

1H 2016 RESULTS

NICE PRESENTATION

August 2016, 5TH

TheNiceGroup



1H 2016 RESULTS

FINANCIAL OVERVIEW

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1H 2016 RESULTS

HIGHLIGHTS

- Consolidated Sales: **€ 150.2m** (+5.3% vs. 1H 2015)
- Gross margin: **53.7%** (vs. 55.1% in 1H 2015)
- EBITDA margin: **15.0%** (vs. 14.7% in 1H 2015)
- Group Net Income margin *adjusted* (2): **6.4%** (vs. 4.9% in 1H 2015)
- Operating Free Cash Flow: **€ 3.1m** (vs. € 3.8m in 1H 2015)
- NFP: **€ -4.5m** (vs. € -6.2m as of 30 June 2015)
- Extraordinary operation: sale of FontanaArte business

€m	1H 2016		1H 2015		Δ %	Δ % (1)
Net Sales	150,2	100,0%	142,6	100,0%	5,3%	12,4%
Gross Profit	80,6	53,7%	78,5	55,1%	2,7%	
EBITDA	22,6	15,0%	20,9	14,7%	7,9%	
Group Net Income <i>adjusted</i> (2)	9,7	6,4%	6,9	4,9%	39,6%	
Operating Free Cash Flow	3,1		3,8			
Net Financial Position	-4,5		-6,2			

(1) At constant exchange rates

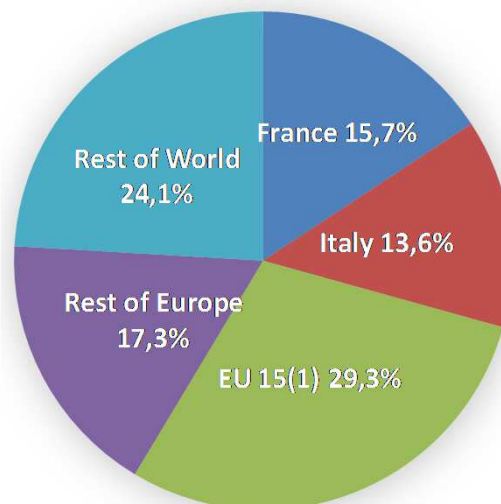
(2) Excluding impairment net result of 4.9 mil Euro in 1H2016

1H 2016 RESULTS

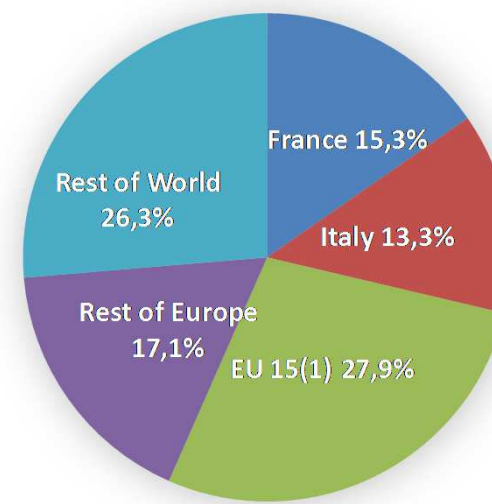
NET SALES BREAKDOWN BY REGION

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1H 2016



1H 2015



€m	1H 2016	1H 2015	Δ %	Δ % ⁽²⁾
France	23.6	21.9	8.1%	8.1%
Italy	20.4	19.0	7.1%	7.1%
EU 15 ⁽¹⁾	44.0	39.8	10.5%	10.9%
Rest of Europe	26.0	24.4	6.7%	12.4%
Rest of World	36.1	37.5	(3.7%)	9.2%
Net Sales	150.2	142.6	5.3%	9.8%

