.p.A. and directly or indirectly controlled companies, to be implemented through the free granting of options valid for subscribing new issue YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised).

In extraordinary session, the Shareholders' Meeting approved the capital increase through payment in cash in one or more tranches, of a maximum amount of Euro 5,000.00 attributable to the capital, increased by any premium, with the exclusion of option rights pursuant to Article 2441, paragraph 8 of the Italian Civil Code, to be reserved exclusively for subscription by employees of YOOX S.p.A. and subsidiary companies as beneficiaries of the above Stock Option Plan.

The strike price of each option, for the subscription of 1 new issue ordinary share under the capital increase, will be established according to the average weighting of the official YOOX S.p.A. ordinary share price recorded on the Mercato Telematico Azionario organised and managed by Borsa Italiana S.p.A. in the thirty days trading prior to the option allocation date.

The 2014 – 2020 Stock Option Plan involves the granting of a total of 500,000 YOOX ordinary shares, equal to approximately 0.81% of the current share capital of the Company (equal to Euro 620,992.32 and represented by 62,099,232 ordinary shares with no par value).

*Institution of the stock option plans and Company incentive plans and subsequent changes*

On 27 April 2012, the Shareholders' Meeting, pursuant to Article 114-*bis* of Legislative Decree 58/1998, approved the establishment of a new incentive and loyalty plan known as the Stock Grant Plan for employees of YOOX S.p.A. and companies directly or indirectly controlled by it, to be implemented through the allocation, free of charge, of a total of 550,000 YOOX S.p.A. ordinary shares, giving the Board of Directors the mandate to adopt the regulation.

On 29 June 2012, the Shareholders' Meeting, approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of a new incentive and loyalty scheme known as the 2012-2015 Stock Option Plan for YOOX S.p.A. executive directors, to be implemented through the free granting of options valid for subscribing new issue YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised).

The 2012-2015 stock option plan includes the allocation of a total of 1,500,000 YOOX ordinary shares.

On 21 September, the Company's Board of Directors approved the plan and, on the proposal of the Remuneration Committee, the allocation in favour of the CEO Federico Marchetti of 1,500,000 options valid for the subscription of 1,500,000 YOOX ordinary shares (in the ratio of 1 new ordinary share for every 1 option exercised).

On 17 April 2014, the Shareholders' Meeting, approved, pursuant to Article 114-*bis* of Legislative Decree 58/1998, the establishment of an incentive and loyalty scheme known as the 2014-2020 Stock Option Plan for YOOX S.p.A. exclusively for employees of YOOX S.p.A. and directly or indirectly controlled companies, to be implemented through the free granting of options valid for subscribing new issue YOOX S.p.A. ordinary shares (in the ratio of 1 ordinary share for every 1 option exercised).

The 2014-2020 Stock Option Plan includes the allocation of a total of 500,000 ordinary shares.



## 9.25 Non-current financial payables – bank loans and other borrowings

Bank loans and other financial liabilities stood at Euro 132,778 thousand, an increase of Euro 35,947 thousand compared with 31 December 2014 (Euro 96,831 thousand).

Description	Balance as at 30/06/2015	Balance as at 31/12/2014	Change
Medium-/long-term financial liabilities	110,731	66,072	44,659
Bank loans and other current financial liabilities	22,047	30,759	(8,712)
<b>Total</b>	<b>132,778</b>	<b>96,831</b>	<b>35,947</b>

The following table shows the breakdown of debt as at 30 June 2015:

Lending institution	Remaining amount	Nature of facility	Rate	Short-term portion	Medium-/long-term portion
BNL - BNP Paribas Group	11,750	Euribor + various%		5,500	6,250
Banca Sella	3,750	Euribor + 2.3%		1,667	2,083
Mediocredito	40,000	Euribor + 1.1%		-	40,000
EIB	40,591	Euribor + various%		8,877	31,714
UniCredit	30,000	Euribor + 1.5%		-	30,000
De Lage Landen	464	Fixed		421	43
FACTOR (IFITALIA)	3,970	Euribor + various%		3,970	-
Financial leases	2,112	Euribor + various%		1,470	642
Accrued liabilities	141			141	-
<b>Total</b>	<b>132,778</b>			<b>22,047</b>	<b>110,731</b>

The summarised details of loan agreements and lines of credit stipulated in 2015 are given below:

### UNICREDIT Loan

On 20 December 2013, an unsecured loan of Euro 30,000 thousand was arranged with Unicredit S.p.A., divided into one tranche of Euro 10,000 thousand for 72 months, available up to 12 months from the date of signing with half-yearly repayments in arrears, and one tranche of Euro 20,000 thousand available for 60 months in the form of a revolving loan facility.

Within 12 months of the date of signing, the conditions of the loan agreement were renegotiated, increasing the overall amount to Euro 60,000 thousand, divided into one tranche of Euro 30,000 thousand for 72 months, available until 31 March 2015, with half-yearly repayments in arrears, and one tranche of Euro 30,000 thousand available for 60 months in the form of a revolving loan facility. The new agreement also reduced the spread from 2.50% to 1.50% for the term loan, and to 1.80% for the revolving loan. On 31 March 2015, a total of Euro 30,000 thousand of the term loan was repaid. On 19 June, the purchase of an IRS plain vanilla hedge contract was formalised, with a fixed swap of 0.43%.

### MEDIOCREREDITO Loan

On 9 December 2013, an unsecured loan was arranged with Mediocredito in the form of a term loan for Euro 23,000 thousand, supplied on signing for 60 months with the first capital instalment due on 31 March 2015. Before the due date the terms of the loan were renegotiated, increasing the amount to Euro 40,000 thousand. The renegotiations also included the reduction of the spread from 2.60% to 1.10% and the extension of the original due date of the loan for a further 12 months.

### **Commitments of a financial nature (covenants)**

The Company, also for the purposes of Article 1461 of the Italian Civil Code, recognises the essential nature of complying with the financial parameters, as payment in the consolidated financial statements in the name of YOOX S.p.A., accepting that the “Bank” can terminate the contract if the financial situation recorded in the consolidated financial statements does not comply with these parameters, or even with only one of them.



Below are the finance parameters for the loans agreed with Banca Nazionale del Lavoro, Unicredit and Mediocredito:

- 1) the ratio between the Net Financial Position and the EBITDA excluding the incentive plans should not be more than 2.5 times the total loan repayment;
- 2) the ratio between the Net Financial Position and the Shareholders' Equity should not be more than once the total loan repayment.

The finance parameters for the loan agreed with the European Investment Bank are given below:

- 1) the ratio between the Net Financial Position and the EBITDA excluding the incentive plans should not be more than twice the total loan repayment;
- 2) the ratio between the Net Financial Position and the Shareholders' Equity should not be more than 0.8 times the total loan repayment.

YOOX S.p.A. will notify the "Banks" of the above financial parameters on a half-yearly frequency as at 30 June and 31 December every year until the due date.

