

## Esprinet's results as at 30 September 2016 to be approved by the Board

### First nine months 2016 results:

Consolidated sales: € 1,925.8 million (+7% vs € 1,805.5 million of the first nine months 2015)  
 Gross profit: € 106.6 million (-2% vs € 109.0 million)  
 Operating income (EBIT): € 17.0 million (-40% vs € 28.4 million)  
 Net income: € 11.8 million (-34% vs € 17.8 million)

Net financial position as at 30 September 2016 negative by € 101.2 million  
 (vs Net financial position as at 31 December 2015 positive by € 185.9 million)

### Third quarter 2016 results:

Consolidated sales: € 680.8 million (+20% vs € 569.1 million of the third quarter 2015)  
 Gross profit: € 35.9 million (+8% vs € 33.2 million)  
 Operating income (EBIT): € 2.7 million (-64% vs € 7.4 million)  
 Net income: € 1.4 million (-68% vs € 4.5 million)

**Vimercate (Monza Brianza), 11 November 2016** - The Board of Directors of Esprinet S.p.A. (Italian Stock Exchange: PRT) met today under the chairmanship of Francesco Monti to examine and approve Group's financial results for the nine-month period ending 30 September 2016, prepared in accordance to IFRS.

#### A) Esprinet Group's financial highlights

The Group's main economic, financial and asset results as at 30 September 2016 are hereby summarised:

(euro/000)	9 months		9 months		Var.	Var. %
	2016	%	2015	%		
<b>Sales</b>	<b>1,925,811</b>	<b>100.00%</b>	<b>1,805,517</b>	<b>100.00%</b>	<b>120,294</b>	<b>7%</b>
Cost of sales	(1,819,184)	-94.46%	(1,696,494)	-93.96%	(122,690)	7%
<b>Gross profit</b>	<b>106,627</b>	<b>5.54%</b>	<b>109,023</b>	<b>6.04%</b>	<b>(2,396)</b>	<b>-2%</b>
Other income	2,677	0.14%	-	0.00%	2,677	100%
Sales and marketing costs	(35,680)	-1.85%	(32,076)	-1.78%	(3,604)	11%
Overheads and administrative costs	(56,623)	-2.94%	(48,591)	-2.69%	(8,032)	17%
<b>Operating income (EBIT)</b>	<b>17,001</b>	<b>0.88%</b>	<b>28,356</b>	<b>1.57%</b>	<b>(11,355)</b>	<b>-40%</b>
Finance costs - net	(2,144)	-0.11%	(3,071)	-0.17%	927	-30%
Other investments expenses/ (incomes)	1	0.00%	(7)	0.00%	8	-114%
<b>Profit before income taxes</b>	<b>14,858</b>	<b>0.77%</b>	<b>25,278</b>	<b>1.40%</b>	<b>(10,420)</b>	<b>-41%</b>
Income tax expenses	(3,073)	-0.16%	(7,522)	-0.42%	4,449	-59%
<b>Net income</b>	<b>11,785</b>	<b>0.61%</b>	<b>17,756</b>	<b>0.98%</b>	<b>(5,971)</b>	<b>-34%</b>
Earnings per share - basic (euro)	0.23		0.35		(0.12)	-34%

(euro/000)	Q3		Q3		Var.	Var. %
	2016	%	2015	%		
<b>Sales</b>	<b>680,836</b>	<b>100.00%</b>	<b>569,128</b>	<b>100.00%</b>	<b>111,708</b>	<b>20%</b>
Cost of sales	(644,971)	-94.73%	(535,970)	-94.17%	(109,001)	20%
<b>Gross profit</b>	<b>35,865</b>	<b>5.27%</b>	<b>33,158</b>	<b>5.83%</b>	<b>2,707</b>	<b>8%</b>
Other income	-	0.00%	-	0.00%	-	100%
Sales and marketing costs	(12,816)	-1.88%	(10,108)	-1.78%	(2,708)	27%
Overheads and administrative costs	(20,359)	-2.99%	(15,603)	-2.74%	(4,756)	30%
<b>Operating income (EBIT)</b>	<b>2,690</b>	<b>0.40%</b>	<b>7,447</b>	<b>1.31%</b>	<b>(4,757)</b>	<b>-64%</b>
Finance costs - net	(1,043)	-0.15%	(936)	-0.16%	(107)	11%
Other investments expenses/ (incomes)	-	0.00%	(3)	0.00%	3	-100%
<b>Profit before income taxes</b>	<b>1,647</b>	<b>0.24%</b>	<b>6,508</b>	<b>1.14%</b>	<b>(4,861)</b>	<b>-75%</b>
Income tax expenses	(220)	-0.03%	(1,995)	-0.35%	1,775	-89%
<b>Net income</b>	<b>1,427</b>	<b>0.21%</b>	<b>4,513</b>	<b>0.79%</b>	<b>(3,086)</b>	<b>-68%</b>
Earnings per share - basic (euro)	0.03		0.09		(0.06)	-67%

- **Consolidated sales** equal to € 1,925.8 million showed an increase of +7% (€ 120.3 million) compared to € 1,805.5 million of the first nine months 2015. In the third quarter consolidated sales increased by +20% compared to the same period of the previous year (from € 569.1 million to € 680.8 million);
- **Consolidated Gross profit** equal to € 106.6 million showed a decrease of -2% (€ -2.4 million) compared to the same period of 2015 as consequence of a decrease in the gross profit margin. In the third quarter gross profit, equal to € 35.9 million, increased by +8% compared to same period of previous year;
- **Other income**, amounting to € 2.7 million, refers entirely to the gain realized from the newly established company, EDSlan S.r.l., for the business unit acquisition relating to distribution activities in networking, cabling, VoIP and UCC- unified communications sectors;
- **Operating income (EBIT)** of the first nine months 2016, equal to € 17.0 million, showed a reduction of -40% compared to first nine months 2015 (€ 28.4 million), with an EBIT margin decreased to 0.88% from 1.57% due both to a lower consolidated gross profit margin and higher operating costs (-4.79% in 2016 vs -4.47% in 2015), also due to non recurring costs sustained, both in Italy and Spain, in the business combinations and in the enlarging of warehouses, for a total of € 3.1 million, which more than compensated the income realized by the subsidiary EDSlan S.r.l. in the acquisition of the business of activities. In the third quarter consolidated EBIT equal to € 2.7 million, decreased by -64% (€ -4.8 million) compared to the third quarter 2015, with an EBIT margin decreased from 1.31% to 0.40%;
- **Profit before income taxes** was equal to € 14.9 million, showing a reduction of -41% compared to the first nine months 2015, the decrease was lower than the one registered in EBIT thanks to a € 0.9 million decrease in financial charges. In the third quarter profit before income taxes decrease by -75% (€ -4.9 million) reaching the value of € 1.6 million;
- **Net income** equal to € 11.8 million, showing a reduction of -34% (€ -6.0 million) compared to the first nine months 2015. In the third quarter 2016 consolidated net income amounted to € 1.4 million compared with € 4.5 million of the third quarter 2015 (-68%);
- **Basic earnings per ordinary share** as at 30 September 2016, equal to € 0.23, showed a reduction of -34% compared to the value of first nine months 2015 (€ 0.35). In the third quarter basic earnings per ordinary share was equal to € 0.03 compared to € 0.09 of the corresponding quarter in 2015 (-67%).

