

ALBERTA FERRETTI

AEFFE

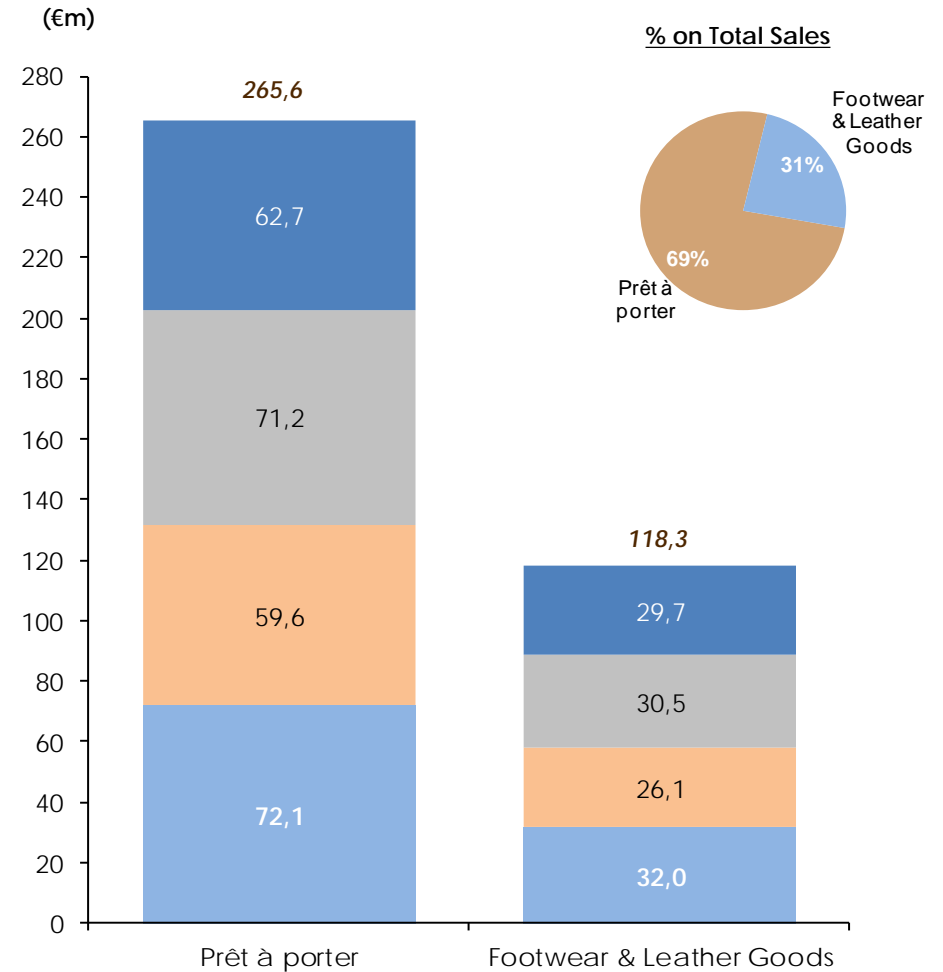
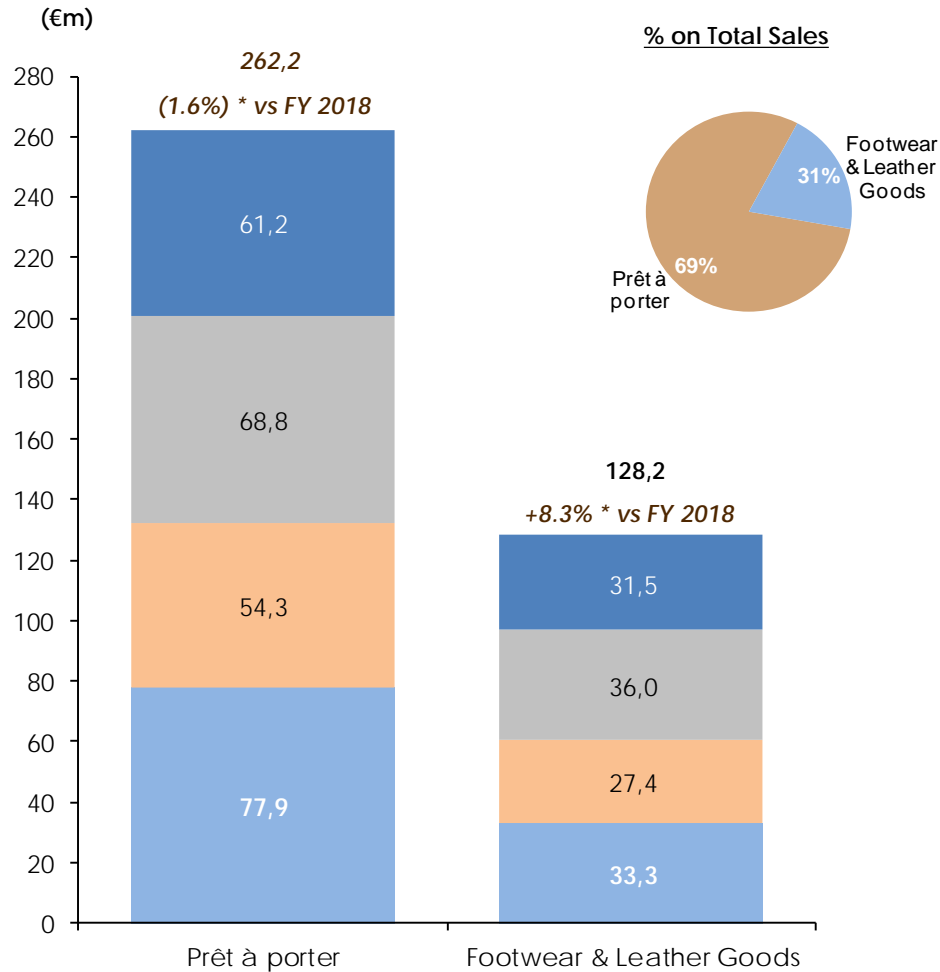


