

**PRESS RELEASE**

**BOARD OF DIRECTORS OF ELICA S.p.A.  
APPROVES 2013 FIRST QUARTER REPORT**

**Q1 2013 Consolidated results (January-March 2013)**

- **Revenues: Euro 95.1 million (Euro 94.7 million in 2012), in line with the previous year;**
- **EBITDA: Euro 5.5 million (Euro 5.1 million in 2012), growth of 8.0%;**
- **EBIT: Euro 1.5 million (Euro 1.3 million in 2012), up 13.4%;**
- **Group Net Profit: Euro 0.4 million (Euro 0.7 million in 2012), contraction of 38.3%;**
- **Net Debt: Euro 68.8 million, compared to Euro 62.3 million at December 31, 2012, reducing on Euro 74.2 million at March 31, 2012 – in line with business seasonality.**

**2013 Outlook**

- **Growth expected on American and Asian markets, Europe to contract;**
- **Consolidated revenue growth expected at between 1 and 3% on 2012;**
- **EBITDA growth of between 2 and 7% on 2012;**
- **Net Debt not greater than Euro 57 million.**

**2010 Stock Grant Plan shares allocated**

**Fabriano, May 14, 2013** – 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 today approved the **2013 First Quarter Report**, prepared in accordance with IFRS.

**Consolidated results – Q1 2013**

**In the first quarter of 2013, the consolidated revenues of the Elica Group of Euro 95.1 million were substantially in line with Q1 2012 (+0.4%).**

The **Cooking Segment** reported revenue **growth of 1.0%** which relates essentially to the **increase of 2.8% of own brand product sales**, against stable third party brand sales compared to the same period of 2012.

Global range hood demand in the quarter saw an encouraging turnaround with growth of 2.4%<sup>1</sup>, after eight consecutive quarterly contractions, driven by the recoveries on the Chinese and North American markets.

**Motor Segment** revenues in the first quarter of 2013 **recorded a slight reduction (2.8%)**, related to the contraction in white good segment sales, against substantial stability in revenues in the heating and ventilation segments.

In relation to revenues from sales in the principal markets<sup>2</sup> **the Americas and Asia contributed significantly to revenue growth (respectively +13.2% and +7.3% on Q1 2012)**, while **European**

<sup>1</sup> Global range hood market volumes

sales contracted (-2.8%), reflecting the ongoing challenging economic conditions in Western Europe (-4%).

For completeness, the breakdown of consolidated revenues by geographic location of the Group companies is reported below.

(in Euro thousands)	Europe		America		Asia and the Rest of the World		Unallocated and eliminations		Consolidated	
	Q1 13	Q1 12	Q1 13	Q1 12	Q1 13	Q1 12	Q1 13	Q1 12	Q1 13	Q1 12
<b>Segment revenue:</b>										
third parties	72,072	74,672	12,583	10,764	10,505	9,279	(25)	10	95,134	94,724
Inter-segment	3,490	2,743	1	2	48	-	(3,539)	(2,746)	-	-
<b>Total revenues</b>	<b>75,561</b>	<b>77,415</b>	<b>12,584</b>	<b>10,766</b>	<b>10,552</b>	<b>9,279</b>	<b>(3,564)</b>	<b>(2,736)</b>	<b>95,134</b>	<b>94,724</b>

### Profitability – Q1 2013

The **EBITDA** in the first quarter of 2013 of **Euro 5.5 million** grew by **8.0%** on the same period of 2012, benefitting, **in addition to the decrease in the raw materials cost, from an improved sales mix** in the quarter and the **industrial and overhead cost streamlining programmes**.

**EBIT** of **Euro 1.5 million** improved **13.4%** on Euro 1.3 million in Q1 2012.

The **Group Net Profit** totaled **Euro 0.4 million, reducing 38.3%** compared to Euro 0.7 million in Q1 2012, which however benefitted from a positive currency impact of Euro 1.2 million.

