

3Q Results 2013



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3Q 2013 YTD – Highlights



- In the first nine months of 2013, IVS improved its EBITDA Adj. by € 3.1 mil., mostly due to improvement of the 2012 acquisitions. Current LTM EBITDA Adj. of the company is €63.9 mil.

€ '000	<i>Actual</i> 30.09.2013	<i>Last Year</i> 30.09.2012	Δ
Value of production	230.731	218.645	6%
EBITDA Adjusted	47.860	44.732	7%
<i>Margin</i>	20,7%	20,5%	
EBIT Adjusted	16.561	15.245	9%
<i>Margin</i>	7,2%	7,0%	
Net Income Adjusted	8.701	7.117	22%
Net Financial position	189.527	170.914	
Net Financial position / EBITDA Adj. LTM	2.97x	2.77x	

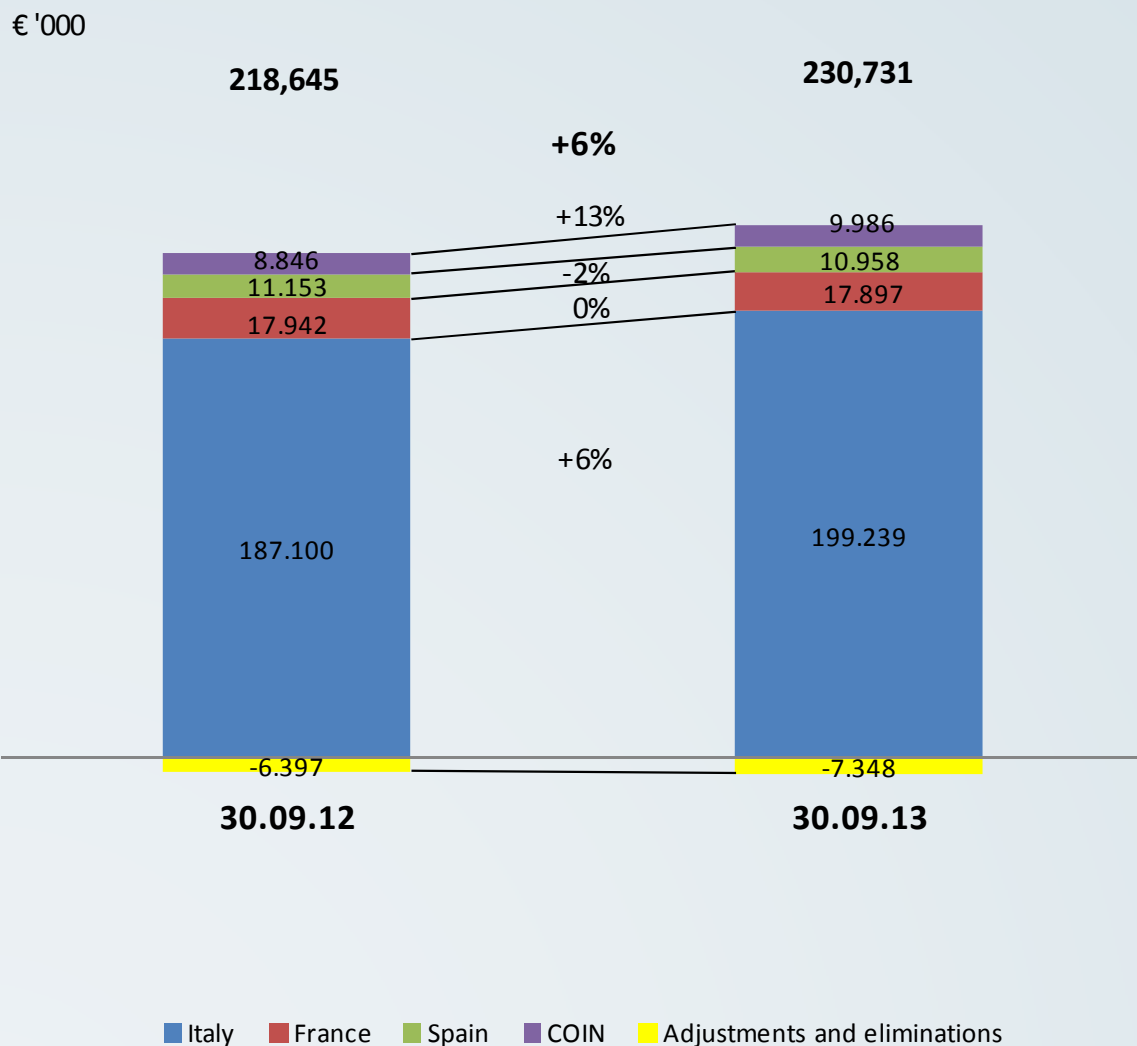
Note: 2012 numbers were adjusted for the merger with Italy 1 Investment, and restated in connection with the acquisition of Fast Service Italia S.r.l. and Selecta Italia S.p.A. Net Income 2013 numbers were adjusted for the extraordinary costs of the anticipated reimbursement of bank debt following the bond issue.

