

# Results Interim Nine Months 2005

13 December 2005

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## Pablo Isla

## **Deputy Chairman & CEO**

### **Interim 9-Months 2005: Overview**

- Satisfactory sales performance
- 323 net store openings to 2,567, on target to FY plan
- Good evolution of EBIT margin

### **Interim 9-Months 2005: Overview**

- Sales growth +20%
- Gross Margin expansion by 140 b.p. to 57.0%
- EBIT Growth +20%
- Net income growth +28%



# **Financial Summary**

# Borja de la Cierva

CFO

## Highlights

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million €	3Q 2005	3Q 2004	% 05/04	
NET SALES	4,651	3,878	20%	
<b>GROSS MARGIN</b>	<b>2,653</b>	<b>2,157</b>	23%	
% margin	<i>57.0%</i>	<i>55.6%</i>		
<b>EBITDA</b>	<b>987</b>	<b>814</b>	21%	
EBITDA margin	21.2%	21.0%		
<b>EBIT</b>	<b>720</b>	<b>598</b>	20%	
EBIT margin	15.5%	15.4%		
NET INCOME	<b>521</b>	<b>407</b>	28%	
EPS (€ cents)	84	66		

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## **Gross Margin Interim 9-Months 2005**

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### 50 to 100 b.p. improvement expected for FY2005 Gross Margin (55.9%- 56.4%)

## Operating expenses Interim 9-Months 2005



### Operating expenses in comparable space growing at inflation rates

 Total operating expenses growth reflects expansion and investment in new space

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### **Financial results**

(€ million)	3Q 05	3Q 04
Financial expenses	(4.4)	(12.4)
FX gains	9.7	(7.4)
Net financial results	5.3	(19.8)

Financial expenses according to financial position

Mark-to-market valuation of hedging (IAS 39)

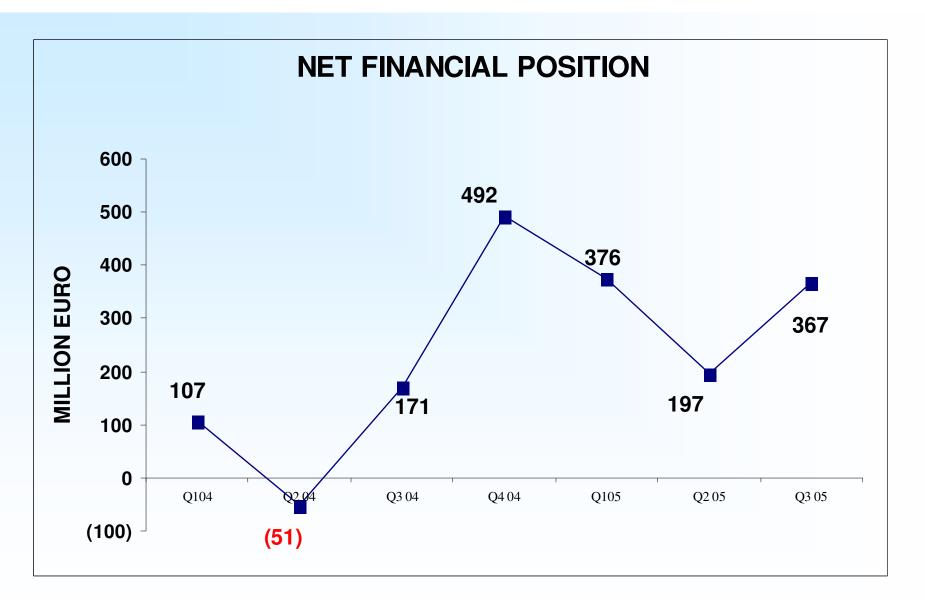
## Working capital

#### INDITEX

(€ million)	3Q05	<b>3Q04</b>	<b>FY04</b>
Inventory	709	557	518
Receivables	341	274	254
Payables	(1,434)	(1,127)	(1,209)
Accruals & Others	20	17	18
Operating working capital	(364)	(279)	(419)
Inflow 05/04	+85		

