

# Elizabeth Arden, Inc.

## Pro Forma Selected Financial Data

### Unaudited

(Amounts in thousands, except per share data)

	<b>Twelve Months Ended</b>		
	<b>June 29, 2002</b> <b>Pro Forma</b> <b>FY 2002</b>	<b>June 28, 2003</b> <b>Pro Forma</b> <b>FY 2003</b>	<b>June 30, 2004</b> <b>Pro Forma</b> <b>FY 2004</b>
Net sales	\$ 693,799	\$ 746,142	\$ 832,003
Cost of Sales	436,716	441,864	482,803
Gross profit	257,083	304,278	349,200
Selling, general and administrative expenses	202,802	222,394	259,033
Depreciation and amortization	27,349	21,666	21,115
Income from operations	26,932	60,218	69,052
Interest expense, net	(43,663)	(42,544)	(32,440)
Debt extinguishment gain	-	174	(38,805)
Other income (expense)	315	(151)	(4)
Loss (income) before income taxes	(16,416)	17,697	(2,197)
(Benefit from) provision for income taxes	(1,105)	7,710	(5,125)
Net (loss) income	<u>\$ (15,311)</u>	<u>\$ 9,987</u>	<u>\$ 2,928</u>
Diluted (loss) earnings per common share	\$ (1.07)	\$ 0.35	\$ (1.66)
Weighted average number of common shares	17,670	17,832	22,483
EBITDA	\$ 54,596	\$ 81,907	51,358
<b><u>ADJUSTED</u></b>			
EBITDA	\$ 54,596	\$ 81,733 (a)	93,702 (b)
Net (loss) income	\$ (15,311)	\$ 9,863 (a)	27,922 (b)
Diluted (loss) earnings per common share	\$ (1.07)	\$ 0.34 (a)	\$ 1.01 (b)
Weighted average number of common shares	17,670	17,832	27,603

(a) Adjusted for debt extinguishment gain associated with long-term debt redemption

(b) Adjusted for debt extinguishment charges associated with long-term debt redemption and restructuring charges preferred stock

For a reconciliation of EBITDA, see [Pro Forma Reconciliation of Net Income \(Loss\) to EBITDA](#)