



Q1 2019 GROUP CONSOLIDATED RESULTS

TUESDAY 7TH OF MAY, 2019

AGENDA

1

Q1 2019
HIGHLIGHTS

2

MARKET
SCENARIO

3

NET SALES
DYNAMICS

4

ECONOMICS &
FINANCIALS

5

CONCLUSIONS &
TAKEAWAYS

- Negative WW Market Demand (-0.4%); worsening trend in Western Europe (-1.4%)
- Organic Net Sales -3.0%(-1,9% Reported), driven by B2B EMEA key customers, partially offset by strong B2C price/mix effect and positive trend on other OEM Customers
- “OWN Brand” @ 50% of cooking business sales, growing 8.2% vs Q1 2018
- Maintaining a Solid Operating Performance growth in a Top line stress scenario
- EBITDA: 10,2 €M @ 8.8% on Net Sales (8,2% @ 2018 IFRS, +10 bps vs. Q1 2018)
- NET PROFIT (*): 2,1 €M vs. 1,8 €M Q1 2018 (+16,6%)
- NFP (67,4) €M vs (73,0) €M Q1 2018 (@ 2018 IFRS)

COOKER HOODS INDUSTRY SHIPMENTS (UNITS)

- Negative Market Demand in EMEA driven by Germany, UK and France
- China slowing down overall Asia Trend

Volume Data, Change% vs . Y-1	FY '18	Q1 '19
Western Europe	(2.1%)	(1.5%)
Eastern Europe (incl. CIS)	2.2%	(0.9%)
Europe	(0.3%)	(1.3%)
EMEA	(0.2%)	(1.2%)
North America	2.5%	2.1%
Latin America	2.0%	1.1%
AMERICAS	2.3%	1.7%
ASIA	2.3%	(0.5%)
WORLD	1.4%	(0.4%)

Key evidence

EMEA

Weak demand in Europe driven by WE – mainly due to Germany, UK and France Markets.
EE highlights a feeble downtrend due to the sharply drop of Turkish Market and gradual slowdown in the housing market on Poland.

AMERICAS

NA positive demand.
LA stays on a positive path.

ASIA

Chinese Market starts the year with a slight deceleration that affects the trend of Asia Region.
India and South-East Asia continues to perform well.

Q1 2019 SALES KEY DRIVERS

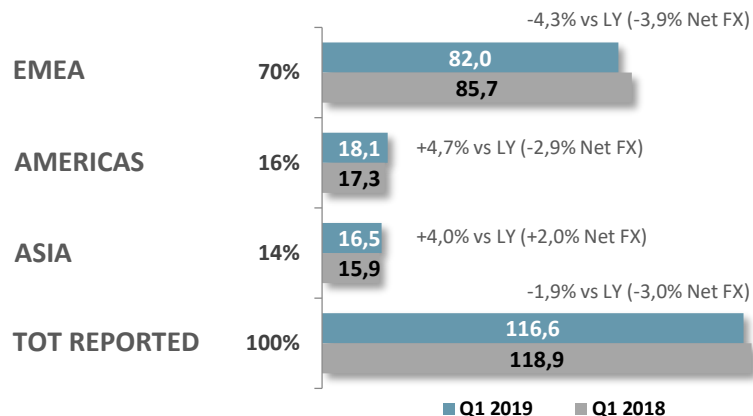
- Organic Net Sales decrease of (3.0%), mainly driven by Motor Division and negative industry trend.
- B2B EMEA demand drop completely offset by strong B2C growth and positive trend on other EMEA OEM Customers.

Q1 2019		
Change vs Y-1	€M	%
Vol/Price/Mix	(3,5)	(3.0%)
Currency	1,3	1.1%
Reported	(2,3)	(1.9%)

