

# Cerved Group S.p.A.

# Interim Report on Operations at June 30, 2018







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## COMPANY DATA

## Parent Company's Registered Office

Cerved Group S.p.A. Via Dell'Unione Europea 6A, 6B San Donato Milanese (MI)

## Parent Company's Statutory Data

Subscribed and paid-in share capital of 50,521,142.00 euros

Milan Company Register No. 08587760961 Milan R.E.A. No. 2035639 Tax I.D. and VAT No. 08587760961 Corporate website <u>company.cerved.com</u>





## COMPOSITION OF THE COMPANY'S GOVERNANCE BODIES

Board of Directors <sup>1</sup>	Fabio Cerchiai	Chairman, Independent
	Gianandrea De Bernardis	Executive Deputy Chairman
	Marco Nespolo	Chief Executive Officer
	Mara Anna Rita Caverni	Independent Director
	Sabrina Delle Curti	Director
	Marco Maria Fumagalli	Independent Director
	Roberto Mancini	Director
	Andrea Mignanelli	Director
	Valentina Montanari	Independent Director
	Simona Elena Pesce <sup>3</sup>	Independent Director
	Aurelio Regina	Independent Director
Control and Risk Committee	Mara Anna Rita Caverni	Chairperson
	Valentina Montanari	
	Aurelio Regina	
Compensation Committee	Aurelio Regina	Chairman
	Mara Anna Rita Caverni	
	Marco Maria Fumagalli	
Related Party Committee	Fabio Cerchiai	Chairman
-	Mara Anna Rita Caverni	
	Marco Maria Fumagalli	
Board of Statutory Auditors <sup>2</sup>	Antonella Bientinesi	Chairperson
	Paolo Ludovici	Statutory Auditor
	Costanza Bonelli	Statutory Auditor
	Laura Acquadro	Alternate
	Antonio Mele	Alternate
Independent Auditors	PricewaterhouseCoopers S.p.A.	
Corporate Accounting Documents Officer	Giovanni Sartor	

1 Elected by the Shareholders' Meeting on April 29, 2016 for a term of office ending with the approval of the statutory financial statements at December 31, 2018.

2 Elected by the Shareholders' Meeting on April13, 2017 for a term of office ending with the approval of the statutory financial statements at December 31, 2019.

3 Coopted by the Board of Directors on June 24, 2018 for a term of office ending with next Shareholders' Meeting.





## STRUCTURE OF THE GROUP

The Cerved Group is Italy's principal operator in the field of credit risk analysis and one of Europe's top rating agencies. Through Cerved Credit Management, Cerved is also a primary operator in the independent market, offering services for the assessment and management of credit positions.

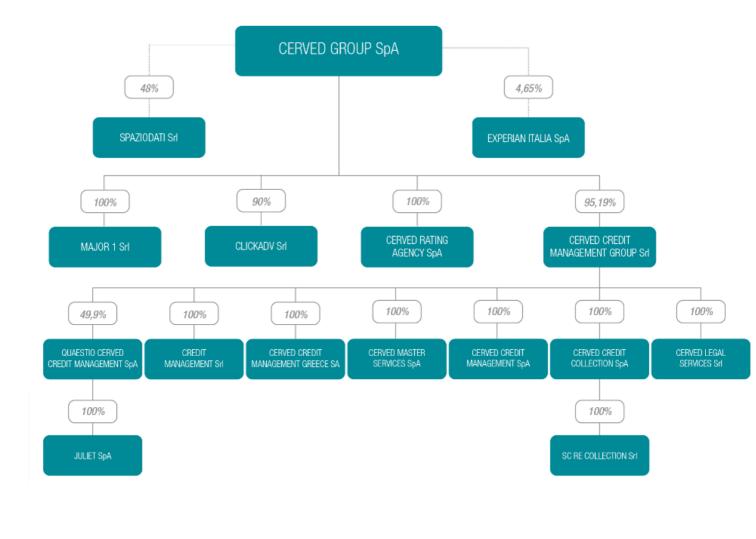
It offers the most complete range of products and services, which about 30,000 businesses and financial institutions use to assess the solvency and creditworthiness of their counterparties, monitor and manage credit risk in all of its phases and accurately develop their marketing strategies.

Established in 1974 as a data processing center for the Chambers of Commerce of the Veneto region, Cerved has grown by constantly innovating its products and developing new businesses. Thanks to the integration of other established industry players, such as Centrale dei Bilanci, Lince, Databank, Finservice, Honyvem, Consit, Jupiter and Recus, it is today a solid and dynamic organization and has been a market leader for over 40 years.

Cerved owns 100% of the share capital of Cerved Rating Agency, Italy's rating agency specialized in assessing the creditworthiness of non-financial enterprises and registered as a European rating agency.

