

#### **PRESS RELEASE**

#### Damiani S.p.A:

Board of Directors approves the group's interim report for the first 9 months ending 31<sup>st</sup> December 2007 of fiscal year 2007/2008

#### Revenues +2.7% at constant exchange rates

- **Total consolidated revenues:** 149.9 million euro, +2.7% at constant exchange rates vs. 31 December 2006 (+1.4% at current exchange rates)
- **Retail channel revenues:** 7.6 million euro, +8.4% (at constant exchange rates) vs. 31 December 2006 (+6.7% at current exchange rates)
- Consolidated EBITDA: 33.1 million euro in line with Ebitda at 31 December 2006
- Consolidated EBITDA margin: 22.1% in line with Ebitda at 31 December 2006
- Consolidated Operating Profit: 31.3 million euro +2.2% vs. 31 December 2006
- Net Profit: 20.5 million euro, +5.2% vs. 31 December 2006
- Net debt: cash of 25.9 million euro, with an improvement of 73.8 millioni di euro compared to the
  net financial debt of 47.9 million euro as of 31 march 2007 and with an improvement of 89.7
  million euro compared to the net financial debt of 63,8 million euro as of 31 december 2006,
  mainly due to the IPO proceeds.

*Milan, February 13th 2008* – The Board of Directors of **Damiani S.p.A.** (Milan, Star: DMN), the parent company of the Damiani Group, a creator, producer and distributor of luxury and designer jewels in Italy and abroad, today approved the interim consolidated results for the first 9 months ending 31<sup>st</sup> December 2007 of fiscal year 2007/2008 which includes third quarter figures

#### **CONSOLIDATED REVENUES**

**Group consolidated turnover** reached **149.9 million euro**, an improvement of 1.4% at current exchange rates compared to 147.8 million euro at 31 December 2006 (+2.7% at constant exchange rates).

#### Revenues breakdown by channel

In the first nine months of fiscal year 2007/2008, **Wholesale revenues** reached **128.2 million euro** in line with the 128.0 million euro of the same period last year, accounting for 85.5% of the Group's consolidated turnover. At constant exchange rates wholesale revenues rose by 1.4%.

In the first nine months of fiscal year 2007/2008, the Group's strategy to focus on expanding its presence in foreign markets has continued to generate good results and has allowed absorbing the selective reduction of Damiani multibrand storesin Italy which started in 2004, and that has further strengthened during the first nine months of this current fiscal year.

**Retail revenues** as of 31 December 2007 amounted to **7.6 million euro**, with an improvement of 6.7%, at current exchange rates, compared to 7.2 million euro as of 31 December 2006 (At constant exchange rates retail sales grew by +8.4%).

The growth in this channel was substantially organic and driven by the success of the group's collections among the final customers

**Other channels/other revenues** at 31 december 2007 amounted to **14.1 million euro**, with an improvement of 11.9%, at current exchange rates, compared to 12.6 million euro at 31 December 2006. At constant exchange rates revenues in this channel grew by 12.4%.

#### Revenues by sales channel

	onths			
(In thousand of Euro)	fiscal year 2007/2008	fiscal year 2006/2007	% change at constant exchange rates	% change at current exchange rates
Wholesale % of total revenues	128.157 <i>85,5%</i>	128.032 <i>86,7%</i>	1,4%	0,1%
Retail % of total revenues	7.643 5,1%	7.164 <i>4,</i> 8%	8,4%	6,7%
Total wholesale and retail revenues % of total revenues	<b>135.800</b> 90,6%	<b>135.196</b> 91,5%	1,8%	0,4%
Other channels/Other revenues % of total revenues	<b>14.064</b> 9,4%	<b>12.570</b> 8,5%	12,4%	11,9%
Total revenues	149.864	147.766	2,7%	1,4%

#### Revenues breakdown by Geographical Regions

During the first 9 months of fiscal year 2007/2008 the geographical revenue breakdown showed, a decrease of the **Italian revenues to 104.7 million euro** (-6,9% vs. 31 December 2006), accounting for 69.9% of consolidated turnover. The trend in the Italian market was influenced both by a general slowdown in domestic demand pertaining to the Italian economic situation and also by the strategic decision to select the Damiani wholesale customers, which started in 2004 and is now substantially completed.

