



1H 2017 FILA Group Results



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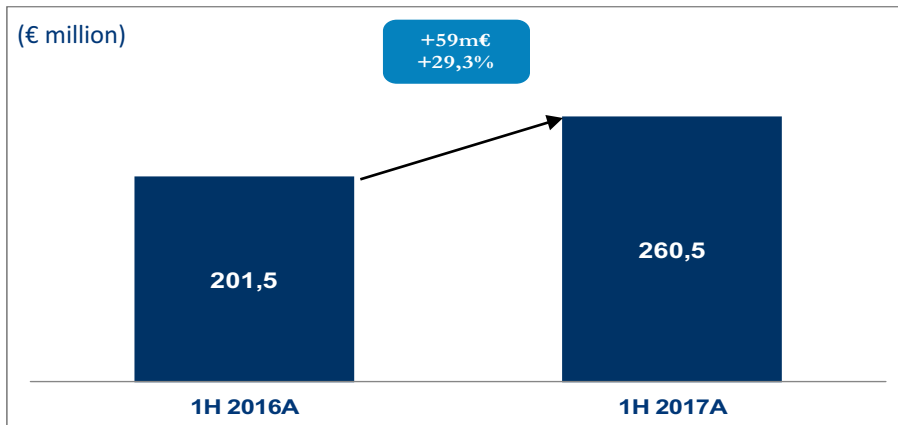
1H 2017 Highlights



FILA: GROUP INTEGRATION ACCELERATES

- 1H2017 Core Business Revenue of Euro 260,5 million, up 29.3% on 1H2016 (Euro 59,0 million), mainly due to acquisitions concluded in the previous period;
- Organic revenue growth of 2%, net of acquisition and currency effects. Growth impacted in the first part of the year by the logistics integration with Daler and Canson products in North America; revenue recovery is expected in the second half of the year;
- Adjusted EBITDA of Euro 43,8 million, +19,9% on Euro 36,6 million in 1H2016, of which -2,8% organic, primarily following temporary delay on North American revenue due to the above issues, increasing seasonality impacts compared to 1H2016;
- Adjusted Net Profit increases to Euro 17,6 million (Euro 17,1 million in 1H2016);
- Net Debt of Euro -285,6 million at June 30, 2017, in line with business seasonality impacts on net working capital - slightly better than forecasts;
- Stable European market in 2017 with sustained growth in India and Mexico and focus on boosting market share across all regions and segments
- In the first half of 2017, the Group significantly invested in logistics and managerial structure, with the expectation of a return of such investments in terms of greater future synergies.

1H 2017 Core Business Sales



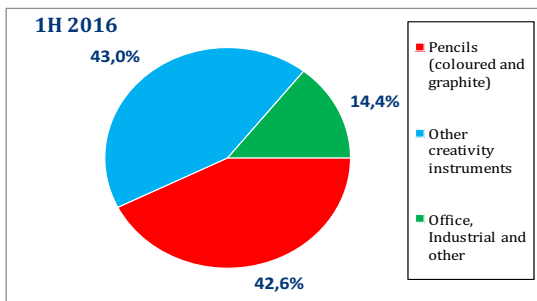
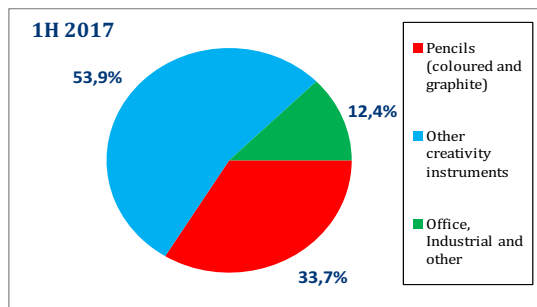
- Core Business Sales +29,3% (+59mln €). Organic growth, +4,1mln € (+2,0%), net of M&A and FX effect, of which:

- By Geographic Area: mainly Centre-South America +5,2mln € (+22,3%), Asia +4,7mln € (+20,2%), Europe +1,1mln € (+1,2%) and North America -7mln € (-10,4%)

