

INDITEX

Interim Nine
Months 2022

14 December 2022



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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 filed by the company with the Comisión Nacional del Mercado de Valores (the Spanish Securities Market Commission). Readers are invited to review the contents of any such documents.

This presentation contains, in addition to the financial information prepared in accordance with International Financial Reporting Standards as adopted by the European Union ("IFRS") and derived from our financial statements, alternative performance measures ("APMs") as defined in the Commission Delegated Regulation (EU) 2019/979 of March 14, 2019 and in the Guidelines on Alternative Performance Measures issued by the European Securities and Markets Authority (ESMA) on 5 October 2015 (ESMA/2015/1415en) and other non-IFRS measures ("Non-IFRS Measures"). These financial measures that qualify as APMs and non-IFRS measures have been calculated with information from Inditex Group; however those financial measures are not defined or detailed in the applicable financial reporting framework nor have been audited or reviewed by our auditors. These APMs and non-IFRS measures should be considered supplemental information to, and are not meant to substitute IFRS measures. Please refer to the audited consolidated financial statements of the Inditex Group for fiscal year 2021 for the definition of APMs and Non-IFRS Measures included herein.

Inditex's model delivers
strong growth



Inditex model delivers strong growth

- / Unique fashion proposition, optimised customer experience, sustainability and a focus on the talent and commitment of our people
- / Strong sales growth in 9 months 2022. Autumn/Winter collections very well received
- / Remarkable operating performance in a challenging environment
- / Sales, EBITDA and net income reached historic highs in both 3Q and 9 months
- / Robust financial condition. Strong free cash flow generation, net cash position of €10 bn
- / Shareholder remuneration. FY21 dividend of €0.93 (+33%). 2022 bonus dividend of €0.40 per share

Inditex model delivers strong growth

- / 9 months sales +19%, to €23.1bn. Sales positive in (i) all geographical areas, (ii) store&online
- / The control of operating expenses has been rigorous
- / Net income reached €3.1 billion (+24%)
- / Remarkable cash generation
- / Global growth opportunities. Operations in 215 markets with low share in a highly fragmented sector

Financial summary



9 Months 2022: Very strong execution

€ million	9M22	9M21	22/21
Net sales	23,055	19,325	19%
Gross profit	13,532	11,409	19%
EBITDA	6,520	5,431	20%
PBT	4,034	3,231	25%
Net income	3,095	2,500	24%

/ Very strong execution in a challenging environment

/ Sales +19%

/ Healthy gross margin

/ Disciplined cost management. Operating leverage

/ Net income €3.1 billion (+24%)

/ Strong cash generation. Net cash position €10 billion

Sales

€ million	9M22	9M21	22/21
Net sales	23,055	19,325	19%

- / Sales +19% to €23.1 bn. CC sales +20%
- / Sales positive in all geographical areas
- / Traffic and store sales grew significantly
- / Satisfactory online sales over 9M21 record

Gross profit

€ million	9M22	9M21	22/21
Gross profit	13,532	11,409	19%

/ Very healthy execution

/ Gross margin 58.7%

/ Based on current information we expect stable gross margins (+/- 50bps) for FY2022

Operating efficiencies

€ million	9M22	9M21	22/21
Op. Expenses	6,990	5,956	17%

- / Rigorous control of operating expenses
- / Operating expenses grew below sales growth
- / Including all lease charges, operating expenses grew 4 percentage points below sales growth

9M2022: Working capital

€ million	9M22	9M21
Inventory	4,650	3,650
Receivables	978	909
Payables	(9,235)	(8,104)
Op. working capital	(3,606)	(3,545)

/ Inditex temporarily accelerated inventory inflows throughout 2022 in the face of possible supply chain tensions. Inventory as of 31 October 2022 increased by 27%

/ The Autumn/Winter inventory is considered to be of high quality.

