



SPAFID CONNECT

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as of June 30, 2019

Testo del comunicato

Vedi allegato.

PRESS RELEASE

THE BOARD OF DIRECTORS APPROVES THE RESULTS OF THE FIRST HALF OF 2019

DIGITAL REVENUES CONTINUE TO GROW, SUPPORTED BY THE POSITIVE PERFORMANCE OF BOTH THE PRESENCE AND THE DIGITAL ADVERTISING SEGMENT

- **Consolidated revenues** at 30 June 2019 amounted to **€ 150.4** million (€ 157.4 million in H1 2018), - 4.4% YoY.
- **Digital revenues** at 30 June 2019 were equal to **€ 124.0** million **+3.1%** YoY. The **Advertising** segment is still growing (**+3.7%** YoY) and also the **Presence** segment is expanding (**+2.5%** YoY).
- **EBITDA**¹ amounted to **€ 28.2** million (€ 37.9 million at 30 June 2018) with an EBITDA margin at 18.8% (24.1% in H1 2018).
- **Normalised EBITDA**² amounted to **€ 26.3** million (€ 26.4 million at 30 June 2018) with a normalised EBITDA margin at 17.5% (normalised EBITDA margin 16.8% in H1 2018).
- **EBIT** was **€ 7.0** million, up compared to the negative figure of € 10.4 million of H1 2018, which was affected by non-recurring and restructuring charges³, mainly linked to the corporate reorganisation plan.
- **Net Profit** positive by **€ 4.5** million compared to negative figure of € 7.4 million in H1 2018.
- **Cash holdings** equal to **€ 117.1** million (€ 101.0 million at 31 December 2018).
- **Net Financial Position** (NFP) positive by **€ 88.6** million (€ 67.0 million at 31 December 2018).
- **Audience Figures**⁴: The Italiaonline agency, **iOL Advertising**, confirms its ability, when combining its own and third-party audience, to reach a total of 8.6 million unique users a day, of which 6.7 million from smartphones.

Assago, 01 August 2019 – The Board of Directors of **Italiaonline S.p.A.** (hereafter “Italiaonline”), a Company listed in the MTA of Borsa Italiana, leader on the Italian Internet market, has examined and approved the interim financial reports at **30 June 2019**.

¹EBITDA net of allocations to the allowance for doubtful debts and business risks and other operating income and expense, and gross of non-recurring expenses.

²Normalised data are net of normalised items (items not deemed representative of the normal elements of the business and not considered for the purposes of a homogeneous comparison) mainly deriving from the release of provisions made in previous years in relation to the reorganisation process (equal to € 11.5 million in H1 2018 and € 2.0 million in H1 2019).

³Non-recurring and net restructuring charges at 30 June 2018 equal to € 27.6 million

⁴Source: Audiweb 2.0, powered by Nielsen, May 2019 (latest figure available on today's date) | TDA: Total Digital Audience, DAUs: Daily Active Users.

CONSOLIDATED RESULTS

REVENUES

At 30 June 2019 **revenues** were € 150.4 million (€ 157.4 million at 30 June 2018), -4.4% YoY. The evolution of the figure reflects, on the one side, the continuous development of **digital** revenues (+3.1% YoY), on the other, the continuation of the expected structural decline in traditional products such as telephone directories and telephony (-28.8%).

In the reporting period, **digital revenues** amounted to € 124.0 million, up +3.1% YoY, accounting for **82.4%** of total revenues, increasing by **+6.0 percentage points** compared to the same period in 2018 (76.4%).

The evolution of digital revenues in the first half reflects: i) both the continuous **expansion** of the **Advertising** segment (+3.7% YoY), ii) and the **growth** (+2.5% YoY) of the **Presence** segment, which accounts for about **51%** of digital revenues.

The decline in **revenues of the traditional segment** (traditional & others) continues. In H1 2019 this segment recorded an overall drop of 28.8%, accounting for 17.6% on consolidated revenues (23.6% in H1 2018).

OPERATING RESULTS AND NET PROFIT

It should be recalled that, starting from the approval of the results at 31 December 2018, Italiaonline deemed it appropriate to also highlight a **normalised vision** of **EBITDA**, **EBIT** and **Net Profit** (hereafter “normalised” data) in order to isolate the accounting effects of certain normalised items and provide evidence of the actual profitability of the Business⁵.