On June 24, 2014 Cerved Information Solutions S.p.A. (now Cerved Group S.p.A., "Cerved Group" or the "Company") made its debut on the MTA, Borsa Italiana's primary market, completing one of the most important IPOs of the year.

The diagram that follows depicts the structure of the Cerved Group at June 30, 2018:





In November 2017, the Group launched a reorganization process that was completed through:

- the execution, on March 15, 2018, effective as of March 19, 218, of a deed of merger by incorporation (First Merger) into Cerved Information Solutions S.p.A. of Cerved Group S.p.A., already a wholly owned subsidiary;

- the execution, on March 20, 2018, effective as of March 23, 2018, of a deed of merger by incorporation (Second Merger) into Cerved Group of Consit Italia S.p.A., already 94.33% owned by Cerved Group.

Both mergers were recognized in Cerved Group's financial statements as of January 1, 2018 both for accounting and tax purposes.

This transaction marked the completion of a process aimed at simplifying the organizational setup of the Group's corporate structure, while rationalizing and coordinating its resources. Consistent with this approach, on April 9, 2018, the Extraordinary Shareholders' Meeting, effective as of April 30, 2018, resolved to change the name of the Incorporating Company, which would then be called Cerved Group S.p.A.





# SEMIANNUAL FINANCIAL REPORT AT JUNE 30, 2018





## FOREWORD

Insofar as the six-month period ended June 30, 2018 (hereinafter "**First Half 2018**"), is concerned, the purpose of the numerical data listed in this Semiannual Financial Report and the comments provided in it is to present an overview of the Group's financial position and operating performance, as well as of the changes that took place during the reporting period and any significant events that may have occurred and their impact on the result for the period.

Because the Group opted for a retrospective adoption of IFRS 15 "Revenues from Contracts with Customers" (hereinafter "IFRS 15") and IFRS 9 "Financial Instruments" (hereinafter "IFRS 9"), as better described in the notes to the financial statements, the comparative data at June 30, 2017 were restated to reflect the effects deriving from first-time adoption of these new standards.

## ACTIVITIES OF THE GROUP

Cerved offers the most comprehensive range of information products and services for financial institutions, businesses, insurance companies, the public administration, professional and private individuals.

Our databases offer an asset that is unique in Italy in terms the quality, completeness and historical depth of the information. A depth that shows how event trends developed over time and tells the story of businesses, groups and individuals.

Each year, over 30,000 customers rely on Cerved to assess solvency and creditworthiness, monitor and manage credit risk during all its phases, accurately define marketing strategies and assess and manage nonperforming loans.

Cerved addresses the needs of credit managers, chief financial officers, marketing managers, purchasing managers and sales managers and professionals with a broad range of services and products classifiable in three areas of activity:

#### a) Credit Information

Cerved helps its customers protect themselves from credit risk by supplying them with data and information to assess the economic-financial profile and reliability of businesses and individuals and assess the risk level of entire loan portfolios, while supporting them in the definition of valuation models and decision-making systems with integrated and intelligent solutions developed in over 40 years of activity servicing the banking sector.

#### b) Marketing Solution

Identifying new customers and partners, analyzing the competitive scenario, improving performance and gaining a more indepth understanding of the customer base: the Marketing Solutions segment offers a broad and comprehensive range of services available online in real time and design solutions customized to implement the most effective commercial strategies and promote business growth.

#### c) Credit Management

Through its subsidiary group Cerved Credit Management Group and its subsidiaries, Cerved is the top player in the independent market, offering valuations based on certified information and data. Services include specialized competencies in various areas, from the assessment of loans to their management through out-of-court settlements and through court proceedings and up to the remarketing of personal property and real estate. Cerved can help identify the most effective solutions over a loan's entire life cycle, making it possible to take action quickly and professionally and shorten money collection time.





## **RESULTS OF THE GROUP AT JUNE 30, 2018**

The tables that follow show a condensed statement of comprehensive income at June 30, 2018 compared with the data for the six months ended June 30, 2017 Restated:

(in thousands of euros)	June 30, 2018	%	June 30, 2017 Restated	%	Change	% change
Sales and service revenues	222,822	99.9%	198,515	100.0%	24,307	12.2%
Other income	143	0.1%	63	0.0%	80	127.0%
Total revenues and income	222,965	100.0%	198,578	100.0%	24,387	12.3%
Cost of raw material and other materials	2,442	1.1%	4,186	2.1%	(1,744)	(41.7%)
Cost of services	57,836	25.9%	47,092	23.7%	10,744	22.8%
Personnel costs	53,634	24.1%	48,324	24.3%	5,310	11.0%
Other operating costs	4,857	2.2%	4,312	2.2%	544	12.6%
Impairment of receivables and other accruals	1,792	0.8%	3,181	1.6%	(1,389)	(43.7%)
Total operating costs	120,561	54.1%	107,095	<b>53.9%</b>	13,466	<b>12.6%</b>
Adjusted EBITDA	102,404	45.9%	91,483	<b>46.1%</b>	10,921	11.9%
Performance Share Plan	3,203	1.4%	677	0.3%	2,526	373.1%
EBITDA	99,201	44.5%	90,806	45.7%	8,395	9.2%
Depreciation and amortization	33,382	15.0%	34,602	17.4%	(1,220)	(3.5%)
Operating profit before non-recurring items	65,819	29.5%	56,204	28.3%	9,615	17.1%
Non-recurring items	3,882	1.7%	3,893	2.0%	(11)	(0.3%)
Operating profit	61,937	27.8%	52,311	26.3%	9,626	18.4%
Financial income	619	0.3%	520	0.3%	99	19.0%
Financial charges	(9,662)	(4.3%)	(16,262)	-8.2%	6,600	(40.6%)
Non-recurring financial income / (charges)	(550)	(0.2%)	-	-	(550)	n.a.
Income tax expense	(15,567)	(7.0%)	(13,128)	(6.6%)	(2,439)	18,6%
Net profit	36,777	15.2%	23,441	11.8%	13,336	56.9%

#### Notes:

EBITDA correspond to the operating profit before depreciation and amortization and non-recurring charges/(income). EBITDA are not designated as an accounting measurement tool in the IFRS and, consequently, must be treated as an alternative gauge to assess the Group's performance at the operating level. Because the composition of EBITDA is not governed by the reference accounting principles, the computation criteria applied by the Group could be different from those adopted by other parties and, consequently, not comparable.

2) At June 30, 2018, non-recurring components included service costs of 2,238 thousand euros, personnel costs of 1,539 thousand euros and other operating costs of 105 thousand euros, listed below the operating profit and before the non-recurring item line. At June 30, 2017, Restated, non-recurring components included service costs of 1,345 thousand euros and personnel costs of 2,548 thousand euros.

The table that follows shows a breakdown of the items included in adjusted net profit, which is used to represent the Group's operating performance, net of non-recurring and non-core items. This indicator reflects the Group's economic results, net of non-recurring items and factors that are not closely related its core business activities and performance, thereby allowing an analysis of the Group's performance based on homogeneous data for the two periods that are being represented.





(in thousands of euros)	First half 2018	First half 2017 Restated
Net profit	36,777	23,441
Non-recurring components	3,882	3,893
Amortization of surplus values allocated to Business Combinations	14,838	17,811
Financing fees – amortized cost	1,393	764
Non-recurring financial (income) / charges	550	-
Adjustment to the fair value of options	994	7,468
Tax effect	(5,629)	(6,139)
Adjusted net profit	52,805	47,237
Adjusted net profit attributable to non-controlling interests	1,214	923
Adjusted net profit attributable to owners of the parent	51,591	46,314
Adjusted net profit attributable to owners of the parent % / Revenues	23.1%	23.3%

The adjusted net profit represents the net profit shown in the income statement at June 30, 2018 and 2017, net of:

- non-recurring costs mainly related to costs for early retirement incentives and cost of services related to extraordinary transactions executed during the period;

- amortization of intangible assets recognized in connection with business combinations executed in previous periods;

- financial charges incurred in previous periods with the signing of the Forward Start financing facility and recognized in the income statement by the amortized cost method;

- Adjustment to fair value of the liability for the options executed with minority shareholders;
- non-recurring financial charges;
- tax effect of the items described above.

The table that follows shows the revenues and EBITDA of the business segments.

		FIRST	HALF 2018		F	IRST HALF 2	017 RESTATED	
(in thousands of euros)	Credit Information	Marketing Solutions	Credit Management	Total	Credit Information	Marketing Solutions	Credit Management	Total
Revenues by segment	146,805	11,595	66,338	224,738	142,586	11,947	45,920	200,453
Inter-segment revenues	(985)	-	(931)	(1,916)	(1,041)	(1)	(896)	(1,938)
Total revenues from outsiders	145,820	11,595	65,407	222,822	141,545	11,946	45,024	198,515
EBITDA	74,213	3,694	21,294	99,201	75,389	3,694	11,723	90,806
EBITDA %	50.55%	31.86%	32.10%	44.14%	52.87%	30.92%	25.53%	45.30%
Non-recurring income / (charges)				(3,882)				(3,893)
Depreciation and amortization				(33,382)				(34,602)
Operating profit				61,937				52,311
Pro rata interest in the result of companies carried at equity				108				62
Financial income				474				418
Financial charges				(9,624)				(16,222)
Non-recurring financial income / (charges)				(550)				-
Profit before income taxes				52,344				36,569
Income taxes				(15,567)				(13,128)
Net profit				36,777				23,441





#### Review of Operating Performance in the Period Ended June 30, 2018

**Total revenues and income** grew from 198,578 thousand euros in the first half of 2017 to 222,965 thousand euros in the first half of 2018, for an increase of 24,387 thousand euros, or 12.3%. This gain reflects the different dynamics that characterized the various business segments during the reporting period, as described below.