<i>In Euro thousands</i>	Q1 13	% revenues	Q1 12	% revenues	13 Vs 12 %
Revenues	95,134		94,724		0.4%
EBITDA	5,453	5.7%	5,051	5.3%	8.0%
EBIT	1,517	1.6%	1,338	1.4%	13.4%
Financial income/(charges)	(1,263)	(1.3%)	96	0.1%	n/a
Income taxes	323	0.3%	(707)	(0.7%)	n/a
Net profit from continuing operations	577	0.6%	727	0.8%	(20.6%)
Net profit from continuing operations and discontinuing operations	577	0.6%	727	0.8%	(20.6%)
<b>Group Net Profit</b>	<b>426</b>	<b>0.4%</b>	<b>690</b>	<b>0.7%</b>	<b>(38.3%)</b>
Basic earnings per share on continuing operations and discontinuing operations (Euro/cents)*	0.71		1.15		(38.3%)
Diluted earnings per share on continuing operations and discontinuing operations (Euro/cents)*	0.71		1.09		(34.9%)

\*The earnings per share for Q1 2013 and 2012 were calculated by dividing the Group net result from continuing and discontinued operations by the number of outstanding shares at the respective reporting dates.

<sup>2</sup> Data concerns sales revenues by geographic area and therefore does not refer to the breakdown by operating segment according to the various Group company locations.

## Balance sheet

The **Net Debt at March 31, 2013** totaled Euro 68.8 million, reducing on Euro 74.2 million at **March 31, 2012** and increasing on Euro 62.3 million at December 31, 2012, in line with business seasonality.

<i>In Euro thousands</i>	<b>Mar 31, 13</b>	<b>Dec 31, 12 restated<sup>3</sup></b>	<b>Mar 31, 12</b>
<b>Cash and cash equivalents</b>	<b>21,090</b>	<b>29,551</b>	<b>14,758</b>
Finance leases and other lenders	(14)	(333)	(607)
Bank loans and mortgages	(42,370)	(46,343)	(42,776)
<b>Long-term debt</b>	<b>(42,384)</b>	<b>(46,676)</b>	<b>(43,383)</b>
Finance leases and other lenders	(42)	(40)	(32)
Bank loans and mortgages	(47,482)	(45,165)	(45,578)
<b>Short-term debt</b>	<b>(47,524)</b>	<b>(45,205)</b>	<b>(45,610)</b>
<b>Net Debt</b>	<b>(68,818)</b>	<b>(62,330)</b>	<b>(74,235)</b>

The **Managerial Working Capital** on annualised revenues of 11.6% improved on 12.5% at **March 31, 2012**, but increased compared to 10.0% at December 31, 2012, due to the normal seasonality of the Group's activities.

<i>In Euro thousands</i>	<b>Mar 31, 13</b>	<b>Dec 31, 12 restated<sup>4</sup></b>	<b>Mar 31, 12</b>
Trade receivables	79,665	77,465	85,476
Inventories	55,142	49,597	54,482
Trade payables	(90,641)	(88,716)	(92,453)
<b>Managerial Working Capital</b>	<b>44,166</b>	<b>38,346</b>	<b>47,505</b>
as a % of annualised revenues	11.6%	10.0%	12.5%
Other net receivables/payables	(2,129)	(760)	(1,300)
<b>Net Working Capital</b>	<b>42,037</b>	<b>37,586</b>	<b>46,205</b>

The Board of Directors also approved the reconversion Project of the production area of Serra San Quirico (Ancona) as a logistical hub and the gradual transfer of the workforce to the nearby Mergo (Ancona) production site. The Project stems from the need to ensure the competitiveness of the Italian production structure and includes, parallel to investments in the region, a proportionate and gradual resizing of the workforce over a period of approximately 24 months from the fourth quarter of 2013.

<sup>3</sup> On June 16, 2011, the IASB issued an amendment to IAS 19 – “Employee benefits”, applied retrospectively for the year beginning January 1, 2013, which required the presentation of restatement columns concerning December 31 and January 1, 2012, in which the effects of the application of these new requirements are presented. Essentially, this resulted in an increase in the Employee Leaving Indemnity provision recognised against the “Actuarial profit/loss reserve” and a reduction of the Deferred Tax Provision, with counter-entry in the same reserve. In addition, this affected the Minority Interest Equity account.

