

Nice S.p.A.

## Interim Financial Report

 as at 31 March 2017
## TABLE OF CONTENTS

General Information ..... 3
Directors, Officers and Company Information ..... 3
Introduction ..... 4
Economic and financial highlights of the Nice Group .....  5
Group structure ..... 7
Comments on economic and financial results .....  8
Significant events after the reporting period ..... 12
Outlook for the future ..... 12
Consolidated financial statements as at 31 March 2017 ..... 13
List of consolidated companies as at 31 March 2017 ..... 18
Statement of the director responsible for preparing company accounting documents ..... 19

## General Information

## Directors, Officers and Company Information

## Board of Directors

| Lauro Buoro (*) | Chairman of the Board of Directors |
| :--- | :--- |
| Roberto Griffa (*) | Chief Executive Officer |
| Denise Cimolai (*) | Director |
| Emanuela Paola Banfi | Independent Director |
| Giorgio Zanutto ( |  |
| Lorenzo Galberti $\left(^{*}\right)$ | Director |
| Antonio Bortuzzo | Director |
| Chiara Mio $\left({ }^{* *)}\right.$ | Independent Director |

(*) Powers and responsibilities, within the limits established by the law and the Articles of Association and without prejudice to those reserved for the Shareholders' Meeting and the Board of Directors, granted by Board resolution on 22 April 2016.
$\left.{ }^{* *}\right)$ Functional powers, within the limits established by the law and the Articles of Association and without prejudice to those reserved for the Shareholders' Meeting and the Board of Directors, granted by Board resolution on 13 May 2016.

## Board of Statutory Auditors

| Giuliano Saccardi | Chairman of the Board of Statutory Auditors |
| :--- | :--- |
| Monica Berna | Serving Auditor |
| Enzo Dalla Riva | Serving Auditor |
| David Moro | Alternate Auditor |
| Manuela Salvestrin | Alternate Auditor |

Audit and Risk Committee (*)

| Antonio Bortuzzo | Member |
| :--- | :--- |
| Emanuela Paola Banfi | Member |

(*) the Audit and Risk Committee also carries out the functions provided for by the Related Parties Regulation $^{*}$

## Compensation Committee

| Antonio Bortuzzo | Member |
| :--- | :--- |
| Emanuela Paola Banfi | Member |

## Supervisory Body

| Antonio Bortuzzo | Chairman of the Supervisory Body |
| :--- | :--- |
| Alberta Figari | Member |
| Vittorio Gennaro | Member |

Independent Auditors
BDO Italia S.p.A.

## Registered offices and corporate details

## Investor Relations

Nice S.p.A.
Via Pezza Alta 13, Z.I. Rustignè
Nicola Biondo
I-31046 Oderzo TV Italy
e-mail: ir@niceforyou.com
Tel: 390422853838
Fax: 390422853585
Share capital Euro 11,600,000.00 fully paid
Tax Code 02717060277
VAT no. 03099360269
www.thenicegroup.com

## Introduction

This consolidated quarterly financial report is prepared in accordance with the provisions of art. 154-ter of Legislative Decree No. 58 of 24 February 1998 and subsequent amendments and additions, according to which the report is intended to provide: a) a general description of the financial position and performance of the issuer and its subsidiaries during the reference period; b) an illustration of the relevant entities and transactions that took place during the reference period and their impact on the financial position of the issuer and its subsidiaries.

It should be noted that Legislative Decree No. 25 of 15 February 2016 entered into force on 18 March 2016 in implementation of Directive 2013/50/EU carrying amendments to Directive 2004/109/EC in the field of information on listed issuers (Transparency Directive) which cancelled the requirement of publication of interim reporting in order to reduce the administrative burden upon listed issuers and to mitigate issuers' and investors' focus on short-term results. This change did not affect issuers listed on the STAR segment of the MTA market managed by Borsa Italiana; these will continue to be subject to the provisions of the Stock Market Regulation concerning publication of the interim financial report and, in particular, article 2.2.3, paragraph 3 of the Stock Market Regulation, which provides that "in order to attract and retain the Star qualification, issuers must make publicly available the interim financial report within 45 days after the end of the first, third and fourth quarters of the year. Issuers are exempt from the publication of the fourth report if they make publicly available the annual financial report, together with the other documents referred to in article 154-ter, first paragraph, of the consolidated Finance Act within 90 days from the end of the year."