If even only one of the above parameters is not complied with, YOOX S.p.A. stops the right of the "Bank" to terminate the contract, and is committed to agree the financial and management operations, with the actual "Bank" within 30 working days of the actual request, to ensure that the parameters in question come under the set terms, or, alternatively, to repay the loan in advance at the due date of the period of interest in progress.

In relation to the above-mentioned financing agreed, it should be noted that as at 30 June 2015, like as at 31 December 2014, the above-mentioned financial parameters were complied with by the Group.

As at 30 June 2015, financing with other credit institutions is not governed by compliance with parameters of a financial and commercial nature.

#### *Net financial position*

The table below gives a breakdown of net financial position as at 30 June 2015:

<b>Description</b>	<b>Balance as at 30/06/2015</b>	<b>Balance as at 31/12/2014</b>	<b>Change</b>
Cash and cash equivalents	103,269	118,028	(14,759)
Current financial assets	20,439	9,539	10,900
Other current financial assets	685	419	266
Bank loans and other current financial payables	(22,047)	(30,759)	8,712
Other current financial liabilities	(76)	(155)	79
<b>Net short-term financial position</b>	<b>102,269</b>	<b>97,072</b>	<b>5,197</b>
Medium-/long-term financial liabilities	(110,731)	(66,072)	(44,659)
<b>Net financial position<sup>30</sup></b>	<b>(8,461)</b>	<b>31,000</b>	<b>(39,461)</b>

During 2015 the Group's net financial position deteriorated by Euro 39,461 thousand, going from Euro 31,000 thousand at 31 December 2014 to a negative figure of Euro 8,461 thousand at 30 June 2015.

<sup>30</sup> Net debt (or net financial position) is the sum of cash and cash equivalents, other current financial assets, net of bank loans and borrowings and other financial payables falling due within one year, other current financial liabilities and medium-long term financial liabilities. Net debt (or net financial position) is not recognized as an accounting measure under Italian GAAP or the IFRS endorsed by the European Union. The measurement criterion adopted by the Company might not be consistent with that adopted by other groups, and accordingly, the balance obtained by the Company may not be comparable with those calculated by such groups. For details of the items that make up net financial debt (or net financial position), see the table above in the section "Net financial position". "Other current financial assets" are not governed by the definition of net debt (or net financial position) of the CESR. The Group believes this definition should be integrated including claims vs. acquirer and logistics operators from whom cash on delivery is required under "other current financial assets".

## 9.26 Employee benefits

This item refers exclusively to the post-employment benefits recorded by the Parent Company in accordance with current legislation. Changes in defined benefit plans for employees in the first half of 2015 are summarised below:

<i>Description</i>	<i>Balance as at 31 December 2014</i>	<i>Provisions</i>	<i>Utilisation</i>	<i>Balance as at 30 June 2015</i>
Employee benefits	165	19	(25)	159
<b>Total</b>	<b>165</b>	<b>19</b>	<b>(25)</b>	<b>159</b>

The main technical, demographic and economic parameters used in the actuarial calculation of the liability for employee benefits as of 30 June 2015 are summarised below:

### Actuarial assumptions used for the calculations

Mortality tables	ISTAT, SIM and SIF demographic tables for 2013
Annual turnover rate	5.30%
Probability of requests for TFR advances	13.28%
Actualisation rate	1.44% (iBoxx Corporates AA € 7-10)
Inflation rate	1.50%
% of advance request	70.00%
Nominal wage growth rate	1.50%

## 9.27 Deferred tax liabilities

Deferred tax liabilities rose by 25.7% from Euro 285 thousand as at 31 December 2014 to Euro 359 thousand as at 30 June 2015.

The deferred tax liability was estimated based on the historical trend of the Group's tax rate, considered representative of the best estimate of the full-year tax rate.

## 9.28 Provisions for current and non-current risks and charges

This item reflects provisions for estimated current liabilities as at 30 June 2015, the timing and extent of which cannot be determined. The following table shows the breakdown of the item and changes in the first half of 2015:

<i>Description</i>	<i>Balance as at 31 December 2014</i>	<i>Increases</i>	<i>Adjustments</i>	<i>Utilisation</i>	<i>Balance as at 30 June 2015</i>
Provision for theft and loss	178	123	-	(178)	123
Provision for fraud	304	163	-	(304)	163
<b>Total provisions for current risks and charges</b>	<b>482</b>	<b>286</b>	<b>-</b>	<b>(482)</b>	<b>286</b>
<b>Total provisions for non-current risks and charges</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total provisions for risks and charges</b>	<b>482</b>	<b>286</b>	<b>-</b>	<b>(482)</b>	<b>286</b>

During the first half of the year, the entire Euro 178 thousand was used from the provision for theft and loss. A further accrual of Euro 123 thousand was considered sufficient following a new estimate.

During the first half of the year, the entire Euro 304 thousand was used from the provision for fraud. A subsequent accrual of Euro 163 thousand to cover fraud linked with online sales paid for by credit card is considered adequate in line with the new estimate. This fraud coverage provision was calculated taking into account the historical incidence of the value of fraud in relation to the value of sales.



## 9.29 Trade payables

The following table shows a breakdown of trade payables as at 30 June 2015:

<i>Description</i>	<b>Balance as at 30/06/2015</b>	<b>Balance as at 31/12/2014</b>	<b>Change</b>
Due to suppliers	152,693	124,956	27,737
Credit notes to be received from suppliers	(4,883)	(3,628)	(1,255)
Invoices to be received from suppliers	46,432	43,101	3,331
Due to credit card operators	49	37	11
<b>Total</b>	<b>194,290</b>	<b>164,466</b>	<b>29,824</b>

Trade payables went from Euro 164,466 thousand as at 31 December 2014 to Euro 194,290 thousand as at 30 June 2015, an increase of 18.1%.

Trade payables are all payables relating to the purchase of goods and services from Group suppliers. Payables are recorded at their nominal value. Since all payables fall due within one year, none are subject to discounting. The "Trade payables" item includes all amounts due to suppliers, both for the supply of finished products and raw materials, and for the supply of intangible assets.

## 9.30 Tax liabilities

Current tax payables relate exclusively to the current income tax liability of the foreign subsidiaries.

Tax liabilities rose during the half-year by Euro 215 thousand, from Euro 320 thousand at 31 December 2014 to Euro 535 thousand at 30 June 2015.

## 9.31 Other payables

The following table shows a breakdown of payables as at 30 June:

<i>Description</i>	<b>Balance as at 30/06/2015</b>	<b>Balance as at 31/12/2014</b>	<b>Change</b>
Due to social security institutions	2,755	2,792	(37)
Credit notes to be issued to customers	8,933	10,462	(1,530)
Due to directors	207	18	189
Due to employees	4,911	3,994	917
Due to tax representatives	6,227	7,695	(1,468)
Other payables	7,753	9,037	(1,284)
Accrued expenses and deferred income	135	230	(95)
<b>Total</b>	<b>30,921</b>	<b>34,228</b>	<b>(3,307)</b>

The item "Due to social security institutions" reflects contributions payable to social security institutions, mainly on the amounts recognised to employees at the end of the reporting period.

