

Financial Overview  
August 2017, 3<sup>rd</sup>

# Nice 1H2017 Results

TheNiceGroup

# Highlights

Consolidated Sales  
**€ 164.0m** (+9.2% vs. 1H 2016)

Gross margin  
**53.8%** (vs. 53.7% in 1H 2016)

EBITDA margin  
**16.6%** (vs. 15.0% in 1H 2016)

Group Net Income margin  
**7.6%** (vs. 6.4% in 1H 2016 *adjusted*\*)

Operating Free Cash Flow  
**€ 2.2m** (vs. € 2.8m in 1H 2016)

NFP  
**€ -13.5m** (vs. € -4.5m as of 30 June 2016)

(\*) Excluding impairment net result 4.9 mil Euro in 1H2016

€m	1H 2017		1H 2016		Δ %	Δ % <sup>(1)</sup>
<b>Net Sales</b>	164.0	100.0%	150.2	100.0%	9.2%	6.4%
<b>Gross Profit</b>	88.3	53.8%	80.6	53.7%	9.5%	
<b>EBITDA</b>	27.3	16.6%	22.6	15.0%	21.0%	
<b>Group Net Income <i>adjusted</i> (2)</b>	12.5	7.6%	9.7	6.4%	29.4%	
<b>Operating Free Cash Flow</b>	2.2		2.8			
<b>Net Financial Position</b>	-13.5		-4.5			

(1) At constant exchange rates

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

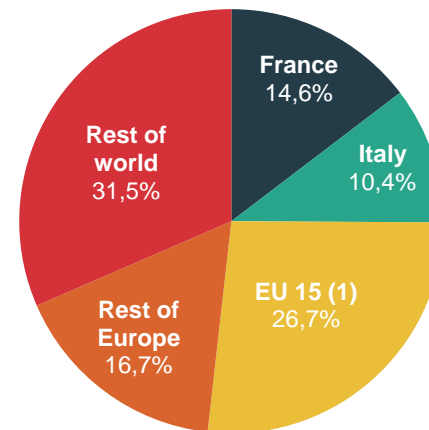
# Net Sales Breakdown by Region

## Home & Building Automation

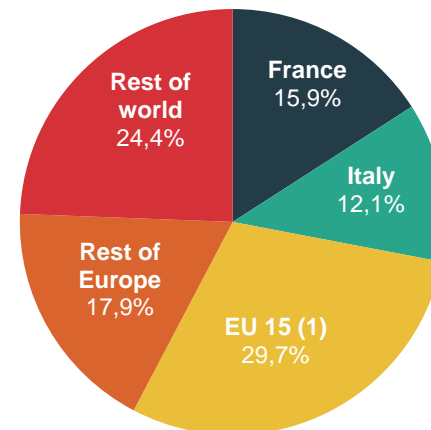
€m	1H 2017	1H 2016	Δ %	Δ % ( <sup>2</sup> )
France	24.0	22.7	5.8%	5.8%
Italy	17.1	17.3	(1.3%)	(1.3%)
EU 15 <sup>(1)</sup>	43.8	42.5	3.1%	3.8%
Rest of Europe	27.4	25.6	7.0%	6.5%
Rest of World	51.6	34.9	48.1%	35.4%
<b>Net Sales</b>	<b>164.0</b>	<b>143.0</b>	<b>14.7%</b>	<b>11.7%</b>

