

**PRESS RELEASE**

**IMMSI GROUP: 2018 DRAFT FINANCIAL STATEMENTS<sup>1</sup>**

**In 2018, the Immsi Group reported an improvement in performance from the previous year, growth on all main earnings indicators, a strong increase in Ebit and net profit, larger investments and a reduction in debt.**

**Consolidated net sales reached 1,464.5 million euro, up 1.4% (+5% at constant exchange rates) (1,444.9 €/mln in 2017)**

**Ebitda stood at 213.3 million euro, up 1.8% (209.6 €/mln in 2017)  
The Ebitda margin was 14.6% (14.5% in 2017).**

**Ebit was at 100.6 million euro, up 16.4% (86.4 €/mln in 2017). Ebit margin 6.9% (6% in 2017)**

**Profit before tax 58.6 million euro, up 50.1%  
(39 €/mln in 2017)**

**Net profit including minority interests was at 25.4 million euro, up 70.7%  
(14,9 €/mln in 2017)**

**Net profit stood at 12.9 million euro, up 57.1% (8.2 €/mln in 2017)**

**Net financial position -852 million euro  
an improvement of 6.9 €/mln compared to -858.9 €/mln at 31 December 2017**

**Capital expenditure of 117.8 million euro, up 34.2% (87.8 €/mln in 2017)**

\* \* \*

**Authorisation for the purchase and sale of own shares**

*Mantua, 25 March 2019* - At a meeting today chaired by Roberto Colaninno, the Board of Directors of **Immsi S.p.A.** (IMS.MI) examined and approved the 2018 draft financial statements.

**Immsi Group financial and business performance at 31 December 2018**

The Immsi Group is continuing its strategic focus on geographical expansion consistent with product strategies and with world macro-economic trends. This management model significantly reduces the risks of an excessive concentration of production and sources of income in a single country, and enables the Group to maximise returns in countries with the highest economic growth rates. At the same time, on-going analysis of the latest international trade policies and current socio-political developments confirms that geographical diversification enables the Group to meet the growing demand for quality among all the customers of its subsidiaries without increasing production costs, while simultaneously improving time to market.

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<sup>1</sup> As from 1 January 2018, the Immsi Group has applied IFRS 15 (Revenue from Contracts with Customers). In this press release, the figures at 31 December 2017 have been re-stated to allow comparison with those at 31 December 2017.

Consolidated net sales at 31 December 2018 totalled 1,464.5 million euro, up by 1.4% from 1,444.9 million euro in the previous year. **At constant exchange rates, consolidated net sales increased by 5%.**

Immsi Group consolidated **Ebitda** amounted to 213.3 million euro, an improvement of 1.8% from 209.6 million euro in 2017. The Ebitda margin was 14.6% (14.5% at 31 December 2017), the best annual result reported since 2004, up for the fifth consecutive year.

**Ebit** stood at **100.6 million euro**, up by **16.4%** from 86.4 million euro at 31 December 2017. The **Ebit margin** also improved, to **6.9%** (6% at 31 December 2017), including non-recurring income totalling 11 million euros.

The Group posted a profit before tax of **58.6 million euro**, an increase of 50.1% (39 million euro at 31 December 2017).

**Net profit including minority interests** totalled 25.4 million euro, up 70.7% compared to 14.9 million euro at 31 December 2017.

**The consolidated net profit was 12.9 million euro**, a significant growth of 57.1% from 8.2 million euro at 31 December 2017.

Immsi Group **net financial debt** at 31 December 2018 was **852 million euro, an improvement of 6.9 million euro** from debt of 858.9 million euro at 31 December 2017, largely due to the reduction of debt in the industrial sector. Short-term financial debt is up with respect to the end of 2017, due to the reclassification of bank debt of Immsi S.p.A. on the verification of contractually agreed financial parameters.

Group **shareholders' equity** at 31 December 2018 was **379.4 million euro** (370.7 million euro at 31 December 2017).

In 2018, the Immsi Group **capital expenditure amounted to 117.8 million euro, an increase of 30 million euro, up 34.2%** from 87.8 million euro in 2017.