EBITDA at 30 June 2019 amounted to € **28.2** million (EBITDA margin 18.8%), compared to 30 June 2018 when it was € 37.9 million (EBITDA margin of 24.1%). The decrease mainly reflects the lower normalised items recorded in the reporting period compared to H1 2018.

Normalised EBITDA at 30 June 2019 amounted to € **26.3** million (normalised EBITDA margin 17.5%), substantially in line compared with 30 June 2018, when it was € 26.4 million (normalised EBITDA margin of 16.8%). Please note that in H1 2019 the decrease in personnel expense, mainly attributable to the effects of the restructuring process carried out in 2018, the lower provisions for risks and charges and the decrease in industrial costs, completely offset the lower revenues and the increase in commercial costs. With reference to the latter, the evolution compared to 30 June 2018 is attributable to a different timing relating to the distribution of the bonuses to the sales network during the year.

At 30 June 2019 **EBIT** was € 7.0 million compared to the negative figure of € 10.4 million of H1 2018, which was affected by non-recurring and restructuring charges (€ 27.6 million), mainly linked to the corporate reorganisation plan.

Normalised EBIT was € **7.2** million, compared to € 5.7 million at 30 June 2018. The evolution of the figure mainly reflects a reduction in amortization.

⁵ In particular, EBITDA H1 2019 and H1 2018 normalised data are net of normalised items (items not deemed representative of the normal elements of the business and not considered for the purposes of a homogeneous comparison) mainly deriving from the release of provisions made in previous years in relation to the reorganisation process (equal to € 11.5 million in H1 2018 and € 2.0 million in H1 2019). The normalised data relating to EBIT were calculated starting from the normalised EBITDA and do not include the non-recurring charges (equal to € 27.6 million in H1 2018 and € 2.2 million in H1 2019). The data relating to the Net Profit were calculated starting from the normalised EBIT, leaving the items included in the EBIT and Net Profit unchanged.

At 30 June 2019, **Net Profit** was positive by € 4.5 million compared to 30 June 2018, when it was negative by € 7.4 million. Please note that the figure for H1 2018 incorporated: i) the negative effects relating to non-recurring and restructuring charges equal to € 27.6 million and ii) the positive effects of the capital gain deriving from the disposal of the investment in 11.880 Solution Ag (for € 1.3 million) and the payment of the dividend deriving from the investment in Emittente Titoli S.p.A. (for about € 2 million).

Normalised Net Profit was positive by € 4.7 million compared to H1 2018, when it was positive by € 8.7 million.

FINANCIAL RESULTS

Capex in H1 2019 amounted to € 14.1 million (9.4% of revenues), up compared to € 9.5 million (6.1% of revenues) in H1 2018. As already stated for the results at 31 March 2019, the increase mainly reflects higher one-off investments in IT infrastructure and the periodic renewal of software licenses for internal use.

The **unlevered Free Cash Flow**⁶ generated during H1 2019 was positive by € 49.0 million, (€ 24.1 million in H1 2018). The year on year evolution also includes the extraordinary collection of a tax receivable equal to € 18 million.

Cash holdings at 30 June 2019 were € 117.1 million, compared to € 101 million at 31 December 2018. The positive development, despite the expenditure connected to the finalisation of the personnel reorganisation plan, includes the collection of the tax receivable described above, in addition to the cash flow generated by the operating activities of the period.

Net Financial Position (NFP) was positive by € 88.6 million (€ 67 million at 31 December 2018). The NFP at 30 June 2019 includes about € 29 million in Financial Liabilities due to the adoption of IFRS 16.

Audience Figures⁷: The Italiaonline agency, **iOL Advertising**, confirms its ability, when combining its own and third-party audience, to reach a total of 8.6 million unique users a day, of which 6.7 million from smartphones.

⁶ Unl. FCF: Operating FCF (EBITDA-Capex+ ΔNWC) adjusted for the amount of income taxes paid.

