



Q1 2016 FILA Group Results



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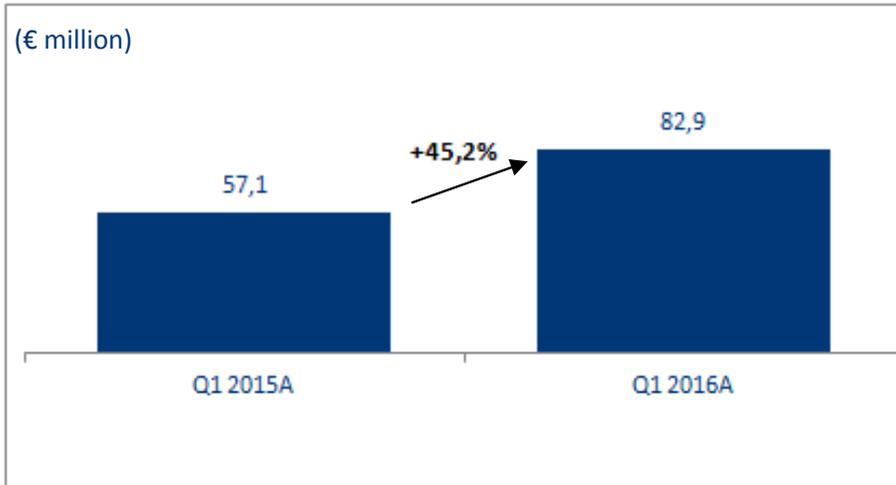
First Quarter 2016 Highlights



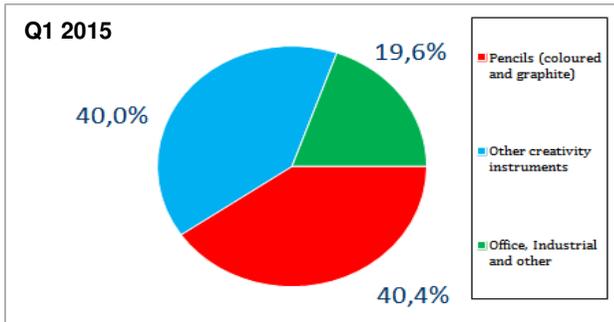
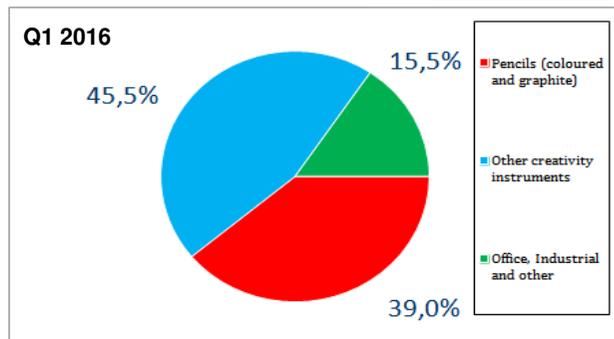
FILA closes Q1 2016 with a increase of sales in all the reference markets, primarily Centre & South America, Europe and North America.

- **Core Business Sales +45.2% (organic growth, +12,1%)**
 - **General improvement in the fulfillment of customers orders**
 - **Good demand from Education and Art & Craft channels**
 - **Market share consolidation in all the reference areas**
- **Adjusted EBITDA +39,4%, with an organic growth of 15,8% registering an increase more than proportional than the Sales organic growth.**
- **Adjusted Net Profit +7,9%**
- **Net financial position at 166.3mln Euro at the end of March 2016, mainly affected by Net financial Debt contribution of Daler & Rowney Group (86,8mln €), fully consolidated from the beginning of February 2015.**

