



1H 2016 FILA Group Results



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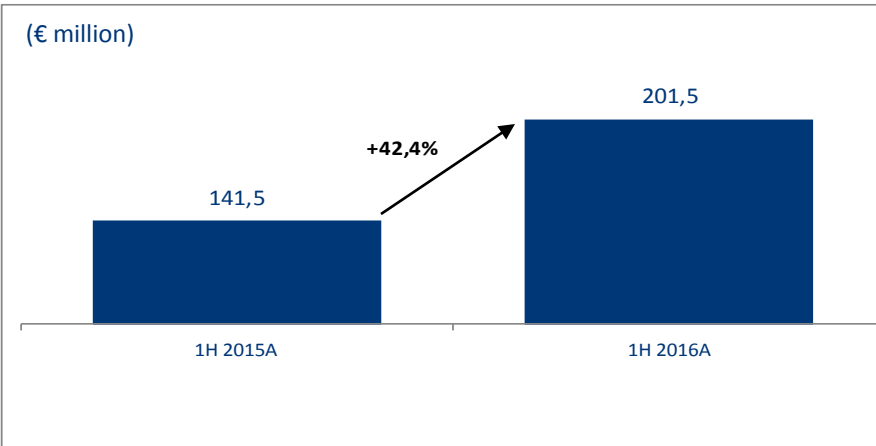
1H 2016 Highlights



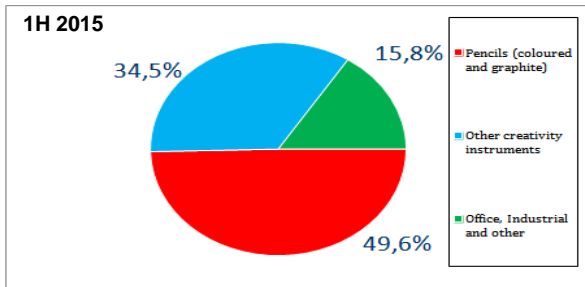
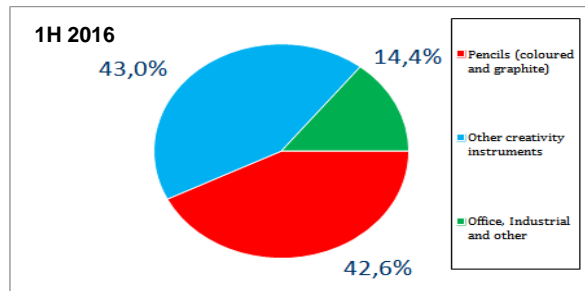
FILA closes 1H 2016 with a increase of sales in all the reference markets, primarily Centre & South America, Europe and North America.

- **Core Business Sales at 201,5mln €, +42,4% (organic growth, +10%)**
 - **General improvement in the fulfillment of customers orders**
 - **Good demand from Education and Art & Craft channels**
 - **Significant growth of the Other Creativity Instruments product line of 16%**
 - **Positive contribution of M&A of 52mln €**
 - **Market share consolidation in all the reference areas and market share increase in the emerging markets**
- **Adjusted EBITDA at 36,6mln €, +31,3%, with an organic growth of 12,1% registering an increase more than proportional than the Sales organic growth.**
- **Adjusted Net Profit +28,5%**
- **Net financial position at 188,9mln Euro at the end of June 2016, mainly affected by M&A effect related to Daler & Rowney Group (104,2mln €), fully consolidated from the beginning of February 2016 and by the seasonality of the business in terms of working capital trends**

1H 2016 Core Business Sales



SALES BREAKDOWN BY PRODUCT LINE



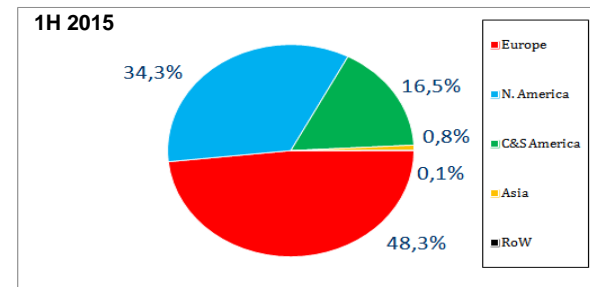
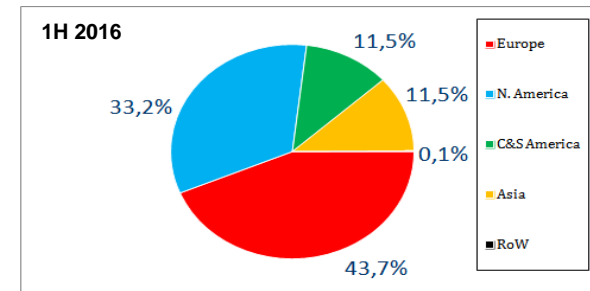
- Core Business Sales +42,4% (+60 mln €). Organic growth, +14,1 mln € (+10 %), net of M&A and FX effect, of which:

