



Q1 2017 FILA Group Results



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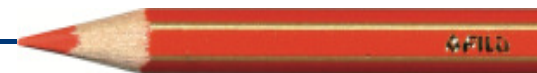
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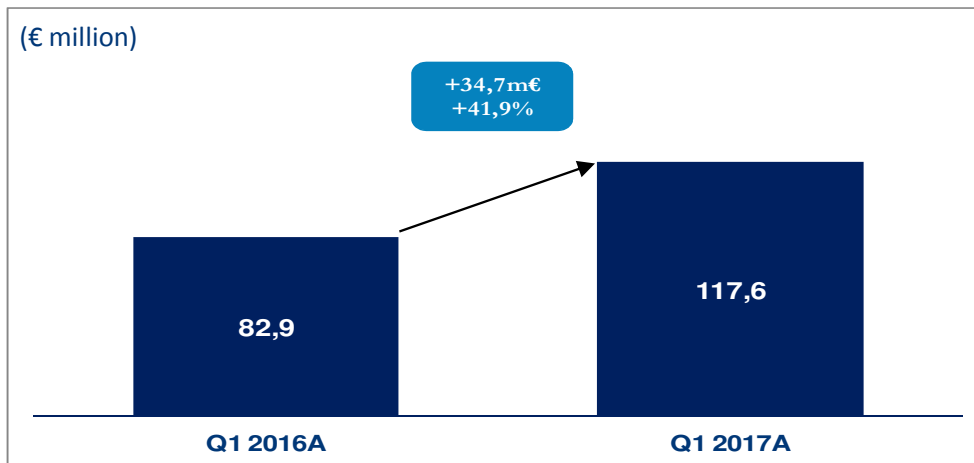
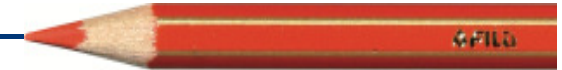
Q1 2017 Highlights



FILA closes Q1 2017 with an increase of sales in particular in Asia and Centre & South America.

- **Core Business Sales** at 117,6mln €, +41,9% (organic growth, +6,1%)
 - Positive contribution of M&A of 29,3mln €
 - Increasing demand from Education and Art & Craft channels
 - Significant organic growth of the Other Creativity Instruments and Pencil product line (respectively +7,1% and +5,1%)
 - FX positive contribution of 0,3mln €
- **Adjusted EBITDA** at 17,1mln €, +44,1%, with an organic growth of 8% registering an increase more than proportional than the Sales organic growth.
- **Adjusted Net Profit** at 5,7mln €
- **Net Financial Position** at 255,9mln € at the end of March 2017, mainly affected by the seasonality of the business in terms of working capital trends.

Q1 2017 Core Business Sales



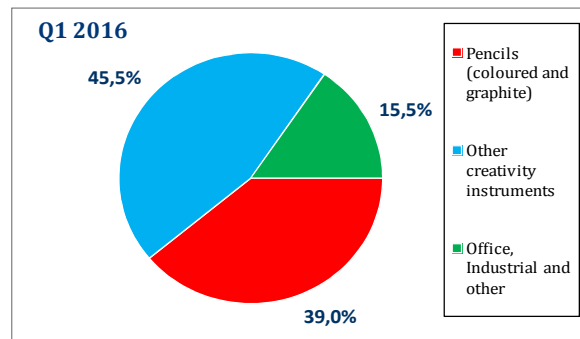
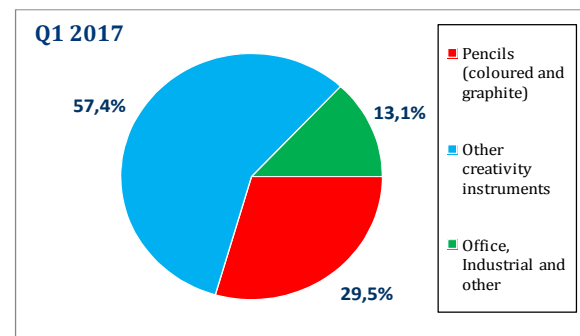
- Core Business Sales +41,9% (+34,7mln €). Organic growth, +5,1mln € (+6,1 %), net of M&A and FX effect, of which:

