

**INTERIM REPORT ON OPERATIONS AT 30 SEPTEMBER 2016** 

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Statement as of art.154-bis, clauses 2, D.lgs 24.02.1998 n.58

### **CORPORATE BODIES**

### **BOARD OF DIRECTORS**

| CHAIRMAN               | MR | FILIPPO CASADIO             |
|------------------------|----|-----------------------------|
| EXECUTIVE DIRECTOR     | MR | FRANCESCO GANDOLFI COLLEONI |
| NON-EXECUTIVE DIRECTOR | MR | GIANFRANCO SEPRIANO (a) (b) |
| INDEPENDENT DIRECTOR   | MS | FRANCESCA PISCHEDDA (b)     |
| INDEPENDENT DIRECTOR   | MR | ORFEO DALLAGO (a) (b)       |
| INDEPENDENT DIRECTOR   | MS | GIGLIOLA DI CHIARA (a)      |

## **BOARD OF STATUTORY AUDITORS**

| CHAIRMAN                     | MR | FABIO SENESE         |
|------------------------------|----|----------------------|
| STANDING STATUTORY AUDITOR   | MR | ADALBERTO COSTANTINI |
| STANDING STATUTORY AUDITOR   | MS | DONATELLA VITANZA    |
| SUBSTITUTE STATUTORY AUDITOR | MR | GIANFRANCO ZAPPI     |
| SUBSTITUTE STATUTORY AUDITOR | MS | CLAUDIA MARESCA      |

## **INDEPENDENT AUDITORS**

PricewaterhouseCoopers S.p.A.

#### **INTERNAL CONTROL MANAGER**

MR FABRIZIO BIANCHIMANI

#### SUPERVISORY BODY

MS FRANCESCO BASSI MS GABRIELE FANTI MR GIANLUCA PIFFANELLI

(a) Member of the Control and Risks Committee

(b) Member of the Remuneration Committee

## **REPORT ON OPERATIONS**

In the first nine months of 2016, IRCE Group (hereinafter the "Group") showed a decline in the turnover end in the results compared to the first nine months of 2015.

Compared to the same period of last year, the winding wire sector recorded a decrease in sales volumes in line with the reduction in market demand; the cable industry showed a decline, as well, due to the slowdown in demand, which worsens in last quarter.

Consolidated revenues amounted to  $\in$  221.59 million compared to  $\in$  271.70 million in the first nine months of 2015, the decrease of 18.4% is also due to the copper price reduction (the average LME copper price of nine months 2016 compared to the average of the same period 2015 was 17% lower).

The turnover without metal<sup>1</sup>, in the first nine months of 2016 decrease by 9.0%, in detail the winding wire sector decreased by 8.8% and the cable sector by 10.0%.

| Consolidated turnover without metal<br>(€/million) | 9 montl | ns 2016 | 9 month | าร 2015 | Change |
|--|---------|---------|---------|---------|--------|
|  | Value   | %       | Value   | %       | %      |
| Winding wires                                      | 44.6    | 79.2%   | 48.9    | 79.0%   | -8.8%  |
| Cables   | 11.7    | 20.8%   | 13.0    | 21.0%   | -10.0% |
| Total  | 56.3    | 100.0%  | 61.9    | 100.0%  | -9.0%  |

The following table shows the changes in results compared to the first nine months of last year, including adjusted EBITDA and EBIT.

| Consolidated income statement data (€/million) | 9 months 2016 | 9 months 2015 | Change  |
|--|---------------|---------------|---------|
| Sales <sup>2</sup>                             | 221.59        | 271.70        | (50.11) |
| EBITDA <sup>3</sup>                            | 7.76          | 8.99          | (1.23)  |
| EBIT   | 2.40          | 3.63          | (1.23)  |
| Result before taxes                            | 2.78          | 7.98          | (5.20)  |
| Net result                                     | 1.39          | 5.13          | (3.74)  |
| EBITDA adjusted <sup>4</sup>                   | 8.62          | 11.49         | (2.87)  |
| EBIT adjusted <sup>4</sup>                     | 3.26          | 6.13          | (2.87)  |

<sup>&</sup>lt;sup>1</sup> Turnover without metal corresponds to overall turnover after deducting the metal component.

<sup>2</sup> The item "Sales" represents "Revenues" as stated on the consolidated income statement.

<sup>3</sup> EBITDA is a performance indicator used by Group Management to evaluate its operational performance and is not identified as an accounting measure under IFRS, it is calculated by adding to the EBIT, amortizations, provisions and depreciations.

<sup>4</sup> Adjusted EBITDA and EBIT are respectively calculated as the sum of EBITDA and EBIT and the income/charges from operations on copper derivatives transactions (€ +0.86 million in nine months 2016 and € +2.50 million in nine months 2015). These indicators are used by the Management of the Group in order to monitor and assess the operational performance of the Group and are not identified as accounting items within IFRS. Given that the composition of these measures is not regulated by the reference accounting standards, the criterion used by the Group could potentially not be consistent with that adopted by others and therefore not be comparable.

Consolidated net financial debt at the 30 September 2016 was  $\in$  35.51 million decrease versus  $\in$  46.23 million at 31 December 2015, thanks to the cash flow generated by operating activities and changes in working capital.

| Consolidated statement of financial position data (€/million) | As of 30.09.2016 | As of 31.12.2015 | Change  |
|---|------------------|------------------|---------|
| Net invested capital  | 171.65           | 177.07           | (5.42)  |
| Shareholders' Equity  | 136.14           | 130.84           | 5.30    |
| Net financial debt <sup>5</sup>                               | 35.51            | 46.23            | (10.72) |

The Group's investments in the first nine months of 2016 were € 2.63 million, mostly made by IRCE SpA.

Despite the enduring difficult situation of our key markets, we expect for this year, however, results in line to those of 2015.

Imola, 11<sup>th</sup> November 2016

On behalf of the Board of Directors

The Chairman Mr Filippo Casadio

<sup>&</sup>lt;sup>5</sup> Net financial debt is measured as the sum of short-term and long-term financial liabilities minus cash and financial assets, note no. 15. It should be noted that the methods for measuring net financial debt comply with the methods for measuring the Net Financial Position defined by Consob Resolution no. 6064293 of 28 July 2006 and CESR recommendation of 10 February 2005.