- By Geographic Area: mainly Centre-South America, +4,8 mln € (+20,8%), Europe +4,8 mln € (+7%) and North America +3,9 mln € (+8,1%)

- By Product line: Other Creativity Instruments +7,8 mln € (+16%), Pencils +5 mln € (+7,2%), Office and Industrial Products of + 1,3 mln € (+5,9%)

- M&A effect 52 mln € (21,9 WFPL/Pioneer and 30,1 D&R Group)

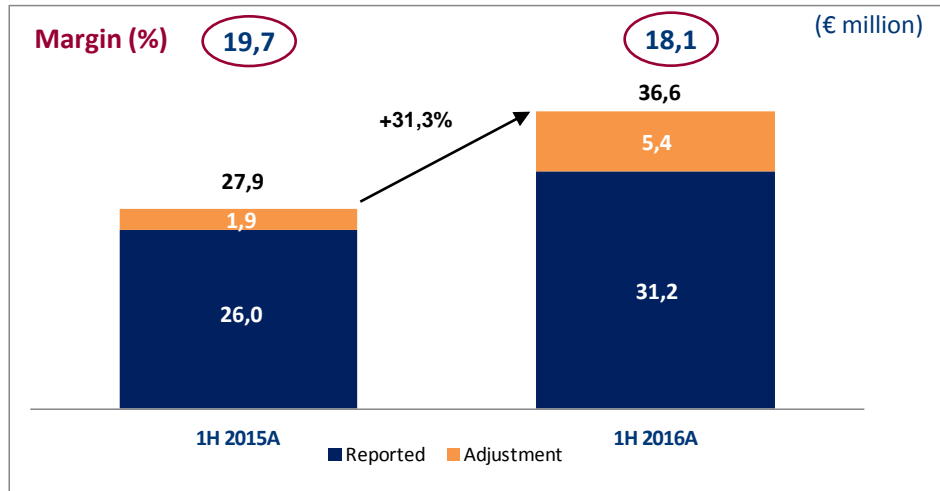
SALES BREAKDOWN BY GEOGRAPHY AREA



1H 2016 EBITDA

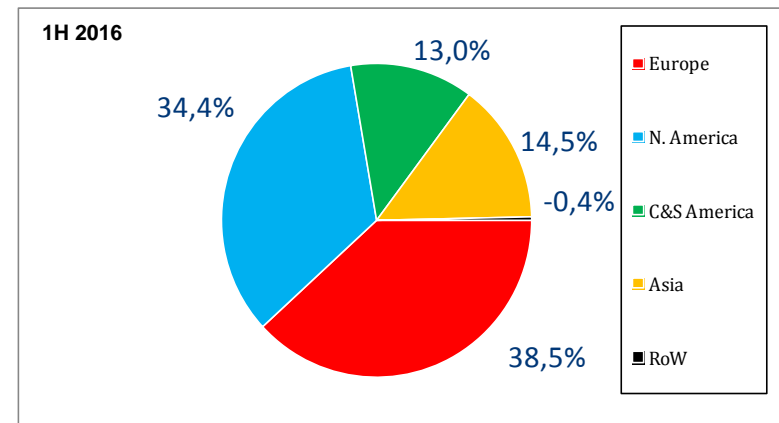
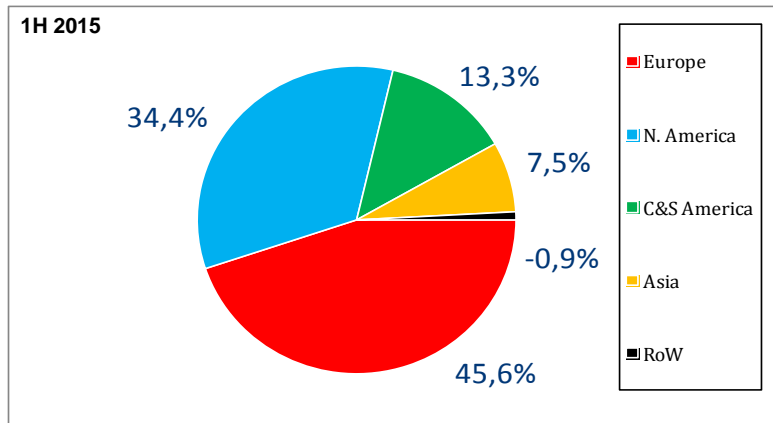