⁷ Source: Audiweb 2.0, powered by Nielsen, May 2019 (latest figure available on today's date) | TDA: Total Digital Audience, DAUs: Daily Active Users.

MAIN CONSOLIDATED RESULTS AS AT 30 JUNE 2019

€ m	H1 2018	H1 2019	YoY % Change
Revenues	157.4	150.4	(4.4)%
o/w Digital revenues	120.3	124.0	3.1%
EBITDA	37.9	28.2	(25.5)%
<i>Ebitda margin</i>	24.1%	18.8%	(5.3) p.p.
EBITDA normalised	26.4	26.3	(0.6)%
<i>Ebitda normalised margin</i>	16.8%	17.5%	+0.7 p.p.
Net Result	(7.4)	4.5	n.m
Net Result normalised	8.7	4.7	(46.3)%
Unlevered FCF	24.1	49.0	103.2%
<i>EBITDA normalised cash conversion*</i>	91.2%	186.4%	+95 p.p.

* FCF Unlevered / Ebitda Normalised

€ m	31 Dec. 2018	30-Jun-19	% Change
Cash Holdings	101.0	117.1	16%
Net Financial Position	67.0	88.6	32%

OUTLOOK FOR THE CURRENT YEAR

In the second part of 2019 Italiaonline's management will be involved, as already occurred in the first half of the year, in initiatives aimed at supporting the top line and, in particular, the growth of revenues in the digital segment, based on the development drivers specified at the time of the approval of the Business Plan 2020 – 2022.

In particular these drivers imply:

- **for the business segment dedicated to SMEs:** i) enrichment of the digital offering dedicated to SMEs with a view to a partnership aimed at supporting them in the development and growth of their business; ii) renewal of Italiaonline Digital Directories through the development of vertical marketplaces with transactional features where SMEs and professionals can interact and deal directly with end consumers; iii) strengthening multi-channel market coverage; iv) improvement of the Customer Experience through a Customer-centric operating model;
- **for the Consumer business segment:** i) acceleration of the growth of the audience and traffic for properties managed by IOL to support leadership in the digital media area, through the development of new verticals and the improvement of content, to also attract younger generations; ii) to leverage unique IOL users in order to grow transactional services through the development of new businesses;
- **for the large account segment:** i) to expand the Digital Inventory managed in order to consolidate the leadership of IOL as a digital agency on the Italian market, through new partnerships and the development of new display network advertising services; ii) to maximise the effectiveness of the monetisation of IOL properties by strengthening direct channel coverage.

The Management is also involved in the implementation of the operating model described at the time

of the approval of the Business Plan 2020 – 2022, that provides for:

- the establishment of an organisation of Customer-centric activities to improve Customer Experience by merging services into a single centre of expertise;
- the simplification and digitalisation of processes by implementing new CRM, ERP and resource management systems;
- the continuation of the process of cost regulation and productivity efficiency;
- the ongoing growth of Italiaonline's brand awareness;
- the training of staff and development of digital skills.

On the basis of the information available to date, for 2019 Italiaonline confirms the guidance already described at the time of the approval of the results at 31 December 2018. For the current year, in particular, it forecasts a slightly declining **top line** (low single digit) on a year on year basis, which reflects a mid-single digit growth in digital revenues that is able to almost completely offset the decline in the traditional business. Normalised **EBITDA** 2019 is expected to be substantially stable compared to the normalised figure of 2018. Finally, **cash holdings** at the end of the year are expected to increase by single-digits compared to the amount at 31 December 2018, net of the extraordinary collection of € 18 million linked to the successful conclusion of a pending issue with the Tax Authorities.

MAIN EVENTS OF THE FIRST HALF OF 2019

Ordinary Shareholders' Meeting of 30 April 2019 The Ordinary Shareholders' Meetings was held on 30 April 2019. The Shareholders' Meeting resolved:

