

Informazione Regolamentata n. 20053-23-2019

Data/Ora Ricezione 15 Maggio 2019 18:51:05

MTA - Star

Societa' : TINEXTA S.p.A.

Identificativo : 118619

Informazione

Regolamentata

Nome utilizzatore : TINEXTANSS01 - KAY

Tipologia : 3.1

Data/Ora Ricezione : 15 Maggio 2019 18:51:05

Data/Ora Inizio : 15 Maggio 2019 18:51:06

Diffusione presunta

Oggetto : First Three Months of 2019 results

Testo del comunicato

Vedi allegato.



#### **PRESS RELEASE**

Tinexta: Excellent Results in the First Three Months of 2019<sup>1</sup>

Results approved as at 31 March 2019<sup>2</sup>

• Revenues: €59.7 million (+ 15.8%)

• EBITDA: €14.4 million (+ 41.4%)

• Net income: €6.0 million (+ 51.9%)

Free Cash Flow grows robustly: €17.9 million (+ 67.8%)

• Net Financial Indebtedness: €132.3 million, of which €14.7 million due to the adoption of IFRS 16 (€124.9 million at 31/12/18)

# 2019 Targets Confirmed

**Rome, 15 May 2019.** The Board of Directors of **Tinexta S.p.A**., active in the services of *Digital Trust, Credit Information and Management and Innovation and Marketing Services*, approved the Interim Report on Operations at 31 March 2019, which highlights a positive progression of Group Results, solid revenue growth as well as a robust expansion of *Free cash flow*.

The Chairman **Enrico Salza** commented "Tinexta Group continues to record positive results, pursuing a project of solid and balanced growth."

CEO **Pier Andrea Chevallard** added, "The results of the first three months of 2019 are very positive. All three Business units contributed to the strong growth of EBITDA and the solid cash generation."

#### **CONSOLIDATED GROUP ECONOMIC RESULTS AT 31 MARCH 2019**

Following is the table of the Income Statement with the detail of the items of First Quarter 2019 compared with the same period of the previous year:

<sup>&</sup>lt;sup>1</sup> From 1 January 2019 the Group adopted the IFRS 16 "Leasing" accounting principle which resulted in changes in accounting policies and in some cases adjustments to the amounts recorded in the Balance Sheet. The comparative data of 2018 have not been re-determined while the data from the period under review are affected by the application of the aforementioned principle. In order to ensure effective comparability with the economic, patrimonial and financial results of 2018, the effects on comparative analyses arising from the application of the IFRS 16 principle adopted from 1 January 2019 are illustrated.

 $<sup>^2</sup>$  The comparative data of First Quarter 2018 were redetermined in relation to the completion in Fourth Quarter 2018 of the activities to identify the fair value of the assets and liabilities of Warrant Hub S.p.A. and its subsidiaries, fully consolidated from 1 December 2017.