#### **Credit Information Revenues**

The revenues of the Credit Information segment rose from 142,586 thousand euros in 2017 to 146,805 thousand euros in 2018, for an increase in absolute terms of 4,219 thousand euros (+3.0%).

Within the Credit Information business segment:

- the Enterprise Division showed a gain compared with the first half of 2017 (+3.5%), mainly thanks to the positive performance of the field network, which made further progress on its growth and customer consolidation track, while continuing to develop new opportunities in terms of new service offerings, offset in part by the postponement of some projects in the Large User area;

- The Financial Institution Division reported growth of 2.4% compared with the first half of 2017, thanks mainly to gains in Real Estate Appraisal services and Analytics projects.

#### Marketing Solutions Revenues

The revenues of the Marketing Solutions segment decreased from 11,947 thousand euros in 2017 to 11,595 thousand euros in 2018, for a reduction of 352 thousand euros, equal to -2.9%, due to the postponement of some projects and despite the revenue gain contributed by the sales network.

#### Credit Management Revenues

The revenues of the Credit Management segment rose from 45,920 thousand euros in 2017 to 66,338 thousand euros in 2018, for an increase of 20,418 thousand euros, or 44.5%.

This gain is attributable for 34.2% to the organic growth of this business segment and, for the balance, to the effects of the special servicer assignments carried out in connection with the management of nonperforming loans originating from the start of the industrial partnership with Banca Popolare di Bari (finalized at the end of December 2017), in addition to the positive impact generated by the start of the partnership with MPS for the management of future flows of nonperforming loans.

#### **EBITDA Performance and Operating Costs**

**Adjusted EBITDA** were equal to 45.9% of revenues, down slightly compared with the previous period, even though they increased by 10,921 thousand euros in absolute terms (+11.9%), rising from 91,483 thousand euros in 2017 to 102,404 thousand euros in 2018.

**Operating costs** grew from 107,095 thousand euros in 2017 to 120,560 thousand euros in 2018, for an increase of 13,465 thousand euros (+12.6%), as described below:

- The cost of raw materials and other materials contracted by 1,744 thousand euros, falling from 4,186 thousand euros in 2017 to 2,442 thousand euros in 2018. This decrease closely reflects the dynamics affecting the asset remarketing activities carried out by the Cerved Credit Management Group S.r.l. subsidiary, which has scaled back its efforts in this area in order to develop other lines of business more synergistic with the rest of activities carried out in the Credit Management segment.





- Cost of services increased by 10,744 thousand euros, up from 47,092 thousand euros in 2017 to 57,836 thousand euros in 2018, mainly due to the growth of the Group's Credit Management segment.

- Personnel costs grew by 5,310 thousand euros (+11.0%), rising from 48,324 thousand euros in 2017 to 53,634 thousand euros in 2018. This increase is attributable primarily to:

- the effect of the consolidation of Credit Management S.r.I. as of January 2018;

- the staff increase in connection with the transaction carried out with MPS, which, at June 30, 2018, required the seconding to Juliet S.p.A. of 90 specialized resources by the Monte Paschi Group;

- the hiring of new resources both last year and in the reporting period in response to the significant business growth, particularly within the Credit Management segment.

- Other operating costs increased by 545 thousand euros, up from 4,312 thousand euros in 2017 to 4,857 thousand euros in 2018.

- Accruals to the provisions for risks and impairment of receivables decreased by 1,389 thousand euros, falling from 3,181 thousand euros in 2017 to 1,792 thousand euros in 2018, following a detailed assessment of loan losses and contingent liabilities.

The cost recognized during the period ended June 30, 2018 for the granting of options amounted to 3,203 thousand euros for the Three Cycle of the "2019-2021 Performance Share Plan".

**Depreciation and amortization** decreased by 1,220 thousand euros, contracting from 34,602 thousand euros in 2017 to 33,382 thousand euros in 2018. This reduction is mainly due to the combined effect of the following factors:

- lower amortization of the databases recognized in connection with the purchase price allocation for the 2013 business combination, for 2,973 thousand euros, the amortization period of which ended in February 2017;

- higher amortization (1,314 thousand euros) resulting from investments in software development carried out in recent years to strengthen the service range and the technological infrastructures needed to deliver those services.