Q3 Inventory position in accordance with FY05 store openings and gross margin targets

### **Cash Generation**



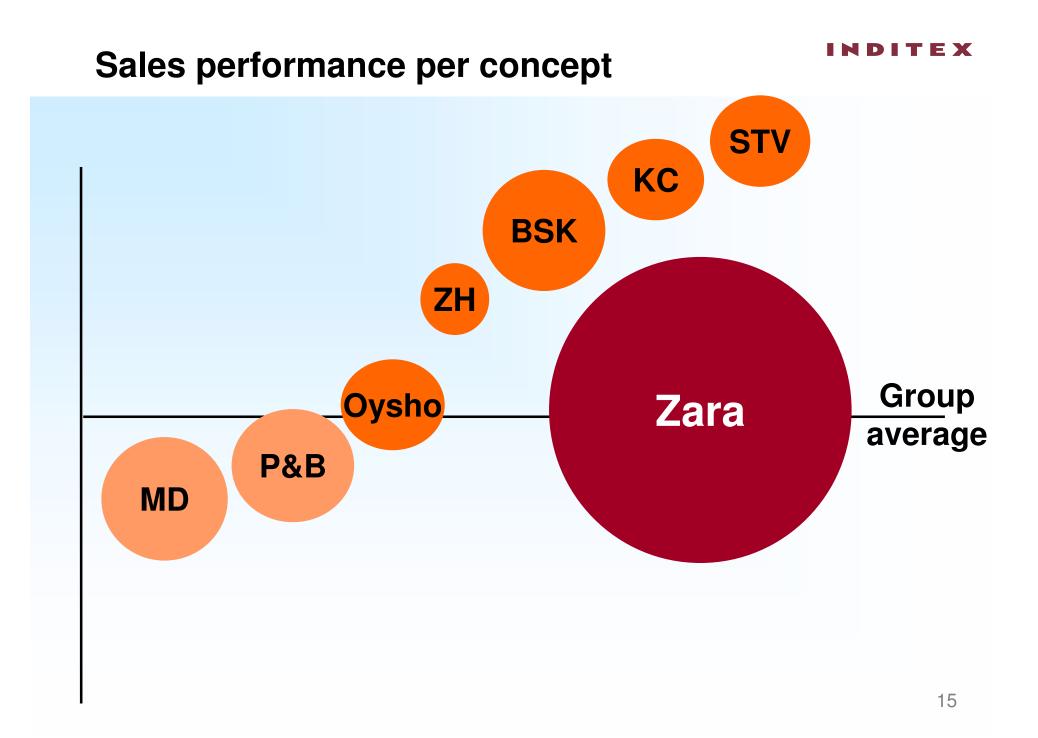
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# **Inditex concepts**

# Marcos López

**Capital Markets Director** 



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### **Store openings**

ZARA KIDDY'S CLASS PULL&BEAR MASSIMO DUTTI BERSHKA STRADIVARIUS OYSHO ZARA HOME **Total net openings** 

Openings		Stores as
3Q05	3Q04	of 31 Oct 05
93	69	816
14	21	143
43	18	414
30	26	356
42	34	344
27	25	254
35	22	139
39	26	101
323	241	2,567



# Outlook

# Pablo Isla

**Deputy Chairman & CEO** 

## FY2005: CAPEX

- Expected CAPEX 750-850 MM €
- c20% space growth
- Store opening plan:

ZARA KIDDY'S CLASS PULL & BEAR MASSIMO DUTTI BERSHKA STRADIVARIUS OYSHO ZARA HOME total net openings

Ran	ige	% Int'l openings
125	135	85%
15	20	10%
50	55	50%
40	45	65%
55	65	70%
30	35	45%
45	50	45%
40	45	50%
400	450	

 During the first 6 weeks of the Fourth Quarter 2005 sales performance in line with management expectations

### **FY2005 Results**

## FY2005 Results to be released on the 29th of March 2006



# **Q & A** 13 December 2005