- By Geographic Area: mainly Asia +3,2mln € (+28,1%), Centre-South America, +2,7mln € (+25,3%), Europe +0,7mln € (+1,7%) and North America -1,5mln € (-7,5%)

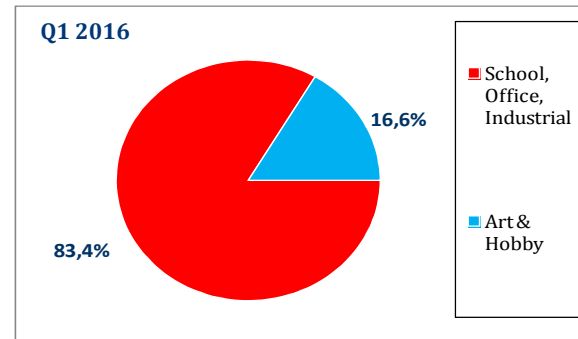
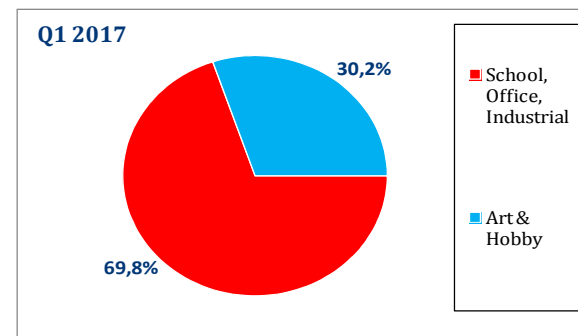
- By Product line: Other Creativity Instruments +2,7mln € (+7,1%), Pencils +1,6mln € (+5,1%), Office and Industrial Products of +0,8mln € (+5,7%)

- M&A effect 29,3 mln € (0,8mln € Pioneer, 4,7mln € D&R Group, 22,5 mln € Canson Group and 1,3mln € St Cuthberts Mill)

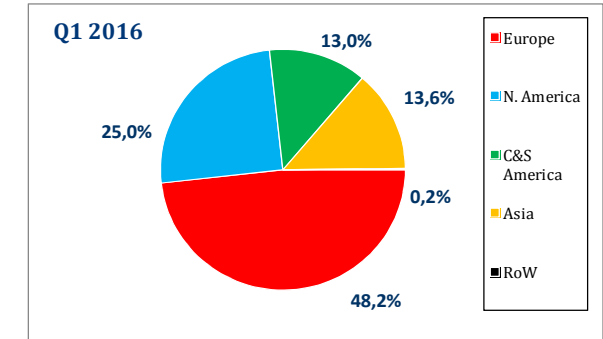
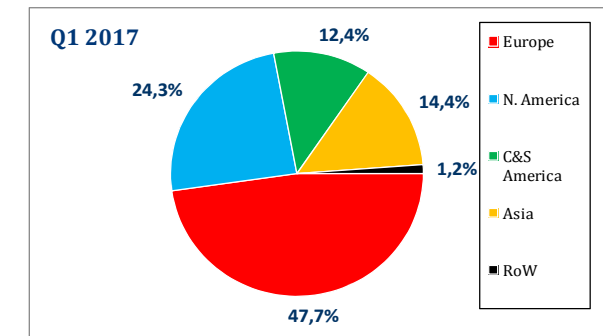
SALES BY PRODUCT LINE