(euro/000)	30/09/2016	%	31/12/2015	%	Var.	Var. %
Fixed assets	114,764	28.45%	101,083	90.50%	13,682	14%
Operating net working capital	313,743	77.78%	34,512	30.90%	279,231	809%
Other current assets/liabilities	(9,683)	-2.40%	(12,607)	-11.29%	2,923	-23%
Other non-current assets/liabilities	(15,469)	-3.84%	(11,296)	-10.11%	(4,173)	37%
<b>Total uses</b>	<b>403,355</b>	<b>100.00%</b>	<b>111,692</b>	<b>100.00%</b>	<b>291,663</b>	<b>261%</b>
Short-term financial liabilities	137,901	34.19%	29,314	26.25%	108,587	370%
Current financial (assets)/liabilities for derivatives	389	0.10%	195	0.17%	194	99%
Financial receivables from factoring companies	(3,400)	-0.84%	(2,714)	-2.43%	(686)	25%
Other financial receivables	(25,539)	-6.33%	(507)	-0.45%	(25,033)	4939%
Cash and cash equivalents	(81,671)	-20.25%	(280,089)	-250.77%	198,418	-71%
Net current financial debt	27,680	6.86%	(253,801)	-227.23%	281,480	-111%
Borrowings	69,053	17.12%	65,138	58.32%	3,915	6%
Debts for investments in subsidiaries	6,434	1.60%	5,222	4.68%	1,212	23%
Non-current financial (assets)/liab. for derivatives	331	0.08%	224	0.20%	107	48%
Other financial receivables	(2,292)	-0.57%	(2,696)	-2.41%	405	-15%
Net financial debt (A)	101,206	25.09%	(185,913)	-166.45%	287,119	-154%
Net equity (B)	302,149	74.91%	297,605	266.45%	4,544	2%
<b>Total sources of funds (C=A+B)</b>	<b>403,355</b>	<b>100.00%</b>	<b>111,692</b>	<b>100.00%</b>	<b>291,663</b>	<b>261%</b>

- **Consolidated net working capital** as at 30 September 2016 is equal to € 313.7 million compared to € 34.5 million at 31 December 2015;

- **Consolidated Net financial position** as at 30 September 2016, was negative by € 101.2 million, compared with a cash surplus of € 185.9 million at 31 December 2015.

The reduction of net cash surplus was connected to the increase of consolidated net working capital as of 30 September 2016 which in turn is influenced by technical events often not related to the average level of working capital and by the level of utilisation of both 'without-recourse' factoring programs referring to the trade receivables and of the corresponding securitization program.

These programs are aimed to transferring risks and rewards to the buyer, thus receivables sold are eliminated from balance sheet according to IAS 39.

Taking into account other technical forms of cash advances other than 'without-recourse assignment', but showing the same effects – such as 'confirming' used in Spain –, the overall impact on financial debt at 30 September 2016 was approx. € 249 million (approx. € 287 million as at 31 December 2015);

- **Consolidated net equity** as at 30 September 2016 equal to € 302.2 million, showed an increase of € 4.5 million compared to € 297.6 million as at 31 December 2015.

## **B) Financial highlights by geographical area**

### **B.1) Subgroup Italy**

The main economic, financial and asset results for the Italian subgroup (Esprinet, V-Valley, EDSlan and Celly Group) as at 30 September 2016 are hereby summarised:

(euro/000)	9 months		9 months		Var.	Var. %
	2016	%	2015	%		
Sales to third parties	1,326,138		1,360,304		(34,166)	-3%
Intercompany sales	33,132		32,169		963	3%
<b>Sales</b>	<b>1,359,270</b>		<b>1,392,473</b>		<b>(33,203)</b>	<b>-2%</b>
Cost of sales	(1,274,670)		(1,303,649)		28,979	-2%
<b>Gross profit</b>	<b>84,600</b>	<b>6.22%</b>	<b>88,824</b>	<b>6.38%</b>	<b>(4,224)</b>	<b>-5%</b>
Other income	2,677	0.20%	-	0.00%	2,677	100%
Sales and marketing costs	(30,175)	-2.22%	(27,596)	-1.98%	(2,579)	9%
Overheads and administrative costs	(45,343)	-3.34%	(39,763)	-2.86%	(5,580)	14%
<b>Operating income (EBIT)</b>	<b>11,759</b>	<b>0.87%</b>	<b>21,465</b>	<b>1.54%</b>	<b>(9,706)</b>	<b>-45%</b>

(euro/000)	Q3		Q3		Var.	Var. %
	2016	%	2015	%		
Sales to third parties	398,672		408,812		(10,140)	-2%
Intercompany sales	8,925		10,393		(1,468)	-14%
<b>Sales</b>	<b>407,597</b>		<b>419,205</b>		<b>(11,608)</b>	<b>-3%</b>
Cost of sales	(381,367)		(392,865)		11,498	-3%
<b>Gross profit</b>	<b>26,230</b>	<b>6.44%</b>	<b>26,340</b>	<b>6.28%</b>	<b>(110)</b>	<b>0%</b>
Other income	-	0.00%	-	0.00%	-	100%
Sales and marketing costs	(10,518)	-2.58%	(8,655)	-2.06%	(1,863)	22%
Overheads and administrative costs	(15,588)	-3.82%	(12,669)	-3.02%	(2,919)	23%
<b>Operating income (EBIT)</b>	<b>124</b>	<b>0.03%</b>	<b>5,016</b>	<b>1.20%</b>	<b>(4,892)</b>	<b>-98%</b>

- **Sales** totalled € 1,359.3 million showing, a decrease of -2% compared to € 1,392.5 million of the first nine months 2015. In the third quarter 2016 in terms of percentage change, sales showed a decrease of -3% compared to the third quarter 2015;
- **Gross profit**, equal to € 84.6 million showed a decrease of -5% compared to € 88.8 million of the first nine months 2015, due to the combined effect of a gross profit margin reduction (from 6.38% to 6.22%) and lower sales. In the third quarter 2016, Gross profit equal to € 26.2 million, was in line compared to the third quarter 2015;
- **Other income**, amounting to € 2.7 million, refers entirely to the gain realized from the newly established company, EDSLan S.r.l., for the business unit acquisition relating to distribution activities in networking, cabling, VoIP and UCC- unified communications sectors;
- **Operating income (EBIT)** equal to € 11.8 million, showed a decrease of -45% compared to the same period of 2015 with an EBIT margin decreased from 1.54% to 0.87% also as a result of the reduction in the gross profit margin and higher operating costs, among which € 2.9 million of non recurring costs for business combinations and the enlarging of a warehouse were sustained. EBIT in the third quarter 2016 registered a decrease of -98% reaching € 0.1 million compared to € 5.0 million of 2015 with an EBIT margin of 0.03% compared to 1.20% of the same period of 2015.

