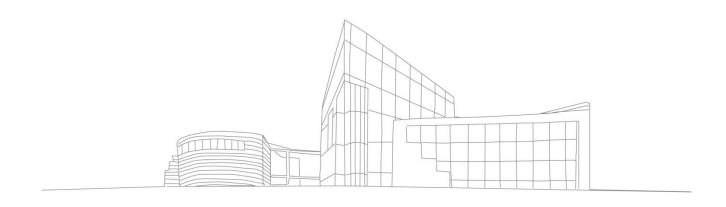
## INDITEX



#### Interim Half Year 2018

12 September 2018

#### Disclaimer

This document and the information herein does not constitute an offer to sell, to buy or to exchange, nor an invitation to make an offer to buy, to sell or to exchange, nor a recommendation or advice, regarding any security issued by the Inditex Group.

This document contains forward-looking statements. All statements other than statements of historical fact included herein, including, without limitation, those regarding our financial position, business strategy, management plans and objectives for future operations are forward-looking statements. Any such forward-looking statements are subject to risk and uncertainty and thus could differ materially from actual results.

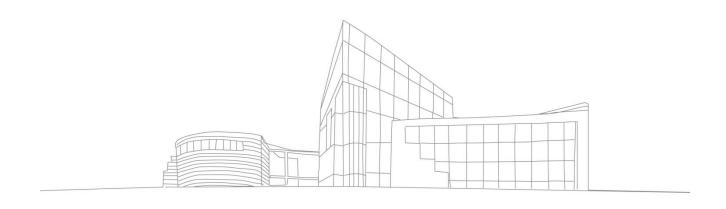
Some of these risks include, amongst others, ongoing competitive pressure in the sector, consumer tastes and spending trends, economic, political, regulatory and trade conditions in the markets where the Inditex Group is present or in the countries where the Group's products are manufactured or distributed.

The risks and uncertainties that could affect the forward-looking statements are difficult to predict. The company assumes no obligation to publicly revise or update its forward-looking statements in the case of unexpected changes, events or circumstances that could affect them. Given the uncertainties of forward-looking statements, we caution readers not to place undue reliance on these statements.

For a discussion of these and other factors that may affect forward looking statements and the Inditex Group's business, financial conditions and results of operations, see the documents and information communicated by the company to the Comisión Nacional del Mercado de Valores (the Spanish Securities Commission).

The contents of this disclaimer should be taken into account by all persons or entities.

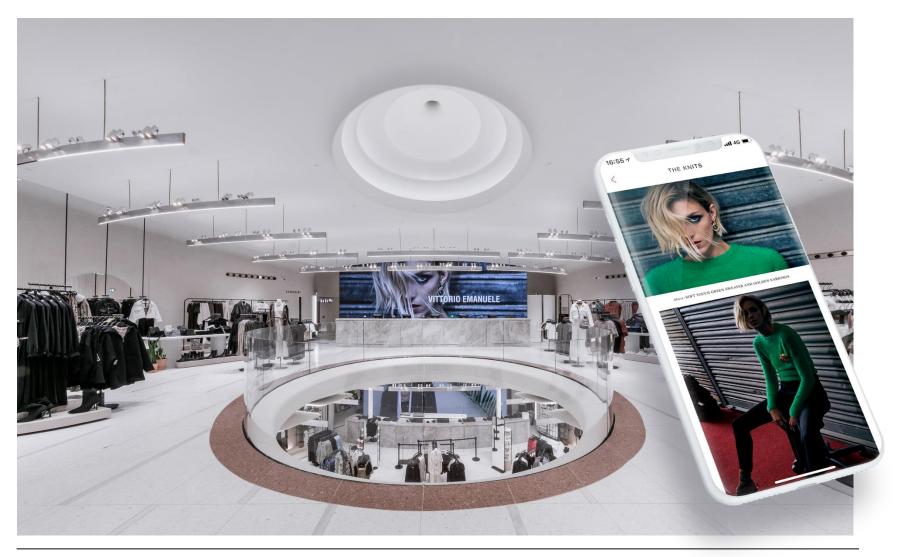
### Overview



## Strong operating performance in first half 2018



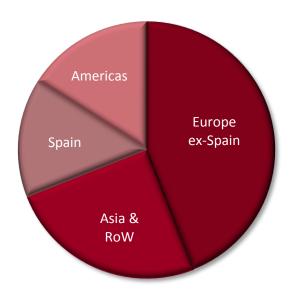
## Global fully integrated Store & Online sales platform



