yourbestbreak.com

Consolidated Results 1Q 2017

May 25th, 2017

ivsgroup®

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The information in this presentation could include forward-looking statements which are based on current expectations and projections about future events. These forward-looking statements are subject to risks, uncertainties and assumptions about the Company and its subsidiaries and investments. Including, among other things, the development of its business, trends in its operating industry, and future capital expenditures and acquisitions. In light of these risks, uncertainties and assumptions, the events in the forward-looking statements may not occur. No one undertakes to publicly update or revise any such forward-looking statements.

In this document, we present certain measures, including EBITDA, EBITDA Adjusted, EBIT, EBIT Adjusted, Net Financial Indebtedness and Net Financial Position, Net profit/(loss) for the period Adjusted and Gross Margin. Certain of these financial measures are, or may be, considered Alternative Performance Measures ("APMs") as defined by ESMA Guidelines on Alternative Performance Measures and are better detailed in section "Alternative Performance Measures" of the Annual Report 2016.
In addition the 2016 figures have been restated in order to reflect the finalization of Purchase Price Allocation provisionally accounted in previous Consolidation Financial Statements.

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Quality
Choice
Service
Renewing
The Pleasure
Of Your
Daily-Break

OUR MISSION

COMPANY OVERVIEW – IVS AT A GLANCE

IVS Group S.A. **is the market leader in the Italian vending machine operators' sector** (~12% Italian market share in value; 9% in volumes), and **the only Italian player with a nationwide presence**.
Second largest vending player in Europe (and the only public listed vending company).

Owned by its active managers and founding shareholders, which control ~ 62% of the shares, while the rest is owned by the market (free float).

Italian **leader in vending**, second in Europe and third in Spain, **solid base for growth**

Around 2,600 employees, 80 branches in Italy, Spain, France and Switzerland of which 8 Coinservice Division (Italian leader in coins management)

Expected (brokers consensus) around 400 mln sales in 2017

184,500 Vending Machines installed (ca 120K Automatic + 64,5K OCS)

Target of around 800 million vends per year in 2017

Continuous investments in new services and models of Vending Machines

Value of European vending market: c.a. 10-12 billion, with > 10.000 players (mostly very small and family owned)

Leadership position in a highly fragmented European and Italian market (>10,000 players)

Pricing power track record: **Best in class logistic and operations**

Well-regarded management team with strong industry experience

Diversified customer portfolio (**contract renewal rates** in excess of 95%)

Proven success in the integration of >150 bolt-on acquisitions since 2007

Relatively **stable sector and high entry barriers**

COMPANY OFFICERS

BOARD OF DIRECTORS

Cesare Cerea
Chairman

Massimo Paravisi
Chief Executive Officer (co-CEO)

Antonio Tartaro
Chief Executive Officer (co-CEO)

Paolo Covre
Vice Chairman

Vito Alfonso Gamberale
Vice Chairman

Adriana Cerea
Director

Monica Cerea
Director

Maurizio Traglio
Non-executive director

Mariella Trapletti
Non-executive director

Luigi De Puppi
Independent non-executive director

Carlo Salvatori
Independent non-executive director

Relevant Managers

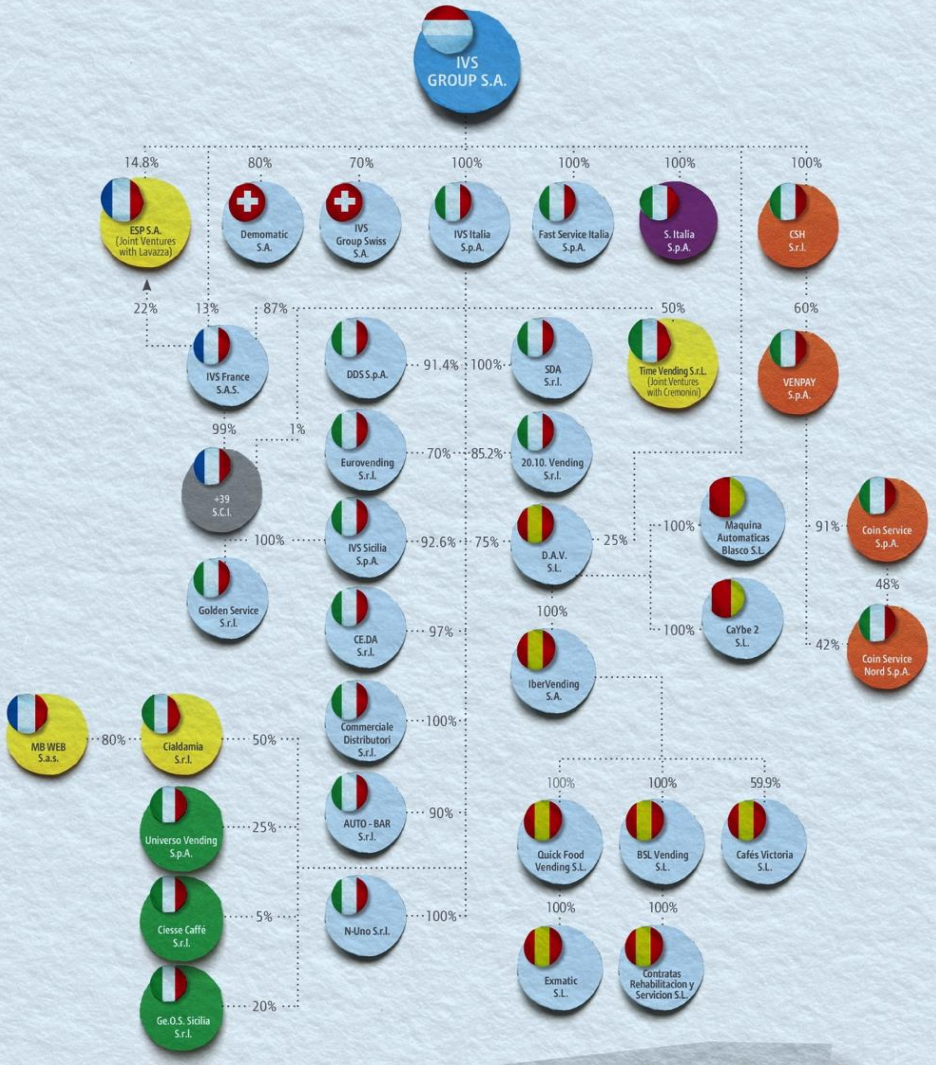
Alessandro Moro
Chief Financial Officer (CFO)