| Consolidated Income Statement (€ '000s)               | 1st<br>Quarter<br>2019 | %      | 1st<br>Quarter<br>2018 | %      | Change | of which<br>change<br>for<br>IFRS 16 | Change % | of which<br>change %<br>for<br>IFRS 16 |
|---|------------------------|--------|------------------------|--------|--------|--------------------------------------|----------|--|
| Revenues  | 59,735                 | 100.0% | 51,601                 | 100.0% | 8,133  | 0                                    | 15.8%    | 0.0%                                   |
| <b>Total Operating Costs</b>                          | 45,285                 | 75.8%  | 41,380                 | 80.2%  | 3,905  | -822                                 | 9.4%     | -2.0%                                  |
| Costs of raw materials                                | 1,694                  | 2.8%   | 1,702                  | 3.3%   | -7     | 0                                    | -0.4%    | 0.0%                                   |
| Service costs   | 19,606                 | 32.8%  | 17,830                 | 34.6%  | 1,776  | -760                                 | 10.0%    | -4.3%                                  |
| Personnel costs                                       | 21,265                 | 35.6%  | 18,719                 | 36.3%  | 2,547  | -62                                  | 13.6%    | -0.3%                                  |
| Contract costs  | 2,146                  | 3.6%   | 2,717                  | 5.3%   | -571   | 0                                    | -21.0%   | 0.0%                                   |
| Other operating costs                                 | 573                    | 1.0%   | 412                    | 0.8%   | 161    | 0                                    | 39.0%    | 0.0%                                   |
| EBITDA  | 14,450                 | 24.2%  | 10,222                 | 19.8%  | 4,228  | 822                                  | 41.4%    | 8.0%                                   |
| Depreciation, amortisation, provisions and impairment | 5,109                  | 8.6%   | 3,846                  | 7.5%   | 1,263  | 799                                  | 32.8%    | 20.8%                                  |
| Operating profit                                      | 9,340                  | 15.6%  | 6,375                  | 12.4%  | 2,965  | 23                                   | 46.5%    | 0.4%                                   |
| Financial income                                      | 176                    | 0.3%   | 24                     | 0.0%   | 152    | 0                                    | 637.4%   | 0.0%                                   |
| Financial charges                                     | 659                    | 1.1%   | 587                    | 1.1%   | 72     | 85                                   | 12.2%    | 14.5%                                  |
| Profit of equity-accounted investments                | 29                     | 0.0%   | 31                     | 0.1%   | -2     | 0                                    | -6.1%    | 0.0%                                   |
| Profit before tax                                     | 8,886                  | 14.9%  | 5,843                  | 11.3%  | 3,043  | -62                                  | 52.1%    | -1.1%                                  |
| Income taxes  | 2,907                  | 4.9%   | 1,906                  | 3.7%   | 1,000  | -17                                  | 52.5%    | -0.9%                                  |
| Net profit  | 5,979                  | 10.0%  | 3,936                  | 7.6%   | 2,043  | -45                                  | 51.9%    | -1.1%                                  |

The Tinexta Group closed First Quarter 2019 with **Revenues** of **€59.7 million**, growing **15.8%** compared to First Quarter 2018. The organic growth in Revenues was equal to 10.2%, while 5.5% is attributable to the variation of the perimeter.

**EBITDA** amounted to € **14.4 million** with a growth of €4.2 million (**+41.4%**). The increase is attributable to an organic variation of 28.6%, the variation in the perimeter of 4.8% and the application of IFRS 16 for 8.0%. The **EBITDA margin** increased from 19.8% in First Quarter 2018 to **24.2%.** This improvement is due to the mix of sales, careful cost control and, to a residual extent, the effect of adopting the IFRS16 principle introduced from 2019 onwards. Net of the effects of IFRS 16, the EBITDA margin for First Quarter 2019 would have amounted to 22.8%.

The line item **Depreciation, amortisation, provisions and impairment**, which evidences a total of **€5.1 million** (**€3.8** million in First Quarter 2018) relates to **€1.4** million for depreciation of intangible assets that were identified in the allocation of the *excess cost* paid in business combinations, mainly by Innolva, Visura, Co. Mark and Warrant Hub. The increase of the entry was impacted by the adoption of the IFRS 16 principle, which resulted in the detection of depreciation on the rights of use recorded for **€** 0.8 million.

**Income taxes** are estimated to equal €2.9 million, a *tax rate* of **32.7%**, in line with the same period of the previous year (32.6%).

Net profit amounted to € 6.0 million, up 51.9% compared to First Quarter 2018.

The following table shows the economic results net of non-recurring components.



| Summary income statement net of non-recurring items (€ '000s) | 1st<br>Quarter<br>2019 | %      | 1st<br>Quarter<br>2018 | %      | Change | of which<br>change<br>for<br>IFRS 16 | Change % | of which<br>change %<br>for<br>IFRS 16 |
|---|------------------------|--------|------------------------|--------|--------|--------------------------------------|----------|--|
| Revenues  | 59,735                 | 100.0% | 51,601                 | 100.0% | 8,133  | -                                    | 15.8%    | 0.0%                                   |
| EBITDA  | 14,895                 | 24.9%  | 10,222                 | 19.8%  | 4,673  | 822                                  | 45.7%    | 8.0%                                   |
| Operating profit  | 9,785                  | 16.4%  | 6,375                  | 12.4%  | 3,410  | 23                                   | 53.5%    | 0.4%                                   |
| Net profit  | 6,076                  | 10.2%  | 3,936                  | 7.6%   | 2,140  | -45                                  | 54.4%    | -1.1%                                  |

Net of non-recurring components, EBITDA grew by 45.7%, the Operating profit by 53.5% and Net profit by 54.4%.

