

Elizabeth Arden, Inc.

Pro Forma Selected Financial Data Unaudited

(Amounts in thousands, except per share data)

	Pro Forma Fiscal Year 2004			
	Three Months Ended			
	Sep 27, 2003 Quarter 1	Dec 27, 2003 Quarter 2	Apr 3, 2004 Quarter 3	Jun 30, 2004 Quarter 4
Net sales	\$ 198,985	\$ 296,256	\$ 182,188	\$ 154,574
Cost of Sales	120,736	173,309	98,667	90,091
Gross profit	78,249	122,947	83,521	64,483
Selling, general and administrative expenses	60,820	69,011	63,385	65,817
Depreciation and amortization	5,112	5,373	5,273	5,357
Income from operations	12,317	48,563	14,863	(6,691)
Interest expense	(10,474)	(9,377)	(6,772)	(5,817)
Debt extinguishment charges	-	(9,446)	(29,359)	-
Other income (expense)	-	1	4	(9)
Income (loss) before income taxes	1,843	29,741	(21,264)	(12,517)
Provision for (benefit from) income taxes	528	8,536	(10,725)	(3,464)
Net income (loss)	\$ 1,315	\$ 21,205	\$ (10,539)	\$ (9,053)
Diluted earnings (loss) per common share	\$ 0.02	\$ 0.09	\$ (0.46)	\$ (1.12)
Weighted average number of common shares	18,033	22,166	24,202	25,347
EBITDA	\$ 17,429	\$ 44,491	\$ (9,219)	(1,343)
ADJUSTED				
EBITDA	\$ 17,429	\$ 55,571 (a)	\$ 21,726 (a)	(1,024) (a)
Net income (loss)	\$ 1,315	\$ 28,621 (a)	\$ 6,555 (a)	(8,569) (a)
Diluted earnings (loss) per common share	\$ 0.02	\$ 1.05 (a)(b)	\$ 0.23 (a)	\$ (0.35) (a)(b)
Weighted average number of common shares	18,033	27,353	28,890	25,347

(a) Adjusted for debt extinguishment and restructuring charges

(b) Adjusted for the accelerated accretion on the converted Preferred Stock

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

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	Pro Forma Fiscal Year 2003			
	Three Months Ended			
	Sep 21, 2002 Quarter 1	Dec 28, 2002 Quarter 2	Mar 29, 2003 Quarter 3	Jun 28, 2003 Quarter 4
Net sales	\$ 166,233	\$ 297,094	\$ 150,911	\$ 131,904
Cost of Sales	100,739	174,430	86,404	80,291
Gross profit	65,494	122,664	64,507	51,613
Selling, general and administrative expenses	52,811	59,996	51,731	57,856
Depreciation and amortization	5,605	6,117	5,054	4,890
Income (loss) from operations	7,078	56,551	7,722	(11,133)
Interest expense	(10,934)	(11,147)	(10,181)	(10,282)
Debt extinguishment gain	-	-	174	-
Other (expense) income	(55)	(102)	(34)	40
Loss (income) before income taxes	(3,911)	45,302	(2,319)	(21,375)
(Benefit from) provision for income taxes	(1,404)	15,999	(579)	(6,306)
Net (loss) income	\$ (2,507)	\$ 29,303	\$ (1,740)	\$ (15,069)
Diluted (loss) earnings per common share	\$ (0.19)	\$ 1.27	\$ (0.15)	\$ (0.90)
Weighted average number of common shares	17,775	23,117	17,863	17,910
EBITDA	\$ 12,628	\$ 62,566	\$ 12,916	\$ (6,203)
ADJUSTED				
EBITDA	\$ 12,628	\$ 62,566	\$ 12,742 (c)	\$ (6,203)
Net (loss) income	\$ (2,507)	\$ 29,303	\$ (1,864) (c)	\$ (15,069)
Diluted (loss) earnings per common share	\$ (0.19)	\$ 1.27	\$ (0.16) (c)	\$ (0.90)
Weighted average number of common shares	17,775	23,117	17,863	17,910

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

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

	Pro Forma Fiscal Year 2002			
	Three Months Ended			
	Sep 29, 2001 Quarter 1	Dec 29, 2001 Quarter 2	Mar 30, 2002 Quarter 3	Jun 29, 2002 Quarter 4
Net sales	\$ 180,658	\$ 248,799	\$ 139,220	\$ 125,122
Cost of Sales	117,943	150,018	90,112	78,643
Gross profit	62,715	98,781	49,108	46,479
Selling, general and administrative expenses	49,343	49,238	50,516	53,705
Depreciation and amortization	7,842	7,902	5,933	5,672
Income (loss) from operations	5,530	41,641	(7,341)	(12,898)
Interest expense	(11,702)	(11,157)	(10,095)	(10,709)
Other income (expense)	(45)	(74)	(158)	592
Loss (income) before income taxes	(6,217)	30,410	(17,594)	(23,015)
(Benefit from) provision for income taxes	(1,732)	9,728	(657)	(8,444)
Net (loss) income	\$ (4,485)	\$ 20,682	\$ (16,937)	\$ (14,571)
EBITDA	\$ 13,327	\$ 49,469	\$ (1,566)	\$ (6,634)

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