



# Group Consolidated Q4 2018 Results

Tuesday 12<sup>th</sup> of February, 2019

# 12M 2018 Highlights

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- **8th consecutive QTR of solid operating performance growth**
- Market demand back to positive in Q4 (+4,6% YoY)\* driven by Asia: FY @ 1,4% Growth
- 12M Group Reported Sales -1,4% vs. 2017
  - +0,4% vs 2017 Net FX
  - **+2,2% vs 2017 @ constant perimeter**
- “OWN Brand” @ 51% of cooking business sales in Q4, growing ≈12% vs 2017
- “OEM Brand” negative performance in EMEA (-24% YoY in Q4) balanced @ EBITDA dimension by cost containment and B2C marginality improvement.
- **EBITDA Adj: 40,0 €M** (+8,5% vs 12M 2017) @ 8,5% on Net Sales (+80 bps vs 12M 2017)
- **EBIT Adj: 19,8 €M** (+21,1% vs 12M 2017) @ 4,2% on Net Sales (+80 bps vs 12M 2017)
- **Net Profit Adj: 10,6 €M** vs. 5,9 €M 12M 2017 (+79,0%)
- **Net Profit: 5,5 €M** vs 1,4 €M 12M 2017 (+292,2%)
- Additional Adjustment of **2,8 €M** of extraordinary costs in Q4 2018, related to the ongoing voluntary insolvency procedure by Exklusiv Hauben Gutmann GmbH. **4,0 €M** Adjustment provision already posted in Q2 2018.
- **NFP (56,3) €M** vs (69,3) €M 12M 2017, driven by Operating FCF improvement of 4,4 €M vs 2017 and positive ≈10 €M effect from the consideration for the sale of 33% of Elica’s Indian subsidiary

# Cooker Hoods Industry Unit Shipments

Volume Data\_ Change % vs. Y-1

	Q4 '18	FY '18
Western Europe	(2.1%)	(2.1%)
Eastern Europe (incl. CIS)	0.1%	2.2%
Europe	(1.2%)	(0.3%)
EMEA	<b>(0.6%)</b>	<b>(0.2%)</b>
North America	2.0%	2.5%
Latin America	3.6%	2.0%
AMERICAS	<b>2.6%</b>	<b>2.3%</b>
ASIA	<b>9.0%</b>	<b>2.3%</b>
WORLD	<b>4.6%</b>	<b>1.4%</b>

## Key facts

### EMEA

European slight negative demand driven by Western Europe – mainly due to Germany, UK and France Markets.  
EE continues its growth essentially thanks to Russia that offsets the drop of Turkish Market.

### AMERICAS

NA persisting growing demand.  
LA improving an already positive path.

### ASIA

Asia-Pacific region shows a positive performance thanks to India (+15%) and APAC.

# Sales Key drivers

12M 2018		
Change vs Y-1	€M	%
( <i>Divestiture</i> )	(8,8)	(1.8)%
Vol/Price/Mix	10,5	2.2%
Currency	(8,6)	(1.8)%
<b>Reported</b>	<b>(6,9)</b>	<b>(1.4%)</b>

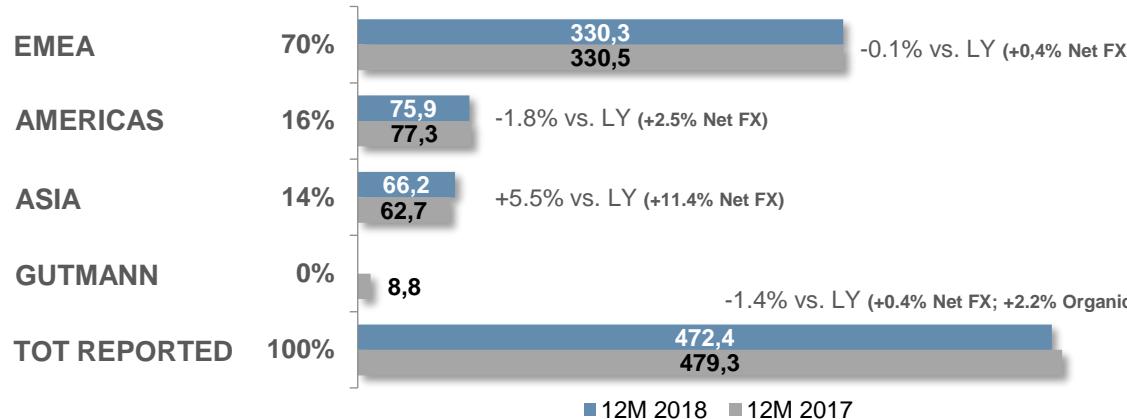
Q4 2018		
Change vs Y-1	€M	%
( <i>Divestiture</i> )	-	-
Vol/Price/Mix	(3,6)	(3,0)%
Currency	(0,6)	(0,5)%
<b>Reported</b>	<b>(4,2)</b>	<b>(3,5%)</b>

12M Organic Net Sales growth above Industry (+2,2%), despite B2B EMEA demand drop in Q4 (-24% YoY)

