

# INDITEX



Interim Three Months 2018

13 June 2018

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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.

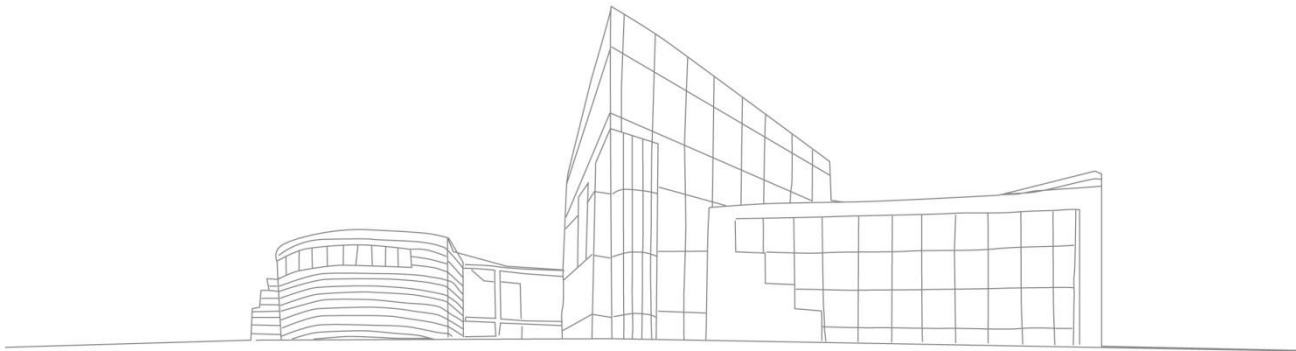
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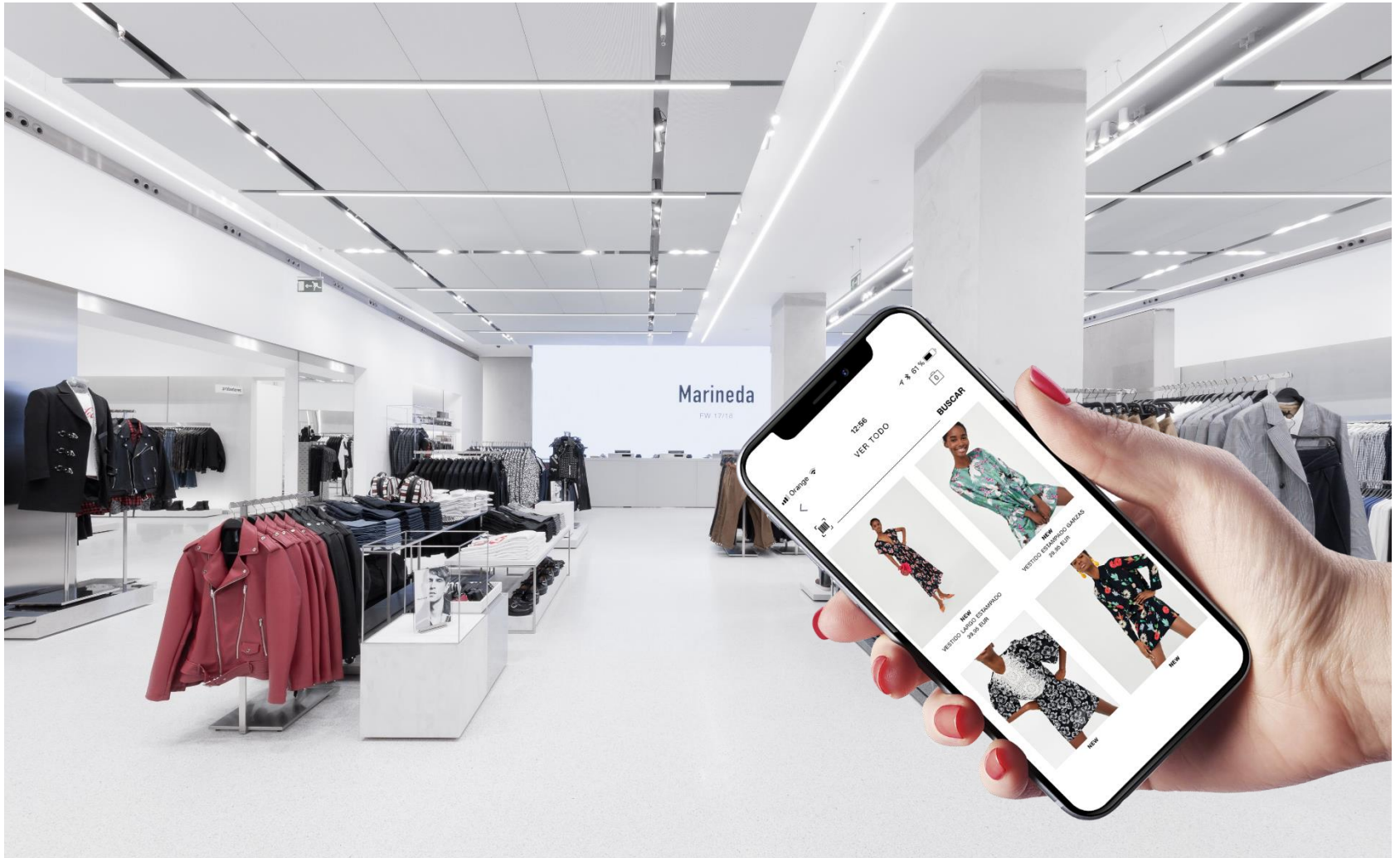
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The contents of this disclaimer should be taken into account by all persons or entities.