- to appoint Roberto Giacchi as member of the Board of Directors of Italiaonline S.p.A. pursuant to Article 2386 of the Italian Civil Code. He will remain in office until the expiration of the current Board of Directors, that is to say until the Shareholders' Meeting called to approve the financial statements at 31 December 2020;
- to pay Mr. Roberto Giacchi, *pro rata temporis*, the same remuneration determined in favour of all the members of the Board of Directors by the Shareholders' Meeting of 27 April 2018, notwithstanding any additional remuneration determined by the Board of Directors - in the meeting held on 8 May 2019 - pursuant to Article 2389, paragraph 3, of the Italian Civil Code, for the directors holding special positions.
- to approve the Annual financial report of the Company at 31 December 2018, which highlights a loss of € 10.09 million;
- to entirely cover the loss by using the Share premium reserve for the same amount;
- to approve Section I of the Remuneration Report pursuant to Article 123-ter of Legislative Decree No. 58, dated 24 February 1998;
- to revoke the previous authorisation for the purchase of treasury shares granted by the resolution of the shareholders' meeting of 27 April 2018, for the part that was not completed;
- to authorize (i) pursuant to and in accordance with Article 2357 et seq. of the Italian Civil Code and Article 132 of Italian Legislative Decree no. 58 of 24 February 1998, the purchase of the Company's treasury shares on one or more tranches, for a period not exceeding 18 months from the date of this resolution and (ii) the Board of Directors, pursuant to Article 2357-ter of the Italian Civil Code, to dispose in whole or in part, without time limits, of the treasury shares purchased even before the purchases have been completed and (iii) to grant the Board of Directors and the Chief Executive Officer on its behalf, the widest possible powers that are needed or appropriate to make purchases of treasury shares, including through buy-back programmes, as well as to execute deeds of transfer, disposal and/or use of all or part of the treasury shares purchased and, in any case, to implement the above resolutions, including

through its proxies, also approving any and all executive provisions of the relevant purchase programme and complying with any requests made by the competent authorities.

Three directors took part in the Shareholders' Meeting.

Resignation of the Chairperson of the Board of Directors. On 8 May 2019, Tarek Aboualam, Chairperson and Director, resigned with immediate effect from his office as Chairperson of the Italiaonline's Board of Directors due to intervening personal commitments.

New Chairman and Board positions. On 8 May 2019 the Italiaonline's Board of Directors, following the resignation of Mr. Tarek Aboualam from the office of Chairman of the Board of Directors, resolved to appoint Mr. Onsi Naguib Sawiris as new Chairman of the Board of Directors of Italiaonline with no specific remuneration for this role. The BOD in addition confirmed Roberto Giacchi's appointment as Chief Executive Officer following the Shareholders' resolution of 30 April 2019.

Manager in charge of Financial Reporting. On 11 June 2019, and with the Board of Statutory Auditors' approval, the Company's Board of Directors resolved to appoint Francesco Guidotti, the Company's Finance Administration and Control Department Manager, as the manager in charge of financial reporting, pursuant to Article 154-bis of Italian Legislative Decree No. 58/98. The duration of the term of office will be up to the Shareholders' Meeting called to approve the financial statements at 31 December 2020.

Repurchase of treasury shares. In H1 2019 Italiaonline, in execution of the authorization provided by the Shareholders at their Meeting on 27 April 2018 and the subsequent authorization provided by the Shareholders at their Meeting on 30 April 2019, continued with its plan to repurchase treasury shares started on 28 November 2018, pursuant to Article 2357 et seq. of the Italian Civil Code and Article 132 of Italian Legislative Decree No. 58 of 24 February 1998. To date Italiaonline holds a total of 66,130 ordinary treasury shares equal to 0.058% of the share capital. For further information, please refer to the relevant press releases.

Communication pursuant to Article 102, paragraph 1, of the Consolidated Finance Law relating to the voluntary public tender offer on all the ordinary shares and savings shares of Italiaonline S.p.A. promoted by Libero Acquisition S.à.r.l. and Sunrise Investments S.p.A.

On 28 June 2019 Libero Acquisition S.à r.l. and Sunrise Investment S.p.A. sent a press release to: (a) announce their intention to promote a voluntary public tender offer on (i) all the ordinary shares of Italiaonline S.p.A. ("Issuer"), ISIN IT0005187940 and on (ii) all the saving shares of the Issuer, ISIN IT0005070641, both traded on the Italian Online Stock Market organised and managed by Borsa Italiana S.p.A. (in conjunction, the "Offers"). For further details of the updated Plan, please refer to the Press Release of 28 June 2019, available on the Italiaonline website in the Investor / Price Sensitive Press Release section.

