

Group

BasicNet[®]

CONFERENCE CALL – 24th April 2018

Q1 2018 Highlights

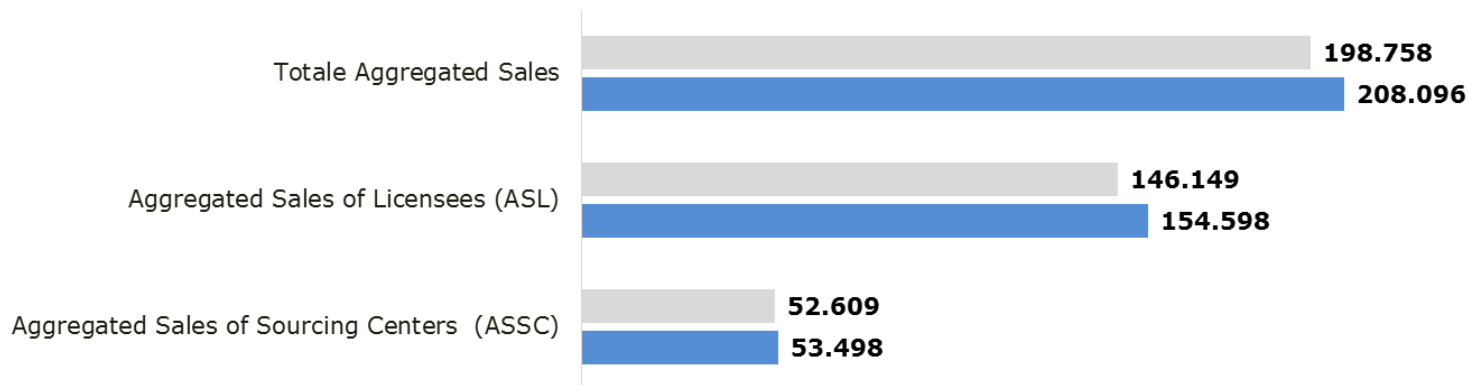
- Total aggregated sales € 208 million, up 4.7%
- Consolidated direct sales € 40 million, up 6.9%
- Royalties from ASL and ASSC € 13 million, up 9.6%

Total Aggregated Sales

Euro/000

Total Aggregated Sales (current exchange rates)