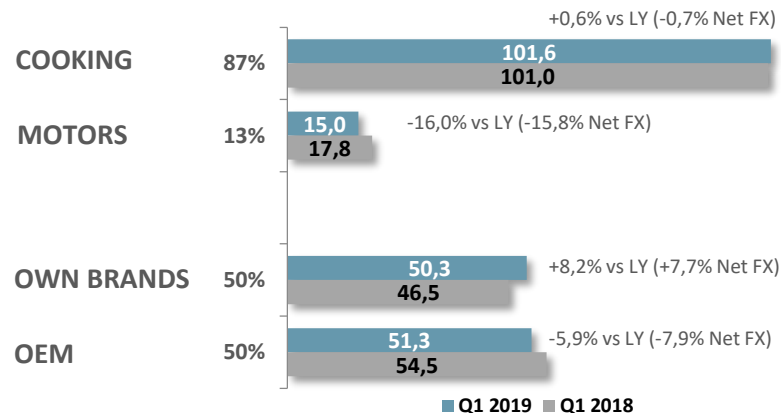
Q1 SALES DISTRIBUTION & DYNAMICS

- Cooking Business Sales +0,6% vs LY despite Negative Industry and B2B EMEA drop (-12%)
- Motor Division penalised by EU and Turkish demand

REGIONAL DISTRIBUTION



BUSINESS & BRAND



HIGH GROWING CATEGORIES

- Growing trend QTR on QTR in all key product categories
- New Platform launch effect on New Ceiling



NIKOLATESLA LIBRA



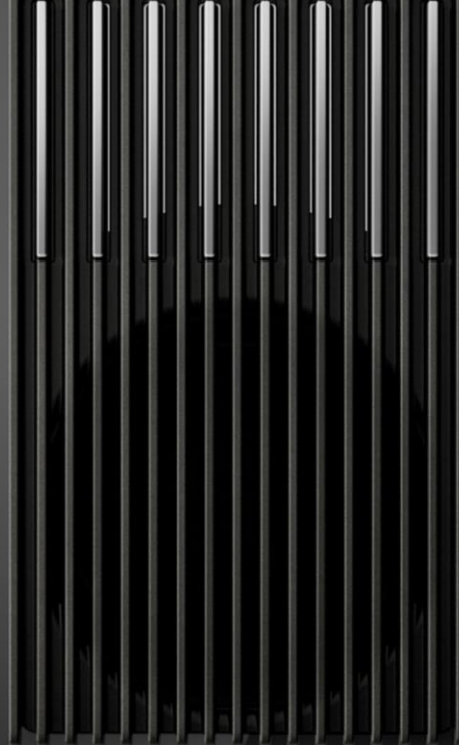
Following the steps of each recipe has never been simpler and faster thanks to the integrated scale, always at arm's reach.



BRIDGE



BRIDGE



elica

HOLD TARE ZERO 1436 UNIT

NikolaTesla LIBRA

+ + + 0.2187n

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HOOD AND HOB IN ONE

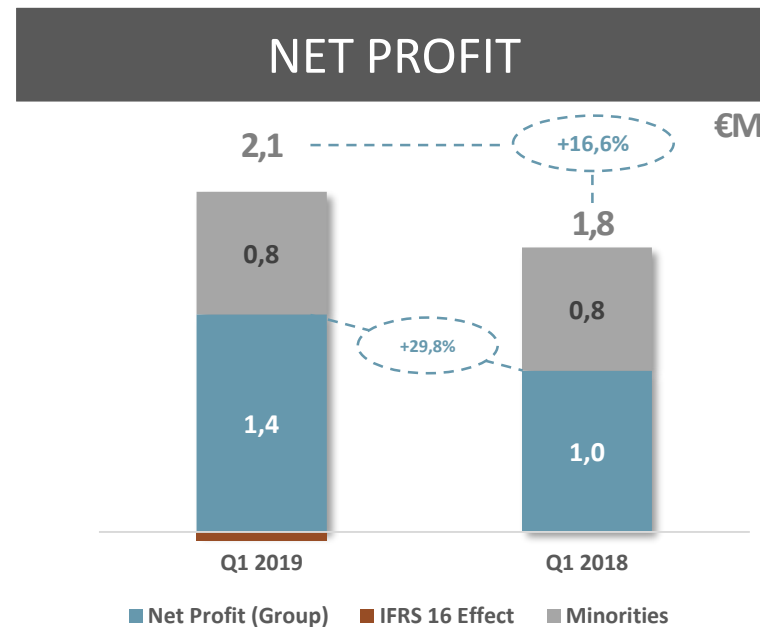
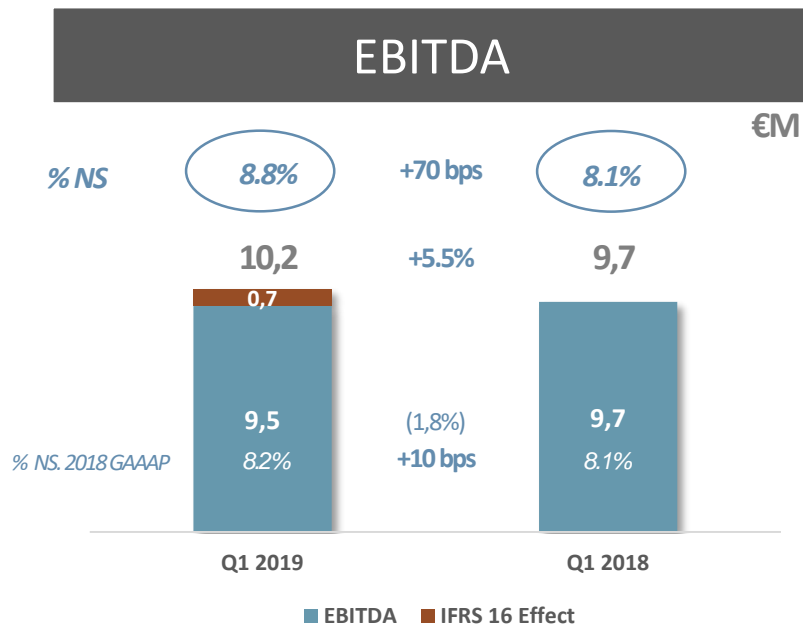
Start of production: February 2019
Priority Markets: France, Germany, Belgium