3Q 2013 – Macroeconomic view



Data	Update as IVS view		Comment	Source
Hours worked	2Q 2013		The number of hours worked in Italy during the second quarter of 2013 decreased by 1.7%, if compared to the second quarter of 2012, but increased by 0.46%, if compared to the first quarter of 2013.	ISTAT
People employed	3Q 2013		The number of people employed in Italy in September 2013 decreased by 2.14% since September 2012. The number of female employees decreased less than the number of male employees (-1.76% vs -2.42%) from September 2012 to September 2013.	ISTAT
Employment rate	3Q 2013		The employment rate in September 2013 in Italy was 55.42%, a value which is lower than September 2012 (56.62%).	ISTAT
Confidence index on firms	3Q 2013		The value of the index in September 2013 is higher than in September 2012 (96.8 vs 87.8). There is a positive trend in the quarter (July: 92.3, August: 93.5, September: 96.8).	ISTAT
Prices	3Q 2013		Prices generally increased by 0.66% from September 2012 to September 2013. Prices of food increased by 1.71% in the same period while prices of transport services remained flat.	ISTAT
Climate	3Q 2013		Number of days in 3Q 2013 for which the average temperature was higher than 25° C, were: Rome 43 (vs. 56 in 2012), Bari 23 (vs. 54 in 2012), Milan 11 (vs. 17 in 2012) and Barcelona 40 (vs. 55 in 2012); warmer temperatures in Paris, Nice and Madrid with respectively 6 days (vs. 2 in 2012), 28 (vs. 15 in 2012) and 45 (vs. 27 in 2012).	Wunderground.com

