



Financial Overview  
November 2017, 14<sup>th</sup>

# Nice 9M2017 Results

TheNiceGroup

# Highlights

Consolidated Sales

**€ 242.8m** (+5.5% vs. 9M 2016)

Gross margin

**53.8%** (vs. 53.1% in 9M 2016)

EBITDA margin

**16.6%** (vs. 15.0% in 9M 2016)

Group Net Income margin

**7.5%** (vs. 6.2% in 9M 2016 *adjusted*\*)

Operating Free Cash Flow

**€ 4.3m** (vs. € 3.0m in 9M 2016)

NFP

**€ -14.3m** (vs. € -25.9m as of 30/09/2016)

(\*) Excluding impairment net result 4.9 mil Euro in 9M2016

€m	9M 2017		9M 2016		Δ %	Δ % <sup>(1)</sup>
<b>Net Sales</b>	242,8	100,0%	230,0	100,0%	5,5%	4,0%
<b>Gross Profit</b>	130,6	53,8%	122,1	53,1%	7,0%	
<b>EBITDA</b>	40,3	16,6%	34,5	15,0%	16,7%	
<b>Group Net Income <i>adjusted</i> (2)</b>	18,3	7,5%	14,2	6,2%	28,6%	
<b>Operating Free Cash Flow</b>	4,3		3,0			
<b>Net Financial Position</b>	-14,3		-25,9			

(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

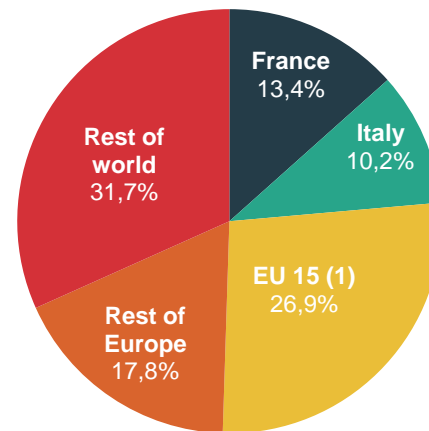
€m	9M 2017	9M 2016 <sup>(3)</sup>	Δ %	Δ % <sup>(2)</sup>
France	32,6	30,8	5,9%	5,9%
Italy	24,7	25,0	(1,0%)	(1,0%)
EU 15 <sup>(1)</sup>	65,3	64,2	1,7%	2,3%
Rest of Europe	43,1	40,6	6,3%	6,1%
Rest of World	77,1	60,0	28,4%	22,0%
<b>Net Sales</b>	<b>242,8</b>	<b>220,5</b>	<b>10,1%</b>	<b>8,5%</b>

(1) Excluding Italy and France

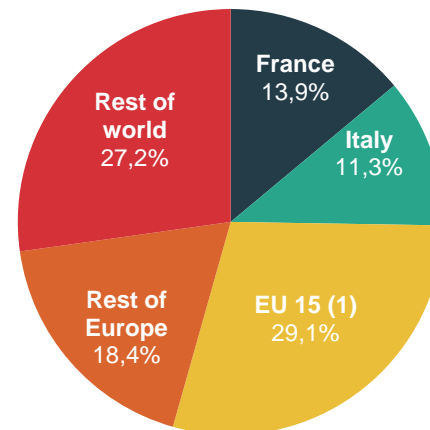
(2) At constant exchange rates

(3) Some items relating to 30 September 2016 were reclassified for comparability with figures as at 30 September 2017

9M 2017



9M 2016



# Net Sales Breakdown by Region

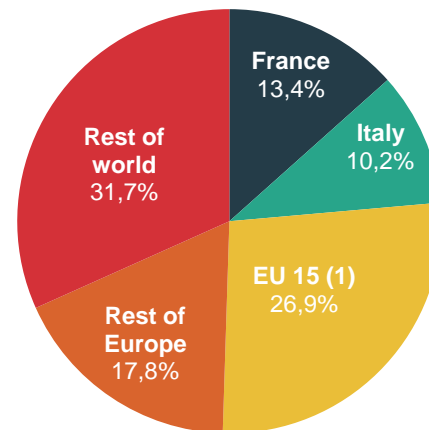
€m	9M 2017	9M 2016 <sup>(3)</sup>	Δ %	Δ % <sup>(2)</sup>
France	32,6	32,0	1,8%	1,8%
Italy	24,7	28,7	(14,0%)	(14,0%)
EU 15 <sup>(1)</sup>	65,3	66,3	(1,5%)	(0,9%)
Rest of Europe	43,1	41,1	4,9%	4,8%
Rest of World	77,1	61,9	24,5%	18,3%
<b>Net Sales</b>	<b>242,8</b>	<b>230,0</b>	<b>5,5%</b>	<b>4,0%</b>

