



Piquadro S.p.A:
The Board of Directors Approves
the Consolidated Interim Report as of June 30, 2011

- **Consolidated revenue amounted to € 12.4 million (+14% compared to the same period of the previous year)**
- **As of today the number of Piquadro single-brand stores around the world is 106 (49 DOS and 57 franchised).**

Silla di Gaggio Montano (BO), August 4, 2011 – Today the Board of Directors of Piquadro S.p.A, which designs, manufactures and distributes innovative-design, high tech leather goods, approved its Consolidated Interim Report as of June 30, 2011.

For the first quarter at June 30, 2011, the Piquadro Group reported steadily growing consolidated revenue: **€ 12.4 million, up 14%** compared to the same period of the previous year (about €10.9 million).

The increase in sales is attributable to the excellent performance recorded on Asian markets as well as to a very satisfactory growth on the Italian market. **The sales growth on the Asian markets** (which represent 8.3% of the Group's revenue) was **34.6%** and was driven by the markets of the so-called Greater China including Hong Kong, China, Taiwan and Macau where 10 new stores were opened. **The Italian market**, which accounted for 76.2% of the Group's turnover, showed a **14.7% growth**. And finally, the European market, accounting for 15.5% of the Group's sales, saw Russia as the star of the show; in comparison to the 2.4% growth in the area, it had a sales increase of 37.3%.

The rise in consolidated revenues was also driven by sales of the **DOS channel**, which **increased over 35.2%** compared to the year ended March 31, 2011. This increase was in turn the result of both the increase in sales volume in existing stores as well as the contribution from the 18 new stores opened after June 30, 2010 (minus the three stores closed during the period). The trend in sales revenue in the DOS channel in all areas, adjusted for sales from the stores that were not yet open as of April 1, 2010, increased by **15% at current exchange rates (at constant Exchange rates the increase was equal to +17.8%)**. Sales from the Wholesale channel, which as of June 30, 2011 make up 73.2% of the Group's total revenue, showed a 7.8% increase over the same period in the 2010/2011 fiscal year, benefiting, among other things, from the opening of 10 more franchise stores: 4 in Italy, 5 in Europe and 1 in Canada.

As of June 30, 2011, **EBITDA** of the Piquadro Group was € 2.49 million (with a **ratio of 20.1%** to net sales revenue), **up about 2%** compared to the same period of financial year 2010/2011 (€ 2.44 million or 22.4% of net sales revenue).

Considering the fact that during the first quarter of the previous fiscal year performance (on the EBITDA level) was positively influenced by the amount of three hundred thousand euro obtained for the sale of the lease contract on the Frankfurt store, the net EBITDA growth in the quarter ending June 30, 2011 amounts to about **16.2%** (2.49 million euro on June 30, 2011 as opposed to 2.14 million euro on June 30, 2010).

For the first quarter at June 30, 2011, **EBIT** of the Piquadro Group was about € 2 million (**16.2%** of net sales revenue), **up about 2.1%** compared to June 30, 2010 (€ 1.96 million or 18% of net sales revenue). Considering the fact that during the first quarter of the previous fiscal year performance (on the EBIT level) was positively influenced by the amount of three hundred thousand euro obtained for the sale of the lease contract on the Frankfurt store, the net EBIT growth in the quarter ending June 30, 2011, compared to the same period of the previous year, was about **20.6%** (€ 2 million on June 30, 2011 as opposed to € 1.66 million on June 30, 2010).

In Q1 2011, **Group Net Profit** was € 1.19 million, down about 5.9% compared to € 1.27 million reached for the same period of the previous year. Considering the fact that during the first quarter of the previous fiscal year



performance (on the net profit level) was positively influenced by the amount of three hundred thousand euro obtained for the sale of the lease contract on the Frankfurt store, the net profit growth in the quarter ending June 30, 2011 shows an **increase of about 23.1%** compared to the same period of the previous year.

As of June 30, 2011, **Net Financial Position** was negative for € **4.14 million** with an increase of about € 469 thousand compared to March 31, 2011 and € 842 thousand compared to June 30 2010. The variation is slightly negative due to warehouse growth dynamics and, in part, commercial credit.

«The results for the quarter are completely satisfying and confirm our growth expectations considering the significant developments in the retail business» stated Marco Palmieri, Chairman and CEO of Piquadro. *«The positive trend in the Asian and Eastern European markets, and specifically Russia, is steady and noteworthy, offering further prospects for future growth that Piquadro intends to pursue, continuing a steady retail growth strategy through the opening of new brand stores throughout the Greater China area and in Russia ».*

Foreseeable evolution

The results reached in the first quarter as of June 30, 2011 confirmed management's expectations in terms of revenue growth. The excellent sales performance in the directly owned stores during the first three months of the 2011/2012 fiscal year confirm and support management in their estimated growth expectations. The *management* expects that by the end of March 2012 revenue will show a double digit rise, close to the figure reported in the first quarter of the financial year. In this scenario, the management constantly strives to maintain margins in excess of the average and in line with those recorded in the 2010/2011 financial year which will allow the Company to make ever greater commitments to research and development as well as marketing with the aim of further raising awareness of the Piquadro brand throughout the world.

