



## Press release

**The Board of Directors has approved the half-year financial report on 30th June 2017**

**Total Revenue of 1H 2017 of Euro 55.4 million, an increase of 15.6% over the same period of 2016**

**Net Profit Adjusted of Euro 7.0 million, an increase of 19.1% over the same 1H period of 2016**

**Net profit reported of Euro 5.7 million**

- TOTAL REVENUE at € 55.4m vs € 47.9m of 1H 2016, +15.6%
- EBITDA adjusted - due to costs incurred for the IPO - at € 10.2m compared to € 9.1m at 30th June, 2016, up 12.1% (EBITDA reported: € 8.7m vs 9.0 on 1H 2016)
- EBIT adjusted to € 9.3 against 8.5m at 1H 2016, up 9.2% (EBIT reported: € 7.8m vs 8.4 on 1H 2016)
- NET PROFIT adjusted to € 7.0m vs € 5.9m on 1H 2016 (Net Profit reported: € 5.7m vs 5.8m on 1H 2016)
- NET FINANCIAL POSITION was positive at € 5.1m

*Sant'Agata Feltria (Rimini), 28th September 2017 – Indel B S.p.A.* - a company listed on the Borsa Italiana MTA and at the head of an active group in the production of *mobile* and *mobile living* refrigeration systems for the *automotive*, *hospitality* and *leisure time* markets (nautical sporting and *recreational vessels*), - announces that the Board of Directors met today to approve the Half-Year Financial Report as of 30 June 2017.

In the first six months of 2017, the Indel B Group achieved a significant increase in Total Revenue, amounting to Euro 55.4 million, compared to Euro 47.9 million in the same period of 2016, which was up 15.6%. This result confirms the positive trend of the top line, mainly due to organic growth and attributable to the increase in product sales revenues in the *Automotive*, *Leisure and Hospitality* markets.

**Luca Bora – CEO of Indel B – comments thusly:** *"We are very pleased with the results of these six months, with our listing on the stock exchange and with the new Group strategies that are already producing the expected benefits. For 2017, I expect further growth, with revenues that will benefit both a generally positive macroeconomic situation, the acquisition of new customers and new important orders, as well as the strategic acquisition of Autoclima."* - **Bora goes on:** *"We are*

1

Indel B Spa – Registered Office and Administrative and Commercial headquarters, via Sarsinate 27 - 47866 Sant'Agata Feltria (RN)  
Italy

Tel. +39 0541 848711 - Fax. +39 0541 848741 - [info@indelb.com](mailto:info@indelb.com) – [www.indelbgroup.com](http://www.indelbgroup.com)

Fully paid-up Share Capital €5,682,000 - Administrative Repertoire RN - 312757 - Company Register VAT no. / Tax Code  
02037650419 – International Organization for Standardization Code IT02037650419

doing a great job redesigning the structure and potential of the Group and I am sure that all of us, including our stakeholders, will benefit from this important turnaround."

### Revenues from Consolidated Sales on 1H 2017

(Thousands of Euros)	1H17	%	1H16	%	Var.% change current	Var. % changes constant
Automotive	32,852	59%	28,567	60%	15.0%	14.6%
Hospitality	7,641	14%	6,262	13%	22.0%	21.5%
Leisure	7,244	13%	6,108	13%	18.6%	18.2%
Cooling Appl.	1,950	4%	2,236	5%	-12.8%	-12.8%
Components & Spare parts	4,577	8%	4,042	8%	13.2%	13.1%
Different revenues	112	0%	66	0%	0%	0%
<b>REVENUES FROM SALES</b>	<b>54,376</b>	<b>100%</b>	<b>47,281</b>	<b>100%</b>	<b>15.0%</b>	<b>14.6%</b>
Other revenues	979	2%	600	1%	63.8%	63.3%
<b>TOTAL REVENUES</b>	<b>55,355</b>	<b>100%</b>	<b>47,881</b>	<b>100%</b>	<b>15.6%</b>	<b>15.2%</b>

#### ***In greater detail:***

In detail, there is strong growth in the both the *Automotive* and the *Hospitality* sectors thanks to the increase in market share and new orders from *cruise ships*, and to a general organic growth of the markets. In the *Leisure* market, the rise of the top line is linked to the *Marine* sector, but also, and in particular, to the *Recreational Vehicles* sector.