MAIN EVENTS OCCURRING AFTER THE CLOSURE OF THE FIRST HALF OF 2019

2020-2022 Business Plan. On 9 July 2019, the Board of Directors of Italiaonline S.p.A. guided by the new CEO Roberto Giacchi, examined and approved the Business Plan for 2020-2022. It is noted that on 19 March 2019 the BoD of Italiaonline, when approving the result at 31 December 2018, had approved a Technical Update of the previous Business Plan, updating the economic-financial objectives for 2019-2021, while waiting to draw up the 2020-2022 Business Plan, then approved on 9 July 2019.

The 2020-2022 Business Plan essentially confirms the economic-financial objectives already announced to the market on 19 March 2019, when the Technical Update of the previous Plan mentioned above was approved.

In particular, the guidelines of the 2020-2022 Business Plan focus on a clear strategy which will allow a complete transition to the digital business: this segment, at the end of 2022, will represent about

95% of total revenues, in line with Italiaonline's positioning as the largest Italian Internet Company. For further details of the updated Plan, please refer to the Press Release of 9 July 2019, available in Italiaonline's website in the Investor / Price Sensitive Press Releases section.

Issuer's Statement and Call of Italiaonline's Extraordinary Shareholders' Meetings and Special Meeting of Savings Shareholders. The Board of Directors of Italiaonline S.p.A. ("Italiaonline:" or the "Company"), following the approval of the offer document (the "Offer Document") by CONSOB on 18 July 2019, meeting on 25 July 2019:

- (i) approved the issuer's statement (the "Issuer's Statement") prepared pursuant to Article 103, paragraph 3, of Italian Legislative Decree No. 58/1998 and Article 39 of Consob Regulation no. 11971/1999 in relation to the voluntary public tender offers on all the ordinary shares and saving shares of the Company promoted by Sunrise Investments S.p.A. pursuant to Articles 102 et seq. of the Consolidated Finance Law; in particular the Board of Directors considered the Offer prices of € 2.82 for each Italiaonline ordinary share and € 880.00 for each saving share, respectively, to be financially reasonable.
- (ii) Following the request of Libero Acquisition S.à r.l. pursuant to and for the effect of Article 2367 of the Italian Civil Code - it resolved to call on 02 October 2019 both the extraordinary shareholders' meeting and the special meeting of savings shareholders to resolve on the mandatory conversion of savings shares into ordinary shares. The conversion ratio was set at 312 ordinary shares of the Company for each saving share, without paying any adjustment. This conversion ratio was deemed reasonable by the Board of Directors of the Company, supported by EQUITA SIM S.p.A., which issued a fairness opinion on the appropriateness of the conversion ratio, from a financial point of view, in favour of the Board.

Publication of the Offer Document and start of the period of acceptance of the Offers. On 26 July 2019, the Offer Document, together with the Issuer's Statement and the supporting documentation, was published, and on 29 July 2019 the period of acceptance of the Offers started, which will end on 12 September 2019.

This press release is also available on the Company's website www.italiaonline.it in the section italiaonline.it/en/investor/price-sensitive-press-releases/

Disclaimer

This press release contains some forward looking statements that reflect the current opinion of Company management on future events and financial and operational results of the Company and of its subsidiaries. These forward looking statements are based on current expectations and assessments of Italiaonline S.p.A. regarding future events. Considering that these forward looking statements are subject to risk and uncertainty, the actual future results may considerably differ from what is indicated in the above forward looking statements as these differences may arise from several factors, many of which lie beyond Italiaonline S.p.A.'s ability to accurately check and estimate them. Amongst these - including but not limited to - there are potential changes in the regulatory framework, future developments in the market, price fluctuations and other risks. Therefore, the reader is asked to not fully rely on the content of the forecasts provided. They have been included only with reference up to the date of the above-mentioned press release. Italiaonline S.p.A. does not assume any obligation to publicly disclose updates or amendments of the forecasts included regarding events or future circumstances that occur after the date of the above-mentioned press release. The information contained in this press release is not meant to provide a thorough analysis and has not been independently verified by any third party.