Non-recurring operating costs for €0.445 million were recorded, of which €0.255 million for charges linked to the implementation of the new group operating model. Non-recurring financial income for 0.148 million was recorded for the proceeds received from the sale of a minority shareholding.

Non-recurring income of €0.201 million is recorded in non-recurring taxes, of which €0.88 million deriving from the so-called "Patent Box" benefit.

#### **RESULTS BY BUSINESS SEGMENT**

Growth Dynamics per business segment are shown in the following table that reports Revenues and EBITDA compared with the same period of the previous year, net of non-recurring components.

| Abbreviated Income Statement by                      | 1st             | EBITDA %               | 1st             | EBITDA %               |        | of which                 |        | Ch      | ange %  |           |
|--|-----------------|------------------------|-----------------|------------------------|--------|--------------------------|--------|---------|---------|-----------|
| business segment net of nonrecurring items (€ '000s) | Quarter<br>2019 | 1st<br>Quarter<br>2019 | Quarter<br>2018 | 1st<br>Quarter<br>2018 | Change | change<br>for<br>IFRS 16 | Total  | IFRS 16 | Organic | Perimeter |
| Revenues   |                 |                        |                 |                        |        |                          |        |         |         |           |
| Digital Trust  | 25,192          |                        | 21,755          |                        | 3,438  | 0                        | 15.8%  | 0.0%    | 9.5%    | 6.3%      |
| Credit Information & Management                      | 19,364          |                        | 18,423          |                        | 941    | 0                        | 5.1%   | 0.0%    | -3.1%   | 8.2%      |
| Innovation & Marketing Services                      | 15,178          |                        | 11,423          |                        | 3,755  | 0                        | 32.9%  | 0.0%    | 32.9%   | 0.0%      |
| Other segments (Parent Company)                      | 0               |                        | 0               |                        | 0      | 0                        | 0      | 0.0%    | 0.0%    | 0.0%      |
| Total Revenues                                       | 59,735          |                        | 51,601          |                        | 8,133  | 0                        | 15.8%  | 0.0%    | 10.2%   | 5.5%      |
| EBITDA   |                 |                        |                 |                        |        |                          |        |         |         |           |
| Digital Trust  | 5,984           | 23.8%                  | 4,894           | 22.5%                  | 1,089  | 385                      | 22.3%  | 7.9%    | 10.1%   | 4.3%      |
| Credit Information & Management                      | 5,289           | 27.3%                  | 4,068           | 22.1%                  | 1,221  | 190                      | 30.0%  | 4.6%    | 15.6%   | 9.8%      |
| Innovation & Marketing Services                      | 5,927           | 39.0%                  | 2,882           | 25.2%                  | 3,045  | 213                      | 105.7% | 7.4%    | 98.3%   | 0.0%      |
| Other segments (Parent Company)                      | -2,305          | n.a.                   | -1,622          | n.a.                   | -683   | 35                       | -42.1% | 2.1%    | -44.2%  | 0.0%      |
| Total EBITDA   | 14,895          | 24.9%                  | 10,222          | 19.8%                  | 4,673  | 822                      | 45.7%  | 8.0%    | 31.7%   | 6.0%      |

## **Digital Trust**

The revenues of the *Digital Trust* segment amounted to €25.2 million with an increase of 15.8% compared to First Quarter 2018. The increase is derived from organic growth of 9.5% and an increase of 6.3% due to perimeter variation. The variation of the perimeter is due to the full consolidation of Camerfirma and Camerfirma Peru starting from 1 May 2018.



The EBITDA of the segment amounted to €6.0 million. The increase over EBITDA in First Quarter 2018 is 22.3%. Organic growth amounts to 10.1%, while the contribution of Camerfirma and Camerfirma Peru, for the aforementioned variation of the perimeter, is equal to 4.3%. The adoption of IFRS 16 principle from 1 January 2019 resulted in a positive variation compared with First Quarter 2018 equal to 7.9%. In percentage terms, the EBITDA *margin* equaled 23.8%, up compared to the same period of the previous year (22.5%). Net of the effects of the adoption of IFRS 16 the margin would have been in line with the prior year (22.2%).