In the OEM<sup>1</sup> (*Original Equipment Manufacturer*) channel, sales increased by 13% compared to 1H 2016 (Euro 28.3 million on 30 June 2017) due to both organic growth and the acquisition of two new major clients in North America; in the AM<sup>2</sup> (*After Market*) channel revenues reached 19.9 million euros, up 16% compared to 1H 2016, thanks to generalised growth both in *Leisure* and in *Hospitality*.

At a geographic level, there is a significant improvement (+57%) for the Americas in the sectors of both *Automotive* and *Hospitality*. In Europe (+9%), there was mainly a general market growth, while there were no variations in market share. Lastly, in Italy, a growth of 10% is linked to the increase in sales recorded by the Group in the *Automotive After Market*, while the increase in sales recorded in the pleasure boat sector and the increase in the sales of the subsidiary Condor B's components contributed significantly to this outcome.

#### EBITDA and EBITDA Adjusted

During the first half of 2017, EBITDA amounted to € 8.7 million compared to € 9.0 million for the first half of the year ending 30th June 2016. EBITDA, net of non-recurring items, increased by 12.1%, from € 9.1 million to € 10.2 million for the first half year as of 30th June 2017. In percentage terms, the incidence of adjusted EBITDA on Total Revenues is 18.5% for the six months ending 30th June 2017 and 19.1% for the six months ending 30th June 2016. It should be noted that non-recurring charges are mainly: (i) EUR 1.2 million relating to costs incurred for admission to Borsa

<sup>1</sup> OEM *Original Equipment Manufacturer*. Customer segment that buys third-party components specially designed to be incorporated within the products sold or finished products, which are then marketed under their own brand name.

<sup>2</sup> AM (*After Market*) sales channel characterised by the production of goods not based on custom projects commissioned by a specific customer request but intended for IndelB's own brand or the "ISOTHERM" trademark owned by Indel Webasto Marine.

Italiana's MTA, (ii) EUR 0.3 million relating to charges related to the acquisition of the Elber Industria de Refrigeracao companies and some advisory costs for the acquisition of Autoclima.

#### Operating Profit and Adjusted Operating Profit

Operating Profit amounted to 7.8 million Euros versus 8.4 million Euros for the six months ending 30th June, 2016. Again, it should be noted that net non-recurring charges, Operating Profit would amount to 9.3 million Euros versus 8.5 million Euros at 1H 2016, showing an increase of 9.2% compared to the first half of 2016.

#### Profit and Adjusted Profit

Indel B closes the semester with a profit of 5.7 million euros versus 5.8 million euros on 1H 2016 - and an adjusted profit of 7.0 million euros (12.6% of total revenues) against 5.9 million euros in 1H 2016 (12.3% of Total Revenues), up 19.1%, also due to the decrease in Taxes. It should be noted that non-recurring charges net of taxes are mainly: (i) EUR 0.9 million relating to costs incurred for admission to Borsa Italiana's MTA, (ii) EUR 0.2 million relating to charges related to the acquisition of the Elber Industria de Refrigeracao companies and some advisory costs for the acquisition of Autoclima, (iii) 0.5 for charges related to early repayment of the loan to GeCapital Interbanca, (iv) - 0.3 million Euros on IPO costs transferred to shareholders' equity and not recorded in the income statement.

#### Net Financial Position

NFP at the end of the year was positive by 5.1 million euros against a net debt of Euro 9.2 million on 31st December 2016. The financial debt of the Group is mainly expressed in fixed rates. Among other financial payables is also the amount of earn-out for 3.8 million Euros relating to the acquisition of Elber.

#### **Significant events after the reference date**

After the reference date, the acquisition of the company Autoclima SpA took place on 8th September, 2017. This operation will enable INDEL B to expand its presence in Europe in the mobile air conditioning and mobile refrigeration market by serving new sectors (buses, minibuses, railways, and specialist vehicles) with respect to its existing customers in the truck, marine and recreational vehicle sectors.