Q1 2016 Core Business Sales



SALES BREAKDOWN BY PRODUCT LINE



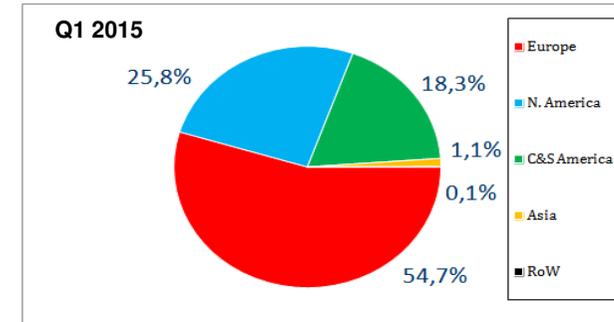
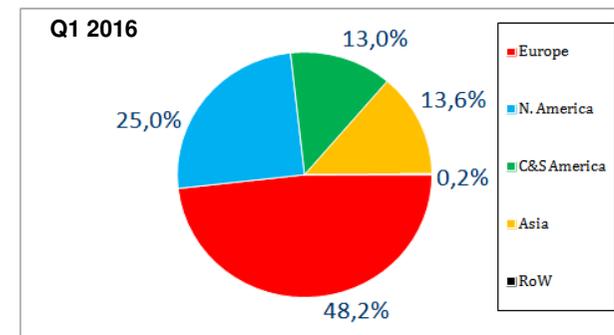
- **Organic Growth + 12,1% (net of M&A and FX effect)**

- Increasing contribution from Centre-South America, Eurozone and North America, registering respectively +26%, +9% and +8% of Organic Growth

- Growth in Pencils +11,5%, in Other Creativity Instruments +11%, Office and decrease in Office and Industrial Products of 6,3% compared to IQ 2015 and net from M&A effected

- M&A effect 21,3 mln Euro (10,7 WFPL and 10,6 D&R Group)