In the **Americas revenues** reached **7.4 million euro** revenues (accounting for 4.9% of consolidated revenues) with an increase **24.1%** from the same year-earlier period. At constant exchange rates revenues grew by **41.4%**.

Turnover also made significant progress in **Rest of the World**. Core revenues, net of non recurring revenues, amounted to 21.2 million euro improving by **17.1%** (or by 59.2% including non-recurring revenues), driven mainly by excellent performance of the Russian market and sustained growth of new markets in particular in the Middle East area.

During the first 9 months of fiscal year 2008/2008 in **Japan**, Group revenues **slid by 19.9%** to **9.0 million euro.** This result has been adversely affected by the negative exchange-rate. Net of the exchange-rate effect, revenues in Japan, in local currency, showed a decrease of **10,5%**.

Revenues by Geographic area

(In thousand of Euro)	<b>9 months</b> Fiscal year 2007/2008	% on total	9 months Fiscal year 2007/2008	% on total	% change at constant exchange rates	% change at current exchange rates
Italy	104.682	69,9%	112.471	76,1%		-6,9%
Americas	7.386	4,9%	5.954	4,0%	41,4%	24,1%
Japan	9.025	6,0%	11.268	7,6%	-10,5%	-19,9%
Rest of World	28.771	19,2%	18.073	12,2%		59,2%
Total revenues	149.864	100,0%	147.766	100,0%	2,7%	1,4%

#### **GROUP'S ACTIVITIES**

During the first 9 months of fiscal year 2007/2008 the Group announced the opening of monobrand boutiques in Bologna (DOS), Taipei, Dubai and Macao, the second boutique in Hong Kong as well as a corner in Jerusalem and a Bliss monobrand boutique in Rome (DOS), in Mexico City and in Milan

The Group announced agreements with Raoul Bova and Paris Hilton as the new testimonials for the Salvini and Bliss brands respectively.

The Group signed leases for a store in Los Angeles (Rodeo Drive) and a store in Tokyo (in Ginza) to be opened within the next months.

#### **OPERATING RESULTS AND NET PROFIT**

The Damiani Group closed the first 9 months of fiscal year 2007/2008 with **consolidated EBITDA of 33.1 million euro**, in line with the 33.0 million euro as of 30 December 2006. **Consolidated EBITDA margin** was **22.1%**, in line with the same period of last year.

**Consolidated Operating Profit** was **31.3 million euro**, an increase of 2.2% from 30.6 million euro at 31 December 2006 with an operating profit margin of 20.9%.

**Net Profit** amounted to **20.5 million euro** compared with 19.5 million euro in the 9 months ended 31 December 2006 (+5.2%).

#### **NET DEBT**

At 31 December 2007 the Group had net cash for **25.9 million euro**, an improvement of 73.8 million euro vs. Financial Net Debt of 47.9 million euro at 31 March 2007 (and of 89.7 million euro vs. Financial Net Debt 63.8 million euro at 31 December 2006).

The Group's net financial position compared to 31 March 2007 has improved thanks to a good cashflow generation and to the 72.4 million euro of IPO proceeds. On November 8 2007 Damiani listed its ordinary shares on the STAR segment managed by Borsa Italiana.

The manager in charge of preparing the company's financial reports (Gilberto Frola) declares, pursuant to paragraph 2 article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the documented results, books and accounting entries.

Trading commencement date: 08.11.2007

Operation Listing Partners: Unicredit and Merrill Lynch

#### Damiani S.p.A.

Damiani S.p.A. is the parent company of the Damiani Group, a leading Italian producer and distributor of top-quality designer jewellery, operating in the jewellery sector through prestigious brands, such as Damiani, Salvini, Alfieri & St. John and Bliss, as well as the recently acquired Calderoni brand.