**AEFFE FY 2019 Consolidated Revenues
Presentation
29th January 2020**

Net Sales Breakdown by Division⁽¹⁾

FY 2019

FY 2018



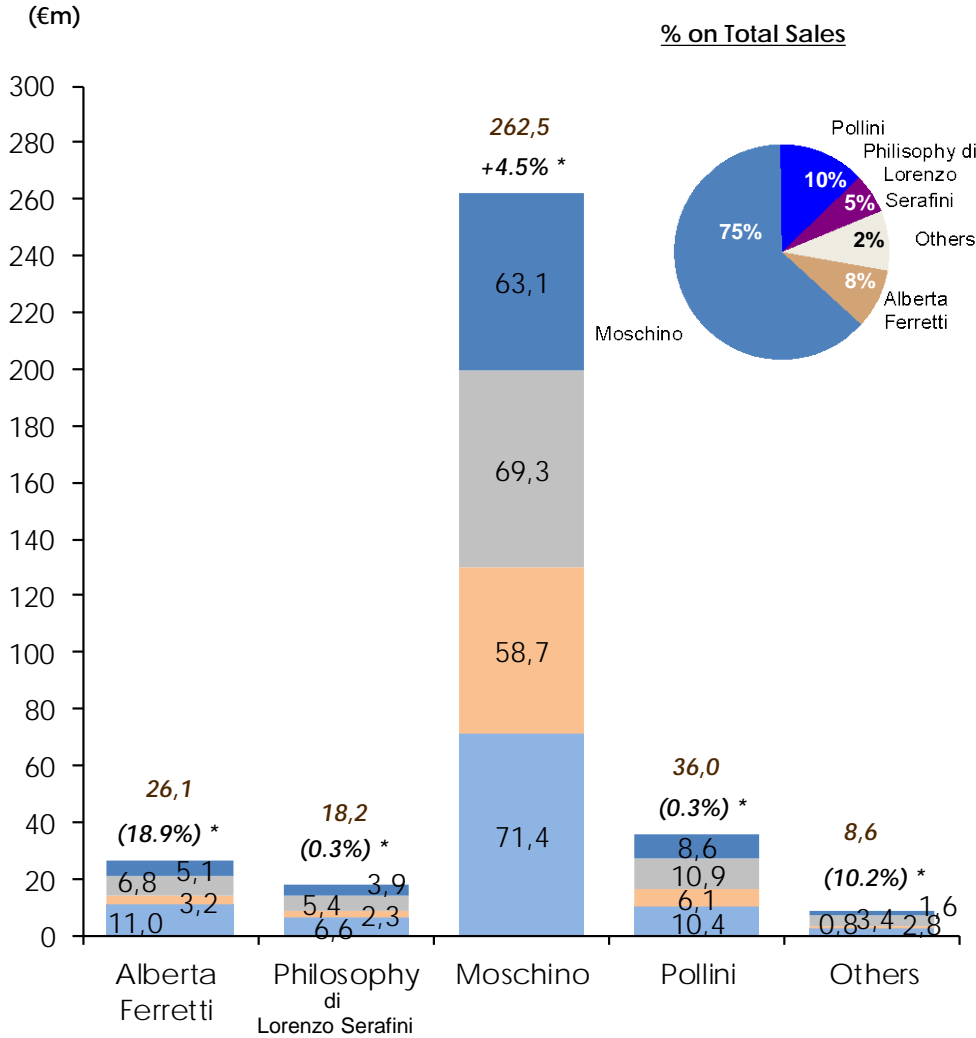
* At constant exchange rates