**Non-recurring components** decreased by 11 thousand euros, down from 3,893 thousand euros in 2017 to 3,882 thousand euros in 2018; they include:

- staff incentives provided in connection with the integration of Group companies for 1,539 thousand euros;

- costs related to non-recurring services amounting to 2,238 thousand euros, mainly consisting of incidental costs incurred in connection with extraordinary transactions executed during the reporting period;

- other non-recurring operating costs for 105 thousand euros.

**Financial income** increased by 99 thousand euros, rising from 520 thousand euros in 2017 to 619 thousand euros in 2018, due primarily to the collection of dividends from investee companies and higher gains on the valuation of investments in associates carried at equity, which increased from 62 thousand euros to 108 thousand euros.

Recurring **financial charges** contracted by 6,600 thousand euros, down from 16,262 thousand euros in 2017 to 9,663 thousand euros in 2018, chiefly as a result of the valuation of the options executed with minority shareholders of Cerved Credit Management Group S.r.l. and Clickadv S.r.l., amounting to 994 thousand euros at June 30, 2018, compared with 7,468 thousand euros at June 30, 2017, and, in part, to lower financial charges on the Senior facility.





**Non-recurring financial charges**, which amounted to 550 thousand euros, reflect the restatement of the financial liability to the present value of future cash flows from Cerved Group's financing facilities, in accordance with the terms renegotiated in 2017.

**Income taxes for the period** increased by 2,439 thousand euros, rising from 13,128 thousand euros at June 30, 2017 to 15,567 thousand euros at June 30, 2018, mainly due to the effect of a higher profit before taxes and the absence of the downward reversal recognized in the previous six months of interest charges deductible from the surplus operating income before taxes accrued in previous years.





## STATEMENT OF FINANCIAL POSITION OF THE CERVED GROUP

The schedule below shows a statement of financial position of the Group, reclassified by "Sources and Uses," at June 30, 2018 and at December 31, 2017 and June 30, 2017 Restated.

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated	At June 30, 2017 Restated
Uses			
Net working capital	(23,519)	(29,275)	(9,017)
Non-current assets	1,217,093	1,177,397	1,172,211
Non-current liabilities	(116,241)	(130,562)	(128,568)
Net invested capital	1,077,333	1,017,560	1,034,626
Sources			
Shareholders' equity	533,008	543,317	511,823
Net financial debt	544,325	474,243	522,803
Total financing sources	1,077,333	1,017,560	1,034,626

The table that follows shows a breakdown of net working capital at June 30, 2018 and at December 31, 2017 and June 30, 2017 Restated:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated	At June 30, 2017 Restated
Net working capital			
Inventory	293	1,971	910
Trade receivables	158,035	160,018	141,317
Trade payables	(49,793)	(44,082)	(38,722)
Liability for deferred income, net of selling costs	(70,776)	(85,487)	(75,460)
Commercial accruals and deferrals, net	(2,376)	(1,538)	1,848
Net commercial working capital ( A )	35,383	30,882	29,893
Other current receivables	3,857	3,372	3,785
Net current tax payables	(30,133)	(7,265)	(8,334)
Other current liabilities net of "Liability for deferred income"	(32,626)	(56,264)	(34,361)
Other net working capital components ( B )	(58,902)	(60,157)	(38,910)
Net working capital(A + B)	(23,519)	(29,275)	(9,017)

At June 30, 2018, net working capital was negative by 23,519 thousand euros. The changes that occurred in the main components of net working capital are reviewed below, together with a comparison with the statement of financial position data at December 31, 2017:

- trade receivables decreased from 160,018 thousand euros at December 31, 2017 to 158,035 thousand euros at June 30, 2018, for a reduction of 1,983 thousand euros that reflects the effect of a conservative credit management policy;

- trade payables went from 46,045 thousand euros at December 31, 2017 to 49,793 thousand euros at June 30, 2018, for an increase of 3,748 thousand euros mainly attributable to higher operating costs in the Credit Management area;

- liabilities for deferred income, net of the corresponding selling costs, which refer to services invoiced but not yet provided to customers, decreased by 14,711 thousand euros, due to the growth dynamics in the consumption of prepaid services invoiced the previous year;

- Commercial accruals and deferrals, net, rose from 1,538 thousand euros at December 31, 2017 to 2,376 thousand euros at June 30, 2018, due to different development dynamics of multi-year contracts.



## CERVED GROUP S.P.A.



Current tax payables increased from 7,265 thousand euros at December 31, 2017 to 30,133 thousand euros at June 30, 2018, mainly due to the shifting to Monday, July 2, of the due date for tax balances and estimated payments.