(euro/000)	30/09/2016	%	31/12/2015	%	Var.	Var. %
Fixed assets	110,153	35.04%	110,166	92.85%	(12)	0%
Operating net working capital	211,228	67.19%	18,333	15.45%	192,895	1052%
Other current assets/liabilities	3,455	1.10%	(1,055)	-0.89%	4,510	-428%
Other non-current assets/liabilities	(10,467)	-3.33%	(8,801)	-7.42%	(1,666)	19%
<b>Total uses</b>	<b>314,369</b>	<b>100.00%</b>	<b>118,643</b>	<b>100.00%</b>	<b>195,726</b>	<b>165%</b>
Short-term financial liabilities	120,118	38.21%	29,038	24.48%	91,080	314%
Current financial (assets)/liabilities for derivatives	327	0.10%	195	0.16%	132	68%
Financial receivables from factoring companies	(3,400)	-1.08%	(2,714)	-2.29%	(686)	25%
Financial (assets)/liab. from/to Group companies	(121,500)	-38.65%	(50,000)	-42.14%	(71,500)	143%
Other financial receivables	(480)	-0.15%	(507)	-0.43%	27	-5%
Cash and cash equivalents	(24,283)	-7.72%	(215,589)	-18.17%	191,306	-89%
Net current financial debt	(29,218)	-9.29%	(239,577)	-20.19%	210,359	-88%
Borrowings	48,919	15.56%	65,138	54.90%	(16,219)	-25%
Debts for investments in subsidiaries	5,113	1.63%	5,222	4.40%	(109)	-2%
Non-current financial (assets)/liab. for derivatives	219	0.07%	224	0.19%	(5)	-2%
Other financial receivables	(2,292)	-0.73%	(2,696)	-2.27%	405	-15%
Net Financial debt (A)	22,741	7.23%	(171,689)	-144.71%	194,430	-113%
Net equity (B)	29,1628	92.77%	290,332	244.71%	1,296	0%
<b>Total sources of funds (C=A+B)</b>	<b>314,369</b>	<b>100.00%</b>	<b>118,643</b>	<b>100.00%</b>	<b>195,726</b>	<b>165%</b>

- **Operating net working capital** as at 30 September 2016 was equal to € 211.2 million, compared to € 18.3 million as at 31 December 2015;
- **Net financial position** as at 30 September 2016, was negative by € 22.7 million, compared to a cash surplus of € 171.7 million as at 31 December 2015. The impact of both 'without-recourse' sale and securitization program of trade receivables as at 30 September 2016 was approx. € 77 million (approx. € 147 million as at 31 December 2015).

## B.2) Subgroup Iberica

The main economic, financial and asset results for the Iberica Subgroup (Esprinet Iberica, Esprinet Portugal and Vinzeo) as at 30 September 2016 are hereby summarised:

(euro/000)	9 months		9 months		Var.	Var. %
	2016	%	2015	%		
Sales to third parties	599,673		445,213		154,460	35%
Intercompany sales	-		-		-	100%
<b>Sales</b>	<b>599,673</b>		<b>445,213</b>		<b>154,460</b>	<b>35%</b>
Cost of sales	(577,569)		(424,981)		(152,588)	36%
<b>Gross profit</b>	<b>22,104</b>	<b>3.69%</b>	<b>20,232</b>	<b>4.54%</b>	<b>1,872</b>	<b>9%</b>
Sales and marketing costs	(5,487)	-0.91%	(4,427)	-0.99%	(1,060)	24%
Overheads and administrative costs	(11,303)	-1.88%	(8,894)	-2.00%	(2,409)	27%
<b>Operating income (EBIT)</b>	<b>5,314</b>	<b>0.89%</b>	<b>6,911</b>	<b>1.55%</b>	<b>(1,597)</b>	<b>-23%</b>

(euro/000)	Q3		Q3		Var.	Var. %
	2016	%	2015	%		
Sales to third parties	282,164		160,317		121,847	76 %
Intercompany sales	-		-		-	100 %
<b>Sales</b>	<b>282,164</b>		<b>160,317</b>		<b>121,847</b>	<b>76 %</b>
Cost of sales	(272,742)		(153,506)		(119,236)	78 %
<b>Gross profit</b>	<b>9,422</b>	<b>3.34 %</b>	<b>6,811</b>	<b>4.25 %</b>	<b>2,611</b>	<b>38 %</b>
Sales and marketing costs	(2,297)	-0.81%	(1,491)	-0.93%	(806)	54%
Overheads and administrative costs	(4,773)	-1.69%	(2,900)	-1.81%	(1,873)	65%
<b>Operating income (EBIT)</b>	<b>2,352</b>	<b>0.83 %</b>	<b>2,420</b>	<b>1.51 %</b>	<b>(68)</b>	<b>-3 %</b>

- **Sales** was equal to € 599.7 million, showing an increase of +35% compared to € 445.2 million of the first nine months 2015. Net of values from Vinzeo Company (consolidated since 1 July 2016) the increase would have been equal to +8%. In the third quarter sales increased by +76% (equal to € 121.8 million) compared to the same period of 2015 (+1% net of Vinzeo);
- **Gross profit** as at 30 September 2016 totalled € 22.1 million, showing an increase of +9% compared to € 20.2 million of the same period of 2015 with a gross profit margin decreased from 4.54% to 3.69%. Net of Vinzeo value, Gross profit would have been equal to € 18.4 million, showing a decrease of -9% with a higher gross profit margin (3.83%). In the third quarter Gross profit increased by 38% compared to the same period of previous year, notwithstanding an EBIT margin decreased from 4.25% to 3.34%; Gross profit margin net of Vinzeo was equal to € 5.7 million (-16%);
- **Operating income (EBIT)** equal to € 5.3 million, showing a decrease of € -1.6 million compared to the value of first nine months del 2015, with an EBIT margin decreased reaching the value of 0.89% from 1.55%. Net of Vinzeo value, the decrease would have been equal to -42%. In the third quarter 2016 EBIT was equal to € 2.4 million (€ 1.1 million net of Vinzeo) compared to € 2.4 million of the third quarter 2015, with an EBIT margin decreased from 1.51% to 0.83% (0.66% net of Vinzeo).