#### **Predicted evolution of the business for the current financial year**

For 2017, there is a favourable scenario for further growth, with revenues increasing in percentage in line with the previous year. Growth will affect almost all business areas, except for cooling appliances, which has been affected by the negative situation of the main reference market.

\* \* \*

*"The manager responsible for the preparation of corporate accounting documents, Anna Grazia Bartolini, declares that, under section 2 of Article 154 b of the Consolidated Finance Act, the accounting information contained in this release corresponds to the documentary evidence, the books and the accounting records".*

\* \* \*

This communication is published in the Investor Relations section of the company's website [www.indelbgroup.com](http://www.indelbgroup.com).

In accordance with the provisions of Consob's Issuers' Regulations, it is reported that the half-yearly report at 30 June 2017 will be made available to the public at the registered office of Borsa Italiana SpA on the website [www.indelbgroup.com](http://www.indelbgroup.com) under the terms of the law in the section "Investor Relations / Budget and Relationships 2017" and at the "1Info" storage mechanism, which can be found at [www.1info.it](http://www.1info.it).

---

#### CONFERENCE CALL

On Thursday 28th September 2017 at 1500 CET (1400 GMT) (900 EST), Indel B will hold a telephone conference with the financial community, during which the Group's financial and financial results will be discussed. You can connect to this by dialling the following phone numbers:

Italy + 39 02 8058811 / UK + 44 1 212818003 / USA +1 718 7058794. Before the conference call you can download slides from the Investor Relations page [www.indelbgroup.com](http://www.indelbgroup.com).

---

\* \* \*

*Indel B S.p.A. is a company listed on Borsa Italiana's MTA market, controlled by AMP.FIN S.r.l. which, in turn, is wholly owned by the Berloni family. Indel B SpA is at the head of a major worldwide 50-year running group which is active in the field of mobile refrigeration for the automotive and leisure time sectors and refrigeration for the Hospitality market. The Company is also present in the production of parking coolers for commercial vehicles and in cooling appliances, mainly freestanding wine cellars and small refrigerators for milk preservation. The Company has a market capital of Euro 150 million.*

#### Contacts

<b>INDEL B</b> Controller & IR Consuelo Vagnini +39 0541 848 855 <a href="mailto:consuelo.vagnini@indelb.com">consuelo.vagnini@indelb.com</a>	<b>POLYTEMS HIR</b> IR and Financial Communication Bianca Fersini - Simona D'Agostino +39 06.69923324; +39 3775248478 <a href="mailto:b.fersini@polytemshir.it">b.fersini@polytemshir.it</a> <a href="mailto:s.dagostino@polytemshir.it">s.dagostino@polytemshir.it</a>	<b>FAST-COM</b> Media Relations Paolo Santagostino +39 349 3856585 <a href="mailto:paolo.santagostino@fast-com.it">paolo.santagostino@fast-com.it</a>
---	--	---

## Consolidated income statement

<i>(Thousands of Euros)</i>	<b>30/06/2017</b>	<b>30/06/2016</b>
Revenue from sales	54,376	47,281
Other revenues and income	979	600
<b>Total revenue</b>	<b>55,355</b>	<b>47,881</b>
Purchases and consumption of raw materials, semi-finished products and finished products	(32,210)	(28,896)
Costs for services	(7,583)	(4,359)
Personnel costs	(7,618)	(6,531)
Other operating costs	(452)	(283)
Share of net profit of investments accounted for using the equity method	1,234	1,192
Amortisation, depreciation, provisions and impairments	(942)	(615)
<b>Operating profit</b>	<b>7,784</b>	<b>8,389</b>
Finance costs - net	(731)	(302)
<b>Profit before taxes</b>	<b>7,053</b>	<b>8,087</b>
Income tax expense	(1,329)	(2,309)
<b>Profit for the year</b>	<b>5,724</b>	<b>5,778</b>
<i>Basic and diluted earnings per share (in Euros)</i>	<i>1.19</i>	<i>1.26</i>

