

Group

BasicNet[®]

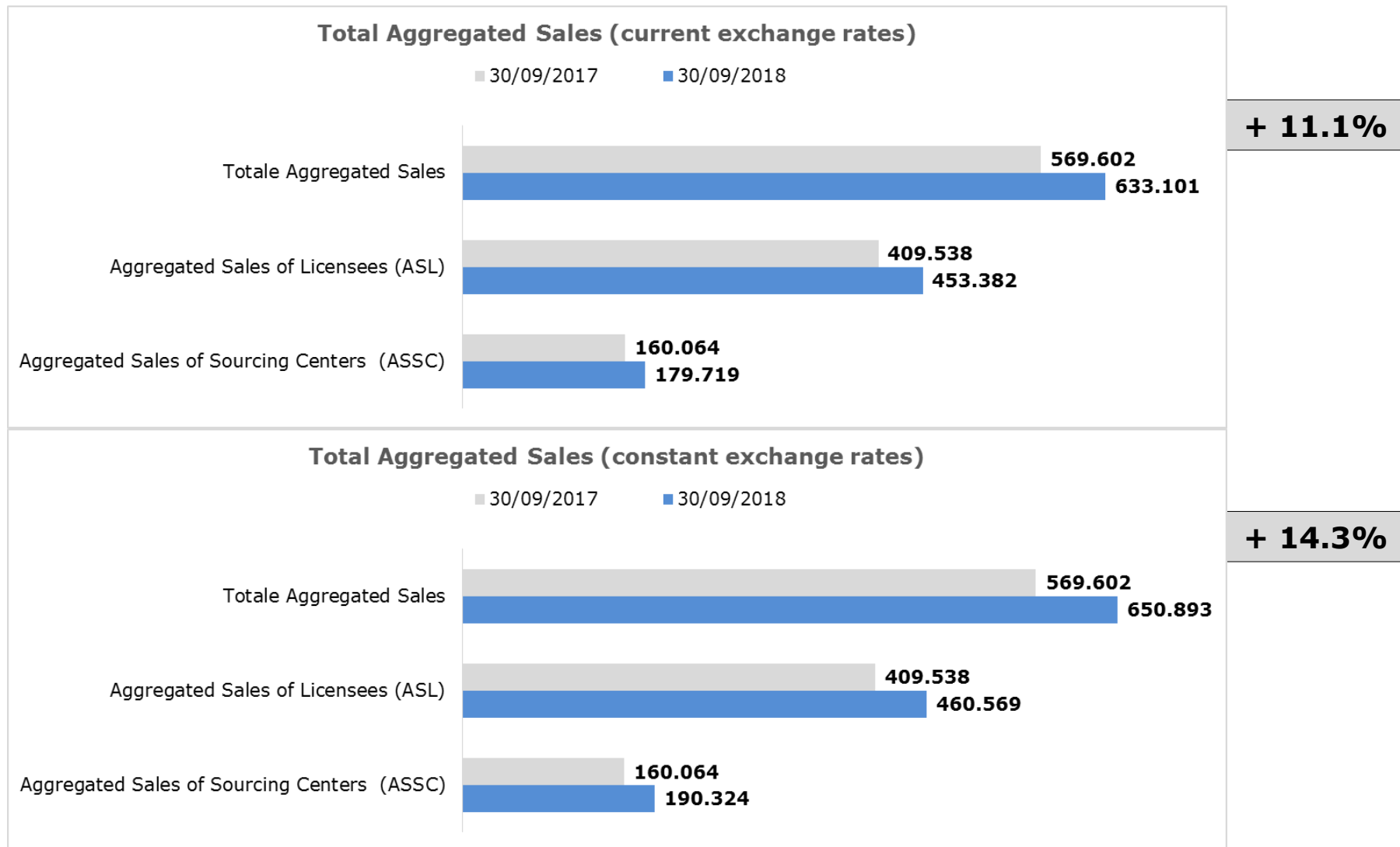
CONFERENCE CALL – 13th November 2018

Nine months 2018 – Highlights

- Total aggregated sales € 633 million, up 11.1%
- Consolidated direct sales € 113 million, up 13.2%
- Royalties from ASL and ASSC € 39 million, up 9.7%

Total Aggregated Sales

Euro/000



Aggregated sales of licensees (ASL) – geographic area -

% Variances 30/09/2018 vs 30/09/2017	
Europe	11,2%
Asia and Oceania	11,0%
Middle East and Africa	9,7%
Americas	8,0%
TOTAL	10,7%

Key commercial indicators

Euro/000

	30/09/2018	30/09/2017	Variances	%
<i>Aggregated sales from international commercial Licensees</i>	341.431	310.160	31.271	10,1%
<i>Direct sales from the Italian Licensee BasicItalia</i>	<u>111.952</u>	<u>99.378</u>	<u>12.574</u>	12,7%
Aggregated Sales of Licensees (ASL)	453.382	409.538	43.844	10,7%
Aggregated Sales of Sourcing Centers (ASSC)	179.719	160.064	19.655	12,3%
Totale Aggregated Sales	633.101	569.602	63.499	11,1%
Royalties from ASL	29.645	27.552	2.093	7,6%
Royalties from ASSC	9.256	7.904	1.352	17,1%
Total Royalties	38.902	35.457	3.445	9,7%
Consolidated direct sales	113.001	99.785	13.216	13,2%
Total consolidated revenues	151.903	135.242	16.661	12,3%

Treasury shares buy-back programme

As of today's date, the company owns:

- ⇒ N. 6.878.582 equal to 11,28% of the share capital
- ⇒ Average price Euro 2,54
- ⇒ Current exchange price Euro 4,58
- ⇒ Investment of Euro 17 million
- ⇒ Implicit capital gain of Euro 14 million

⇒ % share price change from January 1st 2018 until Today: **+23%**

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