(euro/000)	30/09/2016		31/12/2015		Var.	Var. %
		%		%		
Fixed assets	79,302	48.38 %	65,562	96.63%	13,740	21%
Operating net working capital	102,743	62.68 %	16,336	24.08%	86,407	529%
Other current assets/liabilities	(13,136)	-8.01%	(11,554)	-17.03%	(1,582)	14%
Other non-current assets/liabilities	(5,002)	-3.05%	(2,495)	-3.68%	(2,507)	100%
<b>Total uses</b>	<b>163,907</b>	<b>100.00 %</b>	<b>67,849</b>	<b>100.00 %</b>	<b>96,058</b>	<b>142 %</b>
Short-term financial liabilities	17,783	10.85%	276	0.41%	17,507	6343%
Current financial (assets)/liabilities for derivatives	62	0.04%	-	0.00%	62	N.S.
Financial (assets)/liab. from/to Group companies	121,500	74.13%	50,000	73.69%	71,500	143%
Other financial receivables	(25,059)	-15.29%	-	0.00%	(25,059)	N.S.
Cash and cash equivalents	(57,388)	-35.01%	(64,500)	-95.06%	7,112	-11%
Net current financial debt	56,898	34.71%	(14,224)	-20.96%	71,122	-500%
Borrowings	20,134	12.28%	-	0.00%	20,134	N.S.
Debts for investments in subsidiaries	1,321	0.81%	-	0.00%	1,321	N.S.
Non-current financial (assets)/liab. for derivatives	112	0.07%	-	0.00%	112	N.S.
Net Financial debt (A)	78,465	47.87%	(14,224)	-20.96%	92,689	-652%
Net equity (B)	85,442	52.13%	82,073	120.96%	3,369	4%
<b>Total sources of funds (C=A+B)</b>	<b>163,907</b>	<b>100.00 %</b>	<b>67,849</b>	<b>100.00 %</b>	<b>96,058</b>	<b>142 %</b>

- **Operating net working capital** as at 30 September 2016 was equal to € 102.7 million, compared to € 16.3 million as at 31 December 2015;
- **Net financial position** as at 30 September 2016, was negative by € 78.5 million, compared to a cash surplus of € 14.2 million as at 31 December 2015. The impact of 'without-recourse' sale of both trade receivables as at 30 September 2016 was approx. € 172 million (approx. € 140 million as at 31 December 2015).

**C) Separate income statement by legal entity**

Find below the separate income statement showing the contribution of each legal entities as considered significant<sup>1</sup>: Should be highlighted that business combination effects started from 9 April 2016 with respect to EDSLan S.r.l. and from 1 July 2016 with respect Vinzeo Technologies S.A.U.:

(euro/000)	9 months 2016										Group
	Italy					Iberian Pen.				Elim. and other	
	E.Spa + V-Valley	Celly*	EDSLan	Elim. and other ITA	Total	E.Iberica + E.Portugal	Vinzeo	Elim. and other IBE	Total		
Sales to third parties	1,275,024	19,423	31,691	-	1,326,138	479,685	119,988	-	599,673	-	1,925,811
Intersegment sales	34,241	1,170	817	(3,096)	33,132	623	238	(861)	-	(33,132)	-
<b>Sales</b>	<b>1,309,265</b>	<b>20,593</b>	<b>32,508</b>	<b>(3,096)</b>	<b>1,359,270</b>	<b>480,308</b>	<b>120,226</b>	<b>(861)</b>	<b>599,673</b>	<b>(33,132)</b>	<b>1,925,811</b>
Cost of sales	(1,238,853)	(11,206)	(27,763)	3,152	(1,274,670)	(461,917)	(116,512)	861	(577,569)	33,055	(1,819,184)
<b>Gross profit</b>	<b>70,412</b>	<b>9,387</b>	<b>4,745</b>	<b>56</b>	<b>84,600</b>	<b>18,391</b>	<b>3,714</b>	<b>-</b>	<b>22,104</b>	<b>(77)</b>	<b>106,627</b>
Gross Profit %	5.4%	45.6%	14.6%		6.2%	3.8%	3.1%		3.7%		5.5%
Other incomes	-	-	2,677	-	2,677	-	-	-	-	-	2,677
Sales and marketing costs	(21,532)	(6,031)	(2,617)	5	(30,175)	(4,652)	(835)	-	(5,487)	(18)	(35,680)
Overheads and admin. costs	(40,474)	(2,651)	(2,218)	-	(45,343)	(9,748)	(1,554)	-	(11,303)	23	(56,623)
<b>Operating income (Ebit)</b>	<b>8,406</b>	<b>705</b>	<b>2,587</b>	<b>61</b>	<b>11,759</b>	<b>3,991</b>	<b>1,325</b>	<b>-</b>	<b>5,314</b>	<b>(72)</b>	<b>17,001</b>
EBIT %	0.6%	3.4%	8.0%		0.9%	0.8%	1.1%		0.9%		0.9%
Finance costs - net											(2,144)
Share of profits of associates											1
<b>Profit before income tax</b>											<b>14,858</b>
Income tax expenses											(3,073)
<b>Profit from continuing operations</b>											<b>11,785</b>
Income/(loss) from disposal groups											-
<b>Net income</b>											<b>11,785</b>
- of which attributable to non-controlling interests											94
- of which attributable to Group											11,691

<sup>1</sup> V-Valley S.r.l. and Esprinet Portugal Lda, are both not showed separately as just a 'commission sales agent' of Esprinet S.p.A. and just set up in June 2015 respectively.



(euro/000)	9 months 2015						
	Italy				Iberian Pen.	Elim. and other	Group
	E.Spa + V- Valley	Celly*	Elim. and other	Total	E. Iberica + E. Portugal		
Sales to third parties	1,343,203	17,101	-	1,360,304	445,213	-	1,805,517
Intersegment sales	32,557	1,531	(1,919)	32,169	-	(32,169)	-
<b>Sales</b>	<b>1,375,760</b>	<b>18,632</b>	<b>(1,919)</b>	<b>1,392,473</b>	<b>445,213</b>	<b>(32,169)</b>	<b>1,805,517</b>
Cost of sales	(1,295,375)	(10,031)	1,757	(1,303,649)	(424,981)	32,136	(1,696,494)
<b>Gross profit</b>	<b>80,385</b>	<b>8,601</b>	<b>(162)</b>	<b>88,824</b>	<b>20,232</b>	<b>(33)</b>	<b>109,023</b>
Gross margin %	5.8%	46.2%		6.4%	4.5%		6.0%
Other income	-	-	-	-	-	-	-
Sales and marketing costs	(20,581)	(7,047)	32	(27,596)	(4,427)	(53)	(32,076)
Overheads and admin. costs	(36,587)	(3,164)	(12)	(39,763)	(8,894)	66	(48,591)
<b>Operating income (Ebit)</b>	<b>23,217</b>	<b>(1,610)</b>	<b>(142)</b>	<b>21,465</b>	<b>6,911</b>	<b>(20)</b>	<b>28,356</b>
EBIT %	1.7%	-8.6%		1.5%	1.6%		1.6%
Finance costs - net							(3,071)
Share of profits of associates							(7)
<b>Profit before income tax</b>							<b>25,278</b>
Income tax expenses							(7,522)
<b>Net income</b>							<b>17,756</b>
- of which attributable to non-controlling interests							(236)
- of which attributable to Group							17,992

\* Consisting of Celly S.p.A., Celly Nordic OY, Celly Swiss S.a.g.l. e Celly Pacific Limited.