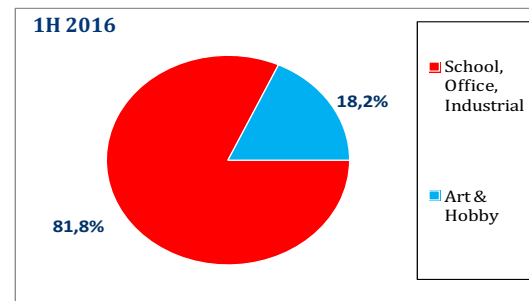
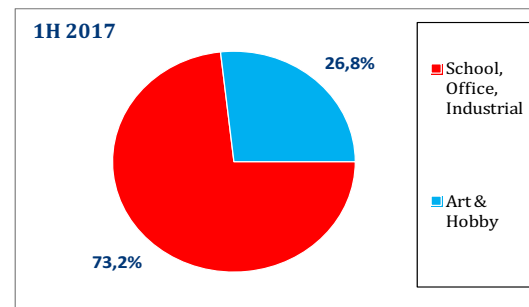
- By Product line: Other Creativity Instruments +3,7mln € (+4,1%), Pencils +0,3mln € (+0,4%) Office and Industrial Products of +0,1mln € (+0,3%)

- M&A effect 53,5mln € (mainly for 46,7mln € Canson Group, 4,7mln € D&R Group and 2,4mln € St Cuthberts)

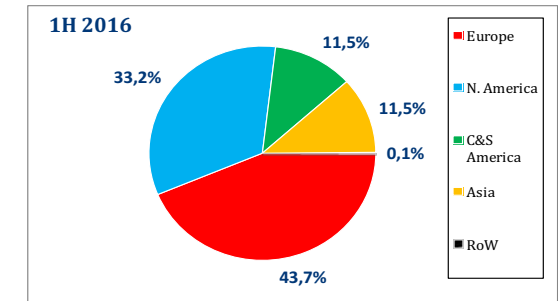
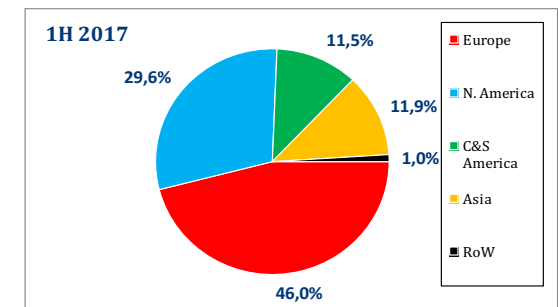
SALES BY PRODUCT LINE