## Economic and financial highlights of the Nice Group

| Income Statement <br> (thousands of euro) | Q1 2017 | \% | Q1 2016 | $\%$ | $\Delta \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Revenues | 75,368 | $100.0 \%$ | 67,902 | $100.0 \%$ | $11.0 \%$ |
| Gross profit | 41,175 | $54.6 \%$ | 36,432 | $53.7 \%$ | $13.0 \%$ |
| EBITDA | 12,094 | $16.0 \%$ | 9,045 | $13.3 \%$ | $33.7 \%$ |
| Operating profit | 9,719 | $12.9 \%$ | 6,965 | $10.3 \%$ | $39.5 \%$ |
| Net profit | 4,991 | $6.6 \%$ | 3,262 | $4.8 \%$ | $53.0 \%$ |
| Group net profit | 4,917 | $6.5 \%$ | 3,222 | $4.7 \%$ | $52.6 \%$ |


| Statement of Financial Position <br> (thousands of euro) | $\mathbf{3 1 / 0 3 / 2 0 1 7}$ | $\mathbf{3 1 / 1 2 / 2 0 1 6}$ |
| :--- | ---: | ---: |
| Net working capital | 76,585 | 62,211 |
| Other current liabilities | $(8,488)$ | $(8,608)$ |
| Fixed assets and other non-current assets | $\mathbf{1 8 0 , 4 2 9}$ | 178,246 |
| Non-current liabilities | $(19,045)$ | $(19,537)$ |
| Net invested capital | $\mathbf{2 2 9 , 4 8 1}$ | $\mathbf{2 1 2 , 3 1 1}$ |
| Net financial position (cash) | 5,216 | $(5,932)$ |
| - inc. liquid funds | $(62,312)$ | $(70,552)$ |
| - inc. financial assets | $(4,850)$ | $(4,781)$ |
| - inc. financial liabilities | 72,378 | 69,402 |
| Shareholders' equity | 224,266 | 218,244 |
| Total sources of funds | $\mathbf{2 2 9 , 4 8 1}$ | $\mathbf{2 1 2 , 3 1 1}$ |


| Statement of Cash Flows <br> (thousands of euro) | Q1 2017 | Q1 2016 |
| :--- | ---: | ---: |
| Cash flows generated by operating activities | $(6,272)$ | $(6,929)$ |
| Cash flows absorbed by investing activities | $(5,107)$ | $(4,569)$ |
| Free operating cash flow | $(11,379)$ | $(11,498)$ |
| Acquisitions | 0 | 0 |
| Free Cash Flow | $(11,379)$ | $(11,498)$ |
| Cash flows absorbed by financing activities | 3,277 | 1,021 |
| Effect of currency fluctuations on liquid funds | $(138)$ | 309 |
| Cash flow during the year | $(8,240)$ | $(10,167)$ |
| Liquid funds, start of year | $\mathbf{7 0 , 5 5 2}$ | $\mathbf{6 5 , 0 9 0}$ |
| Liquid funds, end of year | $\mathbf{6 2 , 3 1 2}$ | $\mathbf{5 4 , 9 2 4}$ |

The alternative performance indicators are not calculated in compliance with the accounting standards used to prepare the audited financial statements and might not take account of the recognition, measurement and presentation requirements of those standards.
The alternative performance indicates are described below:

- "Gross Profit" is defined as the difference between revenues and the cost of sales (being purchases of basic components, outsourced processing and change in inventories).
- "EBITDA" is defined as earnings (net profit) before interest, taxation, depreciation and amortisation.
- "Operating capital" is defined as the sum of inventories, trade receivables, tax receivables, other current assets, trade payables, tax payables (due within 12 months) and other current liabilities that relate to ordinary operations.
- "Net capital invested" is defined as the sum of operating capital (as defined above), fixed assets, other noncurrent assets and non-current liabilities (excluding long-term loans).
- As financial structure indicators, net borrowing or the net financial position are defined as the sum of current and non-current financial payables, net of cash and cash equivalents.
- "Free cash flow" is defined as the sum of the cash flows generated/(absorbed) by operating activities and the cash flows generated/(absorbed) by investing activities.