Current liabilities, shown net of liabilities for deferred income, contracted, falling from 56,265 thousand euros at December 31, 2017 to 32,626 thousand euros at June 30, 2018, mainly due to the extinguishment of a liability of 18 million euros owed to Banca Popolare di Bari for the acquisition of Credit Management S.r.l., paid early in January 2018, and the acquisition of some minority interests.

The main components of non-current assets, which totaled 1,217,093 thousand euros at June 30, 2018, include goodwill and other intangible assets.

In the reporting period, the Group's net investments in property, plant and equipment and intangibles totaled 20,460 thousand euros.

Non-current liabilities mainly reflect the following:

- 15,068 thousand euros for the non-current portion of the liability recorded upon the recognition of the options executed with the minority shareholders of Cerved Credit Management Group S.r.I. and Click Adv S.r.I.;

- deferred tax liabilities deriving from temporary differences between the value attributed to an asset or liability in the financial statements and the value attributed to the same asset or liability for tax purposes. On the reporting date, deferred taxes mainly included the tax liabilities recognized on the value of Customer Relationships.

## NET FINANCIAL DEBT OF THE CERVED GROUP

The table that follows shows a breakdown of the Group's net financial debt at June 30, 2018 and at December 31, 2017 and June 30, 2017 Restated:

	At June 30, 2018	At December 31, 2017 Restated	At June 30, 2017 Restated	
(in thousands of euros)		Restated	Residieu	
A. Cash	51	28	22	
B. Other liquid assets	57,673	99,179	43,022	
C. Securities held for trading	-	-	-	
D. Liquidity ( A )+( B )+( C )	57,724	99,207	43,044	
E. Current loans receivable	-	-	-	
F. Current bank debt	(120)	(197)	(174)	
G. Current portion of non-current borrowings	1,310	1,755	(11,148)	
H. Other current financial debt	(30,005)	(3,258)	(2,434)	
I. Current financial debt ( F )+( G )+( H )	(28,815)	(1,700)	(13,756)	
J. Net current financial debt ( D)+( E )+( I )	28,909	97,507	29,288	
K. Non-current bank debt	(571,641)	(571,075)	(551,992)	
L. Bonds outstanding	-	-	-	
M. Other non-current financial debt	(1,593)	(675)	(99)	
N. Non-current financial debt ( K )+( L )+( M )	(573,234)	(571,750)	(552,091)	
O. Net financial debt ( J )+( N )	(544,325)	(474,243)	(522,803)	



## CERVED GROUP S.P.A.



At June 30, 2018, the Group's net financial debt totaled 544,325 thousand euros, compared with 474,243 thousand euros at December 31, 2017, this increase is the net result of the following factors:

- the payment, on January 2, 2018, of the price of 18 million euros to purchase Credit Management S.r.l. and financed with the liquidity generated by a loan provided by Cariravenna at the end of December 2017;
- the acquisitions of: (i) Juliet S.p.A. at a price of 52.6 million euros, which was paid on May 14, 2018, and (ii) some minority interests in the second quarter of 2018; see the section entitled "Significant Events in the First Half" for additional information;
- a drawdown of 27 million euros taken from the Revolving Line on April 20, 2018 for partial financing of the acquisition of Juliet S.p.A.

## SIGNIFICANT EVENTS IN THE FIRST HALF OF THE YEAR

On January 9, 2018, the Board of Directors of the incorporating company "Cerved Information Solutions S.p.A.," acting pursuant to Article 2505, Section Two, and Article 2505-*bis*, Section Two, of the Italian Civil Code, adopted a resolution concerning the merger by incorporation of Cerved Group S.p.A. (the "First Merger") and the merger by incorporation into the Company of Consit Italia S.p.A., a company 94.33% owned by Cerved Group S.p.A. (the "Second Merger" and, together with the First Merger, the "Transaction"), to be executed subsequent to the effectiveness of the First Merger:

- On <u>March 15, 2018</u>, a deed of merger was executed for the First Merger, effective as of March 19, 2018 for legal purposes and effective retroactively as of January 1, 2018 for tax and accounting purposes.

- On <u>March 20, 2018</u>, a deed of merger was executed for the Second Merger, effective as of March 23, 2018 for legal purposes and effective retroactively as of January 1, 2018 for tax and accounting purposes. As a result of the Second Merger, all Consit shares were automatically cancelled, having been exchanged for Cerved Information Solutions shares, based on exchange ratio set at 3.05 Cerved Information Solutions shares, without par value, for each Consit share, par value of 0.51 euros per share. On <u>March 27, 2018</u>, in order to allow the allotment of the exchanged shares to Consit shareholders other than Cerved Information Solutions, the Company increased its share capital by a par value amount of 71,142.26 euros through the issuance of 274,979 new common shares, without par value, thereby increasing its subscribed and fully paid-in share capital to 50,521,142.26 euros, comprised of 195,274,979 common shares.