# Sales Distribution

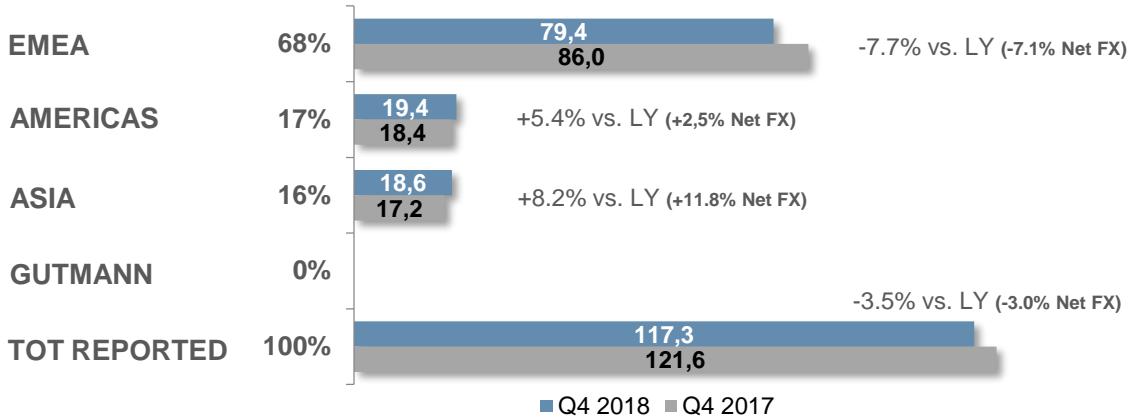
12M 2018 (€M)

## ■ REGIONAL SALES DISTRIBUTION

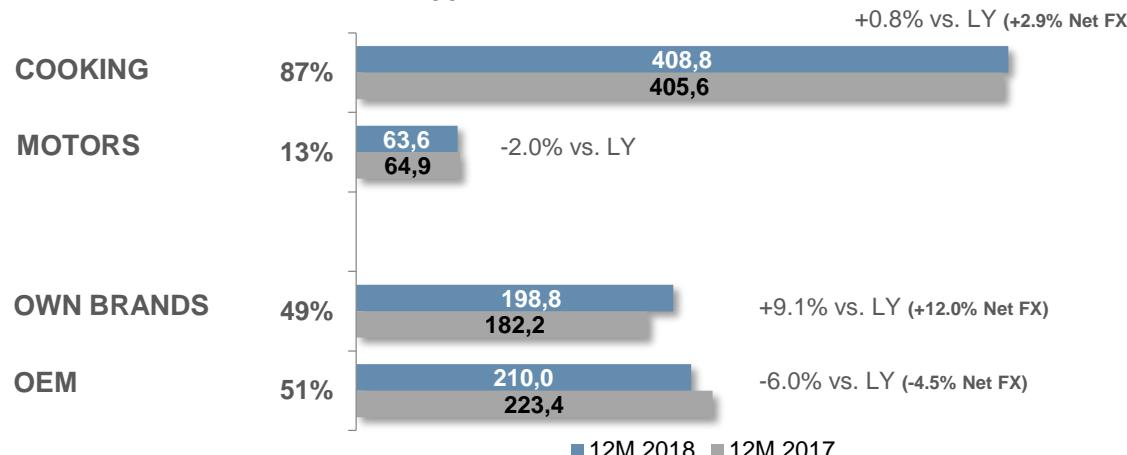


Q4 2018 (€M)

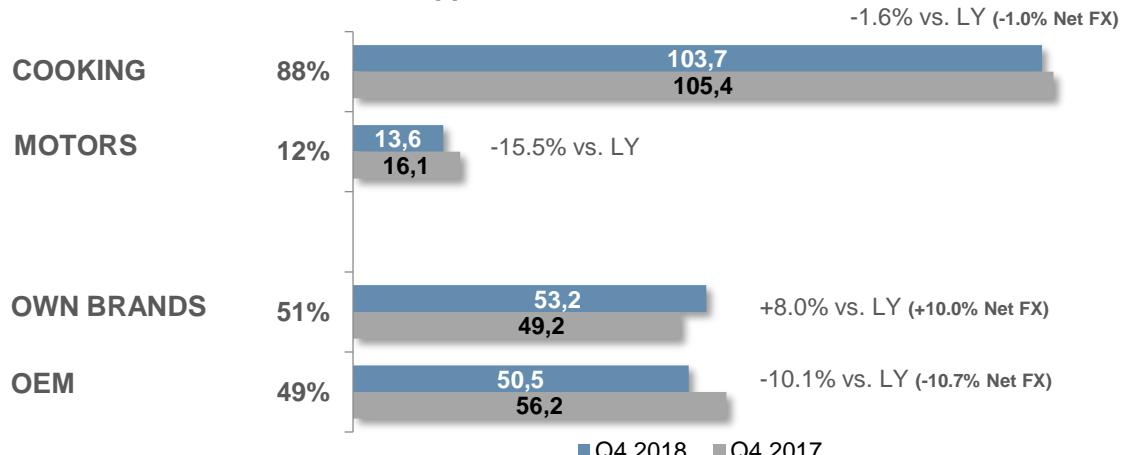
## ■ REGIONAL SALES DISTRIBUTION



## ■ BUSINESS & BRAND (\*)



## ■ BUSINESS & BRAND (\*)



# High Growing Categories



DD growth in all key product categories



# CEILING HOODS GO TO MARKET



# CEILING VALUE PROPOSITION

## END BENEFIT

Elica ceiling hood is the hero of the architectural project of the kitchen's lighting system.

