



1H 2015 Results



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FILA 1H 2015 Highlights



FILA continues to grow in 1H2015, registering a demand acceleration in all the reference markets, primarily North America and Mediterranean Europe, representing more than 60% of the Core Business turnover.

- Core Business Sales +15% (organic growth, +5%)
 - *Strong results of the school campaign in North America*
 - *Market share growth in Italy in all the covered channels: F.I.L.A market share in value, year ending May 2015, amounted to 56.4% of the total Color Panel reference segment**
- Adjusted EBITDA +15,1%, registering a growth more than proportional than the Sales organic growth.
- Non-recurring cashless negative impact of 46,7mln Euro on financial charges in 1H 2105, mainly concerning the recognition of the fair value of Space S.p.A. Equity at May 31, 2015
- Adjusted Net Profit +5,9%
- Quarterly Working Capital Increase to support the Sales growth and in line with historical seasonal trend
- Final Benefit of net cash in of 61mln Euro deriving from the merger between Space S.p.A and FILA S.p.A .

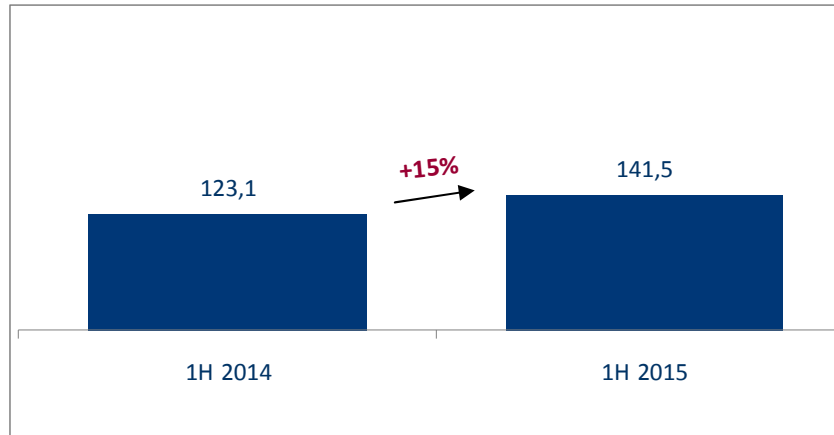
**Source: market research GFK Retail and Technology*

FILA: 1H 2015 Revenues



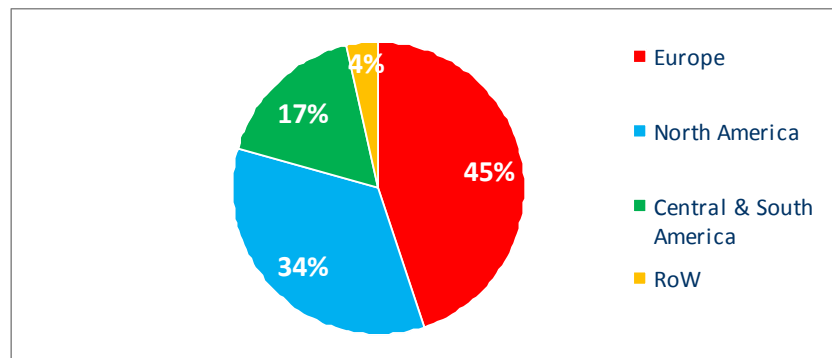
REPORTED CORE BUSINESS SALES – 1H2015

(€ million)

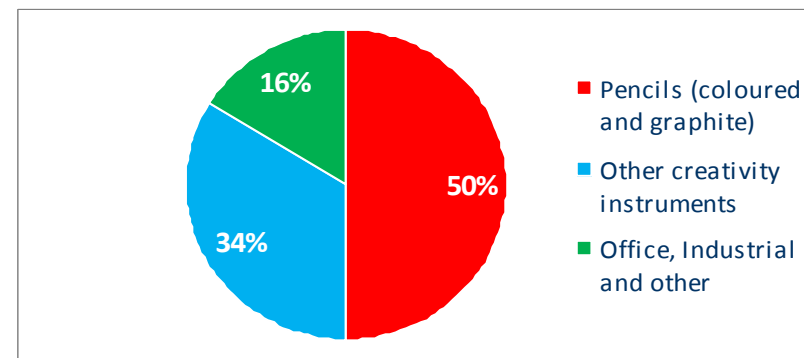


- **Organic Growth + 5% (net of FX and M&A effect)**
- Increasing contribution from North America and Italy, registering respectively +12% and +5% of Organic Growth
- Growth in Pencils and other Creativity Instruments Turnover compared to the 1H2014, increasing their contribution on total Core Business Sales.
- WFPL sales not included