/ Inventory levels were 15% higher as of 8 December

Strong cash flow and financial position

€ million	9M22	9M21
Net cash position	9,980	9,569

/ Strong cash generation continues

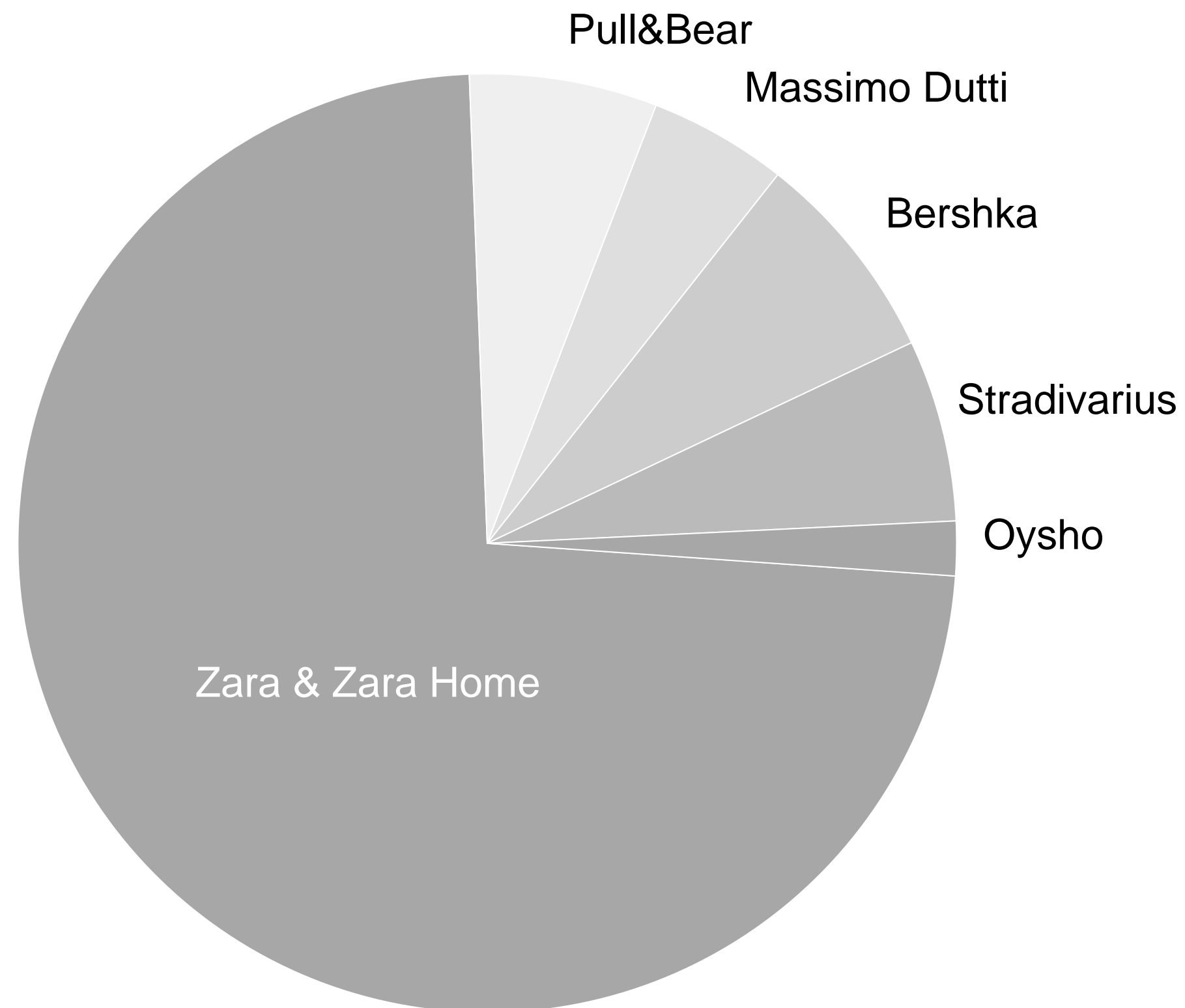
/ Net cash position €10 bn

Concepts



Sales by concept

- / Strong expansion continues
- / Store openings in 30 different markets
- Optimisation activities across all concepts



Performance per concept

- / Store sales across all concepts have been robust
- / Zara very strong performance
- / All concepts performed well