The manager responsible for preparing the Piquadro S.p.A.'s, financial reports, Roberto Trotta, declares – pursuant to paragraph 2 of Article 154-bis of Italy's Legislative Decree 58/1998 – that the accounting information contained in this press release, corresponds to the documented results, books, and accounting records.

Piquadro

Founded in 1987, Piquadro is an Italian brand of professional and travel leather goods characterized by innovative design and technological content. The company originated from an idea of Marco Palmieri, current Chairman and Chief Executive Officer. Piquadro is headquartered in Silla di Gaggio Montano, near Bologna, where it carries out all design, project, planning, acquisition, quality control, logistics, marketing, communications and distribution activities.

In the fiscal year ended March 31, 2011 consolidated revenues amounted to € 61.8 million euro (+18,4% compared to March 31, 2010).

Piquadro sells its products in over 50 countries worldwide, through a distribution network that also includes 106 single brand boutiques (56 in Italy and 50 abroad, of which 49 DOS-directly operated stores and 57 franchised stores).

Piquadro has been listed on the Italian Stock Exchange since October 2007.

Piquadro SpA

Ufficio relazioni con i media – Paola Di Giuseppe
Tel +39 0534 409079
paoladigiuseppe@piquadro.com

Piquadro SpA

Investor relationship- Roberto Trotta
Tel +39 0534 409001
investor.relator@piquadro.com

**Interim Consolidated statement of financial position as at June 30, 2011 and March 31, 2011**

<i>(in thousands of euro)</i>	June 30, 2011	March 31, 2011
NON-CURRENT ASSETS		
Intangible assets	809	790
Tangible fixed assets	12,308	12,064
Other receivables	792	872
Deferred tax assets	1,313	1,349
TOTAL NON-CURRENT ASSETS	15,222	15,075
CURRENT ASSETS		
Inventories	13,414	10,104
Trade receivables	20,743	21,418
Other current assets	2,426	2,526
Receivables for derivative financial instruments	150	-
Cash and cash equivalents	9,508	10,727
TOTAL CURRENT ASSETS	46,241	44,775
TOTAL ASSETS	61,463	59,850



LIABILITIES AND SHAREHOLDERS' EQUITY		
<i>(in thousands of euro)</i>	June 30, 2011	March 31 2011
SHAREHOLDERS' EQUITY		
Share capital	1,000	1,000
Share premium reserve	1,000	1,000
Other reserves	435	404
Retained earnings	23,499	14,402
Group profit for the year	1,194	9,097
Total Group shareholders' equity	27,128	25,903
Minority interest capital and reserves	-	-
Net profit(loss) pertaining to minority interests	-	-
Total minority interest share	-	-
SHAREHOLDERS' EQUITY	27,128	25,903
NON-CURRENT LIABILITIES		
Financial payables	4,806	5,266
Payables to other lenders for leasing contracts	4,214	4,469
Provisions for employee benefits	245	258
Provisions for risks and charges	877	852
Deferred tax liabilities	474	470
TOTAL NON-CURRENT LIABILITIES	10,616	11,315
CURRENT LIABILITIES		
Financial payables	3,804	3,805
Payables to other lenders for leasing contracts	831	865
Liabilities for derivative financial instruments	6	38
Trade payables	13,826	13,301
Other current liabilities	3,764	3,887
Tax payables	1,488	736
TOTAL CURRENT LIABILITIES	23,719	22,632
TOTAL LIABILITIES	34,335	33,947
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	61,463	59,850



Interim Consolidated income statement for the period ended June 30, 2011 and 2010

<i>(in thousands of euro)</i>	Quarter I 2011/2012 (June 30, 2011)	Quarter I 2010/2011 (June 30, 2010)
REVENUE		
Revenues from sales	12,395	10,875
Other income	66	489
- <i>non-recurring</i>	-	(300)
TOTAL REVENUE (A)	12,461	11,364
OPERATING COSTS		
Change in inventories	(3,114)	(2,657)
Purchases	3,861	3,581
Service costs and rents, leases and similar costs	6,495	5,904
Personnel costs	2,662	2,070
Amortization, depreciation and write-downs	531	478
Other operating costs	21	26
TOTAL OPERATING COSTS (B)	10,456	9,402
OPERATING PROFIT (A-B)	2,005	1,962
- <i>of which impact of non-recurring items</i>	-	300
FINANCIAL INCOME AND CHARGES		
Financial income	263	462
Financial charges	(348)	(575)
TOTAL FINANCIAL INCOME AND CHARGES	(85)	(113)
PROFIT BEFORE TAXES	1,920	1,849
Income Taxes	(726)	(579)
NET PROFIT	1,194	1,270
attributable to:		
SHAREHOLDERS OF THE PARENT COMPANY	1,194	1,270
MINORITY INTERESTS	-	-
EARNINGS PER SHARE (basic) in Euro	0,024	0,025
EARNINGS PER SHARE (diluted) in Euro	0,023	0,024