# Overview



# Global fully integrated Store & Online



# Differentiated business model

- ▶ Central inventory
- ▶ Distribution to all stores worldwide twice a week
- ▶ Global online same day/next day



# Interim Three Months 2018: Overview

- ▶ Strong execution of the business model
- ▶ Global growth opportunities
- ▶ Strong activity

# Extension of Inditex HQ



# Zara: London Flagship



Stratford



# Zara: London Flagship



Stratford

# Zara: London Flagship



Stratford

# Bershka: Mexico City Flagship



# Massimo Dutti: New image



Zaragoza Paseo de la Independencia

# Pull&Bear: Madrid Flagship

Preciados



# Stradivarius: New Headquarters

Cerdanyola



# Oysho: Milan Flagship



# Zara Home: Palma de Mallorca Flagship



Paseo del Borne

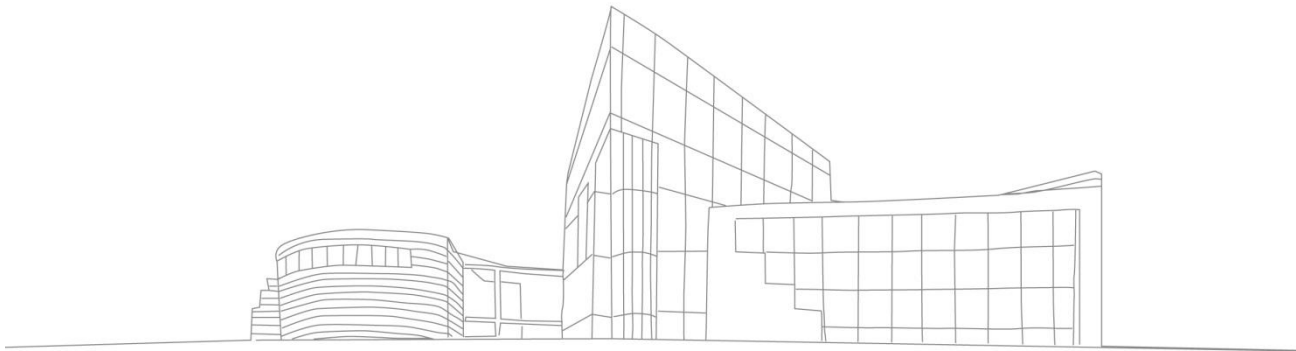


# Uterqüe: Madrid Flagship



Claudio Coello

# Financial Summary



# Interim Three Months 2018

€ million	1Q18	1Q17	18/17	2 year CAGR
Net sales	5,654	5,569	2%	8%
Gross profit	3,328	3,240	3%	8%
EBITDA	1,125	1,113	1%	9%
EBIT	851	834	2%	10%
Net income	668	654	2%	10%

- ▶ Strong operating performance

# Strong Sales Growth

€ million	1Q18	1Q17	18/17	2 year CAGR
Net sales	5,654	5,569	2%	8%

- ▶ Sales in local currencies +7%

# Gross Profit

€ million	1Q18	1Q17	18/17	%
Gross profit	3,328	3,240	3%	58.9%

- ▶ Gross profit growth of +3% to €3.3 bn to 58.9% (+68 bps)
- ▶ Sustained commercial policies