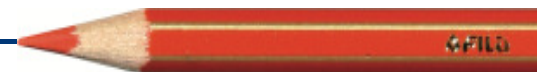
SALES BY MARKETING DIVISION



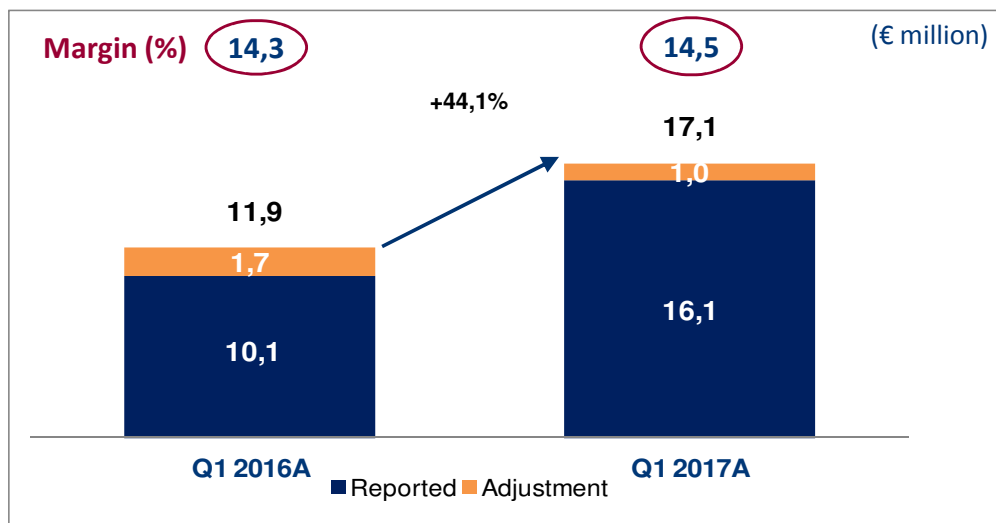
SALES BY GEOGRAPHICAL AREA



Q1 2017 EBITDA

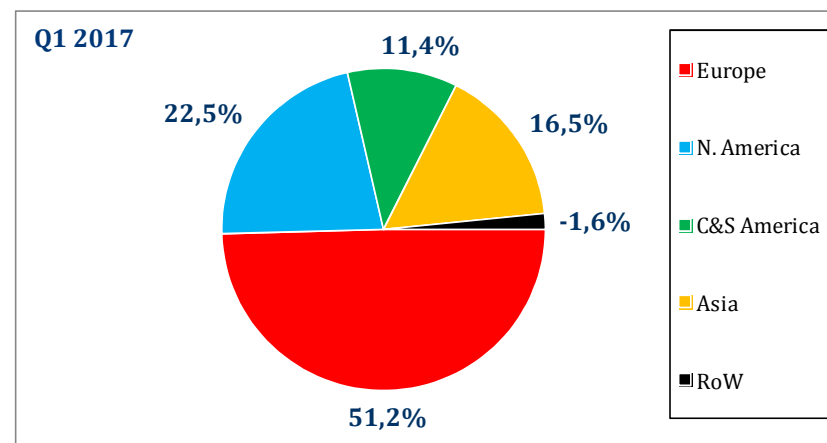
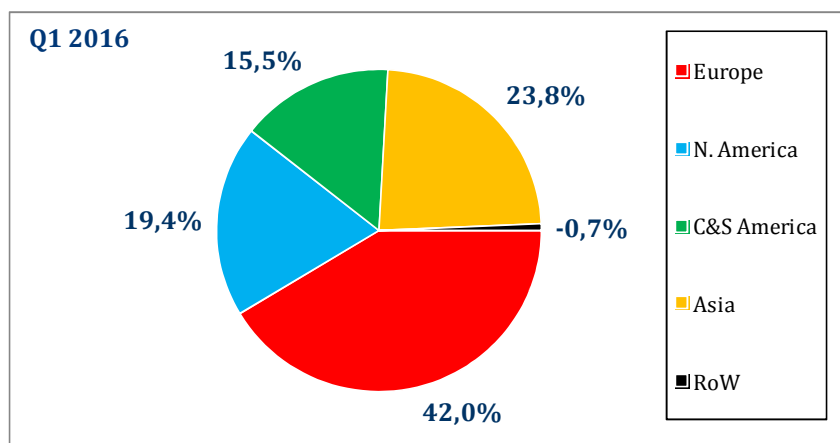