Care for details, easy and flexible installation, extraordinary aspiration and filtering performances characterize each model.

The product design guarantees total comfort in the kitchen, leaving the hob completely free.

## REASON WHY

### LIGHTING EXPERIENCE

Dimmable strip led, full light panel, tune white function, accessories. The lighting system will lead the choice of Elica ceiling hoods.

### EASY TO INSTALL

New SEI installation system.

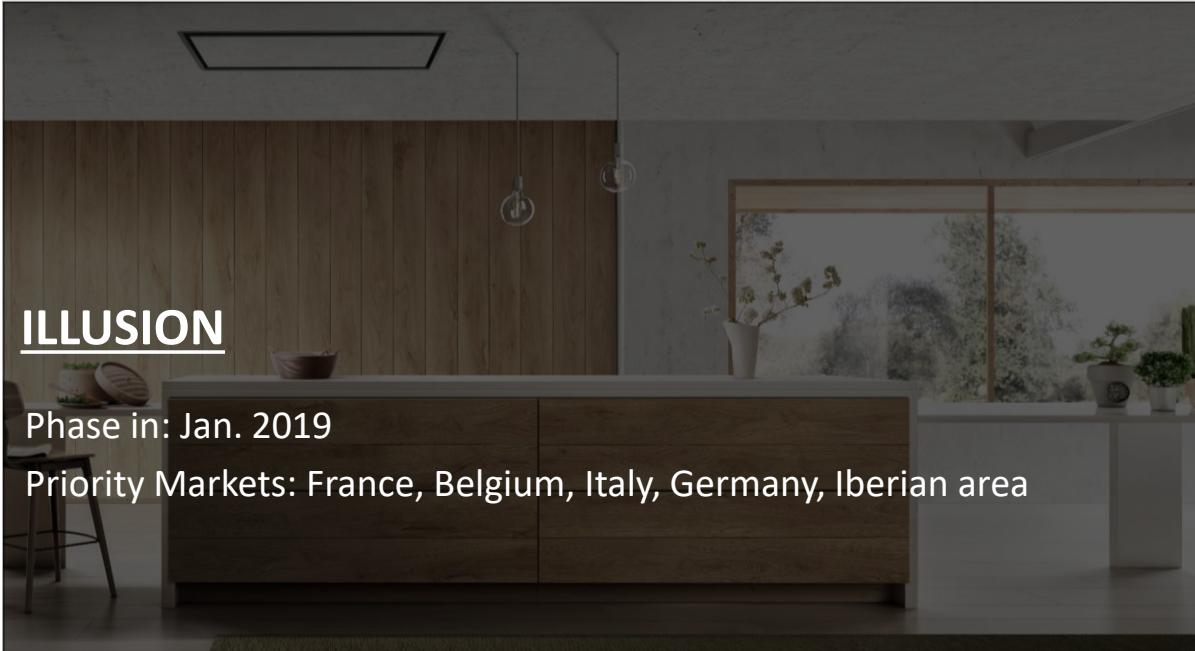
### FLEXIBLE INSTALLATION

The duct out versions can be installed at 16 and 30 cm (counter ceiling height). 5 air outlets guaranteed through the motor rotation for high installations (30 cm).  
Plug and play installation system for filtering versions.

### POWERFUL AND SILENT

Elica offers the most performing ceiling hoods on the market with an aspiration rate which reaches 770 m<sup>3</sup>/sec at 53 db(A).

Air purification guaranteed for installations over 160 cm from the kitchen top.  
High performance odor filters.