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| ASSETS   | Note | 30.09.2016  | 30.06.2016  | 31.12.2015  |
|--|------|-------------|-------------|-------------|
| NON - CURRENT ASSETS                               |      |             |             |             |
| Goodwill and intangibles assets                    | 1    | 2,335,922   | 2,351,861   | 2,378,476   |
| Property, plant and machinery                      | 2    | 51,220,731  | 52,213,271  | 50,706,211  |
| Equipment and other tangible other assets          | 2    | 1,082,279   | 1,181,028   | 1,236,816   |
| Fixed assets under construction and on account     | 2    | 3,040,477   | 3,256,277   | 2,957,721   |
| Other non-current financial assets and receivables | 3    | 118,279     | 116,656     | 120,874     |
| Non-current tax receivables                        | 4    | 946,666     | 1,442,911   | 1,330,996   |
| Deferred taxes assets                              | 5    | 3,327,998   | 2,679,219   | 2,504,948   |
| TOTAL NON- CURRENT ASSETS                          |      | 62,072,351  | 63,241,223  | 61,236,042  |
| CURRENT ASSETS                                     |      |             |             |             |
| Inventories  | 6    | 70,660,659  | 78,105,986  | 79,967,782  |
| Trade receivables                                  | 7    | 69,984,199  | 76,414,195  | 65,108,753  |
| Current tax receivables                            | 8    | 2,434,668   | 2,161,983   | 2,935,873   |
| Receivables due from others                        | 9    | 2,014,225   | 2,120,648   | 1,987.463   |
| Current financial assets                           | 10   | 471,699     | 525,244     | 314,482     |
| Cash and cash equivalent                           | 11   | 6,355,709   | 6,157,456   | 5,401,842   |
| TOTAL CURRENT ASSETS                               |      | 151,921,160 | 165,485,512 | 155,716,195 |
| TOTAL ASSETS                                       |      | 213,993,512 | 228,726,736 | 216,952,237 |

| SHAREHOLDERS EQUITY AND LIABILITIES           | Note | 30.09.2016  | 30.06.2016  | 31.12.2015  |
|---|------|-------------|-------------|-------------|
| SHAREHOLDERS' EQUITY                          |      |             |             |             |
| SHARE CAPITAL                                 | 12   | 14,626,560  | 14,626,560  | 14,626,560  |
| RESERVES                                      | 12   | 119,861,969 | 120,438,485 | 112,993,474 |
| PROFIT FOR THE PERIOD                         |      | 1,387,537   | 1,198,402   | 2,948,503   |
| TOTAL SHAREHOLDERS' EQUITY OF THE<br>GROUP    |      | 135,876,065 | 136,263,447 | 130,568,537 |
| MINORITY INTEREST                             |      | 266,499     | 266,821     | 265,886     |
| TOTAL SHAREHOLDERS' EQUITY                    |      | 136,142,564 | 136,530,268 | 130,834,423 |
| NON CURRENT LIABILITIES                       |      |             |             |             |
| Non-current financial liabilities             | 13   | 14,407,866  | 16,469,906  | 22,461,891  |
| Deferred tax liabilities                      | 5    | 1,474,926   | 837,065     | 991,376     |
| Provision for risks and charges               | 14   | 2,498,711   | 2,557,800   | 2,035,769   |
| Employee benefits' provision                  |      | 6,108,955   | 6,214,243   | 5,735,559   |
| TOTAL NON-CURRENT LIABILITIES                 |      | 24,490,459  | 26,079,014  | 31,224,595  |
| CURRENT LIABILITIES                           |      |             |             |             |
| Current financial liabilities                 | 15   | 27,490,440  | 33,707,518  | 29,183,770  |
| Trade payables                                | 16   | 15,744,008  | 20,048,206  | 14,917,943  |
| Tax payables                                  | 17   | 2,382,247   | 3,771,707   | 2,347,197   |
| Social security contributions                 |      | 1,671,526   | 2,040,143   | 2,007,135   |
| Other current liabilities                     | 18   | 6,072,268   | 6,549,881   | 6,437,174   |
| TOTAL CURRENT LIABILITIES                     |      | 53,360,489  | 66,117,454  | 54,893,219  |
|   |      |             |             |             |
| TOTAL SHAREHOLDERS' EQUITY AND<br>LIABILITIES |      | 213,993,512 | 228,726,736 | 216,952,237 |

The effects of related party transactions on the consolidated statement of financial position are reported in note 28 "Related party disclosures".

# CONSOLIDATED INCOME STATEMENT

|  | Note | 30.09.2016    | 30.09.2015    | III quarter<br>2016 | III quarter<br>2015 |
|--|------|---------------|---------------|---------------------|---------------------|
| Revenues   | 19   | 221,590,611   | 271,696,860   | 67,775,005          | 83,294,290          |
| Other revenues and income                                  | 19   | 654,471       | 370,938       | 157,445             | 69,584              |
| (of which: non-recurring)                                  |      |               |               |                     |                     |
| TOTAL REVENUES   |      | 222,245,083   | 272,067,798   | 67,932,451          | 83,363,874          |
| Cost for raw material and consumables                      | 20   | (164,737,997) | (212,079,851) | (46,901,462)        | (63,923,871)        |
| Change in work in progress and finished goods              |      | (3,273,448)   | (696,260)     | (5,387,319)         | (1,603,293)         |
| Cost for services  | 21   | (22,921,234)  | (24,828,679)  | (7,090,126)         | (7,622,468)         |
| Personnel costs  | 22   | (22,995,988)  | (24,459,490)  | (6,838,834)         | (7,914,945)         |
| Amortisation/depreciation                                  | 23   | (4,304,029)   | (4,847,036)   | (1,496,001)         | (1,650,564)         |
| Allocation and write-downs                                 | 24   | (1,062,485)   | (514,470)     | (7,434)             | (49,842)            |
| Other operating costs                                      | 25   | (551,306)     | (1,015,007)   | (149,353)           | (414,410)           |
| EBIT   |      | 2,398,595     | 3,627,005     | 61,921              | 184,481             |
| Financial incomes / (charges)<br>(of which: non-recurring) | 26   | 383,946       | 4,349,517     | 187,823             | 905,206             |
| PROFIT / (LOSS) BEFORE TAXES                               |      | 2,782,540     | 7,976,522     | 249,743             | 1,089,687           |
| Income taxes   | 27   | (1,394,390)   | (2,850,991)   | (60,930)            | (329,064)           |
| PROFIT BEFORE NON-CONTROLLING<br>INTERESTS                 |      | 1,388,151     | 5,125,531     | 188,814             | 760,623             |
| Non-controlling interests                                  |      | (614)         | (436)         | 323                 | 665                 |
| PROFIT FOR THE PERIOD                                      |      | 1,387,537     | 5,125,095     | 189,136             | 761,288             |

The effects of related party transactions on the consolidated income statement are reported in Note 28 "Related party disclosures".

| CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME   | 30.09.2016 | 30.09.2015   |
|--|------------|--------------|
| €/000  |            |              |
| PROFIT / (LOSS) BEFORE NON-CONTROLLING INTEREST  | 1,388      | 5,126        |
| Foreign currency translation difference  | 5,147      | (11,496)     |
| Total other profit / (loss); net of tax which may be<br>subsequently reclassified to profit / (loss) for the           |            |              |
| period   | 5,147      | (11,496)     |
| Net profit / (loss) - IAS 19   | (488)      | 77           |
| Income taxes   | 127        | (23)         |
|  | (361)      | 54           |
| Total other profit / (loss); net of tax which may be<br>subsequently reclassified to profit / (loss) for the<br>period | (361)      | 54           |
| Total profit / (loss) from statement of<br>comprehensive income, net of taxes  | 4,786      | (11,442)     |
| Total comprehensive profit / (loss), net of taxes  | 6,174      | (6,316)      |
| Ascribable to:<br>Sharelders of the parent company<br>Minority Shareholders  | 6,173<br>1 | (6,316)<br>- |

With regard to the items of consolidated shareholders' equity, please refer to note 12.