<sup>4</sup> See Note 3

The choice to keep the heart of the Group in Italy necessitated a re-designing of the production base and is in line with the streamlining programmes at all organisational levels.

### **Significant events in the first quarter of 2013 and subsequent events after March 31, 2013**

On **January 16, 2013**, Elica S.p.A., in accordance with Article 70, paragraph 8 and Article 71, paragraph 1-*bis* of the Consob Issuers' Regulation, announced that it would employ the exemption from publication of the required disclosure documents concerning significant merger, spin-off, share capital increase through conferment of assets in kind, acquisition and sales operations.

The Board of Directors of Elica S.p.A. on **February 14, 2013** approved the 2012 Fourth Quarter Report, prepared in accordance with IFRS accounting standards.

On **March 15, 2013** the Board of Directors of Elica S.p.A approved the Consolidated Financial Statements at December 31, 2012 and the Separate Financial Statements at December 31, 2012 of Elica S.p.A, prepared in accordance with IFRS.

On **March 28, 2013**, the Board of Directors decided to propose May 20, 2013 as the coupon No. 5 date, record date of May 22, 2013 and dividend payment date of May 23, 2013.

On **April 24, 2013**, the Shareholders' Meeting of Elica S.p.A., meeting in Ordinary and Extraordinary session, approved the Financial Statements at December 31, 2012 of Elica S.p.A., the distribution of a dividend of Euro 0.0237 per share, resulting in a pay-out ratio of 30.0% of the Consolidated Group Net Profit, excluding the distribution of a dividend for treasury shares held at May 20, 2013, date of the dividend coupon No. 5 and record date of May 22. The dividend payment date is May 23, 2013. On the same date, the Shareholders' Meeting approved the Remuneration Report, authorised the purchase of treasury shares and the utilisation of such shares, approved the amendments to the By-laws and an increase in the number of Board members from 7 to 8, appointing Evasio Novarese as Director, born in Omegna (VB) on 25/08/1947 and resident in Comerio (VA), who will remain in office until the date of the Shareholders' Meeting called for the approval of the 2014 Annual Accounts.

### **2013 Outlook<sup>5</sup>**

In a global marketplace which expects growth in the Americas and Asia and a contraction in Europe, the **Elica Group for 2013 forecasts an increase in consolidated revenues of between 1% and 3% and an improvement in consolidated EBITDA of between 2% and 7% on 2012**, and targets a Net Debt not greater than Euro 57 million at the end of 2013.

### **2010 Stock Grant Plan shares allocated**

The Board of Directors today noted that on April 24, 2013 the Vesting Period of the 2010 Stock Grant Plan concluded and verified the achievement of the Retention and Performance Objectives established by the plan, allocating overall 203,976 Elica S.p.A. shares to the Beneficiaries. For further details, reference should be made to the Disclosure Document on the 2010 Stock Grant Plan, published on

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<sup>5</sup> The impact of the non-recurring charges (which are currently not estimable) is not included in the estimates.

March 22, 2012 and available on the Company website <http://www.elicagroup.com/www.elicagroup.com> at the link <http://www.elicagroup.com/info.php?page=916>, in addition to the next update of the Remuneration Report which will be published in the time and manner established by applicable regulations.

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The Interim Report at March 31, 2013 was filed today and made available to whomever making such request at the registered office of the Company, on the Group internet site [www.elicagroup.com](http://www.elicagroup.com), Investor Relations/Financial Data/Accounts and Reports section at the following link <http://www.elicagroup.com/info.php?page=1079&lng=en>, and on Borsa Italiana S.p.A. internet site. The Financial Presentation concerning the Q1 2013 consolidated results will also be available on the Group internet site at the following link <http://www.elicagroup.com/info.php?page=1078&lng=en>.

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

The Chief Executive Officer, Mr. Giuseppe Perucchetti and the Executive responsible for the preparation of corporate accounting documents, Mr. Alberto Romagnoli, declare, pursuant to Article 154-*bis*, second paragraph of Legs. Decree No. 58/98, that the present press release corresponds to the underlying accounting documents, records and accounting entries.