This press release does not constitute a recommendation on the Company's financial instruments. Furthermore, this press release does not constitute an offer of sale or an invitation to purchase financial instruments issued by the Company or by its subsidiaries.

Pursuant to Art. 154-bis, paragraph 2 of the Consolidated Law on Finance of 24 February 1998, the Chief Financial Officer of Italiaonline S.p.A., Francesco Guidotti, states that she certifies to the matching of the accounting results of the accounting information included in this press release.

ITALIAONLINE

Italiaonline - a company listed on the electronic equity market (MTA) of Borsa Italiana - is the leading Italian Internet company with 4.8 million unique users* that navigate its web property every day, of which 3.2 million from mobile devices, and with a 63%** market reach. Italiaonline offers web marketing and digital advertising services, including management of advertising campaigns and the generation of leads through the social networks and search engines. The company's strategic objective is to consolidate its Italian leadership role in the market of digital advertising for large accounts and in local marketing services - with the mission of digitalising the country's SMEs. Italiaonline offers the SMEs - the country's real backbone - a portfolio complete with products integrated with the entire value chain of digital services, including online presence, digital advertising, web design, web marketing and cloud solutions. Part of Italiaonline today are the portals **Libero**, **Virgilio** and **superEva**, the services for companies and citizens **Pagine Gialle**, **Pagine Bianche** and **Tuttocittà**, the online advertising sales house **iOL Advertising** and 55 media agencies scattered throughout the peninsula that with about 700 agents form the largest Italian network of services and products consultants for large and small enterprises.

ISIN code: IT0005187940 - MTA:IOL

* Source: Audiweb 2.0, powered by Nielsen, TDA DAUs December 2018. ** Source: Audiweb 2.0, powered by Nielsen December 2018

Contacts:

Investor Relations Italiaonline

Chiara Locati
chiara.locati@italiaonline.it
Tel. +39.349.8636553

Affari societari Italiaonline

ufficio.societario@italiaonline.it

Media Relations Italiaonline

Image Building
Simona Raffaelli, Emilia Pezzini, Lidy Casati
italiaonline@imagebuilding.it
Tel. +39.02.89011300

Italiaonline Group

Reclassified consolidated income statement

(euro/mln)	1st half year 2019	1st half year 2018	Change	
			Absolute	%
Revenues from sales and services	150.4	157.4	(7.0)	(4.4)
Materials and external services	(83.1)	(81.7)	(1.4)	
Salaries, wages and employee benefits	(36.2)	(34.2)	(2.0)	
MOL	31.1	41.6	(10.5)	(25.2)
<i>% on revenue</i>	20.7%	26.4%		
Impairment losses on current activities and net accruals to provisions for risks and charges	(2.1)	(3.0)	0.9	
Other net operating income (expenses)	(0.8)	(0.7)	(0.1)	
EBITDA	28.2	37.9	(9.7)	(25.6)
<i>% on revenue</i>	18.8%	24.1%		
Operating amortization, depreciation and impairment losses	(16.3)	(18.1)	1.8	
Non-operating amortization, depreciation and impairment losses	(2.8)	(2.6)	(0.2)	
Net non-recurring and restructuring expense	(2.2)	(27.6)	25.4	
EBIT	6.9	(10.4)	17.3	n.s.
<i>% on revenue</i>	4.6%	(6.6%)		
Interest expense, net	(0.2)	2.2	(2.4)	
Impairment losses recognised on financial assets and income from subsidiaries disposal	(0.1)	1.2	(1.3)	
Profit (Loss) before income taxes	6.6	(7.0)	13.6	n.s.
Income taxes	(2.1)	(0.4)	(1.7)	
Profit (loss) for the year	4.5	(7.4)	11.9	n.s.
- of which attributable to the owners of the parent	4.5	(7.4)	11.9	
- of which attributable to non-controlling interest	-	-	-	