(1) Excluding Italy and France / (2) At constant exchange rates

1H 2017



1H 2016

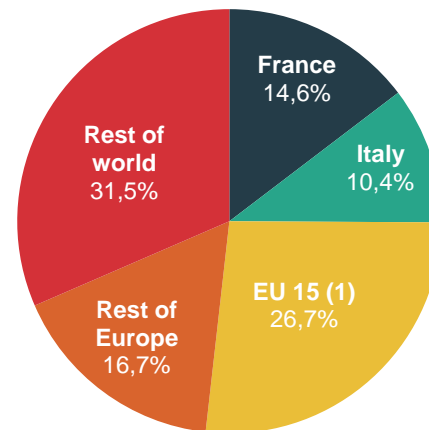


# Net Sales Breakdown by Region

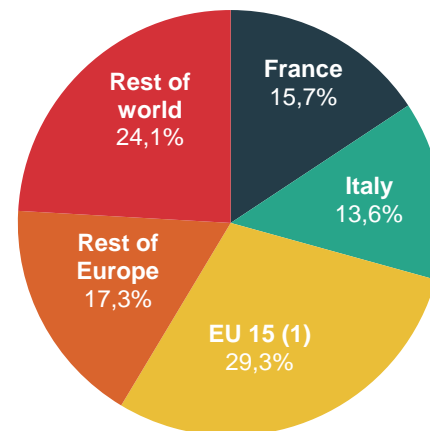
€m	1H 2017	1H 2016	Δ %	Δ % <sup>(2)</sup>
France	24.0	23.6	1.5%	1.5%
Italy	17.1	20.4	(15.9%)	(15.9%)
EU 15 <sup>(1)</sup>	43.8	44.0	(0.5%)	0.2%
Rest of Europe	27.4	26.0	5.5%	5.0%
Rest of World	51.6	36.1	42.9%	30.6%
<b>Net Sales</b>	<b>164.0</b>	<b>150.2</b>	<b>9.2%</b>	<b>6.4%</b>