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The **Elica Group** has been present in the cooker hood market since the 1970s, is chaired by Francesco Casoli and led by Giuseppe Perucchetti and today is the 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. With approximately 3,000 employees and an annual output of over 17 million units, the Elica Group has nine plants, including in Italy, Poland, Mexico, Germany, India and China. With many years' experience in the sector, Elica has combined meticulous care in design, judicious choice of material and cutting edge technology guaranteeing maximum efficiency and reducing consumption making the Elica Group the prominent market figure it is today. The Group has revolutionised the traditional image of the kitchen cooker hood: it is no longer seen as simple accessory but as a design object which improves the quality of life.

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	Q1 13	Q1 12
<i>In Euro thousands</i>		
Revenues	95,134	94,724
Other operating revenues	418	471
Changes in inventories of finished and semi-finished goods	3,022	2,531
Increase in internal work capitalised	743	678
Raw materials and consumables	(55,050)	(54,532)
Services	(16,901)	(17,823)
Labour costs	(20,609)	(19,535)
Amortisation and depreciation	(3,936)	(3,713)
Other operating expenses and provisions	(1,304)	(1,463)
<b>EBIT</b>	<b>1,517</b>	<b>1,338</b>
Share of profit/(loss) from associates	(4)	1
Financial income	39	16
Financial charges	(1,000)	(1,086)
Exchange gains/losses	(298)	1,165
<b>Profit before taxes</b>	<b>254</b>	<b>1.434</b>
Income taxes	323	(707)
<b>Net profit from continuing operations</b>	<b>577</b>	<b>727</b>
<b>Net profit from discontinued operations</b>	-	-
<b>Net profit for the period</b>	<b>577</b>	<b>727</b>
pertaining to:		
Minority interests share	151	37
Group Net Profit	426	690
<b><i>Basic earnings per Share (Euro/cents)</i></b>	0.71	1.15
<b><i>Diluted earnings per Share (Euro/cents)</i></b>	0.71	1.09

(\*) Data not subject to limited audited.

<i>In Euro thousands</i>	Q1 13	Q1 12 - restated <sup>6</sup>
<b>Net Profit</b>	<b>577</b>	<b>727</b>
<b>Other comprehensive income statement items:</b>		
Exchange differences on the conversion of foreign financial statements	1,926	1,979
Net change in cash flow hedges	(24)	(54)
Actuarial gains/(losses) of employee defined plans	101	(488)
Income taxes on other comprehensive income statement items	(17)	147
<b>Total other comprehensive income statement items, net of tax effects:</b>	<b>1,986</b>	<b>1,584</b>
<b>Total comprehensive profit</b>	<b>2,563</b>	<b>2,311</b>
pertaining to:		
Minority interests share	87	(322)
<b>Group comprehensive profit</b>	<b>2,476</b>	<b>2,633</b>

(\*) Data not subject to limited audited.