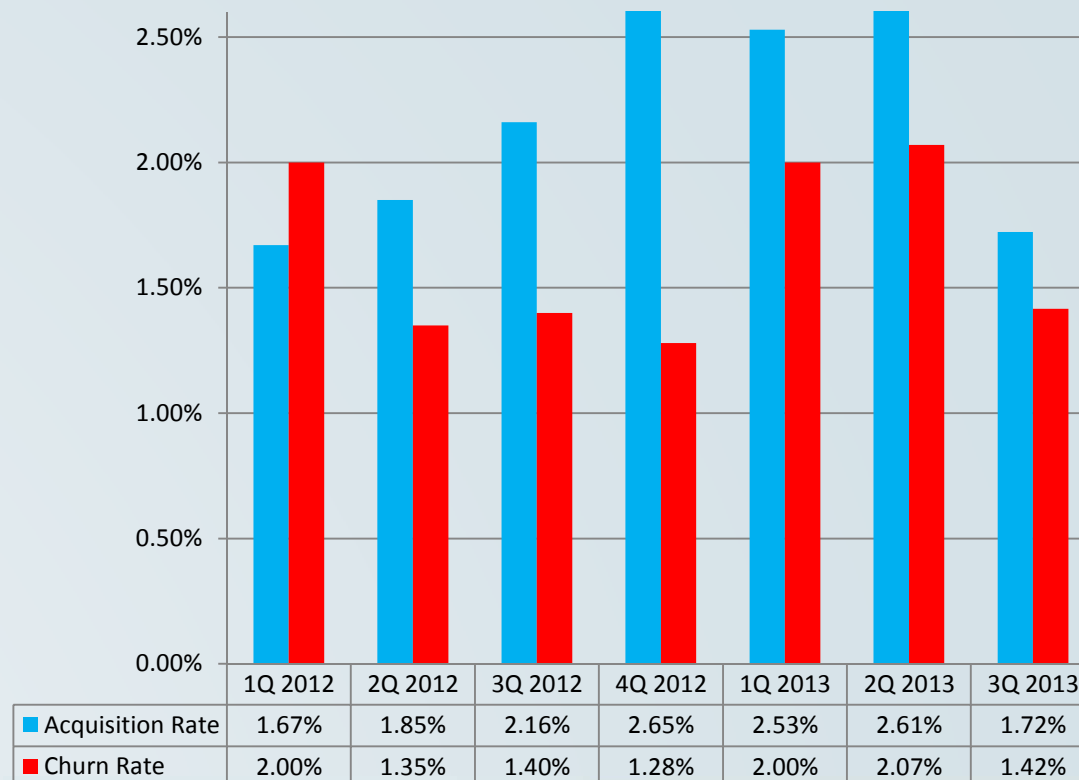
3Q 2013 YTD – Value of Production



New Contracts

3Q 2013 – Price / Volume trend

- IVS increased the ASP by 0.98 cent in comparison with 30.09.2012. Together with the vends acquired through acquisition, IVS increased sales from vending by 5%.
- Positive commercial effort of IVS resulted in another quarter of Acquisition Rate > Churn Rate



CHURN RATE* is the ratio between:

- Vends made in the previous Q by the clients which were lost by IVS during the Q;
- Total Vends of the previous Q

ACQUISITION RATE* is the ratio between:

- Vends made in the current Q by the clients which became clients in the previous Q (ramp-up period of 1-2 months is usual in this business);
- Total Vends of the current Q, net of clients acquired in the previous and current Q.

*as defined by IVS

Note: Acquisitions of corporates or going-concerns excluded.

KPIs



KPI	2010	2011	2012	30.09.2012	30.09.2013
Business days	238	236,9	237,6	177,6	178,1
Units sold (millions)	664	638	634	469,5	481,0
Sales per business day (€ thousands)	1,107	1,117	1,156	1,141	1,193
Average price (€ cents)	39,70	41,47	43,29	43,17	44,15
Cost of sales per unit sold (€ cents)	(9,40)	(10,93)	(11,25)	(10,48)	(11,31)
Gross profit per unit sold (€ cents)	30,3	30,54	32,04	32,69	32,84
% of technical calls resolved within 8 hours	79%	86%	88%	88%	90%
EBITDA Adjusted (€000)	57.669	59.282	60.750	44.732	47.860
EBITDA Adjusted per business day (€000)	242	250	256	252	269
				Increase	7%

