# Results <br> Interim Three Months 2005 

13 June 2005

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## Interim 3-Months 2005: Overview

- Sales growth $+19 \%$ (+20\% in constant currency)
- Gross Margin expansion by 180 b.p. to $55.7 \%$
- EBIT Growth $+16 \%$
- 90 net store openings to 2,334
- Net income growth $+21 \%$
- EPS of 20.1 cents


## Highlights



## Openings

|  | Net openings |  | Stores as of 30 April 05 | Stores as o 30 April 04 |
| :---: | :---: | :---: | :---: | :---: |
|  | 1 Q 05 | 1004 |  |  |
| ZARA | 21 | 15 | 744 | 641 |
| KIDDY'S CLASS | 6 | 7 | 135 | 110 |
| PULL \& BEAR | 10 | 5 | 381 | 355 |
| MASSIMO DUTTI | 14 | 7 | 340 | 304 |
| BERSHKA | 16 | 7 | 318 | 260 |
| STRADIVARIUS | 7 | 8 | 234 | 199 |
| OYSHO | 9 | 4 | 113 | 80 |
| ZARA HOME | 7 | 8 | 69 | 34 |
| Total net openings | 90 | 61 | 2,334 | 1,983 |

Sales performance per concept


## Gross Margin drivers Interim 3-Months 05



- 180 b.p. improvement
- Similar improvement expected for 1H05
- FY2005 Gross Margin at FY2004 level (55.4\%)


## Operating expenses on sales



Higher costs involved in new stores, mainly in international markets

## Inventory position

|  |  |  |
| :---: | :---: | :---: |
|  | $1 Q 2005$ | $1 Q 2004$ |
| Inventory position (€ mill.) | 460 | 450 |
| Increase y-o-y | $2 \%$ | $1 \%$ |

## Working capital

| WORKING CAPITAL (Millions of euros) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & 30 \text { April } \\ & 2005 \end{aligned}$ | $\begin{aligned} & 30 \text { April } \\ & 2004 \end{aligned}$ | $\begin{gathered} \hline 31 \text { Jan } \\ 2005 \end{gathered}$ |
| Inventories |  | 459,8 | 449,7 | 517,9 |
| Receivables |  | 263,4 | 218,4 | 254,1 |
| Payables |  | $(997,3)$ | $(742,0)$ | $(1.208,6)$ |
| Other |  | 9,7 | 16,1 | 17,9 |
|  | Operating working capital | $(264,4)$ | $(57,8)$ | $(418,8)$ |
| Cash \& cash equivalents |  | 711,6 | 385,1 | 771,8 |
| Current financial debt |  | $(226,4)$ | $(93,9)$ | $(163,7)$ |
|  | Financial working capital | 485,2 | 291,2 | 608,1 |
|  | Total working capital | 220,8 | 233,3 | 189,4 |

## Financial position



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## Growth prospects

## Stradivarius

- Exercise of option to acquire 9.95\%
- Stradivarius $100 \%$-owned by Inditex


## 1H 2005: Outlook

- Start of Q2 - LFL Sales in first six weeks of Q2 is flat
- Q2 inventory and commitment levels adequately set for softer top-line growth and sustained gross margins
- Similar Gross Margin gain for 1H 2005 to that of 1Q 2005


## FY2005: CAPEX

- Expected CAPEX 700-800 MM €
- Store opening plan:

|  | Range |  | $\%$ Int'l <br> openings |
| :--- | :---: | :---: | :---: |
| ZARA | 110 | 120 |  |
| KIDDY'S CLASS | 20 | 25 |  |
| PULL \& BEAR | 40 | 50 | $10 \%$ |
| MASSIMO DUTTI | 30 | 40 | $50 \%$ |
| BERSHKA | 45 | 50 | $65 \%$ |
| STRADIVARIUS | 25 | 30 | $30 \%$ |
| OYSHO | 30 | 40 | $45 \%$ |
| ZARA HOME | 35 | 40 | $35 \%$ |
| total net openings | 335 | 395 |  |

## FY2005: Outlook

- 335 / 395 store openings
- +15\% / +20\% space growth
- Best estimate for Gross Margin in F2005 at F2004 levels (55.4\%)
- Operating expenses growth according to budget, reflecting the underlying trend of higher costs involved in new stores, mainly in international markets


## Agreements of the Board of Directors

- Mr. Pablo Isla appointed Chief Executive Officer and Board Member
- To be ratified by the AGM in mid-July


## Q \& A

13 June 2005