1H 2015 SALES BREAKDOWN BY GEOGRAPHY



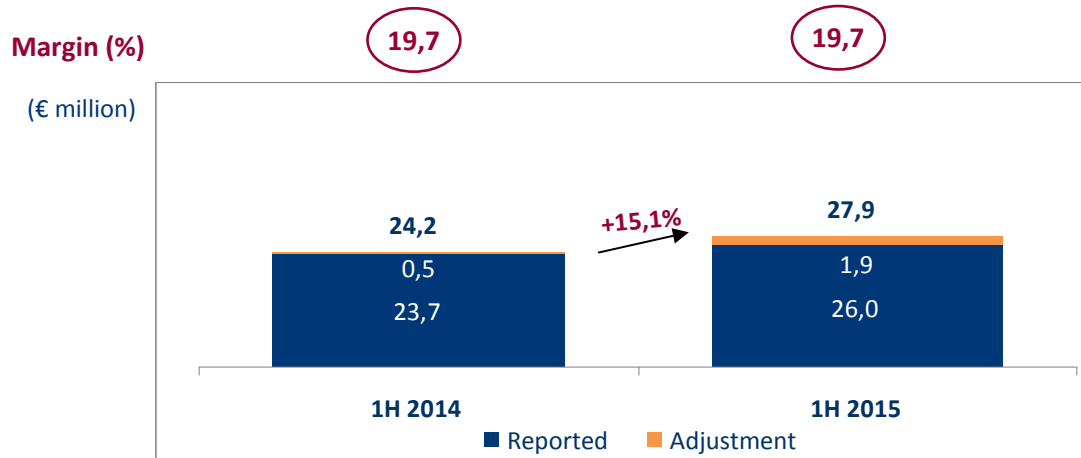
1H 2015 SALES BREAKDOWN BY PRODUCT LINE



FILA : 1H 2015 EBITDA – Working on profitability

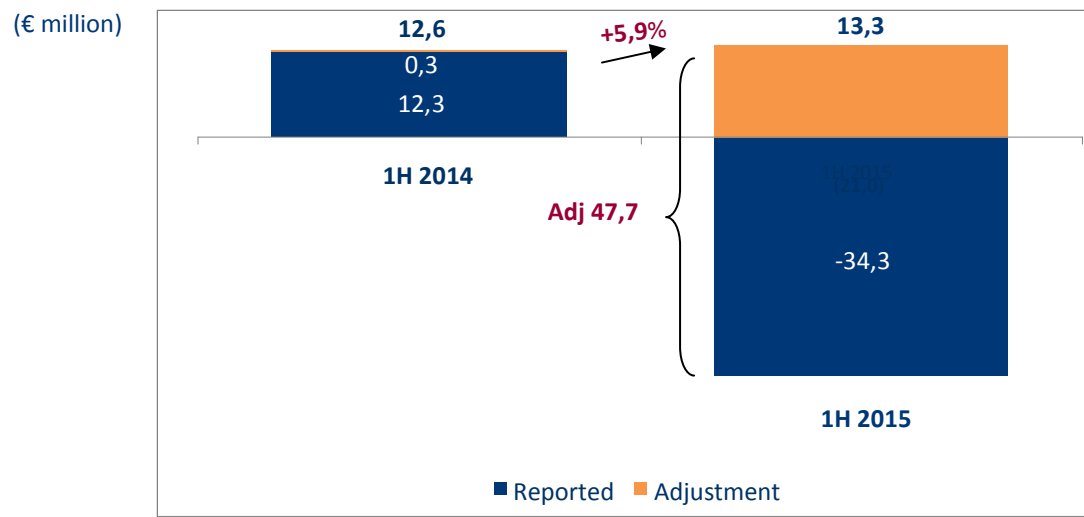


ADJUSTED EBITDA – 1H 2015



- EBITDA +15,1% (fully organic) more than proportional than Organic Turnover Growth
- 1,9mln Euro of extraordinary costs in 1H2015, mainly related to the Space merger and listing expenses.
- 0,5mln Euro extraordinary costs in 1H2014 related to consultancy and due diligence for M&A activities