#### D) Significant events occurred in the period

##### Shareholders' agreement signed

On 23 February 2016 Messrs Francesco Monti, Paolo Stefanelli, Tommaso Stefanelli, Matteo Stefanelli, Maurizio Rota and Alessandro Cattani, informs that have entered into a shareholders' voting and blocking agreement (the 'Agreement'), in relation to no. 16.819.135 ordinary shares of Esprinet S.p.A. ('Esprinet' or the 'Company'), constituting a total of 32,095% of the shares representing the entire share capital of the Company.

The abovementioned agreement, in its integral version, has been communicated to Consob and filed with the Companies' Register of Monza and Brianza on 24 February 2016.

##### Purchase of EDSLan

On 24 March 2016, Esprinet S.p.A. created a new company, EDSLan S.r.l., which completed the acquisition of EDSLan S.p.A. on 8 April 2016.

EDSLan, the 11th largest Italian distributor in 2015<sup>2</sup>, was founded in 1988, headquartered in Vimercate (Italy) with another 8 branch offices, 94 employees plus around twenty sales agents and consultants, is well-known as a leading distributor within the networking, cabling, Voip and UCC-Unified Communication & Collaboration segments.

Its main suppliers include Hewlett Packard Enterprise Networking, Aruba Networks, Huawei Enterprise, Brocade Networks, Alcatel-Lucent Enterprise, Watchguard, Allied Telesis Panduit, CommScope, Audiocodes and Panasonic.

In 2015, the business to be acquired served about 3,000 customers such as 'VAR-Value Added Resellers', system integrators, telco resellers and TelCos, as well as installers and technicians.

The deal gives a boost to the Esprinet Group strategy of focus on the 'complex technologies' market (also known as 'value' wholesale distribution) managed through V-Valley S.r.l., reinforcing the already existing networking and UCC/EDI business as well as the entrance into new 'analogic' markets such as cabling, phone control units, video-conference systems and measuring instruments.

<sup>2</sup> Source: Sirmi, January 2016



In 2015 sales of the purchased activities were about € 72.1 million, with EBITDA<sup>3</sup> of € 2.2 million.

The price paid amounted to € 7.8 million, has highlighted an income of € 2.7 million.

#### **Disposal of shares in Assocloud S.r.l.**

On 28 April 2016, Esprinet S.p.A. sold its shares (equal to 9.52% of the total share capital) in the associated company Assocloud S.r.l., operating in the “cloud computing” business, to the company SME UP S.p.A.. At the same date, the latter also acquired the shares from 8 of the 9 remaining shareholders. The disposal value was equal to the equity value as reported in the latest financial statements approved as at 31 December 2015.

#### **Esprinet S.p.A. Annual Shareholders Meeting**

On 4 May 2016 Esprinet Shareholders’ meeting approved the separated financial statements for the fiscal year ended at 31 December 2015 and the distribution of a dividend of 0.150 euro per ordinary share, corresponding to a pay-out ratio of 26%<sup>4</sup>. The dividend shall be paid out from 11 May 2016, ex-coupon no. 11 on 9 May 2016 and record date on 10 May 2016.

Shareholders’ Meeting also approved the first section of the report on remuneration pursuant to paragraph 6 art. 123-ter decree law 58/1998.

The Shareholders’ Meeting finally resolved to authorise, subject to prior revocation of former authorization resolved on the Shareholder’s Meeting of 30 April 2015, the acquisition and disposal of own shares, within 18 months since the resolution, provided that any such purchase does not exceed the maximum of 5,240,434 ordinary Esprinet shares (10% of the Company’s share capital).

#### **Acquisition 100% of Vinzeo Technologies**

On 1 July 2016 Esprinet S.p.A., through its fully owned subsidiary Esprinet Iberica, completed the purchase of the entire capital of Vinzeo Technologies S.A.U., the fourth<sup>5</sup> largest ICT wholesaler in Spain.

Vinzeo operates many important distribution contracts both in the ICT ‘volume’ market (i.e. HP, Samsung, Acer, Asus, Toshiba, Lenovo) and in the ‘value’ one (mainly Hewlett-Packard Enterprise). Since 2009, Vinzeo has been a key distributor of Apple products, including iPhones (since 2014) and Apple Watch (since 2015).

The headquarter is in Madrid, while branch offices are located in Barcelona and Bilbao, with ~160 employees positively directed by a seasoned management team.

The transaction perimeter only includes the wholesale distribution activities. Based on this perimeter, 2015 pro-forma accounts<sup>6</sup> of the acquired perimeter showed sales of € ~584.4 million (+19% compared to 2014) and EBITDA reported of € 7.5 million.

Thanks to the transaction, Esprinet will become the leader in the Spanish distribution market, strengthen its smartphone’s products and customers portfolio. Esprinet expects to generate significant synergies from the transaction mostly due to the doubling of scale of its Spanish operations.

Esprinet, that has recently entered the Portuguese market, is now the biggest distributor in Southern Europe bringing to completion a strategy fully focused on pure ‘business-to-business’ ICT distribution, specifically addressed to achieve the leadership in each country where the Group operates.

The total consideration agreed by the parties was € 74.1 million for the entire Vinzeo corporate capital based on an enterprise value of € 57.6 million and on the last 12-month average working capital. The value could be adjusted based on the net financial position as at 30 June 2016.

#### **Esprinet to obtain ‘waiver’ on € 130.0 million Pool Loan**

As a result of the agreed terms for the Vinzeo acquisition, in particular referring to the level of implied enterprise value that was higher than the annual threshold-value of € 40.0 million, the acquisition itself was an operation contractually subject to the preemptive approval to be given by a qualified majority equal to at least two thirds of the lending banks. For this purpose, before Vinzeo acquisition’s signing date, that was dated 6 May 2016, a “comfort letter” from a leading bank was obtained.

<sup>3</sup> Source: management estimates on preliminary 2015 data, net of the trading activities of the ‘merchandising’ division, which are not included in the deal.

<sup>4</sup> Based on Esprinet Group’s consolidated net profit

<sup>5</sup> Source: management, Channel Partner 2016 (www.channelpartner.es)

<sup>6</sup> Source: management’s estimates.

The letter contained a commitment from the bank to grant a loan in such amount sufficient to allow the company to replace the existing pool loan and intended to neutralize the risk to fail in obtaining the required 'waiver' from the existing lending banks.

On July 22, 2016 the communication regarding the granting of consent to the operation by the unanimity of the lending banks was finally received by the company.

### **E) Subsequent events**

#### **Esprinet to sign the agreement for the acquisition of the business unit 'VAD-Value Added Distributor' of Itway Group**

On 21 October 2016, Esprinet S.p.A. communicates the signing of a binding agreement for the acquisition of the IT distribution activities - both hardware and software ('VAD' business) - of the Itway Group in Italy, Spain and Portugal.

The transaction perimeter consists of ICT distribution activities of Itway in Italy, Spain and Portugal achieving 'pro-forma' sales of € 57.2 million<sup>7</sup> and EBIT of € 1.7 million<sup>8</sup>.