ADJUSTED EBITDA – 1H 2016



- Adjusted Ebitda + 8,7 (+31,3 %), Organic Growth + 3,4 mln (+12,1%), net of M&A and main FX effect, more than proportional than the Organic Turnover Growth
- 5,4 mln Euro of extraordinary costs in FY2016, mainly related to the M&A activities
- 1,9 mln Euro extraordinary costs in 1H 2015, mainly related to the listing expenses
- M&A effect 5,6 mln Euro (3,1 WFPL/Pioneer and 2,5 D&R Group)

ADJUSTED EBITDA BREAKDOWN BY GEOGRAPHY AREA

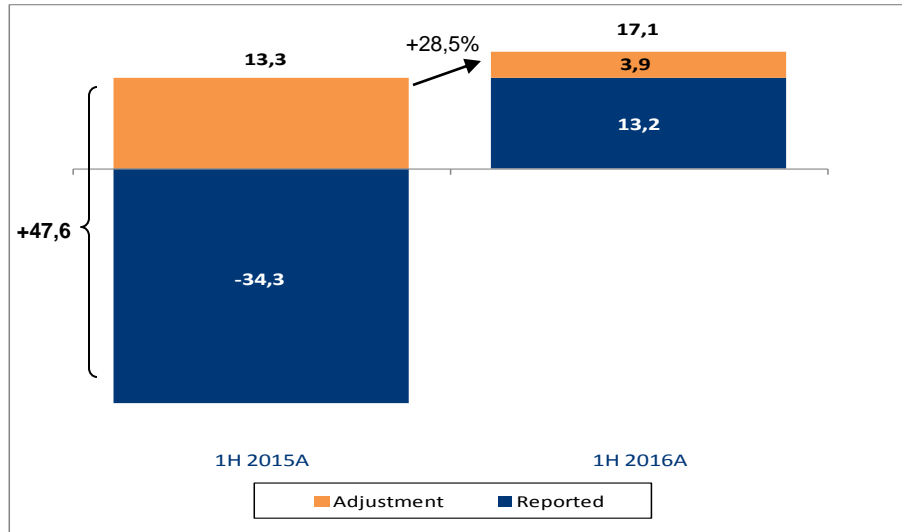


1H 2016 NET INCOME AND NET DEBT



(€ million)

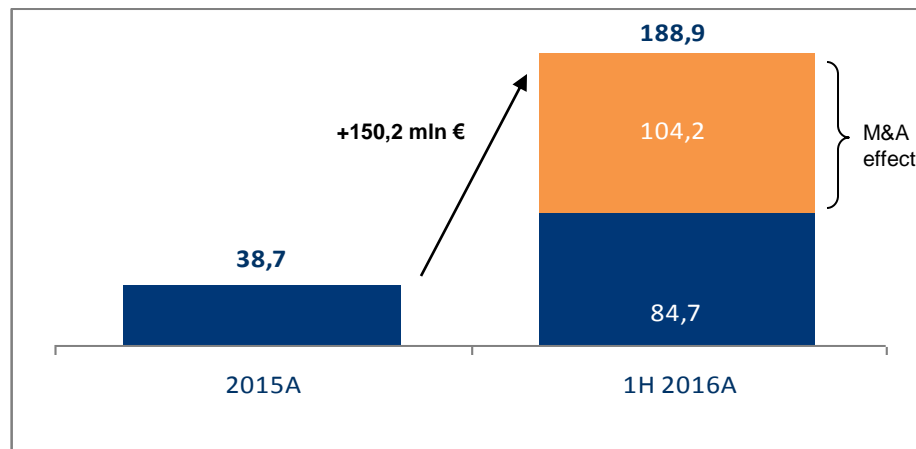
ADJUSTED NET INCOME – 1H 2016



- The normalization of the Group Result in 1H 2016 refers to extraordinary operating costs, net of taxes effects
- The normalization of the Group Result in 1H 2015 refers to 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) and to extraordinary operating costs, net of taxes effects