The item "Due to tax representatives" reflects indirect tax liabilities. Sales carried out in European countries during 2010 and 2009 exceeded the threshold set in Article 41, paragraph 1, letter b) of Decree-Law 331/93, which requires payment of VAT in the destination country for goods sold. In order to comply with this requirement, the Company has opened VAT accounts in these countries.

Other payables include credit notes to be issued to customers against certain payables for returns on sales made in the first half of 2015.



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## **Consolidated statement of cash flows**

### **9.32 Profit for the period, taxes for the period, depreciation and amortisation, income taxes paid**

Details of profit for the period, taxes for the period, depreciation and amortization and other non-monetary income statement items are provided in Notes 9.11, 9.10, 9.9, 9.5, 9.4 and 9.3 respectively.

In relation to the tax charge in the first half of 2015, negative by Euro 618 thousand (Euro 1,861 thousand in the first half of 2014), tax payments amounting to Euro 3,051 thousand were made (Euro 2,328 thousand in the first half of 2014) relating to tax outstanding for the previous year and payments on account, calculated according to the respective tax regulations in force in the various countries in which the Group operates.

### **9.33 Other net non-monetary income and expenses**

Other net non-monetary income and expenses include non-monetary items on the income statement apart from income tax, depreciation and amortization and provisions classified as a direct deduction from asset items (allowance for impairment and provisions for obsolescence). This includes provisions for defined benefit plans for employees (TFR), the measurement at fair value of stock option plans, provisions for risks and charges, capital gains and capital losses, unrealised foreign exchange fluctuations and recognised interest income and expenses. In relation to these last items, interest received and interest paid are presented separately.

### **9.34 Change in trade receivables, inventories and trade payables**

This item reports the use or generation of cash relative to net working capital, i.e. changes in trade receivables, inventories and trade payables. Changes in trade payables refer exclusively to supplies of raw materials, goods and services, excluding the change in payables to suppliers of investments, which are reported in the section of the statement of cash flows generated by or used in investing activities.

### **9.35 Change in other current assets and liabilities**

This item reflects the change in all other current assets and liabilities, net of the effects of recognising non-monetary income and expenses, i.e. the change in the balances with a direct effect on the use or generation of cash.

### **9.36 Acquisition of property, plant and equipment**

Cash flow from the acquisition of property, plant and equipment reflects both expenditure to replace plants and expenditure on new plants. The amount reported also includes the change in investment payables, net of related funding.

### **9.37 Acquisition of other intangible assets**

Cash flow for acquisition of other intangible assets relates to investments in licences and software and the capitalisation of development costs (for a breakdown of these, see Note 9.14). Capitalisations are classified among cash flow from/used in investing activities since they involve a cash outflow associated with the internal costs incurred (mainly personnel expenses). These outflows were broadly in line with costs capitalised during the year.

### **9.38 Acquisition of stakes in associates**

No cash flow from investment is due to payments in the form of loans to hedge future losses in the first half of 2015.



### **9.39 Acquisition of other non-current financial assets**

Other non-current financial assets totalled Euro 1,158 thousand as at 30 June 2015 (Euro 999 thousand as at 31 December 2014). These largely relate to rental contracts and contracts for the supply of electricity and gas, and to the existing relationships with Paymentech relating to retentions to guarantee the repayments due for returns made against sales. Other non-current financial assets are due to be repaid in more than 5 years' time.

### **9.40 Increase in share capital and share premium reserve**

For information on total receipts for increases in share capital and the share premium reserve, see section 9.23 (Equity attributable to owners of the Parent Company).

### **9.41 Arrangement and repayment of non-current financial liabilities**

Arrangement of other non-current financial payables relates to loans from banks and other lenders, as described in Note 9.25.

### **9.42 Arrangement and repayment of short-term financial payables**

The change in short-term bank exposure is included in the change in short-term financial payables, since these are forms of short-term borrowing, as described in Note 9.23.

### **9.43 Investments in financial assets**

As far as investments in and sales of financial assets are concerned, please refer to note 9.22.

## **10. Disclosure of financial risks**

During the first half of 2015, the nature and structure of the risk exposure detailed below and the associated policies applied by the Group did not change substantially from the previous year.

### **Market risk**

Market risk arises from the probability of changes in the fair value of the future cash flows deriving from a financial instrument due to fluctuations in market prices.

In the consolidated financial statements and notes as at 30 June 2015, market risk takes the form of currency risk and interest rate risk.

### **Financial risk deriving from currency fluctuations**

The Euro is the functional currency of the Group and is used in the presentation of its financial information.

The YOOX Group operates internationally, and the sale of goods in countries whose currency is not the Euro exposes the Group to currency risk, in terms of both transactions and translation. Group policy is to concentrate all currency risk within the Parent Company YOOX S.p.A.. Since the YOOX Group is essentially an exporter, the main risk exposure consists of depreciation of foreign currencies against the Euro. The Group is principally exposed towards the US dollar, the Japanese yen, the UK pound and Chinese renminbi.

Currency transaction risks were hedged in the first half of 2015 by forward contracts arranged with the leading domestic and international banks used by YOOX on a daily basis. Outstanding contracts and those negotiated during the half-year period only hedge expected cash flows denominated in US dollars, for the equivalent of Euro 32,174 thousand as at 30 June 2015, and in Japanese yen, for the equivalent of Euro 3,649 thousand. It was not considered necessary to hedge exposure to the UK pound and the Chinese renminbi, since the amount involved

was not significant. No speculative derivative contracts were arranged in the first half of 2015 and in the preceding period.

The subsidiaries and consolidated companies of the Parent Company YOOX S.p.A. are located in countries that do not belong to the European Monetary Union: the US, Japan, People's Republic of China and Hong Kong. Since, as mentioned above, the Group's functional currency is the Euro, the income statements of these companies are translated into Euro at the average exchange rate for the period. Holding revenue and profits constant in their local currencies, changes in the exchange rates concerned may have an effect on the Euro amount of their revenue, costs and financial results.

The Euro value of assets and liabilities of consolidated companies whose accounting currency is not the Euro may vary depending on exchange rate movements. In accordance with IFRS, the effects of these changes are recognised directly in equity, under the item "Translation reserve".

### **Financial risk deriving from interest rate fluctuations**

Interest rate risk arises when a change in interest rates adversely affects performance for the year. Funding and credit lines available to the YOOX Group are indexed at the Euribor, therefore the Group is exposed to an increase in interest rates. YOOX Group felt it advisable to manage the interest rate risk through recourse to interest rate swaps covering medium-/long-term funding agreed for financing the new techno-logistics platform. Passive interest on funding for the first half of 2015 came to Euro 882 thousand, an increase compared with the first half of 2014 (Euro 625 thousand) following greater use of credit lines. The interest cost of the majority of the Group's bank borrowing is roughly equal to Euribor plus a spread of about 1.50%, in line with the previous year.

