

## PRESS RELEASE

### **BOARD OF DIRECTORS OF ELICA S.p.A. APPROVES 2009 PRELIMINARY RESULTS**

#### Consolidated preliminary results<sup>1</sup> for 2009 (January-December 2009)

- Revenues: Euro 335.1 million (Euro 385.4 million in 2008);
- EBITDA: Euro 20.4 million (Euro 22.7 million in 2008);
- EBIT: Euro 1.1 million (Euro 2.6 million in 2008);
- Net Profit: Euro 0.2 million (Euro 3.6 million in 2008);
- Net Debt: Euro 22.9 million, an improvement on Euro 34.9 million at December 31, 2008.

#### Elica Group revenues grew 2.7% in Q4 2009

#### 2010 Outlook

- Slight recovery in demand
- Consolidated revenue growth forecast between 3% and 5% on 2009
- Increase in EBITDA between 20% and 30% on 2009
- Net Working Capital stable compared to 2009 in terms of revenue levels

#### Significant events in the fourth quarter of 2009 and after December 31, 2009

#### Project relating to the creation of a Stock Grant plan

**Fabriano, February 11, 2009** – The Board of Directors of **Elica S.p.A.**, the parent company of a Group that is the leading manufacturer of kitchen range hoods, has approved the **Interim Report at December 31, 2009**, prepared in accordance with IFRS.

#### **Consolidated preliminary revenues<sup>2</sup> 2009**

**In 2009**, Elica Group consolidated revenues amounted to **Euro 335.1 million**, a decrease of **13.1%** on the previous year.

The fall in **revenues** follows the general drop in consumption in the “cooking” segment in the geographic markets in which the Elica Group derives the majority of its revenue and the performance of the Motors Business Unit. In relation to the **Range Hoods Business Unit** the contraction in **revenues was 10%**, in part due to the continuation of the rationalisation of the client portfolio with unsatisfactory credit ratings. **Own brand revenues increased by 9.7%** - mainly owing to the performance of the German company Gutmann GmbH. Revenues in the **high-end segment, with a**

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<sup>1</sup> The 2009 amounts include the consolidation of the German company Exklusiv-Hauben Gutmann GmbH.

<sup>2</sup> See Note 1.

decrease of 4.3% on the same period of 2008, recorded a performance ahead of the market which contracted by 16% globally. **The revenues of the Motors Business Unit**, affected throughout 2009 by the negative performance in the “heating” segment in the “new housing” sector, recorded a decrease of 28.1% on 2008.

### Earnings for full year 2009<sup>3</sup>

**EBITDA** amounted to **Euro 20.4 million** compared to Euro 22.7 million in 2008 - **6.1% of revenues**. **The margin increased by 0.2 percentage points** on the previous year. The reduction of industrial and general costs implemented in the first part of 2009 has resulted in **improved profitability**, given that the **EBITDA before restructuring charges was above Euro 7 million (8% of revenues)** compared to Euro 3.5 million (4% of revenues) in the fourth quarter of 2008 and in line with 7.9% recorded in the third quarter.

**EBIT** amounted to **Euro 1.1 million** compared to Euro 2.6 million in 2008 - **0.3% of revenues**. **Before the adjustment of goodwill within the Motors Business Unit and the restructuring charges, EBIT amounted to Euro 3.8 million (1.1% of revenues)**.

**The Group net profit** amounted to **Euro 0.2 million** compared to Euro 3.6 million in 2008 - **0.1% of revenues**.

	<b>FY 09</b>	<b>revenue margin</b>	<b>FY 08</b>	<b>revenue margin</b>	<b>09 Vs 08 %</b>	<b>Cge consol. area 09 Vs 08</b>
<i>In Euro thousands</i>						
Revenues	335,135		385,435		(13.1%)	17,251
EBITDA	20,377	6.1%	22,717	5.9%	(10.3%)	1,972
EBIT	1,082	0.3%	2,594	0.7%	(58.3%)	911
Financial income/(costs)	(2,055)	(0.6%)	285	0.1%	(821.1%)	(979)
Income taxes	1,749	0.5%	1,292	0.3%	35.4%	140
Net profit from continuing operations	776	0.2%	4,171	1.1%	(81.4%)	72
Net profit from continuing operations and discontinuing operations	776	0.2%	4,234	1.1%	(81.7%)	72
<b>Group Net Result</b>	<b>225</b>	<b>0.1%</b>	<b>3,579</b>	<b>0.9%</b>	<b>(93.7%)</b>	<b>72</b>
Basic earnings per share on continuing operations and discontinuing operations	0.39		6.28		(93.7%)	
Diluted earnings per share on continuing operations and discontinuing operations	0.39		6.28		(93.7%)	

(\*) The earnings per share was calculated by dividing the Group net result by the number of outstanding shares at the respective reporting dates.