Independent Auditors

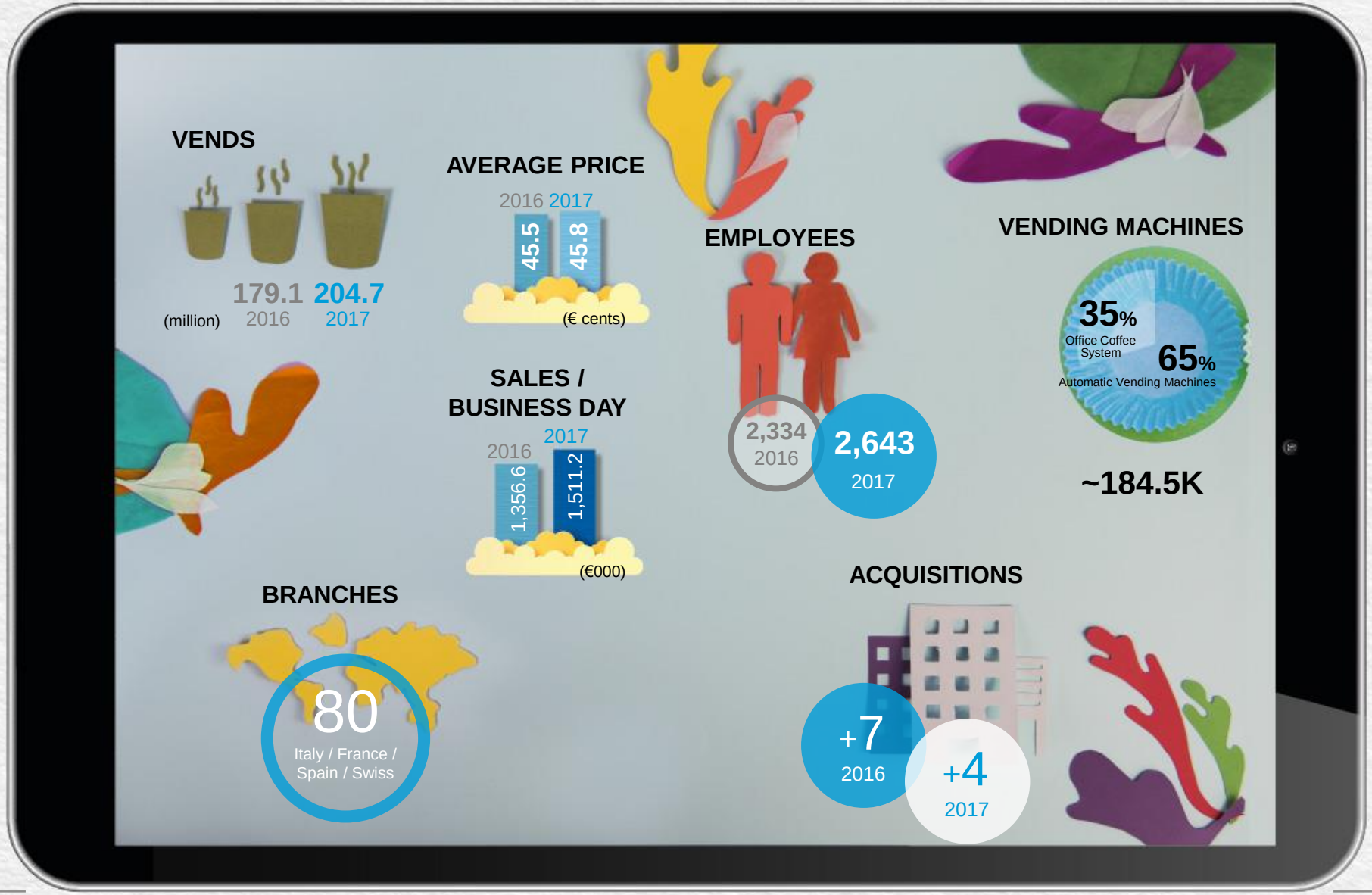
Ernst & Young S.A.
Luxembourg

GROUP STRUCTURE

At March 31st, 2017 the IVS Group's structure is as follows:



HIGHLIGHTS 1Q2017

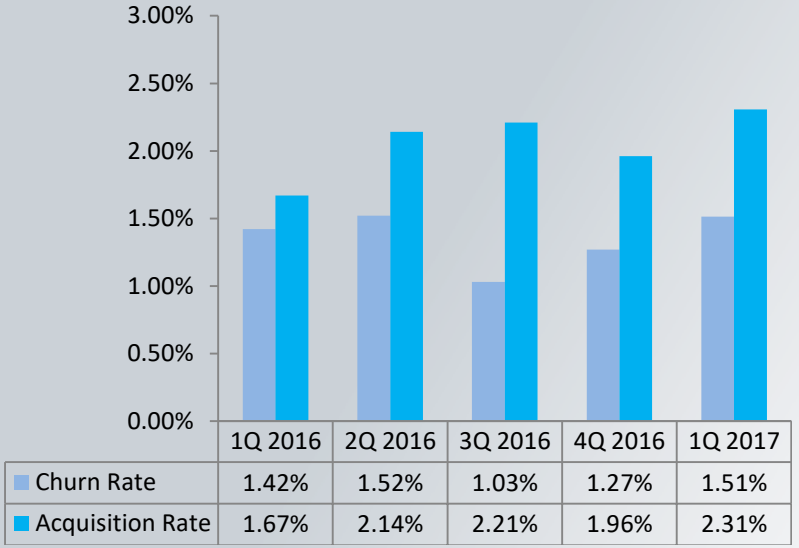


KPI 1Q2017

EBITDA ADJUSTED
(thousands) **23,630** 2017
20,720 2016

WORKING DAYS
60.0 2016 **62.1** 2017

EBITDA ADJUSTED per working day
(thousands) **380.5** 2017
345.3 2016



	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017
Churn Rate	1.42%	1.52%	1.03%	1.27%	1.51%
Acquisition Rate	1.67%	2.14%	2.21%	1.96%	2.31%

% OF REPETITIVE FAILURES within 7 days
8.9% 2016 **9.3%** 2017

AVERAGE TIME OF FAILURES RESOLUTION (in hours)
3.27 2016 **3.21** 2017

% OF TECHNICAL CALLS RESOLVED WITHIN 4 HOURS
73.9% 2016 **74.6%** 2017

% OF TECHNICAL CALLS RESOLVED WITHIN 8 HOURS
93.5% 2016 **93.7%** 2017

KEY MESSAGES FOR 1Q2017 (1/2)