## Group structure

The corporate structure of the Nice Group as at 31 March 2017 is presented below. The Group operates via 30 companies, detailed in the attachments, located as follows:

- Italy: Nice S.p.A., Silentron S.p.A., Saac S.r.I., King Gates S.r.I., Fenice Immobiliare S.p.A.;
- European Union: Nice France Sas, Nice Automatismos Espana S.A., Nice UK Ltd, Nice Belgium S.A., Nice Polska S.p. Z.o.o., Nice Deutschland GmbH, S.C. Nice Romania S.A., AutomatNice Portugal S.A., elero GmbH, elero AB, King Gates France SAS;
- Rest of Europe: Nice Istanbul Ltd, Nice Home Automation CJSC;
- Asia and Pacific Basin: Nice Shanghai Automatic Control Ltd, R.D.P. Shanghai Trading Ltd, Nice Australia Home Automation Ltd, elero Motors \& Controls Pvt. Ltd., elero Singapore Pte. Ltd., Nice Gulf FZE;
- Americas: Nice Group USA Inc., Hy-Security Gate, Inc., Peccinin Portoes Automaticos Industrial Ltda, Genno Tecnologia LTDA, Omegaport Equipamentos de Seguranca LTDA;
- Africa: ET Nice (PTY) LTD.



## Comments on economic and financial results

## Operating performance - Group economic results

The income statement, reclassified under the operational format used by the Nice Group in the first quarter of 2017, is presented below in comparison with the previous year:

| (thousands of euro) | Q1 2017 |  | $\%$ |  | Q1 2016 |
| :--- | ---: | ---: | ---: | ---: | ---: |

Pursuant to Consob Communication no. DEM/6064293 of 28 July 2006, the alternative performance indicators are defined in the "Economic and financial highlights of the Nice Group" section of this report.

## Consolidated Revenues

The total sales of the Nice Group in the first quarter of 2017 amounted to Euro 75.4 million, up by $11.0 \%$ at current exchange rates and by $7.2 \%$ at constant exchange rates compared to the previous year, indicating significant growth in some historic markets as well as in emerging markets.

Sales from the Home and Building Automation business amounted to Euro 75.4 million, up by $17.8 \%$ at current exchange rates and by $13.8 \%$ at constant exchange rates compared to Euro 64.0 million in the first quarter of 2016.

## Geographical Sales Breakdown

The following table shows the geographical revenues breakdown:

| (thousands of euro) | Q1 2017 | $\%$ | Q1 2016 | $\%$ | $\Delta \%$ | $\Delta \%$ (2) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| France | 10,881 | $14.4 \%$ | 10,437 | $15.4 \%$ | $4.3 \%$ | $4.3 \%$ |
| Italy | 7,992 | $10.6 \%$ | 9,366 | $13.8 \%$ | $-14.7 \%$ | $-14.7 \%$ |
| Europe 15 (1) | 20,144 | $26.7 \%$ | 20,458 | $30.1 \%$ | $-1.5 \%$ | $-0.8 \%$ |
| Rest of Europe | 11,756 | $15.6 \%$ | 10,921 | $16.1 \%$ | $7.7 \%$ | $8.0 \%$ |
| Rest of the world | 24,594 | $32.6 \%$ | 16,720 | $24.6 \%$ | $47.1 \%$ | $30.7 \%$ |
| Total Revenues | $\mathbf{7 5 , 3 6 8}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{6 7 , 9 0 2}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 1 . 0 \%}$ | $\mathbf{7 . 2 \%}$ |

$\begin{array}{ll}\text { (1) Excluding France and Italy } & \text { (2) At constant exchange rates }\end{array}$

## Breakdown of Sales by geographic area - Home and Building Automation business ${ }^{1}$

Below is a breakdown of the performance of the business of the Home and Building Automation business in the first quarter of 2017, compared with the same period of the previous year.

| (thousands of euro) | Q1 2017 | \% | Q1 2016 | \% | $\Delta \%$ | $\Delta \%$ (2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| France | 10,881 | 14.4\% | 9,888 | 15.5\% | 10.0\% | 10.0\% |
| Italy | 7,992 | 10.6\% | 7,663 | 12.0\% | 4.3\% | 4.3\% |
| Europe 15 (1) | 20,144 | 26.7\% | 19,570 | 30.6\% | 2.9\% | 3.7\% |
| Rest of Europe | 11,756 | 15.6\% | 10,732 | 16.8\% | 9.6\% | 9.9\% |
| Rest of the world | 24,594 | 32.6\% | 16,130 | 25.2\% | 52.5\% | 35.5\% |
| Total Revenues | 75,368 | 100.0\% | 63,983 | 100.0\% | 17.8\% | 13.8\% |

$\begin{array}{ll}\text { (1) Excluding France and Italy } & \text { (2) At constant exchange rates }\end{array}$

In the first quarter of 2017, sales in France, accounting for $14.4 \%$ of Group sales, amounted to Euro 10.9 million and showed an increase of $10.0 \%$ compared to the first quarter of 2016.