(1) Excluding Italy and France

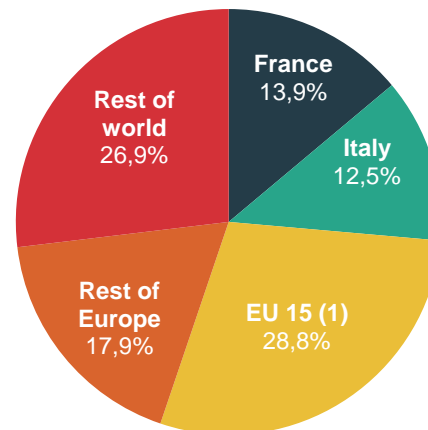
(2) At constant exchange rates

(3) Some items relating to 30 September 2016 were reclassified for comparability with figures as at 30 September 2017

9M 2017



9M 2016



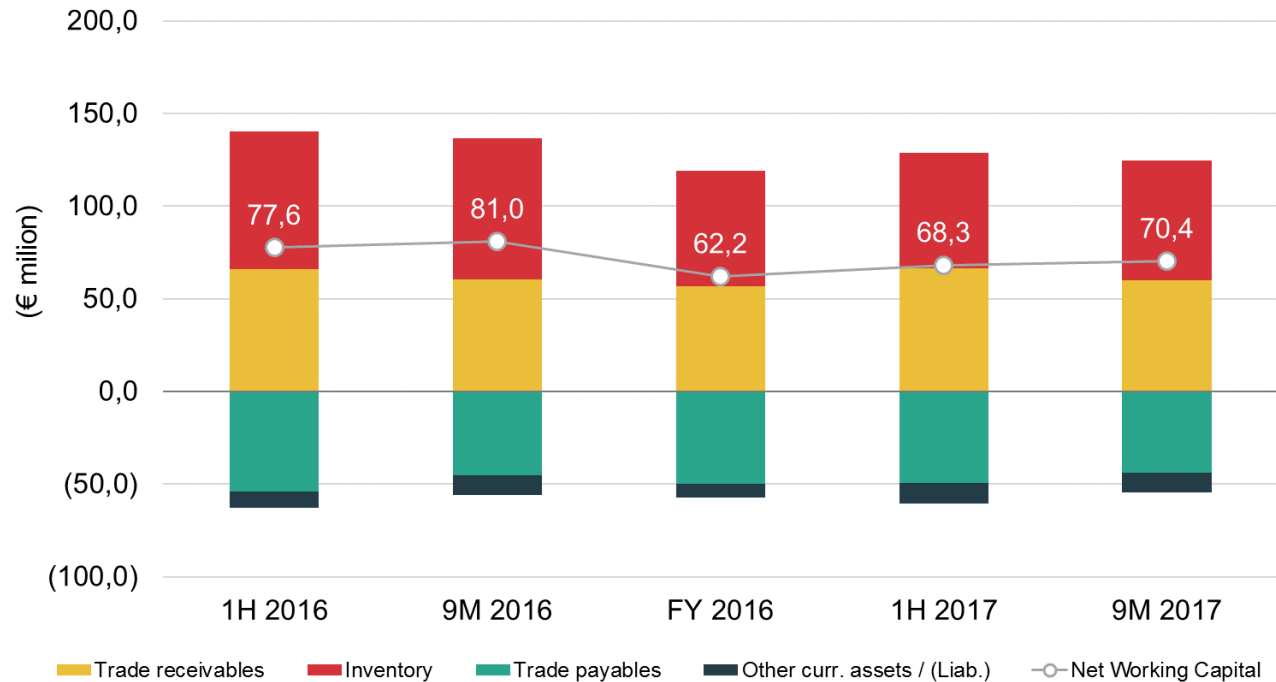
# Profit & Loss

€m	9M 2017	%	9M 2016	%	Δ %
<b>Revenues</b>	<b>242,8</b>	<b>100,0%</b>	<b>230,0</b>	<b>100,0%</b>	<b>5,5%</b>
Cost of goods sold	(112,2)	-46,2%	(108,0)	-46,9%	
<b>Gross Profit</b>	<b>130,6</b>	<b>53,8%</b>	<b>122,1</b>	<b>53,1%</b>	<b>7,0%</b>
Industrial costs	(6,8)	-2,8%	(7,7)	-3,3%	
Marketing costs	(7,1)	-2,9%	(6,3)	-2,7%	
Trade costs	(10,6)	-4,4%	(11,1)	-4,8%	
General costs	(18,4)	-7,6%	(19,1)	-8,3%	
Personnel costs	(47,3)	-19,5%	(43,4)	-18,9%	
<b>Total Operating Costs</b>	<b>(90,3)</b>	<b>-37,2%</b>	<b>(87,5)</b>	<b>-38,1%</b>	
<b>EBITDA</b>	<b>40,3</b>	<b>16,6%</b>	<b>34,5</b>	<b>15,0%</b>	<b>16,7%</b>