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|  | Share            | e capital  | Other reserves              |                                   | Reatined earnings |   |                  | Reatined earnings        |                      |                     |                       |                   |                      |                                  |
|--|------------------|------------|-----------------------------|-----------------------------------|-------------------|---|------------------|--------------------------|----------------------|---------------------|-----------------------|-------------------|----------------------|----------------------------------|
| €/000  | Share<br>capital | Own shares | Share<br>premium<br>reserve | Own shares<br>(shares<br>premium) | Other reserves    | Foreing<br>currency<br>transaction<br>reserve | Legal<br>reserve | Extraordinary<br>reserve | Actuarial<br>reserve | Undivided<br>profit | Result for the period | Total             | Minority<br>interest | Total<br>shareholders'<br>equity |
| Balance as of 31 december 2014                                   | 14,627           | (999)      | 40,539                      | (412)                             | 45,924            | (9,186)                                       | 2,925            | 30,653                   | (1,160)              | 10,746              | 3,795                 | 137,450           | 265                  | 137,715                          |
| Result for the year<br>Other comprehensive profit/(loss)         |                  |            |                             |                                   |                   | (11,496)                                      |                  |                          | 54                   |                     | 5,125                 | 5,125<br>(11,442) |                      | 5,125<br>(11,442)                |
| Total profit/(loss) from statement of<br>comprehensive income    |                  |            |                             |                                   |                   | (11,496)                                      |                  |                          | 54                   |                     | 5,125                 | (6,317)           |                      | (6,317)                          |
| Allocation of the result of the previous year<br>Other movements |                  |            |                             |                                   |                   |   |                  | 1,035<br>(803)           |                      | 2,759               | (3,794)               | (803)             |                      | (1)<br>(803)                     |
| Dividends  |                  | 283        |                             | 718                               |                   |   |                  |                          |                      |                     |                       | 1,001             |                      | 1,001                            |
| Balance as of 30 september 2015                                  | 14,627           | (716)      | 40,539                      | 306                               | 45,924            | (20,681)                                      | 2,925            | 30,885                   | (1,106)              | 13,505              | 5,125                 | 131,332           | 265                  | 131,597                          |
| Palawas as af 24 data when 2045                                  | 44 627           | (74.6)     | 40 530                      | 306                               | 45.004            | (40.350)                                      | 2.025            | 20.005                   | (4.4.25)             | 40 505              | 2.040                 | 120 500           | 266                  | 420.024                          |
| Balance as of 31 december 2015<br>Result for the year            | 14,627           | (716)      | 40,539                      | 306                               | 45,924            | (19,250)                                      | 2,925            | 30,885                   | (1,125)              | 13,505              | 2,949<br>1,388        | 130,569<br>1,388  | 266                  | 130,834<br>1,389                 |
| Other comprehensive profit/(loss)                                |                  |            |                             |                                   |                   | 5,147   |                  |                          | (361)                |                     | 1,500                 | 4,786             | -                    | 4,786                            |
| Total profit/(loss) from statement of<br>comprehensive income    |                  |            |                             |                                   |                   | 5,147   |                  |                          | (361)                |                     | 1,388                 | 6,173             | 1                    | 6,174                            |
| Allocation of the result of the previous year                    |                  |            |                             |                                   |                   |   |                  | 2,725                    |                      | 224                 | (2,949)               | (000)             |                      | (000)                            |
| Other movements<br>Dividends                                     |                  | (18)       |                             | (46)                              |                   |   |                  | (802)                    |                      |                     |                       | (802)<br>(64)     |                      | (802)<br>(64)                    |
| Balance as of 30 september 2016                                  | 14,627           | (734)      | 40,539                      | 260                               | 45,924            | (14,103)                                      | 2,925            | 32,808                   | (1,486)              | 13,729              | 1,388                 | 135,876           | 267                  | 136,143                          |

With regard to the items of consolidated shareholders' equity, please refer to note 12.

| CONSOLIDATED STATEMENT OF CASH FLOWS  | Note | 31/03/2016 | 31/03/2015 |
|---|------|------------|------------|
| €/000   |      |            |            |
| OPERATING ACTIVITIES  |      |            |            |
| Profit for the year   |      | 1,388      | 5,125      |
| Adjustmenrts for:   |      |            |            |
| Amortization/depreciation   | 23   | 4,304      | 4,847      |
| Net change in (assets) provision for (advance) deferred taxes   | 5    | (339)      | 512        |
| (gains)/losses from sell-off of fixed assets  |      | (17)       | (11)       |
| (gains)/losses on unrealized translation differences  |      | (264)      | (297)      |
| Taxes   | 26   | 1,415      | 2,805      |
| Financial income/(charge)   | 27   | (1,200)    | (2,473)    |
| Operating profit/(loss) before change in working capital  |      | 5,286      | 10,509     |
| Paid taxes  |      | (1,249)    | (1,193)    |
| Decrease (increase) in inventory  | 6    | 9,307      | 7,259      |
| (Increase) decrease in current assets and liabilities   |      | (3,757)    | (7,609)    |
| (increase) decrease in non-current assets and liabilities   |      | 835        | (25)       |
| Exchange difference on translation of financial statement in foreign currency                         |      | 2,686      | (6,508)    |
| CASH FLOW GENERATED BY OPERATING ACTIVITIES   |      | 13,107     | 2,432      |
| INVESTING ACTIVITIES  |      |            |            |
| Investments in intangible assets  | 1    | (24)       | (64)       |
| Investments in tangible assets  | 2    | (2,610)    | (2,188)    |
| Amount collected fromsale of tangible and intangible assets   |      | 26         | 25         |
| CASH FLOW USED IN INVESTMENTS   |      | (2,608)    | (2,227)    |
| FINANCIAL ACTIVITIES  |      |            |            |
| Net change in loans   | 13   | (8,054)    | 19,652     |
| Net change in short-term debt   | 15   | (1,693)    | (25,586)   |
| Exchange difference on translation of financial statement in foreign currency                         | 10   | 445        | 121        |
| Change in current financial assets  | 10   | (157)      | 983        |
| Payment of interest   |      | (680)      | (2,133)    |
| Receipt of interest   |      | 1,879      | 4,606      |
| Change in minority shareholders' capital  |      | 1          | 0          |
| Change in translation of financial statements in foreign currency with effect in shareholders' equity |      | (68)       | (56)       |
| Sell/purchase own shares  |      | (64)       | 1,001      |
| Dividend paid   |      | (803)      | (803)      |
| CASH FLOW GENERATED FROM FINANCIAL TRANSACTION  |      | (9,194)    | (2,214)    |
| NER CASH FLOW FOR THE PERIOD  |      | 1,304      | (2,007)    |
| CASH BALANCE AT START OF YEAR   | 11   | 5,402      | 6,567      |
| TOTAL NET CASH FLOW FOR THE PERIOD  |      | 1,304      | (2,007)    |
| EXCHANGE DIFFERENCE   |      | (350)      | 255        |
| CASH BALANCE AT THE END OF YEAR   | 11   | 6,356      | 4,815      |

## NOTES TO THE INTERIM REPORT ON OPERATION

#### **GENERAL INFORMATION**

The Board of Directors authorized this Interim report of 30 September 2016, to be published on 11<sup>th</sup> November 2016.

The IRCE Group owns nine manufacturing plants and is one of the major industrial players in Europe in winding wires, as well as in electrical cables in Italy.