### **Performance of the Immsi Group businesses at 31 December 2018**

#### ***Industrial Sector: Piaggio Group***

In the industrial sector, at December 2018, the Piaggio Group reported an improvement in performance from 2017, with progress on all the main earnings indicators, higher capital expenditure and a reduction in debt.

In the financial year 2018, Piaggio Group consolidated net sales totalled 1,389.5 million euro (+4.3%, +8.2% at constant exchange rates); consolidated Ebitda was at 201.8 million euro (+4.9%, +7.4% at constant exchange rates), with an Ebitda margin of 14.5%. Ebit was at 92.8 million euro (+28.3%), with an Ebit margin of 6.7%; net profit rose 82.8% to 36.1 million euro.

In 2018, Piaggio Group capital expenditure amounted to 115.3 million euro, up 33% from 86.7 million euro in 2017.

Piaggio Group net financial debt at 31 December 2018 was 429.2 million euro, an improvement of 22.8 million euro from 452 million euro at 31 December 2017.

Over the year, the Piaggio Group sold 603,600 vehicles worldwide, an increase of 9.2%.

In 2018, the Piaggio Group concluded a liability management operation on the bond issue “Eur 250 million Piaggio 4.625% due 2021”, aimed at its refinancing under better conditions. At the beginning of April 2018, Piaggio & C. S.p.A. exercised the call option provided by the bond loan issued in April 2014 for a total amount of 250 million euro, maturing on 30 April 2021. On 18 April 2018, a High Yield bond loan was issued (with the same characteristics as the bond issued in 2014), for an amount of 250 million euro, maturing on 30 April 2025. The repayment plan for existing bonds in the Group provides for repayments totalling 10.4 million euros by 31 December 2019, and 11.1 million euros by 31 December 2020.

#### ***Naval Sector: Intermarine S.p.A.***

During the 2018 financial year in the naval sector, Intermarine S.p.A. saw consolidated revenues of 69.8 million euros and a positive Ebitda of 14.6 million euros (Ebitda margin of 20.9%); Ebit of 11.3 million euro (Ebit margin of 16.2%), and positive net income of 6.7 million euro, with an impact on production value of 9.6%.

Production Value is comprised of 54.6 million euro for the Military Sector and 15.2 million euro for the Fast Ferries and Yacht division, mainly due to activities carried out by the Messina shipyard and the Marine Systems division.

#### ***Real Estate and Holding sector***

At 31 December 2018, the real estate and holding sector reported net sales of approximately 5.2 million euro, up 9% (4.8 million euro in 2017) and a consolidatable net loss of -10.1 million euro (-9.1 million in 2017).

The subsidiary Is Molas S.p.A., which manages the Is Molas Golf Resort project in the province of Cagliari, completed four finished mock-up villas and the remaining 11 villas of the first lot in a rough state of advanced construction, in order to allow potential customers to choose flooring and interior finishes. During the second half of 2018, work began on the second section of urbanisation works. The company examined the possibility of leasing the mockup villas in order to enable end customers, including investors, to become familiar with the product and related services on offer. Commercial operations are underway to identify possible national/international purchasers.

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#### ***Immsi S.p.A. parent company***

The parent company Immsi S.p.A. posted a net profit for the year of approximately 6.7 million euro (3 million euro at 31 December 2017), in part consequent to updates in the value of equities held.

At 31 December 2018, the parent company Immsi S.p.A. had net financial debt of 65 million euro, down by 8.5 million euro from compared to 31 December 2017 (73.5 million euro).

The Board of Directors will ask the Shareholders’ Meeting to be held on 30 April 2019 on first call and on 14 May 2019 on second call not to distribute a dividend for financial year 2018 (a similar proposal was approved for financial year 2017).