Italiaonline Group

Consolidated statement of comprehensive income

(euro/mIn)	1st half year 2019	1st half year 2018
Profit (loss) for the year	4.5	(7.4)
<i>Other comprehensive income (expense) that will not be reclassified subsequently to profit or loss:</i>		
Actuarial gain (loss)	(0.6)	0.1
<i>Total other comprehensive income (expense) that will not be reclassified subsequently to profit or loss</i>	<i>(0.6)</i>	<i>0.1</i>
<i>Other comprehensive income (expense) that will be reclassified subsequently to profit or loss:</i>		
Profit (loss) from fair-value measurement of securities and investments AFS	-	-
Total other comprehensive income (loss), net of tax effect	(0.6)	0.1
Total comprehensive income (loss) for the year	3.9	(7.3)
- of which attributable to the owners of the parent	3.9	(7.3)
- of which attributable to non-controlling interests	-	-

Italiaonline Group

Reclassified consolidated statement of financial position

(euro/mIn)	At 06.30.2019	At 12.31.2018	Change
Goodwill and marketing related intangibles assets	264.7	267.5	(2.8)
Other non-current assets (*)	70.3	92.9	(22.6)
Non-current liabilities	(54.9)	(52.3)	(2.6)
Working capital	(52.4)	(62.6)	10.2
Net invested capital	227.7	245.5	(17.8)
Equity attributable to the owners of the parent	316.3	312.5	3.8
Equity attributable to non-controlling interests	-	-	-
Total equity	(A) 316.3	312.5	3.8
Net financial position	(B) (88.6)	(67.0)	(21.6)
Total	(A+B) 227.7	245.5	(17.8)

(*) This item includes non-current financial assets.

Italiaonline Group

Consolidated cash statement of cash flows

(euro/mIn)	1st half year 2019	1st half year 2018	Change
EBITDA	28.2	37.9	(9.8)
Net interest income (expense) from discounting of operating assets/liabilities and stock options	(0.3)	(0.1)	(0.2)
Decrease (increase) in operating working capital (*)	15.5	(3.8)	19.3
(Decrease) increase in operating non-current liabilities (**)	0.4	(0.5)	0.9
Capital expenditure	(14.1)	(9.5)	(4.6)
Operating free cash flow - OFCF	29.7	24.0	5.7
Income taxes	19.3	0.1	19.2
Unlevered free cash flow	49.0	24.1	24.9
Collection of interest and financial expense, net	0.1	0.1	
Payment of non-recurring and restructuring expense	(28.5)	(6.2)	(22.3)
Dividend distribution		(0.2)	0.2
Disposal of investments Telegate AG		3.4	(3.4)
Share buy back	(0.1)	-	(0.1)
IFRS 16 effect	1.0	(40.2)	41.2
Other charges	0.1	2.0	(1.9)
Change in net financial position	21.6	(17.0)	38.6

(*) The change 2018 mainly don't include the non - monetary effects arising from IFRS15 adoption

(**) The change mainly don't include the non - monetary effects arising from profit and losses recognised to equity.

Disclosure required by Consob on 22 July 2016 pursuant to Article 114 of Legislative Decree No. 58/98

Pursuant to the request sent by Consob of July 22, 2016, file no. 0067885/16, pursuant to Article 114 of Legislative Decree No. 58/1998, regarding the request to add some information to the annual and interim financial reports as from the interim financial report started from the first half report at June 30, 2016 as well as the press releases concerning the approval of the above mentioned financial report, in lieu of the disclosure requirements provided with the request of 7 September 2011, file no. 11076499, the additional information related to June 30, 2019 are reported below.

Net financial indebtedness of Italiaonline Group at June 30, 2019

(euro/thousand)		At 06.30.2019	At 12.31.2018	Change
A	Cash and cash equivalents	117,055	101,038	16,017
B	Other cash and cash equivalents	-	-	-
C	Trading securities	-	-	-
D=(A+B+C)	Liquidity	117,055	101,038	16,017
E.1	Current financial receivables due from third parties	156	97	59
E.2	Current financial receivables due from related parties	-	-	-
F	Current bank debt	-	-	-
G	Current portion of non-current debt	-	-	-
H.1	Other current financial debt to third parties	7,684	8,647	(963)
H.2	Other current financial debt due to related parties	-	-	-
I=(F+G+H)	Current financial debt	7,684	8,647	(963)
J=(I-E-D)	Net current financial indebtedness	(109,527)	(92,488)	(17,039)
K	Non-current bank debt	-	-	-
L	Bond issues	-	-	-
M.1	Other non-current loans due to third parties	20,907	25,499	(4,592)
M.2	Other non-current loans due to related parties	-	-	-
N=(K+L+M)	Non-current financial debt	20,907	25,499	(4,592)
O=(J+N)	Net financial indebtedness (ESMA)	(88,620)	(66,989)	(21,631)