(\*\*) in line with the 2008 Consolidated Financial Statements

<sup>3</sup> See Note 1.

## Balance sheet

The **Net Debt** at December 31, 2009 amounted to **Euro 22.9 million** compared to Euro 34.9 million at December 31, 2008. The improvement is principally related to the reduction in Net Working Capital and the strict control of investments.

	Dec. 31, 09	Sept. 30, 09	Dec. 31, 08 (*)	Cge consol. area 09 Vs 08
<i>In Euro thousands</i>				
<b>Cash and cash equivalents</b>	<b>19,235</b>	<b>22,459</b>	<b>14,968</b>	<b>1,329</b>
Finance leases and other lenders	(2,430)	(2,588)	(3,914)	(20)
Bank loans and mortgages	(9,118)	(9,247)	(4,677)	(136)
<b>Long-term debt</b>	<b>(11,548)</b>	<b>(11,835)</b>	<b>(8,591)</b>	<b>(156)</b>
Finance leases and other lenders	(1,903)	(1,423)	(1,000)	(16)
Bank loans and mortgages	(28,719)	(32,944)	(40,324)	0
<b>Short-term debt</b>	<b>(30,622)</b>	<b>(34,367)</b>	<b>(41,324)</b>	<b>(16)</b>
<b>Net Debt</b>	<b>(22,935)</b>	<b>(23,743)</b>	<b>(34,947)</b>	<b>1,157</b>

(\*) in line with the 2008 Consolidated Financial Statements

**Managerial Working Capital** on annualised net revenues **improved significantly** from 14.6% at December 31, 2008 to **12.0% at December 31, 2009**. This improvement was possible thanks to the significant reduction in inventories and the improved management of trade payables, whose effects more than offset the support activities in favour of clients.

	Dec. 31, 09	Sept. 30, 09	Dec. 31, 08 (*)	Cge consol. area 09 Vs 08
<i>In Euro thousands</i>				
Trade receivables	85,600	87,800	91,335	79
Inventories	41,451	41,539	51,868	96
Trade payables	(86,856)	(84,971)	(86,968)	(830)
<b>Managerial Working Capital</b>	<b>40,195</b>	<b>44,368</b>	<b>56,235</b>	<b>(655)</b>
as a % of annualised revenues	12.0%	13.5%	14.6%	
Other net receivables/payables	(6,579)	(8,701)	(7,919)	219
<b>Net Working Capital</b>	<b>33,616</b>	<b>35,667</b>	<b>48,316</b>	<b>(436)</b>
as a % of annualised revenues	10.0%	10.8%	12.5%	

(\*) in line with the 2008 Consolidated Financial Statements

The Elica Group is continuing the specific actions aimed not only at effectively responding to changed conditions in the sector but specifically at consolidating levers for growth and future profitability:

- **production outsourcing plans:** 30% of volumes were produced in Low Cost Countries in 2009 compared to 18% in 2008;
- **increase of the own brand revenues mix** in the Range Hoods Business Unit **reduction in industrial costs;**

- reduction in capex for non-core activities;
- continued improvement of Net Working Capital.

#### Consolidated revenues<sup>4</sup> – Q4 2009

**Elica Group revenues in the fourth quarter 2009 turned around with an increase of 2.7% on Q4 2008. Range Hood Business Unit revenues in the first nine months of 2009 recorded a drop of 13.9% while in the last quarter 2009 recorded an increase of 3.6% on Q4 2008.**

**In Q4 2009 own brand revenues increased by 15% on 2008, while high-end segment revenues were in line with 2008. The Motors Business Unit in Q4 2009 recorded a small decrease in revenues on Q4 2008 (-2.1%).**