Its plants are located in the Italian towns of Imola (Bologna), Guglionesi (Campobasso), Umbertide (Perugia) and Miradolo Terme (Pavia); foreign locations include Nijmegen (NL) - the registered office of Smit Draad Nijmegen BV -, Blackburn (UK) - the registered office of FD Sims Ltd -, Joinville (SC – Brazil) - the registered office of IRCE Ltda -, Kochi (Kerala – India) - the registered office of Stable Magnet Wire P.Ltd - and Kierspe (D) - the registered office of Isodra GmbH.

The distribution uses agents and the following commercial subsidiaries: Isomet AG in Switzerland, DMG GmbH in Germany, Isolveco S.r.l. in Italy, IRCE S.L. in Spain, IRCE Kablo Ve Tel Ltd in Turkey and IRCE SP.ZO.O in Poland

#### **GENERAL DRAFTING CRITERIA**

The Interim report have been prepared in accordance with IAS 34 *Interim Financial Reporting*, as required by interim financial statements prepared in a "synthetic " form, and under Article. 154 ter of TUF. The consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group annual financial statements at December 31, 2015.

The Report on operations is presented in Euros and all amounts in these notes are in thousands of Euros, unless otherwise indicated.

The financial statements have been prepared in accordance with the provisions of IAS 1; in particular:

- the statement of financial position was drafted by presenting current and non-current assets, and current and non-current liabilities, as separate classifications;
- the income statement was drafted by classifying the items "by nature";
- the cash flow statement has been prepared, how requested by IAS 7, showing the flows during the period classified by operating, investing and financing. Cash flows from operating activities are presented using the "indirect method".

#### ACCOUNTING

The Interim Report has been prepared using the accounting principles and criteria adopted in the preparation of the consolidated financial statements at December 31, 2015.

#### Evaluation usage

The compilation of quarterly consolidated financial statement requires the evaluation and the value assuming which affect the assets and the liabilities and the advises related to potential assets and liabilities up to reference date. The collected results could be different from these evaluations. The evaluations are used to point out allowances due to credit risks, warehouse obsolescences, amortizations, asset depreciation, benefits to employees and taxes.

## **CONSOLIDATION PRINCIPLES**

The following table shows the list of companies included in the scope of consolidation as of 30 September 2016:

| Company   | % of investment   | Registered<br>office  | Share capital                                |   | Consolidation  |
|---|---|---|--|---|--|
| Isomet AG<br>Smit Draad Nijmegen BV<br>FD Sims Ltd<br>Isolveco Srl<br>DMG GmbH<br>IRCE SL<br>IRCE Ltda<br>ISODRA GmbH<br>Stable Magnet Wire P.Ltd.<br>IRCE Kablo Ve Tel Ltd | 100%<br>100%<br>100%<br>75.0%<br>100%<br>100%<br>100%<br>100%<br>100% | Switzerland<br>Netherlands<br>UK<br>Italy<br>Germany<br>Spain<br>Brazil<br>Germany<br>India<br>Turkey | CHF<br>€<br>€<br>€<br>BRL<br>€<br>INR<br>TRY | 1,000,000<br>1,165,761<br>15,000,000<br>46,440<br>255,646<br>150,000<br>152,235,223<br>25,000<br>165,189,860<br>1,700,000 | line by line<br>line by line |
| IRCE SP.ZO.O  | 100%  | Poland  | PLN  | 200,000   | line by line   |

#### **DERIVATIVE INSTRUMENTS**

The Group uses the following types of derivative instruments:

 Derivative instruments related to copper forward purchase and sale transactions with maturity after 30 September 2016. The Group entered into sale contracts to hedge against price decreases relating to the availability of raw materials, and purchase contracts to prevent price increases relating to sale commitments with fixed copper values. The fair value of copper forward contracts outstanding at the reporting date is determined on the basis of forward prices of copper with reference to the maturity dates of contracts outstanding at the reporting date. These transactions do not satisfy the conditions required for recognising these instruments as hedging instruments for the purposes of hedge accounting.

A summary of derivative contracts related to commodities (copper) for forward sales and purchases, in force on 30 September 2016, is shown below:

| Measurement unit of<br>the notional value | Notional value with<br>maturity within one year<br>(tons) | Notional value with<br>maturity after one year | Result with fair value<br>measurement as of<br>30/09/2016 - €/000 |
|---|---|--|---|
| Tons                                      | 625   | 0  | 446   |

• Derivative instruments related to USD forward purchase and sale commitments with maturity after 30 September 2016. These transactions do not satisfy the conditions required for recognising these instruments as hedging instruments for the purposes of cash flow hedge accounting.

A summary of derivative contracts related to USD forward purchases and sales outstanding at 30 September 2016 is shown below:

| Measurement unit of the notional amount | Notional amount with<br>maturity within one year<br>(€/000) | Notional amount with maturity after one year | Result with fair value<br>measurement as of<br>30/09/2015 €/000 |
|---|---|--|---|
|   |   |  |   |
| USD/ Purchases                          | 1,500   | 0  | 15  |
|   |   |  |   |

# FINANCIAL INSTRUMENTS BY CATEGORY

Financial instruments referring to the items of the financial statements are detailed as follows:

| As of 30 September 2016 - €/000              | Loans and receivables | Derivatives with<br>a balancing<br>entry in the<br>Income<br>Statement | Derivatives<br>with a<br>balancing<br>entry in<br>shareholders'<br>equity | AFS | Total  |
|--|-----------------------|--|---|-----|--------|
|  |                       |  |   |     |        |
| Non-current financial assets                 |                       |  |   |     |        |
| Non-current tax receivables                  | 947                   |  |   |     | 947    |
| Non-current financial assets and receivables | 55                    |  |   | 63  | 118    |
| Current financial assets                     |                       |  |   |     |        |
| Trade receivables                            | 69,984                |  |   |     | 69,984 |
| Current tax receivables                      | 2,435                 |  |   |     | 2,435  |
| Receivables due from others                  | 2,014                 |  |   |     | 2,014  |
| Current financial assets                     | 11                    | 461  |   |     | 472    |
| Cash and cash equivalents                    | 6,356                 |  |   |     | 6,356  |

| 1,331                             |  |   |   | 1,331   |
|-----------------------------------|--|---|---|---|
| 51                                |  |   | 61  | 121   |
|                                   |  |   |   |   |
| 65,109                            |  |   |   | 65,109  |
| 2,936                             |  |   |   | 2,936   |
| 1,987                             |  |   |   | 1,987   |
| 11                                | 303  |   |   | 314   |
| 5,402                             |  |   |   | 5,402   |
| Other<br>financial<br>liabilities | Derivatives with<br>a balancing<br>entry in the<br>Income<br>Statement   |   |   | Total   |
|                                   |  |   |   |   |
|                                   |  |   |   | 11.100  |
| 14,408                            |  |   |   | 14,408  |
|                                   |  |   |   |   |
| 15,744                            |  |   |   | 15,744  |
| 10,126                            |  |   |   | 10,126  |
| 27,490                            |  |   |   | 27,490  |
|                                   | 51<br>65,109<br>2,936<br>1,987<br>11<br>5,402<br>Other<br>financial<br>liabilities<br>14,408<br>15,744<br>10,126 | 51         65,109         2,936         1,987         11         303         5,402         Other         financial         liabilities         14,408         15,744         10,126 | 51       65,109       2,936       1,987       11       303       5,402       Derivatives with<br>a balancing<br>entry in the<br>Income<br>Statement       Derivatives with<br>a balancing<br>entry in shareh       14,408       15,744       10,126 | 516165,1092,9361,9873035,402303Other<br>financial<br>liabilitiesDerivatives with<br>a balancing<br>entry in the<br>lncome<br>StatementDerivatives with a balancing<br>entry in shareholders' equity14,40815,744<br>10,126 |

| As of 31 December 2015 - €/000    | Other<br>financial<br>liabilities | Derivatives with<br>a balancing<br>entry in the<br>Income<br>Statement | Derivatives with a balancing entry in shareholders' equity | Total  |
|-----------------------------------|-----------------------------------|--|--|--------|
| Non-current financial liabilities |                                   |  |  |        |
| Financial payables                | 22,462                            |  |  | 22,462 |
| Current financial liabilities     |                                   |  |  |        |
| Trade payables                    | 14,918                            |  |  | 14,918 |
| Other payables                    | 10,792                            |  |  | 10,792 |
| Financial payables                | 29,184                            | 23   |  | 29,184 |