### **Liquidity risk**

The Group aims to maintain appropriate levels of liquidity and available funds to sustain the growth of the business and ensure the timely fulfilment of its obligations. YOOX has preferred to adopt a flexible approach, adapted to the dynamic nature of the business in which it operates, through recourse to credit lines which are committed on one side, in other words they do not include the possibility of the lenders asking for repayment before a preset date, and on the other side are revolving, in other words the Group has the possibility of repaying the individual uses rebuilding their availability.

Net financial position as at 30 June 2015 was negative at Euro 8,461 thousand.

### **Credit risk with financial counterparties**

The YOOX Group has obtained lines of credit from leading Italian and international banks of high credit standing.

### **Credit risk with commercial counterparties**

Given the nature of the Group's business, management of credit risk deriving from commercial operations is entrusted to the customer care department for online receivables generated by the individual stores and to the finance department for all other receivables.

Credit risk related to doubtful accounts subject to legal action or to overdue accounts is monitored centrally on a daily basis and reported each month.

For information on the Group's exposure and measurement of the above-mentioned financial risks, please refer to the information contained in the consolidated financial statements as at 31 December 2014, in respect of which no significant variations have occurred at the present date.

### **Hedge accounting – cash flow hedging**

The Group performs prospective and retrospective tests of the effectiveness of the derivative financial instruments recorded, using the rules of hedge accounting.



Effectiveness is ensured if the ratio of the change in the fair value of the hedging instrument to the change in the fair value of the hedged instrument falls within the range of 80%-125%.

**Fair value**

The Group uses established assessment techniques, widely used in the market, to calculate the fair value of financial instruments when there is no regulated market for them. These techniques determine the carrying amount that the instruments would have had at the reference date in an arm's-length transaction between knowledgeable and independent parties.

**Financial assets and liabilities measured at amortised cost**

The following are measured at amortised cost: held-to-maturity assets, trade receivables and payables, time deposits, loans and other liabilities and assets measured at amortised cost (such as other receivables and payables).

Pursuant to IFRS 7, the fair value of these items is re-measured by calculating the present value of the contractually-expected flows of principal and interest, with reference to the yield curve for government securities at the measurement date.

Investments in repurchase agreements, mentioned previously, come under financial assets valued at amortised cost.

The carrying amount of trade payables and receivables represents a reasonable approximation of their fair value.

The carrying amount of trade payables and receivables represents a reasonable approximation of their fair value.

**Financial assets and liabilities measured at fair value****Hierarchical levels of fair value measurement**

IFRS 7 requires that the carrying amounts of financial instruments entered in the statement of financial position at fair value are classified according to a hierarchy of levels reflecting the input used in the fair value calculation. The levels are:

Level 1 – assets or liabilities measured using quoted prices in active markets;

Level 2 – inputs different from quoted prices as above, that are based on directly observable (prices) or indirectly observable (price-derived) market data;

Level 3 – inputs not based on observable market data.

Financial instruments measured at fair value as at 30 June 2015 are calculated using the Level 2 method. In 2015 there were no changes between levels.

**Categories of financial assets and liabilities**

The following tables present the carrying amounts of the financial assets and liabilities reported in the statement of financial position, classified according to IAS 39 and compared with the corresponding fair values:

Statement of financial position items as at 30/06/2015	Financial assets at fair value through profit or loss						Total fair value
	Loans and receivables	Financial assets designated at fair value on initial recognition	Held-for-trading financial assets	Held-for-sale financial assets	Held-to-maturity investments	Hedging financial assets	
Other non-current financial assets	1,158	-	-	-	-	-	1,158
Trade receivables	13,386	-	-	-	-	-	13,386
Other current assets	9,214	-	-	-	-	685	9,899
Cash and cash equivalents	103,269	-	-	-	-	-	103,269
Medium-/long-term financial liabilities	(110,731)	-	-	-	-	-	(110,731)
Bank loans and other current financial liabilities	(22,047)	-	-	-	-	-	(22,047)
Other current liabilities	(30,845)	-	-	-	-	(76)	(30,921)
<b>TOTAL</b>	<b>(36,596)</b>	-	-	-	-	<b>609</b>	<b>(35,987)</b>

Statement of financial position items as at 31/12/2014	Financial assets at fair value through profit or loss						Total fair value
	Loans and receivables	Financial assets designated at fair value on initial recognition	Held-for-trading financial assets	Held-for-sale financial assets	Held-to-maturity investments	Hedging financial assets	
Other non-current financial assets	999	-	-	-	-	-	999
Trade receivables	14,732	-	-	-	-	-	14,732
Other current assets	7,091	-	-	-	-	419	7,510
Cash and cash equivalents	118,028	-	-	-	-	-	118,028
Medium-/long-term financial liabilities	(66,072)	-	-	-	-	-	(66,072)
Bank loans and other current financial liabilities	(30,759)	-	-	-	-	-	(30,759)
Other current liabilities	(34,073)	-	-	-	-	(155)	(34,228)
<b>TOTAL</b>	<b>9,946</b>	-	-	-	-	<b>264</b>	<b>10,210</b>

### Financial derivative instruments outstanding at year end

The following table shows transactions outstanding as of 30 June 2015 and 31 December 2014 and the related fair values:

FINANCIAL INSTRUMENT	Nature of hedged risk	Notional Value		Fair value derivatives		Current financial assets		Other Financial Payables	
		30 June 15	31 Dec 14	30 June 15	31 Dec 14	30 June 15	31 Dec 14	30 June 15	31 Dec 14
<b>Hedging</b>									
Forward sales	currencies	35,824	8,683	609	419	609	419	-	-
IRS	rate	36,210	23,253	-	(155)	76	-	(76)	(155)
<b>Total</b>		<b>72,034</b>	<b>31,936</b>	<b>609</b>	<b>264</b>	<b>685</b>	<b>419</b>	<b>(76)</b>	<b>(155)</b>

## 11. Information pursuant to IAS 24 on management remuneration and on related parties

Transactions with related parties, as defined under IAS 24 and by Consob Regulation No. 1722 of 12 March 2010, as at 30 June 2015 as well as at 31 December 2014 and as at 30 June 2015, were restricted to commercial, administrative and financial services relationships with subsidiaries and other related parties. The transactions form part of normal business operations, within the usual scope of activity of each of the interested parties, and are carried out under normal market conditions.

In this sense, a party is related to an entity if:

- (a) directly or indirectly through one or more intermediaries, the party:
  - (i) controls the entity, is controlled by it or is subject to joint control (including controlling or controlled entities and associated companies);
  - (ii) has significant influence in the entity; or
  - (iii) jointly controls the entity;
- (b) the party is an associated company (according to the definition set out in IAS 28 - Investments in Associates) of the entity;
- (c) the party is a joint venture in which the entity has a shareholding (see IAS 31 Investments in Joint Ventures);
- (d) the party is one of the managers with strategic responsibilities at the entity or its controlling company;
- (e) the party is a close family member of one of the subjects included in points (a) or (d);
- (f) the party is a controlled entity, jointly controlled or subject to the significant influence of one of the subjects set forth in points (d) or (e) or these subjects hold, directly or indirectly, a significant share of the voting rights; or
- (g) the party is a pension fund for employees of the entity or any other entity related to it.