The net financial indebtedness of the Italiaonline Group at June 30, 2019 is positive and amounted to € 88,620 thousand (of which € 82,158 thousand is related to Italiaonline S.p.A.); the change in the period reflects the financial outflows connected with the finalisation of the personnel reorganisation plan offset by the cash generation in the period.

The indebtedness does not include covenants, negative pledges or other clauses involving limits on the use of financial resources.

Group overdue debt positions as of June 30, 2019

The breakdown of overdue accounts payable of the Parent and the Group according to their nature (financial, trading, tax, social security and to employees) and the related creditors' response initiatives (reminders, injunctions, suspension to supply, etc.) is provided below:

- overdue trade payables to suppliers as at June 30, 2019 were €15,488 thousand (of which €14,766 thousand related to Italiaonline S.p.A.), paid in July 2019 for € 12,135 thousand (of which €11,938 thousand related to Italiaonline S.p.A.);
- there were no overdue financial liabilities or social security charges payable;
- overdue tax liabilities are of small amounts and, as such, do not affect the ordinary course of business.

This situation is deemed normal under the usual commercial relationships with the Group's suppliers. There were no significant actions by creditors that may affect the course of ordinary business.

Related party transactions

The related party transactions carried out by the companies of the Italiaonline group, including intra-group transactions, were all part of ordinary business and settled at market conditions or according to specific regulatory provisions. There were no atypical and / or unusual transactions, nor potential conflicts of interest. There were no changes or developments in the related party transactions described in the last approved financial statements that had a material effect on the financial position or results, of operations of the Group and Italiaonline S.p.A..

The following tables provide information on the related party transactions of the Italiaonline Group:

ITALIAONLINE GROUP - INCOME STATEMENT 6 months 2019

(euro/thousand)	Parent	Subsidiaries	Associates	Other related parties (*)	Total related parties
Other income	-	-	-	36	36
Costs for external services	-	-	-	(519)	(519)
Personnel expense	-	-	-	(2,308)	(2,308)

(*) "Other related parties" include Directors, statutory auditors, key management personnel

ITALIAONLINE GROUP - STATEMENT OF FINANCIAL POSITION at June 30, 2019

(euro/thousand)	Parent	Subsidiaries	Associates	Other related parties (*)	Total related parties
Assets					
Right-of-use assets	-	-	-	6,277	6,277
Other current assets	90	-	-	56	146
Liabilities					
Non-current financial liabilities	-	-	-	4,364	4,364
Current financial liabilities	-	-	-	2,415	2,415
Trade payables	-	-	-	1,350	1,350
Liabilities for services to be provided and other current liabilities	-	-	-	242	242

(*) "Other related parties" include Directors, statutory auditors, key management personnel

Status of implementation of strategic and financial plans

The results at 30 June 2019 are essentially in line with the 2019 guidance and the forecasts of the updated 2020-2022 Business Plan, approved by the Board of Directors on 9 July 2019.

On this point, please note that on 9 July 2019, the Board of Directors of Italiaonline S.p.A., guided by the new CEO Roberto Giacchi, examined and approved the Business Plan for 2020-2022. It is noted that on 19 March 2019 the BoD of Italiaonline, when approving the result at 31 December 2018, had approved a Technical Update of the previous Business Plan, updating the economic-financial objectives for 2019-2021, while waiting to draw up the 2020-2022 Business Plan, then approved on 9 July 2019.

The 2020-2022 Business Plan essentially confirms the economic-financial objectives already announced to the market on 19 March 2019, when the Technical Update of the previous Plan mentioned above was approved.

For further details, see the press release “The Board of Directors of Italiaonline approves the 2020-2022 Business Plan” available on Italiaonline’s website www.italiaonline.it in the corporate/investor section.

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