(1) Excluding Italy and France

(2) At constant exchange rates

1H 2016 RESULTS

PROFIT & LOSS

(in millions of Euro)	1H 2016	%	1H 2015	%	Δ %
Revenues	150.2	100.0%	142.6	100.0%	5.3%
Cost of goods sold	(69.5)	-46.3%	(64.1)	-44.9%	
Gross Profit	80.6	53.7%	78.5	55.1%	2.7%
Industrial costs	(5.0)	-3.3%	(4.7)	-3.3%	
Marketing costs	(4.3)	-2.9%	(5.2)	-3.7%	
Trade costs	(7.5)	-5.0%	(7.1)	-5.0%	
General costs	(12.8)	-8.5%	(12.8)	-8.9%	
Personnel costs	(28.5)	-19.0%	(27.8)	-19.5%	
Total Operating Costs	(58.1)	-38.7%	(57.6)	-40.4%	
EBITDA	22.6	15.0%	20.9	14.7%	7.9%
Depreciation and amortisation	(11.2)	-7.5%	(4.0)	-2.8%	
EBIT	11.3	7.6%	16.9	11.8%	
EBIT adjusted (1)	18.1	12.1%	16.9	11.8%	7.5%
Financial management and other costs	(1.6)	-1.1%	(1.6)	-1.2%	
Pre-tax profit	9.7	6.5%	15.2	10.7%	
Taxes	(4.9)	-3.3%	(8.3)	-5.8%	
Net profit/loss	4.8	3.2%	7.0	4.9%	
Net profit/loss adjusted (1)	9.7	6.5%	7.0	4.9%	40.0%
Profit/Loss attributable to non-controlling interests	0.1	0.1%	0.0	0.0%	
Group net profit/loss	4.7	3.1%	6.9	4.9%	
Group net profit/loss adjusted (2)	9.7	6.4%	6.9	4.9%	39.6%

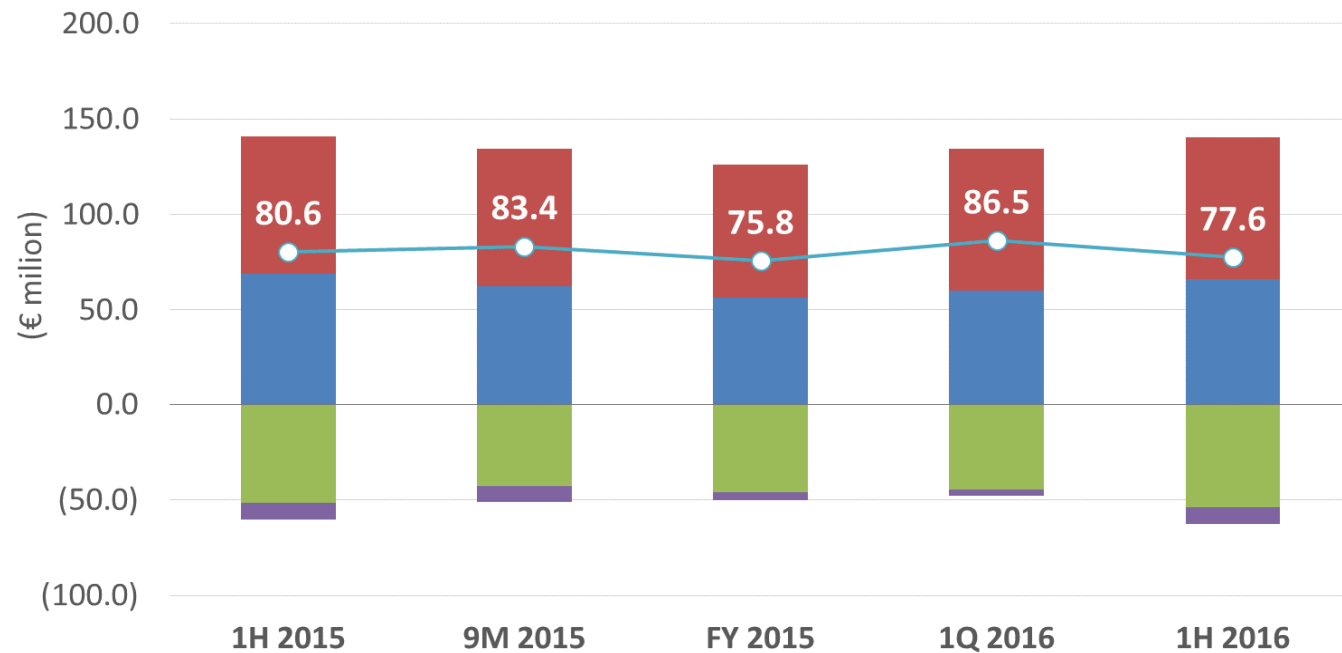
(1) The adjustment refers to the one-off impairment applied on FontanaArte's brand and building that houses the activity of FontanaArte, written down respectively for 4.8 million and 2.0 million.