### **Credit Information & Management**

In the segment of *Credit Information & Management* revenues amounted to €19.4 million. Compared to the first quarter of the previous year there was an increase of 5.1%, consisting of an organic reduction of 3.1% and an increase of 8.2% due to the perimeter variation, following the consolidation of Comas and Webber from 1 July 2018, of Promozioni Servizi from the 1st November 2018 and the deconsolidation from June 2018 of Creditreform Assicom Ticino (today Creditreform GPA Ticino).

EBITDA equaled €5.3 million, an increase of 30.0% compared to First Quarter 2018; organic growth was 15.6%, while the perimeter variation generated an increase of 9.8%. The EBITDA margin was 27.3%, up compared to the same period of the previous year (22.1%), net of the effect of the adoption of IFRS 16 the margin was still higher (26.3%).

Despite an extremely competitive market, which resulted in an organic reduction in revenues the *Credit Information and Management* segment thanks to a careful policy of cost control contributed to Group results with positive results in terms of EBITDA.

#### **Innovation and Marketing Services**

The revenues of the *Innovation and Marketing Services* segment amounted to €15.2 million, with an increase compared with First Quarter 2018 equal to 32.9%.

The EBITDA of the segment equaled €5.9 million. The increase over EBITDA in the previous year is 105.7% with organic growth of 98.3%. The EBITDA margin was 39.0%, growing compared to First Quarter 2018 (25.2%), while net of the impact of IFRS 16 it was still higher (37.6%).

The segment's performance in this quarter is mainly due to the revenues of the innovation consultancy (tax credit and hyper-amortization) that continue the trend of Fourth Quarter 2018.

### **Group Net Financial Indebtedness**

The Group's Net Financial Indebtedness amounted to €132.3 million at 31 March 2019. The Net Financial Indebtedness as at 31 March 2019 includes: €62.8 million of liabilities related to the acquisition of minority shares subject to the exercise of put options, liabilities for contingent considerations linked to acquisitions for €1.2 million and liabilities for delayed payment (Vendor loans) granted by sellers of €8.2 million.



| Net Financial Indebtedness at 31/12/2018 | 124,946 |
|--|---------|
| Free Cash Flow                           | -17,927 |
| FTA IFRS 16                              | 15,034  |
| Dividends approved                       | 5,665   |
| Adjustment for put options               | 3,776   |
| Net financial (income) charges           | 631     |
| New leasing contracts                    | 237     |
| Sales of minority participations         | -150    |
| Other residual                           | 136     |
| Net Financial Indebtedness at 31/03/2019 | 132,348 |

The Free Cash Flow generated in the period was €17.9 million. Net cash and cash equivalents generated by operations amounted to €20.9 million net of €3 million absorbed by investments in property, plant and equipment and intangible assets. Free Cash Flow grew 67.8% compared to First Quarter 2018 (€10.7 million).

The adoption of IFRS 16 starting from 1 January 2019 resulted in the recognition of financial liabilities for leasing of €15 million. In First Quarter 2019, the new leasing contracts entered into equalled €0.2 million.

## **IMPORTANT EVENTS FOLLOWING THE CLOSURE OF FIRST QUARTER 2019**

After the closure of First Quarter 2019 Tinexta received notice of the exercise of the options by the minority shareholders of three subsidiaries:

- on 19 April 2019 the exercise of the *Put* option on 11.875% of the capital of **RE Valuta S.p.A**.
  was communicated by the minority partner. The definition of the price according to the
  contractual terms is underway. Following the exercise of the option Tinexta will be holder of
  95% of RE Valuta;
- on 30 April 2019, the options on 20.25% of the capital of Warrant Hub S.p.A. were exercised. As a consequence, Tinexta holds 90.25% of the share capital of Warrant Hub. The compensation for the purchase of 9.75% of the capital was equal to €14.9 million. The purchase of the additional 10.5% of the capital was paid in the same date an amount of €8.0 million (calculated on 50% of the shares acquired) and for the remaining quota another amount will be paid in 2020 on the basis of results of 2019 applying a multiple on the annual EBITDA of the consolidated balance sheet of Warrant Hub in the light of the net financial position and in relation to the recorded growth rates. The options on the remainder of capital may be exercised in 2020.
- on 7 May 2019 Tinexta received notice of the exercise of the put option on 10% of the capital
  of Co. Mark S.p.A. by the minority shareholders. Activities are underway for the definition
  of the price according to the contractual terms; following the exercising Tinexta will be the
  owner of 100% of the company.