# FAIR VALUE

A comparison between the carrying amount of financial instruments held by the Group and their fair value did not yield significant differences in value.

IFRS 7 defines the following three levels of fair value for measuring the financial instruments recognised in the statement of financial position:

- Level 1: quoted prices in active markets.
- Level 2: inputs other than quoted prices included within Level 1 that are observable, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs not based on observable market data.

The following tables highlight the assets and liabilities that are measured at fair value as of 30 September 2016 and as of 31 December 2015 in terms of hierarchical level of fair value measurement ( $\in$ /000):

| 30/09/2016   | Level 1 | Level 2 | Level 3 | Total |
|--|---------|---------|---------|-------|
| Assets:<br>Derivative financial<br>instruments                           | -       | 461     | -       | 461   |
| AFS  | -       | -       | 64      | 64    |
| Total assets   | -       | 461     | 64      | 525   |
| Liabilities:<br>Derivative financial<br>instruments<br>Total liabilities | -       | -       | -       | -     |

| 31/12/2015  | Level 1 | Level 2 | Level 3 | Total |
|---|---------|---------|---------|-------|
| Assets:<br>Derivative financial<br>instruments      | -       | 303     | -       | 303   |
| AFS   | -       | -       | -       | -     |
| Total assets  | -       | 303     | -       | 303   |
| Liabilities:<br>Derivative financial<br>instruments | -       | -       | -       | -     |
| Total liabilities                                   | -       | -       | -       | -     |

During the nine months there were no transfers between the three fair value levels specified in IFRS 7.

## COMMENT ON THE MAIN ITEMS OF THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## **1. GOODWILL AND OTHER INTANGIBLE ASSETS**

| €/000                                 | Patent and<br>intellectual<br>property rights | Licenses,<br>trademarks,<br>similar rights and<br>other multi-year<br>charges | Fixed assets in progress | Goodwill | Total |
|---------------------------------------|---|---|--------------------------|----------|-------|
|                                       |   |   |                          |          |       |
| Net carrying amount as of 31/12/2015  | 80  | 5 72  | 189                      | 2,031    | 2,378 |
| Changes during the period             |   |   |                          |          |       |
| . Investments<br>. Effect of exchange | 22  | 2 2   | -                        | -        | 24    |
| rates                                 |   | L -   | -                        | -        | 1     |
| . Reclassifications                   |   |   | -                        | -        | -     |
| . Depreciation                        | (32   | ) (35)  | -                        | -        | (67)  |
| Total changes                         | (9  | ) (33)  | -                        | -        | (42)  |
| Net carrying amount as of 30/09/2016  | 72  | 7 39  | 189                      | 2,031    | 2,336 |

A description of intangible assets with a finite useful life and the utilised method of amortisation is shown in the following table.

| Fixed asset                             | Useful<br>life | Amortisation<br>method | Production on<br>own account or<br>acquired | Adequacy test to identify any impairment losses  |
|---|----------------|------------------------|---|--|
| Patent and intellectual property rights | Finite         | 50%                    | Acquired                                    | Review of the amortisation method<br>at the time of each reporting date<br>and impairment test in the<br>presence of impairment loss<br>indicators |
| Authorisations and licenses             | Finite         | 20%                    | Acquired                                    | Review of the amortisation method<br>at the time of each reporting date<br>and impairment test in the<br>presence of impairment loss<br>indicators |
| Trademarks and similar rights           | Finite         | 5.56%                  | Acquired                                    | Review of the amortisation method<br>at the time of each reporting date<br>and impairment test in the<br>presence of impairment loss<br>indicators |
| Smit Draad Nijmegen BV<br>goodwill      | Indefinite     | n/a                    | Acquired                                    | Subject to impairment tests at<br>period end due to the absence of<br>trigger events during the period.  |

The goodwill recognised in the financial statements refers to the Smit Draad Nijmegen BV Cash Generating Unit. This amount was tested for impairment at the end of 2015. Despite the results did not meet the forecasts included in the 2016-2020 Business Plan, Directors did not deem it necessary to perform another impairment test as of 30 September 2016, since they considered such results as temporary and related to

the trial trade Union FNV (for more details see note 14). Directors expect that the dispute resolution will create a more relaxed working environment, thus allowing to achieve the margins set by the Plan.

# 2. TANGIBLE ASSETS

| €/000   | Land           | Buildings  | Plant and equipment | Industrial and<br>commercial<br>equipment | Other<br>assets | Fixed assets<br>under<br>construction<br>and advances | Total          |
|---|----------------|------------|---------------------|---|-----------------|---|----------------|
| Net carrying amount as of 31/12/2015  | 11,843         | 17,871     | 20,991              | 815                                       | 422             | 2,958   | 54,901         |
| <i>Changes during the period</i><br>. Investments<br>. Effect of exchange rates | (40)           | 7<br>114   | 1,088<br>1,988      | 146                                       | 83<br>(         | 1,286   | 2,610<br>2,072 |
| . Reclassifications   | (+0)<br>-<br>- | -          | 1,202<br>(259)      | (5)                                       | 5<br>(110)      | (1,202)   | -<br>(372)     |
| . Depreciation related to<br>disposals<br>. Depreciation of the period          | -              | -<br>(911) | 259<br>(2,934)      |   | 109<br>(125)    |   | 368<br>(4,237) |
| Total changes   | (40)           | (790)      | 1,344               | (117)                                     | (38)            | 82  | 441            |
| Net carrying amount as of 30/09/2016  | 11,803         | 17,081     | 22,335              | 698                                       | 384             | 3,040   | 55,343         |

The Group's investments in the first nine months of 2019 were  $\in$  2.61 million, mostly made by IRCE SpA in the winding wire sector.

The effect of exchange rates during the period primarily refers to the translation of the Brazilian subsidiary's financial statement data into Euro.

## 3. OTHER NON-CURRENT FINANCIAL ASSETS AND RECEIVABLES

Other non-current financial assets and receivables are broken down as follows:

| €/000                                   | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|---|------------|------------|------------|
| - Equity investments in other companies | 64         | 63         | 66         |
| - Other receivables                     | 54         | 54         | 55         |
| Total                                   | 118        | 117        | 121        |

#### **4. NON-CURRENT TAX RECEIVABLES**

This item refers for  $\in/000\ 812$  to the tax credit related to the 2007-2011 IRES (corporate income tax) reimbursement claim, in compliance with Article 2, paragraph 1-quater, of Italian Law Decree No. 201/2011, of the parent company IRCE SpA, and for  $\in/000\ 135$  to the value-added tax credit of the Brazilian subsidiary IRCE Ltda.