(€ million)

NET DEBT – FY 2015 and 1H 2016



Net debt Increase of 150,2 mln € mainly due to:

- Operating CF before TWC adjustment equal to + 27,9 mln Euro
- Trade working capital cash absorption of 66,4 mln Euro, due to business seasonality
- Capex for 4,3 mln € due to new investment in tangible and intangible assets
- M&A effect, mainly referred to Daler & Rowney Group, for shares acquisition (16,9 mln €) and Net Debt Contribution (87,3 mln €)
- Interest paid for 2,4 mln €
- Dividend paid for 4,3 mln €
- FX effect +2 mln €



Appendix



1H 2016 Income Statement



(€ million)	1H 2015A	% on Sales	1H 2016A	% on Sales
PROFIT & LOSS				
Core Business Sales	141,5		201,5	
Other revenues	3,0		4,8	
Total revenues	144,5		206,3	-
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(55,0)	(38,8%)	(83,8)	(41,6%)
Costs for Services and Use of Third parties Assets	(33,0)	(23,3%)	(48,2)	(23,9%)
Personnel Costs	(27,5)	(19,4%)	(37,4)	(18,5%)
Other Operating Costs	(3,1)	(2,2%)	(5,7)	(2,8%)
Total operating costs	(118,5)	(83,8%)	(175,1)	(86,9%)
EBITDA	26,0	18,4%	31,2	15,5%
Depreciation and Amortization	(3,6)	(2,6%)	(6,5)	(3,2%)
Write-Downs	(0,6)	(0,4%)	(0,2)	(0,1%)
EBIT	21,8	15,4%	24,6	12,2%
Financial income/expenses	(48,7)	(34,4%)	(2,0)	(1,0%)
Income/expenses from associates at equity method	0,5	0,3%	-	0,0%
PBT	(26,4)	(18,7%)	22,6	11,2%
Taxes	(7,7)	(5,5%)	(8,6)	(4,3%)
Net profit (loss) of continuing operating activities	(34,2)	(24,1%)	13,9	6,9%
Net profit (loss) of discontinued operating activities	(0,1)	(0,1%)	-	0,0%
Total net profit (loss) of the period	(34,3)	(24,2%)	13,9	6,9%
Total net profit (loss) attributable to non controlling interests	0,1	0,0%	0,7	0,4%
Fila Group's total net profit (loss) of the period	(34,3)	(24,3%)	13,2	6,6%

(€ million)	1H 2015A	% on Sales	1H 2016A	% on Sales
P&L ADJUSTMENTS				
REPORTED EBITDA	26,0	18,4%	31,2	15,5%
Total Adjustments	1,9		5,4	
ADJUSTED EBITDA	27,9	19,7%	36,6	18,1%
REPORTED NET PROFIT	(34,3)	(24,3%)	13,2	6,6%
Total Adjustments	47,6		3,9	
ADJUSTED NET PROFIT	13,3	9,4%	17,1	8,5%

1H 2016 Balance Sheet



<i>(€ million)</i>	2015A	1H 2016A
BALANCE SHEET		
Intangible assets	88,2	152,8
Tangible Assets	47,9	59,2
Financial Fixed Assets	1,8	1,8
Fixed Assets	137,8	213,8
Other Non Current Assets/Liabilities	13,9	14,9
Inventory	118,5	157,2
Trade Receivables and Other receivables	77,7	152,8
Trade payables and Other Payables	(53,0)	(79,1)
Trade Working Capital	143,2	230,9
Other Current Asstes and Liabilities	3,2	(1,6)
Net Working Capital	146,4	229,3
Provisions & Funds	(26,2)	(39,3)
Current and not Current Assets/Liabilities Intended for Disposal	-	-
NET CAPITAL EMPLOYED	272,0	418,7
Shareholders equity	(211,7)	(229,8)
Financial Instruments	(21,5)	-
Net Financial Position	(38,7)	(188,9)
TOTAL NET SOURCES	(272,0)	(418,7)