Itway Group operates in three market segments: distribution ('VAD-Value Added Distribution') of IT security software (dedicated software and hardware devices), networking (basic infrastructure for connecting PCs and other IT devices) and server software in Italy, Spain, Portugal, Greece, Turkey and Middle-East. In this business area, Itway is the market leader in Italy. 'VAR-Value Added Reseller' area and 'VAS-Value Added Services' area are the remaining two business segments.

The transaction perimeter refers to assets and liabilities connected to the activities of the 'VAD business' in Italy and the Iberian peninsula thus involving only Itway S.p.A. and Itway Iberica as sellers.

The overall 'pro-forma' sales of the "VAD business" in FY 2014 and FY 2015 amounted respectively to € 48.6 million and € 57.2 million<sup>9</sup>.

EBITDA amounted to € 1.7 million in FY 2015, total net invested capital being € 14.7 million as at 31 December 2015<sup>10</sup>.

Total consideration agreed for the transaction is made up of the net asset value of the acquired business plus a total amount of up to € 10.8 million made up as follows:

- a fixed amount of € 5.0 million to be paid cash at closing date;
- a variable amount up to a maximum of € 5.8 million payable after 12 months from closing date conditional upon the achievement of economic and financial targets.

The acquisition is conditional upon the completion of labour union procedures pursuant to art. 47 of Law no. 428/90 in relation to transfer of business as well as according to the Spanish and Portuguese laws and regulations, where applicable.

The expected date for the closing is November 30th 2016.

### **F) Outlook**

The macroeconomic scenario did not dramatically changed as compared to the situation described in the Groups' press release informing on the first half 2016 results.

With regard to the reference geographies, Spain continued to show signals of a stronger recovery while the Italian economy grew at lower rates than those expected by the Italian Government at the beginning of the year.

In the first nine months of the current year, European ICT distribution grew +2% vs the same period of 2015 with U.K. leading the ranking within the European panel (Source: Context-GFK, November 2016) thanks to +9% growth rate, followed by Spain (+4%) while Italy was flat.

Among the other 'top' countries, France showed a decrease (-2%) as well as Germany (-0.4%). In the third quarter the European panel grew +3% vs the same quarter of 2015 with Italy showing a +1% growth rate and Spain +3%.

Along the third quarter the trend of Group's market share did not significantly change as compared to 2016 first half. Since the beginning of the year Esprinet Iberica - still net of contribution of Vinzeo - gained positions vs other competitors while Esprinet Italy showed a -2% decrease in its market share mainly due to the retailers' channel.

<sup>7</sup> Source: 'carve-out' performed by Esprinet management on accounts by Itway management.

<sup>8</sup> Net of adjustment and normalization made by Esprinet.

<sup>9</sup> Source: 'carve-out' on FY2015 and FY2014 management accounts supplied by Itway management performed by Esprinet management. (FY2015 sales net of intercompany sales for a total amount of € 3.1 million).

<sup>10</sup> Source: Esprinet.

The third quarter results were in line with management's expectations revealed in the 2016-2018 Group Strategic Plan upon which FY 2016 "guidance" was issued. Said the above, 2016 forecast is confirmed.

Therefore 2016 sales, also due to the contribution of recent acquisitions, are expected to exceed € 3 billion, with an EBIT of € ~37 million and net profit of € ~24 million.

**DECLARATION EX ART. 154-bis, paragraph 2 Legislative Decree n.58/1998 (T.U.F.)**

The officer charged with the drawing up of the accounting documents of the company, Pietro Aglianò, declares that, in compliance with the provisions of paragraph 2 of Article 154 bis of Legislative Decree n.58/1998 (T.U.F.), the financial data shown in this press release corresponds to the findings resulting from accounting documents, books and accounting records.

*Annex: Summary of economic and financial results as at 30 September 2016.*

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**Esprinet (Italian Stock Exchange: PRT)** is engaged in the wholesale distribution of IT and consumer electronics in Italy and Spain, with ~40.000 resellers customers served and 600 brands supplied. Consolidated 2015 "pro-forma" sales in excess of € 3 billion rank the Company No. 1 in Italy and 2 in Spain (No. 4 in Europe).

## Summary of main Group's results

(euro/000)	9 months						Q3						
	notes	2016	%	2015	notes	%	% var. 16/15	2016	%	2015	notes	%	% var. 16/15
<b>Profit &amp; Loss</b>													
Sales		1,925,811	100.0%	1,805,517		100.0%	7%	680,836	100.0%	569,128		100.0%	20%
Gross profit		106,627	5.5%	109,023		6.0%	-2%	35,865	5.3%	33,158		5.8%	8%
EBITDA	(1)	20,518	1.1%	31,341		1.7%	-35%	4,060	0.6%	8,508		1.5%	-52%
Operating income (EBIT)		17,001	0.9%	28,356		1.6%	-40%	2,690	0.4%	7,447		1.3%	-64%
Profit before income tax		14,858	0.8%	25,278		1.4%	-41%	1,647	0.2%	6,508		1.1%	-75%
Net income		11,785	0.6%	17,756		1.0%	-34%	1,427	0.2%	4,513		0.8%	-68%
<b>Financial data</b>													
Cash flow	(2)	14,664		20,249									
Gross investments		4,552		4,600									
Net working capital	(3)	304,060		21,905	(4)								
Operating net working capital	(5)	313,743		34,512	(4)								
Fixed assets	(6)	114,741		101,083	(4)								
Net capital employed	(7)	403,332		111,692	(4)								
Net equity		302,149		297,606	(4)								
Tangible net equity	(8)	215,913		221,695	(4)								
Net financial debt	(9)	101,206		(185,913)	(4)								
<b>Main indicators</b>													
Net financial debt / Net equity		0.3		(0.6)	(4)								
Net financial debt / Tangible net equity		0.5		(0.8)	(4)								
EBIT / Finance costs - net		7.9		9.2									
EBITDA / Finance costs - net		9.6		10.2									
Net financial debt/ EBITDA		4.9		(3.7)	(4)								
<b>Operational data</b>													
N. of employees at end-period		1,304		1,024									
Average number of employees	(10)	1,160		997									
<b>Earnings per share (euro)</b>													
- Basic		0.23		0.35			-34%	0.03		0.09			-67%
- Diluted		0.22		0.35			-37%	0.03		0.09			-67%

(1) EBITDA is equal to the operating income (EBIT) gross of amortisation and depreciation and accruals for risks and charges.

(2) Sum of consolidated net profit before minority interests and amortisation and depreciation.

(3) Sum of current assets, non-current assets held for sale and current liabilities, gross of short-term net financial position.

(4) Data/indicator referring as at 31 December 2015.

(5) Sum of trade receivables, inventory and trade payables.

(6) Non-current assets net of non-current financial assets.

(7) Equal to the sum of the net working capital plus fixed assets net of non-current liabilities except of financial liabilities.

(8) Equal to net equity less goodwill and intangible assets.

(9) Sum of borrowings and short term financial liabilities net of cash and cash equivalents, assets/liabilities for financial derivatives and financial receivables.

(10) Average of the balance at period beginning and end of companies consolidated.

