

## PRESS RELEASE

ELICA S.p.A.

### THE BOARD OF DIRECTORS APPROVES THE INTERIM REPORT AT MARCH 31, 2012

#### Q1 Consolidated results (January - March 2012)

- **Revenues: Euro 94.7 million (Euro 93.0 million in 2011), growth of 1.8%;**
- **EBITDA: Euro 5.1 million (Euro 6.2 million in 2011), reduction of 19.0%;**
- **EBIT: Euro 1.3 million (Euro 2.1 million in 2011);**
- **Group net profit: Euro 0.7 million (Euro 1.1 million in 2011);**
- **Net Debt: Euro 74.2 million**, compared to Euro 68.8 million at December 31, 2011 and Euro 40.5 million at March 31, 2011.

#### 2012 Outlook

- **Contracting global market;**
- **Consolidated revenue growth of between 1 and 3% on 2011;**
- **EBITDA growth of between 2 and 7% on 2011;**
- **Net Debt not above Euro 63 million.**

**Fabriano, May 14, 2012** – 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 **Interim Report at March 31, 2012**, prepared in accordance with IFRS.

#### **Consolidated revenues Q1 2012**

**Q1 2012 Elica Group consolidated revenues** amounted to **Euro 94.7 million** - an **increase of 1.8%** on the previous year. The Group revenue performance in the first quarter of 2012 strongly outperformed the contracting global<sup>1</sup> range hood market (-6.8%), strengthening the leadership position and market share of the Group.

**Growth was driven by the Cooking Business Unit**, which in the first quarter of 2012 reports an **increase in consolidated revenues of 4.6%** - in particular **own brand revenues grew by 6.4%**, while **third party brand revenues grew 3.7%** on Q1 2011.

The **Motors Business Unit** in Q1 2012 reports a **reduction in consolidated revenues of 11.3%** on Q1 2011, **principally relating to the “white goods” segment**.

In relation to revenues in the principal geographic markets<sup>2</sup>, **Europe reports a decrease of 5.8%** compared to Q1 2011. The **Americas recorded significant revenue growth of 44.6%**, significantly outperforming the market, with revenues in the **Rest of the world also progressing (+22.3%)**.

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

<sup>1</sup> Data in volumes

<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.

	Europe		The Americas		Asia		Not allocated and eliminations		Consolidated	
	Q1 12	Q1 11 (*)	Q1 12	Q1 11 (*)	Q1 12	Q1 11 (*)	Q1 12	Q1 11 (*)	Q1 12	Q1 11 (*)
<i>In Euro thousands</i>										
<b>Segment revenue:</b>										
third parties	74,672	77,311	10,764	7,370	9,279	8,316	10	12	94,724	93,009
Inter-segment	2,743	1,943	2	2	-	355	(2,746)	(2,301)	-	-
<b>Total revenues</b>	<b>77,415</b>	<b>79,254</b>	<b>10,766</b>	<b>7,372</b>	<b>9,279</b>	<b>8,671</b>	<b>(2,736)</b>	<b>(2,288)</b>	<b>94,724</b>	<b>93,009</b>

(\*) The data relating to the previous year was restated for comparability with March 31, 2012.

## Profitability – Q1 2012

**EBITDA in Q1 2012 of Euro 5.1 million (-19% on Q1 2011) represents a 5.3% consolidated revenue margin. The temporary reduction in EBITDA margin on consolidated revenues is due both to the cost of raw materials utilised, still in line with the prices in 2011, and the continued investment in innovation, in addition to the deterioration in the price/mix in the third party brand product sector compared to the same period of 2011.**

**EBIT** amounted to **Euro 1.3 million**, compared to Euro 2.1 million in Q1 2011 - **a 1.4% revenue margin** - contracting 36.3% on Q1 2011.

**The Group Net Profit** amounted to **Euro 0.7 million, 0.7% of revenues**, contracting by 34.5% on Euro 1.1 million on Q1 2011, which benefitted however from non-recurring tax benefits.