## ILLUSION

Phase in: Jan. 2019

Priority Markets: France, Belgium, Italy, Germany, Iberian area



## SKYDOME

Phase in: Jan. 2019

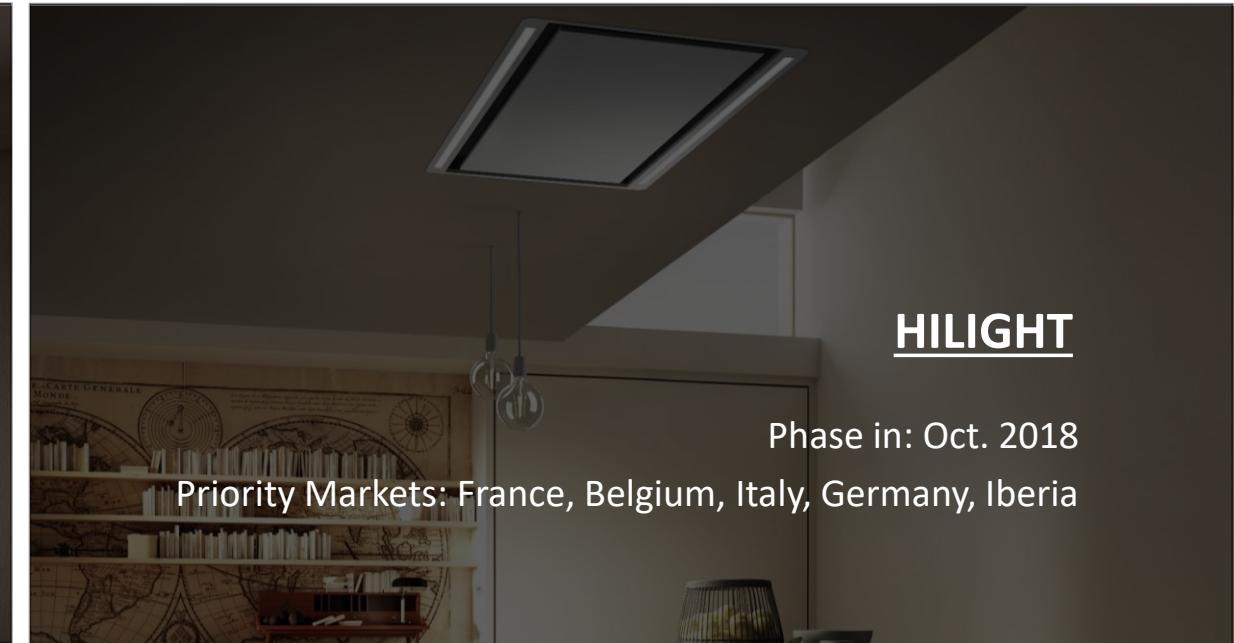
Priority Markets: France, Belgium, Italy, Germany, Iberia



## ULLABY

Phase in: Feb. 2019

Priority Markets: France, Belgium, Italy, Germany, Iberia

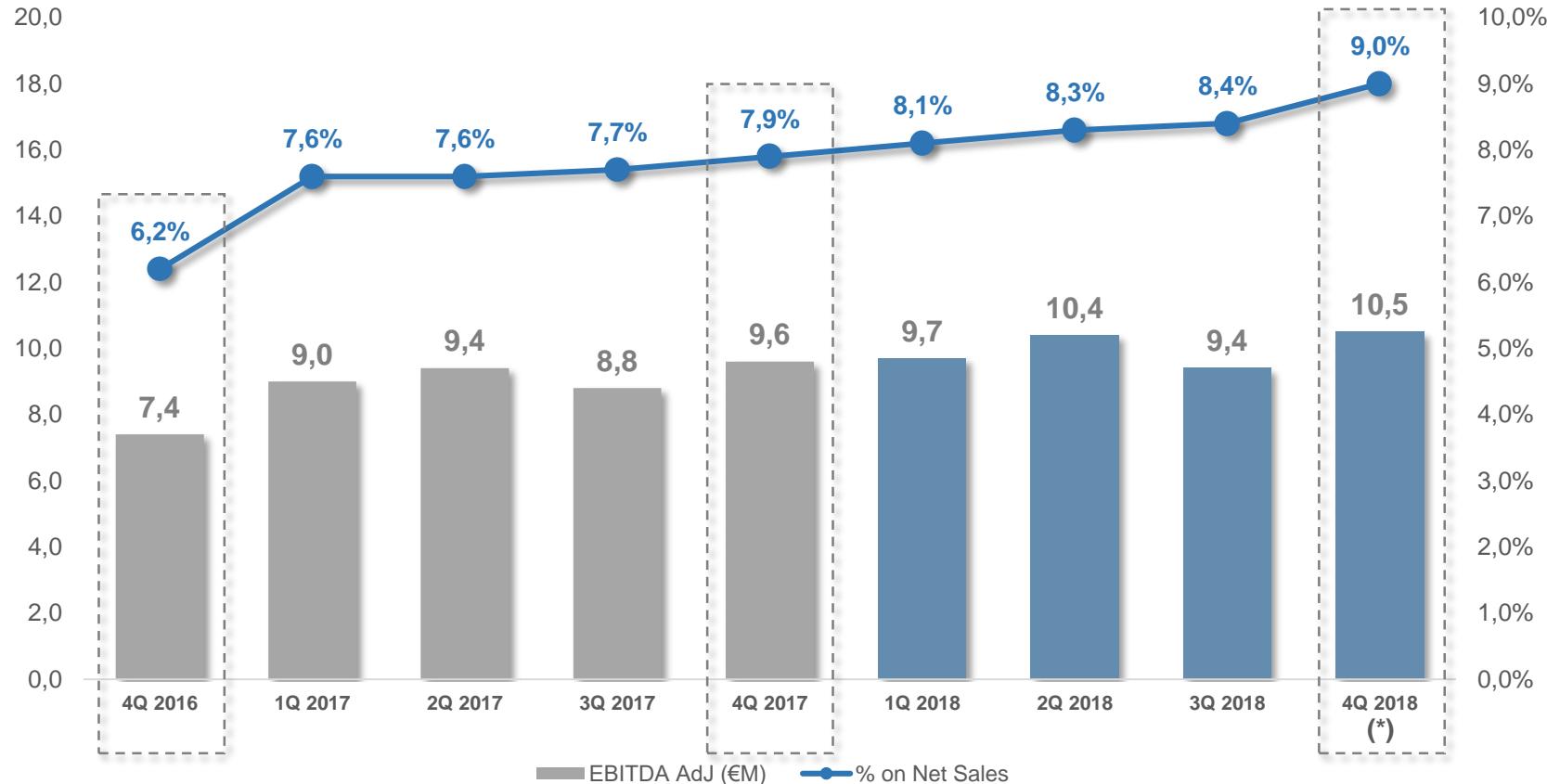


## HIGHLIGHT

Phase in: Oct. 2018

Priority Markets: France, Belgium, Italy, Germany, Iberia

# 8th QTR of solid operating performance growth



Additional 60 bps Adj. EBITDA improvement vs Q3 2018 (+110 bps vs Q4 2017, +280 bps vs Q4 2016)

