



## Improved performance at Fat Face as customers respond positively to new product ranges

### Financial results for 52 weeks to 28 May 2011

Fat Face (or the “Company”), the active lifestyle clothing and accessories retailer which operates 190 stores, today announces financial results for the 52 weeks to 28 May 2011.

Highlights from the Company’s financial results are:

- Revenue up 13% to £152.7m (2010: £135.4m)
- EBITDA up 28% to £24.8m (2010: £19.4m) reflecting product range overhaul and tighter cost control
- 12 new store openings and four relocations during the period
- Revitalised management team

Anthony Thompson, who became Chief Executive Officer of Fat Face in April last year, commented:

*“This is a positive set of results and a welcome return to stronger sales and profit performance. During the year we made a number of board and senior management appointments and this talented team is now having an impact on our business. In addition, we have repaid the loyalty of our core customers with their feedback being reflected in new product ranges and a renewed emphasis on better quality and better value as well as more consistent styling.”*

*“The outlook for retail remains challenging as can be seen in increased promotional activity generally and there is continued pressure on key input costs. We have successfully controlled our cost base in response to this whilst working hard with both existing and new suppliers to give customers the quality and style they want at competitive prices.”*

Alan Giles, Chairman of Fat Face, added:

*“Since his arrival, Anthony and his team quickly identified a number of operational and product initiatives and we are now starting to see the benefits of their work. Despite consumer sentiment in UK being affected by the economic environment, Fat Face, as a well-funded, cash-generative business with the right team in place, now has the opportunity to improve its performance even further.”*

### Photography available on request

#### For more information:

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#### Notes to editors

- Fat Face is an active lifestyle brand that sells clothing for men, women, children, as well as footwear, jewellery and accessories
- It is a multi-channel brand with a network of 190 wholly-owned stores in UK and Ireland, mail-order catalogues, a fully interactive website and a wholesale operation
- Fat Face was acquired by Bridgepoint in May 2007