<sup>6</sup> See Note 3

**ATTACHMENT C - Consolidated Balance Sheet at March 31, 2013\***

<i>In Euro thousands</i>	<b>Mar 31, 13</b>	<b>Dec 31, 12 restated<sup>7</sup></b>	<b>Jan 1, 12 restated</b>
Property, plant & equipment	89,056	86,861	85,165
Goodwill	41,963	41,705	41,765
Other intangible assets	25,561	25,426	24,424
Investments in associated companies	1,390	1,394	1,377
Other receivables	237	245	276
Tax receivables	6	6	6
Deferred tax assets	12,058	10,387	10,032
AFS financial assets	156	156	672
Derivative financial instruments	2	-	29
<b>Total non-current assets</b>	<b>170,429</b>	<b>166,180</b>	<b>163,746</b>
Trade and financial receivables	79,665	77,465	82,207
Inventories	55,142	49,597	50,598
Other receivables	7,862	5,816	6,036
Tax receivables	14,458	9,035	5,943
Derivative financial instruments	442	638	813
Cash and cash equivalents	21,090	29,551	20,026
<b>Current assets</b>	<b>178,659</b>	<b>172,102</b>	<b>165,623</b>
<b>Assets of discontinued operations</b>	<b>-</b>	<b>-</b>	<b>1,065</b>
<b>Total Assets</b>	<b>349,088</b>	<b>338,282</b>	<b>330,434</b>
Liabilities for post-employment benefits	12,056	12,178	9,981
Provisions for risks and charges	2,742	2,710	2,505
Deferred tax liabilities	5,652	5,375	6,426
Finance leases and other lenders	14	333	56
Bank loans and mortgages	42,370	46,343	45,105
Other payables	1,417	1,174	1,859
Tax payables	772	807	888
Derivative financial instruments	327	373	60
<b>Non-current liabilities</b>	<b>65,350</b>	<b>69,293</b>	<b>66,880</b>
Provisions for risks and charges	2,451	2,086	1,882
Finance leases and other lenders	42	40	25
Bank loans and mortgages	47,482	45,165	43,640
Trade payables	90,641	88,716	89,806
Other payables	11,026	8,366	10,211
Tax payables	10,972	5,160	2,814
Derivative financial instruments	552	907	1,004
<b>Current liabilities</b>	<b>163,166</b>	<b>150,440</b>	<b>149,382</b>
Share capital	12,665	12,665	12,665
Capital reserves	71,123	71,123	71,123
Hedging, translation and stock option reserve	(3,269)	(5,356)	(5,668)
Actuarial profit/loss reserve	(2,466)	(2,544)	(706)
Treasury shares	(8,815)	(8,815)	(8,815)
Retained earnings	44,804	39,926	34,684
Group Profit	426	5,008	4,162
<b>Group shareholders' equity</b>	<b>114,468</b>	<b>112,007</b>	<b>107,445</b>
Capital and reserves of minority interests	5,953	6,492	6,773
Minority interest profit/(loss)	151	50	(46)
<b>Minority interest equity</b>	<b>6,104</b>	<b>6,542</b>	<b>6,727</b>
<b>Consolidated Shareholders' equity</b>	<b>120,572</b>	<b>118,549</b>	<b>114,172</b>
<b>Total liabilities and Shareholders' equity</b>	<b>349,088</b>	<b>338,282</b>	<b>330,434</b>

<sup>7</sup> See Note 3



	Mar 31, 13	Mar 31, 12
<i>In Euro thousands</i>		
<b>Opening cash and cash equivalents</b>	<b>29,551</b>	<b>20,026</b>
EBIT- Operating profit	1,517	1,338
Amortisation, depreciation and write-downs	3,936	3,713
Write-down of Goodwill for loss of value	0	0
EBITDA	5,453	5,051
Trade working capital	(5,422)	(3,649)
Other working capital accounts	725	(1,494)
Income taxes paid	(1,015)	(536)
Change in provisions	163	207
Other changes	(705)	(17)
<b>Cash flow from operating activity</b>	<b>(801)</b>	<b>(438)</b>
Net increases	(4,934)	(2,661)
Intangible assets	(1,315)	(809)
Property, plant & equipment	(3,619)	(2,516)
Equity investments and other financial assets	0	664
<b>Cash flow from investments</b>	<b>(4,934)</b>	<b>(2,661)</b>
(Acquisition)/Sale of treasury shares	0	0
Other movements in share capital	0	0
Dividends	0	0
Increase (decrease) financial payables	(2,156)	54
Net changes in other financial assets/liabilities	49	(1,174)
Interest paid	(875)	(992)
<b>Cash flow from financing activity</b>	<b>(2,982)</b>	<b>(2,112)</b>
<b>Change in cash and cash equivalents</b>	<b>(8,717)</b>	<b>(5,211)</b>
<b>Effect of exchange rate change on liquidity</b>	<b>256</b>	<b>(57)</b>
<b>Closing cash and cash equivalents</b>	<b>21,090</b>	<b>14,758</b>

(\*) Data not subject to limited audited.