It should be noted that on 27 March 2019 Tinexta received notice of the exercise of the Put option on 40% of the capital of **Visura S.p.A**. by the minority shareholders. Activities are underway for the definition of the price according to the contractual terms, following the exercising Tinexta will be the owner of 100% of the company.



Furthermore, it is noted that Visura has recently incurred a cyber attack which required undertaking precautionary measures on circa 13% of the Certified Electronic Post (CEP) accounts sold by the same, aimed at restoring operations and guaranteeing the security of the services rendered. The appropriate in-depth investigations are in progress and the necessary reports have been made to the competent authorities.

#### **OUTLOOK**

Tinexta S.p.A. confirms its objectives of:

- o consolidate the leadership in the Digital Trust in the European market;
- develop an innovative offer with digital marketing services/products, digital transformation and cyber security;
- o implement a new organizational model, to strengthen the support to the business and seize all the opportunities of growth offered by the presence in several markets.

In light of the positive progress of the first quarter, TINEXTA confirms 2019 objectives in line with the guidance already communicated on 12 March 2019:

- Revenues exceeding €250 million;
- EBITDA between €68 and 70 million.

\* \* \* \* \*

The Manager in charge of drafting the corporate accounting documents declares, according to the effects of art. 154-bis, paragraph 2 of the TUF, that the information contained in this statement corresponds to the documentary findings, books and accounting records.

\* \* \* \* \*

The Interim Report on Operations at 31 March 2019 will be made available to the public within the legal terms, at the company's registered office – Piazza Sallustio, 9, 00187 Rome, on the authorized storage mechanism and Market STORAGE (<a href="www.emarketstorage.com">www.emarketstorage.com</a>) and on the company's website: <a href="http://www.tinexta.com/en\_GB/bilanci-relazioni-presentazioni">http://www.tinexta.com/en\_GB/bilanci-relazioni-presentazioni</a> in the Financial Reports and Presentations section.

# **CONFERENCE CALL**

Investors and analysts are invited to participate in the Conference Call set for tomorrow, 16 May 2019 at 10:00 (CET)/9:00 (GMT) to understand more in depth the Interim report at 31 March 2019. The numbers to call are: Italy: +39 02 805 8811; UK: +44 121 281 8003 USA: USA +1 718 705 8794. Digital playback numbers: +39 02 72495, +44 1 212 818 005, +1718 705 8797; Access code: 871#. For further information please contact the Investor Relations Office.

Annex: Prospectuses \* at 31st March 2019 of the Consolidated Income Statement, the Consolidated Balance Sheet, the Group's Net Financial Indebtedness and the Consolidated Statement of Cash Flows

### **TINEXTA S.p.A.**



Tinexta S.p.A., listed on the STAR segment of the Milan Stock Exchange, reported the following Consolidated results at 31 December 2018: Revenues of €239.6 million, EBITDA of €66.0 million and Net Profit of €33.1 million. Tinexta Group is one of the leading operators in Italy in its three areas of business: Digital Trust, Credit Information & Management and Innovation and Marketing Services. The Digital Trust Business Unit delivers, through InfoCert, Visura, Sixtema and the Spanish company Camerfirma, products and services for digitization, electronic invoicing, certified e-mail (PEC) and digital signature as well as services for professionals, associations and SMEs. InfoCert acquired in December 2018 a 50% stake in LuxTrust, a strategic joint venture to grow in the Digital Trust sector in Europe. In the Credit Information and Management Business Unit, Innolva and its subsidiaries offer services to support decision making such as corporate financial statements and real estate information, aggregate reports, synthetic ratings, decision models, credit ratings and credit recovery, while ReValuta offers primarily real estate appraisals and evaluations. In the Innovation and Marketing Services Business Unit, Warrant Hub is a leader in consultancy to obtain subsidized financing and undertake industrial innovation while Co.Mark furnishes Temporary Export Management consultancy to SMEs to assist their commercial expansion. At 31 December 2018, Tinexta Group personnel numbered 1,294 employees.

