

# Elizabeth Arden, Inc.

## Pro Forma Selected Financial Data

### Unaudited

(Amounts in thousands, except per share data)

	<b>Transition Period</b>	
	<b>Five Months Ended</b>	
	<b>June 28, 2003</b>	<b>June 30, 2004</b>
Net sales	\$ 205,201	\$ 222,784
Cost of Sales	130,348	134,500
Gross profit	74,853	88,284
Selling, general and administrative expenses	95,493	111,897
Depreciation and amortization	8,443	8,701
Loss from operations	(29,083)	(32,314)
Interest expense	(16,986)	(9,835)
Debt extinguishment gain (loss)	123	(3,874)
Other income	29	(8)
Loss before income taxes	(45,917)	(46,031)
Benefit from for income taxes	(13,176)	(14,188)
Net loss	<u>\$ (32,741)</u>	<u>\$ (31,843)</u>
Loss per common share	\$ (1.92)	\$ (2.08)
Weighted average number of common shares	17,907	24,885
EBITDA	\$ (20,488)	(27,495)
<b><u>ADJUSTED</u></b>		
EBITDA	\$ (20,611) (a)	(22,357) (b)
Net loss	\$ (32,829) (a)	(28,728) (b)
Loss per common share	\$ (1.92) (a)	\$ (1.19) (b)
Weighted average number of common shares	17,907	24,885

(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 and the accelerated accretion on the converted preferred stock.

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