3Q 2013 YTD – Income statement



€ '000	Actual		Last Year		
	30.09.2013	%	30.09.2012	%	Δ
Value of production	230.731	100%	218.645	100%	6%
COGS	(57.634)	25%	(53.579)	25%	8%
Service costs	(27.159)	12%	(27.641)	13%	(2%)
Personnel costs	(64.586)	28%	(62.808)	29%	3%
Other operating costs	(34.110)	15%	(30.661)	14%	11%
Capital gains on property disposal	618	0%	776	0%	(20%)
EBITDA Adjusted	47.860	21%	44.732	20%	7%
<i>Margin</i>	20,7%		20,5%		
D&A	(29.508)	13%	(27.950)	13%	6%
Other non-recurring income (expenses)	(1.791)	1%	(1.537)	1%	17%
Costs related to extraordinary activity	(576)	0%	(26.827)	12%	(98%)
EBIT	15.985	7%	(11.582)	(5%)	(238%)
<i>Margin</i>	6,9%		(5%)		
Financial income/(expenses) and changes in derivatives	(7.030)	3%	(7.761)	4%	(9%)
Extraordinary financial expenses of the anticipated reimbursement	(2.776)	1%	-	-	-
Other (taxes and other)	(829)	0%	(367)	0%	126%
NET INCOME	5.349	2%	(19.710)	(9%)	(127%)
Adjustments (extraordinary costs)	3.352	1%	26.827	12%	(88%)
NET INCOME Adjusted	8.701	4%	7.117	3%	22%

▪ **Service Costs**
in line with last year, but higher than expected due to: higher telemarketing for OCS, advertisement related to the translisting, the opening of a bar at the EVS subsidiary

▪ **Other Operating Costs** higher than expected due to redevances, litigation with former employee, fuel and tools and opening coin new branches

▪ **D&A**
D&A Increased because of the PPA of Fast Service.

Note: 2012 numbers were adjusted for the merger with Italy 1 Investment, and restated in connection with the acquisition of Fast Service Italia S.r.l. and Selecta Italia S.p.A. Net Income 2013 numbers were adjusted for the extraordinary costs of the anticipated reimbursement of bank debt following the bond issue.

3Q 2013 YTD – NWC



	Actual	Last Year
€ '000	30.09.13	30.09.12
Accounts receivable	17.073	19.431
<i>Days</i>	21	25
Inventory	17.655	16.796
<i>Days</i>	83	85
Accounts Payable (excluding VM)	(44.619)	(56.135)
<i>Days</i>	117	154
Trade Net Working Capital	(9.891)	(19.908)
➤ Other current assets	36.673	44.058
Other current liabilities	(33.146)	(35.736)
Net other current asset-liabilities	3.527	8.322
Net Working Capital	(6.364)	(11.586)
<i>as % of LTM value of production</i>	<i>(2,1%)</i>	<i>(4,0%)</i>