ADJUSTED EBITDA

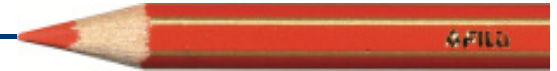


- **Adjusted EBITDA + 5,2mln € (+44,1%), Organic Growth + 0,9mln € (+8%), net of M&A and FX effect, more than proportional than the Organic Turnover Growth**
- **1mln € of extraordinary costs in Q1 2017A, mainly related to the reorganization cost**
- **1,7mln € of extraordinary costs in Q1 2016A, mainly related to M&A activities.**
- **M&A effect of 4,2 mln € (0,1mln € Pioneer, 0,5mln € D&R Group, 3,3mln € Canson Group and 0,3mln € St Cuthberts Mill)**

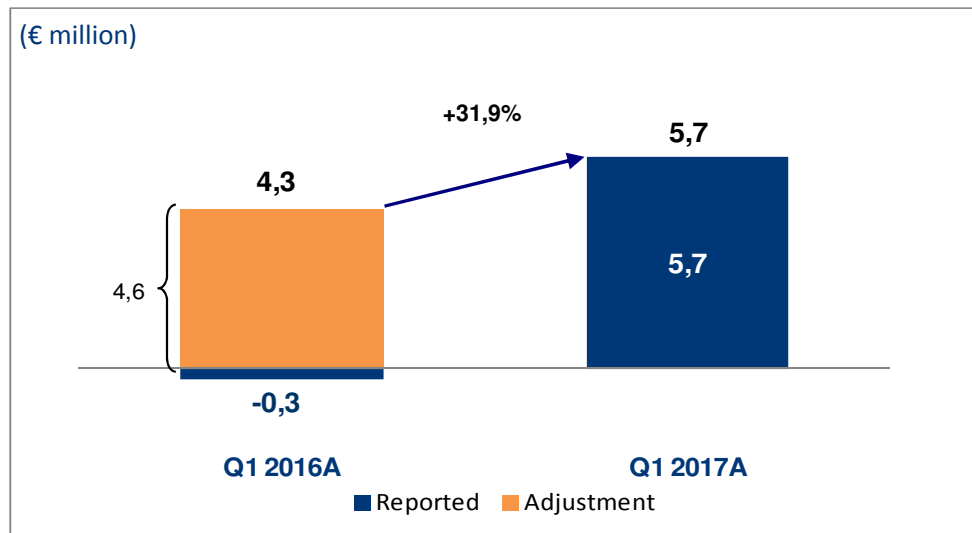
ADJUSTED EBITDA BREAKDOWN BY GEOGRAPHICAL AREA



Q1 2017 Net Income and Net Financial Position

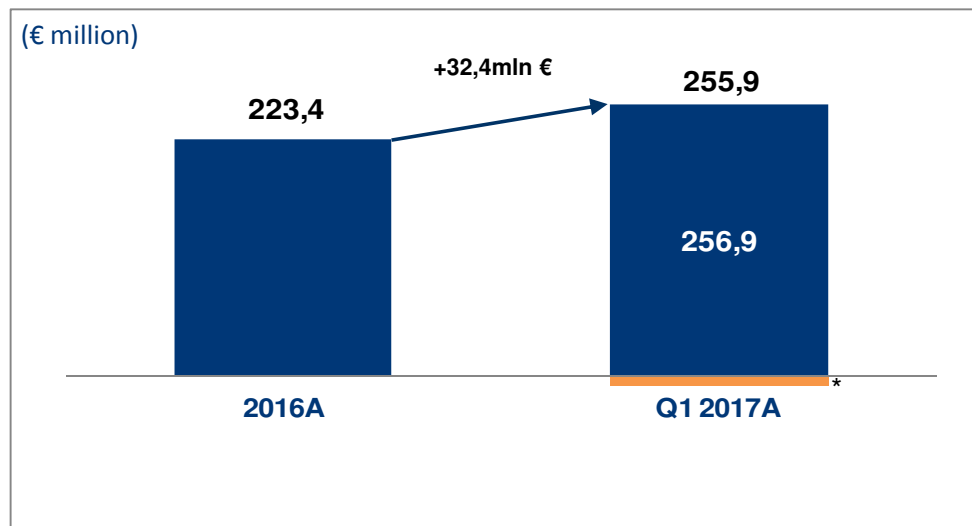


ADJUSTED NET INCOME



- Normalization neutral at Group Result level in Q1 2017A due to adjustments of 1m€ for financial proceeds coming from the disposal of 30% participation in FILA Nordic (Sweden)
- The normalization of the Group Result in Q1 2016A mainly refers to the accounting not realized loss of the financing in GBP plus extraordinary operating costs, net of taxes effects

ADJUSTED NET FINANCIAL POSITION



Net debt change of 32,4m€ mainly due to:

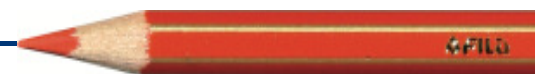
- Operating CF -25 m€ Euro, mainly due to business seasonability
- Capex for 3,7m€
- Interest paid for 2,3m€
- Dividend paid to minority for 0,1m€