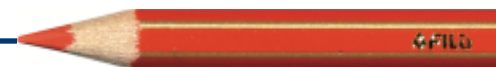
SALES BY MARKETING DIVISION



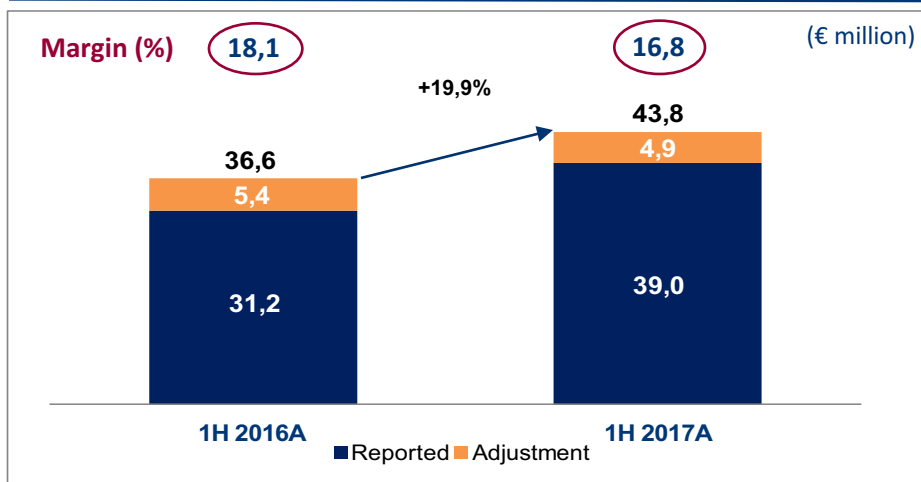
SALES BY GEOGRAPHICAL AREA



1H 2017 EBITDA

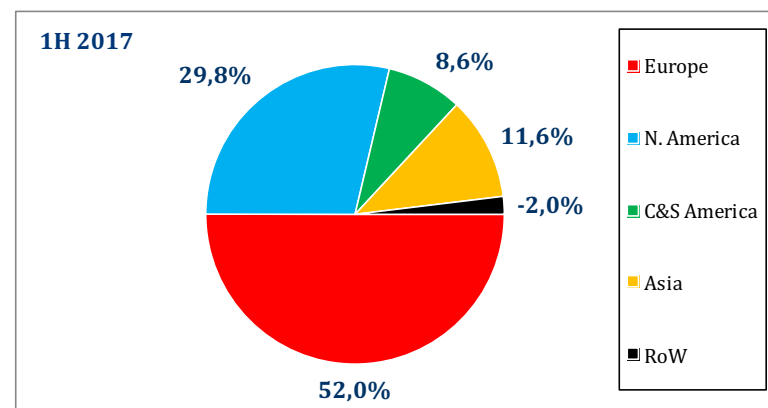
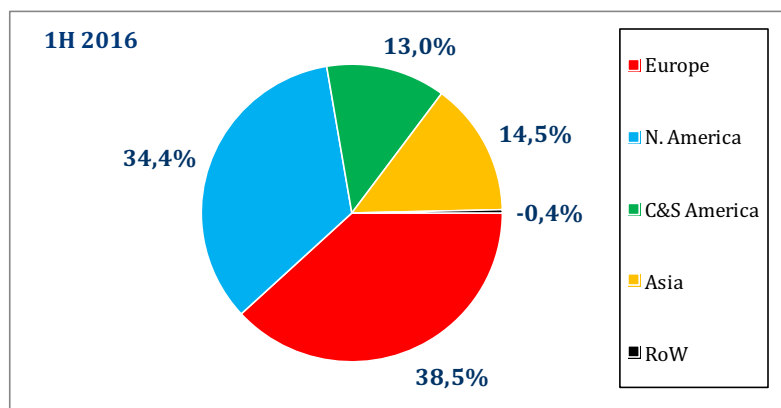


ADJUSTED EBITDA

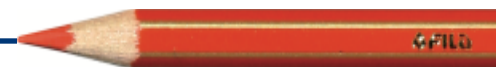


- Adjusted EBITDA + 7,2mln € (+19,9%), Organic Growth -1mln € (-2,8%), net of M&A and FX effect
- 4,9mln € of extraordinary costs in 1H 2017A, mainly related to reorganization and stock option costs
- 5,4mln € of extraordinary costs in 1H 2016A, mainly related to M&A activities.
- M&A effect of 7,8mln € (mainly to 6,7mln € Canson Group, 0,5mln € D&R Group and 0,7mln € St Cuthberts)