On <u>February 16, 2018</u>, an agreement was executed with the bank pool to extend the duration of 50% (200 million euros) of the Term Loan Facility B from January 2022 to November 2023.

Effective as of <u>March 12, 2018</u>, Cerved Master Services S.p.A. was admitted to the Board regulated by Article 106 T.U.B., as reformed by Legislative Decree No. 141 of 2010 and implemented by Banca d'Italia's Circular No. 288 of April 3, 2015, which enables it to provide Master Servicing services in connection with securitization transactions. Having met this requirement, the Company could officially inform Banca d'Italia that it began operational activities effective as of <u>June 1, 2018</u>.

On <u>April 9, 2018</u>, meeting in extraordinary session, the Shareholders' Meeting of Cerved Information Solutions S.p.A. adopted a resolution changing its name to Cerved Group S.p.A., effective as April 30, 2018, official registration date with the Chamber of Commerce.

On <u>May 2, 2018</u>, further to a mutually agreed cancellation of the shareholders' agreement with the minority shareholder of Major 1, the Company acquired the remaining 30% of the equity capital of Major 1 S.r.I. it did not own. thereby increasing its controlling interest to 100%.





On <u>May 2, 2018</u>, further to the exercise of the put option awarded to the minority shareholders of Clickadv S.r.l., Cerved Group S.p.A. acquired a further 10% controlling interest in the equity capital of Clickadv S.r.l., thereby raising its controlling interest from 80% to 90%.

On <u>May 10, 2018</u>, through Cerved Credit Management Group S.r.I. and with 100% control by it, there was established a new company under Greek law, Cerved Credit Management Greece S.A., for the purpose of exercising in Greece the activity of credit collection agency on behalf of third parties (in accordance with Legislative Decree No. 4354/2015 and Resolution No. 118/5.19.2017 of the Executive Committee of the Bank of Greece.

<u>On May 14, 2018</u>, Quaestio Cerved Credit Management S.p.A. closed the acquisition of "Juliet," the platform for the recovery of nonperforming loans of Banca Monte dei Paschi di Siena (BMPS). The Juliet platform will carry out special servicing activities for the portfolios of nonperforming loans generated by Banca MPS and will manage at least 80% of the nonperforming loans that will be generated by BMPS for a period of 10 years (initially valued at about 4.5 billion euros), in addition to other nonperforming assets deriving from BMPS's securitization transactions and other securitization transactions promoted by Quaestio (amounting to about 17.6 billion euros at the closing date of the Juliet transaction). The sale's consideration was 52.6 million euros, in line with the consideration of 52.5 million euros announced on August 2, 2017, as corrected for certain adjustments to some working capital items. This consideration could be increased by an earnout of up to 33.8 million euros, possibly payable in two installments, upon the achievement of certain economic results, further to the approval of the financial statements of Juliet S.p.A. at December 31, 2020 and December 31, 2015.

On <u>May 28, 2018</u>, Cerved Group closed a transaction to purchase an additional 3.21% interest in the equity capital of Cerved Credit Management Group S.r.I. from the minority partners, executing an outstanding option and thus increasing its controlling interest in Cerved Credit Management Group S.r.I. from 91.98% to 95.19%.

On June 15, 2018, Cerved Group executed three "Forward Start" IRS contracts to hedge Tranche C of the Senior Facility, from January 15, 2022 to November 30, 2023.

On <u>June 24, 2018</u>, the Board of Directors of Cerved Group S.p.A., further to the resignation of the Independent Director Giulia Bongiorno, upon a recommendation by the Compensation and Nominating Committee and with the favorable opinion of the Board of Statutory Auditors coopted Simona Elena Pesce as an Independent Director for a term of office ending with the next Shareholders' Meeting.

During the month of June 2018, Cerved Group S.p.A. executed two binding agreements, subject to certain conditions precedent, to purchase majority interests in the following companies:

- Spazio Dati S.r.I., already 48% owned; the acquisition of a controlling interest is aimed at maximizing the possibilities to utilize the operational excellences demonstrated by the Spazio Dati's data scientist team. Important synergies are also expected within the framework of the data-driven platforms, which provide customers with marketing and lead generation services;

- Pro Web Consulting S.A., a rapidly growing Swiss company that provides search engine optimization and conversion rate optimization services for the websites of large companies operating primarily in Italy.

On <u>June 24, 2018</u>, the Board of Directors of Cerved Group S.p.A. reviewed and approved the Industrial Plan for the next three year, in addition to approving the 2018-2020 Strategic Outlook.

For subsequent years until 2020, the growth targets for the Group's adjusted consolidated EBITDA, stated as compound average annual growth rate, project an organic growth ranging between +3.0% and +5.0%, plus growth from acquisition of +2.0% to +3.5%, for a total consolidated growth rate of +5.0% and +8.5%.