(2) The adjustment refers to impairment described in note (1) plus its tax effect amounting to 1.9 million.

1H 2016 RESULTS

WORKING CAPITAL

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Trade receivables Inventory Trade payables Other curr. assets / (Liab.) Net Working Capital

Working Capital / LTM Net Sales equivalent

27.2%

28.3%

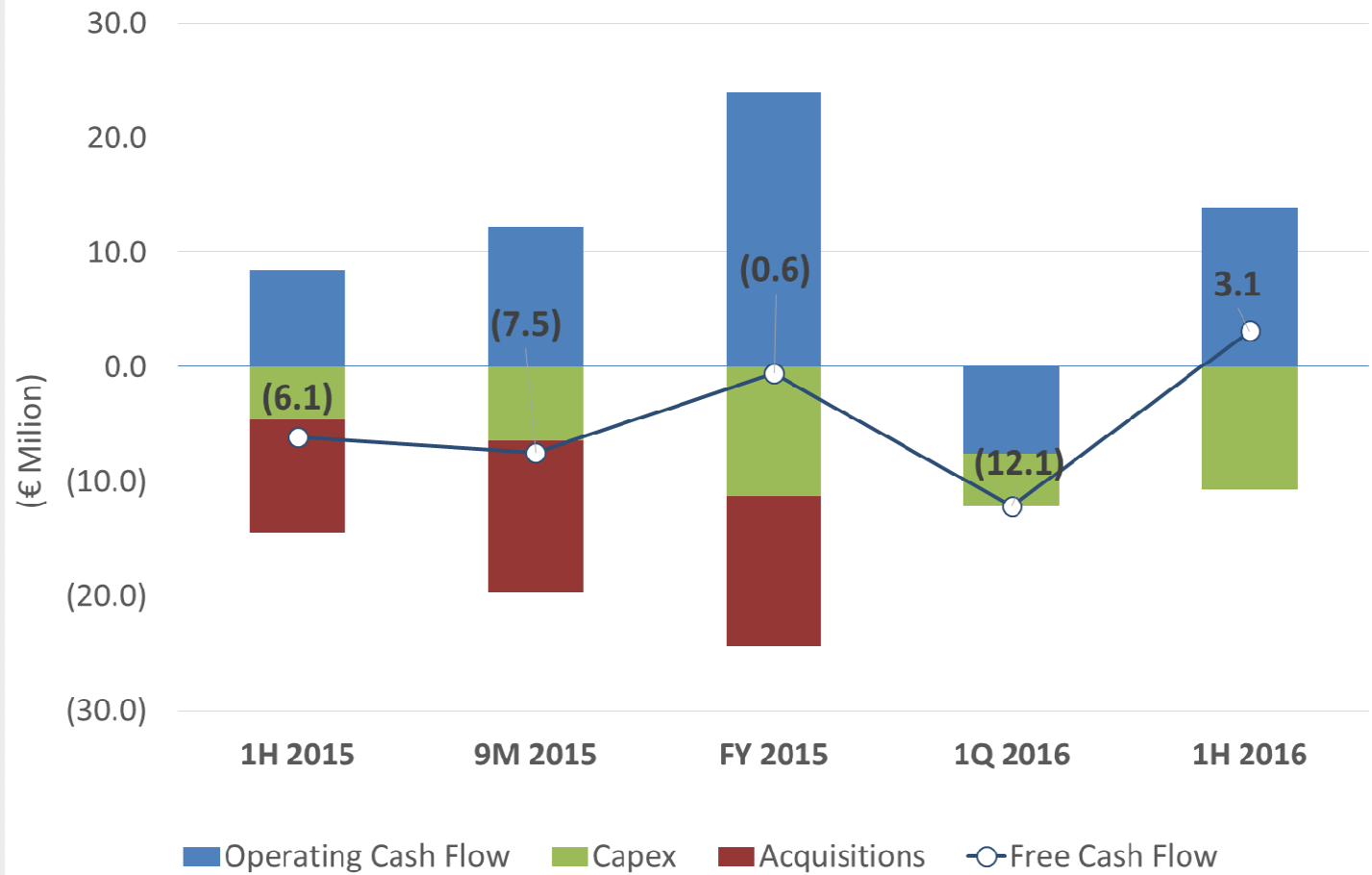
25.8%

29.2%

26.3%

1H 2016 RESULTS

FREE CASH FLOW



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1H 2016 RESULTS

STATEMENT OF FINANCIAL POSITION

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€m	1H 2016	FY 2015	1H 2015
Intangible assets	86.3	86.9	95.5
Tangible assets	46.3	41.8	39.4
Other fixed assets	13.5	13.1	14.2
Fixed Assets	146.2	141.8	149.1
Trade receivables	65.9	56.6	68.8
Inventory	74.3	69.5	72.0
Trade payables	(53.8)	(46.2)	(51.4)
Other curr. assets / (Liab.)	(8.8)	(4.1)	(8.8)
Net Working Capital	77.6	75.8	80.6
Severance and other funds	(14.6)	(15.5)	(19.2)
Net Invested Capital	209.2	202.1	210.6
Shareholders' equity	206.4	204.6	206.1
Minorities	(1.6)	(2.0)	(1.7)
Total Shareholders' Equity	204.7	202.6	204.4
Cash & cash equivalents	(58.0)	(65.1)	(54.2)
Financial assets	(4.7)	(4.5)	(4.8)
Total debt	67.2	69.0	65.2
Net Debt	4.5	(0.5)	6.2