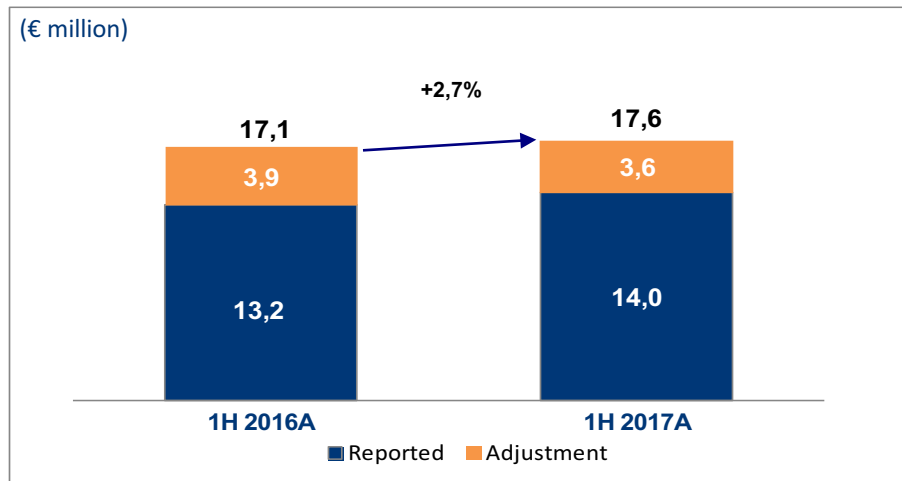
ADJUSTED EBITDA BREAKDOWN BY GEOGRAPHICAL AREA



1H 2017 Net Income and Net Financial Position

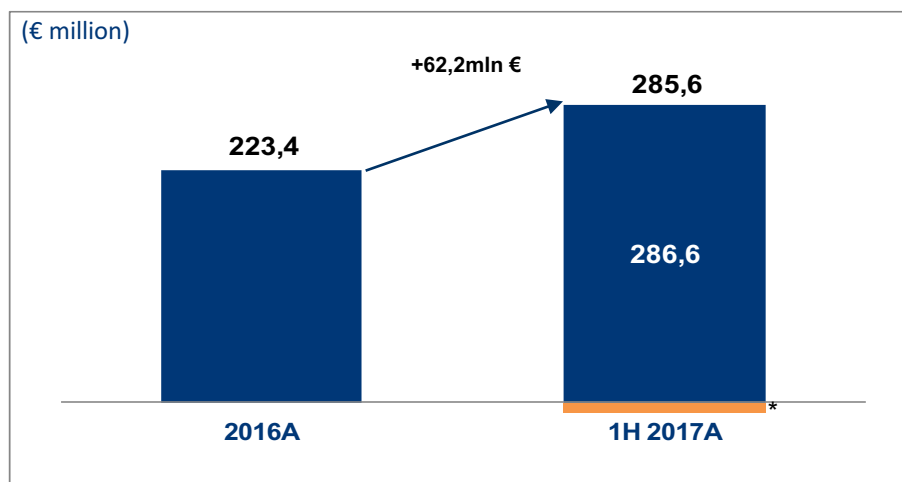


ADJUSTED NET INCOME



- The normalization of the Group Result in 1H 2017A refers mainly to reorganization and stock options costs, net of taxes effects and partially offset by adjustments of 1mln € for financial proceeds coming from the disposal of 30% participation in FILA Nordic (Sweden)
- The normalization of the Group Result in 1H 2016A refers to extraordinary operating costs, net of taxes effects

ADJUSTED NET FINANCIAL POSITION



Net debt increase of 62,2mln € mainly due to:

- Operating CF -48,6 mln Euro, mainly due to business seasonality
- Capex for 8,4mln €
- Dividend paid to shareholders for 3,8mln €
- Interest paid for 4,4mln €
- Cash in for disposal of 30% participation in FILA Nordic (Sweden) for 1mln €*
- Positive FX effect of 1,8mln €



Appendix



1H 2017 Income Statement



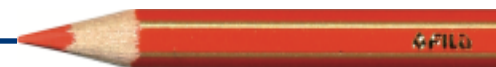
(€ million)

| | 1H 2016A | % on Sales | 1H 2017A | % on Sales |
|--|----------------|----------------|----------------|----------------|
| PROFIT & LOSS | | | | |
| Core Business Sales | 201,5 | | 260,5 | |
| Other revenues | 4,8 | | 12,0 | |
| Total revenues | 206,3 | | 272,5 | - |
| Cost for Raw Materials and Supplies net Increase(decrease) inventory | (83,8) | (41,6%) | (105,9) | (40,7%) |
| Costs for Services and Use of Third-Party Assets | (48,2) | (23,9%) | (58,7) | (22,5%) |
| Personnel Costs | (37,4) | (18,5%) | (55,7) | (21,4%) |
| Other Operating Costs | (5,7) | (2,8%) | (13,2) | (5,1%) |
| Total operating costs | (175,1) | (86,9%) | (233,5) | (89,6%) |
| EBITDA | 31,2 | 15,5% | 39,0 | 15,0% |
| Depreciation and Amortization | (6,5) | (3,2%) | (8,9) | (3,4%) |
| Write-Downs | (0,2) | (0,1%) | (0,2) | (0,1%) |
| EBIT | 24,6 | 12,2% | 29,9 | 11,5% |
| Financial income/expenses | (2,0) | (1,0%) | (7,6) | (2,9%) |
| Income/expenses from associates at equity method | - | 0,0% | (0,0) | (0,0%) |
| PBT | 22,6 | 11,2% | 22,3 | 8,6% |
| Taxes | (8,6) | (4,3%) | (7,6) | (2,9%) |
| Net profit (loss) of continuing operating activities | 13,9 | 6,9% | 14,7 | 5,7% |
| Net profit (loss) of discontinued operating activities | - | 0,0% | - | 0,0% |
| Total net profit (loss) of the period | 13,9 | 6,9% | 14,7 | 5,7% |
| Total net profit (loss) attributable to non controlling interests | 0,7 | 0,4% | 0,7 | 0,3% |
| Fila Group's total net profit (loss) of the period | 13,2 | 6,6% | 14,0 | 5,4% |