ADJUSTED NET INCOME – 1H 2015



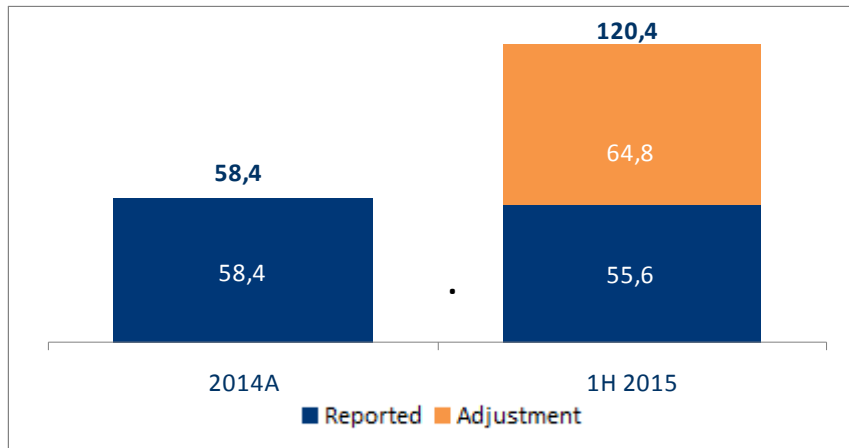
- Adjusted Net profit + 5,9% in 1H 2015 to 13,3mln Euro
- Normalization made at the financial results management level refers to the non-recurring financial cashless charges related to the accounting of the fair value of Space S.p.A. equity at May 31st 2015 (45.8mln Euro) and of the Market Warrants at June 30th 2015 (0.9mln Euro)
- The normalization of the Group Result in 1H2015 relates to the aforementioned normalization, net of tax.
- The normalization of the Group Result in 1H2014 refers to the above normalization, net of tax.

FILA: Continuous cash generation



NORMALIZED NET DEBT – 2014 YEAR END and 1H 2015

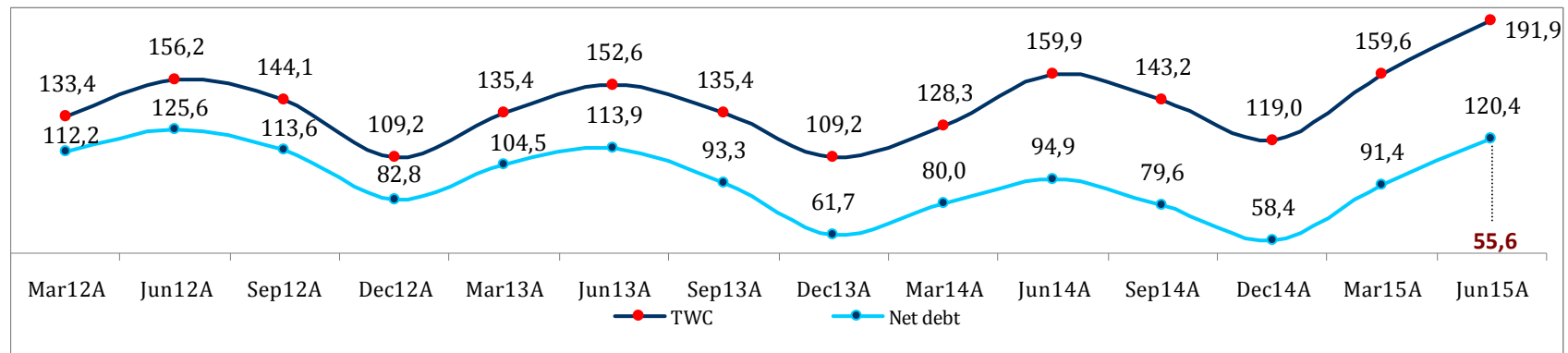
(€ million)