## 5. DEFERRED TAXES ASSETS AND LIABILITIES

An analysis of deferred tax assets and liabilities is shown below:

| €/000   | 30/09/2016     | 30/06/2016     | 31/12/2015     |
|---|----------------|----------------|----------------|
| - Deferred tax assets<br>- Deferred tax liabilities | 3,328<br>1,475 | 2,679<br>(837) | 2,505<br>(991) |
| Total deferred tax assets (net)                     | 4,803          | 1,842          | 1,514          |

Deferred tax assets were recorded in connection with temporary differences between the carrying values of assets and liabilities for accounting purposes and their corresponding values for tax purposes and to the extent that the existence of adequate future tax profit which can allow the use of these differences is deemed probable.

## **6. INVENTORIES**

Inventories is detailed below:

| €/000   | 30/09/2016                                       | 30/06/2016                                       | 31/12/2015                                      |
|---|--|--|---|
| <ul> <li>Raw materials, ancillary and consumables</li> <li>Work in progress and semi-finished goods</li> <li>Finished products and goods</li> <li>Provisions for write-down of raw materials</li> <li>Provisions for write-down of finished products</li> </ul> | 21,792<br>11,270<br>41,176<br>(2,006)<br>(1,571) | 23,742<br>12,997<br>44,960<br>(2,006)<br>(1,587) | 27,860<br>8,916<br>46,614<br>(2,006)<br>(1,416) |
| Total   | 70,661   | 78,106   | 79,968  |

Inventories are not pledged nor used as collateral.

The provision for write-downs corresponds to the amount that is deemed necessary to hedge existing consolidated inventory obsolescence risks calculated by writing down slow moving raw materials, packages and finished products.

The table below shows the changes in provisions for write-down of inventories during the first nine months 2016:

| €/000  | 31/12/2015 | Allocations | Uses | 30/09/2016 |
|--|------------|-------------|------|------------|
| Provisions for write-down of raw materials               | 2,006      | -           | -    | 2,006      |
| Provisions for write-down of finished products and goods | 1,416      | 174         | (19) | 1,571      |
| Total  | 3,422      | 174         | (19) | 3,577      |

## 7. TRADE RECEIVABLES

| €/000                        | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|------------------------------|------------|------------|------------|
| - Customers/bills receivable | 71,383     | 78,460     | 66,674     |
| - Bad debts provision        | (1,399)    | (2,046)    | (1,565)    |
| Total                        | 69,984     | 76,414     | 65,109     |

The balance of receivables due from customers is entirely composed of receivables due within the next 12 months.

The table below shows the changes in the bad debt provision during the first nine month of 2016:

| €/000              | 31/12/2015 | Allocations | Uses | 30/09/2016 |
|--------------------|------------|-------------|------|------------|
| Bad debt provision | 1,565      | 737         | 903  | 1,399      |

## **8. CURRENT TAX RECEIVABLES**

The item is detailed as follows:

| €/000                                     | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|---|------------|------------|------------|
| - Receivables due from income taxes       | 697        | 696        | 310        |
| - VAT receivables                         | 257        | 152        | 425        |
| - VAT receivables and taxes for IRCE Ltda | 1,302      | 1,192      | 1,408      |
| - Other receivables from tax authorities  | 179        | 122        | 793        |
| Total                                     | 2,435      | 2,162      | 2,936      |

## 9. RECEIVABLES DUE FROM OTHERS

The item is detailed as follows:

| €/000   | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|---|------------|------------|------------|
| - Advances to suppliers                             | 130        | 269        | 224        |
| - Accrued income and prepaid expenses               | 196        | 246        | 168        |
| - Receivables due from social security institutions | 70         | 138        | 120        |
| - Other receivables                                 | 1,618      | 1,468      | 1,475      |
| Total   | 2,014      | 2,121      | 1,987      |

The item "other receivables" is primarily composed of receivables for preferential tariffs for energy-intensive Italian manufacturing companies, in accordance with Italian Legislative Decree 83/2012.

## **10. OTHER CURRENT FINANCIAL ASSETS**

| €/000  | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|--|------------|------------|------------|
| - Mark to Market copper forward transactions | 446        | 450        | 303        |
| - Mark to Market USD forward transactions    | 15         | 63         | -          |
| - Fixed deposit for LME transactions         | 11         | 12         | 11         |
| Total  | 472        | 525        | 314        |

The item "Mark to Market copper forward transactions" refers to the Mark to Market (Fair Value) measurement of copper forward contracts outstanding as of 30/09/2016 of the parent company IRCE SPA. The item "Mark to Market USD forward transactions" refers to the Mark to Market (Fair Value) measurement of USD forward purchase contracts outstanding as of 30/09/2016 of the parent company IRCE SPA.

The item "Fixed deposit for LME transactions" refers to the margin calls lodged with brokers for copper forward transactions on the LME (London Metal Exchange).

# **11. CASH AND CASH EQUIVALENT**

This item includes bank deposits, cash in hand and valuables.

| €/000   | 30/09/2016  | 30/06/2016  | 31/12/2015  |
|---|-------------|-------------|-------------|
| - Bank deposits<br>- Cash on hand and valuables | 6,337<br>19 | 6,137<br>20 | 5,387<br>15 |
| Total   | 6,356       | 6,157       | 5,402       |

Short-term bank deposits are remunerated at floating rates. Bank and postal deposits outstanding as of 30 September 2016 are not subject to constraints or restrictions.

#### **12. SHAREHOLDERS' EQUITY**

#### Share capital

The share capital is composed of 28,128,000 ordinary shares for an equivalent of  $\in$  14,626,560 without nominal value. The shares are fully subscribed and paid up and bear no rights, privileges or restrictions as far as dividend distribution and capital distribution, if any, are concerned.

Here below is the breakdown of reserves:

| €/000                                  | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|--|------------|------------|------------|
| - Own shares (share capital)           | (734)      | (734)      | (716)      |
| - Share premium reserve                | 40,539     | 40,539     | 40,539     |
| - Own shares (share premium)           | 260        | 260        | 306        |
| - Other reserves                       | 45,924     | 45,924     | 45,924     |
| - Foreign currency translation reserve | (14,103)   | (13,527)   | (19,250)   |
| - Legal reserve                        | 2,925      | 2,925      | 2,925      |
| - Extraordinary reserve                | 32,808     | 32,808     | 30,885     |
| - IAS 19 reserve                       | (1,486)    | (1,486)    | (1,125)    |
| - Undistributed profit                 | 13,729     | 13,729     | 13,505     |
| Total                                  | 119,862    | 120,438    | 112,993    |

#### **Own Shares**

This reserve refers to the nominal value of own shares and the share premium retained by the Company; they are used as deductions of shareholders' equity.

Own shares as of 30 September 2016 amounted to 1,376,212 and correspond to 4.89% of the share capital.

#### Share premium reserve

This item refers to the higher issue value compared to the nominal value of the IRCE shares issued at the time of the share capital increase which occurred on occasion of the stock exchange listing in 1996.

