

**Piquadro S.p.A:****The Board of Directors approved the
Consolidated Half-year Financial Report as of September 30, 2012**

- **Consolidated revenue** amounted to **€ 27.39 million** (€ 30.13 million in the same period of the previous year);
- **EBITDA** amounted to **€ 5.1 million** (€ 7.3 million in the same period of the previous year);
- **Consolidated Net Profit** amounted to **€ 2.4 million** (€ 3.9 million in the same period of the previous year);

Silla di Gaggio Montano (Bologna), November 20, 2012 – Today the **Board of Directors** of **Piquadro S.p.A**, which designs, manufactures and distributes innovative-design, high-tech leather goods, approved its Consolidated Half-year Financial Report as of **September 30, 2012**.

For the half-year at September 30, 2012, the Piquadro Group reported **consolidated revenue** of **€ 27.39 million, down 9.1%** compared to € 30.13 million reported for the same period of the previous year.

In a macroeconomic context that is dominated by uncertainty regarding growth dynamics, the decrease in revenue is attributable to the decrease in sales from the Wholesale channel which represent 69.3% of the Group's sales, down 15.3% in the first half of the period 2012-2013. That decrease was only partially balanced by the growth in the DOS channel which are in sharp contrast, and increased by 9.1% due to the increase in sales volume in existing stores as well as to the contribution from new stores.

The *Same Store Sales Growth* (SSSG) data, calculated as average global growth rates of profits registered in the existing DOS on April 1, 2011, was positive and equal to the 6.8% growth in the quarter at current exchange rates (equal to the opening days and at constant exchange rates, it was equal to a 3.9% growth rate). The decrease in consolidated revenue is also due to the contraction of the Italian market which represent 73.8% of the Group's sales and decreased by 14.7% compared to the same period of the previous year. On the other hand, the sales generated by the European countries increased by 20.2% and represent 18.0% of consolidated revenue.

As of September 30, 2012, **EBITDA** of the Piquadro Group was **€ 5.1 million (with a ratio of 18.5%** to net sales revenue), **down about 30.4%** compared to the same period of 2011/2012 (€ 7.3 million and 24.1% of net sales revenue).

Group **EBIT** was about **€ 3.8 million (14.0% of net sales revenue)**, **down 38.1%** compared to September 30, 2011 (€ 6.2 million and 20.6% of net sales revenue) also due to higher depreciation during the period as a result of the significant investments the Group made over the period and by the adjustments related to early closings of stores where performance was not in accordance with the original expectations.

In the first half of 2012, **Group Net Profit** reached **€ 2.4 million, down 38.0%** compared to € 3.9 million for the same period of the previous financial year.

As of September 30, 2012, **Net Financial Position** was negative at **€ 12 million**. Compared to September 30, 2011, Net Financial Position rose by € 3.4 million, due to the higher investments of the period (about € 2.0 million in the first half of 2012-2013) and to the increased net working capital of the Group.

«The results from the first half of the fiscal year were mainly determined by the fall in sales in the Italian wholesale market which decreased by 20%, in large part due to the decrease in the number of customers. This decrease in customers was due to problems related to their solvency while Italian shop sales (DOS) on a "like for like" level showed a slightly positive trend » states **Marco Palmieri, President and CEO of Piquadro**. *«On the other hand, export sales increased by around 11% on a consolidated level with a double-digit increase of "like for like" in foreign DOS shops. The on-line results were also extremely positive and even though they only represent a few percentage points of the consolidated revenue, they almost doubled*



compared to the same period last year. The economic results from the first half of the year, besides being influenced by sales dynamics, were also influenced by greater costs related to the opening of the Milan showroom and the Hong Kong and Paris flagship stores (Paris not yet open), as well as by costs related to the new managerial resources that joined the group to strengthen its presence in foreign markets along with the costs for improving retail effectiveness and product development. As we stated in the Group's industrial plan, we aim to increase international visibility with targeted investments and new managerial skills. We will continue to increase the network of flagship stores in Italy and abroad and collaborations with leading designers, globally recognized for the development of products that combine Piquadro's solid experience with glamour».

Outlook 2012/2013

In the first half of financial year 2012/2013 the development of the Piquadro Group was influenced by the economic scenario in which it operates, mainly Italy in which the Group reports over 70% of its revenues. The trend in that market will be important for the future development of the Group. The expectations for the 2012/2013 financial year, in terms of both turnover and profitability, will depend on the consumption's level for the coming months and on whether the Italian wholesale clients are able to restore normal conditions for accessing credit. The results achieved in directly operated shops in the first half go against the negative trend described above and provide comfort to management regarding its growth strategy which hinges on the opening of directly-operated shops also with a view to improving distribution and positioning. The Group is also focusing on global development and is consistently pursuing a strategy to increase the visibility and awareness of the Piquadro brand internationally. In this perspective, the plan to open the Paris shop on Rue Saint Honoré by the end of 2012 is an important aspect which is to be followed by the flagship store in London; these are places where there is the greatest concentration of the target consumers (travel and business) and where the flow of Asian, Russian, Middle-Eastern and American tourists is constantly increasing; these will represent the greatest areas of expansion for the Group in the immediate future.