Net Capital Employed	209.2	202.1	210.6

1H 2016 RESULTS

CASH FLOW STATEMENT

€m	<u>1H 2016</u>	<u>FY 2015</u>	<u>1H 2015</u>
Net profit	4.8	15.6	7.0
D&A and other non cash items	10.3	11.1	5.2
Change in Net Working Capital	(1.2)	(2.7)	(3.7)
Operating Cash Flow	13.9	23.9	8.4
Capex	(10.7)	(11.3)	(4.6)
Operating Free Cash Flow	3.1	12.6	3.8
Acquisitions	0.0	(13.2)	(9.9)
Free Cash Flow	3.1	(0.6)	(6.1)
Dividend paid out	(7.8)	(5.3)	(5.3)
Net Financial Position of the acquired companies	0.0	1.0	1.0
Remaining debt for Acquisitions	0.0	(2.2)	(5.6)
Receivables from vendors	0.0	0.0	0.0
Other	(0.4)	(4.0)	(1.9)
Subtotal	(8.1)	(10.5)	(11.7)
Variation of Net Financial Position	(5.0)	(11.0)	(17.8)
Initial Net Financial Position	0.5	11.6	11.6
Final Net Financial Position	(4.5)	0.5	(6.2)

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1H 2016 RESULTS

THE PATH AHEAD

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2016: The Opportunities

- Ongoing launch of new products
- New applications for Interiors
- Continuous investments in new technologies and quality manufacturing capacity
- Solid cash generation
- The Place: social hub to share ideas and facilitate knowledge flows
- Start up project to develop smart home solutions