The 2016 economic and financial results and those of the relative periods of comparison have been measured by applying International Financial Standards ('IFRSs').

In the next table, in combination with IFRSs' defined measures, some 'alternative performance measures', not defined from IFRSs, are presented. These 'alternative performance measures', consistently presented in previous reports and not intended as substitute of IFRSs defined measures, are internally used by the management for measuring and controlling the Group's profitability, performance and financial position.

As required by the Guidelines ESMA / 2015/1415 ESMA (European Securities and Market Authority) issued under Article 16 of the ESMA Regulation, updating the previous recommendation CESR / 05-178b of CESR (Committee of European Securities Regulators) and adopted by Consob with Communication no. 0092543 of 12/03/2015, basis of calculation adopted are defined below the table.

## Consolidated statement of financial position

(euro/000)	30/09/2016	related parties	31/12/2015	related parties
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, plant and equipment	14,118		12,130	
Goodwill	85,206		75,246	
Intangible assets	1,031		664	
Investments in associates	39		47	
Deferred income tax assets	10,594		8,347	
Receivables and other non-current assets	6,065	1,286	7,345	1,285
	<b>117,079</b>	<b>1,286</b>	<b>103,779</b>	<b>1,285</b>
<b>Current assets</b>				
Inventory	358,844		305,455	
Trade receivables	300,905	6	251,493	13
Income tax assets	2,672		3,490	
Other assets	49,377	-	17,509	-
Cash and cash equivalents	81,671		280,089	
	<b>793,469</b>	<b>6</b>	<b>858,036</b>	<b>13</b>
<b>Disposal groups assets</b>				
	-		-	
<b>Total assets</b>	<b>910,548</b>	<b>1,292</b>	<b>961,815</b>	<b>1,298</b>
<b>EQUITY</b>				
Share capital	7,861		7,861	
Reserves	281,719		258,626	
Group net income	11,691		30,321	
<b>Group net equity</b>	<b>301,271</b>		<b>296,808</b>	
<b>Non-controlling interests</b>				
	878		797	
<b>Total equity</b>	<b>302,149</b>		<b>297,605</b>	
<b>LIABILITIES</b>				
<b>Non-current liabilities</b>				
Borrowings	69,053		65,138	
Derivative financial liabilities	354		224	
Deferred income tax liabilities	7,258		4,757	
Retirement benefit obligations	5,078		4,044	
Debts for investments in subsidiaries	5,113		5,222	
Provisions and other liabilities	3,133		2,495	
	<b>89,989</b>		<b>81,880</b>	
<b>Current liabilities</b>				
Trade payables	346,006	-	522,436	-
Short-term financial liabilities	137,901		29,314	
Income tax liabilities	175		751	
Derivative financial liabilities	389		195	
Debiti per acquisto partecipazioni correnti	1,321		-	
Provisions and other liabilities	32,618	-	29,634	-
	<b>518,410</b>	<b>-</b>	<b>582,330</b>	<b>-</b>
<b>Disposal groups liabilities</b>				
	-		-	
<b>Total liabilities</b>	<b>608,399</b>	<b>-</b>	<b>664,210</b>	<b>-</b>
<b>Total equity and liabilities</b>	<b>910,548</b>	<b>-</b>	<b>961,815</b>	<b>-</b>

## Consolidated separate income statement

(euro/000)	9 months			9 months		
	2016	non-recurring	related parties*	2015	non-recurring	related parties*
<b>Sales</b>	<b>1,925,811</b>	-	7	<b>1,805,517</b>	-	14
Cost of sales	(1,819,184)	-	-	(1,696,494)	-	-
<b>Gross profit</b>	<b>106,627</b>	-	-	<b>109,023</b>	-	-
Other income	2,677	2,677	-	-	-	-
Sales and marketing costs	(35,680)	-	-	(32,076)	-	-
Overheads and administrative costs	(56,623)	(3,056)	(2,832)	(48,591)	(657)	(2,673)
<b>Operating income (EBIT)</b>	<b>17,001</b>	<b>(379)</b>	-	<b>28,356</b>	<b>(657)</b>	-
Finance costs - net	(2,144)	-	2	(3,071)	-	9
Other investments expenses/ (incomes)	1	-	-	(7)	-	-
<b>Profit before income tax</b>	<b>14,858</b>	<b>(379)</b>	-	<b>25,278</b>	<b>(657)</b>	-
Income tax expenses	(3,073)	941	-	(7,522)	228	-
<b>Net income</b>	<b>11,785</b>	<b>563</b>	-	<b>17,756</b>	<b>(429)</b>	-
- of which attributable to non-controlling interests	94	-	-	(236)	-	-
- of which attributable to Group	11,691	563	-	17,992	(429)	-
Earnings per share - basic (euro)	0.23	-	-	0.35	-	-
Earnings per share - diluted (euro)	0.22	-	-	0.35	-	-

(euro/000)	Q3			Q3		
	2016	non-recurring	related parties	2015	non-recurring	related parties
<b>Sales</b>	<b>680,836</b>	-	3	<b>569,128</b>	-	11
Cost of sales	(644,971)	-	-	(535,970)	-	-
<b>Gross profit</b>	<b>35,865</b>	-	-	<b>33,158</b>	-	-
Other income	-	-	-	-	-	-
Sales and marketing costs	(12,816)	-	-	(10,108)	-	-
Overheads and administrative costs	(20,359)	(1,801)	(939)	(15,603)	-	(990)
<b>Operating income (EBIT)</b>	<b>2,690</b>	<b>(1,801)</b>	-	<b>7,447</b>	-	-
Finance costs - net	(1,043)	-	-	(936)	-	3
Other investments expenses/ (incomes)	-	-	-	(3)	-	-
<b>Profit before income tax</b>	<b>1,647</b>	<b>(1,801)</b>	-	<b>6,508</b>	-	-
Income tax expenses	(220)	1,199	-	(1,995)	-	-
<b>Net income</b>	<b>1,427</b>	<b>(601)</b>	-	<b>4,513</b>	-	-
- of which attributable to non-controlling interests	5	-	-	101	-	-
- of which attributable to Group	1,422	(601)	-	4,412	-	-
Earnings per share - basic (euro)	0.03	-	-	0.09	-	-
Earnings per share - diluted (euro)	0.03	-	-	0.09	-	-

### Consolidated statement of comprehensive income

(euro/000)	9 months	9 months	Q3	Q3
	2016	2015	2016	2015
<b>Net income</b>	<b>11,785</b>	<b>17,756</b>	<b>1,427</b>	<b>4,513</b>
<i>Other comprehensive income:</i>				
- Changes in 'cash flow hedge' equity reserve	(312)	(158)	(192)	(144)
- Taxes on changes in 'cash flow hedge' equity reserve	19	43	(14)	39
- Changes in translation adjustment reserve	1	(10)	(1)	-
<i>Other comprehensive income not to be reclassified in the separate income statement</i>				
- Changes in 'TFR' equity reserve	(427)	262	(182)	48
- Taxes on changes in 'TFR' equity reserve	93	(72)	46	(13)
<b>Other comprehensive income</b>	<b>(626)</b>	<b>65</b>	<b>(343)</b>	<b>(70)</b>
<b>Total comprehensive income</b>	<b>11,159</b>	<b>17,821</b>	<b>1,084</b>	<b>4,443</b>
- of which attributable to Group	11,076	18,038	1,086	4,325
- of which attributable to non-controlling interests	83	(216)	(2)	119

