



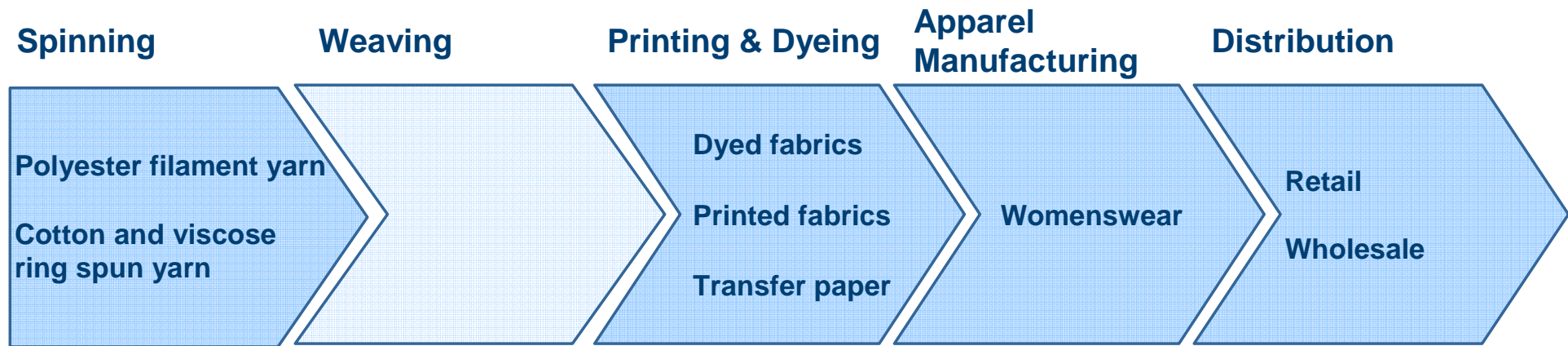
Brussels, 9th June 2011

**FUTURE RELATIONS BETWEEN TEXTILE & CLOTHING INDUSTRY AND RETAIL:
THE EXPERIENCE OF MIROGLIO**

Euratex General Assembly

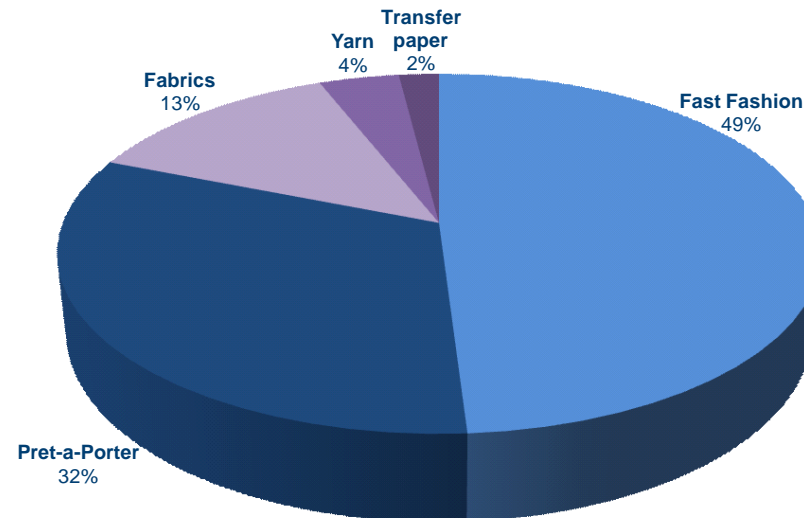


Miroglio Group operates throughout the whole textile and apparel value chain



Key 2010 figures

- 997 million euros turnover
- 7.3% growth rate
- 10.5% EBITDA
- More than 12,000 employees



We produce dyed and printed fabrics for the women fashion market

- Creation of 3.500 new sketches every year and more than 37.000 patterns on record
- Production capacity of 30 million meters of fabrics every year
- European leadership in printed fabrics
- Close relation with the major European brands and retailers



elena miro

mötivi

caractère

UNITED COLORS
OF BENETTON.