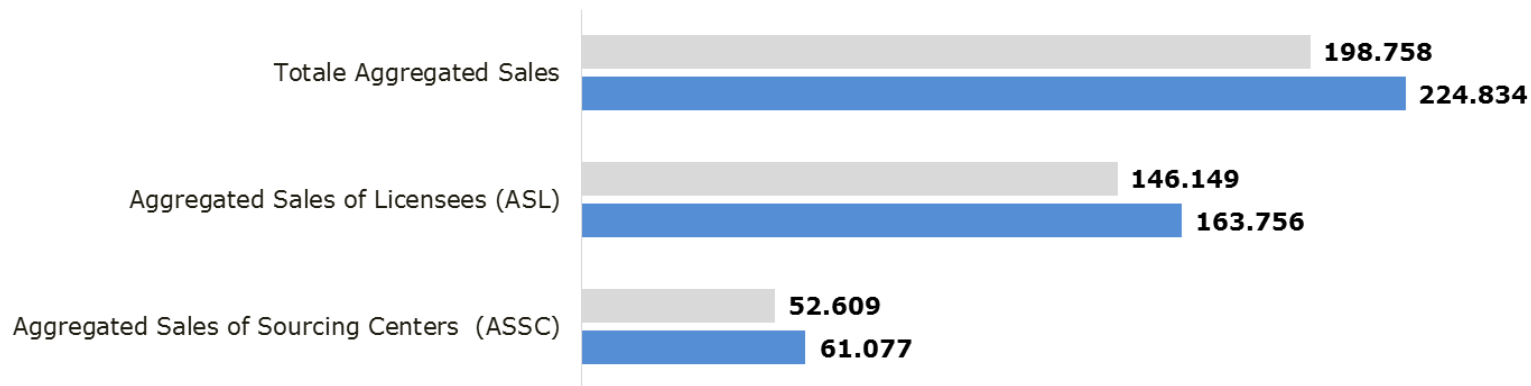
■ 31/03/2017 ■ 31/03/2018



+ 4.7%

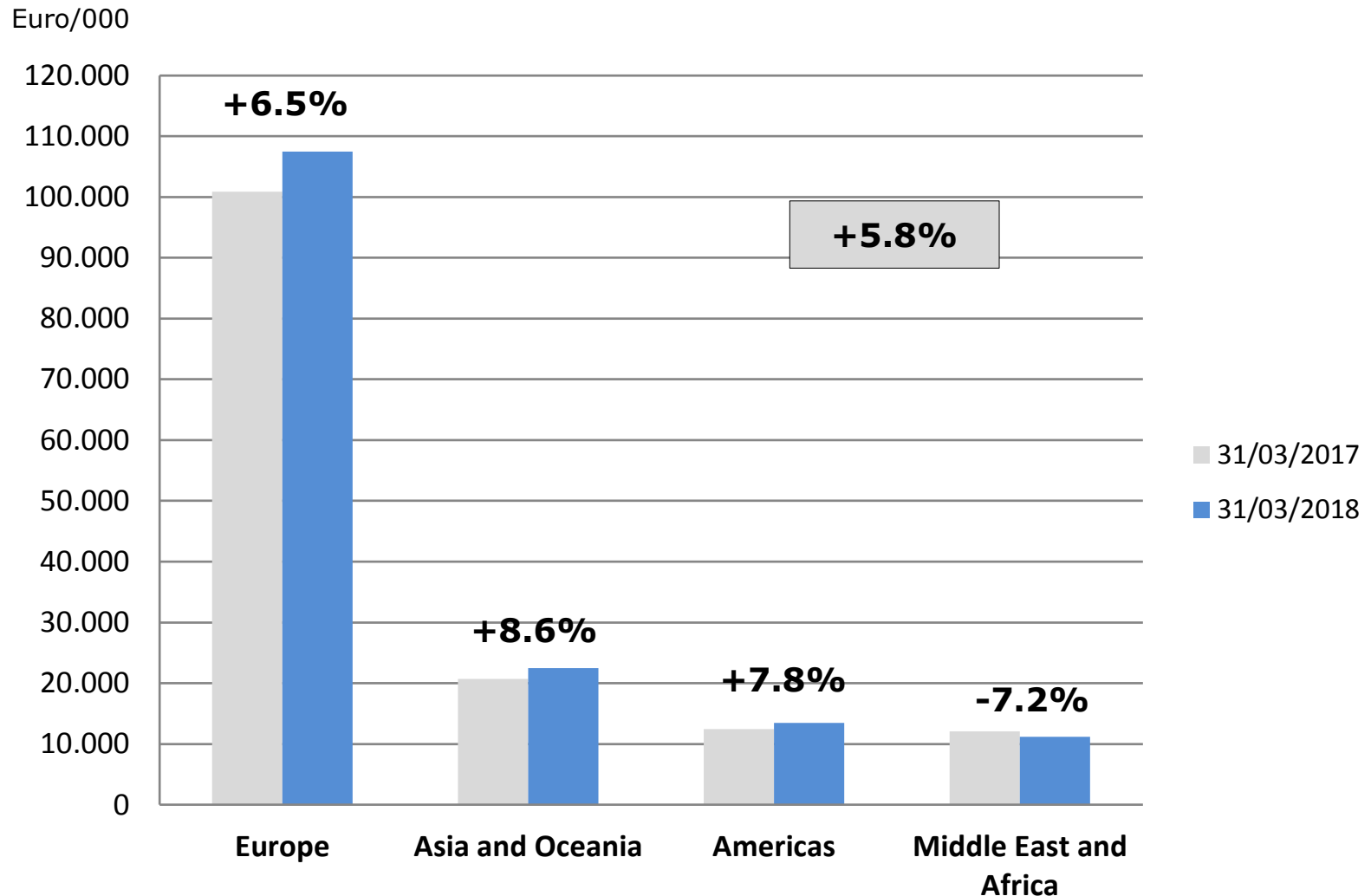
Total Aggregated Sales (constant exchange rates)