Further International Expansion

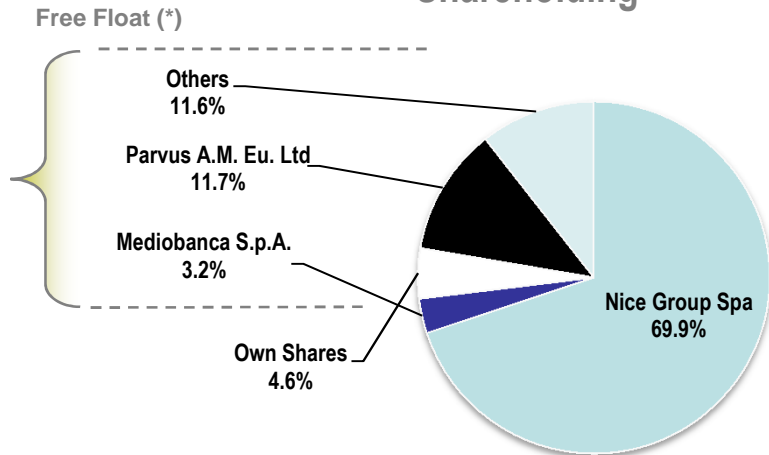
- Growth by acquisition
- Accelerated sales growth outside Europe
- Growth in core markets

Further Actions

- Increase our market share in «Gate and Screen» automation business

THE GROUP STRUCTURE (situation as at 30/06/2016)