- Space deal positive contribution to 1H2015 Net Debt of 64,8mIn Euro
- Trade working capital cash absorption of 73mIn Euro related to:
 - ✓ Increase on inventories related to 1H 2015 order flow
 - ✓ Trade receivable increase related to business seasonality and core business sales increase
 - ✓ Space non-recurring Trade Payable payment
- FX Effect

QUARTERLY TWC AND NET DEBT

(€ million)





Appendix



FILA 1H 2015 Income Statement



(€ million)	1H 2014	% on Sales	1H 2015	% on Sales
PROFIT & LOSS				
Core Business Sales	123,1		141,5	
Other revenues	1,5		3,0	
Total revenues	124,6		144,5	-
Cost for Raw Materials and Supplies	(56,4)	(45,8%)	(72,9)	(51,5%)
Increase(decrease) inventory	8,0	6,5%	17,9	12,6%
Costs for Services and Use of Third parties Assets	(27,3)	(22,2%)	(33,0)	(23,3%)
Personnel Costs	(23,2)	(18,8%)	(27,5)	(19,4%)
Other Operating Costs	(2,0)	(1,6%)	(3,1)	(2,2%)
Total operating costs	(100,9)	(82,0%)	(118,5)	(83,8%)
EBITDA	23,7	19,3%	26,0	18,3%
Depreciation and Amortization	(2,6)	(2,1%)	(3,6)	(2,6%)
Write-Downs	(0,4)	(0,3%)	(0,6)	(0,4%)
EBIT	20,8	16,9%	21,8	15,4%
Financial income/expenses	(2,0)	(1,6%)	(48,7)	(34,4%)
Income/expenses from associates at equity method	0,3	0,2%	0,5	0,3%
PBT	19,1	15,5%	(26,4)	(18,7%)
Taxes	(6,5)	(5,3%)	(7,7)	(5,4%)
Net profit (loss) of continuing operating activities	12,5	10,2%	(34,1)	(24,1%)
Net profit (loss) of discontinued operating activities	(0,1)	(0,1%)	(0,1)	(0,1%)
Total net profit (loss) of the period	12,5	10,1%	(34,2)	(24,2%)
Total net profit (loss) attributable to non controlling interests	0,2	0,2%	0,1	0,0%
Fila Group's total net profit (loss) of the period	12,3	10,0%	(34,3)	(24,2%)

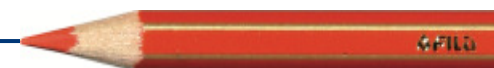
(€ million)	1H 2014	% on Sales	1H 2015	% on Sales
P&L ADJUSTMENTS				
REPORTED EBITDA	23,7	19,3%	26,0	18,3%
Total Adjustments	0,5		1,9	
ADJUSTED EBITDA	24,2	19,7%	27,9	19,7%
REPORTED NET PROFIT	12,3	10,0%	(34,3)	(24,2%)
Total Adjustments	0,3		47,6	
ADJUSTED NET PROFIT	12,6	10,2%	13,3	9,4%

FILA 1H2015 Balance Sheet



<i>(€ million)</i>	<u>2014A</u>	<u>1H 2015</u>
BALANCE SHEET		
Intangible assets	21,3	21,0
Tangible Assets	25,6	27,9
Financial Fixed Assets	7,5	8,3
Fixed Assets	54,3	57,1
Other Non Current Assets/Liabilities	10,4	11,0
Inventory	92,0	112,7
Trade Receivables and Other receivables	76,1	134,6
Trade payables and Other Payables	(49,1)	(55,5)
Trade Working Capital	119,0	191,9
Other Current Asstes and Liabilities	(1,6)	(1,3)
Net Working Capital	117,4	190,5
Provisions & Funds	(11,7)	(11,6)
Current and not Current Assets/Liabilities Intended for Disposal	0,0	(0,2)
NET CAPITAL EMPLOYED	170,4	246,9
Shareholders equity	(112,0)	(173,1)
Financial Instruments	-	(18,2)
Net Financial Position	(58,4)	(55,6)
TOTAL NET SOURCES	(170,4)	(246,9)