(1) Excluding Italy and France / (2) At constant exchange rates

1H 2017



1H 2016



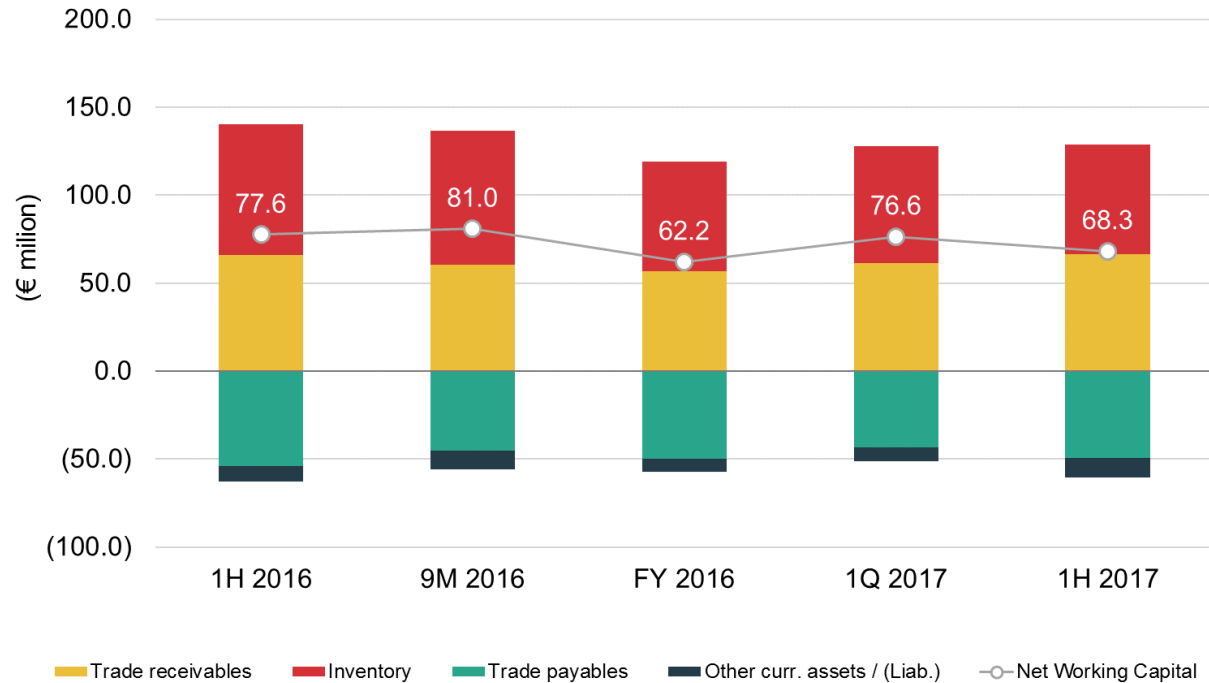
# Profit & Loss

€m	1H 2017	%	1H 2016	%	Δ %
<b>Revenues</b>	<b>164.0</b>	<b>100.0%</b>	<b>150.2</b>	<b>100.0%</b>	<b>9.2%</b>
Cost of goods sold	(75.7)	-46.2%	(69.5)	-46.3%	
<b>Gross Profit</b>	<b>88.3</b>	<b>53.8%</b>	<b>80.6</b>	<b>53.7%</b>	<b>9.5%</b>
Industrial costs	(4.3)	-2.6%	(5.0)	-3.3%	
Marketing costs	(4.9)	-3.0%	(4.3)	-2.9%	
Trade costs	(7.4)	-4.5%	(7.5)	-5.0%	
General costs	(11.7)	-7.2%	(12.8)	-8.5%	
Personnel costs	(32.6)	-19.9%	(28.5)	-19.0%	
<b>Total Operating Costs</b>	<b>(61.0)</b>	<b>-37.2%</b>	<b>(58.1)</b>	<b>-38.7%</b>	
<b>EBITDA</b>	<b>27.3</b>	<b>16.6%</b>	<b>22.6</b>	<b>15.0%</b>	<b>21.0%</b>
Depreciation and amortisation	(5.1)	-3.1%	(11.2)	-7.5%	
<b>EBIT</b>	<b>22.2</b>	<b>13.5%</b>	<b>11.3</b>	<b>7.6%</b>	
<b>EBIT adjusted (1)</b>	<b>22.2</b>	<b>13.5%</b>	<b>18.1</b>	<b>12.1%</b>	<b>22.4%</b>
Financial management and other cost:	(2.1)	-1.3%	(1.6)	-1.1%	
<b>Pre-tax profit</b>	<b>20.1</b>	<b>12.3%</b>	<b>9.7</b>	<b>6.5%</b>	
Taxes	(7.3)	-4.5%	(4.9)	-3.3%	
<b>Net profit/loss</b>	<b>12.8</b>	<b>7.8%</b>	<b>4.8</b>	<b>3.2%</b>	
<b>Net profit/loss adjusted (1)</b>	<b>12.8</b>	<b>7.8%</b>	<b>9.7</b>	<b>6.5%</b>	<b>31.4%</b>
Profit/Loss attributable to non-controllin	0.3	0.2%	0.1	0.1%	
<b>Group net profit/loss</b>	<b>12.5</b>	<b>7.6%</b>	<b>4.7</b>	<b>3.1%</b>	
<b>Group net profit/loss adjusted (2)</b>	<b>12.5</b>	<b>7.6%</b>	<b>9.7</b>	<b>6.4%</b>	<b>29.4%</b>

<sup>1</sup> As at 30 June 2016, the adjustment referred to the exclusion of the one-off impairment applied on the FontanaArte brand and the property used as the FontanaArte premises, written down respectively by Euro 5.1 million and Euro 2.0 million

<sup>2</sup> The adjustment refers to what is indicated in note (1) and to the related tax effect for a total of Euro 2.3 million