SALES BREAKDOWN BY GEOGRAPHY AREA

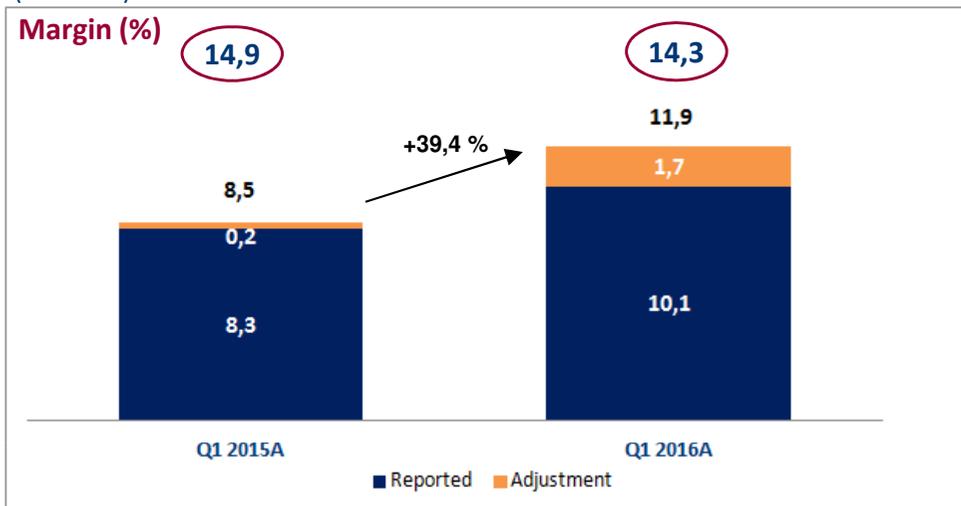


Q1 2016 EBITDA



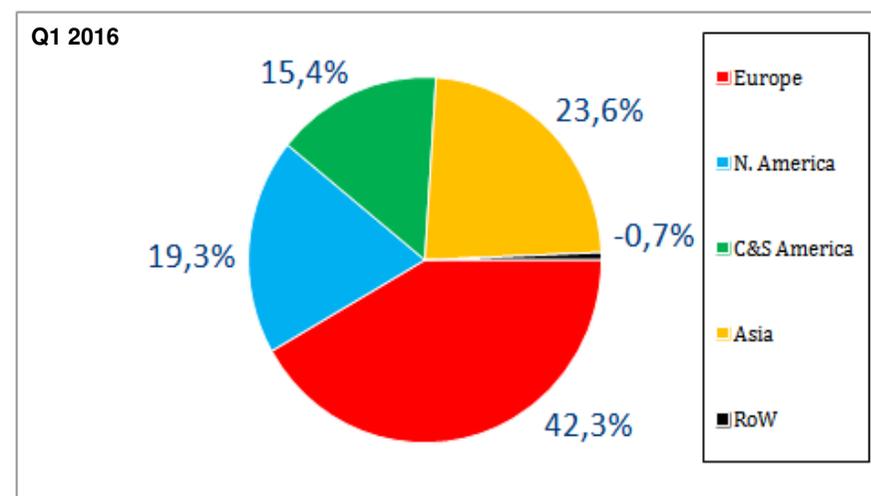
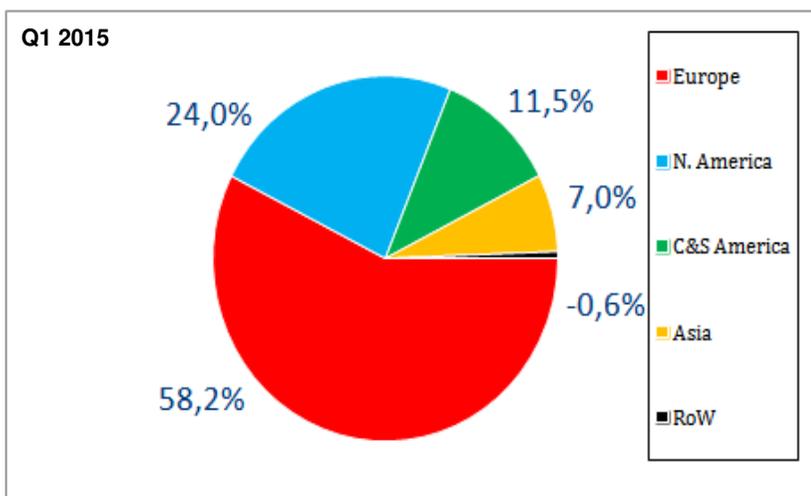
ADJUSTED EBITDA – Q1 2016

(€ million)



- **Organic Growth + 15,8% (net of M&A and main FX effect)**, more than proportional than the Organic Turnover Growth
- **1,7 mln Euro of extraordinary costs in FY2016**, mainly related to the M&A activities
- **0,2 mln Euro extraordinary costs in Q1 2015**, mainly related to the listing expenses
- **M&A effect 2,2 mln Euro** (1,8 WFPL and 0,4 D&R Group)