The item "Other reserves" refers mainly to:

- Merger surplus reserve (due to cancellation) which arose in the year 2001 following the merger by acquisition of IRCE Cavi S.p.A. and Isolcable S.r.l. into IRCE S.p.A amounting to €/000 6,621.
- Profit reserve to be re-invested in Southern Italy of €/000 201.
- FTA reserve which represents the offsetting item for all adjustments made to the financial statements in order to comply with IAS/IFRS as of 1 January 2004 (transition year) amounting to €/000 16,772.

- Revaluation reserve, as per Italian law 266/1995, amounting to €/000 22,328.

Foreign currency translation reserve

This reserve represents the value accounting differences which result from the foreign currency translation of the financial statements prepared by the foreign subsidiaries Isomet AG, FD Sims Ltd, IRCE Ltda, Stable Magnet Wire P.Ltd and IRCE Kablo Ve Tel Ltd and IRCE Sp.zo.o by using the official exchange rate as of 30 September 2016. The change in the reserve is mainly due to the appreciation of the Brazilian real to the euro.

Extraordinary reserve

The extraordinary reserve is mainly comprised of retained earnings of the Parent Company.

#### IAS 19 reserve

This reserve includes actuarial gains and losses that are accumulated as a result of application of IAS 19 Revised.

Undistributed profit

The reserve for undivided profit primarily refers to subsidiaries' retained earnings.

The distribution of reserves and profit of subsidiaries is not planned.

Profit for the period

The profit pertaining to the Group, net of non-controlling interests, is equal to €/000 1,388 (€/000 1,198 as of 30 June 2016 and €/000 2,949 as of 31 December 2015).

#### SHAREHOLDERS' EQUITY ATTRIBUTABLE TO NON-CONTROLLING INTERESTS

Capital and reserves attributable to non-controlling interests

This amount refers to the quota of shareholders' equity of investee companies consolidated with the lineby-line method and pertaining to non-controlling interests.

Profit attributable to non-controlling interests

This represents the quota of profit/losses for the period of investee companies consolidated with the lineby-line method and pertaining to non-controlling interests.

#### **13. NON-CURRENT FINANCIAL LIABILITIES**

| €/000          | Currency | Rate     | Company   | 30/09/2016 | 30/06/2016 | 31/12/2015 | Expiration |
|----------------|----------|----------|-----------|------------|------------|------------|------------|
|                |          |          |           |            |            |            |            |
| Banco Popolare | EUR      | Floating | IRCE SPA  | 2,647      | 3,087      | 3,964      | 2019       |
| CARISBO        | EUR      | Floating | IRCE SPA  | 3,761      | 9,000      | 10,000     | 2019       |
| Banca di Imola | EUR      | Floating | IRCE SPA  | 8,000      | 4,383      | 5,000      | 2019       |
| NAB            | CHF      | Floating | Isomet AG | -          | -          | 3,498      | 2017       |
| Total          |          |          |           | 14,408     | 16,470     | 22,462     |            |

The increase of non-current financial liabilities is due to an activity of financial debt consolidation

## **14. PROVISIONS FOR RISKS AND CHARGES**

Provisions for risks and charges are detailed below:

| €/000   | 31/12/2015   | Allocations | Uses          | 30/09/2016   |
|---|--------------|-------------|---------------|--------------|
| Provisions for risks and disputes<br>Provision for severance payments to agents | 1,748<br>288 | 720         | (221)<br>(36) | 2,247<br>252 |
| Total   | 2,036        | 720         | (257)         | 2,499        |

The €/000 720 provision is primarily attributable to the Parent Company IRCE SpA for the risk of returns of packages and reels that were invoiced with a repurchase commitment (€/000 295) and to the Dutch subsidiary Smit Draad Nijmegen BV for a sickness allowance to be paid to some employees by the company (€/000 370), for which reference should be made to the notes to the consolidated financial statements as of 31/12/2015 and which was already partly used as of 30/09/2016. Furthermore, in July 2016 the relevant judge rejected the claims submitted by the FNV union in relation to the dispute between Smit Draad Nijmegen BV and its employees on alleged health hazards and working conditions that allegedly do not comply with legal requirements.

#### **15. CURRENT FINANCIAL LIABILITIES**

The current financial liabilities are detailed below:

| €/000  | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|--|------------|------------|------------|
| <ul> <li>Payables due to banks</li> <li>Payables due for derivative contracts</li> </ul> | 27,490     | 33,708     | 29,184     |
| Total  | 27,490     | 33,708     | 29,184     |

With regard to financial liabilities, the overall **net financial position** of the Group, calculated considering the debts to banks, other financial payables, cash and cash equivalents is detailed as follows:

| €/000                                  | 30/09/2016   | 30/06/2016   | 31/12/2015   |
|--|--------------|--------------|--------------|
| Cash<br>Other current financial assets | 6,356<br>26* | 6,157<br>74* | 5,402<br>11* |
| Liquid assets                          | 6,382        | 6,232        | 5,413        |
| Current financial liabilities          | (27,490)     | (33,708)     | (29,184)     |
| Net current financial debt             | (21,109)     | (27,476)     | (23,771)     |
| Non-current financial liabilities      | (14,408)     | (16,470)     | (22,462)     |
| Non-current financial debt             | (14,408)     | (16,470)     | (22,462)     |
| Net financial debt                     | (35,517)     | (43,946)     | (46,233)     |

\* These items differ from the corresponding items of the statement of financial position, since the fair value of copper forward contracts is not included.

## **16. TRADE PAYABLES**

Trade payables are typically all due in the following 12 months. As of 30 September 2016, they amount to  $\in/000$  15,744, compared to  $\in/000$  14,918 as of 31 December 2015.

# **17. TAX PAYABLES**

The item is detailed as follows:

| €/000                           | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|---------------------------------|------------|------------|------------|
| - VAT payables                  | 783        | 947        | 650        |
| - Payables due for income taxes | 1,249      | 2,335      | 1,079      |
| - Employee IRPEF                | 303        | 451        | 481        |
| - Other payables                | 46         | 39         | 137        |
| Total                           | 2,382      | 3,772      | 2,347      |

## **18. OTHER CURRENT LIABILITIES**

Other payables are broken down as follows:

| €/000                                     | 30/09/2016 | 30/06/2016 | 31/12/2015 |
|---|------------|------------|------------|
| - Payables due to employees               | 3,568      | 3,937      | 3,414      |
| - Deposits received from customers        | 1,394      | 1,552      | 1,925      |
| - Accrued liabilities and deferred income | 25         | 15         | 236        |
| - Other payables                          | 1,085      | 1,046      | 862        |
| Total                                     | 6,072      | 6,550      | 6,437      |

## COMMENT ON THE MAIN ITEMS OF THE CONSOLIDATED INCOME STATEMENT

#### **19. REVENUES**

These refer to revenues from the sale of goods, net of returns, rebates and the return of packages. Consolidated turnover in the none months of 2016 amounted to  $\notin$ /000 221,591, down 18.4% compared to the previous year ( $\notin$ /000 271,697).

The item "Other revenues and income" is primarily composed of contingent assets.

#### **20. COSTS FOR RAW MATERIALS AND CONSUMABLES**

This item includes costs incurred for the acquisition of raw materials, of which the most significant are those represented by copper, insulating materials and materials for packaging and maintenance, net of the change in inventories.