	<b>Q4 09</b>	<b>revenue margin</b>	<b>Q4 08</b>	<b>revenue margin</b>	<b>09 Vs 08 %</b>	<b>Cge consol. area 09 Vs 08</b>
<i>In Euro thousands</i>						
Revenues	88,026		85,797		2.6%	1,949
EBITDA	5,166	5.9%	3,206	3.7%	61.1%	733
EBIT	(1,810)	(2.1%)	(4,427)	(5.2%)	(59.1%)	574
Financial income/(costs)	(309)	(0.4%)	(1,105)	(1.3%)	(72.0%)	(960)
Income taxes	1,333	1.5%	2,065	2.4%	(35.4%)	105
Net loss from continuing operations	(786)	(0.9%)	(3,467)	(4.0%)	(77.3%)	(281)
Net loss from continuing operations and discontinuing operations	(786)	(0.9%)	(3,467)	(4.0%)	(77.3%)	(218)
<b>Group Net Result</b>	<b>(906)</b>	<b>(1.0%)</b>	<b>(3,754)</b>	<b>(4.4%)</b>	<b>(75.9%)</b>	<b>(218)</b>
Basic earnings per share on continuing operations and discontinuing operations	(1.59)		(6.59)		(75.9%)	
Diluted earnings per share on continuing operations and discontinuing operations	(1.59)		(6.59)		(75.9%)	

(\*) The earnings per share was calculated by dividing the Group net result by the number of outstanding shares at the respective reporting dates.

(\*\*) in line with the 2008 Consolidated Financial Statements

<sup>4</sup> See Note 1.

## **2010 Outlook**

After a continuous contraction in consumption, **the last quarter of 2009 saw some signs of recovery**. The Elica Group therefore forecasts **slight market growth in 2010**.

Despite uncertainty still pervading the general economy and the lack of visibility for 2010, **an increase in consolidated revenues of between 3% and 5% on 2009** is forecast.

The continual focus on innovation and efficiency enables a forecast of **Ebitda growth of between 20% and 30% on 2009**. A further Group objective is the establishment of **stability in Net Working Capital on revenues**.

## **Significant events in the fourth quarter of 2009 and after December 31, 2009**

On **October 12, 2009**, the Board of Directors of Elica S.p.A. resolved in extraordinary session and by public deed the merger by incorporation of the company FIME S.p.A. into Elica S.p.A. while the Extraordinary Shareholders' Meeting of FIME S.p.A. also approved the merger. The minutes of the merger resolution of Elica S.p.A. were filed, in accordance with law, at the registered offices of the company, Borsa Italiana and Consob and are available on the Internet site [www.elicagroup.com](http://www.elicagroup.com). The minutes were recorded in the Ancona Company Registration Office on October 13, 2009.

On December 14, 2009, the merger deed was signed and registered on December 16, 2009 at the Ancona Company Registration Office. The merger was effective from January 1, 2010.

The operation is part of the reorganisation of the Elica Group, through simplifying the holding structure, achieving greater operational efficiency and integration and a reduction of administrative costs, which will be achieved in part through the transfer of the main administrative offices to Elica S.p.A..

## **Project relating to the creation of a Stock Grant plan**

The Board of Directors today further resolved upon the implementation of a Stock Grant plan, to be proposed to the Shareholders' Meeting convened for the approval of the financial statements at December 31, 2009 and has referred the approval of the project to the Board of Directors meeting which will approve the draft financial statements.

The dates for the Shareholders' Meeting and the Board of Directors' meetings are available on the financial calendar of the Company, published on the internet site [www.elicagroup.com](http://www.elicagroup.com) in the Investor relations section.

## **Declaration pursuant to art. 154-bis, paragraph two, of the Consolidated Finance Act**

The Chief Executive Officer, Mr. Andrea Sasso and the Executive responsible for the preparation of corporate accounting documents, Mr. Vincenzo Maragliano, declare, pursuant to section 2 of article 154 bis of the Consolidated Finance Act, that the present press release corresponds to the underlying accounting documents, records and accounting entries.

The **Elica Group** has been present in the cooker hood market since the 1970s and is today world leader in terms of units sold. It is also a European leader in the design, manufacture and sale of motors for central heating boilers for domestic use. With 2,400 employees and an annual output of approx. 20 million units of kitchen hoods and motors, the Elica Group has 8 plants - of these, five are in Italy, one is in Poland, one in Mexico and one in Germany.