Depreciation and amortisation	(7,5)	-3,1%	(13,7)	-6,0%	
<b>EBIT</b>	<b>32,8</b>	<b>13,5%</b>	<b>20,8</b>	<b>9,0%</b>	
<b>EBIT adjusted (1)</b>	<b>32,8</b>	<b>13,5%</b>	<b>27,6</b>	<b>12,0%</b>	<b>19,0%</b>
Financial management and other cost:	(3,9)	-1,6%	(2,5)	-1,1%	
<b>Pre-tax profit</b>	<b>28,9</b>	<b>11,9%</b>	<b>18,3</b>	<b>8,0%</b>	
Taxes	(10,1)	-4,2%	(8,8)	-3,8%	
<b>Net profit/loss</b>	<b>18,8</b>	<b>7,7%</b>	<b>9,5</b>	<b>4,1%</b>	
<b>Net profit/loss adjusted (1)</b>	<b>18,8</b>	<b>7,7%</b>	<b>14,4</b>	<b>6,3%</b>	<b>29,9%</b>
Profit/Loss attributable to non-controlli	0,4	0,2%	0,2	0,1%	
<b>Group net profit/loss</b>	<b>18,3</b>	<b>7,5%</b>	<b>9,3</b>	<b>4,0%</b>	
<b>Group net profit/loss adjusted (2)</b>	<b>18,3</b>	<b>7,5%</b>	<b>14,2</b>	<b>6,2%</b>	<b>28,6%</b>

<sup>1</sup> As at 30 September 2016, the adjustment was 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 4.8 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 1.9 million.

