

BVLGARI

WORK CERTIFICATE

This is to certify that **Mrs. Sabine SCHAFSTALL**, born on April 14th, 1972 has been employed by our BVLGARI Group from August 1st, 2003 to May 31st, 2012.

Mrs. Schafstall joined our Group as "**Consultant**" within the "Worldwide Perfume Travel Retail Sales" department. In this function, she was responsible to develop the network of Bulgari Perfumes within the Travel Retail channel for the East Cost of America.

Her responsibilities were to plan launches and execute marketing activities among her Travel Retail clients with major airports, airlines and cruise ships, within her area of responsibility.

Mrs. Schafstall's responsibility was to present the Bulgari products to the Retailers' buyer and to negotiate the appropriate space, launches and marketing activities in order to develop the brand. She was in charge of managing her sales budget and her support budget, for her area of responsibility as well as in charge of managing the beauty advisors at the various points of sales

On January 1st, 2006, she obtained the position of "**Area Sales Executive**" within the same department and Company.

In this function she was in charge of Northern Europe: United Kingdom, Scandinavia, Netherlands, France and Eastern Europe. Her role was to strengthen our ranking and position with existing key clients such as the United Kingdom and France. At the same time, her mission included the development of Eastern Europe countries, with the help of a new headcount hired under her responsibility.

In addition, a very aggressive plan was presented in the United Kingdom, which led to the hiring of a "Sales Coordinator" based in London and also reporting to Mrs. Schafstall.

We are pleased to add that on July 1st, 2007, Mrs. Schafstall was promoted to:

"Area Sales Manager"

In this function, Mrs. Schafstall was in charge of following activities that she accomplished to our entire satisfaction:

- Responsible for the distribution of our Perfumes and Skin Care products within our Travel Retail channel in partnership with our various accounts for the markets of UK, Benelux, France, EEC and Scandinavia, with whom she built successful business relationships, launching also the new skincare category in key markets.
- Responsible for the maximization of sales in these regions putting in place the most appropriate marketing initiatives in order to achieve the maximum sell in and sell out results for the business.
- Training, management and coaching of 15 Sales Promoters and 2 Field Supervisors, based in different countries.
 - Definition of yearly objectives and evaluations
 - Collaboration in the recruitment process

Mrs. Schafstall performed her activities with the help of MS Office tools such as Word, Excel, Powerpoint and Outlook, as well as SAP (BW module).