In the period examined, sales in Italy amounted to Euro 8.0 million, up $4.3 \%$ from the first quarter of the previous year.

Sales in the remaining Europe-15 states in the first quarter of 2017 amounted to Euro 20.1 million, up $2.9 \%$ at current exchange rates and $3.7 \%$ at constant exchange rates compared to the first quarter of the previous year.

Sales in the Rest of Europe in the first quarter of 2017 totalled Euro 11.8 million, rising $9.6 \%$ at current exchange rates and $9.9 \%$ at constant exchange rates compared to the first quarter of 2016.

Turnover in the Rest of the World in the first quarter of 2017, accounting for $32.6 \%$ of Group sales, was up $52.5 \%$ at current exchange rates and up $35.5 \%$ at constant exchange rates, compared to the previous year, posting Euro 24.6 million in sales.

## Profitability Indicators

In the first quarter of 2017, gross profit (calculated as the difference between revenues and cost of goods sold) totalled Euro 41.2 million, up $13.0 \%$ from Euro 36.4 million in the first quarter of 2016 , and amounted to $54.6 \%$ as a percentage of sales, compared to $53.7 \%$ in the first quarter of 2016.

[^0]The EBITDA in the first quarter of 2017 amounted to $€ 12.1$ million with a margin of $16.0 \%$, compared to Euro 9.0 million in the first quarter of 2016 with an impact on sales of $13.3 \%$.

In the first quarter of 2017 the net result of financial activities amounted to Euro -1.3 million, compared with Euro -0.9 million in the first quarter of 2016.

The Group net profit totalled Euro 4.9 million compared to Euro 3.2 million in the first quarter of 2016.

## Operating performance - Financial position

As at 31 March 2017 net working capital amounted to Euro 76.6 million, compared to Euro 62.2 million at 31 December 2016 and compared to Euro 86.5 million at 31 March 2016.

Certain consolidated cash flow data is presented below:

| (thousands of euro) | Q1 2017 | Q1 2016 * |
| :--- | ---: | ---: |
| Net profit | 4,991 | 3,262 |
| Depreciation, amortisation and other non-monetary changes | 3,647 | $(1,713$ |
| Change in operating capital | $(\mathbf{1 4 , 9 0 9 )}$ | $(11,903)$ |
| Cash flow generated by operating activities | $(5,107)$ | $(6,928)$ |
| Investment | $(\mathbf{1 1 , 3 7 9 )}$ | $\mathbf{( 1 1 , 5 6 9 )}$ |
| Free operating cash flow | $\mathbf{( 1 1 , 3 7 9 )}$ | $\mathbf{( 1 1 , 4 9 7 )}$ |
| Free cash flow | 231 | 1,431 |
| Other changes | $\mathbf{2 3 1}$ | $\mathbf{1 , 4 3 1}$ |
| Sub-total | $\mathbf{( 1 1 , 1 4 8 )}$ | $\mathbf{( 1 0 , 0 6 6 )}$ |
| Change in net financial position | $\mathbf{5 , 9 3 2}$ | $\mathbf{5 4 1}$ |
| Opening net financial position | $\mathbf{( 5 , 2 1 6 )}$ | $\mathbf{( 9 , 5 2 4 )}$ |

* Some items on the Consolidated Statement of Cash Flow at 31 March 2016 have been reclassified for the purposes of comparability with data at 31 March 2017

The net financial position of the Group amounted to Euro -5.2 million, compared to Euro -9.5 million at 31 March 2016 and compared to Euro 5.9 million at 31 December 2016.