# Working Capital



## Working Capital / LTM Net Sales equivalent

26.3%

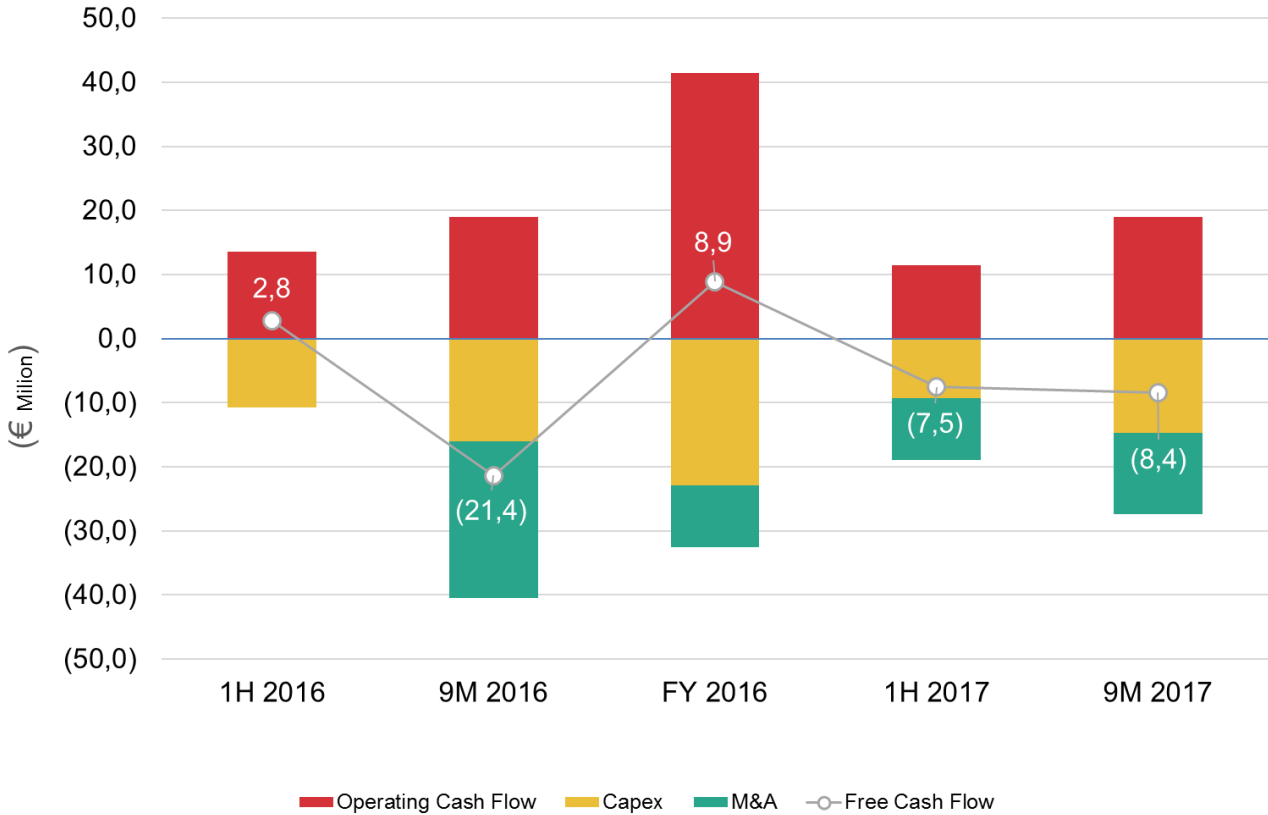
25.2%

19.4%

21.3%

21.9%

# Free Cash Flow



# Statement of Financial Position

€m	9M 2017	FY 2016	9M 2016
Intangible assets	110,8	114,0	112,9
Tangible assets	57,3	51,2	48,7
Other fixed assets	10,7	13,0	15,9
<b>Fixed Assets</b>	<b>178,7</b>	<b>178,2</b>	<b>177,5</b>
Trade receivables	60,0	56,7	60,7
Inventory	64,7	62,6	76,2
Trade payables	(43,9)	(49,9)	(45,1)
Other curr. assets / (Liab.)	(10,4)	(7,3)	(10,7)
<b>Net Working Capital</b>	<b>70,4</b>	<b>62,2</b>	<b>81,0</b>
<b>Severance and other funds</b>	<b>(18,1)</b>	<b>(28,1)</b>	<b>(22,5)</b>
<b>Net Invested Capital</b>	<b>231,0</b>	<b>212,3</b>	<b>236,0</b>
Shareholders' equity	217,5	219,4	211,6
Minorities	(0,8)	(1,2)	(1,5)
<b>Total Shareholders' Equity</b>	<b>216,7</b>	<b>218,2</b>	<b>210,1</b>
Cash & cash equivalents	(47,3)	(70,6)	(52,4)
Financial assets	(3,8)	(4,8)	(4,8)
Total debt	65,5	69,4	83,0
<b>Net Debt</b>	<b>14,3</b>	<b>(5,9)</b>	<b>25,9</b>
<b>Net Capital Employed</b>	<b>231,0</b>	<b>212,3</b>	<b>236,0</b>