### Interim half year 2018: Overview

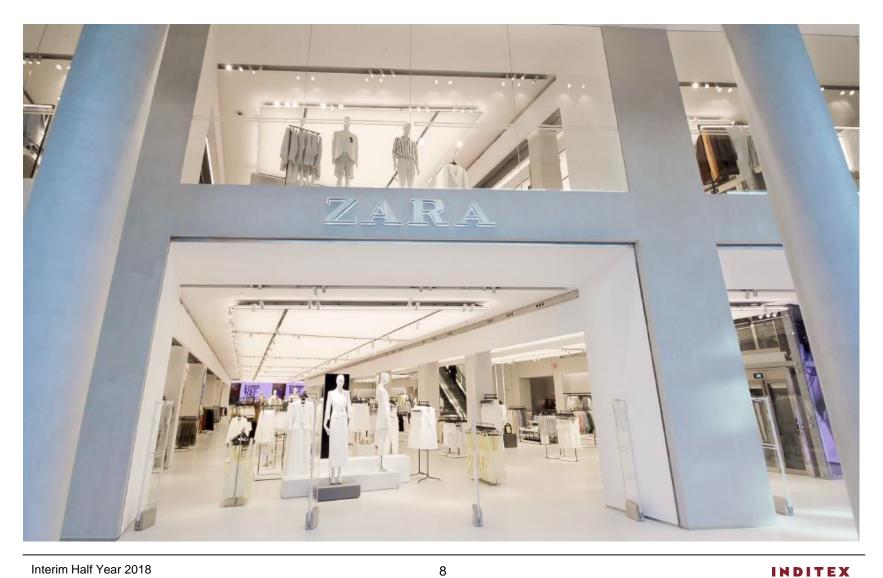
- Strong operating performance
- Satisfactory sales growth +8% in local currencies
- ▶ LFL +4% on a demanding comparable
- Positive LFL sales growth in all geographic areas
- Execution reflected in gross margin performance
- Global growth opportunities

### Global fully integrated Store & Online sales platform



Store & Online sales	1H2018
Europe ex-Spain	44%
Asia & RoW	25%
Spain	16%
Americas	15%
Total	100%