### Consolidated statement of changes in equity

(euro/000)	Share capital	Reserves	Own shares	Profit for the period	Total net equity	Minority interest	Group net equity
<b>Balance at 31 December 2014</b>	<b>7,861</b>	<b>253,268</b>	<b>(13,070)</b>	<b>26,813</b>	<b>274,872</b>	<b>2,193</b>	<b>272,679</b>
<b>Total comprehensive income/(loss)</b>	-	<b>135</b>	-	<b>13,243</b>	<b>13,378</b>	<b>(335)</b>	<b>13,713</b>
Allocation of last year net income/(loss)	-	20,410	-	(20,410)	-	-	-
Dividend payment	-	-	-	(6,403)	<b>(6,403)</b>	-	<b>(6,403)</b>
<b>Transactions with owners</b>	-	20,410	-	<b>(26,813)</b>	<b>(6,403)</b>	-	<b>(6,403)</b>
Increase/(decrease) in 'stock grant' plan reserve	-	304	-	-	<b>304</b>	-	<b>304</b>
Assignment of Esprinet own shares	-	(12,723)	12,723	-	-	-	-
Other variations	-	13	-	-	<b>13</b>	(22)	<b>35</b>
<b>Balance at 30 September 2015</b>	<b>7,861</b>	<b>261,407</b>	<b>(347)</b>	<b>13,243</b>	<b>282,164</b>	<b>1,836</b>	<b>280,328</b>
<b>Balance at 31 December 2015</b>	<b>7,861</b>	<b>264,848</b>	<b>(5,145)</b>	<b>30,041</b>	<b>297,605</b>	<b>797</b>	<b>296,808</b>
<b>Total comprehensive income/(loss)</b>	-	<b>(626)</b>	-	<b>11,786</b>	<b>11,160</b>	<b>83</b>	<b>11,077</b>
Allocation of last year net income/(loss)	-	22,277	-	(22,277)	-	-	-
Dividend payment	-	-	-	(7,764)	<b>(7,764)</b>	-	<b>(7,764)</b>
<b>Transactions with owners</b>	-	<b>22,277</b>	-	<b>(30,041)</b>	<b>(7,764)</b>	-	<b>(7,764)</b>
Change in 'stock grant' plan reserve	-	1,157	-	-	<b>1,157</b>	-	<b>1,157</b>
Other variations	-	(9)	-	-	<b>(9)</b>	(2)	<b>(7)</b>
<b>Balance at 30 September 2016</b>	<b>7,861</b>	<b>287,647</b>	<b>(5,145)</b>	<b>11,786</b>	<b>302,149</b>	<b>878</b>	<b>301,271</b>



### Consolidated net financial position

(euro/000)	30/09/2016	31/12/2015	Var.	30/09/2015	Var.
Short-term financial liabilities	137,901	29,314	108,587	64,917	72,984
Current financial (assets)/liabilities for derivatives	389	195	194	217	172
Financial receivables from factoring companies	(3,400)	(2,714)	(686)	(600)	(2,800)
Other financial receivables	(25,539)	(507)	(25,033)	(475)	(25,065)
Cash and cash equivalents	(81,671)	(280,089)	198,418	(69,530)	(12,141)
<b>Net current financial debt</b>	<b>27,680</b>	<b>(253,801)</b>	<b>281,480</b>	<b>(5,471)</b>	<b>33,150</b>
Borrowings	69,053	65,138	3,915	61,090	7,963
Debts for investments in subsidiaries	6,434	5,222	1,212	4,933	1,501
Non-current financial (assets)/liabilities for derivatives	331	224	107	154	177
Other financial receivables	(2,292)	(2,696)	405	(2,696)	405
<b>Net financial debt</b>	<b>101,206</b>	<b>(185,913)</b>	<b>287,119</b>	<b>58,010</b>	<b>43,196</b>

**Consolidated statement of cash flows**

(euro/000)	9 months 2016	9 months 2015
<b>Cash flow provided by (used in) operating activities (D=A+B+C)</b>	<b>(174,069)</b>	<b>(169,103)</b>
<b>Cash flow generated from operations (A)</b>	<b>18,425</b>	<b>30,998</b>
Operating income (EBIT)	17,001	28,356
Income from business combinations	(2,677)	-
Depreciation, amortisation and other fixed assets write-downs	2,879	2,493
Net changes in provisions for risks and charges	225	(262)
Net changes in retirement benefit obligations	(160)	(279)
Stock option/grant costs	1,157	690
<b>Cash flow provided by (used in) changes in working capital (B)</b>	<b>(189,303)</b>	<b>(192,324)</b>
Inventory	7,244	(87,070)
Trade receivables	56,087	89,780
Other current assets	(4,213)	(7,700)
Trade payables	(245,634)	(192,656)
Other current liabilities	(2,787)	5,322
<b>Other cash flow provided by (used in) operating activities (C)</b>	<b>(3,191)</b>	<b>(7,777)</b>
Interests paid, net	(1,086)	(878)
Foreign exchange (losses)/gains	(29)	(1,251)
Net results from associated companies	9	(11)
Income taxes paid	(2,085)	(5,637)
<b>Cash flow provided by (used in) investing activities (E)</b>	<b>(104,167)</b>	<b>(11,526)</b>
Net investments in property, plant and equipment	(3,945)	(3,891)
Net investments in intangible assets	(519)	(425)
Changes in other non current assets and liabilities	1,003	(5,220)
Celly business combination	-	(1,990)
EDSIan business combination	(17,065)	-
Vinzeo business combination	(83,641)	-
<b>Cash flow provided by (used in) financing activities (F)</b>	<b>79,818</b>	<b>24,985</b>
Medium/long term borrowing	-	10,000
Repayment/renegotiation of medium/long-term borrowings	(21,060)	(1,707)
Net change in financial liabilities	132,535	27,510
Net change in financial assets and derivative instruments	(25,013)	702
Deferred price Celly acquisition	-	(4,825)
	1,321	-
Option on 40% Celly sharesd	-	68
Dividend payments	(7,764)	(6,403)
Increase/(decrease) in 'cash flow edge' equity reserve	(293)	(115)
Changes in third parties net equity	92	(245)
<b>Net increase/(decrease) in cash and cash equivalents (G=D+E+F)</b>	<b>(198,418)</b>	<b>(155,644)</b>
<b>Cash and cash equivalents at year-beginning</b>	<b>280,089</b>	<b>225,174</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>(198,418)</b>	<b>(155,644)</b>
<b>Cash and cash equivalents at year-end</b>	<b>81,671</b>	<b>69,530</b>