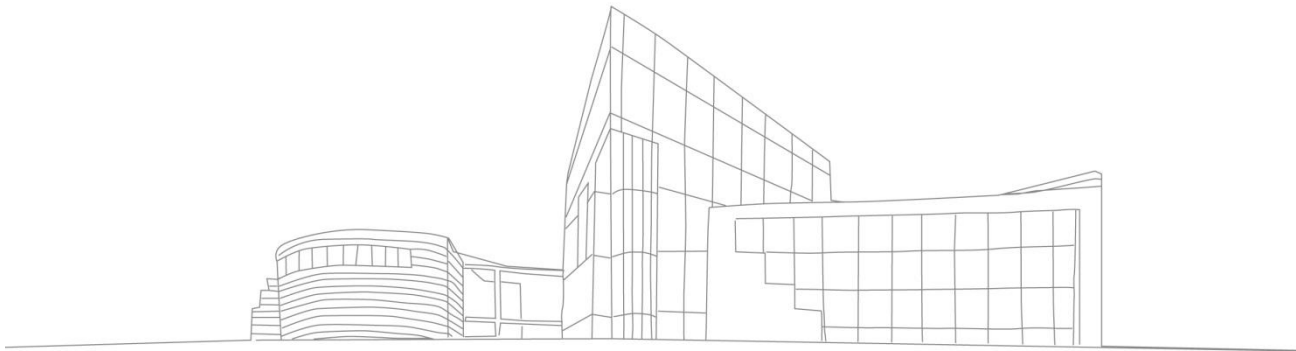
# Tight control of operating expenses

€ million	1Q18	1Q17	18/17
Op. expenses	2,194	2,126	3%

# Current Accounts

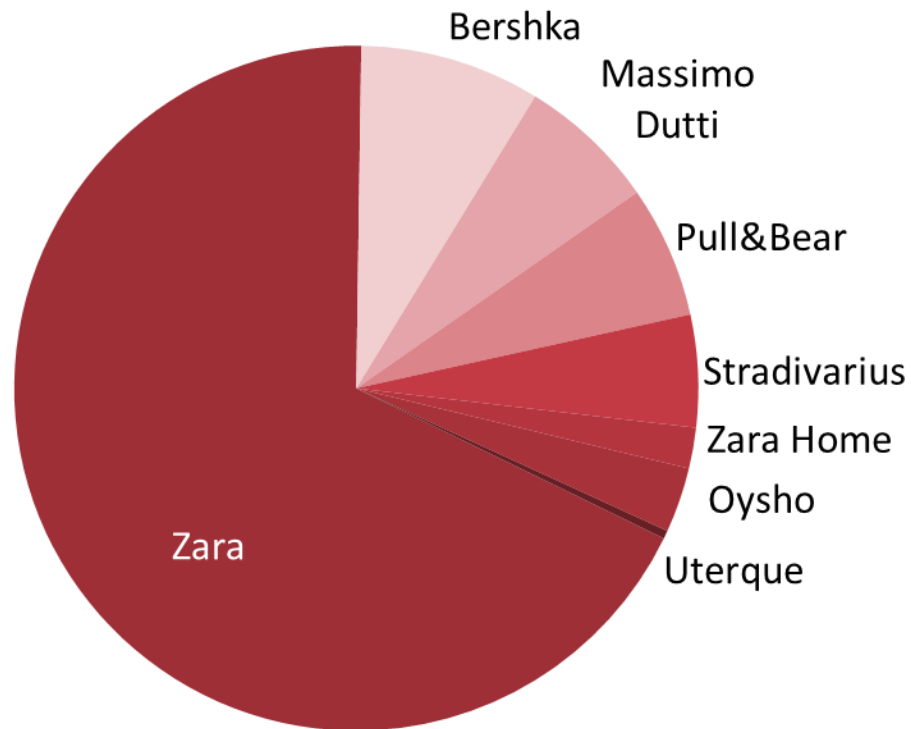
€ million	1Q18	1Q17
Inventory	2,900	2,774
Receivables	884	992
Payables	(5,937)	(5,921)
Operating working capital	(2,153)	(2,155)