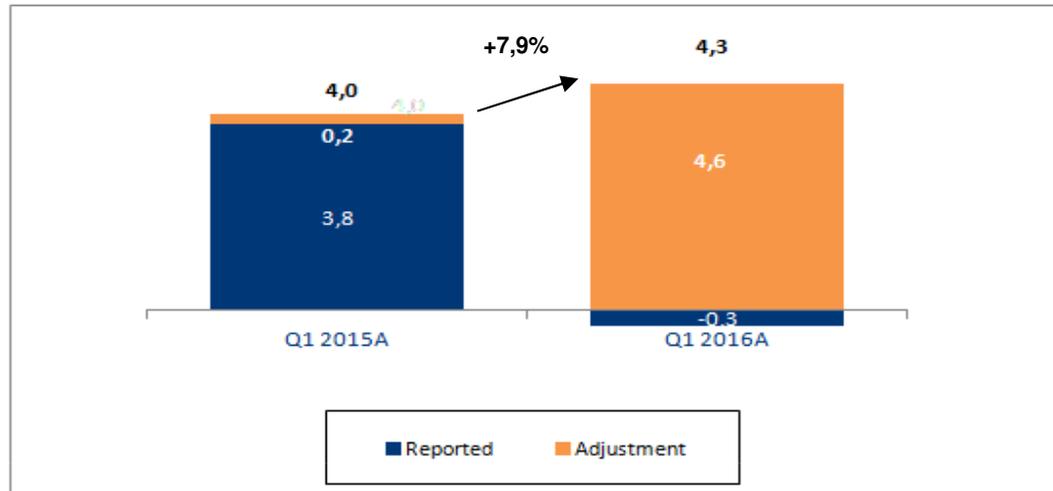
ADJUSTED EBITDA BREAKDOWN BY GEOGRAPHY AREA



Q1 2016 NET INCOME AND NET DEBT

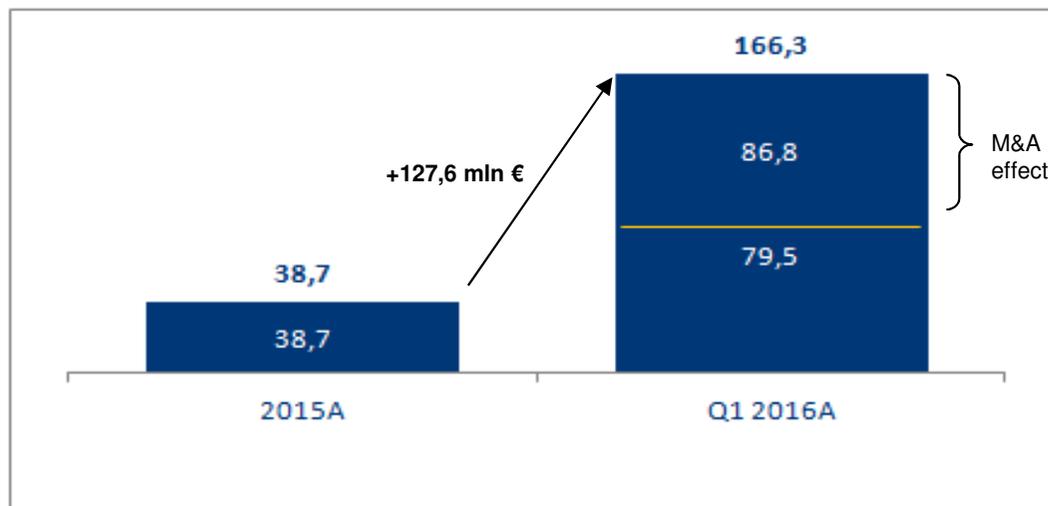


(€ million) **ADJUSTED NET INCOME – Q1 2016**



- The normalization made at the financial results management level mainly refers to the accounting not realized loss of the financing in GBP plus extraordinary operating costs, net of taxes effects
- The normalization of the Group Result in Q1 2015 refers to the above normalization, net of taxes effects

(€ million) **NET DEBT – FY 2015 and Q1 2016**



Net debt Increase of 127,6 mln € mainly due to:

- Operating CF before TWC adjustment equal to + 8,7 mln Euro
- Trade working capital cash absorption of 31,7 mln Euro, due to business seasonability
- Capex for 2 mln € due to new investment in tangible and intangible assets
- Investment for shares acquisition of Daler & Rowney Group for 16,8 mln €
- Interest paid for 1 mln Euro
- M&A effect of 86,8 mln Euro related to Daler & Rowney Group Net Debt Contribution
- FX effect +1,4 mln €



Appendix



Q1 2016 Income Statement



(€ million)	Q1 2015A	% on Sales	Q1 2016A	% on Sales
PROFIT & LOSS				
Core Business Sales	57,1		82,9	
Other revenues	2,0		2,1	
Total revenues	59,1		85,0	-
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(20,7)	(36,3%)	(33,2)	(40,1%)
Costs for Services and Use of Third parties Assets	(14,8)	(25,9%)	(21,8)	(26,3%)
Personnel Costs	(13,3)	(23,3%)	(17,3)	(20,9%)
Other Operating Costs	(2,1)	(3,6%)	(2,5)	(3,0%)
Total operating costs	(50,9)	(89,1%)	(74,9)	(90,3%)
EBITDA	8,3	14,5%	10,1	12,2%
Depreciation and Amortization	(1,6)	(2,8%)	(3,1)	(3,7%)
Write-Downs	(0,3)	(0,6%)	(0,2)	(0,2%)
EBIT	6,3	11,1%	6,9	8,3%
Financial income/expenses	(0,8)	(1,5%)	(4,3)	(5,2%)
Income/expenses from associates at equity method	0,2	0,4%	-	0,0%
PBT	5,7	10,0%	2,5	3,1%
Taxes	(1,7)	(2,9%)	(2,5)	(3,0%)
Net profit (loss) of continuing operating activities	4,0	7,0%	0,1	0,1%
Net profit (loss) of discontinued operating activities	(0,1)	(0,2%)	-	0,0%
Total net profit (loss) of the period	3,9	6,8%	0,1	0,1%
Total net profit (loss) attributable to non controlling interests	0,1	0,1%	0,3	0,4%
Fila Group's total net profit (loss) of the period	3,8	6,7%	(0,3)	(0,3%)