The Group's net financial position as at 31 March 2017 and 31 December 2016 is presented below:

| (thousands of euro) | $\mathbf{3 1 / 0 3 / 2 0 1 7}$ | $\mathbf{3 1 / 1 2 / 2 0 1 6}$ |
| :--- | ---: | ---: |
| A. Cash | 12 | 33 |
| B. Other liquid funds | 62,300 | 70,519 |
| C. Shares held for trading | 0 | 0 |
| D. Liquidity (A) + (B) + (C) | $\mathbf{6 2 , 3 1 2}$ | $\mathbf{7 0 , 5 5 2}$ |
| E. Current financial receivables | 1,338 | 1,268 |
| F. Current bank loans | $(6,809)$ | $(8,839)$ |
| G. Current portion of non-current debt | $(22,009)$ | $(5,342)$ |
| H. Other current financial payables | $(149)$ | $(142)$ |
| I. Current borrowing (F) + (G) + (H) | $\mathbf{( 2 8 , 9 6 7 )}$ | $\mathbf{( 1 4 , 3 2 3 )}$ |
| J. Net liquidity (I) + (E) + (D) | $\mathbf{3 4 , 6 8 3}$ | $\mathbf{5 7 , 4 9 7}$ |
| Non-current financial receivables (*) | 3,512 | $\mathbf{3 , 5 1 3}$ |
| K. Non-current bank loans | $(43,390)$ | $(55,058)$ |
| L. Bonds issued | 0 | 0 |
| M. Other non-current payables | $(21)$ | $(\mathbf{2 1 )}$ |
| N. Non-current borrowing (K) + (L) + (M) (**) | $\mathbf{( 3 9 , 8 9 9 )}$ | $\mathbf{( 5 1 , 5 6 5 )}$ |
| O. Net financial position (J) + (N) | $\mathbf{( 5 , 2 1 6 )}$ | $\mathbf{5 , 9 3 2}$ |

${ }^{(*)}$ Non-current financial receivables are included in the "Other non-current assets" caption of the "Consolidated statement of financial position".
${ }^{* *}$ ) Non-current borrowing includes non-current financial receivables.

## Significant events after the reporting period

No significant events have occurred subsequent to the first quarter of 2017.

## Outlook for the future

Thanks to the results achieved in the first quarter of 2017 and to the solid financial position that has always characterised Nice Group, the management believes that it will be possible to pursue its investment plans in order to achieve the growth objectives set for the near future.

Oderzo, 11 May 2017.

## The Chairman

## Lauro Buoro

## Consolidated financial statements as at 31 March 2017

Statement of financial position - consolidated financial position as at 31 March 2017 and at 31
December 2016

| (thousands of euro) | $31 / 03 / 2017$ | $31 / 12 / 2016$ |
| :--- | :--- | :--- |

## ASSETS

## Non-current assets

| Intangible assets | 114,172 | 113,979 |
| :--- | ---: | ---: |
| Property, plant and equipment | 45,381 | 42,721 |
| Investment property | 8,442 | 8,525 |
| Other non-current assets | 5,582 | 5,609 |
| Deferred tax assets | 10,364 | 10,926 |
| n-current assets | $\mathbf{1 8 3 , 9 4 1}$ | $\mathbf{1 8 1 , 7 6 0}$ |

## Current assets

| Inventories | 66,291 | 62,598 |
| :--- | ---: | ---: |
| Trade receivables | 61,545 | 56,726 |
| Other current assets | 2,748 | 3,584 |
| Tax receivables | 6,120 | 8,139 |
| Other current financial assets | 1,338 | 1,268 |
| Liquid funds | 62,312 | 70,552 |
|  | $\mathbf{2 0 0 , 3 5 3}$ | $\mathbf{2 0 2 , 8 6 6}$ |
|  | $\mathbf{3 8 4 , 2 9 4}$ | $\mathbf{3 8 4 , 6 2 7}$ |

LIABILITIES AND SHAREHOLDERS' EQUITY
Equity attributable to owners of the parent
Equity attributable to non-controlling interests
Total shareholders' equity

| 225,204 | $\mathbf{2 1 9 , 4 1 2}$ |
| ---: | ---: |
| $(938)$ | $(1,169)$ |
| 224,266 | 218,244 |

Non-current liabilities

| Provisions for risks and charges | 1,914 | 1,997 |
| :--- | ---: | ---: |
| Severance indemnities | 3,903 | 3,735 |
| Long-term loans | 43,390 | 55,058 |
| Other non-current liabilities | 10,780 | 11,249 |
| Tax payables (beyond 12 months) | 451 | 469 |
| Deferred tax liabilities | 2,018 | 2,108 |
| -current liabilities | $\mathbf{6 2 , 4 5 6}$ | $\mathbf{7 4 , 6 1 6}$ |