FILA 1H 2015 Cash Flow Statement



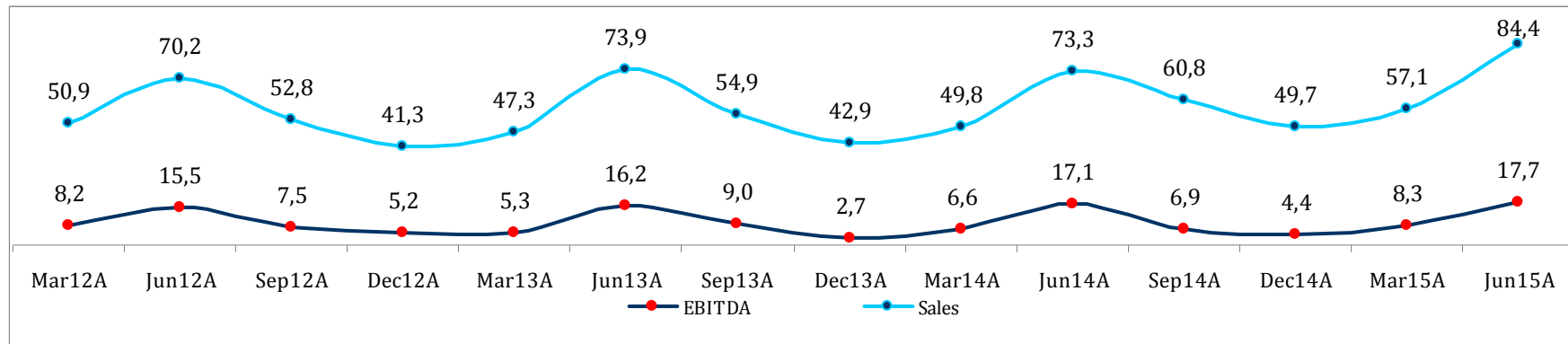
(€ million)	1H 2014	1H 2015
CASH FLOW		
EBIT	20,8	21,8
Adjustments for non monetary costs	3,0	4,2
Adjustments for taxes	(2,8)	(6,5)
Cash-flow from operating activities before changes in NWC	20,9	19,5
<i>Changes in inventories</i>	<i>(7,8)</i>	<i>(17,7)</i>
<i>Changes in trade receivables & others</i>	<i>(51,6)</i>	<i>(57,3)</i>
<i>Changes in trade payables & others</i>	<i>9,5</i>	<i>1,9</i>
<i>Changes in other current assets/liabilities</i>	<i>(0,7)</i>	<i>(0,5)</i>
Changes in net working capital	(50,6)	(73,6)
Operating cash-flow	(29,6)	(54,1)
Investments in tangible and intangible assets	(3,3)	(4,7)
Other investments	-	0,2
Cash-flow from investments	(3,3)	(4,5)
Capital increase/reimbursement	0,7	(0,1)
Net interests	(1,8)	(1,8)
Cash-flow from financing	(1,1)	(1,9)
Other changes	(0,8)	1,3
Total cash-flow	(34,9)	(59,2)
Effect of FX rate movements	(1,0)	(2,8)
Net financial position of New Companies as at Acquisition Date	(2,8)	64,8
Changes in Net Financial Position	(38,7)	2,8

FILA quarterly Core Business Sales and EBITDA



QUARTERLY CORE BUSINESS SALES AND REPORTED EBITDA

(€ million)



(1) Affected by extraordinary items

Summary Financials – Writefine Products Private Plc



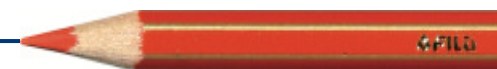
- In 2012, FILA invested in Writefine Products Private Plc (India) for a 18.5% stake (€6.1m)
- A put and call option agreement is in place between FILA and the majority shareholders of Writefine Products Private Plc
 - According to the agreement, if FILA will exercise the option, a stake of at least 50% will be held in Writefine India