# Profitability Key drivers

12M 2018 (Preliminary)

Change vs Y-1

Volume/Price/Mix	
Operations efficiency	
Currency	
Cost efficiency	
Adj. EBITDA (€M)	3,1

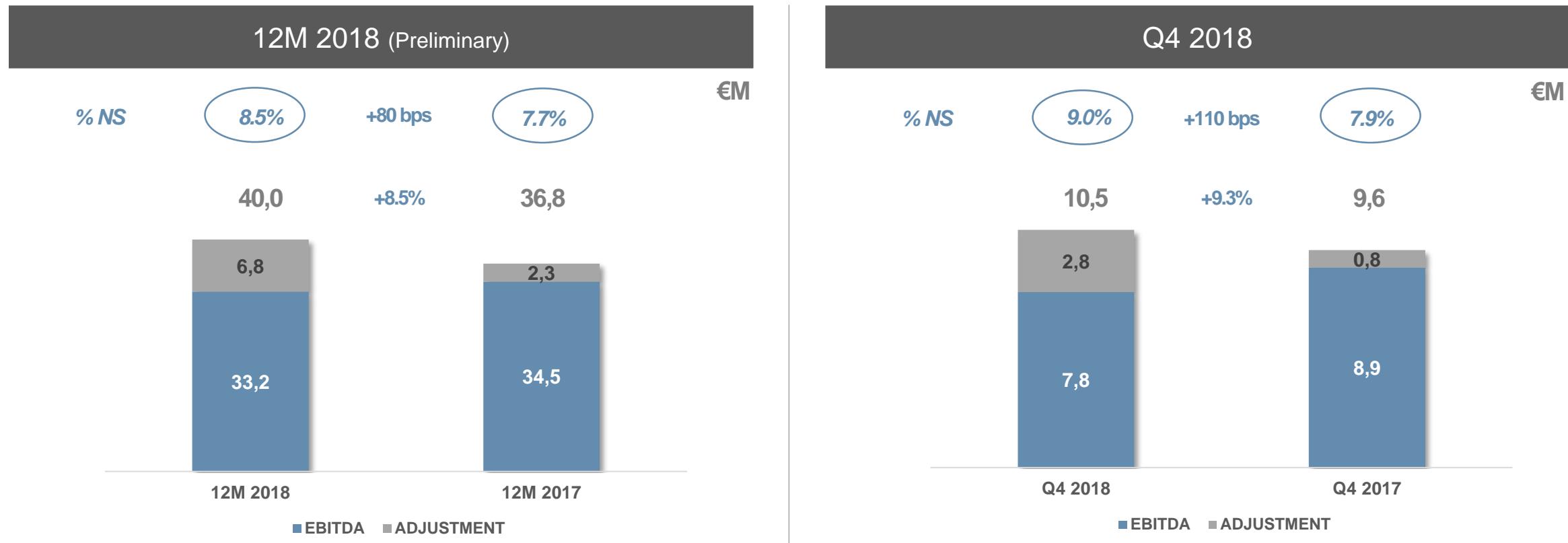
Q4 2018

Change vs Y-1

Volume/Price/Mix	
Operations efficiency	
Currency	
Cost efficiency	
Adj. EBITDA (€M)	0,9