## Current liabilities

| Bank overdrafts and loans | 28,818 | 14,181 |
| :--- | ---: | ---: |
| Other financial liabilities | 149 | 142 |
| Trade payables | 43,470 | 49,862 |
| Other current liabilities | 18,188 | 18,829 |
| Tax payables (within 12 months) | 6,948 | 8,753 |
|  | $\mathbf{9 7 , 5 7 3}$ | $\mathbf{9 1 , 7 6 7}$ |
| abilities | $\mathbf{1 6 0 , 0 2 9}$ | $\mathbf{1 6 6 , 3 8 3}$ |
| abilities and shareholders' equity | $\mathbf{3 8 4 , 2 9 4}$ | $\mathbf{3 8 4 , 6 2 6}$ |

Interim consolidated income statement as at 31 March 2016 and 2017

|  | Q1 2017 | Q1 2016 |
| :--- | :---: | :---: |
| (thousands of euro) |  |  |
| Revenues | 75,368 | 67,902 |

Operating costs:

| Basic components, ancillary materials and consumables | $(30,950)$ | $(28,646)$ |
| :---: | :---: | :---: |
| Services | $(14,387)$ | $(13,919)$ |
| Leases and rentals | $(2,054)$ | $(2,162)$ |
| Payroll costs | $(15,918)$ | $(14,051)$ |
| Other operating costs | $(1,173)$ | (838) |
| Depreciation and amortisation | $(2,375)$ | $(2,080)$ |
| Asset impairment | - | - |
| Other income | 1,208 | 759 |
| Operating profit | 9,719 | 6,965 |
| Financial income | 238 | 751 |
| Financial expense | $(1,579)$ | $(1,583)$ |
| Other charges | - | (20) |
| Pre-tax profit | 8,379 | 6,113 |
| Income taxes | $(3,388)$ | $(2,851)$ |
| Net profit | 4,991 | 3,262 |
| Results attributable to non-controlling interests | 73 | 40 |
| Net results attributable to owners of the parent | 4,917 | 3,222 |


| Earnings per share | Q1 2017 | Q1 2016 |
| :--- | ---: | ---: |
| (thousands of euro) | $110,664,000$ | $110,664,000$ |
| Average no. of shares | 4,917 | 3,222 |
| Net results attributable to owners of the parent |  |  |
| Data per share (Euro) | 0.04443 | 0.02912 |
| Basic, net profit attributable to the ordinary shareholders of the parent <br> Diluted, net profit attributable to the ordinary shareholders of the <br> parent | 0.04443 | 0.02912 |

Interim consolidated comprehensive income statement as at 31 March 2017 and 2016

| (thousands of euro) | Q1 2017 | Q1 2016 |
| :---: | :---: | :---: |
| Net profit | 4,991 | 3,262 |
| Other comprehensive income after taxes that may be recycled to profit or loss | 1,031 | 597 |
| - Differences on translation of foreign financial statements | 1,031 | 597 |
| Total comprehensive income (loss) after taxes | 6,022 | 3,859 |
| Attributable to: |  |  |
| Non-controlling interests | 231 | 171 |
| Shareholders of the parent | 5,790 | 3,688 |

## Consolidated Statement of Cash Flow as at 31 December 2017 and 2016

| (thousands of euro) | Q1 2017 | Q1 2016 * |
| :--- | :--- | :--- |

CASH FLOWS GENERATED BY OPERATING ACTIVITIES:

| Net results attributable to owners of the parent | $\mathbf{4 , 9 1 7}$ | $\mathbf{3 , 2 2 2}$ |
| :--- | ---: | ---: |
| Net results attributable to non-controlling interests | 73 | 40 |
| Income taxes | 3,388 | 2,851 |
| Depreciation, amortisation and impairment | 2,375 | 2,080 |
| Net changes in other funds | 1,272 | $(367)$ |
|  |  |  |
| Changes in current assets and liabilities: | $(5,186)$ | $(4,200)$ |
| Decrease/(increase): trade receivables | 839 | $(362)$ |
| Other current assets | $(3,727)$ | $(5,521)$ |
| Inventories | $(6,380)$ | $(1,282)$ |
| Trade payables | $(646)$ | $(8)$ |
| Other current liabilities | $(3,196)$ | $(3,382)$ |
| Income taxes paid | $(11,189)$ | $(\mathbf{1 0 , 1 5 0})$ |
| Total adjustments and changes | $\mathbf{( 6 , 2 7 2 )}$ | $\mathbf{( 6 , 9 2 8 )}$ |
| Cash flows generated by operating activities |  |  |