(Eur/1000)	2017	2016	Var.	Var.%
Revenues	101,109	88,104	13,005	14.8%
EBITDA Adjusted	**23,630**	**20,720**	**2,910**	**14.0%**
EBITDA	22,591	20,317	2,274	11.2%
Net Profit Adjusted	**6,368**	**7,224**	**(856)**	**(11.8%)**
Net Profit	5,575	3,647	1,928	52.8%
Net Financial Position	**(247,726)**	**(225,613)**	**(22,113)**	**(9.8%)**
Operative Capex	11,235	9,679	1,556	16.1%
Free Cash Flow	(19,261)(*)	(1,869)(**)	(17,392)	(931%)

(*) After payment of EUR 23.4M related to M&A price paid in the quarter and 3.2M related to AGCM fine instalments.
(**) After payments of EUR 8.9M related to last 7.125% Notes coupon.

SIGNIFICANT EVENTS OF THE FIRST QUARTER 2017 (1/2)

On January 17th, 2017 Group IVS through its subsidiary IVS Italia S.p.A., in order to accelerate the transfer of the service to all of the clients included in the agreement between the company and Nespresso Italiana S.p.A. announced on October 2016, has signed the final acquisition agreement of the Nespresso[tm] business line of Gruppo Argenta S.p.A. and of its controlled company Somed S.p.A. (mostly active in Puglia region). The business acquired (finalized through the acquisition by the subsidiary IVS Italia S.p.A. of the entire share of N-Uno S.r.l.) generates a declared annual sales of around EUR 8.3 million. The provisional consideration transferred, is equal to **EUR 5,923 thousand** (including the stock of specific coffee vending machines) and it was partially paid for **EUR 3,461 thousand** at the signing of the agreement. The remaining part of the price, after the contractual adjustment, will be paid in the next 12 months, according to the conditions provided for by the contract. This acquisition is linked with the agreement between IVS Italia S.p.A. and Nespresso Italiana S.p.A., for the above mentioned exclusive distribution agreement of Nespresso Professional Line[tm] signed in the year 2016.

KEY MESSAGES FOR 1Q2017 (2/2)

SIGNIFICANT EVENTS OF THE FIRST QUARTER 2017 (2/2)

- On January 31st, 2017 Group IVS, through its Spanish subsidiary DAV S.L., has acquired the entire share of Grup Ibervending S.A., a company active in the vending business in Spain through 4 subsidiaries, with consolidated sales of EUR 23 million and with an adjusted EBITDA of EUR 4.3 million. The enterprise value of the transaction is equal to **EUR 25,109 thousand**; the 25% of the price will be paid in two tranches, during the year 2017 and 2018, according to the adjustments on the net financial position. Ibervending Group is one of the major Spanish players in the vending sector, with a network of nine branches, which will be integrated during 2017 with IVS existing Spanish branches; thus IVS Group is covering the largest part of the Spanish territory. With this acquisition, IVS becomes the third major player in the vending sector in Spain, a highly fragmented market similar to Italy and France.
- During the month of March 2017 the Group IVS acquired two vending business units, located in Calabria and Emilia Romagna regions respectively, with a total provisional consideration transferred of EUR **450** thousand

SUBSEQUENT EVENTS

- The shareholders' meeting of IVS Group S.A., held on May 9th, 2017 resolved:
  - the approval of the financial statements and the consolidated financial statements as of December 31st, 2016 and related documents;
  - the payment of a gross dividend of Euro 0.24 for any share circulating at the date of the AGM, for a total amount of Euro 9,439,072.08 (excluding the treasury shares). The payment of the dividend will be made on July 12th, 2017 (record date July 11th, 2017 and ex-dividend date July 10th, 2017);
  - To re-appoint Ernst-Young Luxembourg as independent company auditor to perform the independent audit related to the consolidated financial statement and annual account of the company.
- During the months of April and May the Group IVS finalized two acquisitions of vending business units, located in Sardegna and Lazio regions respectively, with a total provisional consideration transferred of **EUR 226 thousand**

ADJUSTED CONSOLIDATED INCOME STATEMENT

(in thousand of Euro)	2017 Adjusted	Inc.%	2016 Adjusted Restated	Inc.%	Variation	Var.%
Revenue from sales and services	97,514	96.5%	84,814	96.3%	12,700	15.0%
Other revenues and income	3,496	3.5%	3,290	3.7%	206	6.3%
Total revenues	**101,010**	**100.0%**	**88,104**	**100.0%**	**12,906**	**14.6%**
Cost of raw materials, supplies and consumables	(24,325)	(24.1%)	(20,400)	(23.2%)	(3,925)	19.2%
Cost of services	(10,506)	(10.4%)	(8,849)	(10.0%)	(1,657)	18.7%
Personnel costs	(26,712)	(26.4%)	(23,759)	(27.0%)	(2,953)	12.4%
Other operating income / (expenses), net	(15,842)	(15.7%)	(14,277)	(16.2%)	(1,565)	11.0%
Gains / (losses) from disposal of fixed assets, net	5	0.0%	(99)	(0.1%)	104	(105.1%)
EBITDA	**23,630**	**23.4%**	**20,720**	**23.5%**	**2,910**	**14.0%**
Depreciation and amortisation	(10,649)	(10.5%)	(9,759)	(11.1%)	(890)	9.1%
EBIT	**12,981**	**12.9%**	**10,961**	**12.4%**	**2,020**	**18.4%**
Financial income/(expenses)	(3,298)	(3.3%)	(2,646)	(3.0%)	(652)	24.6%
Result of companies valued at net equity	(80)	(0.1%)	(1)	0.0%	(79)	7900.0%
Profit / (loss) before tax	**9,603**	**9.5%**	**8,314**	**9.4%**	**1,289**	**15.5%**
Income taxes	(3,235)	(3.2%)	(1,090)	(1.2%)	(2,145)	196.8%
Net profit/(loss) for the period	**6,368**	**6.3%**	**7,224**	**8.2%**	**(856)**	**(11.8%)**
Net profit/(loss) attributable to non-controlling interests	369	0.4%	365	0.4%	4	1.1%
Net profit/(loss) attributable to owners of the parent	**5,999**	**5.9%**	**6,859**	**7.8%**	**(860)**	**(12.5%)**