Sito web: www.tinexta.com, Stock ticker: TNXT, ISIN Code IT0005037210

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Consolidated Statement of Profit/(Loss) and Other comprehensive income

|   |      | three m | onths ended 31 Marc |
|---|------|---------|---------------------|
| € ′000s   | 2019 |         | 2018 <sup>3</sup>   |
| Revenues  |      | 59,735  | 51,60               |
| - of which vs related parties   |      | 0       | 58                  |
| Costs of raw materials  |      | 1,694   | 1,70                |
| Service costs   |      | 19,606  | 17,83               |
| - of which vs related parties   |      | 262     | 32                  |
| - of which non-recurring  |      | 321     |                     |
| Personnel costs   |      | 21,265  | 18,71               |
| - of which non-recurring  |      | 124     |                     |
| Contract costs  |      | 2,146   | 2,71                |
| Other operating costs   |      | 573     | 41                  |
| - of which vs related parties   |      | 0       |                     |
| Amortisation and depreciation   |      | 4,556   | 3,32                |
| Provisions  |      | 0       |                     |
| Impairment  |      | 554     | 52                  |
| Total costs   |      | 50,394  | 45,22               |
| OPERATING PROFIT  |      | 9,340   | 6,37                |
| Financial income  |      | 176     | 2                   |
| - of which non-recurring  |      | 148     |                     |
| Financial charges   |      | 659     | 58                  |
| - of which vs related parties   |      | 153     | 12                  |
| Net financial income (charges)  |      | -483    | -56                 |
| Share of profit of equity-accounted investments, net of tax                         |      | 29      | 3                   |
| PROFIT BEFORE TAX   |      | 8,886   | 5,84                |
| Income taxes  |      | 2,907   | 1,90                |
| - of which non-recurring  |      | -201    |                     |
| NET PROFIT FROM CONTINUING OPERATIONS   |      | 5,979   | 3,93                |
| Profit (loss) from discontinued operations  |      | 0       |                     |
| NET PROFIT  |      | 5,979   | 3,93                |
| Other components of the comprehensive income statement                              |      |         |                     |
| Components that will never be reclassified to profit or loss                        |      |         |                     |
| Total components that will never be reclassified to profit or loss                  |      | 0       |                     |
| Components that are or may be later reclassified to profit or loss:                 |      |         |                     |
| Exchange rate differences from the translation of foreign financial statements      |      | 8       | -                   |
| Profits (losses) from measurement at fair value of derivative financial Instruments |      | -2      | 1                   |
| Equity-accounted investees - share of OCI   |      | 1       |                     |
| Tax effect  |      |         |                     |
|   |      | 1       | -                   |
| Total components that are or may be later reclassified to profit (loss)             |      | 8       | 1                   |
| Total other components of comprehensive income, net of tax                          |      | 8       | 1                   |
| Total comprehensive income for the period   |      | 5,987   | 3,94                |
| Net profit attributable to:   |      |         |                     |
| Group   |      | 5,843   | 3,84                |
| Minority interests  |      | 136     | 9                   |
| Total comprehensive income for the period attributable to:                          |      |         |                     |
| Group   |      | 5,847   | 3,85                |
| Minority interests  |      | 140     | 9                   |
| Earnings per share  |      |         |                     |
| Basic earnings per share (Euro)   |      | 0.12    | 0.0                 |
| Diluted earnings per share (Euro)   |      | 0.12    | 0.0                 |

<sup>&</sup>lt;sup>3</sup> The comparative data for 1st Quarter 2018 were restated for the completion during the last quarter of 2018 of the activities to identify the fair values of the assets and liabilities of Warrant Hub S.p.A. and its subsidiaries, consolidated on a line-by-line basis from 1 December 2017.