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#### **Outlook**

As regards the Industrial Sector (Piaggio Group), in a context in which the Piaggio Group is strengthening its position on the global markets, the Group is committed to:

- confirming its leadership position on the European two-wheeler market, taking full advantage of the expected recovery by further strengthening its scooter and motorcycle range;
- maintaining its current positions on the European commercial vehicles market by strengthening the sales network;
- consolidating its presence in Asia Pacific, by exploring new opportunities in countries in the region, with a particular focus on the premium segment of the market;
- increasing sales on the Indian scooter market thanks to the Vespa and Aprilia offers;
- growing the penetration of commercial vehicles in India, in part through the introduction of new engine displacements.

From the technological viewpoint, the Piaggio Group will continue research on new solutions to current and future mobility problems, through the work of Piaggio Fast Forward (Boston) and new advances in design at the PADc (Piaggio Advanced Design Center) in Pasadena.

At a more general level, the Group maintains its commitment – a characteristic of recent years and continuing in 2019 – to generate higher productivity through close attention to cost and investment efficiency, in compliance with its ethical principles.

In the Naval Sector (Intermarine S.p.A.), 2019 will see important advances in production work on contracts, in order to strengthen the financial consolidation that has been underway in recent years. The company is also involved in a number of negotiations, in the Defence sector in particular, to win new orders that would enable it to expand its order book and consequently optimise its production capacity over the coming years.

With regard to the Real Estate and Holding Sector, with particular reference to the subsidiary Is Molas SpA, it should be noted that 2019 will see the completion of the second section of urbanisation works, the start of the third section of the same and planning on water works for the two lakes is expected to be completed, along with a verification of market feedback through the signing of the first preliminary sales contracts that will give impetus to the realisation of the Is Molas project.

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### **Non-financial disclosure**

At today's meeting, the Board of Directors approved the Immsi S.p.A. consolidated non-financial disclosure drawn up pursuant to Legislative Decree 254/2016, included in the Directors' Report on Operations as at and for the year ended 31 December 2018.

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### **Authorisation for the purchase and sale of own shares**

At today's meeting, the Board of Directors also agreed to ask the ordinary session of the shareholders' meeting to renew the authorisation for the purchase and disposal of Immsi own shares granted by the AGM of 10 May 2018, which is due to expire during 2019. The proposal aims to provide the company with a useful strategic investment opportunity for all purposes allowed under current regulations, including the purposes contemplated in art.5 of EU Regulation 596/2014 (Market Abuse Regulation, hereinafter "MAR") and in the practices allowed under art. 13 MAR, including purchases of own shares for subsequent cancellation, on the terms and conditions that will be approved by the relevant governance bodies.

All information relating to the terms and procedures of the authorisation will be set out in the Report on the purchase and disposal of own shares, which will be made available to shareholders as required by law.

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The manager in charge of preparing the company accounts and documents, Andrea Paroli, certifies, pursuant to paragraph 2 of art. 154-*bis* of the Consolidated Law on Financial Intermediation, that the accounting disclosures in this statement correspond to the accounting documents, ledgers and entries.

This press release may contain forward-looking statements relating to future events and Immsi Group business and financial results. By their nature, these statements are subject to inherent risks and uncertainties, since they relate to events and depend on circumstances that may or may not occur or exist in the future. Actual results may differ materially from those expressed in such statements as a result of a variety of factors.

This press release contains a number of indicators that, though not yet contemplated by the IFRS (“Non-GAAP Measures”), are based on financial measures envisaged by the IFRS. These indicators – presented in order to assist assessment of the Group’s business performance – should not be considered as alternatives to those envisaged by the IFRS and are consistent with those in the Immsi Group 2017 Annual Report and quarterly and half-year reports. Furthermore, since determination of such indicators is not specifically regulated by the IFRS, the methods used may not coincide with those adopted by other companies/groups, and consequently the indicators in question may not be comparable. Specifically, the following alternative performance indicators are used:

- EBITDA: earnings before amortisation and impairment losses on property, plant and equipment and intangible assets, as reflected in the income statement;
- Net financial debt: this reflects financial liabilities (current and non-current), less cash and cash equivalents, and other current non-current financial receivables. Determination of net financial debt does not include other financial assets and liabilities arising from measurement at fair value of derivatives designated as hedges, fair value adjustments of the related hedged items and interest expense accrued on loans received. The schedules in the Immsi Group report on operations and financial statements at 31 December 2018 include a table illustrating the composition of net financial debt. In compliance with the CESR “Recommendation for consistent implementation of the European Commission regulation on prospectus” of 10 February 2005, the indicator as formulated reflects the values monitored by Group management, which differs from that suggested by Consob Communication n. 6064293 of 28 July 2006 as it also includes the non-current portion of financial receivables.