An operation with an affiliated party is a transfer of resources, services or obligations between affiliated parties, regardless of the fact that an amount is agreed on.

### 11.1 Intra-Group transactions

In order to provide more information on the extent of relationships within the Group, the following tables present transactions taking place between Group companies and cancelled out in the financial statements as at 30 June 2015 and 30 June 2014.

The main relationships between the Parent Company and Group companies are chiefly commercial in nature and can be summarised as follows:

1. the Parent Company supplies the Group companies with products for sale on the US and Japanese online stores;
2. the Parent Company provides the Group companies with website maintenance, support services and updates;
3. the Parent Company provides the Group companies with administrative, financial and legal services;
4. the Parent Company provides the Group companies with customer service support (via a customer care service located at the Italian head office that interfaces with Japanese and US customers using dedicated staff);
5. consulting and support services in the area of fashion, marketing, advertising and professional training provided by the Parent Company to subsidiaries.



None of the relationships between the Group companies or between the Group companies and related parties are considered to be atypical or unusual, and form part of the Group's ordinary business operations. The transactions were carried out under normal market (i.e. arm's-length) conditions.

All receivables and payables between the Parent Company Yoox S.p.A. and Group companies as at 30 June 2015, 31 December 2014 and 30 June 2014 are reported in the table below. Receivables and payables for the subsidiaries are expressed in USD, JPY, CNY, HKD and converted into Euro at the exchange rate in effect at the end of the period. Revenue and costs are expressed in USD, JPY, CNY and HKD and translated to Euro at the average exchange rate for the reference period.

*30 June 2015:*

(Thousand Euro)

	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
YOOX SpA	38,360	4,399	148	2,658	69,049	73
YOOX Corporation	142	-	20,919	1,343	56	44,669
YOOX Japan	3	731	4,576	-	8	13,376
YOOX Mishang Trading (Shangaii)	-	-	9,050	3,056	4	3,455
YOOX Asia Ltd	2	1,927	3,814	-	5	7,549
<b>Total subsidiaries</b>	<b>38,507</b>	<b>7,058</b>	<b>38,507</b>	<b>7,058</b>	<b>69,121</b>	<b>69,121</b>

*31 December 2014:*

(Thousand Euro)

	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
YOOX SpA	39,745	3,975	26	2,478	121,443	83
YOOX Corporation	23	-	24,347	1,240	33	82,214
YOOX Japan	-	692	4,815	-	18	25,121
YOOX Mishang Trading (Shangaii)	2	-	6,940	2,735	16	3,771
YOOX Asia Ltd	1	1,786	3,642	-	15	10,337
<b>Total subsidiaries</b>	<b>39,771</b>	<b>6,453</b>	<b>39,771</b>	<b>6,453</b>	<b>121,526</b>	<b>121,526</b>

*30 June 2014:*

(Thousand Euro)

	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
YOOX SpA	26,107	4,429	10	2,318	53,513	15
YOOX Corporation	3	-	13,782	1,100	6	35,888
YOOX Japan	5	724	4,959	-	2	12,367
YOOX Mishang Trading (Shangaii)	-	-	5,265	3,329	-	1,177
YOOX Asia Ltd	2	1,594	2,100	-	7	4,082
<b>Total subsidiaries</b>	<b>26,116</b>	<b>6,747</b>	<b>26,116</b>	<b>6,747</b>	<b>53,528</b>	<b>53,528</b>

## 11.2 Remuneration of senior managers and other key persons within the Group

Senior management and key persons with strategic responsibility for management, planning and administration in the Group are identified, as well as executive directors and non-executive directors and also the Chief Financial Officer, General Manager and Chief Operating Officer.

The gross annual remuneration of the above persons, inclusive of all forms of remuneration (including gross pay, bonuses and fringe benefits), as well as bonuses accrued but not paid out that are subject to the achievement of



long-term objectives, are reported in the following table together with the fees of the members of the Board of Statutory Auditors:

30 June 2015:

Description	Current benefits	Long-term benefits	Stock option plans and Company incentive plans
Directors	710	178	1,014
Statutory Auditors	36	-	-
Management personnel with strategic responsibilities	671	25	0
<b>Total</b>	<b>1,417</b>	<b>203</b>	<b>1,014</b>

31 December 2014:

Description	Current benefits	Long-term benefits	Stock option plans and Company incentive plans
Directors	1,539	-	1,009
Statutory Auditors	76	-	-
Management personnel with strategic responsibilities	776	44	121
<b>Total</b>	<b>2,391</b>	<b>44</b>	<b>1,130</b>

30 June 2014:

Description	Current benefits	Long-term benefits	Stock option plans and Company incentive plans
Directors	744	252	589
Statutory Auditors	36	-	-
Management personnel with strategic responsibilities	430	21	109
<b>Total</b>	<b>1,210</b>	<b>273</b>	<b>698</b>

Finally, no close family members of any of the natural persons indicated above are related parties of the Issuer and/or the companies of the Group, as defined in IAS 24.

### 11.3 Transactions with other related parties

The following tables list the main financial and commercial relationships between the companies of the Group and related parties other than Group companies, as at 30 June 2015, 31 December 2014, as well as 30 June 2014, excluding intra-Group relationships, which are described above. Commercial transactions with these entities are carried out under normal market conditions, and all transactions are carried out in the interests of the Group.

30 June 2015:

Description	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
D'Urso Gatti e Bianchi Studio Legale Associato	-	-	531	-	-	1,493
Tarter Krinsky e Drogin LLP	-	-	262	-	-	355
Bizmatica Sistemi S.p.A.	-	-	103	-	-	116
Nagamine Accounting Office	-	-	2	-	-	16
E_Lite	519	240	4,129	-	8,046	-
<b>Total other related parties</b>	<b>519</b>	<b>240</b>	<b>5,026</b>		<b>8,046</b>	<b>1,980</b>





31 December 2014:

Description	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
D'Urso Gatti e Bianchi Studio Legale Associato	-	-	28	-	-	488
Tarter Krinsky e Drogin LLP	-	-	85	-	-	236
Bizmatica Sistemi S.p.A.	-	-	119	-	-	276
Nagamine Accounting Office	-	-	1	-	-	15
E_Lite	72	42	4,473	-	12,207	-
<b>Total other related parties</b>	<b>72</b>	<b>42</b>	<b>4,706</b>	<b>-</b>	<b>12,207</b>	<b>1,015</b>