# Consolidated Statement of Financial Position

| € '000s  | 31/03/2019   | 31/12/2018   |
|--|--------------|--------------|
| ASSETS   | 31, 33, 2313 | 31, 12, 2010 |
| Property, plant and equipment                                      | 22,497       | 8,232        |
| Intangible assets and goodwill                                     | 270,062      | 270,536      |
| Investment property  | 590          | 594          |
| Equity-accounted investments                                       | 12,563       | 12,533       |
| Other investments  | 22           | 24           |
| Other financial assets, excluding derivative financial instruments | 1,227        | 1,123        |
| - of which vs Related parties                                      | 0            | . 8          |
| Derivative financial instruments                                   | 30           | 30           |
| Deferred tax assets  | 6,745        | 6,677        |
| Trade and other receivables  | 810          | 830          |
| Contract cost assets   | 5,353        | 5,000        |
| NON-CURRENT ASSETS   | 319,899      | 305,579      |
| Inventories  | 1,129        | 1,344        |
| Other financial assets, excluding derivative financial instruments | 8,860        | 8,186        |
| Current tax assets   | 1,615        | 4,519        |
| - of which vs Related parties                                      | 458          | 458          |
| Trade and other receivables  | 78,952       | 86,321       |
| - of which vs Related parties                                      | 34           | 44           |
| Contract assets  | 7,233        | 6,145        |
| Contract cost assets   | 1,899        | 1,556        |
| Cash and cash equivalents  | 39,988       | 35,136       |
| Assets held for sale   | 199          | 199          |
| CURRENT ASSETS   | 139,875      | 143,407      |
| TOTAL ASSETS   | 459,774      | 448,986      |
| EQUITY AND LIABILITIES   |              |              |
| Share capital  | 46,890       | 46,890       |
| Reserves   | 91,761       | 94,899       |
| Shareholders' Equity attributable to the Group                     | 138,651      | 141,789      |
| Minority interests   | 3,440        | 3,757        |
| TOTAL SHAREHOLDERS' EQUITY   | 142,091      | 145,545      |
| LIABILITIES  |              |              |
| Provisions   | 1,883        | 1,945        |
| Employee benefits  | 11,055       | 11,353       |
| Financial liabilities, excluding derivative financial instruments  | 83,809       | 70,667       |
| - of which vs related parties                                      | 1,929        | 0            |
| Derivative financial instruments                                   | 258          | 217          |
| Deferred tax liabilities   | 16,091       | 16,508       |
| Trade and other payables   | 0            | 0            |
| Contract liabilities   | 8,512        | 8,395        |
| NON-CURRENT LIABILITIES  | 121,609      | 109,084      |
| Provisions   | 186          | 186          |
| Employee benefits  | 1,956        | 1,488        |
| Financial liabilities, excluding derivative financial instruments  | 97,126       | 97,380       |
| - of which vs related parties                                      | 25,993       | 25,252       |
| Derivative financial instruments                                   | 3            | 3            |
| Trade and other payables   | 52,603       | 53,318       |
| - of which vs related parties                                      | 119          | 274          |
| Contract liabilities   | 42,328       | 40,587       |
| Deferred income  | 728          | 690          |
| Current tax liabilities  | 1,143        | 704          |
| CURRENT LIABILITIES  | 196,073      | 194,356      |
| TOTAL LIABILITIES  | 317,683      | 303,441      |
| TOTAL EQUITY AND LIABILITIES                                       | 459,774      | 448,986      |
|  | :55)114      |              |



# Statement of Net Financial Position of Tinexta S.p.A

#### € '000s

|   | 31/03/2019 | 31/12/2018 | Change  | %      |
|---|------------|------------|---------|--------|
| A Cash  | 39,982     | 35,117     | 4,865   | 13.9%  |
| B Cash equivalents                                  | 6          | 19         | -13     | -67.6% |
| D Liquid assets (A+B)                               | 39,988     | 35,136     | 4,852   | 13.8%  |
| E Current financial receivables                     | 8,860      | 8,186      | 674     | 8.2%   |
| F Current bank debt                                 | -2,244     | -8,113     | 5,869   | -72.3% |
| G Current portion of non-current debt               | -12,798    | -12,018    | -779    | 6.5%   |
| H Other current financial debt                      | -82,087    | -77,252    | -4,835  | 6.3%   |
| I Current financial debt (F+G+H)                    | -97,129    | -97,384    | 255     | -0.3%  |
| J Net current financial indebtedness (D+E+I)        | -48,280    | -54,062    | 5,781   | -10.7% |
| K Non-current bank debt                             | -49,489    | -45,706    | -3,783  | 8.3%   |
| L Other non-current financial debt                  | -34,579    | -25,178    | -9,401  | 37.3%  |
| M Non-current financial debt (K+L)                  | -84,068    | -70,884    | -13,184 | 18.6%  |
| N Net financial position (indebtedness) (J+M) (*)   | -132,348   | -124,946   | -7,402  | 5.9%   |
| O Other non-current financial assets                | 1,257      | 1,152      | 105     | 9.1%   |
| P Total net financial position (indebtedness) (N+O) | -131,091   | -123,793   | -7,298  | 5.9%   |