Master craftsmen ever since 1924, the Damiani Group boasts a long-standing tradition in the art of goldsmithery which has always interpreted with an innovative spirit. It holds the unbeaten record of a \good 22 Diamond International Awards (18 for Damiani and 4 for Calderoni). Every jewel created by Damiani is handmade according to the finest craft tradition and the elegance of Italian style. With approximately 500 employees, the Damiani group operates both in Italy and abroad through distribution companies that fully cover the European, American and Asian markets. These include in particular: Damiani International BV (based in Amsterdam), Damiani USA Corp. (based in New York) and Damiani Japan K.K. (based in Tokyo). The Group also has 55 own-brand stores located in the main fashion streets in Italy and throughout the world.

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Attachments : Reclassified consolidated Income Statement and Balance Sheet schedules

### Income Statement 9 Months and III Quarter Fiscal Year 2007/2008-2006/2007

	9 mo	9 months		
	fiscal year	fiscal year		
(In thousands of Euro)	2007/2008	2006/2007	% change	
D	444 700	447.050	0.70/	
Revenues from sales and services	141.780	147.256	-3,7%	
Other recurring revenues	472	510	-7,5%	
Other non recurring revenues	7.612			
Total Revenues	149.864	147.766	1,4%	
Cost of production	(116.766)	(114.720)	1,8%	
EBITDA (*)	33.098	33.046	0,2%	
EBITDA margin	22,1%	22,4%		
Depreciation and amortisation	(1.781)	(2.399)	-25,8%	
EBIT	31.317	30.647	2,2%	
EBIT margin	20,9%	20,7%		
Net finance income (expense)	(1.091)	(2.208)	-50,6%	
Pre-tax profit	30.226	28.439	6,3%	
Pre-tax profit margin	20,2%	19,2%		
Income tax	(9.441)	(8.753)	7,9%	
Net profit	20.785	19.686	5,6%	
Net profit margin	13,9%	13,3%		
Minority interest	251	159		
Group net Profit	20.534	19.527		
Group net Profit margin	13,7%	13,2%		

	III Qu		
	fiscal year	fiscal year	
(In thousand of Euro)	2007/2008	2006/2007	% change
•			
Revenues from sales and services	67.887	79.968	-15,1%
Other recurring revenues	213	163	30,7%
Other non recurring revenues	0	0	
Total Revenues	68.100	80.131	-15,0%
Cost of production	(52.350)	(56.481)	-7,3%
EBITDA (*)	15.750	23.650	-33,4%
EBITDA margin	23,1%	29,5%	
Depreciation and amortisation	(502)	(1.196)	-58,0%
EBIT	15.248	22.454	-32,1%
EBIT margin	22,4%	28,0%	
Net finance income (expense)	(416)	(1.748)	-76,2%
Pre-tax profit	14.832	20.706	-28,4%
Pre-tax profit margin	21,8%	25,8%	
Income tax	(4.154)	(4.763)	-12,8%
Net profit	10.679	15.943	-33,0%
Net profit margin	15,7%	19,9%	
Minority interest	105	141	
Group net Profit	10.574	15.802	
Group net Profit margin	15,5%	19,7%	

### Balance sheet at December 31st 2007, March 31st 2007, December 31st 2006

Balance Sheet data (in thousand of Euro)	31 december 31 march 2007 2007		31 december 2006
Non current assets	36.757	37.526	45.420
Net working capital	107.931	94.418	102.842
Current and non current liabilities	(7.158)	(7.608)	(6.011)
Net invested capital	137.530	124.336	142.251
Shareholders' equity	163.424	76.430	78.462
net debt	(25.894)	47.906	63.789
Sources of funds	137.530	124.336	142.251

Net Debt (in thousand of Euro)	31 december 2007	• • • • • • • • • • • • • • • • • • • •	
Debentures - current portion	0		5.423
Medium/long-term financing - current portion	1.845	8.386	8.638
Current loans and borrowings	8.473	14.824	13.438
Current Debt Medium/long-term financing - non current	10.318	23.210	27.499
portion	32.479	38.793	38.334
Non current Debt	32.479	38.793	38.334
Total Gross Debt	42.797	62.003	65.833
Cash and cash equivalents	(68.691)	(14.097)	(2.044)
Net Debt	(25.894)	47.906	63.789