With over thirty years' experience in the sector, Elica has combined meticulous care in design, judicious choice of material and cutting edge technology to become the prominent market figure it is today. The company has revolutionized the traditional image of the kitchen cooker hood: it is no longer seen as a simple accessory but as a design object.

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## ATTACHMENT A

### Consolidated income statement for Q4 and 2009 (in Euro thousands)

<i>In Euro thousands</i>	<b>Q4 09</b>	<b>Q4 08 (*)</b>	<b>FY 09</b>	<b>FY 08</b>
Revenues	88,026	85,797	335,135	385,435
Other operating revenues	1,547	1,844	2,838	6,213
Changes in inventories of finished and semi-finished goods	2,844	(1,470)	4,720	(402)
Increase in internal work capitalised	679	1,659	2,937	2,762
Raw materials and consumables	(48,740)	(45,293)	(180,198)	(206,024)
Services	(17,325)	(19,481)	(66,611)	(83,873)
Labour costs	(17,308)	(16,888)	(66,920)	(69,911)
Amortisation & depreciation	(4,205)	(4,365)	(16,524)	(16,855)
Other operating expenses and provisions	(2,666)	(2,723)	(9,584)	(9,030)
Restructuring charges	(1,891)	(239)	(1,940)	(2,453)
Write-down of Goodwill for loss of value	(2,771)	(3,268)	(2,771)	(3,268)
<b>EBIT</b>	<b>(1,810)</b>	<b>(4,427)</b>	<b>1,082</b>	<b>2,594</b>
Share of profit/(loss) from associates	81	162	107	149
Financial income	524	(102)	1,197	843
Financial charges	(1,007)	(1,012)	(3,153)	(3,393)
Exchange gains/(losses)	93	(153)	(206)	2,686
<b>Profit/(loss) before taxes</b>	<b>(2,119)</b>	<b>(5,532)</b>	<b>(973)</b>	<b>2,879</b>
Income taxes	1,333	2,065	1,749	1,292
<b>Net profit/(loss) from continuing operations</b>	<b>(786)</b>	<b>(3,467)</b>	<b>776</b>	<b>4,171</b>
<b>Net profit/(loss) from discontinued operations</b>	-	-	-	63
<b>Net profit/(loss)</b>	<b>(786)</b>	<b>(3,467)</b>	<b>776</b>	<b>4,234</b>
of which:				
Minority interests share	120	287	551	655
<b>Group net profit/(loss)</b>	<b>(906)</b>	<b>(3,754)</b>	<b>225</b>	<b>3,579</b>
<b><i>Basic earnings per share</i></b>				
From continuing and discontinued operations (Euro/cents)	(1.59)	(6.59)	0.39	6.15
From continuing operations (Euro/cents)	(1.59)	(6.59)	0.39	6.04
<b><i>Diluted earnings per share</i></b>				
From continuing and discontinued operations (Euro/cents)	(1.59)	(6.59)	0.39	6.15
From continuing operations (Euro/cents)	(1.59)	(6.59)	0.39	6.04

**(\*) in line with the 2008 Consolidated Financial Statements**

## ATTACHMENT B

### Comprehensive consolidated income statement for Q4 and 2009

	Q4 09	Q4 08 (*)	FY 09	FY 08
<i>In Euro thousands</i>				
<b>Net profit/(loss)</b>	<b>(786)</b>	<b>(3,467)</b>	<b>776</b>	<b>4,234</b>
<b>Other comprehensive income statement items:</b>				
Exchange differences on the conversion of foreign financial statements	1,539	(7,737)	468	(8,061)
Net change in cash flow hedge and Stock Option reserves	14	(74)	4	(69)
Income taxes on other comprehensive income statement items	(3)	16	(1)	15
<b>Total other comprehensive income statement items, net of tax effects:</b>	<b>1,550</b>	<b>(7,795)</b>	<b>471</b>	<b>(8,115)</b>
<b>Total comprehensive result</b>	<b>764</b>	<b>(11,262)</b>	<b>1,247</b>	<b>(3,881)</b>
of which:				
Minority interests share	114	475	448	859
Group comprehensive net profit/(loss)	650	(11,737)	799	(4,740)