## Consolidated statements of comprehensive income

<i>(Thousands of Euros)</i>	<b>30/06/2017</b>	<b>30/06/2016</b>
<b>Profit (loss) for the year (A)</b>	<b>5,724</b>	<b>5,778</b>
Actuarial gains/(losses) for employees' benefits and client allowance funds	54	(164)
Tax effect - Actuarial gains/(losses) for employee benefits and funds for supplementary allowance of customers	(19)	42
<b>Total items that will not be reclassified in the income statement (B1)</b>	<b>35</b>	<b>(122)</b>
Conversion difference for shareholding valuation using the equity method	(328)	(138)
<b>Total items that will not be reclassified in the income statement (B2)</b>	<b>(328)</b>	<b>(138)</b>

Total other components of the comprehensive income statement net of the tax effect (B)=(B1)+(B2)	(293)	(260)
<b>Total comprehensive income for the year (A)+(B)</b>	<b>5,431</b>	<b>5,518</b>

## Consolidated statement of financial position

<i>(Thousands of Euros)</i>	<b>30/06/2017</b>	<b>31/12/2016</b>
<b>ASSETS</b>		
<b>Non-current assets</b>		
Intangible assets	882	913
Tangible assets	13,014	12,511
Investments accounted for using the equity method	14,078	6,109
Other investments	66	66
Non-current financial assets	-	4,525
Other receivables and other non-current assets	240	240
Receivables for deferred tax assets	4	-
<b>Total non-current assets</b>	<b>28,284</b>	<b>24,364</b>
<b>Current assets</b>		
Inventories	28,478	23,312
Trade receivables	26,171	18,830
Cash and cash equivalents	23,689	6,232
Income tax receivables	179	3
Other receivables and other current assets	1,957	1,259
<b>Total current assets</b>	<b>80,474</b>	<b>49,636</b>
<b>TOTAL ASSETS</b>	<b>108,758</b>	<b>74,000</b>
<b>NET EQUITY AND LIABILITIES</b>		
<b>Net assets</b>		
Share capital	5,582	4,582
Reserves	47,900	21,484
Profit/loss for the year	5,724	9,670
<b>Total Net assets</b>	<b>59,206</b>	<b>35,736</b>
<b>Non-current liabilities</b>		
Provisions for risks and charges	1,278	1,217
Employee benefits obligations	1,470	1,536
Non-current financial liabilities	14,374	13,460
Deferred tax liabilities	-	183
<b>Total non-current liabilities</b>	<b>17,122</b>	<b>16,396</b>
<b>Current liabilities</b>		
Trade payables	23,376	15,719
Income tax payables	95	-

Current financial liabilities	4,176	1,937
Other current liabilities	4,783	4,212
<b>Total current liabilities</b>	<b>32,430</b>	<b>21,868</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>108,758</b>	<b>74,000</b>

## Consolidated statement of changes in equity

<i>(Thousands of Euros)</i>	Business capital	Reserves	Result for the financial year	Total Net assets
<b>As of 31st December 2015</b>	<b>4,582</b>	<b>16,284</b>	<b>9,099</b>	<b>29,965</b>
<b>Allocation of previous year profit</b>	-	<b>9,099</b>	<b>(9,099)</b>	-
<b>Transactions with shareholder:</b>				
Distribution of dividends		(3,750)	-	(3,750)
<b>Total transactions with shareholders</b>	-	<b>(3,750)</b>	-	<b>(3,750)</b>
<b>Comprehensive income for the year:</b>				
Profit for the year	-	-	9,670	9,670
Actuarial gains/(losses) for employee benefits and supplementary client allowance funds net of tax effect	-	(87)	-	(87)
Exchange differences on translation of investments accounted for using the equity method	-	(62)	-	(62)
<b>Total comprehensive income for the year</b>	-	<b>(149)</b>	<b>9,670</b>	<b>9,521</b>
<b>As of 31st December 2016</b>	<b>4,582</b>	<b>21,484</b>	<b>9,670</b>	<b>35,736</b>
<b>Allocation of previous year profit</b>	-	<b>9,670</b>	<b>(9,670)</b>	-
<b>Transactions with Shareholders:</b>				
Distribution of dividends		(3,800)	-	(3,800)
Increase in share capital	1,000			1,000
<b>Total transactions with shareholders</b>	<b>1,000</b>	<b>(3,800)</b>	-	<b>(2,800)</b>
<b>Comprehensive income for the year:</b>				
Share premium		20,841		20,841
Profit for the year	-	-	5,724	5,724