■ 31/03/2017 ■ 31/03/2018

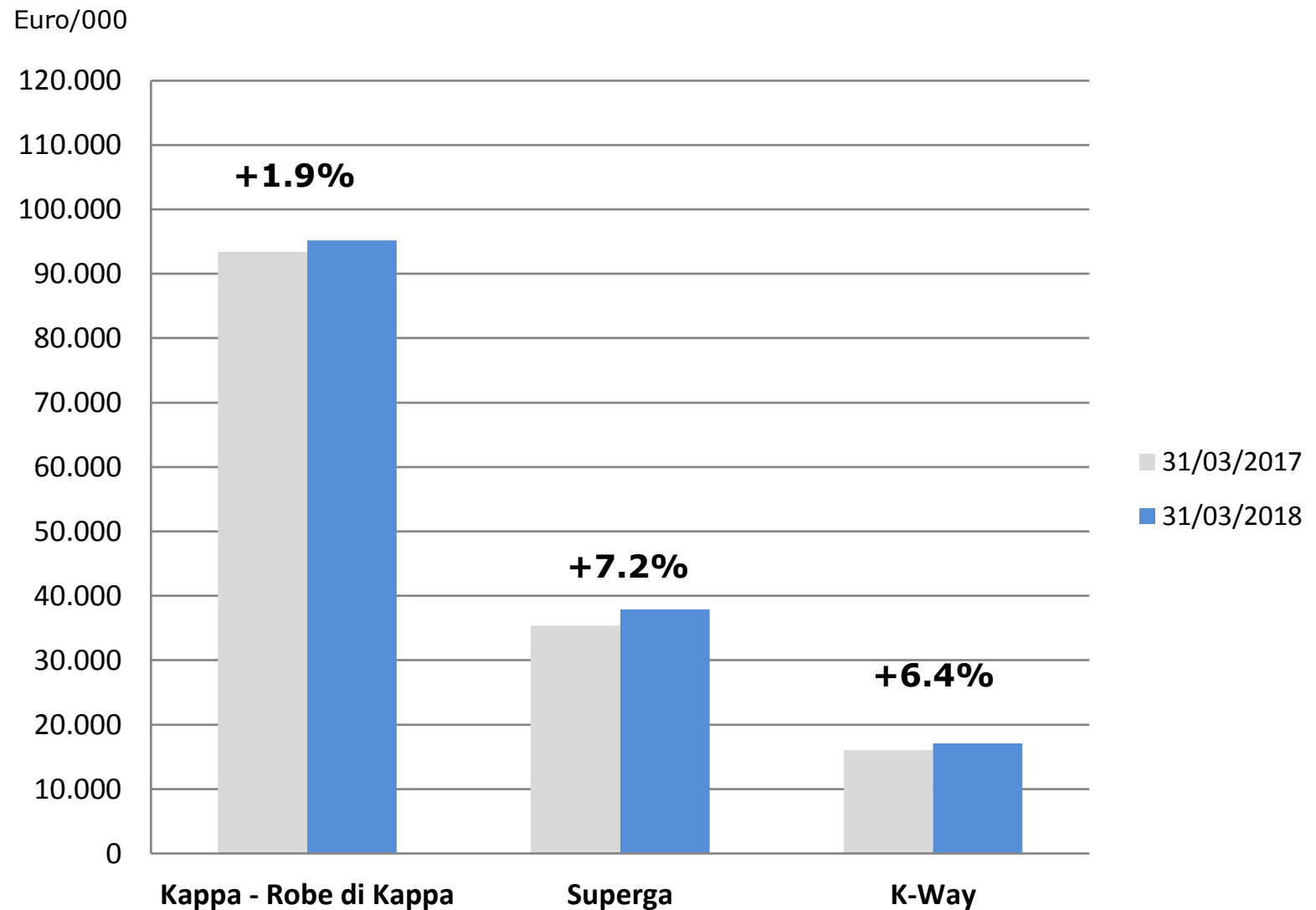


+ 13.1%

Aggregated sales of licensees (ASL) – geographic area -



Aggregated sales of licensees (ASL) – brand -



Key commercial indicators

Euro/000

	31/03/2018	31/03/2017	Variances	%
<i>Aggregated sales from international commercial Licensees</i>	114.399	108.391	6.009	5,5%
<i>Direct sales from the Italian Licensee BasicItalia</i>	40.199	37.758	2.440	6,5%
Aggregated Sales of Licensees (ASL)	154.598	146.149	8.449	5,8%
Aggregated Sales of Sourcing Centers (ASSC)	53.498	52.609	889	1,7%
Totale Aggregated Sales	208.096	198.758	9.338	4,7%
Royalties from ASL	10.708	9.567	1.142	11,9%
Royalties from ASSC	2.622	2.593	29	1,1%
Total Royalties	13.330	12.160	1.171	9,6%
Consolidated direct sales	40.391	37.800	2.592	6,9%
Total consolidated revenues	53.722	49.959	3.762	7,5%

Dividend distribution

Euro /000	2017	2016	Variances	%
Dividend	0,06	0,06	-	0,0%
Total dividends	3.660	3.660	-	0,0%
Dividends (cash outflow)	3.283	3.324	(41)	-1,2%
Net result	10.646	10.305	341	3,3%
<i>Pay-out ratio</i>	<i>30,8%</i>	<i>32,3%</i>	<i>-1,5%</i>	

Treasury shares buy-back programme

As of today's date, the company owns:

- ⇒ N. 6.375.979 equal to 10,45% of the share capital
- ⇒ Average price Euro 2,41
- ⇒ Current exchange price Euro 3,8
- ⇒ Investment of Euro 15 million
- ⇒ Implicit capital gain of Euro 9 million

⇒ % share price change from January 1st 2018 until Today: **+1,9%**

Treasury shares buy-back programme

	Shareholders' AGM authorisation of April 28th 2016.	Shareholders' AGM authorisation of April 27th 2017.
	Apr 2016 - Apr 2017	Apr 2017 - Today
Maximum financial commitment	€ 3.500.000	€ 3.500.000
Total investment of the period	€ 2.538.208	€ 3.005.197
Number of acquired treasury shares	802.297	813.682
Average price	3,17	3,69
% of the share capital	1,31%	1,33%

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