(1) Before inter-divisional eliminations

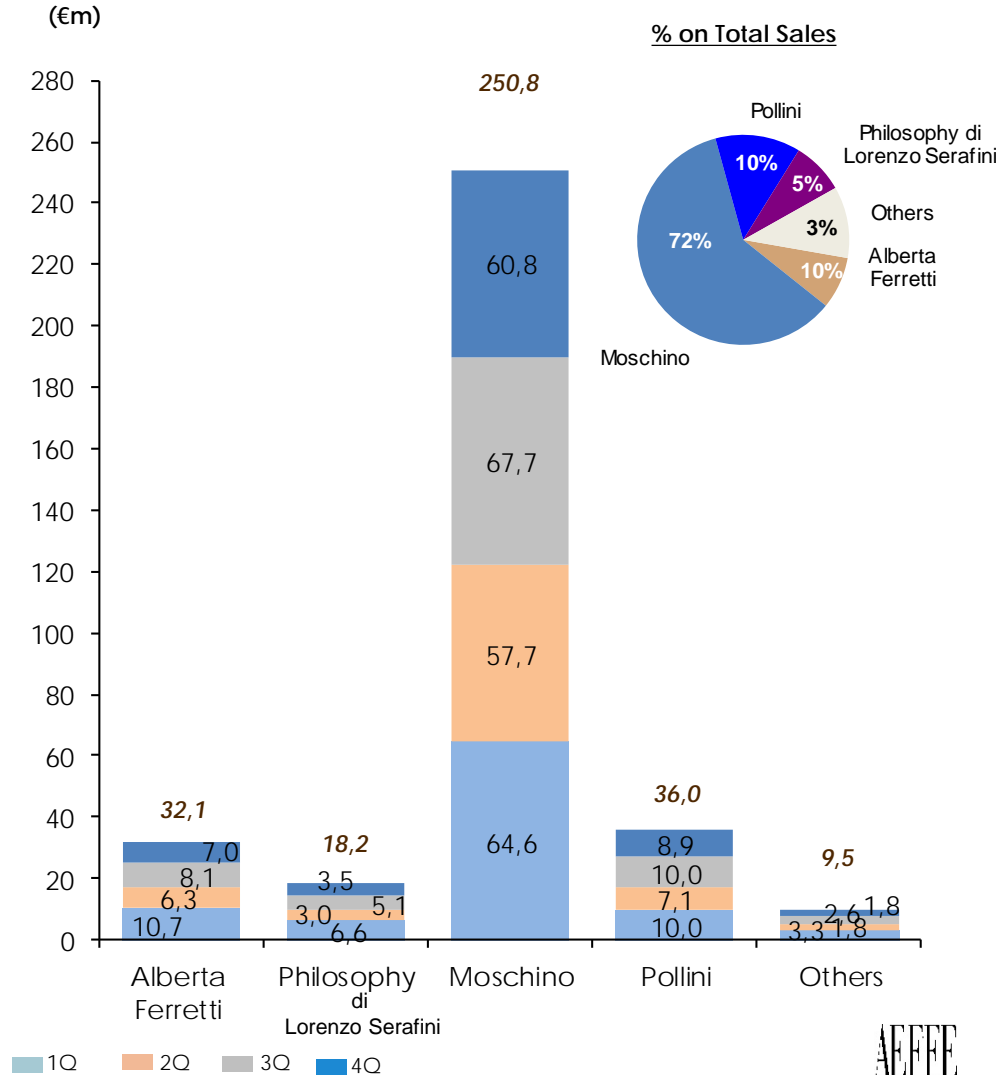
■ 1Q ■ 2Q ■ 3Q ■ 4Q

Net Sales Breakdown by Brand

FY 2019

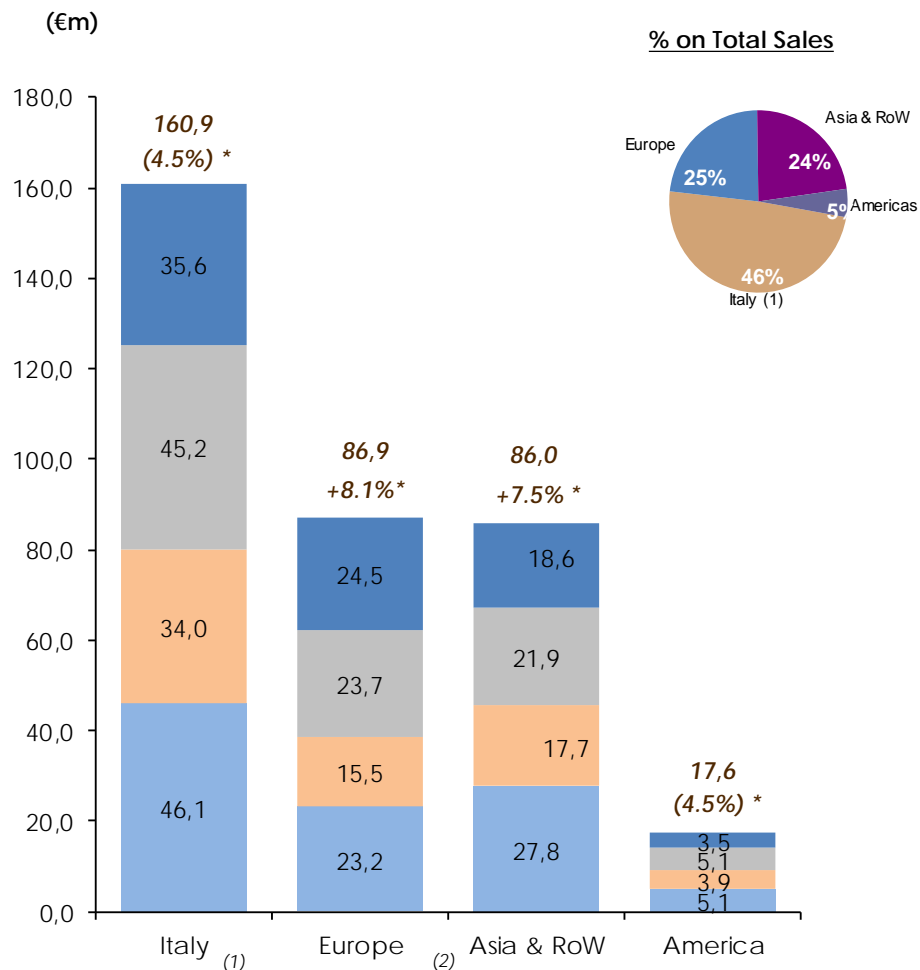


FY 2018