Extraordinary reserve				
Actuarial gains/(losses) for employee benefits and supplementary client allowance funds net of tax effect	-	35	-	35
Exchange differences on translation of investments accounted for using the equity method	-	(330)	-	(330)
<b>Total comprehensive income for the year</b>	-	<b>20,546</b>	<b>5,724</b>	<b>26,270</b>
<b>As of 30th June 2017</b>	<b>5,582</b>	<b>47,900</b>	<b>5,724</b>	<b>59,206</b>

## Consolidated Statement of Cash Flows

<i>(Thousands of Euros)</i>	Notes	30/06/2017	31/12/2016
<b>OPERATING ACTIVITIES</b>			
Profit before taxes		7,053	13,562
<i>Adjustments for:</i>			
Amortisation and depreciation	9-10	721	1,305
Impairment of receivables	16	73	52
Provisions for risks and charges	19	148	221
Provisions for inventory obsolescence	15	105	153
Share of net profit of investments accounted for using the equity method	32	(1,234)	(1,788)
Finance costs - net	34	731	576
Exchange differences – net		(148)	(300)
<b>Net cash generated from operating activities before changes in working capital</b>		<b>7,449</b>	<b>13,781</b>
Net cash absorbed by changes in working capital:		(5,283)	(1,009)
- Change in trade and other receivables	14-16	(8,228)	655
- Change in inventories	15	(5,270)	(1,941)
- Change in trade and other payables	23-24	8,215	277
Taxes paid		(1,488)	(4,719)
Net financial costs paid		(670)	(325)
Utilisations of provisions		(124)	(497)
Net exchange differences realised		143	255
<b>Net cash generated from operating activities (A)</b>		<b>27</b>	<b>7,486</b>
<b>INVESTMENT ACTIVITIES</b>			
Net investments in tangible and intangible assets	9-10	(1,193)	(2,708)
Net investment in equity investments	11	(7,064)	-
Dividends received		-	1,250
<b>Net cash used in investing activities (B)</b>		<b>(8,257)</b>	<b>(1,458)</b>
<b>FINANCING ACTIVITIES</b>			
Proceeds from borrowings	21	9,500	5,519
Repayments of borrowings	21	(10,461)	(1,607)
Increase in share capital		21,846	
Dividends paid		(3,800)	(3,750)
Change in other financial assets and liabilities		8,589	(2,132)



<b>Net cash generated from (used in) financing activities (C)</b>		<b>25,674</b>	<b>(1,970)</b>
<b>Net increase (decrease) in cash and cash equivalents (A)+(B)+(C)</b>		<b>17,444</b>	<b>4,058</b>
Cash and cash equivalents at the beginning of the year	17	6,232	2,110
Effect of exchange rate differences on cash and cash equivalents denominated in foreign currencies		13	64
Cash and cash equivalents at the end of the year	17	23,689	6,232

The Group uses some alternative performance indicators that are not identified as IFRS accounting measures to allow a better assessment of the Group's performance. Therefore, the criterion of determination applied by the group may not be homogeneous with that adopted by other groups and the balance obtained may not be comparable to that determined by the latter. These alternative performance indicators, determined in accordance with the Guidelines on Alternative Performance Indicators issued by ESMA/2015/1415 and referred to by CONSOB with communication no. 92543 of 3rd December 2015, and refer only to the performance of the accounting period covered by this release and the periods set to be compared.

The Group uses the following alternative performance indicators to assess economic performance: EBITDA, EBITDA Margin, Adjusted EBITDA, Margin Adjusted EBITDA, Adjusted Operating Profit, and Adjusted Profit of the year.