In preparing the Report on operations and the financial statements as at 31 December 2018, the Immsi Group applied the accounting policies used in preparing the consolidated financial statements as at and for the year ended 31 December 2017 with the exception of the adoption as from 1 January 2018 of IFRS 15 “Revenue from contracts with customers”.

Immsi S.p.A. said that the interim report on operations ended 31 December 2018 will be available to the public at the company head office, in the “eMarket STORAGE” authorised storage mechanism at [www.emarketstorage.com](http://www.emarketstorage.com) and on the issuer’s website [www.immsi.it](http://www.immsi.it) (section “Governance/Assemblea/Archivio/2019” e sezione “Investors/Bilanci e relazioni/2019”) as from 14 April 2019.

The consolidated statement of financial position, the consolidated income statement and the Immsi Group’s consolidated cash flows, and the statements of the financial position, income statement and cash flows relating to Immsi S.p.A. are provided below. Please note that at the time of publication of this press release, the audit of the Immsi Group consolidated financial statements, Immsi S.p.A. separate Financial Statements and the Non-financial Declaration pursuant to 254/2016 at 31 December 2018 have not yet been completed.

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## CONSOLIDATED FINANCIAL POSITION AT 31 DECEMBER 2018

(in thousands of Euro)

ASSETS	31 December 2018	31 December 2017
<b>NON-CURRENT ASSETS</b>		
Intangible assets	833,805	826,198
Tangible assets	300,860	307,343
Real estate investments	84,919	85,637
investments	7,962	7,583
Other financial assets	6,029	7,364
Receivables from tax authorities	17,399	19,913
Prepaid tax	126,998	122,984
Trade receivables and other receivables	18,460	13,986
- of which to Related Parties	94	115
<b>TOTAL NON-CURRENT ASSETS</b>	<b>1,396,432</b>	<b>1,391,008</b>
<b>ACTIVITIES INTENDED FOR DISPOSAL</b>	<b>27,434</b>	<b>27,183</b>
<b>CURRENT ASSETS</b>		
Trade receivables and other receivables	140,227	154,934
- of which to Related Parties	2,507	5,878
Receivables from tax authorities	9,946	13,656
Inventories	331,242	309,184
Other financial assets	5,572	6,665
Cash and cash equivalents	200,450	138,949
<b>TOTAL CURRENT ASSETS</b>	<b>687,437</b>	<b>623,388</b>
<b>TOTAL ASSETS</b>	<b>2,111,303</b>	<b>2,041,579</b>
<b>LIABILITIES</b>	<b>31 December 2018</b>	<b>31 December 2017</b>
<b>NET EQUITY</b>		
Consolidated Group equity	234,986	221,623
Capital and third party reserves	144,389	149,066
<b>TOTAL NET EQUITY</b>	<b>379,375</b>	<b>370,689</b>
<b>NON-CURRENT LIABILITIES</b>		
Financial liabilities	525,858	578,462
- of which to Related Parties	0	2,900
Trade payables and other	7,101	6,829
- of which to Related Parties	0	12
Provisions for pensions and similar	45,147	48,628
Other long-term funds	14,030	10,739
Deferred taxes	22,598	22,677
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>614,734</b>	<b>667,335</b>
<b>LIABILITIES RELATED TO ASSETS INTENDED FOR DISPOSAL</b>	<b>0</b>	<b>0</b>
<b>CURRENT LIABILITIES</b>		
Financial liabilities	538,929	432,032
- of which to Related Parties	9	9
Trade payables	492,553	490,483
- of which to Related Parties	7,424	9,319
Current taxes	16,160	12,309
Other payables	49,382	47,928
- of which to Related Parties	36	214
Current stake in other long-term funds	20,170	20,803
<b>TOTAL CURRENT LIABILITIES</b>	<b>1,117,194</b>	<b>1,003,555</b>
<b>TOTAL LIABILITIES AND NET EQUITY</b>	<b>2,111,303</b>	<b>2,041,579</b>