(€ million)

| | 1H 2016A | % on Sales | 1H 2017A | % on Sales |
|---------------------------------------|-------------|--------------|-------------|--------------|
| P&L ADJUSTMENTS | | | | |
| REPORTED EBITDA | 31,2 | 15,5% | 39,0 | 15,0% |
| Total Adjustments | 5,4 | | 4,9 | |
| ADJUSTED EBITDA | 36,6 | 18,1% | 43,8 | 16,8% |
| FILA GROUP REPORTED NET PROFIT | 13,2 | 6,6% | 14,0 | 5,4% |
| Total Adjustments | 3,9 | | 3,6 | |
| FILA GROUP ADJUSTED NET PROFIT | 17,1 | 8,5% | 17,6 | 6,8% |

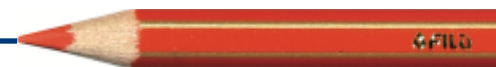
1H 2017 Balance Sheet



(€ million)

| | 2016A | 1H 2017A |
|---|----------------|----------------|
| BALANCE SHEET | | |
| Intangible assets | 218,4 | 211,9 |
| Tangible Assets | 81,3 | 81,8 |
| Financial Fixed Assets | 3,7 | 4,6 |
| Fixed Assets | 303,4 | 298,3 |
| Other Non Current Assets/Liabilities | 20,7 | 16,9 |
| Inventory | 177,4 | 191,2 |
| Trade Receivables and Other receivables | 113,6 | 183,4 |
| Trade Payables and Other Payables | (90,4) | (98,6) |
| Trade Working Capital | 200,5 | 275,9 |
| Other Current Assets and Liabilities | 0,2 | (3,4) |
| Net Working Capital | 200,7 | 272,6 |
| Provisions & Funds | (62,4) | (57,4) |
| Current and not Current Assets/Liabilities Intended for Disposal | - | - |
| NET CAPITAL EMPLOYED | 462,4 | 530,4 |
| Shareholders equity | (239,0) | (244,8) |
| Net Financial Position | (223,4) | (285,6) |
| TOTAL NET SOURCES | (462,4) | (530,4) |

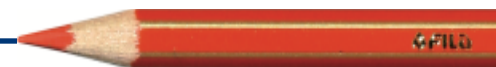
1H 2017 Cash Flow Statement



(€ million)