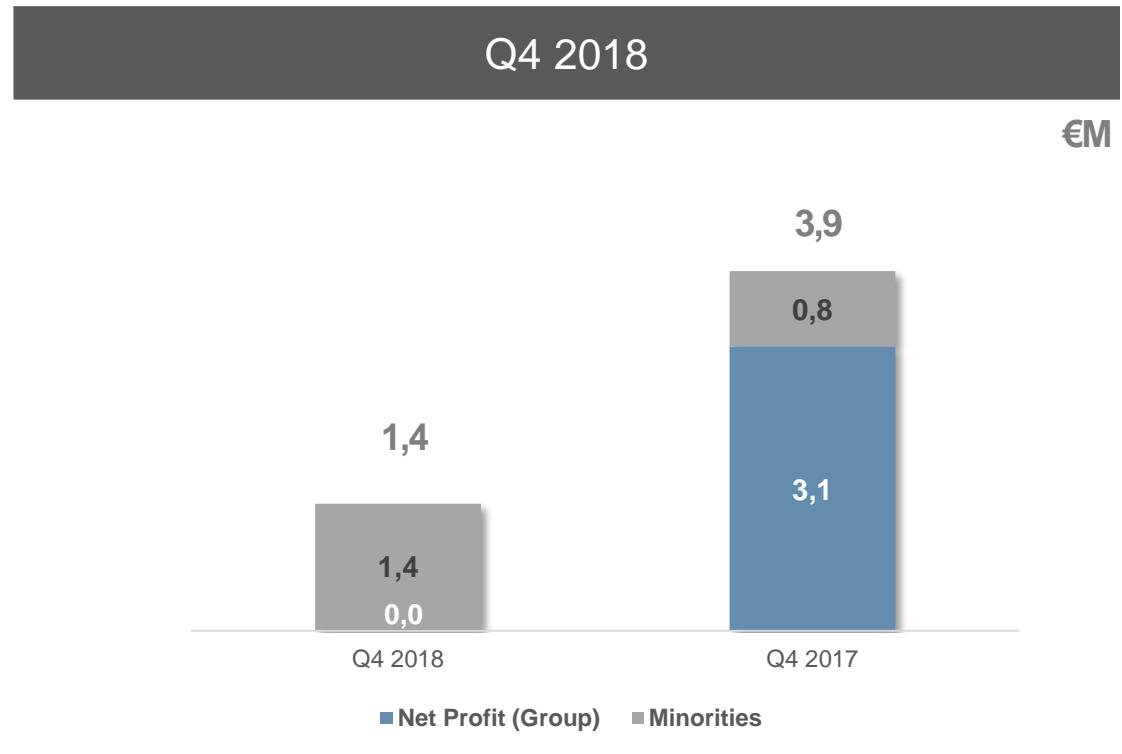
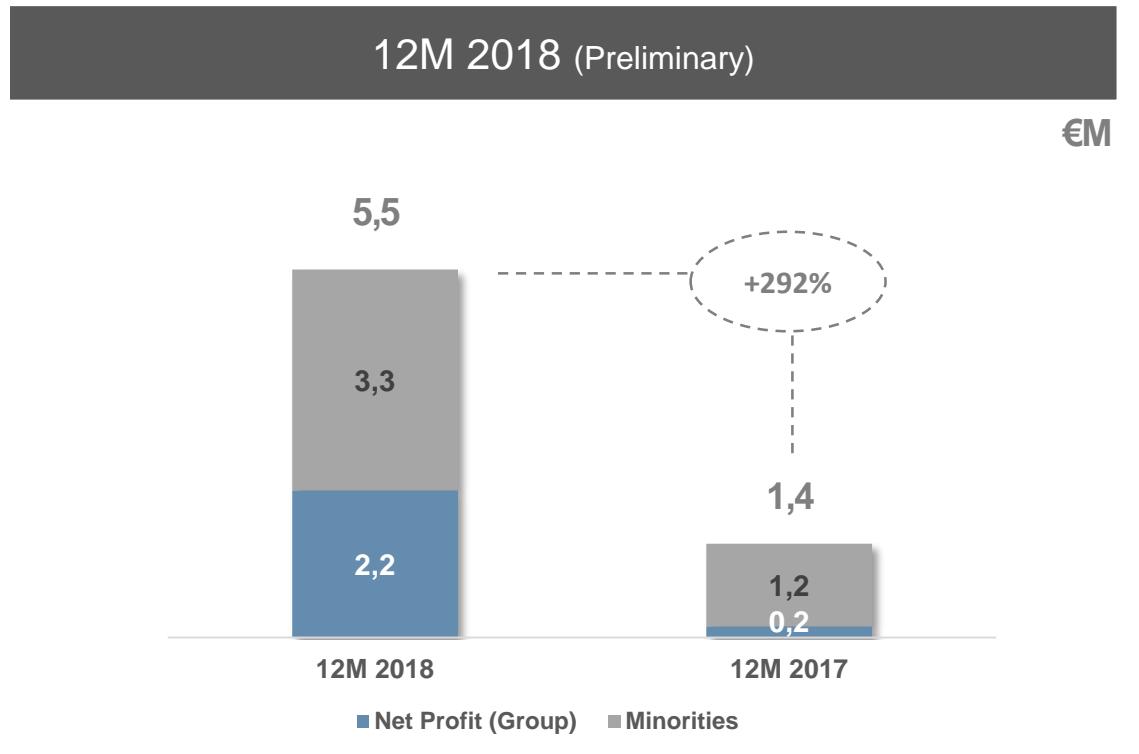
Q4 OEM drop in EMEA (-24% YoY) balanced by cost containment and B2C MIX profitability effect.