- Negative FX effect of 2,4m€
- Cash in for disposal of 30% participation in FILA Nordic (Sweden) for 1m€*



Appendix



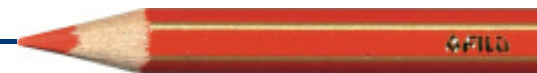
Q1 2017 Income Statement



<i>(€ million)</i>	Q1 2016A	% on Sales	Q1 2017A	% on Sales
PROFIT & LOSS				
Core Business Sales	82,9		117,6	
Other revenues	2,1		5,9	
Total revenues	85,0		123,5	-
Cost for Raw Materials and Supplies net Increase(decrease) inventory	(33,2)	(40,1%)	(48,0)	(40,8%)
Costs for Services and Use of Third-Party Assets	(21,8)	(26,3%)	(27,3)	(23,2%)
Personnel Costs	(17,3)	(20,9%)	(25,8)	(22,0%)
Other Operating Costs	(2,5)	(3,0%)	(6,3)	(5,3%)
Total operating costs	(74,9)	(90,3%)	(107,4)	(91,3%)
EBITDA	10,1	12,2%	16,1	13,7%
Depreciation and Amortization	(3,1)	(3,7%)	(4,5)	(3,8%)
Write-Downs	(0,2)	(0,2%)	(0,1)	(0,1%)
EBIT	6,9	8,3%	11,5	9,7%
Financial income/expenses	(4,3)	(5,2%)	(1,7)	(1,4%)
Income/expenses from associates at equity method	-	0,0%	-	0,0%
PBT	2,5	3,1%	9,8	8,3%
Taxes	(2,5)	(3,0%)	(3,6)	(3,0%)
Net profit (loss) of continuing operating activities	0,1	0,1%	6,2	5,3%
Net profit (loss) of discontinued operating activities	-	0,0%	-	0,0%
Total net profit (loss) of the period	0,1	0,1%	6,2	5,3%
Total net profit (loss) attributable to non controlling interests	0,3	0,4%	0,5	0,4%
Fila Group's total net profit (loss) of the period	(0,3)	(0,3%)	5,7	4,9%