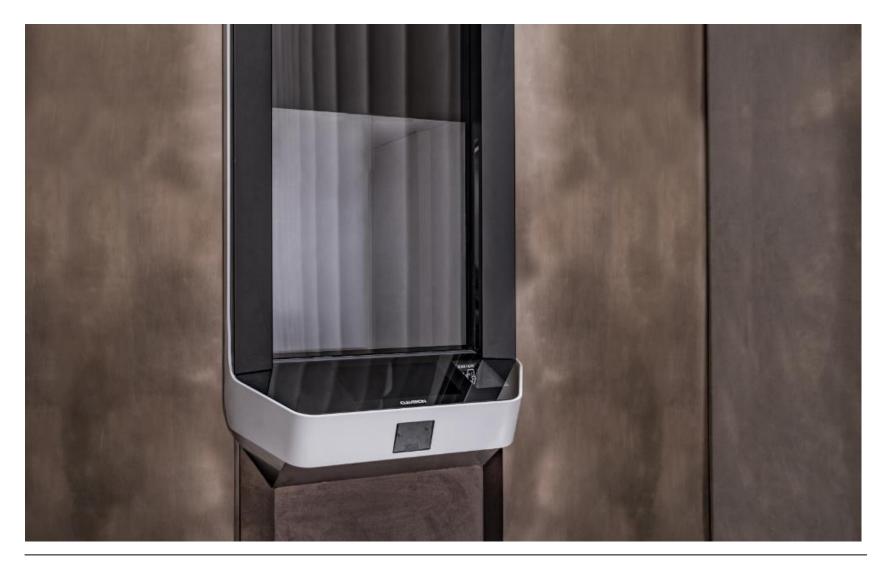
## Zara new image



# Zara new image



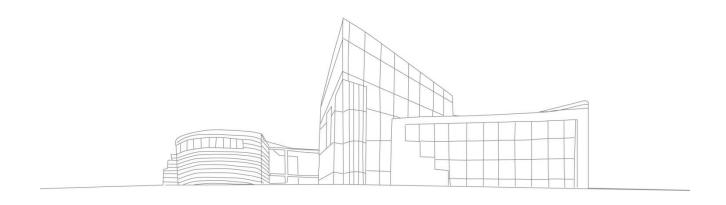
### Click&Collect



### Roll-out of self check-out



# **Financial Summary**



## Interim half year 2018

€ million	1H18	1H17	18/17	LC
Net sales	12,025	11,671	3%	8%
Gross profit	6,817	6,582	4%	10%
EBIT	1,784	1,744	2%	17%
Net income	1,409	1,366	3%	

Strong operating performance

### Satisfactory sales growth

€ million	1H18	1H17	18/17
Net sales	12,025	11,671	3%

- ► +8% sales growth in local currencies
- Euro strength vs. all key currencies
- ▶ LFL +4% on +6% last year

### Gross margin

% on Sales	1H18	1H17	18/17	
Gross margin	56.7%	56.4%	+30 bps	

- Gross profit growth of +4% to €6.8 bn
- Sustained commercial policies
- ▶ 2H18 gross margin estimated c.+50 bps

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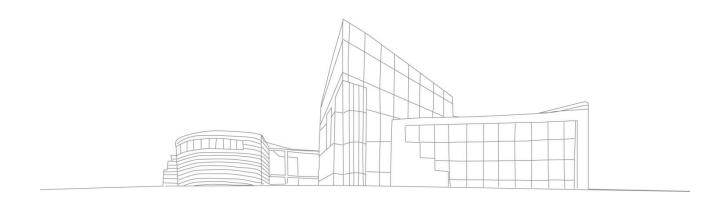
## Tight control of operating expenses

€ million	1H18	1H17	18/17
Op. expenses	4,459	4,274	4%

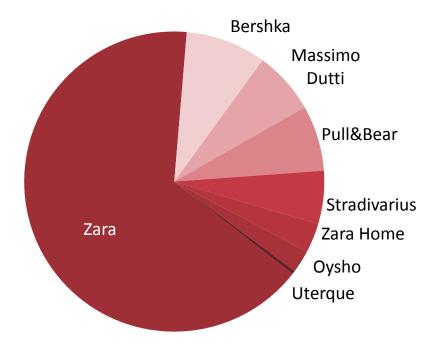
### Flexible business model

€ million	1H18	1H17
Inventory	2,803	2,745
Receivables	871	825
Payables	(6,386)	(6,058)
Operating working capital	(2,713)	(2,488)
Net Cash (Debt)	5,944	5,465

# Concepts



## Sales by Concept



% Store & Online Sales

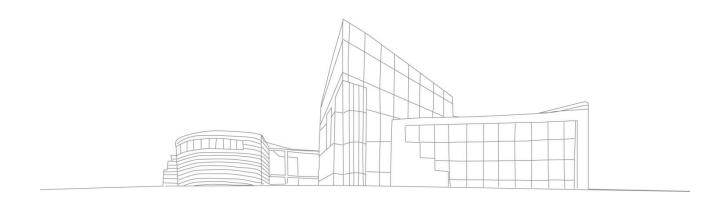
# Sales by Concept

€ million	1H18	1H17
Zara	7,910	7,737
Pull&Bear	851	765
Massimo Dutti	811	791
Bershka	1,045	1,016
Stradivarius	690	664
Oysho	290	271
Zara Home	383	383
Uterqüe	46	45
Total	12,025	11,671
	<u> </u>	