Outlook



Zara Woman A moment in time



Zara Woman Cruise collection



Zara Man The knit



Zara Kids A/W



Zara Home A sense of Christmas



Pull&Bear Night out



Massimo Dutti Limited edition



Bershka Art series



Stradivarius Unstoppable black



Oysho Ski



Zara Valencia



Zara Busan



Zara Kyoto



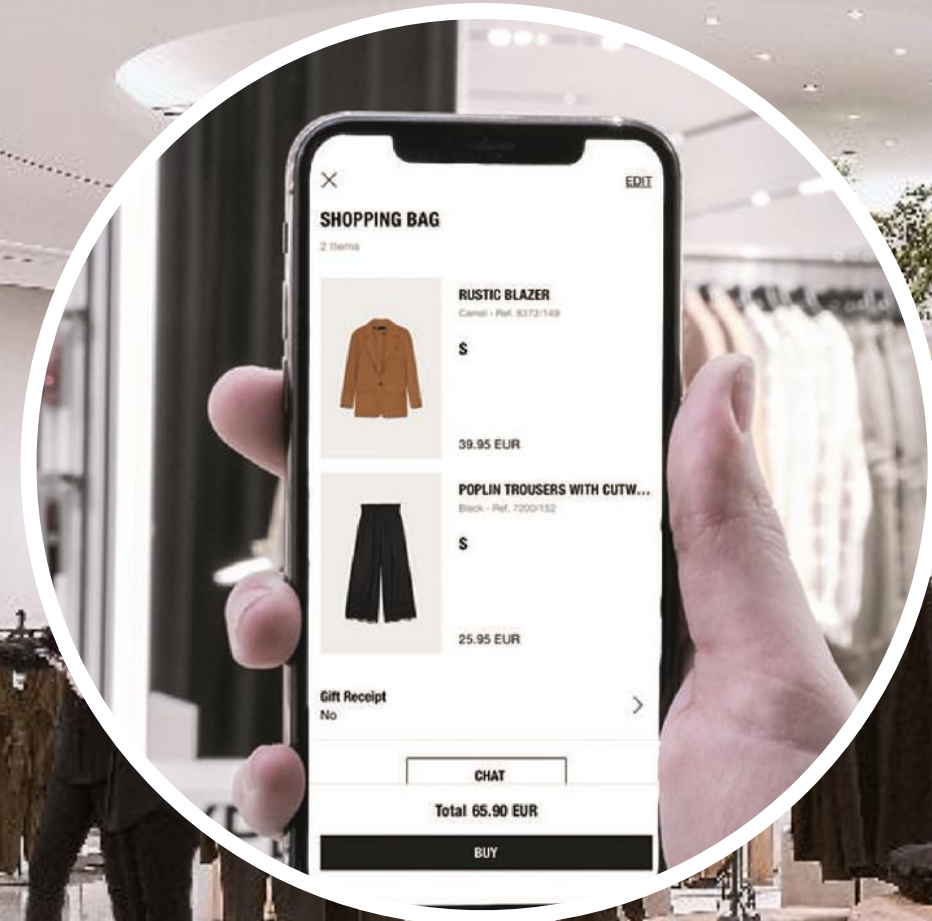
Zara Champs-Élysées



Store mode



Discovery



Geolocation



Fitting



Acquisition /
Customer service

Sustainability

- / All targets on track
- / New initiatives. The Laundry
- / Repair and recycle used clothes