<sup>(\*)</sup> Net financial indebtedness computed in accordance with the provisions of Consob Communication no. 6064293 of 28 July 2006 and consistent with the ESMA/2013/319 Recommendation



## Consolidated Statement of Cash Flows

| Consolidated Statement of Cash Flows   |                      |                |
|--|----------------------|----------------|
| € ′000s  | Three months ended 3 | 1 March        |
|  | 2019                 | 2018           |
| Cash flows from operations   |                      |                |
| Net profit   | 5,979                | 3,936          |
| Adjustments for:   |                      |                |
| - Depreciation of property, plant and equipment  | 1,635                | 746            |
| - Amortisation of intangible assets  | 2,916                | 2,574          |
| - Depreciation of investment property  | 4                    | 0              |
| - Write-downs (Revaluations)   | 554                  | 527            |
| Provisions   | 0                    | 0              |
| - Contract costs   | 2,146                | 2,717          |
| - Net financial charges (income)   | 483                  | 563            |
| - of which vs Related parties  | 153                  | 123            |
| - Share of profit of equity-accounted investments                                      | -29                  | -31            |
| - Income taxes   | 2,907                | 1,906          |
| Changes in:  |                      |                |
| - Inventories  | 215                  | 821            |
| - Contract cost assets   | -2,841               | -5,681         |
| - Trade and other receivables and Contract assets                                      | 5,715                | 200            |
| - of which vs Related parties  | 10                   | 73             |
| - Trade and other payables   | -715                 | 1,471          |
| - of which vs Related parties  | -155                 | -6             |
| - Provisions and employee benefits   | 109                  | 196            |
| - Contract liabilities and deferred income, including public contributions             | 1,896                | 4,808          |
| Cash and cash equivalents generated by operations                                      | 20,975               | 14,754         |
| Income taxes paid  | -38                  | 0              |
| Net cash and cash equivalents generated by operations                                  | 20,937               | 14,754         |
| Cash flows from investments  |                      | ,              |
| Interest collected   | 4                    | 31             |
| Collections from sale or repayment of financial assets                                 | 110                  | 406            |
| Investments in property, plant and equipment   | -567                 | -1,304         |
| Investments in other financial assets  | -750                 | 0              |
| Investments in intangible assets   | -2,442               | -2,764         |
| Net cash and cash equivalents generated/(absorbed) by investing activities             | -3,645               | -3,631         |
| Cash flows from financing  | 3,043                | 3,031          |
| Interest paid  | -219                 | -388           |
| - of which vs Related parties  | -9                   | -252           |
| MLT bank loans taken out   | 4,975                | 0              |
| Repayment of MLT bank loans  | -526                 | -677           |
| Repayment of frice deferment liabilities on acquisitions of equity investments         | -2,383               | -1,522         |
| Change in other current bank payables  | -2,383<br>-6,077     | -1,245         |
| Change in other current financial payables  Change in other current financial payables | -2,201               | 175            |
| Repayment of finance lease liabilities   | -653                 | -49            |
| - of which vs Related parties  | -205                 | -49            |
| Capital increases – subsidiaries   | -203                 | 1              |
|  | _                    |                |
| Dividends paid  Not each and each aguivalents generated //absorbed) by financing       | -5,355<br>12,430     | -1,969         |
| Net cash and cash equivalents generated/(absorbed) by financing                        | <b>-12,439</b>       | - <b>5,674</b> |
| Net increase (decrease) in cash and cash equivalents                                   | 4,852                | 5,449          |
| Cash and cash equivalents at 1 January   | 35,136               | 36,987         |
| Cash and cash equivalents at 31 March  | 39,988               | 42,436         |

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