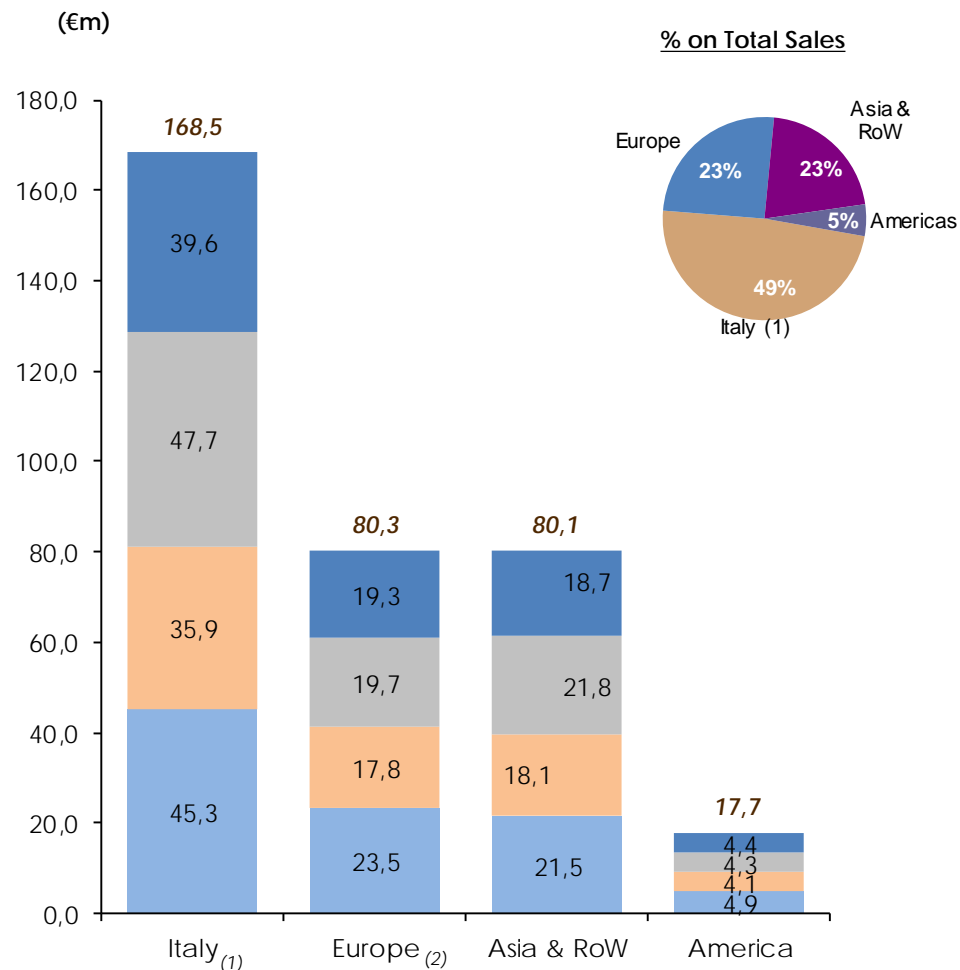


Net Sales Breakdown by Region

FY 2019



FY 2018



(1) ITALY sales incidence on total revenues ADJUSTED by foreign customers effect and royalties income is estimated equal to 36%