ADJUSTED CONSOLIDATED INCOME STATEMENT

EXPLANATION OF VARIATIONS

- During the first quarter of 2017 the calendar registered **two Working Days more** than the correspondent period of previous year,
- **Cost of services** (net of adjustments mentioned in slide 15) increased by **EUR 1,657 thousand** (+18.7%) compared with the same period of previous year (EUR 494 thousand attributable to Spanish and Swiss acquisitions). On the other hand, we registered only a slight increase in percentage of revenues equal to 0.4 percentage point (p.p.). The growth in some service costs is due to the business units acquired in last twelve months: maintenance and utilities (EUR 198 thousand), insurance (EUR 61 thousand), shipping cost (EUR 432 thousand of which EUR 200 thousand on CGU Coin and the others on CGU Italy, in part related to the use of third part courier for the acquired Nespresso distribution). The increase in some advertising cost (EUR 165 thousand) is partially due to the advertising fee (equal to EUR 400 thousand for the year 2017) payed to NTV (Nuovo Trasporto Viaggiatori S.p.A.) to renew the contract of vending machine and trolley service aboard their train until 2025, including their new 12 EVO train expected to begin to run in December 2017.
- **Personnel costs** (net of adjustments mentioned in slide 15) increased by **EUR 2,953 thousand** (+12.4%) compared with the same period of 2016 (EUR 1,209 thousand related to the acquisition finalized during the first quarter); in front of this increase we register a slight decrease in percentage of revenues of -0.5 p.p. The increase is due to the personnel hire to setup our new Nespresso Business Centre close to Milano city (EUR 235 thousand), due to extension and renewal of the exclusive distribution agreement with Nespresso Italiana S.p.A. and due to the personnel acquired with the Spanish Grup Ibervending (EUR 926 thousand) and with the Swiss Demomatic SA (EUR 225 thousand). Other increase are related to CGU Italy (EUR 1,032 thousand), CGU France (EUR 146 thousand), and CGU Coin (EURO 118 thousand) due to the personnel related to the acquisitions finalized during 2016 and the consequent increase in business volume.

ADJUSTED CONSOLIDATED INCOME STATEMENT

EXPLANATION OF VARIATIONS

- **Other Operating Expenses** (net of adjustments mentioned in slide 15) increased in the first quarter of 2017 by **EUR 1,565 thousand**, +11.0% with respect to the same period of 2016 (and decrease in percentage on revenues of 0.5 p.p.). Change was largely due to the increase (EUR 1.167 thousand) of vending machines positioning fees (redevances), which passed from **EUR 10,596 thousand** of 2016 to **EUR 11,763 thousand** of 2017, partially due to the effects of last twelve months acquisitions (the increase in redevance cost related to the acquisitions finalized in the sole first quarter of 2017 is equal to EUR 315 thousand). We registered also an increase in fuel costs (EUR 385 thousand): EUR 164 thousand due to an increase in average price of fuel and EUR 220 thousand due to higher consumptions.
- **Financial cost** (net of adjustments mentioned in slide 15) increase in the first quarter of 2017 by **EUR 652 thousand** principally due to interests and commissions related to the new medium-long term loan agreements signed at the end of first quarter of 2016;
- **Income taxes** (net of adjustments mentioned in slide 15) increase in the first quarter of 2017 by **EUR 2,145 thousand;** the increase is largely due to the change in Italian fiscal law causing a partial cancellation of an Italian tax facilitation named ACE (“Aiuto alla Crescita Economica”).

CONSOLIDATED INCOME STATEMENT

(in thousand of Euro)	Notes Adjusted	2017 Reported	2017 Adjustments	2017 Adjusted	Reported Restated	2016 Adjustments	Adjusted Restated
Revenue from sales and services		97,514	-	97,514	84,814	-	84,814
Other revenues and income	(A)	3,595	99	3,496	3,290	-	3,290
Total revenues		**101,109**	**99**	**101,010**	**88,104**	**-**	**88,104**
Cost of raw materials, supplies and consumables		(24,325)	-	(24,325)	(20,400)	-	(20,400)
Cost of services	(B)	(11,430)	(924)	(10,506)	(8,945)	(96)	(8,849)
Personnel costs	(C)	(26,905)	(193)	(26,712)	(24,005)	(246)	(23,759)
Other operating income / (expenses), net	(D)	(15,863)	(21)	(15,842)	(14,338)	(61)	(14,277)
Gains / (losses) from disposal of fixed assets, net		5	-	5	(99)	-	(99)
EBITDA		**22,591**	**(1,039)**	**23,630**	**20,317**	**(403)**	**20,720**
Depreciation and amortisation		(10,649)	-	(10,649)	(9,759)	-	(9,759)
EBIT		**11,942**	**(1,039)**	**12,981**	**10,558**	**(403)**	**10,961**
Financial income/(expenses)		(3,298)	-	(3,298)	(7,438)	(4,792)	(2,646)
Foreign exchange differences and variations in derivatives fair value, net		-	-	-	240	240	-
Result of companies valued at net equity		(80)	-	(80)	(1)	-	(1)
Profit / (loss) before tax		**8,564**	**(1,039)**	**9,603**	**3,359**	**(4,955)**	**8,314**
Income taxes	(E)	(2,989)	246	(3,235)	288	1,378	(1,090)
Net profit/(loss) for the period		**5,575**	**(793)**	**6,368**	**3,647**	**(3,577)**	**7,224**
Net profit/(loss) attributable to non-controlling interests		369	-	369	365	-	365
Net profit/(loss) attributable to owners of the parent		**5,206**	**(793)**	**5,999**	**3,282**	**(3,577)**	**6,859**

ADJUSTMENTS EXPLANATION

NOTE: For complete and detailed explanation of the adjustments items, the present slide should be read in conjunction with the APMs caption included in the IVS Management Report of Annual Report 2016.

The adjusted configuration of the Financial Statements excludes certain items considered by IVS management to be exceptional in nature.