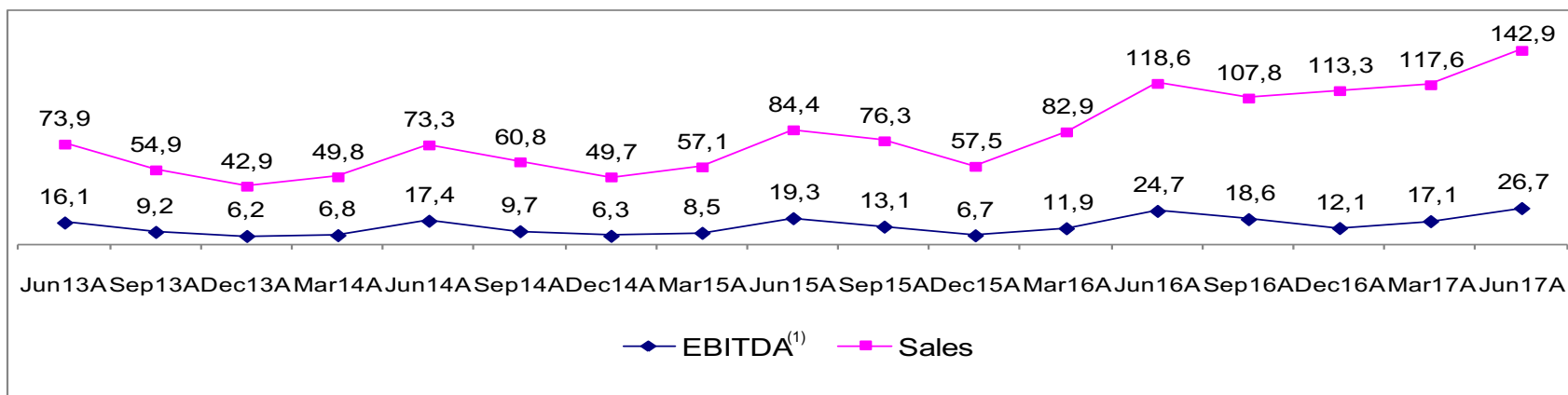
| | 1H 2016A | 1H 2017A |
|--|----------------|---------------|
| CASH FLOW | | |
| EBIT | 24,6 | 29,9 |
| Adjustments for non monetary costs | 6,6 | 10,9 |
| Adjustments for taxes | (3,3) | (4,9) |
| Cash-flow from operating activities before changes in NWC | 27,9 | 36,0 |
| <i>Changes in inventories</i> | <i>(19,2)</i> | <i>(19,0)</i> |
| <i>Changes in trade receivables & others</i> | <i>(62,0)</i> | <i>(71,8)</i> |
| <i>Changes in trade payables & others</i> | <i>15,3</i> | <i>6,6</i> |
| <i>Changes in other current assets/liabilities</i> | <i>(0,5)</i> | <i>(0,3)</i> |
| Changes in net working capital | (66,4) | (84,5) |
| Operating cash-flow | (38,4) | (48,6) |
| Investments in tangible and intangible assets | (4,3) | (8,4) |
| Other changes | 0,1 | (0,4) |
| Free Cash Flow | (42,6) | (57,4) |
| Capital increase/reimbursement/dividends | (4,3) | (3,8) |
| Net interests | (2,2) | (4,4) |
| Participation acquisition and disposal | (16,9) | 0,9 |
| Effect of FX rate movements | 2,6 | 1,8 |
| Net financial position due to consolidation area changes | (86,8) | 0,7 |
| Changes in Net Financial Position | (150,2) | (62,1) |