## CASH FLOWS USED IN INVESTING ACTIVITIES:

| Investment in intangible assets | $(934)$ | $(645)$ |
| :--- | ---: | ---: |
| Investment in property, plant and equipment | $(4,174)$ | $(3,924)$ |
| Cash flows absorbed by investing activities | $(5,107)$ | $(4,569)$ |

## CASH FLOWS GENERATED/ABSORBED BY FINANCING

 ACTIVITIES:| Net change in long-term loans | $(11,478)$ | 98 |
| :--- | ---: | ---: |
| Net change in short-term loans | 14,656 | $(111)$ |
| Net change in other financial liabilities | 7 | 75 |
| Net change in other non-current liabilities | - | 11 |
| Net change in long-term tax payables | $(23)$ | 62 |
| Net change in other non-current assets | 29 | 285 |
| Net change in other financial assets | 607 | 770 |
| Net interest paid | $(726)$ | $(829)$ |
| Translation differences and other equity movements | 206 | 660 |
| Cash flows absorbed by financing activities | $\mathbf{3 , 2 7 7}$ | $\mathbf{1 , 0 2 1}$ |
|  | $(138)$ | $\mathbf{3 0 9}$ |
| Effect of currency fluctuations of liquid funds | $\mathbf{( 8 , 2 4 0 )}$ | $\mathbf{( 1 0 , 1 6 5 )}$ |
| Increase/(decrease) in liquid funds | $\mathbf{7 0 , 5 5 2}$ | $\mathbf{6 5 , 0 9 0}$ |
| Liquid funds, start of year | $\mathbf{6 2 , 3 1 2}$ | $\mathbf{5 4 , 9 2 5}$ |
| Liquid funds, end of year |  |  |

[^1]Consolidated statement of changes in shareholders' equity as at 31 March 2017

|  | Share <br> capital | Legal <br> reserve | Share <br> premium <br> account | Treasury <br> shares | Retained <br> earnings | Translation <br> adjustments <br> (thousands of <br> euro) |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Consolidated statement of changes in shareholders' equity as at 31 March 2016

|  | Share <br> capital | Legal <br> reserve | Share <br> premium <br> account | Treasury <br> shares | Retained <br> earnings | Translation <br> adjustments <br> (thousands of <br> euro) |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

