# INDITEX

#### **Interim Three Months 2011**

15 June 2011

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#### **Overview**

#### **Interim 3 Months 2011: Overview**



- ▶ Sales growth of 11%
- High operational efficiency and cost control
- Store expansion plan on track
- Launch in Australia
- Ongoing e-commerce expansion
- Global growth opportunities



# **Financial Summary**

#### **Interim 3 Months 2011**



million €	1Q11	1Q10	% 11/10
Net sales	2,960	2,665	11%
Gross profit	1,741	1,598	9%
EBITDA	601	560	7%
EBIT	431	405	7%
Net income	332	301	10%

## **Gross margin**



% on sales	1Q11	1Q10	% 11/10
Gross margin	58.8%	59.9%	(112 bp)

▶ Gross profit growth of 9% to €1.7 bn

# Tight control of operating expenses INDITEX



million €	1Q11	1Q10	% 11/10
Operating expenses	1,140	1,037	10%

#### **Current accounts**



million €	1Q11	1Q10
Inventory	1,240	1,000
Receivables	602	465
Payables	(3,024)	(2,478)
Operating working capital	(1,182)	(1,013)



# **Concepts**

#### **Store Openings**

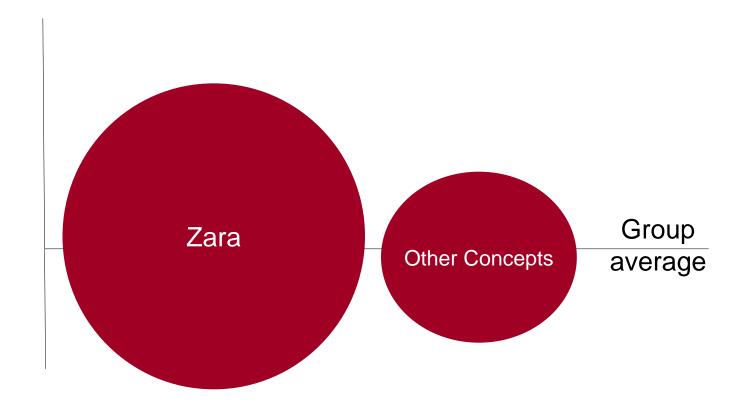


Openings	1Q11	1Q10
Zara	22	23
Pull and Bear	11	14
Massimo Dutti	12	10
Bershka	16	14
Stradivarius	24	18
Oysho	11	10
Zara Home	7	2
Uterqüe	7	7
Total	110	98