(€ million)	Q1 2015A	% on Sales	Q1 2016A	% on Sales
P&L ADJUSTMENTS				
REPORTED EBITDA	8,3	14,5%	10,1	12,2%
Total Adjustments	0,2		1,7	
ADJUSTED EBITDA	8,5	14,8%	11,9	14,4%
REPORTED NET PROFIT	3,8	6,7%	(0,3)	(0,3%)
Total Adjustments	0,2		4,6	
ADJUSTED NET PROFIT	4,0	7,1%	4,3	5,2%

Q1 2016 Balance Sheet



(€ million)

	2015A	Q1 2016A
BALANCE SHEET		
Intangible assets	88,2	156,0
Tangible Assets	47,9	58,9
Financial Fixed Assets	1,8	2,7
Fixed Assets	137,8	217,5
Other Non Current Assets/Liabilities	13,9	15,4
Inventory	118,5	155,7
Trade Receivables and Other receivables	77,7	114,3
Trade payables and Other Payables	(53,0)	(73,1)
Trade Working Capital	143,2	196,8
Other Current Asstes and Liabilities	3,2	2,2
Net Working Capital	146,4	199,0
Provisions & Funds	(26,2)	(38,5)
Current and not Current Assets/Liabilities Intended for Disposal	-	-
NET CAPITAL EMPLOYED	272,0	393,5
Shareholders equity	(211,7)	(227,2)
Financial Instruments	(21,5)	-
Net Financial Position	(38,7)	(166,3)
TOTAL NET SOURCES	(272,0)	(393,5)

Q1 2016 Cash Flow Statement



(€ million)