- Negative Volume effect recovered through Price/Mix and SG&A containment
- IFRS 16 effect on YoY comparison

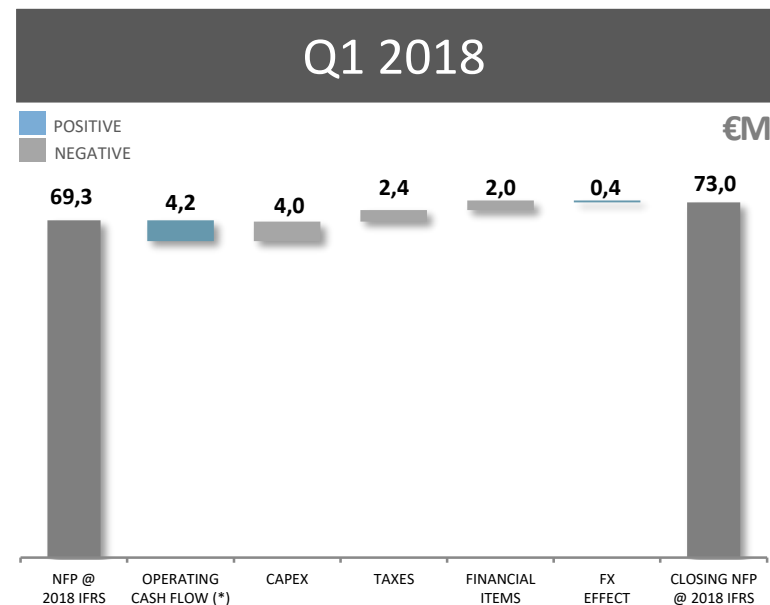
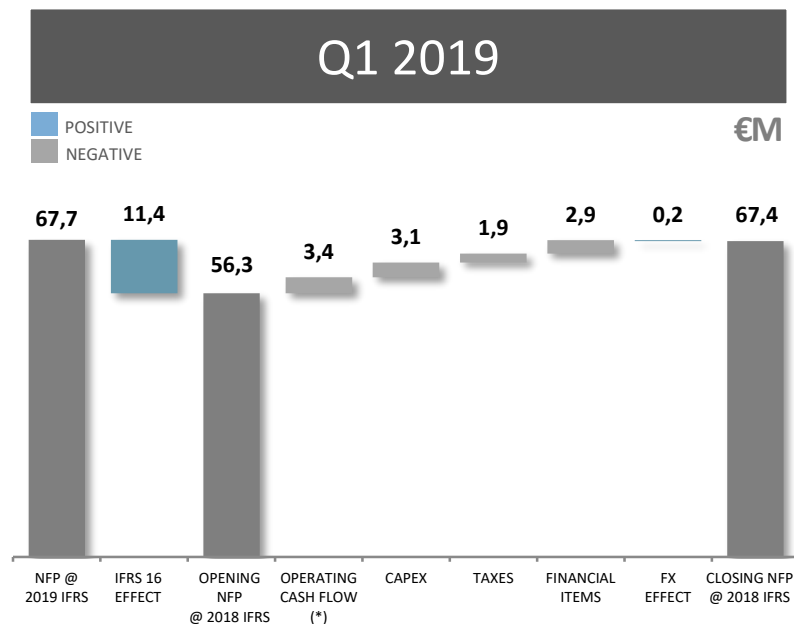
Q1 2019	
Change vs Y-1	
Volume/Price/Mix	--
Operations Efficiency	-
Currency	+
Cost Efficiency	++
IFRS 16	+
EBITDA (€M)	0,5