# **21. COSTS FOR SERVICES**

These include costs incurred for the supply of services pertaining to copper processing as well as utilities, transportation and other commercial and administrative services, in addition to costs for the use of third-party goods, as detailed below:

| €/000                                      | 30/09/2016 | 30/09/2015 | III° quarter 16 | III° quarter 15 |
|--|------------|------------|-----------------|-----------------|
|  |            |            |                 |                 |
| <ul> <li>External manufacturing</li> </ul> | 4,124      | 4,439      | 1,113           | 1,239           |
| - Utility expenses                         | 9,965      | 11,151     | 3,137           | 3,510           |
| - Maintenance                              | 1,073      | 1,303      | 394             | 561             |
| - Transportation expenses                  | 3,463      | 3,796      | 1,067           | 1,185           |
| - Payable fees                             | 279        | 331        | 81              | 95              |
| - Compensation of Statutory                | 66         | 66         | 22              | 22              |
| Auditors                                   |            |            |                 |                 |
| - Other services                           | 3,721      | 3,491      | 1,184           | 927             |
| - Costs for the use of third-party         | 230        | 252        | 93              | 84              |
| goods                                      |            |            |                 |                 |
| Total                                      | 22,921     | 24,829     | 7,090           | 7,623           |

Reducing utility expenses is mainly due to lower costs incurred for electricity in Italy and Brazil; in the first case this reduction is mainly due to the fall in the unit cost MWh (-10%), while in Brazil it is a consequence of a lower energy consumption due to lower production.

The item "other services" includes primarily technical, legal and tax consulting fees as well as insurance and business expenses.

## 22. PERSONNEL COST

Personnel cost is detailed as follows:

| €/000                                       | 30/09/2016 | 30/09/2015 | III° quarter 16 | III° quarter 15 |
|---|------------|------------|-----------------|-----------------|
| - Salaries and wages                        | 15,762     | 16,622     | 4,714           | 5,432           |
| - Social security charges                   | 3,994      | 4,188      | 1,249           | 1,366           |
| - Retirement costs for defined contribution | 1,027      | 1,040      | 327             | 349             |
| plans<br>- Other costs                      | 2,213      | 2,609      | 548             | 768             |
| Total Personnel Cost                        | 22,996     | 24,459     | 6,838           | 7,915           |

The item "Other costs" includes costs for temporary work, contract work, and the remuneration of Directors.

The Group's average number of personnel in force for the period and the current number at the reporting date is shown below:

| Personnel       | Average<br>9 months<br>2016 | 30/09/2016 | 31/12/2015 |
|-----------------|-----------------------------|------------|------------|
| - Executives    | 20                          | 21         | 20         |
| - White collars | 172                         | 172        | 178        |
| - Blue collars  | 549                         | 542        | 550        |
| Total           | 741                         | 735        | 748        |

The number of employees is calculated according to the Full-Time-Equivalent method and includes both internal and external (temporary and contract) staff.

The total number of employees as of 30 September 2016 was 735 people.

# 23. DEPRECIATION

Depreciation is as follows:

| €/000  | 30/09/16 | 30/09/15 | III° quarter 16 | III° quarter 15 |
|--|----------|----------|-----------------|-----------------|
| - Intangible asset depreciation                  | 67       | 88       | 25              | 31              |
| <ul> <li>Tangibile asset depreciation</li> </ul> | 4,237    | 4,759    | 1,471           | 1,620           |
| Total  | 4,304    | 4,847    | 1,496           | 1,651           |

## 24. ALLOCATIONS AND WRITE-DOWNS

Allocations and write-downs are detailed as follows:

| €/000  | 30/09/16 | 30/09/15 | III° quarter 16 | III° quarter 15 |
|--|----------|----------|-----------------|-----------------|
|  |          |          |                 |                 |
| <ul> <li>Write-downs of receivables</li> </ul> | 737      | 243      | (23)            | 14              |
| - Allocations for risks                        | 325      | 272      | 30              | 36              |
| Total allocations and write-downs              | 1,062    | 515      | 7               | 50              |

## **25. OTHER OPERATING COSTS**

This item is primarily composed of contingent liabilities as well as non-deductible taxes and duties.

## **26. FINANCIAL INCOMES AND CHARGES**

Financial income and charges were broken down as follows:

| €/000   | 30/09/16 | 30/09/15 | III° quarter 16 | III° quarter 15 |
|---|----------|----------|-----------------|-----------------|
|   |          |          |                 |                 |
| <ul> <li>Other financial income</li> </ul>            | 1,880    | 4,606    | 451             | 1,231           |
| - Interest and financial charges                      | (680)    | (2,133)  | (91)            | (629)           |
| <ul> <li>Foreign exchange gains / (losses)</li> </ul> | (816)    | 1,877    | (172)           | 303             |
| Total   | 384      | 4,350    | 188             | 905             |

The following table outlines income and charges from derivatives (already included in the balances of the table above under the items "other financial income" and "interest and financial charges"):

| €/000  | 30/09/16 | 30/09/15 | III° quarter 16 | III° quarter 15 |
|--|----------|----------|-----------------|-----------------|
| <ul> <li>Income from LME derivatives</li> <li>Charges on LME derivatives</li> <li>Total</li> </ul> | 855      | 2,501    | 194             | 645             |
|  | -        | -        | -               | -               |
|  | 855      | 2,501    | 194             | 645             |

The item "Income from LME derivatives" included  $\in/000$  389 from the closing of copper forward contracts of the Parent IRCE SPA during the period, and  $\in/000$  466 from the Mark to Market (Fair Value) measurement of said company's copper forward contracts.

## **27. INCOME TAX**

| €/000                               | 30/09/16      | 30/09/15        | III° quarter 16 | III° quarter 15 |
|-------------------------------------|---------------|-----------------|-----------------|-----------------|
| - Current taxes<br>- Deferred taxes | (1,415)<br>20 | (2,805)<br>(46) | (74)<br>12      | (326)<br>(3)    |
| Total                               | (1,394)       | (2,851)         | (61)            | (329)           |

## **28. RELATED PARTY DISCLOSURES**

In compliance with the requirements of IAS 24, the nine months compensation for the members of the Board of Directors of the Parent Company is shown below:

| €/000     | Compensation for<br>office held | Compensation for<br>other tasks | Total |
|-----------|---------------------------------|---------------------------------|-------|
| Directors | 152                             | 245                             | 397   |

This table shows the compensation paid for any reason and under any form, including social security contributions.

Following the introduction of Article 123-ter of the Consolidated Financial Act, further details on these amounts are provided in the Remuneration Report which will be made available as well as on the website www.irce.it.

There are no other relationships established with related parties.

## **29. COMMITMENTS**

The commitments of the Group at the reporting date are shown below.

Mortgage guarantees

A mortgage which guarantees a loan totalling €/000 3,402 was issued from NAB bank, with maturity in 2017, in relation to the building owned by ISOMET AG.

#### **30. EVENTS FOLLOWING THE REPORTING PERIOD**

No significant events occurred between the reporting date and the date when the Interim Report are authorised for issue.

#### STATEMENT ACCORDING TO ARTICLE 154-BIS D.LGS NO.58/1998

The Executeive Manager assigned to draw up the company books, Elena Casadio, declares that the information contained in this quarterly report is an accurate representation of the documents, accounting books and records.