# 12M 2018 Adj. EBITDA → EBITDA



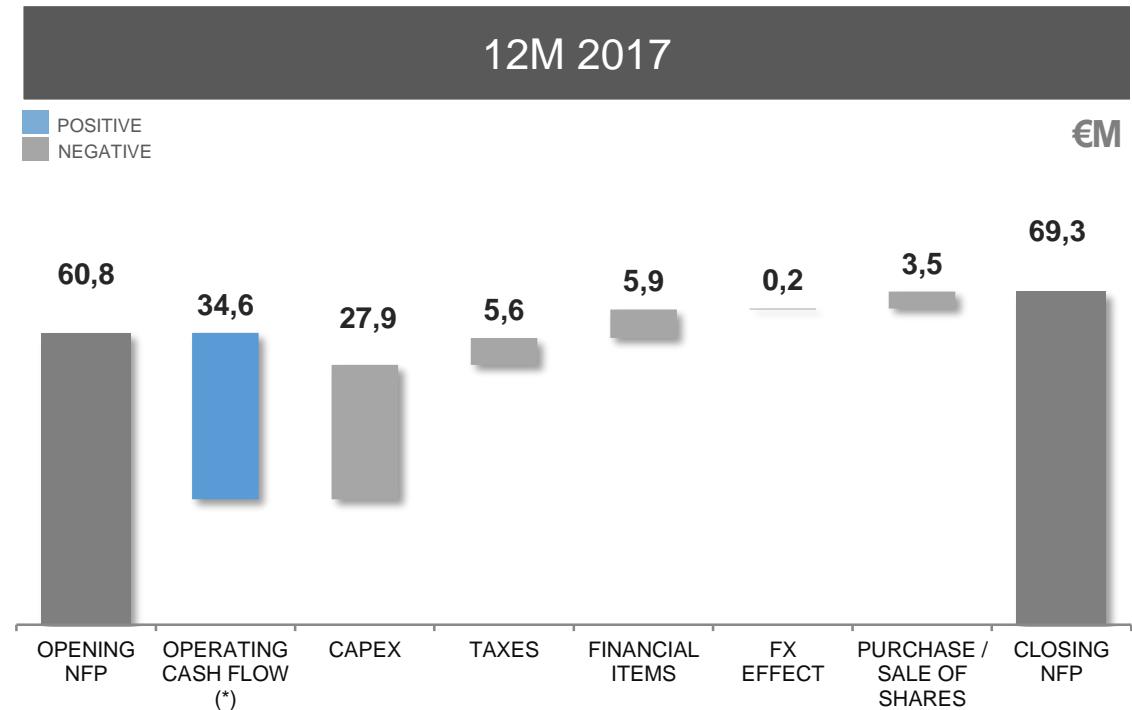
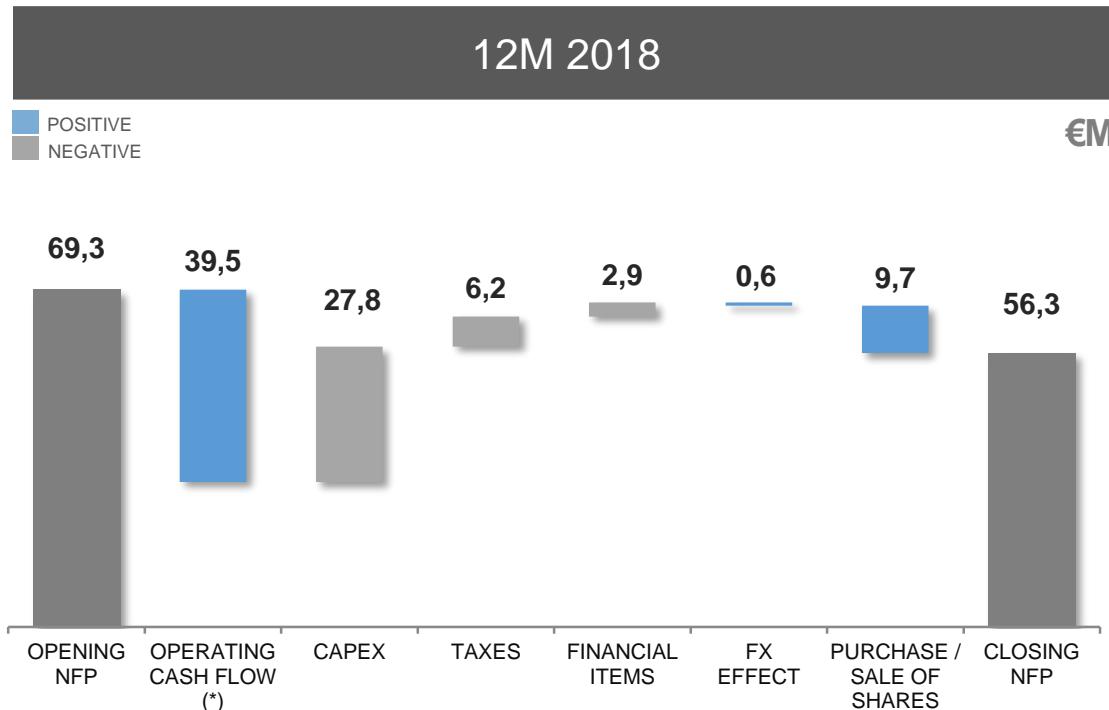
- Additional Adjustment of 2.8 €M of extraordinary costs in Q4 2018, related to the ongoing voluntary insolvency procedure by Exklusiv Hauben Gutmann GmbH. 4.0 €M Adjustment provision already posted in Q2 2018.
- 2.3 €M of extraordinary costs in 12M 2017 mainly related to reorganization costs

# 12M 2018 Net Profit



- 12M Adjusted Net Profit : 10,6 €M vs. 5,9 €M 12M 2017 (+79,0%)
- 12M Net Profit attributable to the Group : 2,2 €M vs. 0,2 €M 12M 2017 (+1216%)
- Q4 2018 Net Profit impacted by the **additional adjustment** of 2.8 €M extraordinary costs related to the ongoing voluntary insolvency procedure by Exklusiv Hauben Gutmann GmbH. 4,0 €M Adjustment provision already posted in Q2 2018.