In particular, the **2017** adjustments mainly includes the following:

(A) EUR 99 thousand	incomes, related to the adjustment price on a business combination whose assessment of fair value was finalized in previous year
(B) EUR 924 thousand	expenses related to M&A (DD expenses EUR 727 thousand), advertising cost related to Nespresso^{tm} (EUR 122 thousand) taxes, registration, notarial and legal fees (EUR 81 thousand)
(C) EUR 193 thousand	expenses termination benefit and other personnel related cost
(D) EUR 21 thousand:	expenses related to cash shortfalls and losses, mainly due to theft and robberies incurred during the period
(E) EUR 246 thousand	taxes, to reflect the tax effect of the above mentioned adjustments

The **2016** adjustments mainly includes the extraordinary operating items related to M&A, termination benefit and shortfalls (**EUR 403 thousand**) financial items (**EUR 339 thousand**) related to the call price paid on April 1st, 2016 for the entire redemption of 7.125% Senior Secured Notes due 2020, the related interest cost accrued (**EUR 4,453 thousand**) and the positive impact of changes of fair value of warrants (**EUR 240 thousand**).

CGU PERFORMANCE

March 31st, 2017 (thousands of Euro)	Italy	France	Spain	Switzerland	Coin	*Inter-sector eliminations*	Total
Total Revenues	80,972	7,351	10,520	816	4,498	(3,048)	101,109
Operating costs	(62,074)	(5,964)	(8,555)	(709)	(3,225)	3,048	(77,479)
EBITDA Adjusted [1]	**18,898**	**1,387**	**1,965**	**107**	**1,273**	**-**	**23,630**
Income/(expenses) non-recurr. and except. in nature	(279)	(12)	(749)	-	-	-	(1,039)
EBITDA	18,619	1,375	1,216	107	1,273	-	22,591
% EBITDA Adj /Total Revenues	23%	19%	19%	13%	28%	-	23%
Depreciation and amortisation	(8,592)	(645)	(975)	(172)	(265)	-	(10,649)
EBIT	10,027	730	241	(65)	1,008	-	11,942
%EBIT/ Total Revenues	12%	10%	2%	(8%)	22%	-	12%

March 31st, 2016 (thousands of Euro)	Italy	France	Spain	Switzerland	Coin	*Intra-sector eliminations*	Total
Total Revenues	73,776	6,879	5,738	117	4,347	(2,753)	88,104
Operating expenses	(56,306)	(5,719)	(4,891)	(108)	(3,051)	2,691	(67,384)
EBITDA Adjusted[1]	**17,470**	**1,160**	**847**	**9**	**1,296**	**(62)**	**20,720**
Income/(expenses) non-recurr. and except. in nature	(359)	-	-	(11)	(44)	10	(403)
EBITDA	17,111	1,160	847	(2)	1,252	(52)	20,317
% EBITDA Adjusted /Total Revenues	24%	17%	15%	8%	30%	-	24%
Depreciation	(8,329)	(618)	(561)	(13)	(238)	-	(9,759)
EBIT	8,782	542	286	(15)	1,014	(52)	10,558
%EBIT /Total Revenues	12%	8%	5%	(13%)	23%	-	12%

(1) Adjusted to remove income and expenses non-recurring and exceptional in nature detailed in slide 15 .

VENDING PERFORMANCE

SALES, VOLUMES, ASP and LFL analysis

Working Days	1Q2017	1Q2016
Italy	62.0	60.0
France	63.5	63.0
Spain	62.0	57.0
Switzerland	64.0	63.0
Total	**62.1**	**60.0**

FIRST QUARTER	Italy		France		Spain		Switzerland		Total	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Sales (Euro thousand)	75,675	69,257	7,204	6,487	10,056	5,557	760	115	93,695	81,416
ASP (Euro cent)	45.81	45.37	47.96	48.45	42.56	42.81	86.27	87.59	45.77	45.45
Vends (Thousand)	165,192	152,647	15,020	13,389	23,626	12,980	881	131	204,719	179,147
Vends for working days (Thousand)	2,664	2,544	237	213	381	228	14	2	3,296	2,987

Δ% Sales	Italy	France	Spain	Switzerland	Total
Total	9.3%	11.1%	81.0%	560.9%	15.1%
LFL Basis	5.0%	(1.0%)	8.5%	(5.7%)	4.8%
LFL Basis per W.Days	**1.6%**	**(1.7%)**	**(0.3%)**	**(7.1%)**	**1.2%**

Δ% Vends	Italy	France	Sapin	Switzerland	Total
Total	8.2%	12.2%	82.0%	571.0%	14.3%
LFL Basis	3.8%	(3.7%)	7.6%	(4.6%)	3.5%
LFL Basis per W.Days	**0.5%**	**(4.5%)**	**(1.1%)**	**(6.1%)**	**0.0%**

MERGER & ACQUISITIONS

During the first quarter of the year 2017 the Group IVS finalized n. **4** acquisitions of business units and subsidiaries located in Italy and Spain, for a total enterprise value of **EUR 32,217 thousand**; their contribution to the Group revenues in the first quarter of the year 2017, from the date of acquisition, is equal to **EUR 6.280 thousand** (of which EUR 6,131 thousand related to vending revenues as showed in the table below);
The Group IVS during the first quarter of 2017 payed, net of the cash acquired, an amount of **EUR 23,346 thousand** (of which 21,554 thousand for current year acquisitions, mainly related to Grup Ibervending and Nespresso[tm] business unit acquired from Gruppo Argenta)

(in thousands of Euro)	Italy		Swizerland		Spain		Total	
Number of Vends (thousand)	**3,428**		**760**		**9,603**		**13,791**	
Vending Revenues	1,474	100%	655	100%	4,002	100%	6,131	100%
Cost of sales	(609)	(41%)	(165)	(25%)	(1,446)	(36%)	(2,220)	(36%)
Gross margin	**865**	**59%**	**490**	**75%**	**2,556**	**64%**	**3,911**	**64%**
Personnel Cost	(11)	(1%)	(225)	(34%)	(906)	(23%)	(1,142)	(19%)
Redevances	-	-	(44)	(7%)	(266)	(7%)	(310)	(5%)
Total	**854**	**58%**	**221**	**34%**	**1,384**	**35%**	**2,459**	**40%**