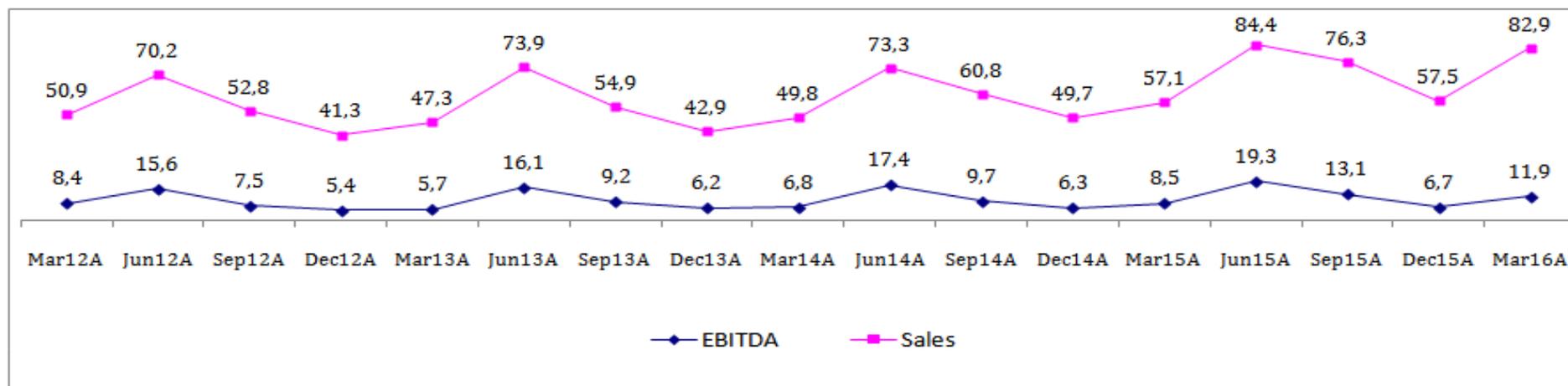
	2015A	Q1 2016A
CASH FLOW		
EBIT	6,3	6,9
Adjustments for non monetary costs	1,9	3,3
Adjustments for taxes	(2,0)	(1,5)
Cash-flow from operating activities before changes in NWC	6,3	8,7
<i>Changes in inventories</i>	(12,7)	(17,0)
<i>Changes in trade receivables & others</i>	(18,2)	(22,7)
<i>Changes in trade payables & others</i>	(1,5)	9,2
<i>Changes in other current assets/liabilities</i>	(0,2)	(1,1)
Changes in net working capital	(32,5)	(31,7)
Operating cash-flow	(26,2)	(23,0)
Investments in tangible and intangible assets	(2,3)	(2,0)
Other investments	0,0	(16,8)
Cash-flow from investments	(2,3)	(18,7)
Capital increase/reimbursement	-	(0,5)
Net interests	(0,9)	(1,0)
Cash-flow from financing	(0,9)	(1,5)
Other changes	1,4	1,0
Total cash-flow	(28,1)	(42,3)
Effect of FX rate movements	(4,8)	1,4
Net financial position of New Companies as at Acquisition Date	-	(86,8)
Changes in Net Financial Position	(32,9)	(127,6)

Quarterly CB Sales, EBITDA, TWC and NET DEBT



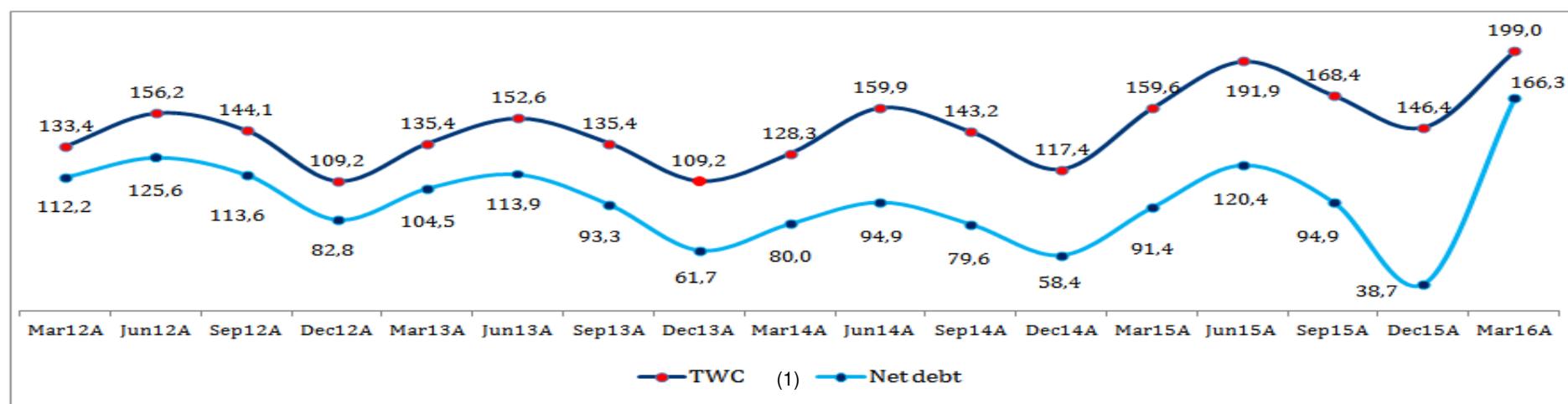
QUARTERLY CORE BUSINESS SALES AND ADJUSTED EBITDA

(€ million)



(€ million)