KEY FINANCIALS

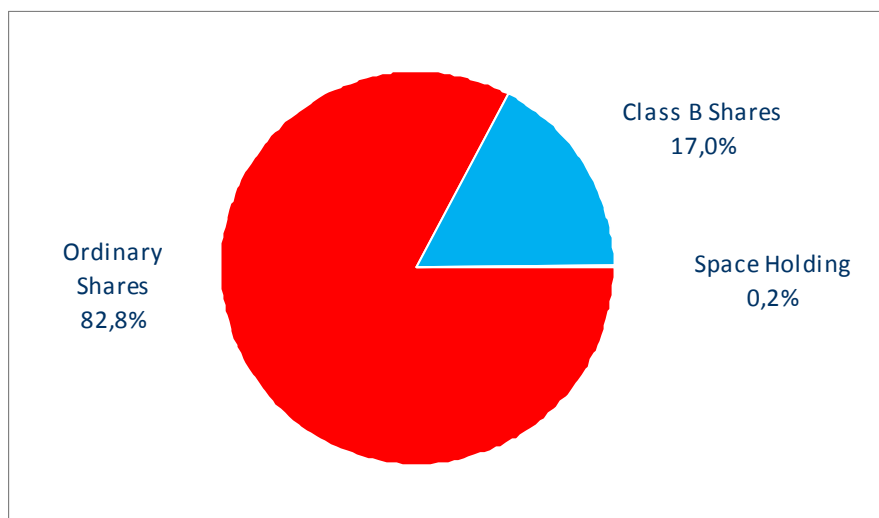
<u>INR/m</u>	<u>1H 2014</u>	<u>1H 2015</u>
Core Business Sales	1.073	1.454
EBITDA	148	229
EBITDA margin %	13,8%	15,8%
	<u>Dec 2014</u>	<u>June 2015</u>
Net Financial position	-282	-323
<u>€/m</u>		
Core Business Sales	12,9	20,7
EBITDA	1,8	3,3
EBITDA margin %	13,8%	15,8%
	<u>Dec 2014</u>	<u>June 2015</u>
Net Financial position	-3,7	-4,5

Note: key financials calendarized to December 31st of each year to take into account the fiscal year end of FILA. Based on EUR/INR exchange rate (P&L) of 83,29 and 70,12 respectively for 1H 2014 and 1H 2015A and EUR/INR exchange rate (BS) of 76,72 and 71,19 respectively for Dec 2014 and June 2015
Source: company data

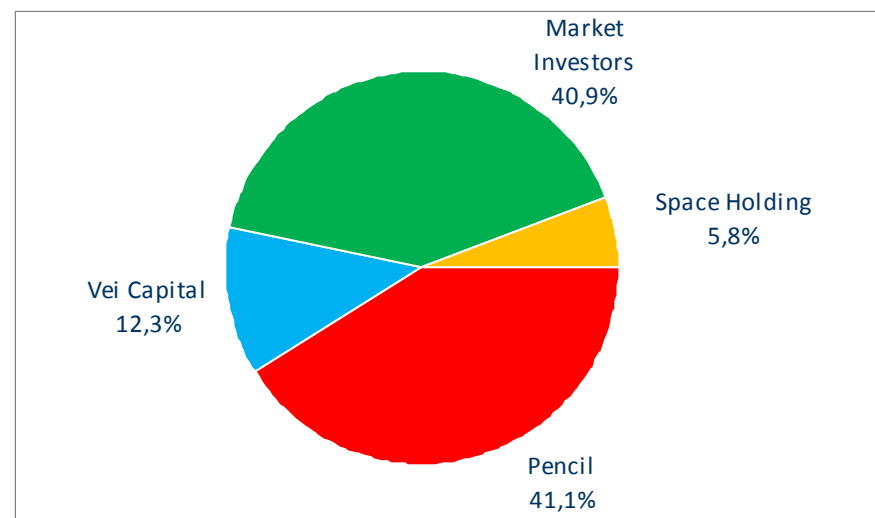
FILA Shareholders



Total shares *



Ordinary shares only



Total shares 38.617.497, of which : Ordinary shares 31.958.989, Class B shares 6.566.508 (enjoy three votes each in accordance with Article 127-sexies of Legislative Decree No. 58/1998), Sponsor Shares (Class C) 92.000
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