<i>In Euro thousands</i>	Q1 12	revenue margin	Q1 11	revenue margin	12 Vs 11 %
Revenues	94,724		93,009		1.8%
EBITDA	5,051	5.3%	6,234	6.7%	(19.0%)
EBIT	1,338	1.4%	2,099	2.3%	(36.3%)
Financial income/(charges)	96	0.1%	(846)	(0.9%)	(111.3%)
Income taxes	(707)	(0.7%)	(217)	(0.2%)	225.8%
Net profit from continuing operations	727	0.8%	1,036	1.1%	(29.8%)
Net profit from continuing operations and discontinuing operations	727	0.8%	1,036	1.1%	(29.8%)
<b>Group Net Profit</b>	<b>690</b>	<b>0.7%</b>	<b>1,054</b>	<b>1.1%</b>	<b>(34.5%)</b>
Basic earnings per share on continuing operations and discontinuing operations	1.15		1.79		(35.9%)
Diluted earnings per share on continuing operations and discontinuing operations	1.09		1.79		(39.0%)

\*The earnings per share for Q1 2012 and 2011 were calculated by dividing the Group net result from continuing and discontinued operations by the number of outstanding shares at the respective reporting dates.

## Balance sheet

**The Net Debt at March 31, 2012 of Euro 74.2 million**, increased on December 31, 2011 (Euro 68.8 million), **due to the seasonality of the business - as experienced also in the first quarter of previous years.** The increase on Euro 40.5 million at March 31, 2011 is due principally to the acquisition of 15% of the Chinese company Putian<sup>3</sup> in April 2011.

<sup>3</sup> Zhejiang Putian Electric Co. Ltd

<i>In Euro thousands</i>	<b>March 31, 12</b>	<b>Dec. 31, 11</b>	<b>March 31, 11</b>
<b>Cash and cash equivalents</b>	<b>14,758</b>	<b>20,026</b>	<b>24,386</b>
Finance leases and other lenders	(607)	(56)	(72)
Bank loans and mortgages	(42,776)	(45,105)	(28,157)
<b>Long-term debt</b>	<b>(43,383)</b>	<b>(45,161)</b>	<b>(28,229)</b>
Finance leases and other lenders	(32)	(25)	(23)
Bank loans and mortgages	(45,578)	(43,640)	(36,668)
<b>Short-term debt</b>	<b>(45,610)</b>	<b>(43,665)</b>	<b>(36,691)</b>
<b>Net Debt</b>	<b>(74,235)</b>	<b>(68,800)</b>	<b>(40,534)</b>

The **Managerial Working Capital on annualised net revenues** at March 31, 2012 of 12.5% is substantially **in line with March 31, 2011 (12.0%)**, following the continued monitoring and streamlining of the Group Working Capital by Management.

<i>In Euro thousands</i>	<b>31/03/2012</b>	<b>31/12/2011</b>	<b>31/03/2011</b>
Trade receivables	85,476	82,207	88,008
Inventories	54,482	50,598	51,450
Trade payables	(92,453)	(89,806)	(94,889)
<b>Managerial Working Capital</b>	<b>47,505</b>	<b>42,999</b>	<b>44,569</b>
as a % of annualised revenues	12,5%	11,4%	12,0%
Other net receivables/payables	(1,300)	(2,929)	590
<b>Net Working Capital</b>	<b>46,205</b>	<b>40,070</b>	<b>45,159</b>

## 2012 Outlook

In an expected overall contracting global marketplace - although with contrasting performances expected across the various regions - **the Elica Group for 2012 forecasts growth in consolidated revenues of between 1% and 3% and an improvement in consolidated EBITDA of between 2% and 7% on 2011, and a Net Debt at the end of 2012 not above Euro 63 million.**

## Significant events in the first quarter of 2012 and subsequent events after March 31, 2012

On January 9, 2012, the Board of Directors of Elica S.p.A. accepted the resignation of Mr. Vincenzo Maragliano from his role as CFO and Executive Responsible for the preparation of corporate accounting documents of Elica S.p.A. and consequently appointed Mr. Alberto Romagnoli in the role of Executive Responsible of Elica S.p.A..

On February 9, 2012, Mr. Francesco Casoli acquired 64,000 ordinary shares of Elica S.p.A. The Board of Directors of Elica S.p.A. on February 14, 2012 approved the 2011 Fourth Quarter Report, prepared in accordance with IFRS accounting standards.