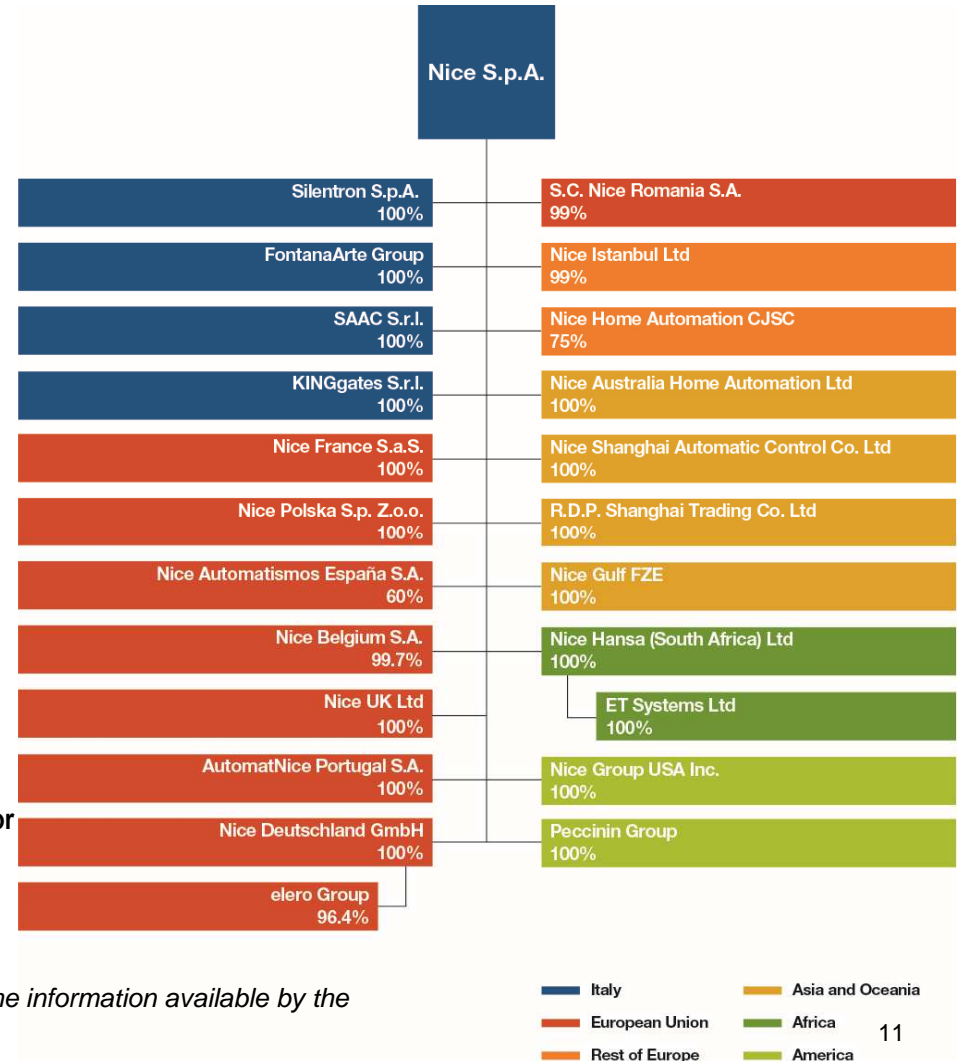
Shareholding



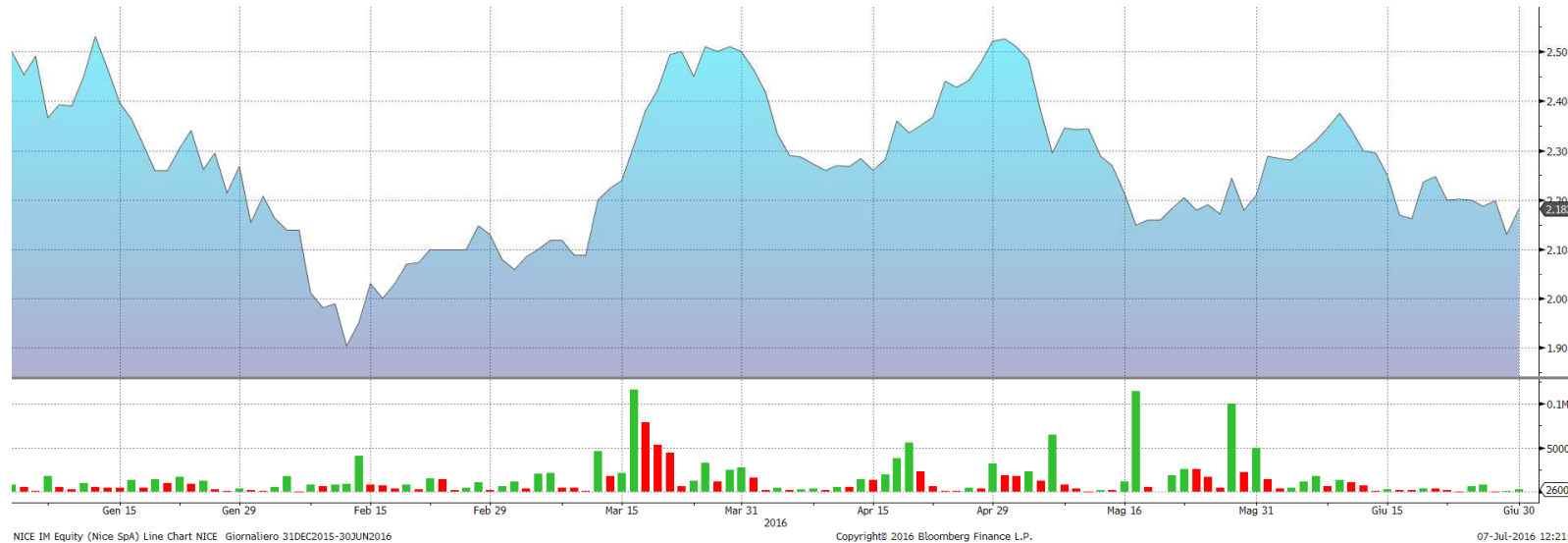
BOARD OF DIRECTORS

- | | |
|---|--|
| Lauro Buoro – Chairman | Giorgio Zanutto – Director |
| Roberto Griffa - Chief Executive Officer | Lorenzo Galberti - Director |
| Denise Cimolai – Director | Antonio Bortuzzo - Independent Director |
| Emanuela Banfi – Independent Director | Chiara Mio - Director |

(*) Shareholding with a percentage less than 5% are reported based on the information available by the company and communicated by each shareholder to the Consob



Stock Chart⁽¹⁾



From 01/01/2016 to 30/06/2016
Source: Bloomberg

(1)

Share Information

N. of shares outstanding: 116.000.000

Ipo Price: € 5.70

Price as of 30/06/2016: € 2.182

Market Capitalization: € 253m

**Italian Stock Exchange –
STAR segment**

**Specialist:
UBI BANCA**

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