Includes VAT credit

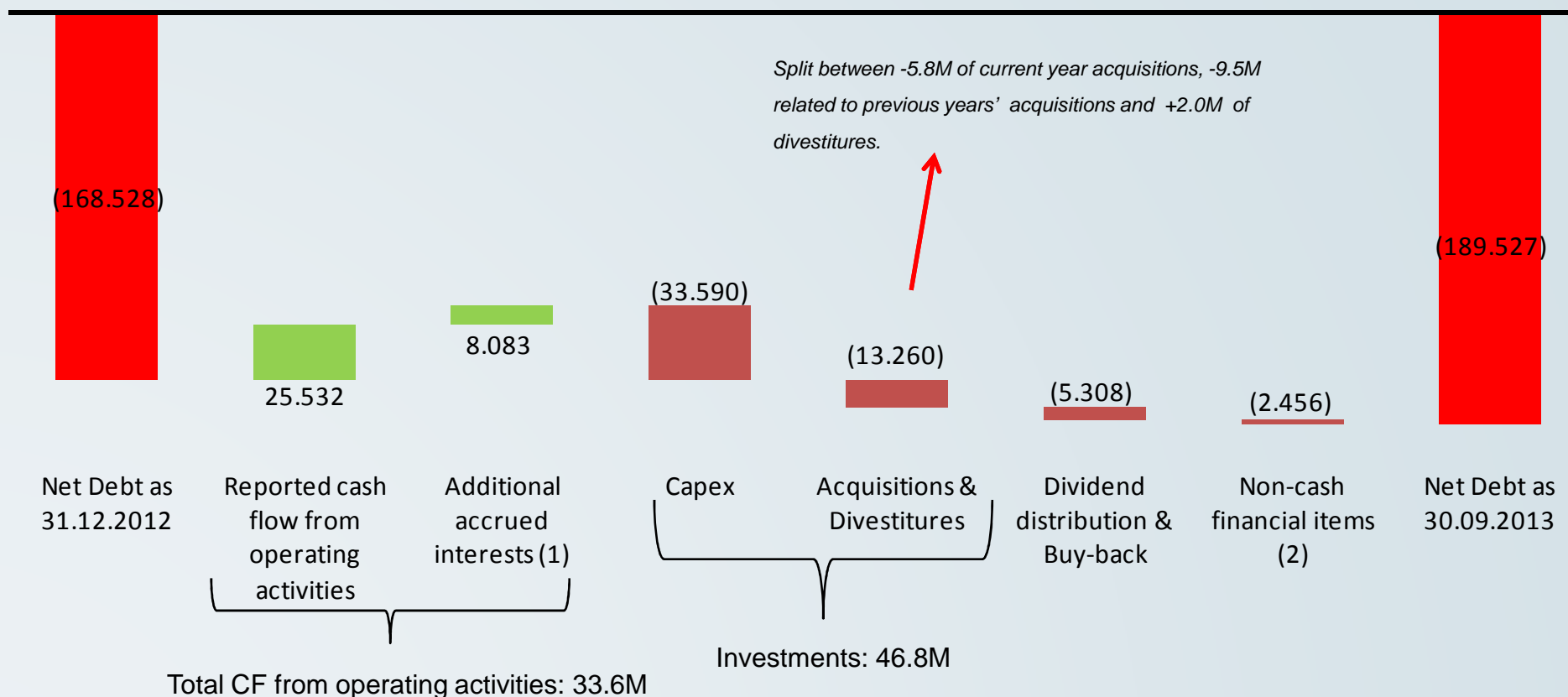


*Note: Days are calculated as: Accounts receivable *270 / sales; Inventory * 270 / cogs; Accounts payables (excluding VM) *270/ (cogs + service costs)*VAT.*

3Q 2013 YTD – NFP



Net Financial Position Evolution



(1) Old bondholders' loan, held primarily by IVS partecipazioni shareholders and converted into equity at the time of the merger with Italy1, accrued interests of €8.083M were paid during 2013.

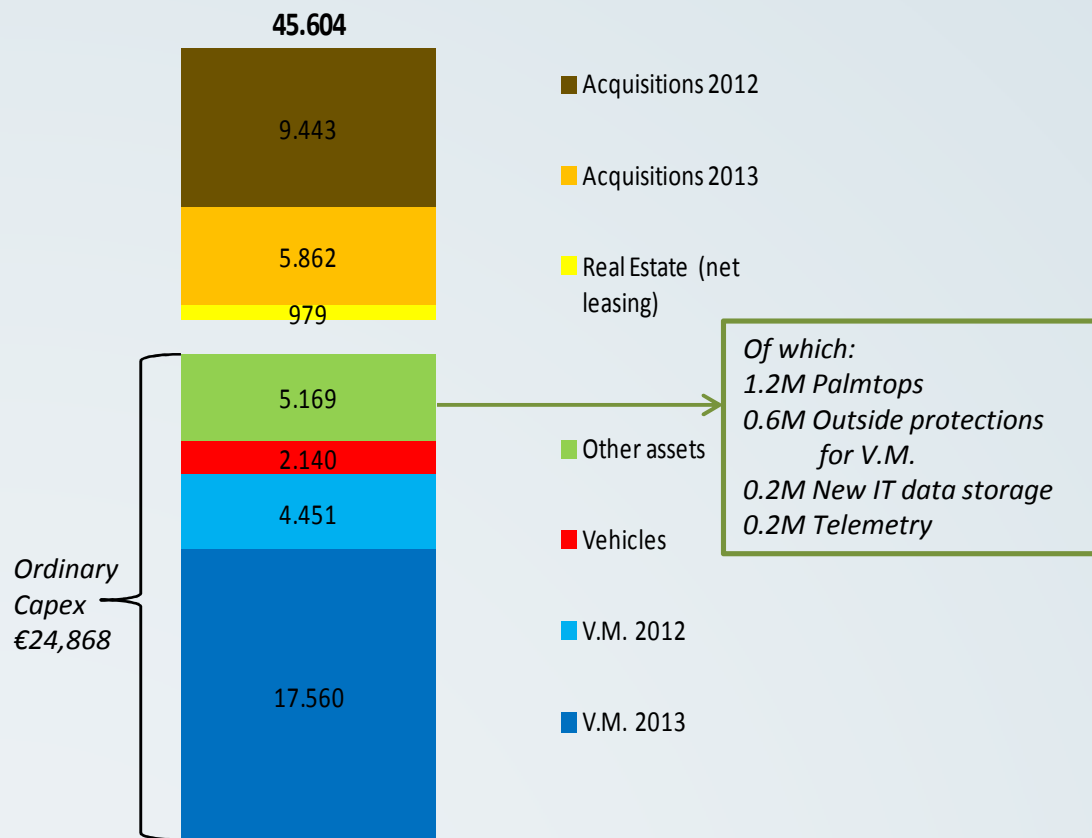
(2) Includes: +3.0M of Changes in derivatives, +1.6M of Changes in warrant fair value, -7.0 of Unpaid bond interests and others.