## CONSOLIDATED INCOME STATEMENT AS AT 31 DECEMBER 2018

(in thousands of Euro)

	31.12.2018	31.12.2017
Net income	1,464,533	1,454,939
- of which to Related Parties	2,772	1,777
Costs for materials	843,470	825,168
- of which to Related Parties	20,026	23,508
Costs for services and use of third-party assets	257,116	265,069
- of which to Related Parties	908	962
Personnel costs	237,496	234,493
Amortisation and impairment costs of tangible assets	42,379	46,537
Goodwill impairment	0	0
Amortisation and impairment costs of intangible assets with a finite life	70,329	76,652
Other operating income	117,678	109,929
- of which to Related Parties	343	254
Write-downs net of trade and other receivables	(2,301)	(3,470)
Other operating costs	28,519	27,046
- of which to Related Parties	79	0
<b>OPERATING INCOME</b>	<b>100,601</b>	<b>86,433</b>
Result of equity investments	474	716
Financial income	23,402	21,093
Financial charges	65,919	69,226
- of which to Related Parties	104	152
<b>PRE-TAX RESULT</b>	<b>58,558</b>	<b>39,016</b>
Taxes	33,146	24,132
<b>RESULT AFTER TAXES FROM ASSETS IN OPERATION</b>	<b>25,412</b>	<b>14,884</b>
Profit (loss) deriving from assets held for disposal or sale	0	0
<b>PERIOD RESULT INCLUDING THIRD PARTY STAKE</b>	<b>25,412</b>	<b>14,884</b>
Result for the period attributable to third parties	12,549	6,695
<b>GROUP PERIOD RESULT</b>	<b>12,863</b>	<b>8,189</b>

### RESULT PER SHARE

Amounts in euros

	31.12.2018	31.12.2017
From operational and discontinued activities:		
Base	0.038	0.024
Diluted	0.038	0.024
From operational activities:		
Base	0.038	0.024
Diluted	0.038	0.024

Average number of shares: 340,530,000 340,530,000

## CONSOLIDATED CASH FLOWS AS AT 31 DECEMBER 2018

(in thousands of Euro)