Q1 2019 EBITDA → NET PROFIT

- EBITDA @ 2018 IFRS 8,2%: +10 bps vs. LY despite -1,9% Net Sales
- Net Profit increase of 16,6% with flat minorities effect vs. LY



- Operating CF impacted by Gutmann GmbH transaction, NWC increase to support B2C growth and “inside-B2B” Client Mix
- CAPEX YoY reduction plan @ target (- 0,9 €M vs. L)



- Persisting Growth in B2C Channel despite a negative WW Market Demand and a worsening trend in Western Europe
- “OWN Brand” @ 50% of cooking business sales, delivering above the plan while B2B EMEA demand decrease still driven by key EMEA customers trend
- Maintaining a Solid Operating Performance @ EBITDA level in a Top line stress scenario
- Net Profit pertaining to the Group increase of $\approx 30\%$ vs Q1 2018
- NFP improvement of 5,6 €M vs Q1 2018, despite Gutmann GmbH transaction, a strong «investment» in B2C inventories and unfavorable B2B client mix.



ANNEXES FINANCIAL HIGHLIGHTS

CONSOLIDATED INCOME STATEMENT

€M				IFRS 2018
	Q1 '19	Q1 '18	%	Q1 '19
Net Sales	116.6	118.9	(1.9%)	116.6
EBITDA Adj	10.2	9.7	5.5%	9.5
%	8.8%	8.1%	70 bps	8.2%
EBITDA	10.2	9.7	5.5%	9.5
%	8.8%	8.1%	70 bps	8.2%
EBIT	4.3	4.8	(10.4%)	4.3
%	3.7%	4.0%	(30) bps	3.7%
Net Result	2.1	1.8	16.6%	2.1
%	1.8%	1.5%	30 bps	1.8%
EPS* – Euro cents	2.12	1.64	29.3%	2.20

() EPS is calculated by dividing the Net Result pertaining to the Group by the number of ordinary shares outstanding, excluding treasury shares at the same data.

NET WORKING CAPITAL

€M	Q1 '19	Q1 '18	Δ
Trade receivables <i>% on annualized sales</i>	60.9 13.1%	76.2 16.0%	(15.3) (290) bps
Inventories <i>% on annualized sales</i>	80.5 17.2%	76.8 16.1%	3.7 110 bps
Trade payables <i>% on annualized sales</i>	(108.9) (23.4)%	(123.1) (25.9)%	14.1 250 bps
Managerial Working Capital <i>% on annualized sales</i>	32.4 7.0%	29.9 6.3%	2.5 70 bps
Short term assets & liabilities <i>% on annualized sales</i>	(12.7) (2.7)%	(8.6) (1.8)%	(4.1) (90 bps)
Net Working Capital <i>% on annualized sales</i>	19.8 4.2%	21.3 4.5%	(1.6) (30 bps)

CONSOLIDATED CASH FLOW

€M

	Q1 '19	Q1 '18
Operating Cash Flow	(4.9)	1.8
CapEx	(3.1)	(4.0)
Cash Flow from Financing Activities	(2.9)	(2.4)
Δ Net Financial Position	(10.9)	(4.6)

	2019	2018		2019	2018
Net Operating Fixed Assets	175.0	156.1	Net Financial Position	67.4	73.0
			IFRS 16 eff. on NFP	10.9	-
Net Working Capital	19.8	21.3	Group Equity	107.0	101.2
			Minorities	10.8	4.4
Net Financial Assets	1.2	1.2	Total Shareholders' Equity	117.8	105.6
Net Capital Employed	196.0	178.6	Total Sources	196.0	178.6

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