3Q 2013 YTD - Investments



Cash out for Investments

€ 000



Acquisitions in 2013

➤ 2 Companies:

- ✓ Liguria Caffè Automatico S.r.l. (100%)
- ✓ IVS Sicilia S.r.l. (75%)

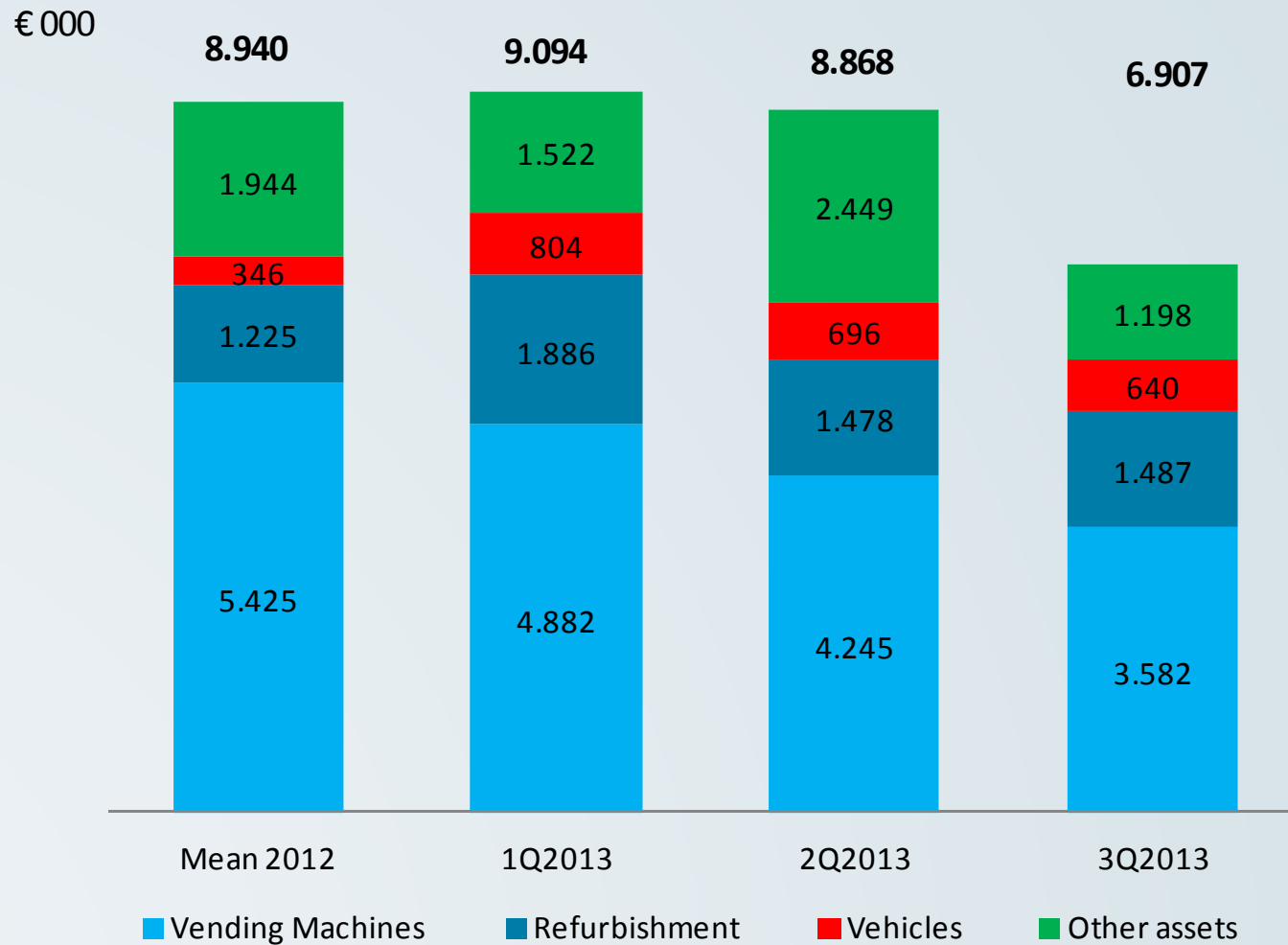
➤ 6 Business segments:

- ✓ DAG 3
- ✓ Til Caff
- ✓ Danmatic
- ✓ D'Andrea
- ✓ DAG 4
- ✓ Appia Snack

Note: Refurbishment in 3Q YTD accounts for €4.8M. The difference between the reported number of €46,851 related to: (1) Real Estate in Spain (difference between €979 and €4,272) and (2) Divestitures for €2,045

3Q 2013 – Decision on Capex: Evolution *ivs*group®

➤ This analysis does not include payment for capex of previous years



3Q 2013 – Climate impact



3 QUARTER

Celsius degrees

	Milan			Rome			Bari		
	3Q 2012	3Q 2013	Comparison	3Q 2012	3Q 2013	Comparison	3Q 2012	3Q 2013	Comparison
Highest daily temp. in the quarter	35	34	↓	39	38	↓	46	38	↓
Average among highest daily temp.	28	28	↔	31	31	↔	31	28	↓
Average among lowest daily temp.	16	16	↔	19	18	↓	21	19	↓
Number of days with temp. > 25°C	17	11	↓	56	43	↓	54	23	↓
Number of days with rainfalls	32	33	↑	14	22	↑	14	17	↑

	Paris			Nice		
	3Q 2012	3Q 2013	Comparison	3Q 2012	3Q 2013	Comparison
Highest daily temp. in the quarter	38	35	↓	35	31	↓
Average among highest daily temp.	24	25	↑	27	27	↔
Average among lowest daily temp.	13	14	↑	20	21	↑
Number of days with temp. > 25°C	2	6	↑	15	28	↑
Number of days with rainfalls	31	28	↓	19	11	↓

	Madrid			Barcelona			Zaragoza		
	3Q 2012	3Q 2013	Comparison	3Q 2012	3Q 2013	Comparison	3Q 2012	3Q 2013	Comparison
Highest daily temp. in the quarter	41	39	↓	36	33	↓	41	37	↓
Average among highest daily temp.	32	33	↑	30	28	↓	32	31	↓
Average among lowest daily temp.	16	17	↑	22	21	↓	18	18	↔
Number of days with temp. > 25°C	27	45	↑	55	40	↓	38	46	↑
Number of days with rainfalls	8	15	↑	14	20	↑	18	20	↑