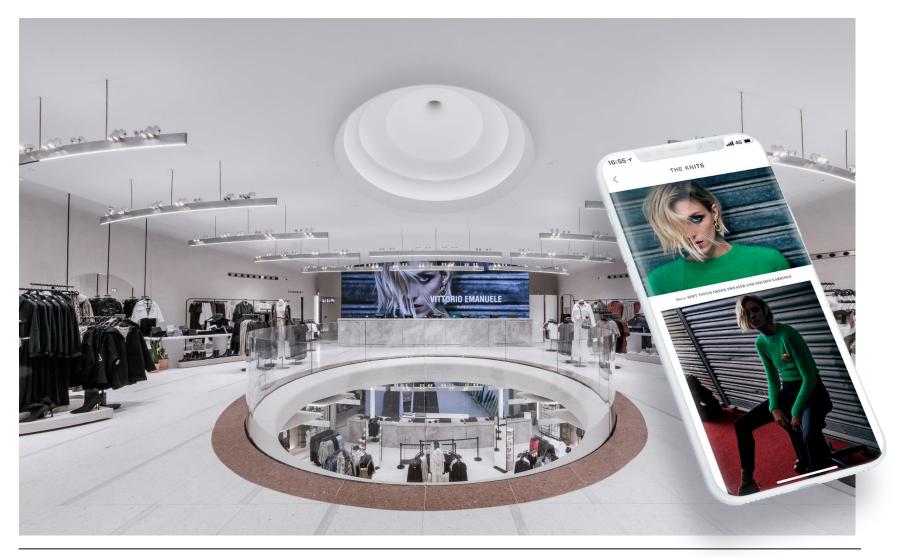
### Concepts

- Continued growth for the concepts
- Strong performance of Pull&Bear and Oysho

### Outlook



## Global fully integrated Store & Online sales platform

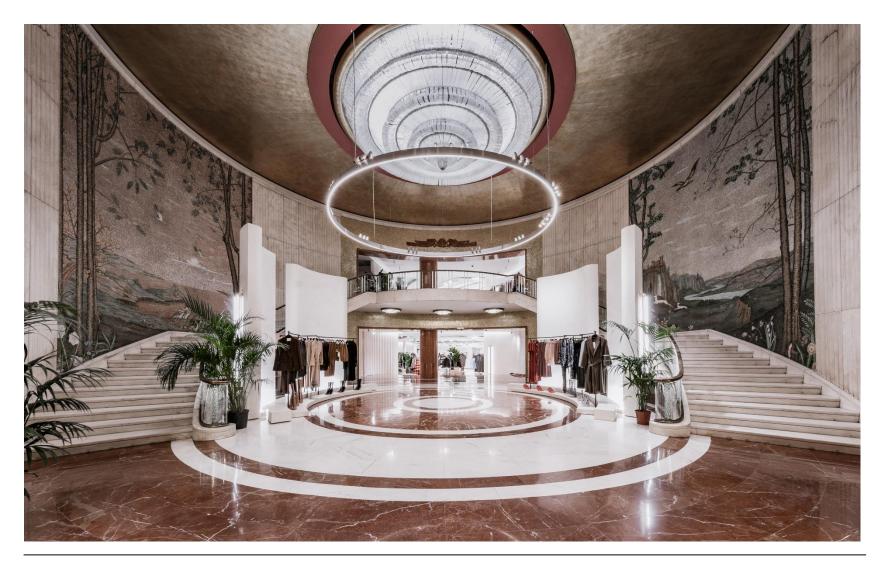


## Global growth opportunities

- Differentiated business model
- Global fully integrated Store & Online
- Strong growth opportunities



### Zara Corso Vittorio Emanuele Milano



### Zara Corso Vittorio Emanuele Milano



# Zara Oslo Karl Johans gate



### **Global Online Sales**

All key markets same day/next day

















### Online launch of Zara in Australia & New Zealand



# All concepts to offer online sales globally by 2020



### Store & Online: Retro aesthetics



### Store & Online: The Knits



### Store & Online: Studio Collection



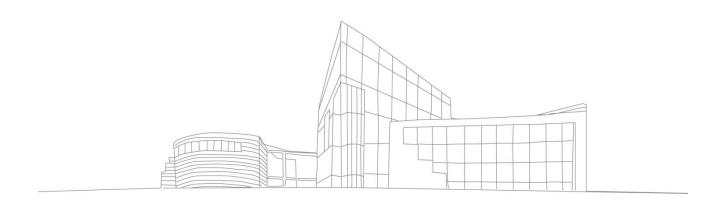
### Store & Online: Limited Edition



#### FY2018: Outlook

- Autumn/Winter initial collections have been well received. Management estimates like-for-like sales growth of 4-6% in 2H2018.
- Ordinary capital expenditure c. €1.5 billion
- Dividend payment of €0.375 per share on 2 November

## INDITEX



#### Interim Half Year 2018

12 September 2018