# Working Capital



## Working Capital / LTM Net Sales equivalent

26.3%

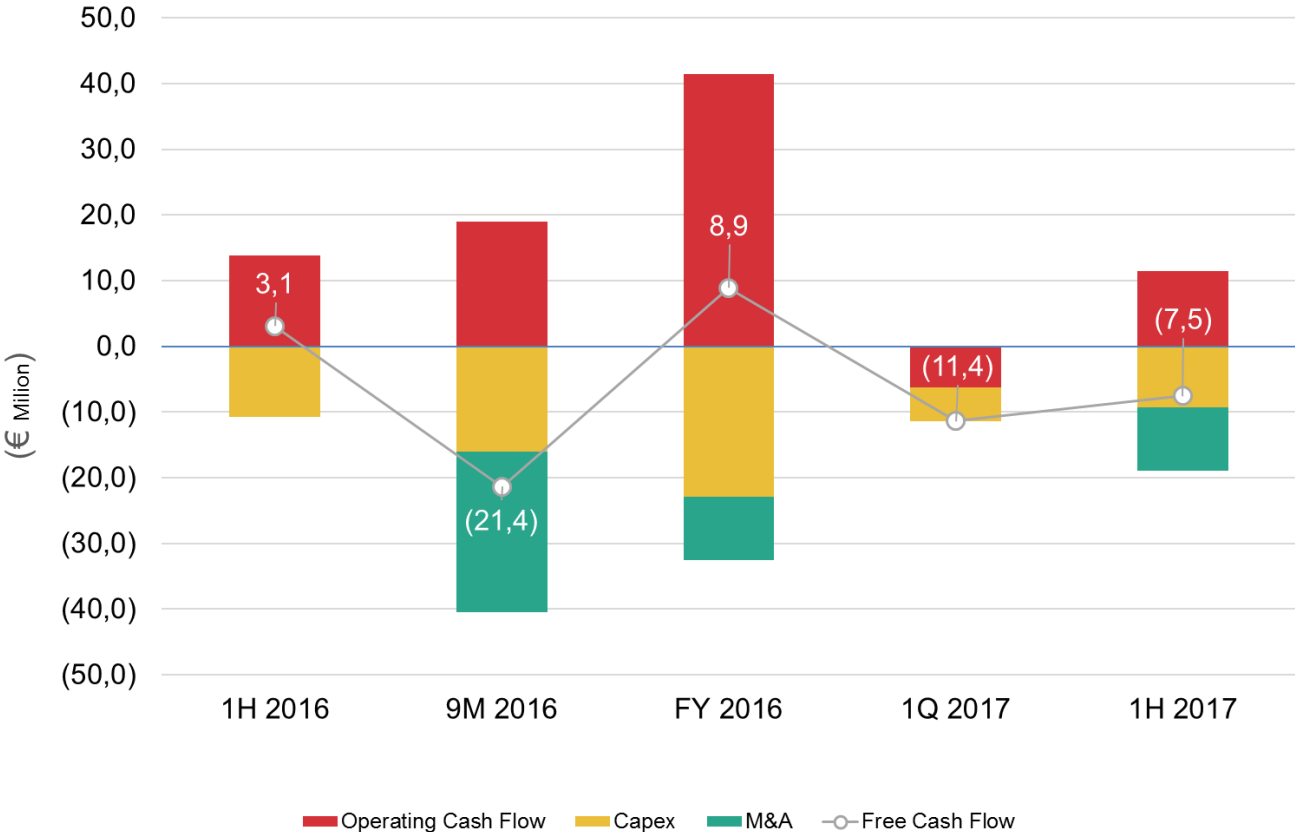
25.2%

19.4%

24.1%

21.3%

# Free Cash Flow



# Statement of Financial Position

€m	1H 2017	FY 2016	1H 2016
Intangible assets	113.0	114.0	86.3
Tangible assets	54.2	51.2	46.3
Other fixed assets	11.4	13.0	13.5
<b>Fixed Assets</b>	<b>178.6</b>	<b>178.2</b>	<b>146.2</b>
Trade receivables	66.4	56.7	65.9
Inventory	62.4	62.6	74.3
Trade payables	(49.6)	(49.9)	(53.8)
Other curr. assets / (Liab.)	(11.0)	(7.3)	(8.8)
<b>Net Working Capital</b>	<b>68.3</b>	<b>62.2</b>	<b>77.6</b>
<b>Severance and other funds</b>	<b>(19.8)</b>	<b>(28.1)</b>	<b>(14.6)</b>
<b>Net Invested Capital</b>	<b>227.1</b>	<b>212.3</b>	<b>209.2</b>
Shareholders' equity	214.5	219.4	206.4
Minorities	(0.9)	(1.2)	(1.6)
<b>Total Shareholders' Equity</b>	<b>213.6</b>	<b>218.2</b>	<b>204.7</b>
Cash & cash equivalents	(46.9)	(70.6)	(58.0)
Financial assets	(5.0)	(4.8)	(4.7)
Total debt	65.4	69.4	67.2
<b>Net Debt</b>	<b>13.5</b>	<b>(5.9)</b>	<b>4.5</b>
<b>Net Capital Employed</b>	<b>227.1</b>	<b>212.3</b>	<b>209.2</b>



# Cash Flow Statement

€m	1H 2017	FY 2016	1H 2016*
Net profit	12,8	13,4	4,8
D&A and other non cash items	6,9	16,0	10,0
Change in Net Working Capital	(8,2)	12,1	(1,2)
<b>Operating Cash Flow</b>	<b>11,5</b>	<b>41,5</b>	<b>13,6</b>
Capex	(9,3)	(22,8)	(10,7)
<b>Operating Free Cash Flow</b>	<b>2,2</b>	<b>18,6</b>	<b>2,8</b>
M&A	(9,7)	(9,7)	0,0
<b>Free Cash Flow</b>	<b>(7,5)</b>	<b>8,9</b>	<b>2,8</b>
Dividend paid out	(11,1)	(7,8)	(7,8)
Net Financial Position of the acquired companies	0,0	(0,3)	0,0
Other	(0,9)	4,6	0,0
<b>Subtotal</b>	<b>(12,0)</b>	<b>(3,5)</b>	<b>(7,8)</b>
<b>Variation of Net Financial Position</b>	<b>(19,5)</b>	<b>5,4</b>	<b>(5,0)</b>
<b>Initial Net Financial Position</b>	<b>5,9</b>	<b>0,5</b>	<b>0,5</b>
<b>Final Net Financial Position</b>	<b>(13,5)</b>	<b>5,9</b>	<b>(4,5)</b>

\* Some items of the Consolidated Statement of Cash Flows as at 30 June 2016 have been reclassified to allow for comparison with the figures as at 30 June 2017

# The Path Ahead

## 2017: The Opportunities

Continuous investments  
in smart technologies.