QUARTERLY TWC AND NET DEBT

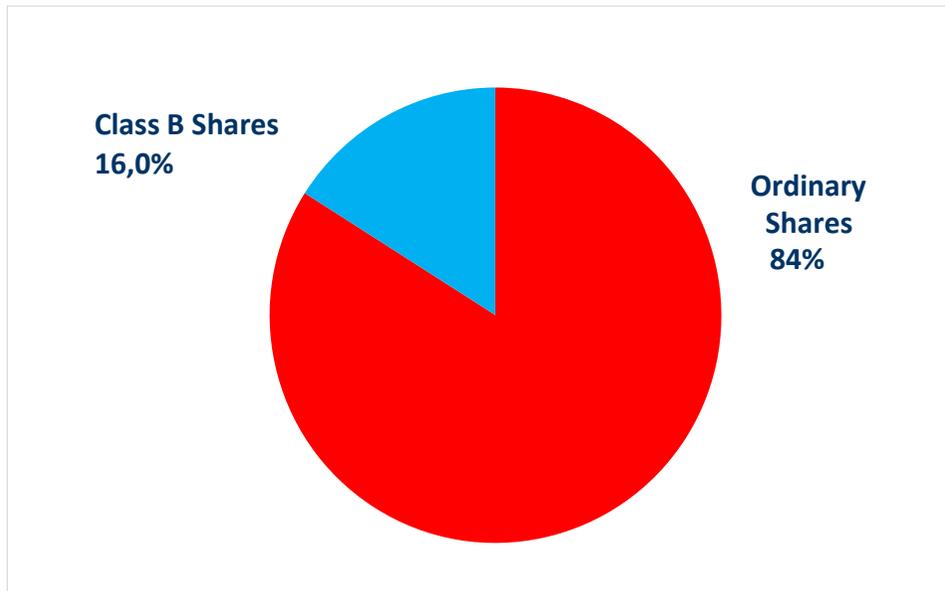


(1) Affected by extraordinary items

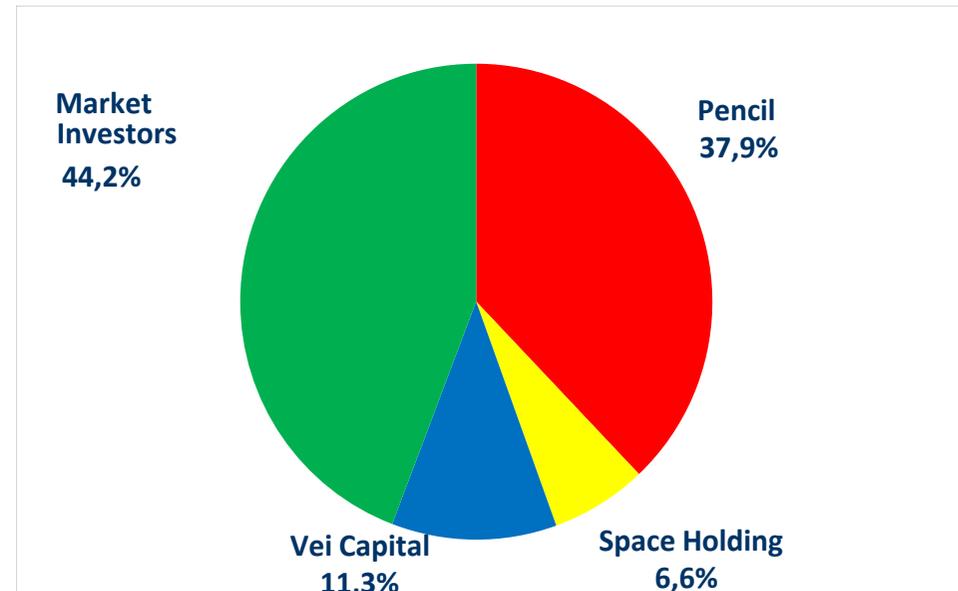
FILA Shareholders



Total shares *



Ordinary shares only



Total shares 41.232.296, of which : Ordinary shares 34.665.788, Class B shares 6.566.508 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998).

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