Therefore, the forecasts for the 2012/2013 financial year will depend particularly on the development of the economic situation in Italy, the main relevant market for Piquadro, as well as on the speed of obtaining returns from the foreign investments. In this context, the management is engaged in constantly monitoring operating costs in order to maintain gross profit margins higher than the averages in the sector, which will allow the Company to make greater commitments to research and development as well as to marketing and retail, with the aim of further raising awareness of the Piquadro brand around the world.

Pursuant to Section 2 of Article 154-*bis* of Legislative Decree No. 58/1998, the executive in charge of the financial reports of Piquadro S.p.A., Roberto Trotta, declares that the accounting information contained in this press release corresponds to the documented results, books and accounting records.

Significant Events After September 30, 2012

Since October 1, 2012 no significant events were reported at Company or Group level.

Piquadro S.p.A.

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. New Offices and an important showroom were opened in September 2012 in Milan, in the heart of the Fashion District.

In the fiscal year ended March 31, 2012 consolidated revenues amounted to Euro 64.4 million euro with Net Profits of Euro 7.8 million.

Piquadro sells its products in over 50 countries worldwide, through a distribution network that also includes 94 single brand boutiques (55 in Italy and 39 abroad, of which 46 DOS-directly operated stores and 48 franchised stores).

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

Piquadro S.p.A.

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**Interim Consolidated statement of financial position as at September 30, 2012 and March 31, 2012**

<i>(in thousands of Euro)</i>	September 30, 2012	March 31, 2012
NON-CURRENT ASSETS		
Intangible assets	3,894	1,528
Tangible fixed assets	12,461	12,132
Other receivables	960	977
Deferred tax assets	1,476	1,461
TOTAL NON-CURRENT ASSETS	18,791	16,098
CURRENT ASSETS		
Inventories	13,040	11,911
Trade receivables	26,027	23,113
Other current assets	1,678	1,437
Tax receivables	847	714
Receivables for derivative financial instruments	-	-
Cash and cash equivalents	9,935	12,813
TOTAL CURRENT ASSETS	51,527	49,988
TOTAL ASSETS	70,318	66,086

**Interim Consolidated statement of financial position as at September 30, 2012 and March 31, 2012**

<i>(in thousands of Euro)</i>	September 30, 2012	March 31, 2012
LIABILITIES AND SHAREHOLDERS' EQUITY		
SHAREHOLDERS' EQUITY		
Share capital	1,000	1,000
Share premium reserve	1,000	1,000
Other reserves	626	512
Retained earnings	23,278	18,499
Group profit for the year	2,424	7,779
Total Group shareholders' equity	28,328	28,790
Minority interest capital and reserves	40	-
Net profit(loss) pertaining to minority interests	-	-
Total minority interest share	-	-
SHAREHOLDERS' EQUITY	28,368	28,790
NON-CURRENT LIABILITIES		
Financial payables	5,500	2,628
Payables to other lenders for leasing contracts	3,449	3,706
Provisions for employee benefits	243	261
Provisions for risks and charges	894	785
Deferred tax liabilities	302	327
TOTAL NON-CURRENT LIABILITIES	10,388	7,707
CURRENT LIABILITIES		
Financial payables	12,372	11,997
Payables to other lenders for leasing contracts	606	709
Liabilities for derivative financial instruments	-	3
Trade payables	13,682	13,856
Other current liabilities	3,380	3,024
Tax payables	1,522	-
TOTAL CURRENT LIABILITIES	31,562	29,589
TOTAL LIABILITIES	41,950	37,296
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	70,318	66,086

**Interim Consolidated income statement for the period ended September 30, 2012 and 2011**

<i>(in thousands of Euro)</i>	September 30, 2012	September 30, 2011
REVENUE		
Revenues from sales	27,395	30,133
Other income	357	304
- <i>non recurring</i>	-	-
TOTAL REVENUE (A)	27,752	30,437
OPERATING COSTS		
Change in inventories	(859)	(3,978)
Purchases	5,389	6,835
Service costs and rents, leases and similar costs	11,981	14,954
Personnel costs	6,018	5,270
Amortization, depreciation and write-downs	1,368	1,113
Altri costi operativi	17	41
TOTAL OPERATING COSTS (B)	23,914	24,235
OPERATING PROFIT (A-B)	3,838	6,202
- <i>non recurring</i>	-	-
FINANCIAL INCOME AND CHARGES		
Financial income	467	786
Financial charges	(445)	(775)
TOTAL FINANCIAL INCOME AND CHARGES	22	11
PROFIT BEFORE TAXES	3,860	6,213
Income Taxes	(1,436)	(2,305)
NET PROFIT	2,424	3,908
attributable to:		
SHAREHOLDERS OF THE PARENT COMPANY	2,424	3,908
MINORITY INTERESTS		
EARNINGS PER SHARE (basic) in Euro	0.04848	0.07816
EARNINGS PER SHARE (diluted) in Euro	0.04774	0.07574