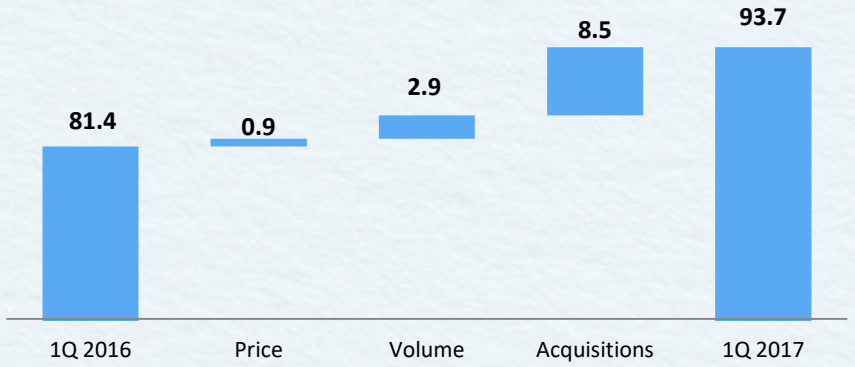
>80
since 2012
(with a total Cash payed ~125M)

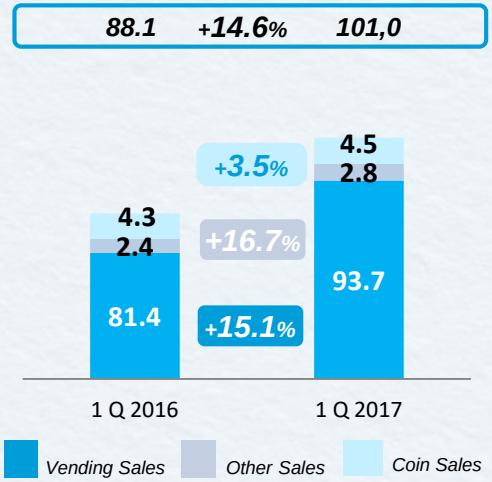
ACQUISITION PROCESS

The typical acquisition model adopted by the Group for the business units consists in (i) signing a preliminary agreement with an estimate enterprise value of business acquired that put IVS Group in the position, in (ii) managing the business unit until the final closing date, to verify both the volume of turnover and the gross margin, and (iii) to adjust the consideration based upon results of the performance measured. Such procedure ensure IVS to pay only the volumes and the margin received from the business acquired, and allows IVS to extract synergies and efficiency measures on the business acquired only after the expiring the 1-3 months verification period. In addition, (iv) at the end of an about twelve months period from the closing date, the consideration will be subject to a second adjustment on the basis of the client churn rate registered in the business unit acquired.
Larger acquisitions, vice versa, are performed in normal market approach: Group IVS finalize a due diligence and price is calculated on EBITDA multiple net NFP.

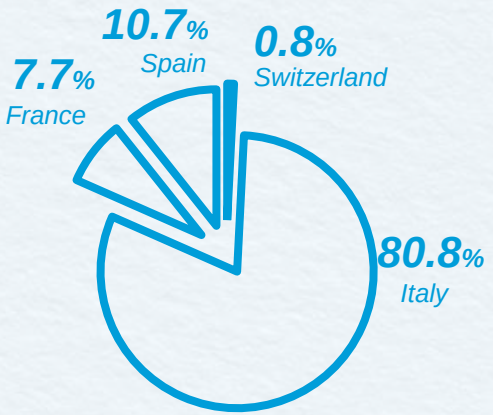
SALES

Price/Volume Vending sales trend (€ millions)





Ytd Mar 17 Vending Sales



New Contracts in 1Q2017

quixa Diretta. Personale. AXA.

GKN

ifoa | Sapere utile

vimi fasteners

A.S.L. TO5
Azienda Sanitaria Locale
di Carmagnola, Chieri, Moncalieri e Nichelino