Quarterly CB Sales, EBITDA, TWC and NFP



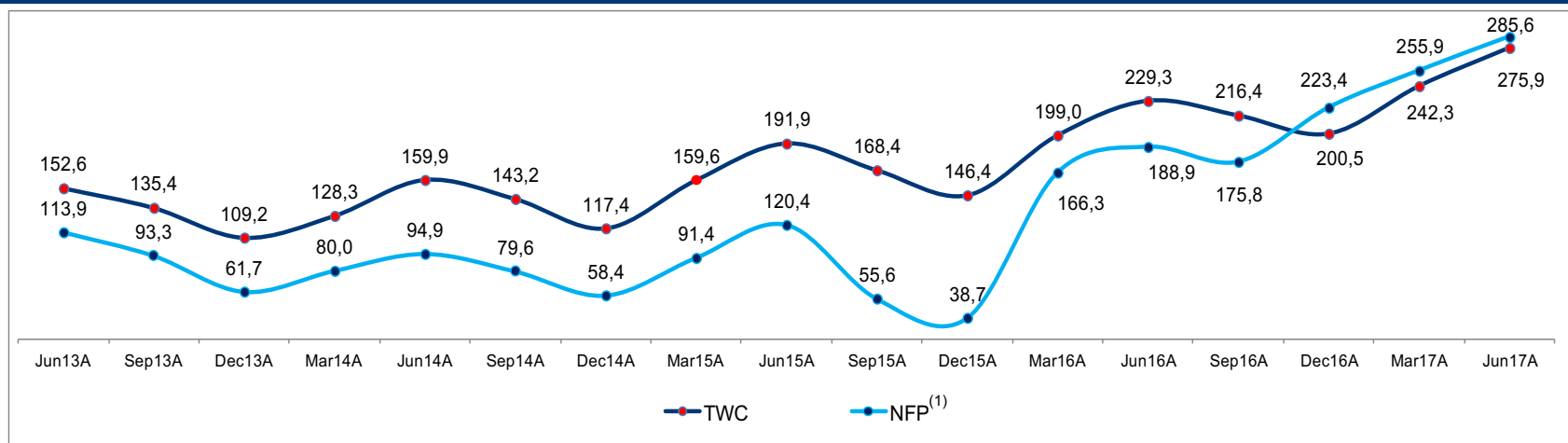
QUARTERLY CORE BUSINESS SALES AND ADJUSTED EBITDA

(€ million)



(€ million)

QUARTERLY TWC AND NFP

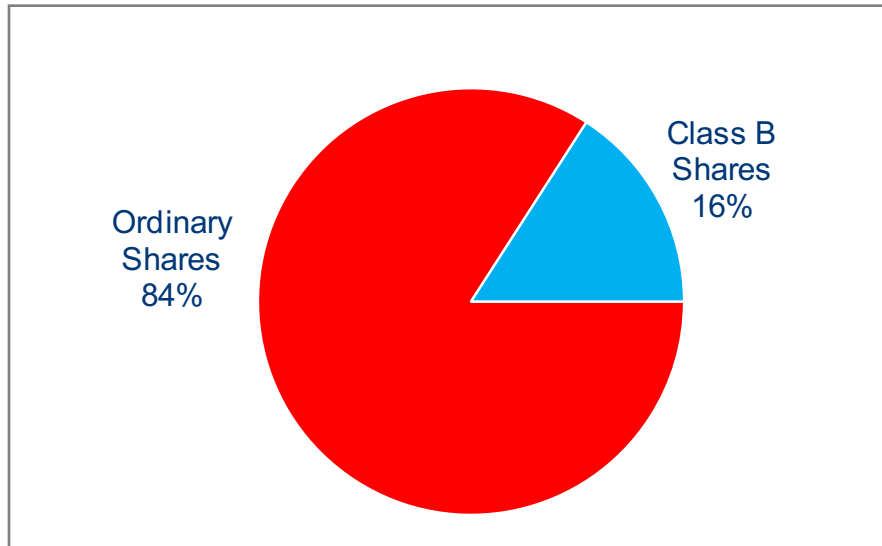


(1) Affected by extraordinary items

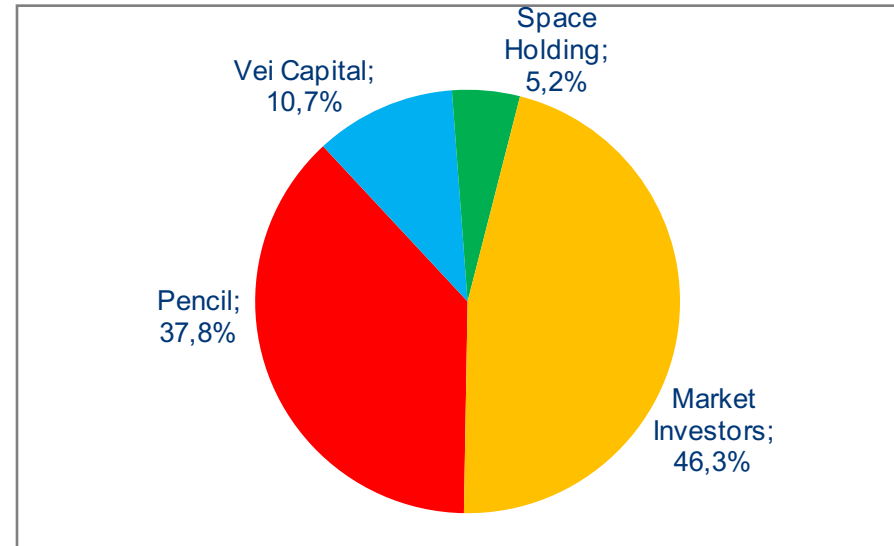
FILA Shareholders



Total shares *



Ordinary shares only



Total shares 41.332.477, of which : Ordinary shares 34.765.969, 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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