# Cash Flow Statement

€m	9M 2017	FY 2016	9M 2016
Net profit	18,8	13,4	9,5
D&A and other non cash items	10,2	16,0	12,1
Change in Net Working Capital	(9,9)	12,1	(2,6)
<b>Operating Cash Flow</b>	<b>19,0</b>	<b>41,5</b>	<b>19,0</b>
Capex	(14,7)	(22,8)	(16,1)
<b>Operating Free Cash Flow</b>	<b>4,3</b>	<b>18,6</b>	<b>3,0</b>
M&A	(12,7)	(9,7)	(24,3)
<b>Free Cash Flow</b>	<b>(8,4)</b>	<b>8,9</b>	<b>(21,4)</b>
Dividend paid out	(11,1)	(7,8)	(7,8)
Net Financial Position of the acquired companies	0,0	(0,3)	0,1
Other	(0,7)	4,6	2,6
<b>Subtotal</b>	<b>(11,8)</b>	<b>(3,5)</b>	<b>(5,1)</b>
<b>Variation of Net Financial Position</b>	<b>(20,2)</b>	<b>5,4</b>	<b>(26,4)</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>(14,3)</b>	<b>5,9</b>	<b>(25,9)</b>

# 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.

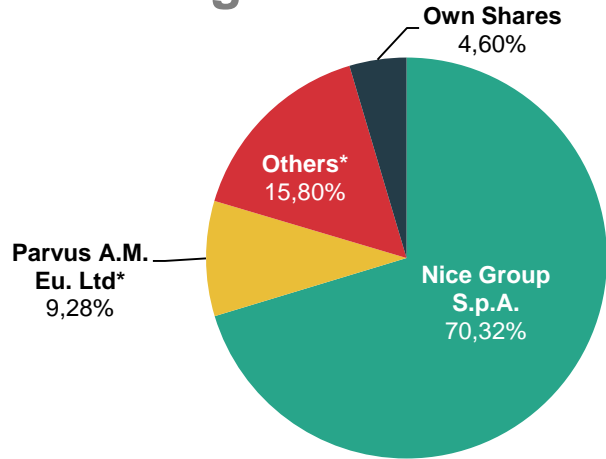
Growth in core markets.

## Further Actions

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

# The Group Structure (situation as at 30/09/2017)

## Shareholding

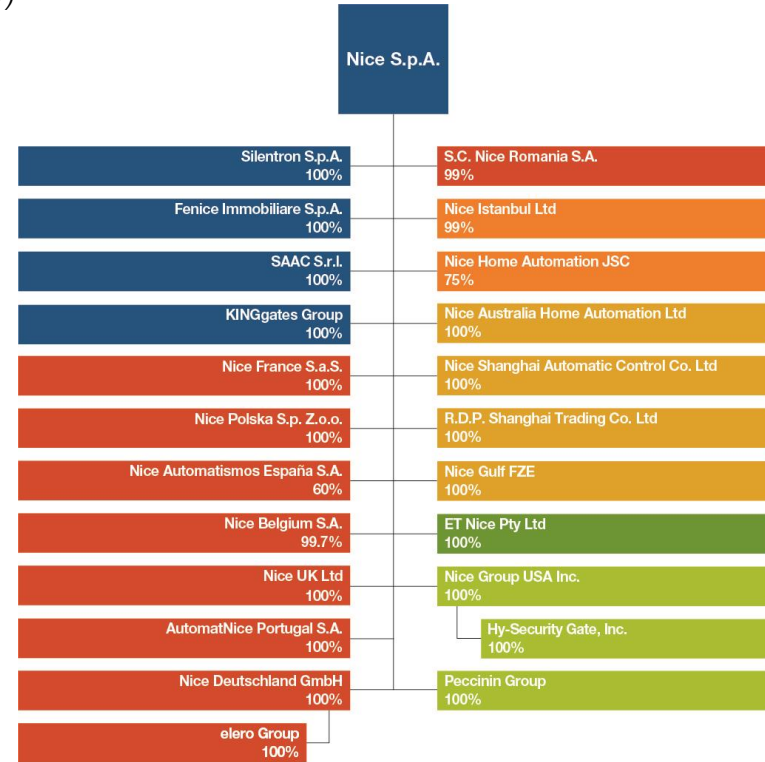


\* Free Float

## 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 30/09/2017  
**€ 3.69**

Market Capitalization  
**€ 428m**

Italian Stock Exchange  
**STAR segment**

Specialist  
**UBI BANCA**

### Investor Relator Contact

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(1) From 01/01/2017 to 30/09/2017 Source: Bloomberg

Financial Overview  
November 2017, 14<sup>th</sup>

**Thank you**

TheNiceGroup



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