On March 21, 2012, the Board of Directors of Elica S.p.A., the parent company of a Group that is the leading manufacturer of kitchen range hoods, approved the 2011 Consolidated and Separate

Financial Statements of Elica S.p.A., prepared in accordance with IFRS, in addition to establishing the 2012 performance objective concerning the 2010 Stock Grant Plan.

On April 27, 2012, the Shareholders' Meeting of Elica S.p.A. approved the 2011 Annual Accounts of Elica S.p.A. and noted the results of the 2011 Consolidated Annual Accounts and also appointed the members of the Board of Directors and Board of Statutory Auditors until the Shareholders' Meeting for the approval of the 2014 Annual Accounts. The Shareholders' Meeting also approved the authorisation to purchase and utilise treasury shares, pursuant to article 2357 and 2357 ter of the Civil Code, in order to provide the company with an important instrument of strategic and operative flexibility.

On the same date, the Board of Directors of Elica S.p.A. confirmed the appointment of Mr. Cristiano Babbo as Internal Audit Manager and Internal Control Manager and appointed Mr. Alberto Romagnoli as Executive Responsible for the preparation of the corporate accounting documents.

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The Interim Report at March 31, 2012 was filed today and made available to whomever making such request at the registered offices of the Company, and at Borsa Italiana S.p.A. and on the Group internet site [www.elicagroup.com](http://www.elicagroup.com), 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. Alberto Romagnoli, 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.

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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 Andrea Sasso 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 approx. 3,000 employees and an annual output of over 18 million units, the Elica Group has 9 plants - of these, four are in Italy, one is in Poland, one in Mexico, one in Germany, one in India and one in 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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**ATTACHMENT A**  
**Q1 2012 Consolidated Income Statement \***

	<b>Q1 12</b>	<b>Q1 11</b>
<i>In Euro thousands</i>		
Revenues	94,724	93,009
Other operating revenues	471	1,490
Changes in inventories of finished and semi-finished goods	2,531	8,014
Increase in internal work capitalised	678	789
Raw materials and consumables	(54,532)	(56,818)
Services	(17,823)	(18,675)
Labour costs	(19,535)	(20,254)
Amortisation & Depreciation	(3,713)	(4,135)
Other operating expenses and provisions	(1,463)	(1,321)
<b>EBIT</b>	<b>1,338</b>	<b>2,099</b>
Share of profit/(loss) from associates	1	(15)
Financial income	16	151
Financial charges	(1,086)	(701)
Exchange gains/(losses)	1,165	(281)
<b>Profit before taxes</b>	<b>1,434</b>	<b>1,253</b>
Income taxes	(707)	(217)
<b>Net profit from continuing operations</b>	<b>727</b>	<b>1,036</b>
<b>Net profit from discontinued operations</b>	<b>-</b>	<b>-</b>
<b>Net profit for the period</b>	<b>727</b>	<b>1,036</b>
of which:		
Minority interests share	37	(18)
Group Net Profit	690	1,054
<b>Basic earnings per share</b>		
From continuing and discontinued operations (Euro/cents)	1.15	1.82
From continuing operations (Euro/cents)	1.15	1.82
<b>Diluted earnings per share</b>		
From continuing and discontinued operations (Euro/cents)	1.09	1.82
From continuing operations (Euro/cents)	1.09	1.82

(\*) Data not subject to limited audited

**ATTACHMENT B**

**Q1 2012 Comprehensive Consolidated Income Statement \***

<i>In Euro thousands</i>	<b>Q1 12</b>	<b>Q1 11</b>
<b>Net Profit</b>	<b>727</b>	<b>1,036</b>
<b>Other comprehensive income statement items:</b>		
Exchange differences on the conversion of foreign financial statements	1,979	(2,241)
Net change in cash flow hedges	(54)	176
Income taxes on other comprehensive income statement items	12	(38)
<b>Total other comprehensive income statement items, net of tax effects:</b>	<b>1,937</b>	<b>(2,103)</b>
<b>Total comprehensive profit/(loss)</b>	<b>2,664</b>	<b>(1,067)</b>
of which:		
Minority interests share	(316)	(438)
Group comprehensive net profit	2,981	(629)