comer industries

GEWISS

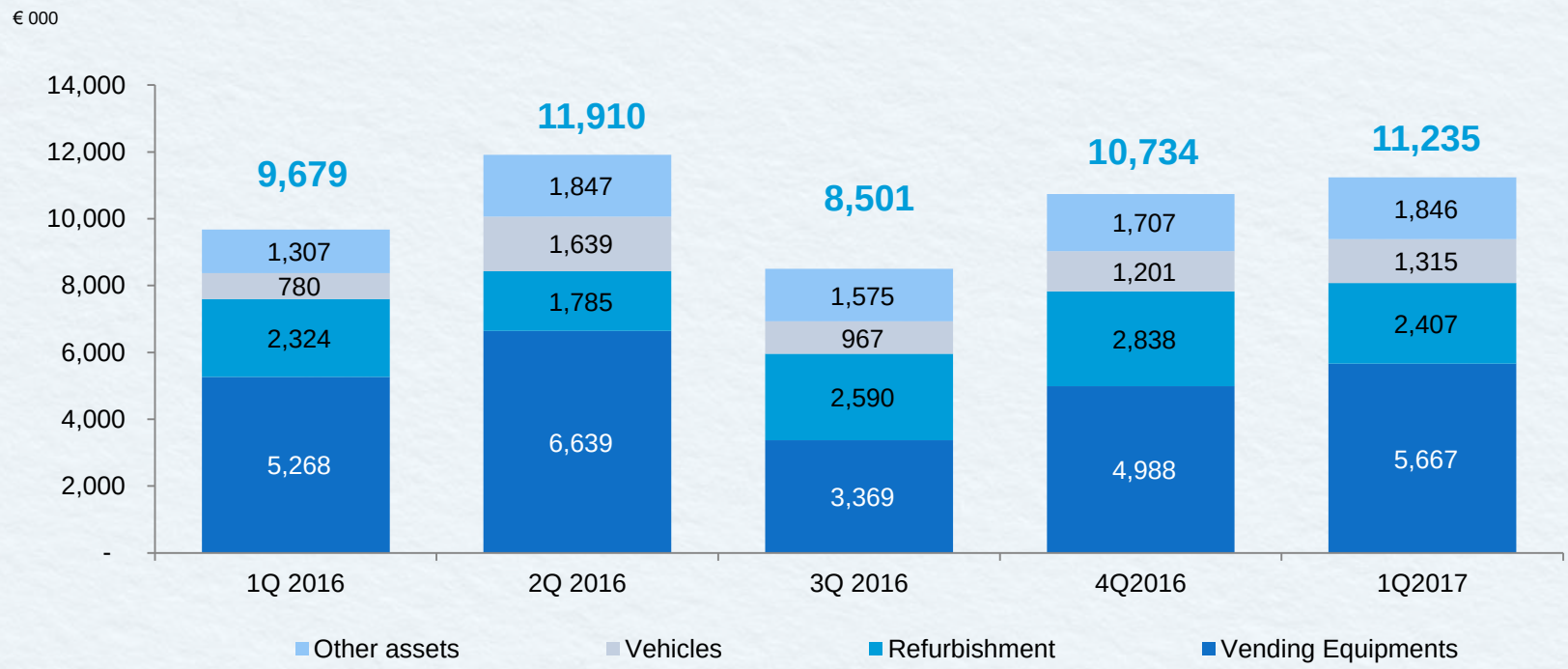
MACROECONOMIC TREND

Data	Update as	IVS view	Comment	Source
Hours worked	4Q 2016		The number of hours worked in Italy during the 4th quarter of 2016 increased by 0.45%, if compared to the third quarter of 2016, and increased by 1.58%, if compared to the fourth quarter of 2015 (offsetting the change on IVS working days the variation is respectively -3.00% and +3.30%).	ISTAT
People employed	1Q 2017		The number of people employed in Italy in 1st quarter 2017 increased by 1.42% in comparison with 1st quarter 2016 and increased about 0.18% compared to the previous one.	ISTAT
Employment rate	1Q 2017		The average employment rate in Italy in 1st quarter 2017 in Italy was 57.56%, which is higher than 1st quarter 2016 (56.62%). It seems to continue a slight upturn.	ISTAT
Confidence index on firms	1Q 2017		The value of the index in Mar 2017 is much higher than in Mar 2016 (107.2 vs 102.2) and the trend in the quarter is constantly increasing.	ISTAT
Prices	1Q 2017		General prices trend remains static in the quarter (+0.4% from Jan 2017 to Mar 2017). Prices of food increased of 2.77% compared to the 1st Quarter 2016 as well as the prices of transport (+1.99%).	ISTAT
Climate	1Q 2017		All the analized highest daily temperature in the 1st quarter 2017 are similar to the ones in Q1 2016 as well as the avarage daily temperature. The rain trend is much lower than Q1 2016.	www.wunderground.com

- Positive index for the Italian economy and for IVS business
- Light positive/negative index for the Italian economy and for IVS business
- Negative index for the Italian economy and/or for IVS business

CAPEX

The analysis does not include extraordinary capex (from M&A and real estate activities) and payments for capex of previous years



1Q2017 capex in vending equipment continue to be related to acquisition of new large clients and to the replacement of old machine with new and more efficient models on existing customers. In particular in Vending Equipments of 1Q2017 are included the semi-automatic VMs related to new Nespresso[tm] clients (EUR 836 thousand compared to EUR 135 thousand of 1Q2016).

NET FINANCIAL POSITION

(in thousands of Euro)	March 31st, 2017	December 31st, 2016
Current Securities	1,165	1,112
Cash and cash equivalents (1)	(*)95,757	118,601
Cash and current financial assets	**96,922**	**119,713**
Short-term loans payable(2)	(**) (60,605)	(63,968)
Liabilities towards bond holders	(3,401)	(710)
Current financial debt	**(64,006)**	**(64,678)**
Medium/long term loans payable	(47,274)	(47,298)
Liabilities towards bond holders	(236,344)	(236,206)
Non-current financial debt	**(283,618)**	**(283,504)**
Net financial indebtedness (*)	**(250,702)**	**(228,469)**
Held-to-maturity investments	71	71
Non-current loans and receivables	2,546	2,514
Other non-current assets - from others	359	271
Net financial position	**(247,726)**	**(225,613)**

(1) of which EUR 44,661 thousand related to Coin Division
(2) of which EUR 39,767 thousand related to Coin Division

(*) Pursuant to ESMA update of the CESR recommendations "The consistent implementation of Commission Regulation (EC) No 809/2004 implementing Prospectus Directive"

ANNEX CONSOLIDATED FINANCIAL SCHEDULE

CONSOLIDATED STATEMENT OF FINANCIAL POSITION - ASSETS

(in thousands of Euro)		March 31st, 2017	December 31st, 2016 Restated(*)
ASSETS			
Non-current assets			
Intangible assets		50,631	41,748
Goodwill		374,726	356,499
Property, plant and equipment		172,546	166,067
Equity Investments		5,125	4,920
Non-current financial assets		2,617	2,585
Deferred tax assets		11,054	12,713
Other non-current assets		1,494	1,389
TOTAL NON-CURRENT ASSETS	**A**	**618,193**	**585,921**
Current assets			
Inventories		25,514	25,732
Trade receivables		23,759	22,302
Tax assets		1,825	1,846
Other current assets		31,490	26,469
Current financial assets		1,165	1,112
Cash and cash equivalents		95,757	118,601
TOTAL CURRENT ASSETS	**B**	**179,510**	**196,062**
TOTAL ASSETS	**A+B**	**797,703**	**781,983**

(*) Some amounts reported in this column do not match those of the 2016 Financial Statements as described in Disclaimer slide

ANNEX CONSOLIDATED FINANCIAL SCHEDULE

SHAREHOLDERS' EQUITY AND LIABILITIES

(in thousands of Euro)		March 31st, 2017	December 31st, 2016 Restated(*)
Shareholders' equity			
Share capital		387	387
Share premium reserve		344,324	344,272
Other reserves		9,401	9,401
Treasury shares		(23,214)	(24,195)
Retained earnings / (losses)		(48,863)	(65,764)
Net profit (loss) for the year		5,207	16,884
SHAREHOLDERS' EQUITY ATTRIBUTABLE TO THE OWNERS OF THE PARENT		**287,242**	**280,985**
Share capital and reserves attributable to non-controlling interests		8,954	7,319
Net profit/(loss) for the year attributable to non-controlling interests		369	1,626
SHAREHOLDERS' EQUITY ATTRIBUTABLE TO NON-CONTROLLING INTERESTS		**9,323**	**8,945**
TOTAL SHAREHOLDERS' EQUITY	**C**	**296,565**	**289,930**
Non-current liabilities			
Due to Bond holders		236,344	236,206
Non-current financial liabilities		47,274	47,298
Employee benefits		8,706	8,724
Provisions for risks and charges		11,331	14,377
Deferred tax liabilities		19,700	18,737
TOTAL NON-CURRENT LIABILITIES	**D**	**323,355**	**325,342**
Current liabilities			
Due to Bond holders		3,401	710
Current financial liabilities		60,605	63,968
Trade payables		63,839	59,942
Tax liabilities		1,463	648
Provisions for risks and charges		13,171	13,149
Other current liabilities		35,304	28,294
TOTAL CURRENT LIABILITIES	**E**	**177,783**	**166,711**
TOTAL LIABILITIES	**F=D+E**	**501,138**	**492,053**
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	**C+F**	**797,703**	**781,983**