- Global growth opportunities
- ▶ Openings in 29 countries in 1Q2011

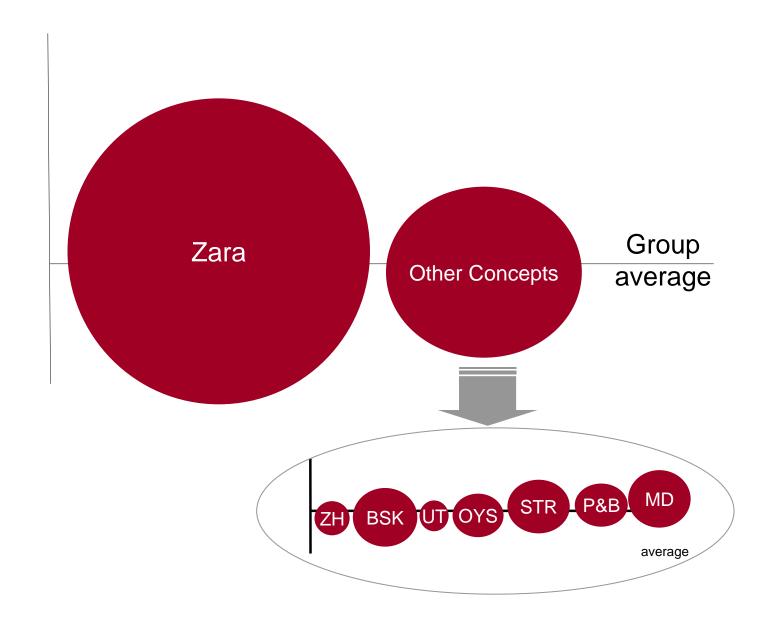
## Performance per concept





## Performance per concept







#### **Outlook**

#### FY2011: Outlook

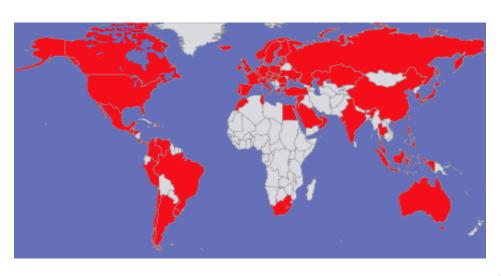


- Store openings plan on track
- Store sales in local currencies have increased by 11% from 1 February to 12 June 2011

#### Global growth opportunities



- ▶ Profitable expansion of the business remains key priority
- Multiconcept
- Multichannel



#### Global growth opportunities



- ▶ Launch of Zara in coming months in:
- ► South Africa
- ▶ Taiwan
- ▶ Peru



#### Zara e-commerce



- Available in 16 European countries
- Progressive rollout in all Zara markets
- ▶ Launch in US on 7 September 2011



#### All concepts in e-commerce



- ▶ 6 September 2011
- ▶ Online sales launch in selected European markets for:
  - Massimo Dutti
  - Bershka
  - Pull&Bear
  - Stradivarius
  - Oysho
  - Uterqüe

#### Zara: Launch in Australia



- ► Sidney, Pitt Street
- Melbourne, Bourke Street
- ▶ Further openings in coming months



#### Pull&Bear: Launch in The Netherlands INDITEX

- ▶ The Hague
- ▶ Tillburg

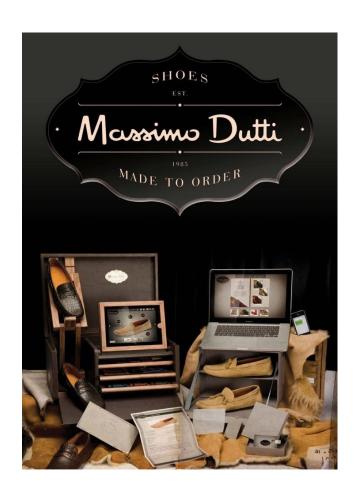




#### **Massimo Dutti: New collections**



Bespoke shoe collection



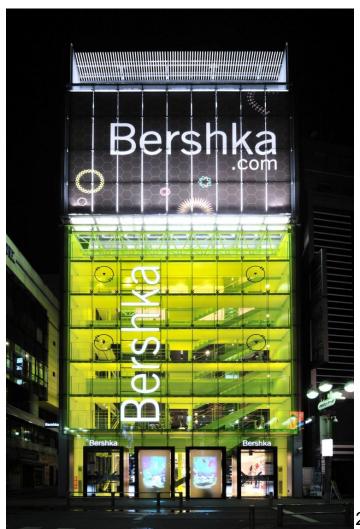


#### Bershka: Launch in Japan

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- Global flagship in Tokyo's Shibuya
- Significant expansion plans





## **Stradivarius: Flagship in Milan**



► Corso Buenos Aires





Oysho



▶ Beach collections





#### **Zara Home: Launch in Germany**



► Frankfurt, Rathenauplatz





Uterqüe

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► Nisantasi (Istanbul, Turkey)





## **Openings: Hamburg (Germany)**



Zara Ottenser Hauptstrasse



# **Openings: Zagreb (Croatia)**

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▶ Zara Ilica





## **Openings: Moscow (Russia)**

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► Zara Mall of Russia



## **Openings: Guangzhou (China)**

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Zara Guangzhou Teen Mall





## **Openings: Sao Paulo (Brazil)**

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Zara Iguatemí Alphaville





# **Openings: Melbourne (Australia)**



► Zara Bourke Street



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# Interim Three Months 2011 Q&A

15 June 2011