30 June 2014:

Description	Trade receivables	Financial receivables	Trade payables	Financial payables	Revenue	Costs
D'Urso Gatti e Bianchi Studio Legale Associato	-	-	270	-	-	270
Tarter Krinsky e Drogin LLP	-	-	50	-	-	97
Bizmatica Sistemi S.p.A.	-	-	60	-	-	60
Nagamine Accounting Office	-	-	1	-	-	14
E_Lite	255	740	2,997	669	5,392	-
<b>Total other related parties</b>	<b>255</b>	<b>740</b>	<b>3,378</b>	<b>669</b>	<b>5,392</b>	<b>441</b>

The above entities are regarded as related parties of the Group for the following reasons:

- Studio legale D'Urso Gatti e Associati, since a partner of that law firm is a director of the Parent;
- Tarter Krinsky and Drogin LLP, since a partner in that legal firm is a member of the Board of Directors of one of the Group's companies (YOOX Corporation);
- Nagamine Accounting Office, since the owner of the aforementioned consultancy firm is a member of the Board of Directors of a Group company (YOOX Japan);
- Bizmatica Sistemi SpA, since the chairman of that company is the son of a member of the Board of Directors of the Group (YOOX SpA);
- E\_lite, because it is a 49% owned subsidiary.

None of the transactions that took place with related parties in 2015 and 2014 were significant (except as mentioned above), atypical and/or unusual.

## 12. Commitments

### Commitments and guarantees

Description	Balance as at 30/06/2015	Balance as at 31/12/2014
Third-party assets held by the Group	161,744	136,069
Sureties given to others	2,930	2,468
Commitments under hedging contracts (nominal value)	72,034	31,936

The warehouses of Group companies hold goods worth Euro 161,744 thousand received on a sale-or-return basis from YOOX's partners. The increase compared with the previous year reflects the expansion of procurement on a sale-or-return basis in the Multi-brand business line.

The sureties, all given by the Parent, relate to the following contracts:

- contract signed by the Parent Company and SINV, from 12 May 2015, for 9 months, which can be renewed until the end of the rental agreement, for the leasing of premises in Milan for use as offices. The surety amounts to Euro 356,526.50 and will expire on 2 February 2016;



- contract signed by the Company and MM. Kerr and MM. Naret, to guarantee compliance with obligations under a rental contract from 1 August 2008 for office premises in Paris. The surety amounts to Euro 52,000 and expires on 31 July 2015;
- the contract agreed by the Company with Oslavia, with effect from 19 September 2014 for a period of six years, for the rental of office premises in Via Lombardini, Milan. The surety amounts to Euro 20,934.15 and expires on 31 July 2015;
- The contract concluded by the Company following the repayment of the Global Collect guarantee deposit of Euro 1,200,000, after BNP Paribas issued a bank guarantee for the same amount, expiring on 30 April 2015;
- the contract agreed with Logistica Bentivoglio S.r.l., with effect from 28 December 2010 and expiring on 31 December 2017, to guarantee compliance with obligations under the rental agreement for the warehouse at the Bentivoglio Blocco 9.5 Interporto for Euro 564,052;
- the contract agreed by the Company with Despina S.p.A. to guarantee compliance with obligations under a rental contract for office premises in Via Nannetti 1, Zola Predosa, with effect from 12 February 2015. The surety amounts to Euro 400,000 and expires on 1 February 2016;
- the contract agreed with SBLC Callison LLC, with effect from 8 January 2013 and expiring on 15 June 2016, to guarantee the correct fulfillment of the obligations undertaken through the rental agreement of the New York offices for USD 227,753, equal to Euro 201,551 as at 30 June 2015;
- the contract agreed with Geodis Logistic S.p.A., with effect from 13 February 2013 and expiring on 30 January 2019, to guarantee compliance with obligations under the rental agreement for the warehouse and offices at the Interporto for Euro 103,621;
- the contract agreed with Generali Italia Immobiliare, with effect from 25 July 2013 and expiring on 13 September 2019, for the rental of office space in Casalecchio di Reno in via del Lavoro. The amount of the surety is Euro 31,140.

The hedging contracts relate to:

- forward sales set up by the Parent to cover the currency risk connected to intra-Group sales in US Dollar and Japanese Yen. The nominal amount of these commitments, translated to Euro at the exchange rate in effect at the reporting date, is Euro 35,824 thousand;
- interest rate swaps signed by the Parent to hedge the interest rate risk related to the medium-/long-term loan agreed for financing the new techno-logistics platform. The nominal amount of commitments at the closing date of the Financial Statement is Euro 36,210 thousand.

### 13. Non-recurring events and significant transactions

The non-recurring significant transactions that took place in the first half of 2015 refer exclusively to the merger operation with THE NET-A-PORTER GROUP Limited.

### 14. Positions or changes resulting from atypical or unusual transactions

With regard to non-recurring significant events and transactions, please refer to the Directors' Report on the merger operation with THE NET-A-PORTER GROUP Limited.

There were no atypical and/or unusual transactions in the quarter which, in terms of significance, importance, nature of the counter-parties, subject of the transaction, method of determining the transfer price or their proximity to the end of the period, could give rise to doubts over: the correctness and completeness of the information in this document, conflict of interest, the protection of corporate capital and safeguarding minority shareholders.



## 15. Significant events after 30 June 2015

### Merger between YOOX GROUP and THE NET-A-PORTER GROUP

The Shareholders' Meeting of 21 July 2015, in extraordinary session, approved the merger project regarding the merger by incorporation into YOOX S.p.A. of Largenta Italia S.p.A., following the transfer by Richemont Holdings (UK) Limited - a company indirectly controlled by Compagnie Financière Richemont SA - to Largenta Italia S.p.A. of the controlling interest indirectly held in THE NET-A-PORTER-GROUP Limited. The merger project was approved by the majority required by Article 49, paragraph 1, letter g) of Consob Regulation 11971 of 14 May 1999 for the purpose of the exemption required by the need to promote a public cash and stock tender offer as a result of the merger (so-called whitewash waiver).

Note that the merger comes under the framework of the merger operation of the assets of YOOX GROUP and THE NET-A-PORTER-GROUP Limited, designed to enable the integration of two highly complementary companies with significant potential for synergies, with the strategic goal of creating one of the leading organisations in the world in the online luxury fashion industry.

The merger exchange ratio is: 1 (one) new issue YOOX share for every 1 (one) Largenta Italia S.p.A. share. YOOX will implement the merger through a share capital increase of Euro 655,995.97, with the issuing of a total of 65,599,597 new shares with no par value, divided between ordinary shares (from a minimum of 20,693,964 to a maximum of 27,691,255, which will be listed on the Mercato Telematico Azionario, organised and run by Borsa Italiana S.p.A.) and B Shares (from a minimum of 37,908,342 to a maximum of 44,905,633, which can be converted into ordinary shares in accordance with the provisions in the post-merger articles of association).