1H 2016 Cash Flow Statement



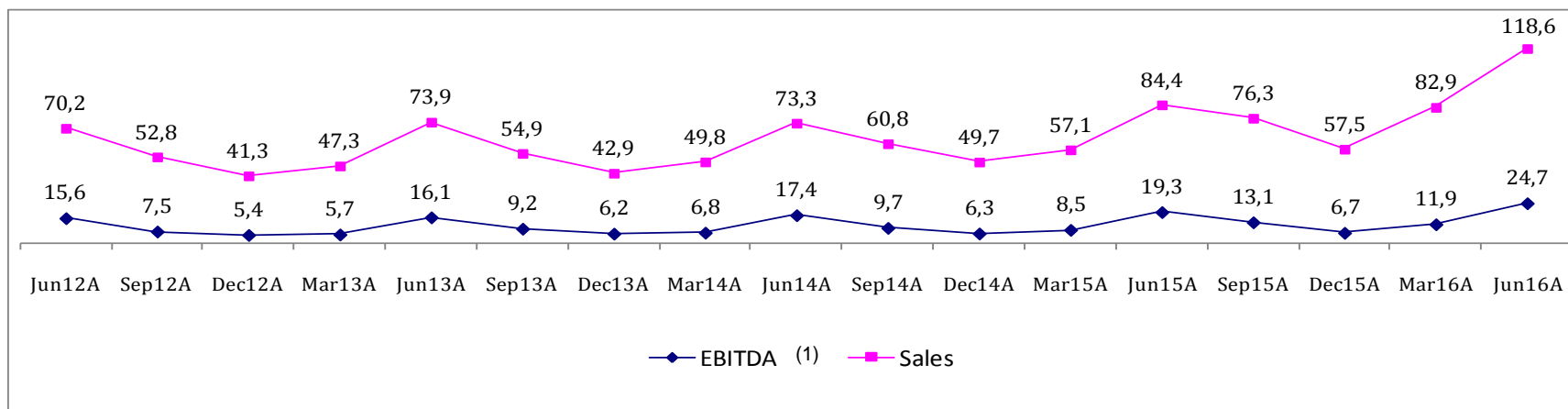
<i>(€ million)</i>	1H 2015A	1H 2016A
CASH FLOW		
EBIT	21,8	24,6
Adjustments for non monetary costs	4,2	6,6
Adjustments for taxes	(6,5)	(3,3)
Cash-flow from operating activities before changes in NWC	19,5	27,9
<i>Changes in inventories</i>	<i>(17,7)</i>	<i>(19,2)</i>
<i>Changes in trade receivables & others</i>	<i>(57,3)</i>	<i>(62,0)</i>
<i>Changes in trade payables & others</i>	<i>1,9</i>	<i>15,3</i>
<i>Changes in other current assets/liabilities</i>	<i>(0,5)</i>	<i>(0,5)</i>
Changes in net working capital	(73,6)	(66,4)
Operating cash-flow	(54,1)	(38,4)
Investments in tangible and intangible assets	(4,7)	(4,3)
Other investments	0,2	(16,9)
Cash-flow from investments	(4,5)	(21,0)
Capital increase/reimbursement	(0,1)	(4,3)
Net interests	(1,8)	(2,4)
Cash-flow from financing	(1,9)	(6,6)
Other changes	1,3	0,6
Total cash-flow	(59,2)	(65,5)
Effect of FX rate movements	(2,8)	2,6
Net financial position of New Companies as at Acquisition Date	64,8	(87,3)
Changes in Net Financial Position	2,8	(150,2)