	31.12.2018	31.12.2017
<b>Operating activities</b>		
Pre-tax result	58,558	39,016
Depreciation of tangible assets (including real estate investments)	41,757	46,192
Amortisation of intangible assets	67,898	72,427
Fund for provisions for risks, retirement benefits and similar	25,693	25,109
Write-downs / (Restoration of valuations at fair value)	6,593	8,042
Losses / (Gains) on the disposal of tangible assets (including real estate investments)	114	(558)
Losses / (gains) on the sale of securities	0	(3,350)
Financial income	(8,099)	(1,808)
Income for dividends	(8)	(109)
Financial charges	50,812	50,202
Amortisation of public grants	(6,052)	(5,464)
Share of the pre-tax result in associated companies (and other companies valued at NE)	(474)	(716)
<b>Change in operating capital:</b>		
(Increase) / Decrease in receivables from customers	(3,725)	13,169
(Increase) / Decrease in inventories	(22,058)	(15,127)
Increase / (decrease) in trade payables	3,479	21,019
(Increase) / Decrease in contract work in progress	11,673	(23,254)
Increase / (decrease) in risk provisions	(14,280)	(12,148)
Increase / (Decrease) funds for pensions and similar	(12,378)	(13,779)
Other variations	3,265	6,201
<b>Cash generated by operating activities</b>	<b>202,768</b>	<b>205,064</b>
Interest expense paid	(43,802)	(44,414)
Taxes paid	(27,311)	(19,186)
<b>Cash flow from operating activities</b>	<b>131,655</b>	<b>141,464</b>
<b>Investment activities</b>		
Acquisition of subsidiaries, net of cash and cash equivalents	(1,537)	0
Sale price of subsidiaries, net of cash and cash equivalents	0	3,567
Investment in tangible assets (including real estate investments)	(39,594)	(29,800)
Sale price or redemption value of tangible assets (including real estate investments)	1,064	3,394
Investment in intangible assets	(78,150)	(58,040)
Sale price or redemption value of intangible assets	72	62
Acquisition of non-consolidated equity investments	0	(11)
Sale price of non-consolidated equity investments	2	(2)
Acquisition of financial assets	(14)	(781)
Realisation price of financial assets	0	3,350
Interest received	606	1,452
Other cash flows on assets held for disposal or sale	(251)	0
Public contributions collected	2,863	706
Dividends from investments	8	109
<b>Cash flow from investment activities</b>	<b>(114,931)</b>	<b>(75,994)</b>
<b>Loan activities</b>		
Loans received	528,903	216,205
Disbursement for repayment of loans	(473,939)	(300,522)
Repayment of financial leases	(1,145)	(1,124)
Disbursement for dividends paid to Minority Shareholders	(9,835)	(9,752)
<b>Cash flow from financing activities</b>	<b>43,984</b>	<b>(95,193)</b>
<b>Increase / (Decrease) in cash and cash equivalents</b>	<b>60,708</b>	<b>(29,723)</b>
<b>Opening balance</b>	<b>135,258</b>	<b>173,223</b>
Exchange delta	2	(8,242)
<b>Final balance</b>	<b>195,968</b>	<b>135,258</b>



## Financial Position - Finanziaria Immsi S.p.A.

(in thousands of Euro)

ASSETS	31/12/2018	31/12/2017
<b>NON-CURRENT ASSETS</b>		
Intangible assets	0	0
Tangible assets	238	68
Real estate investments	74,650	74,114
Investments in subsidiaries and associated companies	307,331	310,331
Other financial assets	260,580	0
- of which are related parties and intra-group parties	260,580	0
Receivables from tax authorities	0	0
Prepaid tax	0	0
Trade receivables and other receivables	12,726	6
- of which are related parties and intra-group parties	12,720	0
<b>TOTAL NON-CURRENT ASSETS</b>	<b>655,525</b>	<b>384,519</b>
<b>ACTIVITIES INTENDED FOR DISPOSAL</b>	<b>0</b>	<b>0</b>
<b>CURRENT ASSETS</b>		
Trade receivables and other receivables	8,647	26,770
- of which are related parties and intra-group parties	8,386	26,350
Receivables from tax authorities	268	191
Inventories	0	0
Works in progress on order	0	0
Other financial assets	2,767	239,261
- of which are related parties and intra-group parties	0	234,916
Cash and cash equivalents	2,865	5,281
<b>TOTAL CURRENT ASSETS</b>	<b>14,547</b>	<b>271,503</b>
<b>TOTAL ASSETS</b>	<b>670,072</b>	<b>656,022</b>
<b>LIABILITIES</b>	<b>31/12/2018</b>	<b>31/12/2017</b>
<b>NET EQUITY</b>		
Share Capital	178,464	178,464
Reserves and result brought forward	176,073	174,481
Net result for the period	6,746	3,044
<b>TOTAL NET EQUITY</b>	<b>361,283</b>	<b>355,989</b>
<b>NON-CURRENT LIABILITIES</b>		
Financial liabilities	0	102,017
Trade payables and other	162	208
Provisions for pensions and similar	333	318
Other long-term funds	0	0
Deferred taxes	19,447	19,375
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>19,942</b>	<b>121,918</b>
<b>LIABILITIES RELATED TO ASSETS INTENDED FOR DISPOSAL</b>	<b>0</b>	<b>0</b>
<b>CURRENT LIABILITIES</b>		
Financial liabilities	282,689	175,101
Trade payables	2,118	1,450
- of which are related parties and intra-group parties	605	442
Current taxes	576	522
Other payables	3,463	1,042
- of which are related parties and intra-group parties	2,002	2
Current stake in other long-term funds	0	0
<b>TOTAL CURRENT LIABILITIES</b>	<b>288,847</b>	<b>178,115</b>
<b>TOTAL LIABILITIES AND NET EQUITY</b>	<b>670,072</b>	<b>656,022</b>