The merger is conditional on the following conditions precedent being verified by 31 December 2015:

- the completion of the transfer by Richemont Holdings (UK) Limited of the interest indirectly held in THE NET-A-PORTER-GROUP Limited;
- the obtaining of the necessary authorisations from the competent antitrust authorities;
- the lack of any opposition to the merger put forward by YOOX creditors, pursuant to Article 2503 of the Italian Civil Code and, if where there is opposition, the fact that this opposition ceases to remain unresolved (a condition that can be renounced by Compagnie Financière Richemont SA); and
- the admission to listing on the MTA of the ordinary shares issued to service the merger exchange.

From the effective date of the merger, the Company will be called "YOOX Net-A-Porter Group S.p.A.", in abbreviated form "YNAP S.p.A.", and the registered office will transfer to the Municipality of Milan. The new text of the articles of association, attached to the merger project, *sub* A.1, will be adopted from the same date.

### Share capital increase mandate

The same Shareholders' Meeting, in extraordinary session, resolved to confer a mandate on the Board of Directors, pursuant to Article 2443 of the Italian Civil Code, to increase the share capital - through payment in cash in one or more tranches - up to a maximum of Euro 200 million, through a total number of shares of not more than 10% of the YOOX post-merger share capital. This share capital increase can be offered (i) as an option to shareholders; or (ii) reserved to YOOX strategic and/or industrial partners, or (iii) to qualified investors with the exclusion of option rights, or (iv) through a combination of the three alternatives. In any event, this mandate can be exercised, and the related share capital increase realised, after the conclusion of the merger and within 3 years from the effective date of same.

### Appointment of member of the Board of Directors

Lastly, the Shareholders' Meeting, in ordinary session, resolved to change the number of members of the Board of Directors of the Company from 7 to 10, and to appoint Natalie Massenet, Richard Lepeu and Gary Saage as members of the board from the effective date of the merger and subject to it.

For more details, please see the Press Release issued on that 21 July 2015, together with further documents regarding the operation, which are available on the Company website [www.yooxgroup.com](http://www.yooxgroup.com), under the sections "Investor Relations" and "Governance".

### Mono-brand online stores

The REDValentino online store was extended to the Chinese market on 15 July 2015.



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**Board of Directors' resolutions**

The Board of Directors of YOOX, which met on July 30, 2015, approved the resolution to request Borsa Italiana, the Italian Stock Exchange, the exclusion of YOOX shares from the STAR segment. Shares will therefore continue to be traded on the Mercato Telematico Azionario (MTA), the ordinary Italian screen-based trading system organised and managed by Borsa Italiana. This decision, which will not affect the Company's well-established procedures and corporate governance practices, should be considered in light of the merger with THE NET-APORTER GROUP, as well as to the Company's large market capitalisation and inclusion in the FTSE MIB index since December 2013. In the context of the exclusion of YOOX's shares from the STAR segment, the Board of Directors has also decided to renounce the presence of a specialist.

Zola Predosa (BO), 30 July 2015  
For the Board of Directors

Chief Executive Officer  
Federico Marchetti

## Annex 1

Consolidated income statement as at 30/06/2015, prepared in accordance with CONSOB Resolution 15519 of 27 July 2006 and CONSOB Communication DEM/6064293 of 28 July 2006 (in thousands of Euro).

Consolidated income statement	30 June 2015			30 June 2014		
	Balances	of which with related parties	% Weighting	Balances	of which with related parties	% Weighting
Thousand Euro:						
Net revenue	284,552	8,046	2.83%	237,989	5,392	2.27%
Cost of sales	(179,300)			(151,765)		
Fulfilment costs	(29,655)	(181)	0.61%	(25,232)	(223)	0.88%
Sales and marketing costs	(34,567)	(188)	0.05%	(26,055)	(170)	0.65%
General expenses	(35,006)	(4,245)	12.13%	(27,158)	(2,230)	8.21%
Other income and expenses	(2,508)			(1,563)		
Non-recurring costs	(5,209)			-		
<b>Operating result</b>	<b>(1,693)</b>			<b>6,216</b>		
Result of equity investments	94)			(514)		
Financial income	6,425	2	0.03%	305	5	1.64%
Financial expenses	(5,316)			(1,590)		
<b>Profit before tax</b>	<b>(491)</b>			<b>4,417</b>		
Taxes	618			(1,861)		
<b>Consolidated net income for the period</b>	<b>127</b>			<b>2,556</b>		
Basic earnings per share	0.00			0.04		
Diluted earnings per share	0.00			0.04		

**Annex 2**

Consolidated statement of financial position as at 30/06/2015, prepared in accordance with CONSOB Resolution 15519 of 27 July 2006 and CONSOB Communication DEM/6064293 of 28 July 2006 (in thousands of Euro).

Consolidated statement of financial position	30 June 2015			31 December 2014		
	Balances	of which with related parties	% Weighting	Balances	of which with related parties	% Weighting
Amounts in thousands of Euro and percentage weighting on individual items						
<b>Non-current assets</b>						
Property, plant and equipment	38,272			35,663		
Intangible assets with finite useful life	43,823			35,685		
Equity interests in associates	59			59		
Deferred tax assets	13,979			10,021		
Other non-current financial assets	1,158			999		
<b>Total non-current assets</b>	<b>97,292</b>			<b>82,427</b>		
<b>Current assets</b>						
Inventories	273,957			222,834		
Trade receivables	13,386	519	3.88%	14,732	72	0.5%
Other current assets	9,899			7,510		
Cash and cash equivalents	103,269			118,028		
Financial assets which are not non-current assets	20,439	240	1.17%	9,539	42	0.5%
<b>Total current assets</b>	<b>420,949</b>			<b>372,644</b>		
<b>Total assets</b>	<b>518,241</b>			<b>455,071</b>		



Consolidated statement of financial position	30 June 2015			31 December 2014		
	Balances	of which with related parties	% Weighting	Balances	of which with related parties	% Weighting
<b>Shareholders' equity</b>						
Share capital	621			620		
Reserves	107,807			107,315		
Retained earnings and losses carried forward	50,358			36,556		
Consolidated net profit for the year	127			13,802		
Equity attributable to equity holders of the Parent	158,914			158,294		
Equity attributable to third parties						
<b>Total consolidated equity</b>	<b>158,914</b>			<b>158,294</b>		
<b>Non-current liabilities</b>						
Medium-/long-term financial liabilities	110,731			66,072		
Liabilities for employee benefits	159			165		
Provisions for risks and non-current charges	-			-		
Deferred tax liabilities	359			285		
<b>Total non-current liabilities</b>	<b>111,248</b>			<b>66,522</b>		
Bank loans and other current financial liabilities	22,047			30,759		
Provisions for risks and current charges	286			482		
Trade payables	194,290	5,026	2.59%	164,466	4,706	2.9%
Tax liabilities	535			320		
Other payables	30,921			34,228		
<b>Total current liabilities</b>	<b>248,079</b>			<b>230,255</b>		
<b>Total consolidated equity and liabilities</b>	<b>518,241</b>			<b>455,071</b>		

**Annex 3**

Consolidated statement of cash flows for the year ended 30/06/2015, prepared in accordance with CONSOB Resolution 15519 of 27 July 2006 and CONSOB Communication DEM/6064293 of 28 July 2006 (in thousands of Euro).