# Concepts



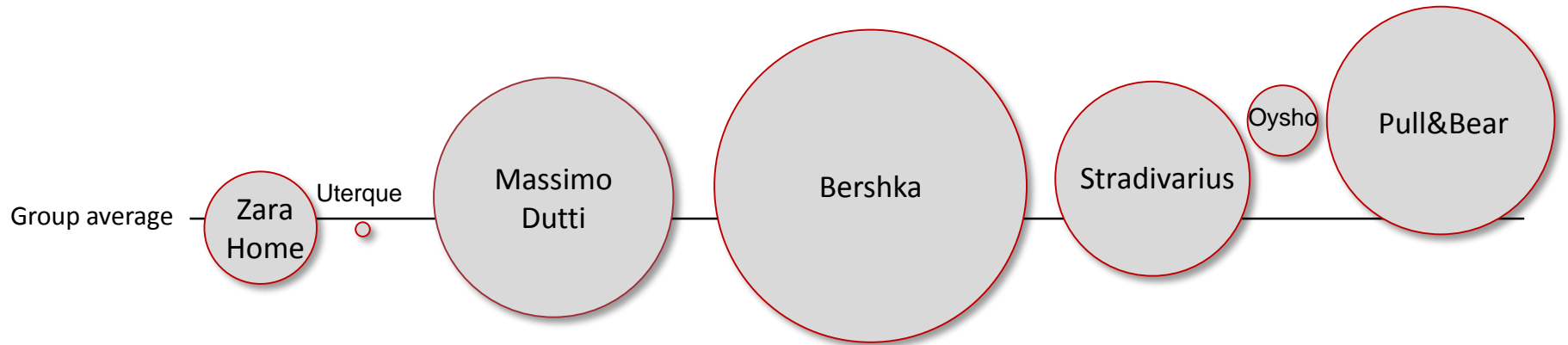


# Performance per concept

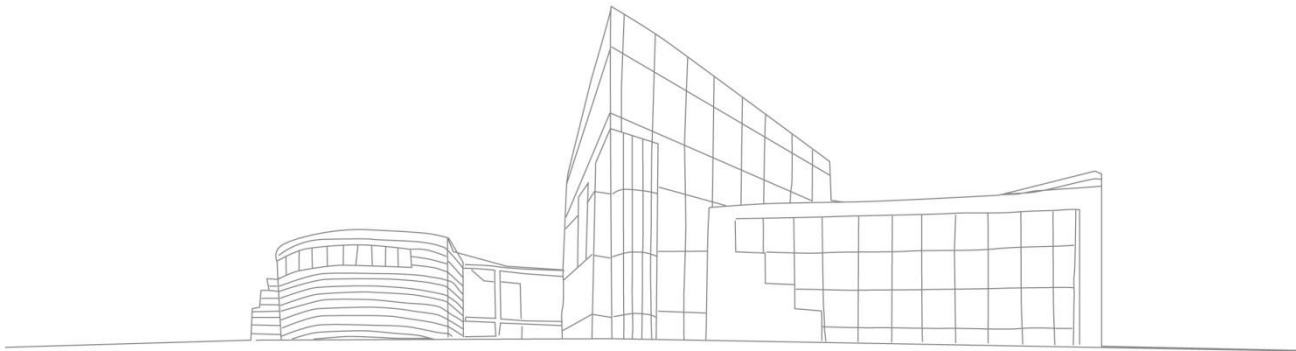


% Store & Online Sales

# Performance per concept



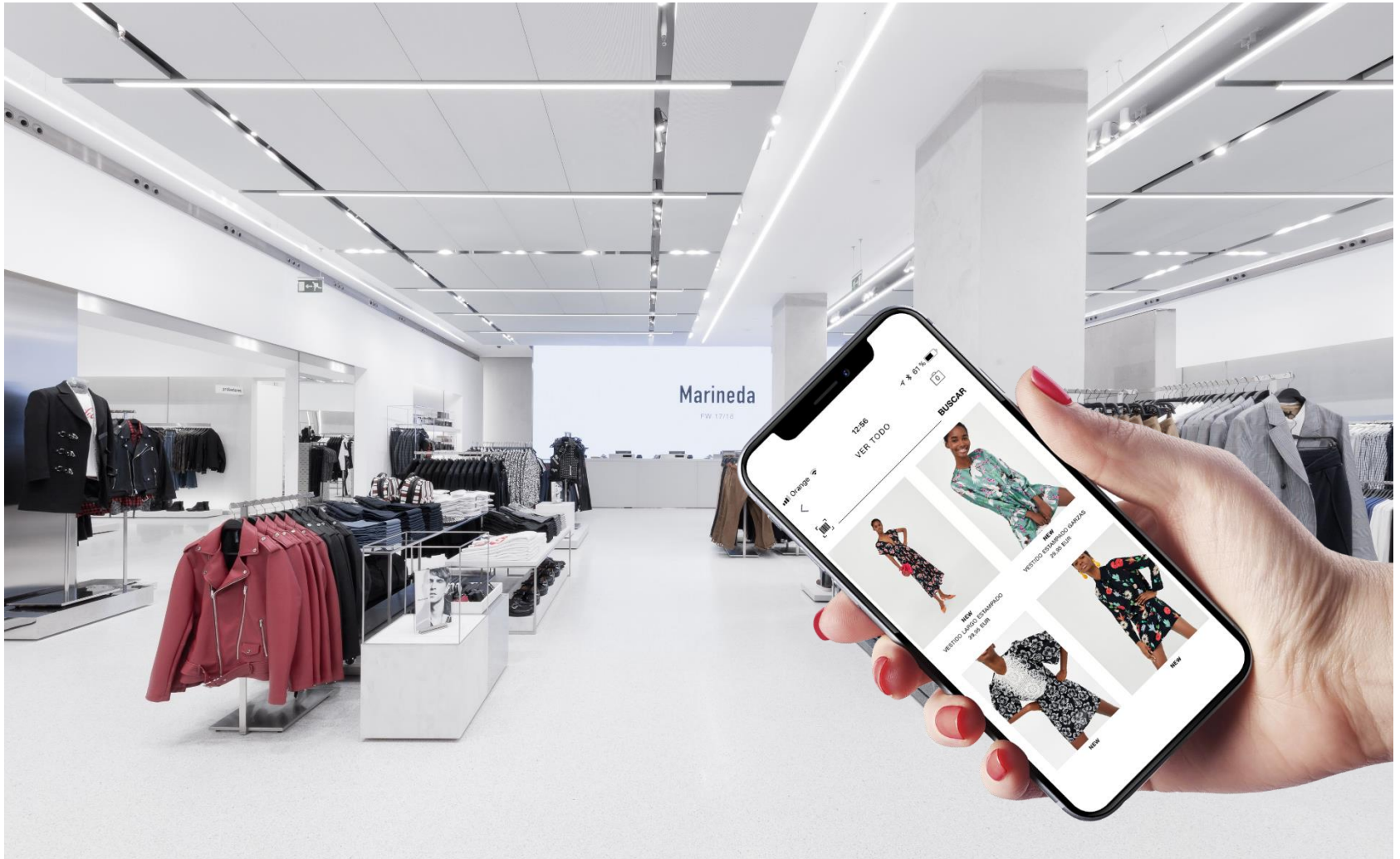
# Outlook



# FY2018: Outlook

- ▶ Ordinary capital expenditure c. €1.5 billion
- ▶ Store & Online sales in local currencies have increased +9% from 1 May to 11 June 2018

# Global Store & Online: Strong growth opportunities



# Global online

- ▶ Central inventory + Online stockrooms + Global store platform