Quarterly CB Sales, EBITDA, TWC and NET DEBT



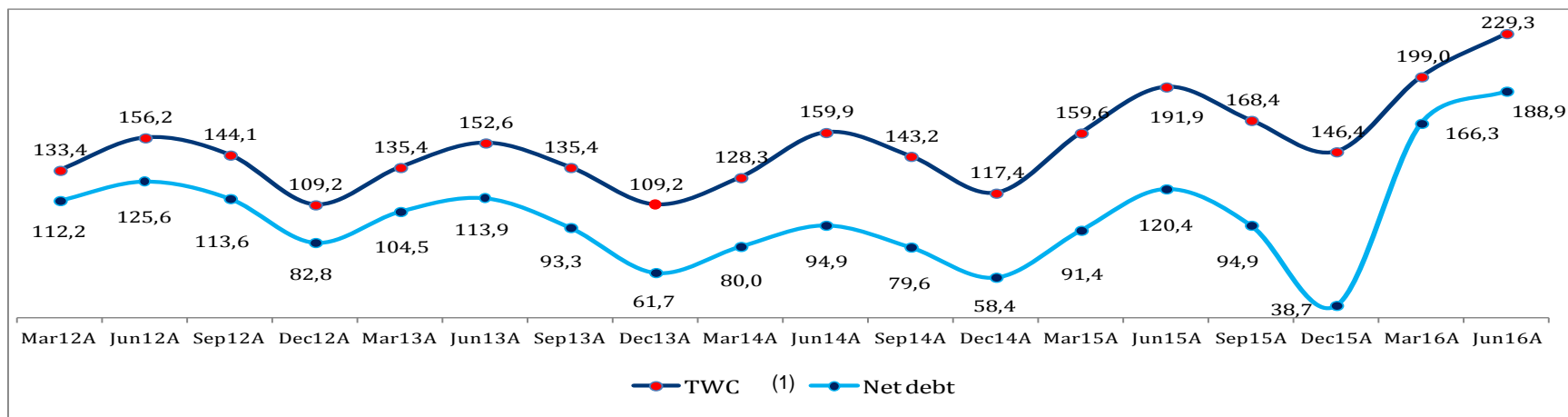
QUARTERLY CORE BUSINESS SALES AND ADJUSTED EBITDA

(€ million)



(€ million)

QUARTERLY TWC AND NET DEBT

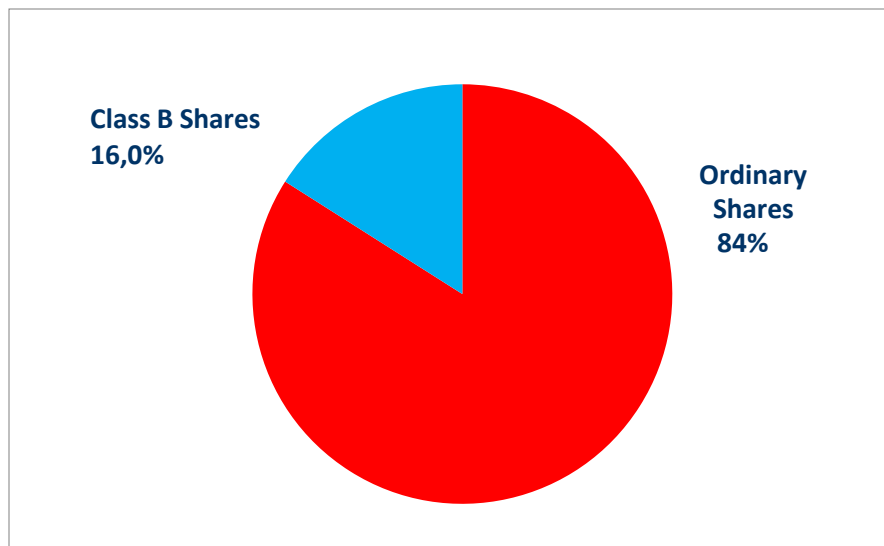


(1) Affected by extraordinary items

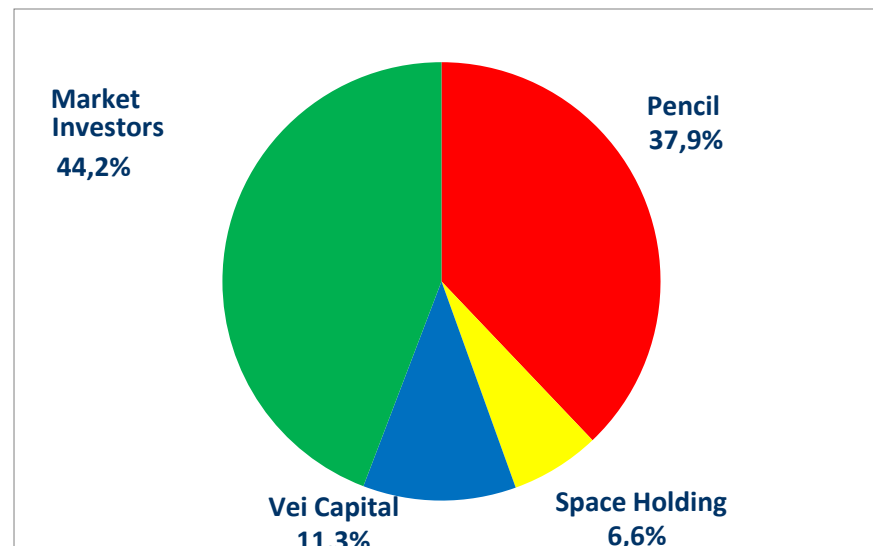
1H 2016 Highlights



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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