# 12M 2018 Net Financial Position



- **Operating CF** Generation improvement of 4,9 €M vs 12M 2017
- **FCF** FY 2018 5,5 €M vs 1,1 €M FY 2017 (**+4,4 €M**)
- 9,7 €M positive Cash Flow effect from the consideration for the sale of 33% of Elica's Indian subsidiary (Q3 2018)
- 2017: 3,5 €M negative CF effect from Gutmann GMBH sale (1,6 €M); 30% share purchase of Elica Putian China (1,9 €M)

# 12M 2018: Takeaways

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- **8th consecutive QTR of solid operating performance growth**
- Market demand back to positive in Q4 (\*)
- 12M 2018 Group Sales **+2.2% vs 2017** @ constant perimeter
- “OWN Brand” @ **51%** of cooking business sales in Q4 2018, growing  $\approx 12\%$  vs 2017
- **EBITDA Adj. 40,0 €M** (+8,5% vs 12M 2017) @ 8.5% on Net Sales
- **Net Profit 5,5 €M** vs 1,4 €M 12M 2017 (+292,2%)
- **NFP (56,3) €M** vs (69,3) €M 12M 2017
- **RONA (\*\*)** **11,4%** vs 9,4% 12M 2017



# **ANNEXES**

## **Q4 2018 Financial Highlights**

Tuesday 12<sup>th</sup> of February, 2019

# 12M 2018 – Preliminary Consolidated Income Statement

€M	12M '18	12M '17	%
Net Sales	472.4	479.3	(1.4%)
EBITDA Adj	40.0	36.8	8.5%
%	8.5%	7.7%	80 bps
EBITDA	33.2	34.5	(3.8%)
%	7.0%	7.2%	(20) bps
EBIT	13.0	14.0	(7.1%)
%	2.8%	2.9%	(10) bps
Net Result	5.5	1.4	292.2%
%	1.2%	0.3%	90 bps
EPS* – Euro cents	3.52	0.27	1203.7%

\* EPS as at September 30<sup>th</sup> is calculated by dividing the Net Result pertaining to the Group by the number of ordinary shares outstanding, excluding treasury shares at the same date.

# Q4 2018 - Consolidated Income Statement

€M	Q4 '18	Q4 '17	%
Net Sales	117.3	121.6	(3.5%)
EBITDA Adj	10.5	9.6	9.3%
%	9.0%	7.9%	110 bps
EBITDA	7.8	8.9	(12.1%)
%	6.6%	7.3%	(70) bps
EBIT	2.7	4.0	(30.9%)
%	2.3%	3.3%	(100) bps
Net Result	1.4	3.9	(64.7%)
%	1.2%	3.2%	(200) bps
EPS* – Euro cents	0.02	4.97	(99.6%)

\* EPS as at September 30<sup>th</sup> is calculated by dividing the Net Result pertaining to the Group by the number of ordinary shares outstanding, excluding treasury shares at the same date.

# 12M 2018 - Net Working Capital

€M	12M '18	12M '17	Δ
Trade receivables <i>% on annualized sales</i>	51.2 10.8%	75.9 15.8%	(24.7) (500) bps
Inventories <i>% on annualized sales</i>	76.2 16.1%	73.3 15.3%	2.9 80 bps
Trade payables <i>% on annualized sales</i>	(109.9) (23.3)%	(120.5) (25.1)%	(10.6) (180 bps)
<b>Managerial Working Capital</b> <i>% on annualized sales</i>	<b>17.5</b> <b>3.7%</b>	<b>28.7</b> <b>6.0%</b>	<b>(11.2)</b> <b>(230) bps</b>
Short term assets & liabilities <i>% on annualized sales</i>	(9.7) (2.1)%	(14.7) (3.1)%	(5.0) (100 bps)
<b>Net Working Capital</b> <i>% on annualized sales</i>	<b>7.8</b> <b>1.6%</b>	<b>14.0</b> <b>2.9%</b>	<b>(6.2)</b> <b>(130 bps)</b>

# 12M 2018 - Consolidated Cash Flow

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€M	12M '18	12M '17
Operating Cash Flow	33.3	29.0
CapEx	(27.8)	(27.9)
Cash Flow from Financing Activities	6.9	(9.4)
<b>△ Net Financial Position</b>	<b>12.4</b>	<b>(8.4)</b>

# 12M 2018 - Consolidated B/S

	2018	2017		2018	2017
Net Operating Fixed Assets	165.7	158.2	Net Financial Position	56.3	69.3
Net Working Capital	7.8	14.0	Group Equity	106.1	99.5
			Minorities	11.3	5.0
Net Financial Assets	0.1	1.6	<b>Total Shareholders' Equity</b>	<b>117.3</b>	<b>104.5</b>
<b>Net Capital Employed</b>	<b>173.6</b>	<b>173.8</b>	<b>Total Sources</b>	<b>173.6</b>	<b>173.8</b>

# Disclaimer

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Forward-looking statements are statements that are not historical facts. These statements include financial projections and estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to future operations, products and services, and statements regarding future performance.

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