# INDITEX

### **Interim Three Months 2009**

10 June 2009

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Some of these risks include, amongst others, ongoing competitive pressure in the sector, consumer tastes and spending trends, economic, political, regulatory and trade conditions in the markets where the Inditex Group is present or in the countries where the Group's products are manufactured or distributed.

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### **Overview**

#### **Interim 3 Months 2009: Overview**



- ▶ Inditex continues to gain market share
- ▶ Tight control of operating expenses
- Strong focus on cash flow
- Expansion plan on track
- ▶ In a challenging period for the sector



# **Financial Summary**

#### **Interim 3 Months 2009**



- Background
  - Leap year 2008
  - Easter in April 09 vs. March 08
  - Currency translation effect
  - FY2009 new space weighted to H2
  - 4% LFL comparable in H1 (2 yr CAGR)

#### **Interim 3 Months 2009**



million €	1Q09	1Q08
Net Sales	2,338	2,218
Gross profit	1,331	1,282
EBITDA	395	424
EBIT	249	294
Net income	184	219

▶ Net sales growth in local currencies 8%

## **Gross margin**



% on sales	1Q09	1Q08	% 09/08
Gross margin	56.9%	57.8%	(86 b.p.)

► Gross profit growth of 4% to €1.3bn

### Tight control of operating expenses



million €	1Q09	1Q08	% 09/08
Operating expenses	936	858	9%

- Operating expenses growth below space growth
- ► Efficiencies plan on track

#### **Current accounts**



million €	1Q09	1Q08
Inventory	1,110	986
Receivables	512	424
Payables	(1,929)	(1,589)
Net cash position	872	635

▶ Strong financial position



# **Concepts**

### **Store Openings**

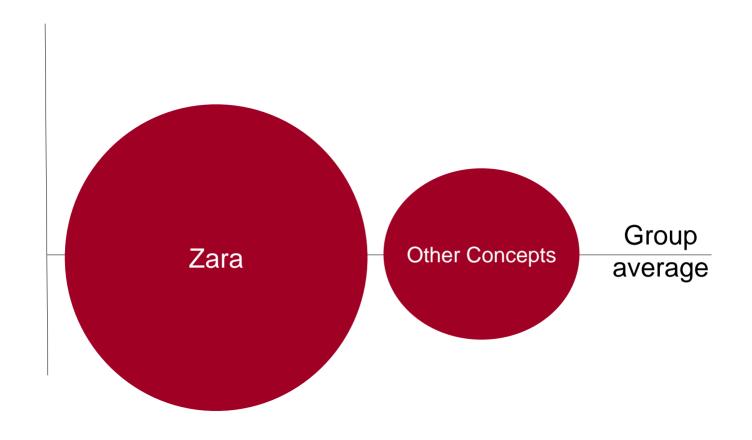


Openings	1Q09	1Q08
Zara	24	51
Pull and Bear	10	16
Massimo Dutti	11	11
Bershka	18	17
Stradivarius	15	13
Oysho	7	26
Zara Home	8	11
Uterqüe	2	
Total	95	145

▶ Store openings on track

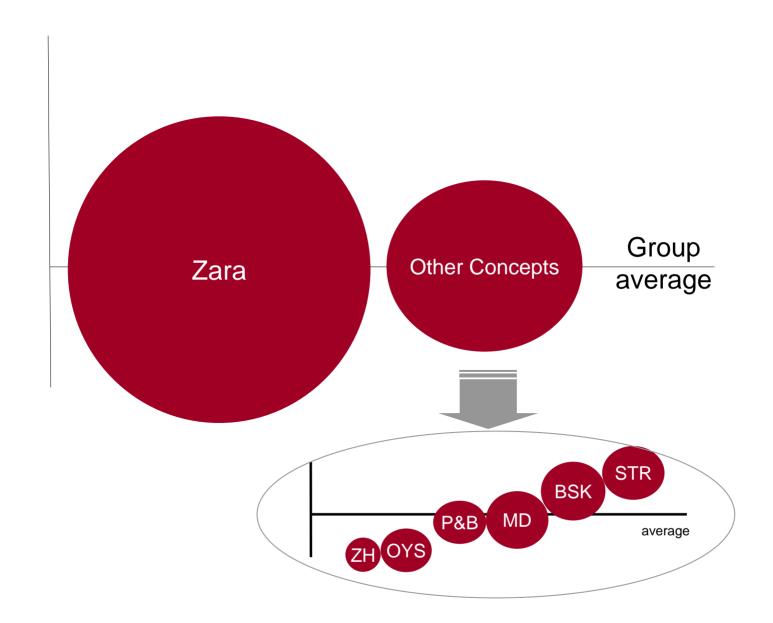
### Performance per concept





### Performance per concept







### **Outlook**

#### FY2009: Outlook



- ▶ Space growth: ~ 230,000 sqm.
- c95% new space in International markets
- FY2009 new space weighted to H2 (25%/75%)
- Capital Expenditure: ~ 600 million €

 Store sales in local currencies have increased by 9% from 1 May to 7 June 2009

#### **Zara Womenswear**



▶ New TRF image





#### **Zara Menswear**



- ▶ New store layout
- ▶ MTV collection





### **Zara Childrenswear**



► Wider offer for 0-24 month-olds ranges





#### **On-line initiatives**



- ► New web page <u>www.zara.com</u>
- ▶ On-line sales progression at Zara Home





#### China launch



- ▶ Bershka: Beijing, Shanghai, Hong Kong and Dalian
- ▶ Pull & Bear: Beijing





### **New store image**



- ▶ Massimo Dutti
- Stradivarius





Oysho



▶ New collection: Beachwear





### Uterqüe



▶ New markets: Openings in Belgium (Antwerp), Kuwait and Qatar





### **Openings: Paris (France)**



Zara Faubourg Saint Honore



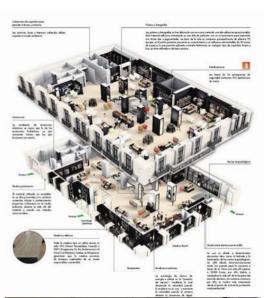


### **Openings: Eco-efficient store**

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► Zara Korai (Athens, Greece)







# **Openings: S. Petersburg (Russia)**



► Zara Mertens House



## **Openings: New York City (USA)**

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► Zara 5<sup>th</sup> Avenue and 42<sup>nd</sup> St.



### **Openings: Cairo (Egypt)**



▶ Zara, Bershka, Pull & Bear, Massimo Dutti



### Openings: Daegu, Bundang (S. Korea) INDITEX





## **Openings: Tokyo (Japan)**



► Zara Ginza Marronier



### **Openings: Shanghai (China)**



▶ Zara People's Square



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# Interim Three Months 2009 Q&A

10 June 2009