GERRY WEBER

evans

ZARA

wallis

MANGO

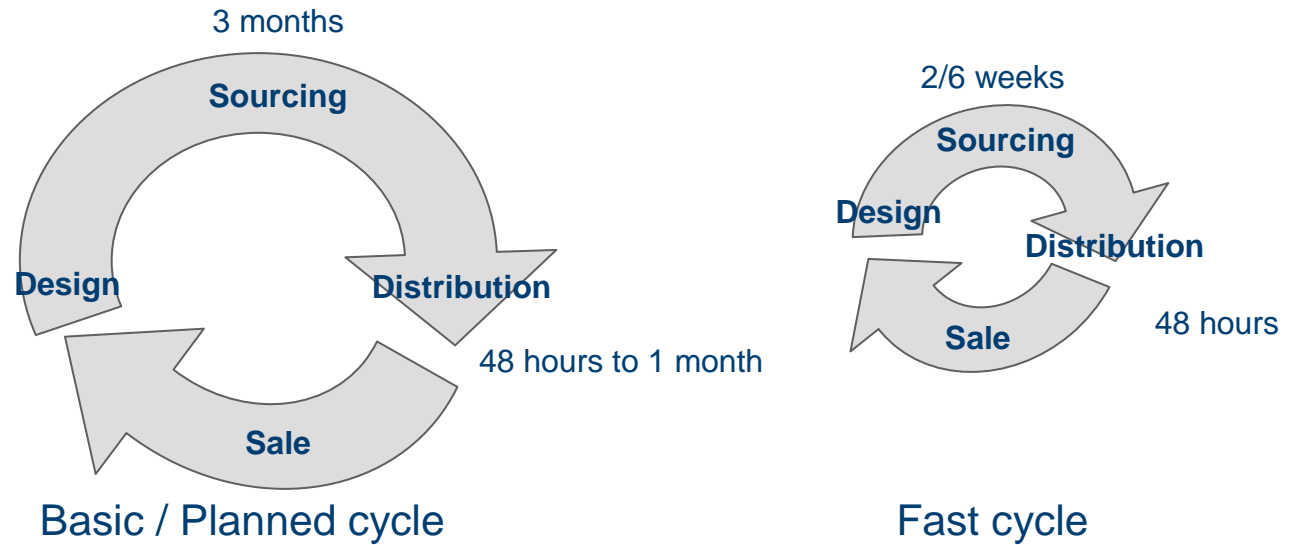


mötivi oltre FIORELLA RUBINO

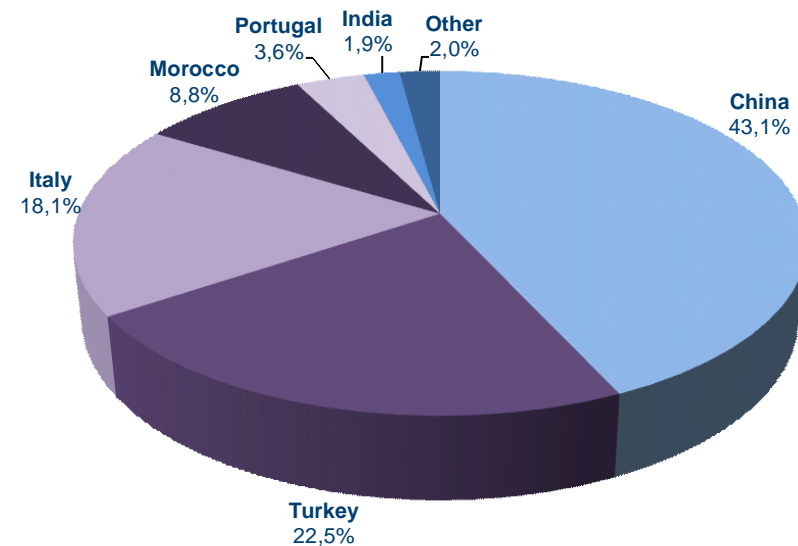
- 12% average growth rate from 2005 to 2010
- 430 million euros turnover in 2010
- 18.3% EBITDA in 2010
- More than 1.000 mono-brand stores
- Quick, fashionable and affordable



Fast fashion model



- 85% is fully outsourced (finished garment)
- 53% is sourced within the Mediterranean area



Key success drivers in the relation between retailers and fabric suppliers

1. Creativity
2. Cooperation
3. Service
4. Quick delivery
5. Price / Quality



Giuseppe Miroglio

CEO Gruppo Miroglio

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