## **Immsi S.p.A. income statement**

(in thousands of Euro)

	2018 Financial Year	2017 Financial Year
Financial income	27,126	29,939
- of which are related parties and intra-group parties	27,030	25,017
Financial charges	(19,768)	(25,685)
- of which are related parties and intra-group parties	(9,540)	(15,040)
Result of equity investments	0	0
Operating income	4,516	4,452
- of which are related parties and intra-group parties	2,358	2,356
Costs for materials	(29)	(37)
Costs for services and use of third-party assets	(3,521)	(3,615)
- of which are related parties and intra-group parties	(384)	(428)
Personnel costs	(1,137)	(1,104)
Amortisation of tangible assets	(50)	(67)
Amortisation of goodwill	0	0
Amortisation of intangible assets with a finite life	0	0
Other operating income	217	114
- of which are related parties and intra-group parties	85	83
Write-downs net of trade and other receivables	0	0
Other operating costs	(752)	(778)
<b>PRE-TAX RESULT</b>	<b>6,602</b>	<b>3,219</b>
Taxes	143	(175)
- of which are related parties and intra-group parties	0	0
<b>RESULT AFTER TAXES FROM ASSETS IN OPERATION</b>	<b>6,746</b>	<b>3,044</b>
Profit (loss) deriving from assets held for disposal or sale	0	0
<b>NET RESULT FOR THE PERIOD</b>	<b>6,746</b>	<b>3,044</b>

## Cash Flows for Immsi S.p.A.

(in thousands of Euro)

	31/12/2018	31/12/2017
<b>Operating activities</b>		
Pre-tax result	6,602	3,219
Amortisation of tangible assets	50	67
Amortisation of intangible assets	-	-
Fund for provisions for risks, retirement benefits and similar	65	64
Write-downs / (revaluations)	3,000	10,000
Capital losses / (gains) on the disposal of tangible assets (incl. real estate invest.)	(23)	-
Losses / (gains) on the sale of securities	-	4,915
Financial income	(10,762)	(9,140)
Income for dividends	(9,863)	(9,946)
Financial charges	10,268	9,290
<b>Change in operating capital</b>		
(Increase) / Decrease in receivables from customers	2,889	(1,483)
Increase / (decrease) in trade payables	3,090	(470)
Increase / (Decrease) funds for pensions and similar	(46)	(47)
Other variations	9,251	8,641
<b>Cash generated by operating activities</b>	<b>14,521</b>	<b>5,280</b>
Financial charges paid	(9,537)	(8,962)
Taxes paid	(74)	-
<b>Cash flow from operating activities</b>	<b>4,910</b>	<b>(3,682)</b>
<b>Investment activities</b>		
Sale price of subsidiaries, net of cash and cash equivalents	-	3,567
Investment in tangible assets (including real estate investments)	(780)	(75)
Sale price or redemption value of tangible assets (including real estate investments)	37	0
Sale price or redemption value of tangible assets	-	3,350
Loans granted and interest accrued	(23,150)	(27,502)
Acquisition of financial assets	(13)	(781)
Financial income received	94	-
Dividends from investments	9,863	9,946
<b>Cash flow from investment activities</b>	<b>(13,949)</b>	<b>(11,495)</b>
<b>Loan activities</b>		
Loans received	47,500	113,873
Disbursement for repayment of loans	(43,089)	(93,332)
Disbursement for dividends paid	-	-
<b>Cash flow from financing activities</b>	<b>4,411</b>	<b>20,541</b>
Increase / (Decrease) in cash and cash equivalents	(4,628)	5,364
Opening balance	1,763	(3,601)
Exchange delta	-	-
<b>Final balance</b>	<b>(2,865)</b>	<b>1,763</b>