Solid cash generation.

The Place: social hub to share ideas,  
facilitate knowledge flows and create  
networking for a sustainable growth.

Investments in focused factories.

## Further International Expansion

Growth by acquisition.

Accelerated sales growth  
outside Europe.

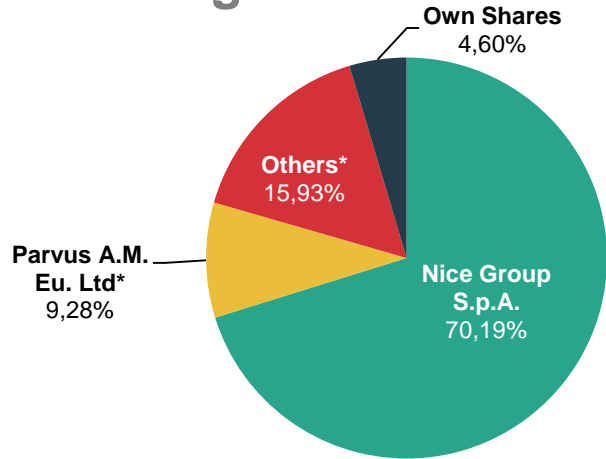
Growth in core markets.

## Further Actions

Increase our market share  
in “Gate and Screen”  
automation business.

# The Group Structure (situation as at 30/06/2017)

## Shareholding

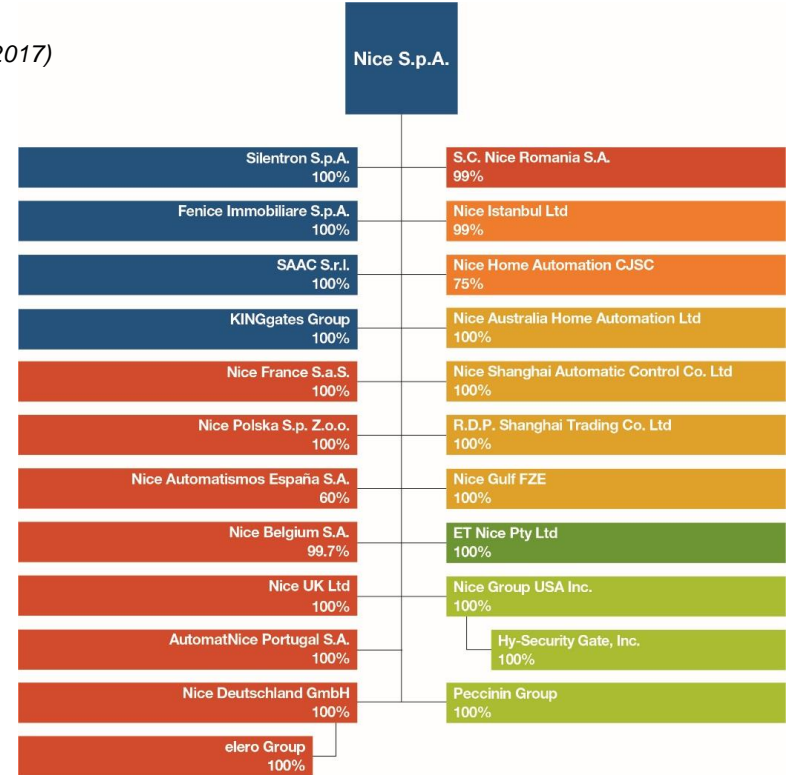


\* Free Float

## Board of Directors

Lauro Buoro - Chairman  
 Roberto Griffa - Chief Executive Officer  
 Denise Cimolai - Director  
 Emanuela Banfi - Independent Director

Giorgio Zanutto - Director  
 Lorenzo Galberti - Director  
 Antonio Bortuzzo - Independent Director  
 Chiara Mio - Director



Italy      Asia and Oceania  
 European Union      Africa  
 Rest of Europe      America

# Stock Chart <sup>(1)</sup>

## Share Information



N. of shares outstanding  
**116.000.000**

Ipo Price  
**€ 5.70**

Price as of 30/06/2017  
**€ 3.54**

Market Capitalization  
**€ 411m**

Italian Stock Exchange  
**STAR segment**

Specialist  
**UBI BANCA**

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(1) From 01/01/2017 to 30/06/2017

Source: Bloomberg

Financial Overview  
August 2017, 3<sup>rd</sup>

**Thank you**

TheNiceGroup



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