## List of consolidated companies as at 31 March 2017

| Name | Location | Year <br> end | Currency | Share capital capital | Direct | \% held <br> Indirect | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Nice S.p.A. | Oderzo (TV) Italy | 31/12/2016 | EUR | 11,600,000 |  |  |  |
| Nice UK LTD | Nottinghamshire, United Kingdom | 31/12/2016 | GBP | 765,000 | 100.0\% |  | 100.0\% |
| Nice Belgium S.A. | Hervelee, Belgium | 31/12/2016 | EUR | 212,000 | 99.7\% |  | 99.7\% |
| Nice Polska S.p. Z.o.o. | Pruszkov, Poland | 31/12/2016 | PLN | 1,000,000 | 100.0\% |  | 100.0\% |
| Nice Automatismos Espana S.A. | Mostoles, Madrid, Spain | 31/12/2016 | EUR | 150,253 | 60.0\% |  | 60.0\% |
| Nice Group USA Inc. | San Antonio, Texas, USA | 31/12/2016 | USD | 1 | 100.0\% |  | 100.0\% |
| Nice France S.a.s. | Aubagne, France | 31/12/2016 | EUR | 600,000 | 100.0\% |  | 100.0\% |
| S.C. Nice Romania S.A. | Bucharest, Romania | 31/12/2016 | RON | 383,160 | 99.0\% |  | 99.0\% |
| Nice Deutschland GmbH | Billerbeck, Germany | 31/12/2016 | EUR | 50,000 | 100.0\% |  | 100.0\% |
| Nice Shanghai Automatic Control Co. LTD | Shanghai, China | 31/12/2016 | EUR | 2,300,000 | 100.0\% |  | 100.0\% |
| R.D.P. Shanghai Trading Co. LTD | Shanghai, China | 31/12/2016 | EUR | 200,000 | 100.0\% |  | 100.0\% |
| Nice Istanbul Makine Ltd | Istanbul, Turkey | 31/12/2016 | TRY | 10,560,000 | 99.0\% |  | 99.0\% |
| Nice Australia Home Automation PTY Ltd | Sidney, Australia | 31/12/2016 | AUD | 5,113,814 | 100.0\% |  | 100.0\% |
| AutomatNice Portugal S.A. | Lisbon, Portugal | 31/12/2016 | EUR | 50,000 | 100.0\% |  | 100.0\% |
| Silentron S.p.A. | Turin, Italy | 31/12/2016 | EUR | 500,000 | 100.0\% |  | 100.0\% |
| ET Nice (PTY) LTD. | Johannesburg, South Africa | 31/12/2016 | ZAR | 22,000,000 | 100.0\% |  | 100.0\% |
| Nice Home Automation CJSC | Moscow - Russia | 31/12/2016 | RUB | 20,000 | 75.0\% |  | 75.0\% |
| SAAC S.r.l. | Treviso (Italy) | 31/12/2016 | EUR | 25,000 | 100.0\% |  | 100.0\% |
| Fenice Immobiliare S.p.A. | Oderzo (TV) Italy | 31/12/2016 | EUR | 2,670,000 | 100.0\% |  | 100.0\% |
| Peccinin Portoes Automaticos Industrial Ltda | Limeira, Brazil | 31/12/2016 | BRL | 32,095,000 | 100.0\% |  | 100.0\% |
| King Gates S.r.l. | Pordenone, Italy | 31/12/2016 | EUR | 100,000 | 100.0\% |  | 100.0\% |
| King Gates France SAS | Castelnau D'estrefonds | 31/12/2016 | EUR | 10,000 |  | 100.0\% | 100.0\% |
| elero GmbH | Beuren, Germany | 31/12/2016 | EUR | 1,600,000 |  | 100.0\% | 100.0\% |
| elero Motors \& Controls Pvt. Ltd | New Delhi, India | 31/12/2016 | INR | 638,200 |  | 100.0\% | 100.0\% |
| elero Singapore Pte. Ltd | Singapore, China | 31/12/2016 | SGD | 2 |  | 100.0\% | 100.0\% |
| elero $A B$ | Malmo, Sweden | 31/12/2016 | SEK | 100,000 |  | 100.0\% | 100.0\% |
| Nice Gulf FZE | Dubai, United Arab Emirates | 31/12/2016 | AED | 1,008,000 | 100.0\% |  | 100.0\% |
| Genno Tecnologia LTDA | Santa Rita do Sapucaí, Brazil | 31/12/2016 | BRL | 5,000 |  | 51.0\% (*) | 51.0\% (*) |
| Omegaport Equipamentos de Seguranca LTDA | Toledo (PR), Brazil | 31/12/2016 | BRL | 60,000 |  | 51.0\% (*) | 51.0\% (*) |
| Hy-Security Gate, Inc. | Kent, Washington, USA | 31/12/2016 | USD | 200,000 |  | 100.0\% | 100.0\% |

[^2]
## Statement of the director responsible for preparing company accounting documents

Ex art. 154-bis, paragraph 2 - part IV, title III, chapter II, section V-bis of Legislative Decree No. 58 of 24 February: "Consolidated law on financial intermediation, under articles 8 and 21 of Law No. 52 of 6 February 1996"

The undersigned Ms Denise Cimolai, director responsible for preparing company accounting documents of the Company Nice S.p.A.

CERTIFIES
in compliance with the provisions of the second paragraph of art. 154-bis of the "Consolidated law on financial intermediation" that, on the basis of her own knowledge, the Interim Financial Report as at 31 March 2016 is consistent with the documental results, books and compulsory entries.

Director responsible for preparing the company accounting documents

Ms Denise Cimolai


[^0]:    ${ }^{1}$ The 2016 results have been restated pro-forma excluding sales from the FontanaArte operating branch.

[^1]:    * Some items on the Consolidated Statement of Cash Flow at 31 March 2016 have been reclassified for the purposes of comparability with data at 31

    March 2017

[^2]:    (*) Usufruct right over the shares