- ▶ Same day delivery metropolitan areas/Next day global standard



# Online launch of Zara in Australia and New Zealand



## Store & Online: Studio Collection





# Store & Online: Behind the Desert



# Store & Online: Atlantic Beach



# Store & Online: Colour Canyon



# Zara: Tokyo pop-up



Roppongi Hills

# Zara: Shenzhen



# Zara: Los Angeles

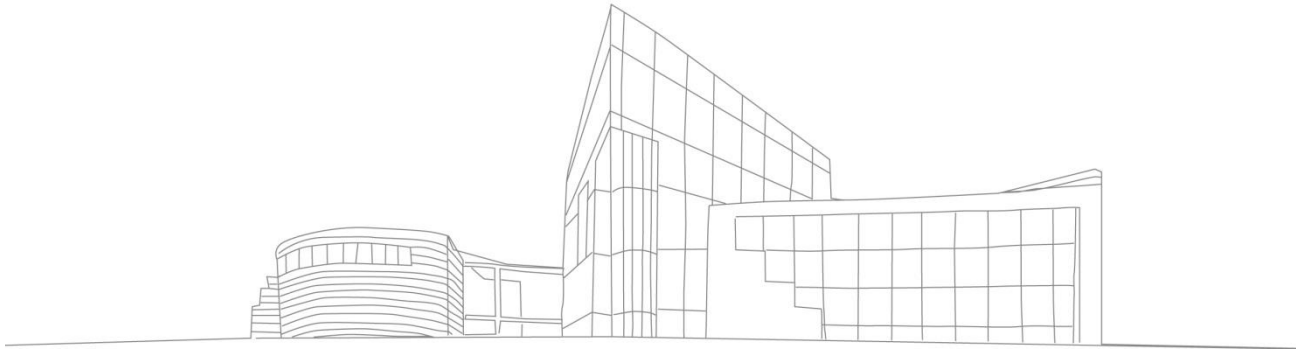


Beverly Center

# Zara: Bilbao



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