Consolidated Cash Flow Statement	30 June 2015			30 June 2014		
	Balances	of which with related parties	% Weighting	Balances	of which with related parties	% Weighting
Amounts in thousands of Euro and percentage weighting on individual items						
Consolidated net income for the period	127			2,556		
<i>Adjustments for:</i>						
Taxes for the period	(618)			1,861		
Financial expenses for the period	5,316			1,590		
Financial income for the period	(6,425)	(2)	0.03%	(305)		
Share of earnings from associates	(94)			514		
Depreciation, amortisation and impairment losses for the period	14,645			11,661		
Fair value measurement of Stock Option plans	1,041			815		
Unrealised effect of changes in foreign exchange rates	(935)			256		
Capital (gains)/losses on sale of non-current assets	58			2		
Provision for Employee benefits	19			12		
Provisions for risks and charges	286			323		
Payment of employee benefits	(25)			(53)		
Use of provisions for risks and charges	(483)			(416)		
Changes in inventories	(51,123)			(21,896)		
Changes in trade receivables	1,346	(447)	33.21%	4,710	433	9.19%
Changes in trade payables	29,824	320	1.07%	7,809	1,100	14.09%
Changes in other current assets and liabilities	(5,440)			(7,945)	(669)	8.42%
<b>Cash flow from (used in) operating activities</b>	<b>(12,506)</b>			<b>1,493</b>		
Income tax paid	(3,051)			(2,328)		
Interest and other financial expenses paid	(5,316)			(1,590)		
Interest and other financial income received	6,425			305		
<b>NET CASH FROM (USED IN) OPERATING ACTIVITIES</b>	<b>(14,449)</b>			<b>(2,120)</b>		





Consolidated Cash Flow Statement	30 June 2015			30 June 2014		
	Balances	of which with related parties	% Weighting	Balances	of which with related parties	% Weighting
<i>Investing activities</i>						
Expenditure for investments in property, plant and equipment	(10,191)			(7,985)		
Expenditure for investments in intangible assets	(18,200)			(11,364)		
Expenditure for investments in equity investments				(343)		
Expenditure for investments in other non-current financial assets	(160)			(12)		
<b>NET CASH FROM (USED IN) INVESTING ACTIVITIES</b>	<b>(28,550)</b>			<b>(19,974)</b>		
<i>Financing activities</i>						
New short-term liabilities	3,712			843		
Repayment of short-term liabilities	(10,862)			(7,086)		
New medium-/long-term financial liabilities	52,750			-		
Repayment of medium-/long-term financial liabilities	(6,618)			(917)		
Increase in share capital and share premium reserve	158			4,827		
Investments in other financial assets	(10,900)	(198)	1.82%	(65)		
Variation through difference between cash effect and action of incentive plans	-			-		
<b>NET CASH FLOW FROM (USED IN) FINANCING ACTIVITIES</b>	<b>(28,240)</b>			<b>(2,398)</b>		
<b>TOTAL CASH FLOW FOR THE PERIOD</b>	<b>(14,760)</b>			<b>(24,492)</b>		
Cash and cash equivalents at the beginning of the period	118,028			58,280		
Cash and cash equivalents at the end of the period	103,269			33,788		
<b>TOTAL CASH FLOW FOR THE PERIOD</b>	<b>(14,760)</b>			<b>(24,492)</b>		

## Certification of the condensed consolidated interim financial statements pursuant to Article 81-ter of CONSOB Regulation 11971 of 14 May 1999, as amended

### Certification of the condensed consolidated interim financial statements pursuant to Article 81-ter of CONSOB Regulation 11971 of 14 May 1999, as amended

1. The undersigned, Federico Marchetti, as Chief Executive Officer, and Enrico Cavatorta, as Director in charge of preparing corporate accounting documents of YOOX S.p.A. hereby certify, with due regard for the provisions of Article 154-bis (3 and 4) of Legislative Decree No. 58 of 24 February 1998:
  - the adequacy, with respect to the Company's characteristics and
  - the effective application of the administrative and accounting procedures for the compilation of the condensed interim financial statements, during the period from 1 January 2015 to 30 June 2015.
  
2. No significant aspects have emerged in this regard.
  
3. We also bear witness to the fact that:
  - 3.1 The consolidated interim financial statements:
    - a) were prepared in accordance with International Financial Reporting Standards endorsed by the European Union pursuant to EC Parliament and Council Regulation No. 1606/2002 of 19 July 2002;
    - b) correspond to entries made in accounting ledgers and records;
    - c) are suitable for providing a true and fair view of the financial position and results of operations of the issuer and all companies included in consolidation;
  
  - 3.2 The Interim Directors' Report includes a reliable analysis of the references to important events which have occurred during the first six months of the fiscal year and their influence on the condensed consolidated interim financial statements, together with a description of the main risks and uncertainties for the remaining six months of the fiscal year.  
The Interim Director's Report also includes a reliable analysis of disclosure of related-party transactions.

Zola Predosa (BO), 30 July 2015

Chief Executive Officer

Federico Marchetti

Director in charge of preparing  
corporate accounting documents

Enrico Cavatorta



## Independent auditors' report on the limited audit of the condensed consolidated interim financial statements



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**(Translation from the Italian original which remains the definitive version)**

### Report on review of condensed interim consolidated financial statements

To the shareholders of  
YOOX S.p.A.

#### Introduction

We have reviewed the accompanying condensed interim consolidated financial statements of the YOOX Group, comprising the statement of financial position, income statement, statement of comprehensive income, statement of changes in equity, statement of cash flows and notes thereto, as at and for the six months ended 30 June 2015. The parent's directors are responsible for the preparation of these condensed interim consolidated financial statements in accordance with the International Financial Reporting Standard applicable to interim financial reporting (IAS 34), endorsed by the European Union. Our responsibility is to express a conclusion on these condensed interim consolidated financial statements based on our review.

#### Scope of Review

We conducted our review in accordance with Consob (the Italian Commission for Listed Companies and the Stock Exchange) guidelines set out in Consob resolution no. 10867 dated 31 July 1997. A review of condensed interim consolidated financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing as adopted in Italy (Italian-ISA) and, consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion on the condensed interim consolidated financial statements.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the condensed interim consolidated financial statements of the YOOX Group as at and for the six months ended 30 June 2015 have not been prepared, in all material respects, in accordance with the International Financial Reporting Standard applicable to interim financial reporting (IAS 34), endorsed by the European Union.

Bologna, 31 July 2015

KPMG S.p.A.

(signed on the original)

Gianluca Geminiani  
Director of Audit

KPMG S.p.A. è una società per azioni di diritto italiano e fa parte del network KPMG di entità indipendenti affiliate a KPMG International Cooperative ("KPMG International"), entità di diritto svizzero.

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