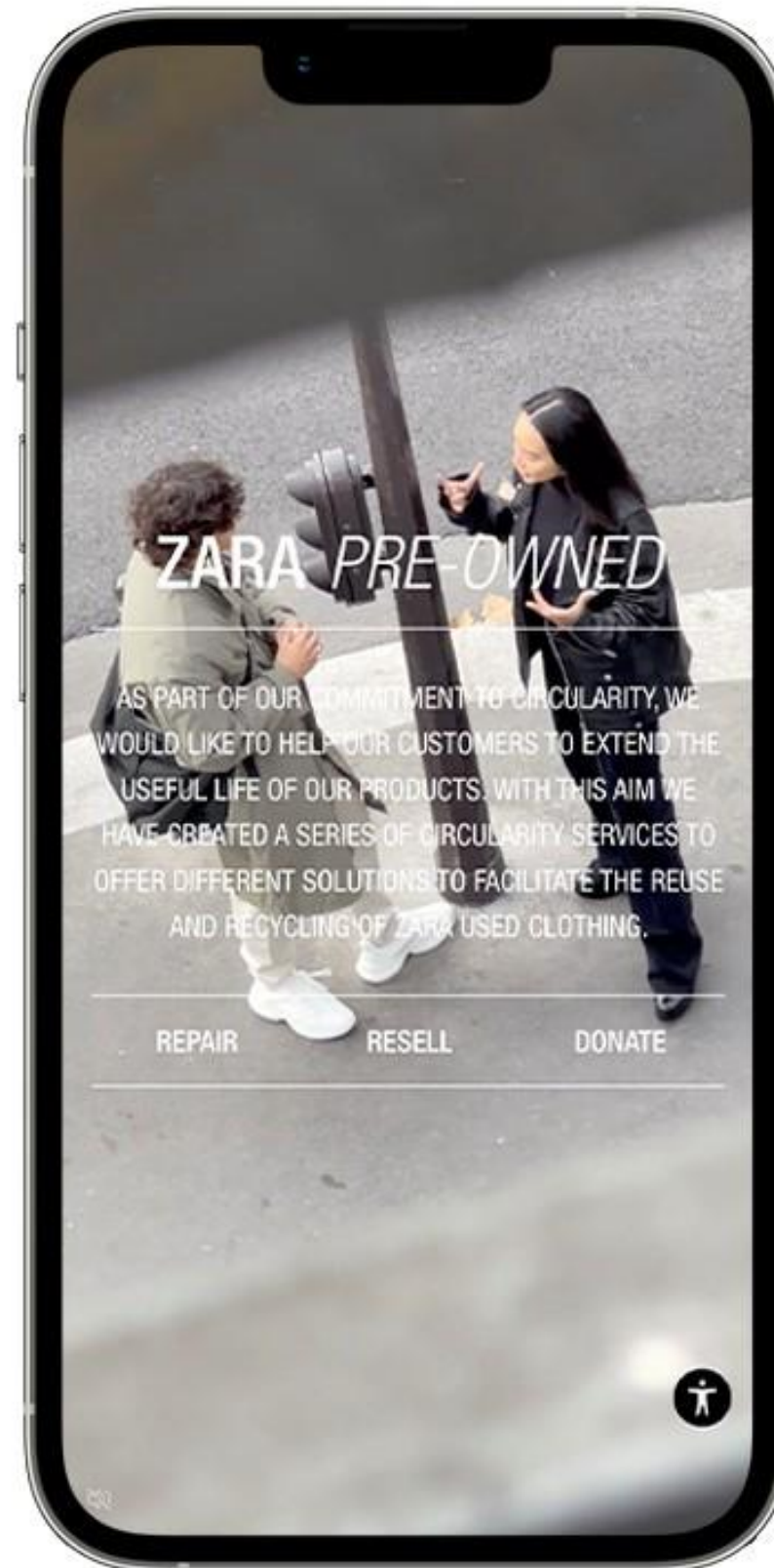


Zara Home The Laundry

- / Available in stores and online platforms in more than 25 markets
- / Developed jointly by Inditex and BASF, the innovative solution reduces microfibres released by up to 80%.
- / Reduces carbon footprint and extends the life of the textiles
- / Effectiveness of cross-industry collaboration



Zara pre-owned: repair, resell & donate



Strategy

- / Unique fashion proposition: Creativity, design, quality and beauty
- / Ongoing optimisation of customer experience
- / Sustainability a key part of the strategy
- / Focus on the talent and commitment of our people
- / Technology and innovation to drive future growth
- / Shareholding remuneration



Outlook

- / Strong organic growth. Increased differentiation
- / Online sales to exceed 30% of total sales by 2024
- / Stable gross margins
- / Strong free cashflow generation
- / Ordinary capex of €1.1 billion for 2022 in stores, online and logistics. Technology and innovation key aspects



Outlook 2022

- / Fully integrated model operating at full speed
- / Organic growth & high quality openings, enlargements and refurbishments
- / Strong global opportunity



Outlook 2022

- / Autumn/Winter collections well received
- / Sales in CC between 1 November and 8 December was +12%



Dividends

- / Inditex dividend policy of 60% ordinary payout and bonus dividends remains in place
- / Total bonus dividend of €0.40 per share to be paid in relation to FY2022 results



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