<i>(€ million)</i>	Q1 2016A	% on Sales	Q1 2017A	% on Sales
P&L ADJUSTMENTS				
REPORTED EBITDA	10,1	12,2%	16,1	13,7%
Total Adjustments	1,7		1,0	
ADJUSTED EBITDA	11,9	14,3%	17,1	14,5%
REPORTED NET PROFIT	(0,3)	(0,3%)	5,7	4,9%
Total Adjustments	4,6		(0,0)	
ADJUSTED NET PROFIT	4,3	5,2%	5,7	4,8%

Q1 2017 Balance Sheet



(€ million)

	2016A	Q1 2017A
BALANCE SHEET		
Intangible assets	218,4	217,9
Tangible Assets	81,3	83,2
Financial Fixed Assets	3,7	4,1
Fixed Assets	303,4	305,2
Other Non Current Assets/Liabilities	20,7	19,6
Inventory	177,4	193,7
Trade Receivables and Other receivables	113,6	138,5
Trade Payables and Other Payables	(90,4)	(89,9)
Trade Working Capital	200,5	242,3
Other Current Assets and Liabilities	0,2	(1,0)
Net Working Capital	200,7	241,4
Provisions & Funds	(62,4)	(61,7)
Current and not Current Assets/Liabilities Intended for Disposal	-	-
NET CAPITAL EMPLOYED	462,4	504,5
Shareholders equity	(239,0)	(248,6)
Financial Instruments	-	-
Net Financial Position	(223,4)	(255,9)
TOTAL NET SOURCES	(462,4)	(504,5)

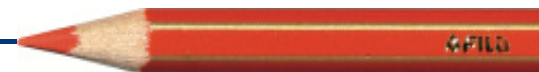
Q1 2017 Cash Flow Statement



(€ million)

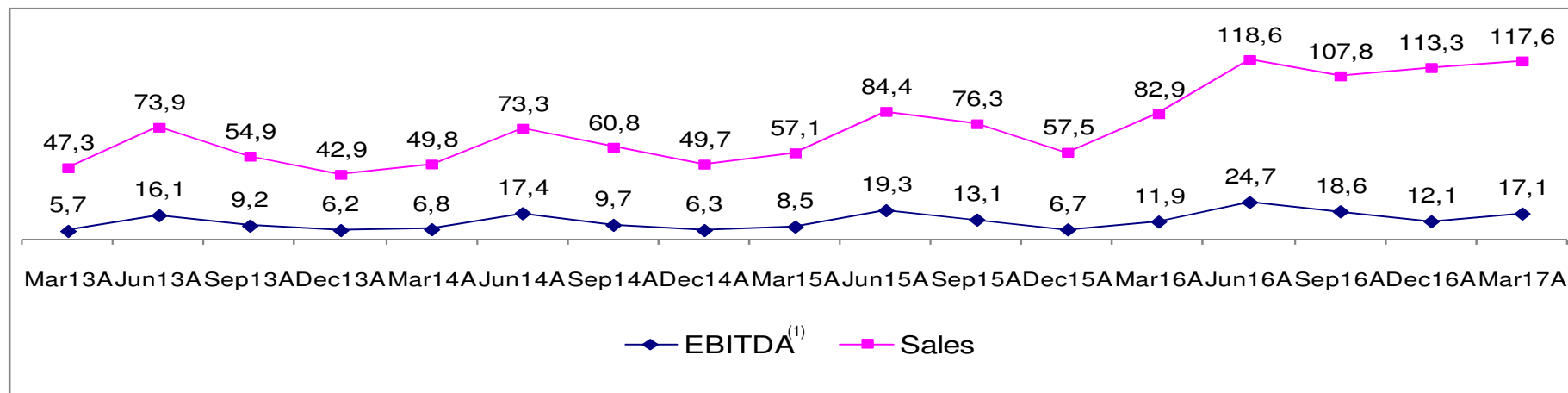
	Q1 2016A	Q1 2017A
CASH FLOW		
EBIT	6,9	11,5
Adjustments for non monetary costs	3,3	4,6
Adjustments for taxes	(1,5)	(1,9)
Cash-flow from operating activities before changes in NWC	8,7	14,2
<i>Changes in inventories</i>	<i>(17,0)</i>	<i>(14,4)</i>
<i>Changes in trade receivables & others</i>	<i>(22,7)</i>	<i>(23,1)</i>
<i>Changes in trade payables & others</i>	<i>9,2</i>	<i>(1,5)</i>
<i>Changes in other current assets/liabilities</i>	<i>(1,1)</i>	<i>(0,2)</i>
Changes in net working capital	(31,7)	(39,2)
Operating cash-flow	(23,0)	(25,0)
Investments in tangible and intangible assets	(2,0)	(3,7)
Other changes	1,0	0,2
Free Cash Flow	(24,0)	(28,6)
Capital increase/reimbursement/dividends	(0,5)	(0,1)
Net interests	(1,0)	(2,3)
Participation acquisition and disposal	(16,7)	1,0
Effect of FX rate movements	1,4	(2,4)
Net financial position of New Companies as at Acquisition Date	(86,8)	-
Changes in Net Financial Position	(127,6)	(32,4)