(\*) Data not subject to limited audited

## ATTACHMENT C

### Consolidated Balance Sheet at March 31, 2012 \*

<i>In Euro thousands</i>	<b>March 31, 12</b>	<b>Dec. 31, 11</b>
Property, plant & equipment	86,315	85,165
Goodwill	41,529	41,765
Other intangible assets	24,220	24,424
Investments in associated companies	1,378	1,377
Other financial assets	-	-
Other receivables	288	276
Tax Receivables	6	6
Deferred tax assets	10,604	10,032
AFS financial assets	159	672
Derivative financial instruments	29	29
<b>Total non-current assets</b>	<b>164,528</b>	<b>163,746</b>
Trade and financial receivables	85,476	82,207
Inventories	54,482	50,598
Other receivables	7,967	6,036
Tax Receivables	6,097	5,943
Derivative financial instruments	1,396	813
Cash and cash equivalents	14,758	20,026
<b>Current assets</b>	<b>170,176</b>	<b>165,623</b>
<b>Total Assets</b>	<b>335,836</b>	<b>330,434</b>
Liabilities for post-employment benefits	8,969	8,907
Provisions for risks and charges	2,395	2,505
Deferred tax liabilities	6,750	6,772
Finance leases and other lenders	607	56
Bank loans and mortgages	42,776	45,105
Other payables	1,280	1,859
Tax payables	866	888
Derivative financial instruments	66	60
<b>Non-current liabilities</b>	<b>63,709</b>	<b>66,152</b>
Provisions for risks and charges	2,255	1,882
Finance leases and other lenders	32	25
Bank loans and mortgages	45,578	43,640
Trade payables	92,453	89,806
Other payables	10,802	10,211
Tax payables	2,307	2,814
Derivative financial instruments	1,002	1,004
<b>Current liabilities</b>	<b>154,429</b>	<b>149,382</b>
Share capital	12,665	12,665
Capital reserves	71,123	71,123
Hedging, translation and stock option reserve	(2,685)	(5,668)
Treasury shares	(8,815)	(8,815)
Retained earnings	38,733	34,684
Group profit	690	4,162
<b>Group shareholders' equity</b>	<b>111,711</b>	<b>108,151</b>
Capital and reserves of minority interests	5,950	6,794
Minority interest profit	37	(46)
<b>Minority interest equity</b>	<b>5,987</b>	<b>6,748</b>
<b>Consolidated shareholders' equity</b>	<b>117,698</b>	<b>114,899</b>
<b>Total liabilities and shareholders' equity</b>	<b>335,836</b>	<b>330,434</b>

(\*) Data not subject to limited audited

**ATTACHMENT D**
**Consolidated cash flow statement at March 31, 2012 \***

<i>In Euro thousands</i>	<b>March 31, 12</b>	<b>March 31, 11</b>
<b>Opening cash and cash equivalents</b>	<b>20,026</b>	<b>25,102</b>
EBIT- Operating profit	1,338	2,099
Amortisation, depreciation and write-downs	3,713	4,135
Write-down of Goodwill for loss of value	0	0
EBITDA	5,051	6,234
Trade working capital	(3,649)	(1,591)
Other working capital accounts	(1,494)	(4,828)
Income taxes paid	(536)	(506)
Change in provisions	207	(2,875)
Other changes	(17)	95
<b>Cash flow from operating activity</b>	<b>(438)</b>	<b>(3,471)</b>
Net increases	(2,661)	(5,989)
Intangible assets	(809)	(1,389)
Property, plant & equipment	(2,516)	(4,594)
Equity investments and other financial assets	664	(6)
<b>Cash flow from investments</b>	<b>(2,661)</b>	<b>(5,989)</b>
(Acquisition)/Sale of treasury shares	0	3,115
Other movements in share capital	0	0
Dividends	0	0
Increase (decrease) financial payables	54	5,060
Net changes in other financial assets/liabilities	(1,174)	1,424
Interest paid	(992)	(422)
<b>Cash flow from financing activity</b>	<b>(2,112)</b>	<b>9,177</b>
<b>Change in cash and cash equivalents</b>	<b>(5,211)</b>	<b>(283)</b>
<b>Effect of exchange rate change on liquidity</b>	<b>(57)</b>	<b>(433)</b>
<b>Closing cash and cash equivalents</b>	<b>14,758</b>	<b>24,386</b>

(\*) Data not subject to limited audited