(*) Some amounts reported in this column do not match those of the 2016 Financial Statements as described in Disclaimer slide

ANNEX CONSOLIDATED FINANCIAL SCHEDULE

CONSOLIDATED INCOME STATEMENT

(in thousands of Euro)	March 31st, 2017	2016 Restated(*)
Revenue from sales and services	97,514	84,814
Other revenues and income	3,595	3,290
Total revenues	**101,109**	**88,104**
Cost of raw materials, supplies and consumables	(24,325)	(20,400)
Cost of services	(11,430)	(8,945)
Personnel costs	(26,905)	(24,005)
Other operating income / (expenses), net	(15,863)	(14,338)
Gains / (losses) from disposal of fixed assets, net	5	(99)
Depreciation and amortisation	(10,649)	(9,759)
Operating profit / (loss)	**11,942**	**10,558**
Financial expenses	(3,374)	(7,966)
Financial income	76	528
Foreign exchange differences and variations in derivatives fair value, net	-	240
Result of companies valued at net equity	(80)	(1)
Profit / (loss) before tax	**8,564**	**3,359**
Income taxes	(2,989)	288
Net profit/(loss) for the period	**5,575**	**3,647**
Net profit/(loss) for the period attributable to non-controlling interests	369	365
Net profit/(loss) for the year attributable to owners of the parent	**5,206**	**3,282**
Earnings per share (in unit of Euro)		
Base	0.13	0.08
Diluted	0.13	0.08

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ANNEX CONSOLIDATED FINANCIAL SCHEDULE

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(in thousands of Euro)	March 31st, 2017	2016 Restated(*)
Net profit/(loss) for the period	**5,575**	**3,647**
Items of other comprehensive income that will be reclassified in profit and loss		
Net (loss)/gain on cashflow hedge	-	-
Tax impact	-	-
Exchanges differences on translation of foreign operations	19	-
Total income (loss) in the statement of comprehensive income, net of taxes that will be reclassified in profit and loss	**19**	-
Items of other comprehensive income that will not be reclassified in profit and loss		
Actuarial Gain/(Losses) on defined benefit plan	-	50
Tax impact	-	(14)
Total income (loss) in the statement of comprehensive income, net of taxes that will not be reclassified in profit and loss	**-**	**36**
Total income (loss) in the statement of comprehensive income, net of taxes	**5,594**	**3,683**
Attributable to non-controlling interests	**370**	**3,318**
Attributable to owners of the parent	**5,224**	**365**

(*) Some amounts reported in this column do not match those of the 2016 Financial Statements as described in Disclaimer slide

ANNEX CONSOLIDATED FINANCIAL SCHEDULE - CONSOLIDATED STATEMENT OF CASH FLOW

(in thousands of Euro)	March 31st, 2017	March 31st, 2016 Restated (*)
A) Cash flows from operating activities		
Profit (Loss) before tax	8,564	3,358
Undistributed profit (loss) of equity-accounted investees	80	1
Amortisation, depreciation and impairment losses	10,649	9,759
(Gains)/losses on disposal of non-current assets	(5)	99
Changes in employee benefits and other provisions	(3,381)	11
Reversal of financial expense	3,297	7,199
Cash flows from operating activities before tax, financial income/expense and change in working capital:	*19,204*	*20,428*
Changes in working capital	481	503
Cash flows from operating activities before tax and financial income/expense:	*19,685*	*20,932*
Net financial expense paid	(365)	(8,704)
Tax paid	(87)	23
Total A)	**19,233**	**12,251**
B) Cash flows from investing activities:		
Intangible assets	(331)	(1,051)
Property, plant and equipment	(11,921)	(8,772)
Change in unpaid capital expenditure	(3,216)	(1,298)
Aquisition of subsidiaries and business units, net of cash	(23,346)	(3,866)
Total investments	**(38,814)**	**(14,988)**
Proceeds from disposal of net non-current assets	405	680
Changes in financial assets	(85)	188
Total divestitures	**320**	**868**
Total B)	**(38,494)**	**(14,120)**
C) Cash flows from financing activities:		
Proceeds from non-current loan	-	48,386
Repayment of non-current loan liabilities	(3,459)	(253,095)
Changes in current financial liabilities	(90)	(12,440)
Acquisitions of non-controlling interests	(12)	(2,033)
Total C)	**(3,561)**	**(219,182)**
D) Exchange rate differences and other variations:	**(22)**	**(2)**
E) Change in cash and cash equivalents (A+B+C+D):	**(22,844)**	**(221,053)**
F) Opening cash and cash equivalents:	**118,601**	**338,329**
Closing cash and cash equivalents (E+F)	**95,757**	**117,277**

ANNEX CONSOLIDATED FINANCIAL SCHEDULE

CONSOLIDATED STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY RESTATED (*)

	Shareholders'equity of the IVS Group S.A.									
(in thousands of Euro)	Share capital	Share premium reserve	Treasury shares	Other capital reserves	Retained earnings/(losses brought forward)	Reserve for cash flow hedges	Net income/(loss) for the period	**Total**	Attribtable to non-controlling interests	**Total Shareholders' equity**
December 31st, 2016	**387**	**344,272**	**(24,195)**	**9,401**	**(65,765)**	**-**	**16,884**	**280,984**	**8,953**	**289,937**
Allocation of net income (loss)	-	-	-	-	16,884	-	(16,884)	-	-	-
Net result for the period	-	-	-	-	-	-	5,206	5,206	369	5,575
Other comprehensive income	-	-	-	-	18	-	-	18	1	19
Total comprehensive income/(loss)	**-**	**-**	**-**	**-**	**18**	**-**	**5,206**	**5,224**	**370**	**5,594**
Treasury shares:										
- treasury shares sold	-	52	981	-	-		-	1,033	-	1,033
Totale effect of Treasury shares	**-**	**52**	**981**	**-**	**-**	**-**	**-**	**1,033**	**-**	**1,033**
Payment of dividends	-	-	-	-	-	-	-	-	-	-
Rounding	-	-	-	-	-	-	-	-	-	-
March 31st, 2017	**387**	**344,324**	**- 23,214**	**9,401**	**- 48,863**	**-**	**5,206**	**287,241**	**9,323**	**296,564**

(*) Some amounts reported in this column do not match those of the 2016 Financial Statements as described in Disclaimer slide

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