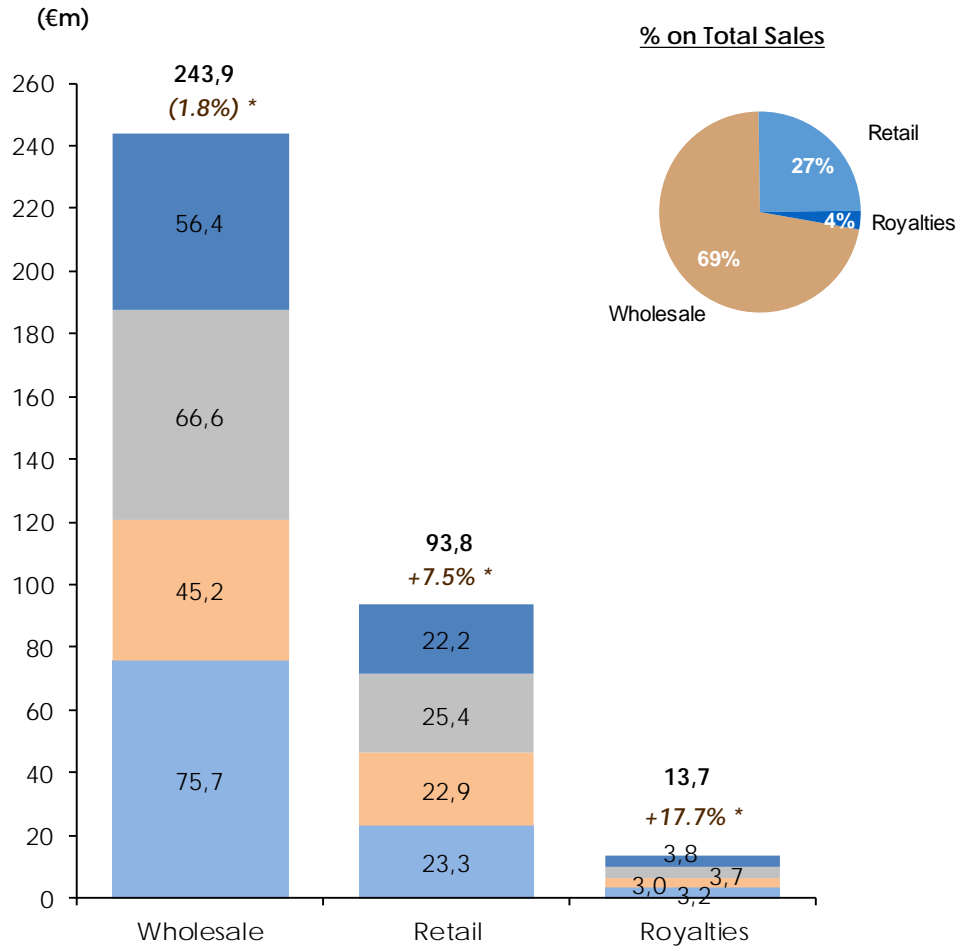
(2) Italy excluded

1Q 2Q 3Q 4Q

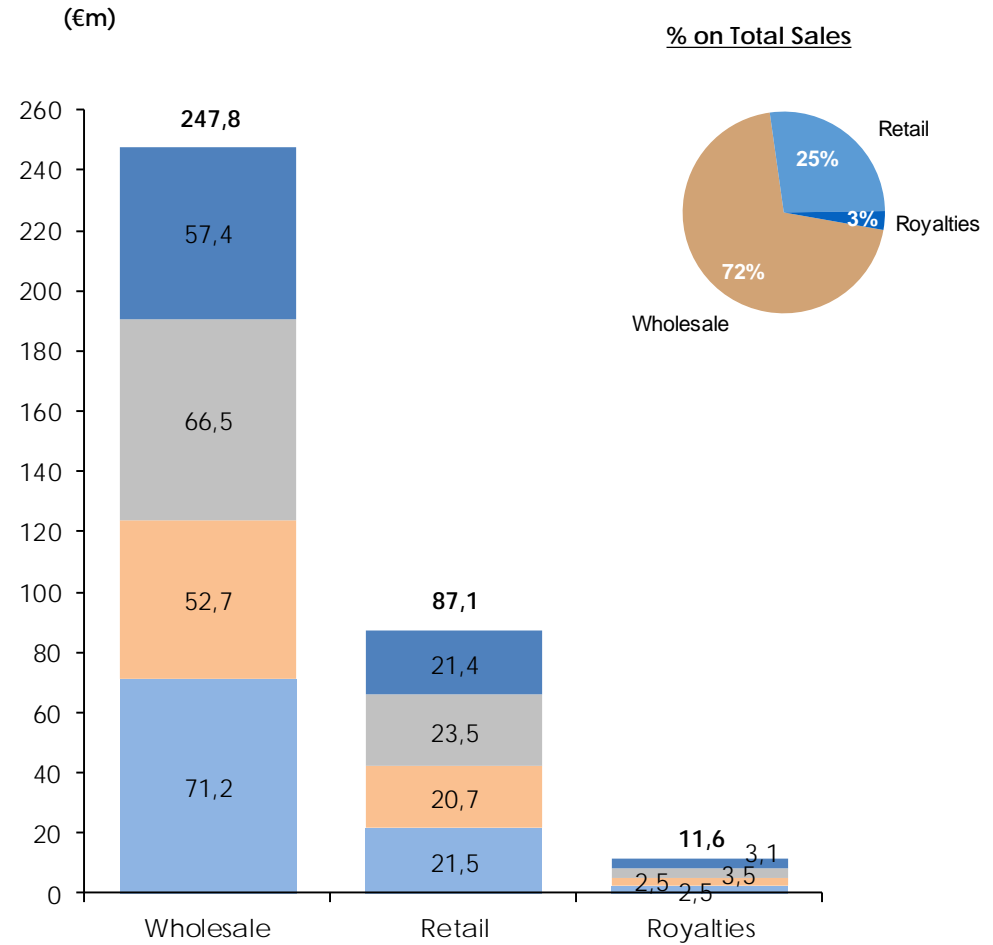
* At constant exchange rates

Net Sales Breakdown by Channel

FY 2019



FY 2018



1Q 2Q 3Q 4Q

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