Quarterly CB Sales, EBITDA, TWC and NFP



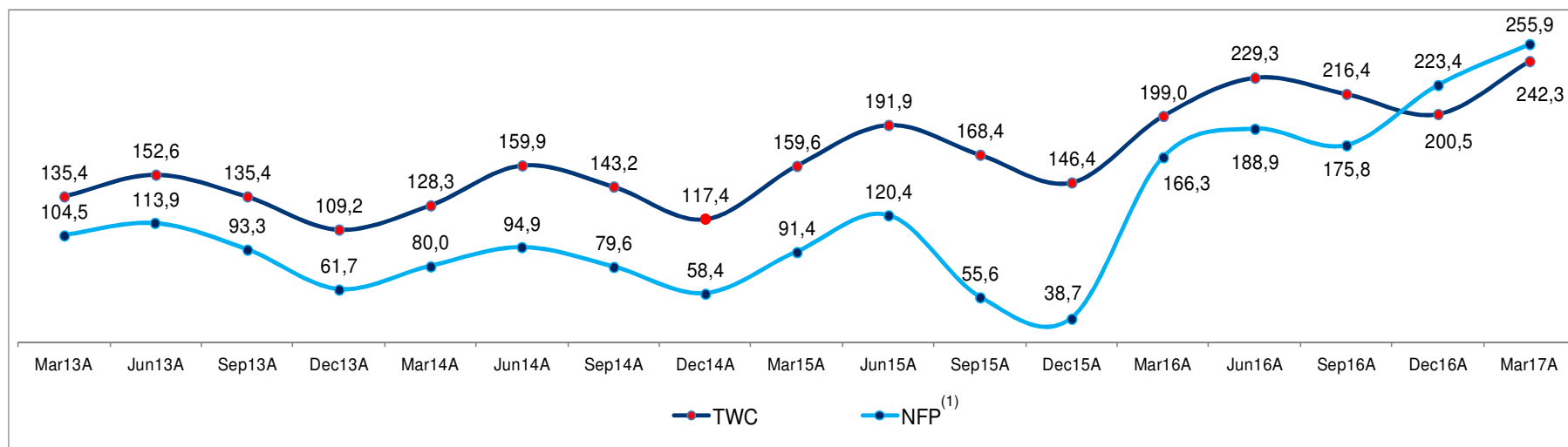
QUARTERLY CORE BUSINESS SALES AND ADJUSTED EBITDA

(€ million)



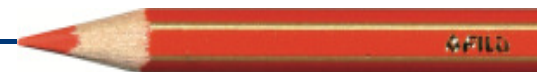
(€ million)