**(\*) in line with the 2008 Consolidated Financial Statements**



## ATTACHMENT C

### Consolidated balance sheet at December 31, 2009 (*in thousands of Euro*)

	Dec. 31, 09	Dec. 31, 08
<i>In Euro thousands</i>		
Property, plant & equipment	69,153	70,010
Goodwill	33,127	35,862
Other intangible assets	21,081	20,199
Investments in associated companies	2,309	2,627
Other financial assets	30	30
Other receivables	200	344
Tax receivables	6	6
Deferred tax assets	9,058	6,372
Financial assets available-for-sale	680	191
<b>Total non-current assets</b>	<b>135,644</b>	<b>135,641</b>
Trade and financial receivables	85,600	91,335
Inventories	41,451	51,868
Other receivables	3,841	5,722
Tax receivables	9,308	9,131
Derivative financial instruments	725	2,554
Cash and cash equivalents	19,235	14,968
<b>Current assets</b>	<b>160,160</b>	<b>175,578</b>
<b>Total assets</b>	<b>295,804</b>	<b>311,219</b>
Liabilities for post-employment benefits	9,560	11,023
Provisions for risks and charges	5,165	3,127
Deferred tax liabilities	5,422	7,739
Finance leases and other lenders	2,430	3,914
Bank loans and mortgages	9,118	4,677
Other payables	1,381	1,225
Tax payables	1,058	1,400
Derivative financial instruments	-	-
<b>Non-current liabilities</b>	<b>34,134</b>	<b>33,105</b>
Provisions for risks and charges	1,082	1,307
Finance leases and other lenders	1,903	1,000
Bank loans and mortgages	28,719	40,324
Trade payables	86,856	86,968
Other payables	14,271	17,122
Tax payables	4,375	4,343
Derivative financial instruments	311	2,556
<b>Current liabilities</b>	<b>137,517</b>	<b>153,620</b>
Share Capital	12,665	12,665
Capital reserves	71,123	71,123
Hedging, translation and stock option reserve	(8,429)	(9,081)
Treasury shares	(17,629)	(17,629)
Retained earnings	64,086	61,871
Group profit	225	3,579
<b>Group shareholders' equity</b>	<b>122,041</b>	<b>122,528</b>
Capital and reserves of minority interests	1,561	1,311
Minority interest profit	551	655
<b>Minority interest equity</b>	<b>2,112</b>	<b>1,966</b>
<b>Consolidated shareholders' equity</b>	<b>124,153</b>	<b>124,494</b>
<b>Total liabilities and shareholders' equity</b>	<b>295,804</b>	<b>311,219</b>

## ATTACHMENT D

### Condensed consolidated cash flow statement at December 31, 2009 (in Euro thousands)

	Dec. 31, 09	Dec. 31, 08
<i>In Euro thousands</i>		
<b>Opening cash and cash equivalents</b>	<b>14,968</b>	<b>21,948</b>
EBIT- Operating profit	1,082	2,594
Amortisation, depreciation and write-downs	16,524	16,855
Write-down of Goodwill for loss of value	2,771	3,268
EBITDA	20,377	22,717
Changes in Working Capital	12,819	(2,971)
trade working capital	16,040	1,014
other working capital accounts	(3,221)	(3,985)
Exchange rate effect	85	(1,180)
Income taxes paid	(2,122)	(5,698)
Change in provisions	(226)	(2,381)
Other changes	9	23
Gain on earthquake write-offs	0	(4,084)
<b>Cash flow from operating activity</b>	<b>30,942</b>	<b>6,425</b>
Net increases	(16,289)	(17,071)
Intangible assets	(4,748)	(6,905)
Property, plant & equipment	(11,801)	(5,419)
Equity investments and other financial assets	(100)	(736)
Exchange rate effect	360	(4,011)
Divestment of Business Unit	0	1,190
Purchase of equity investments	0	(12,551)
<b>Cash flow from investments</b>	<b>(16,289)</b>	<b>(28,432)</b>
Acquisition of treasury shares	0	(10,958)
Dividends	(1,066)	(2,817)
Increase (decrease) financial payables	(7,745)	30,649
Net changes in other financial assets/liabilities	(136)	869
Interest paid	(1,377)	(2,337)
<b>Cash flow from financing activity</b>	<b>(10,324)</b>	<b>15,406</b>
<b>Change in cash and cash equivalents</b>	<b>4,329</b>	<b>(6,600)</b>
<b>Effect of exchange rate change on liquidity</b>	<b>(62)</b>	<b>(379)</b>
<b>Closing cash and cash equivalents</b>	<b>19,235</b>	<b>14,968</b>