QUARTERLY TWC AND NFP

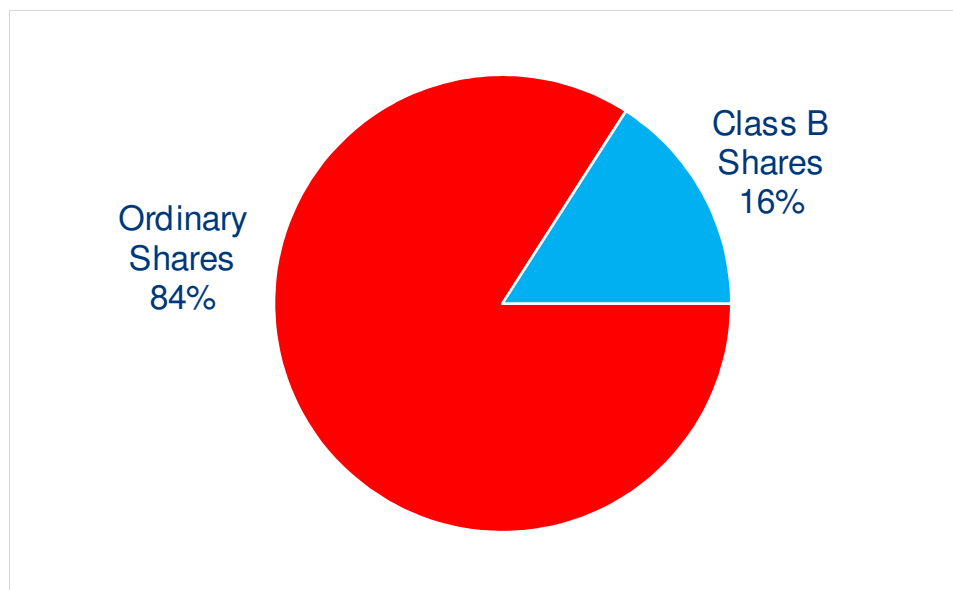


(1) Affected by extraordinary items

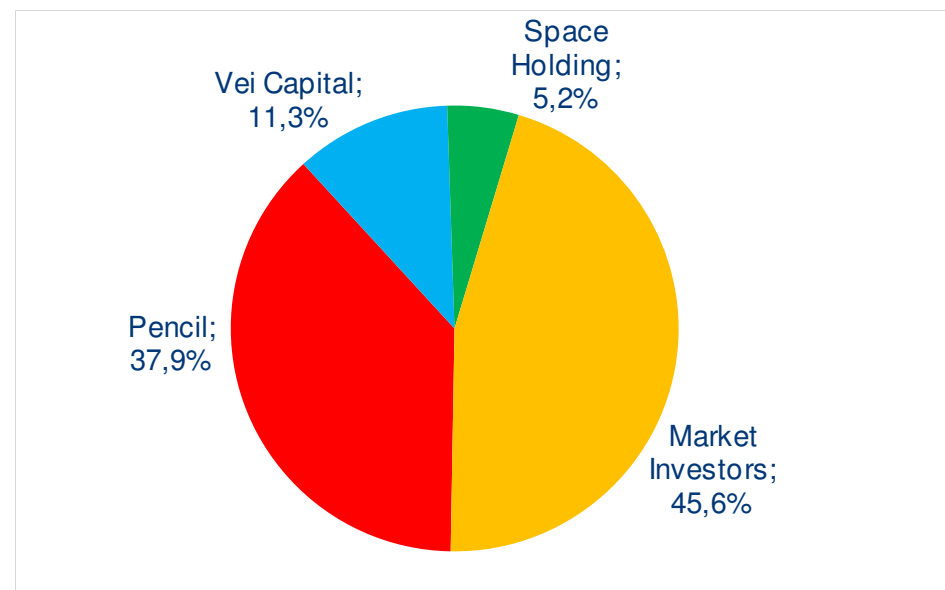
FILA Shareholders



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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