As for the capital structure, the medium/long-term objective for net financial debt is 3.0x year-end Adjusted EBITDA, barring extraordinary transaction and non-recurring impacts.

With regard to dividend policy, the following two components should be taken into consideration: (i) a gradual ordinary dividend based on a distribution of about 40%-50% of Adjusted net profit attributable to owners of the parent; and (ii) potentially, a variable special dividend to be determined in a manner that will maintain the Group's net financial debt in line with the medium/long-term objective of 3.0x Adjusted EBITDA for the latest 12 months, barring the use of resources for acquisitions and share buybacks.

## SIGNIFICANT EVENTS OCCURRING AFTER JUNE 30, 2018

On July 2, 2018, Cerved Group S.p.A. acquired the big data analysis and media monitoring business operations of Bauciweb S.r.I. for a consideration of 250 thousand euros; the purpose of this transaction is to increase the quality and quantity of offline and online content, both for the business information and marketing activities, in addition to broadening Cerved's value position within the news environment. The acquired business operations includes a team of professional technicians and analysts and a software platform that allows the collection, classification and analysis of news that will be integrated into the solutions of the Cerved Group.

On <u>July 24, 2018</u>, Cerved Group closed a transaction to acquire an additional 26.19% interest in the equity capital of Spazio Dati S.r.l., thereby achieving control of Spazio Dati and increasing its ownership percentage from 48% to 74.19% with the parties mutually agreeing to buy-sell the remaining shares in three successive tranches, the last of which expiring in 2021.

Lastly, on <u>July 24, 2018</u>, through its indirect subsidiary Cerved Legal Services S.r.l., the Company established a "Company of Lawyers" called La Scala Cerved – a limited liability company of lawyers in accordance with Law No. 124/2017 ("Competition Law"), owned 33.3% by Cerved Legal Services S.r.l., with the remaining 66.66% owned by attorneys who are partners of the La Scala law firm. The purpose of this new entity will be to manage, through judicial proceedings and out-of-court settlements, bank-originated loans, with the aim of becoming the leader in Italy by combining the technical-professional knowhow and competencies for systems, technology and big data of the Cerved Group with the legal-professional competencies of the La Scala law firm.

## **BUSINESS OUTLOOK**

Insofar as the business outlook for 2018 is concerned, the Group is expecting a scenario of rising revenues and *Adjusted EBITDA* based on the contribution of all divisions (Credit Information, Credit Management and Marketing Solutions) and benefitting from a strong contribution generated by the consolidation of the partnerships with Quaestio and Banca Popolare Bari in the management of non-performing loans and from an improvement of the processes to improve the integration, rationalization and efficiency of the Group's activities, with the aim of increasing Group's profitability and generation of operating cash flow.

## PERFORMANCE SHARE PLAN

With regard to the "2019-2021 Performance Share Plan" (the "Plan"), reserved for some of the Group's key persons, identified among Directors, executives and other members of top management, please note that at June 30, 2018 1,016,183 stock options were outstanding for the First Cycle (1,030,256 at December 31, 2017), 931,490 stock options were outstanding for the Second Cycle (931,490 at December 31, 2017) and 977,326 stock options were outstanding for the Third Cycle.





## TRANSACTIONS WITH RELATED PARTIES

For a detailed presentation of the transactions executed during the reporting period, see the information provided in the notes to these Condensed Consolidated Semiannual Financial Statements.

## INFORMATION ABOUT THE "OPT OUT" SYSTEM

As required by the provisions of Article 70, Section 8, of the Issuers' Regulation, the Company specifies that on April 2, 2014, concurrently with the filing of an application to list its shares on the MTA, it chose to adopt the "opt out" system provided under Article 70, Section 8, and Article 71, Section 1-*bis*, of the Issuers' Regulation, thereby availing itself of the exemption from the obligation to publish the information documents required in connection with material transactions involving mergers, demergers, capital increases through conveyances of assets in kind, acquisition and divestments.

## INFORMATION ABOUT CORPORATE GOVERNANCE

The Company aligned its corporate governance system with the relevant provisions of Legislative Decree No. 58/1998 ("**TUF**") and the corporate governance code for listed companies approved by the Corporate Governance Committee and promoted by Borsa Italiana, ABI, Ania, Assogestioni, Assonime and Confindustria (the "**Corporate Governance Code**").

For additional information about the Company's corporate governance see the relevant page of the Company's website: company.cerved.com/it/documenti.





# Condensed Consolidated Semiannual Financial Statements





## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(in thousands of euros)	Notes	At June 30, 2018	At June 30, 2017 Restated
Revenues	6.1	222,822	198,515
- amount with related parties		357	332
Other income	6.2	143	63
Total revenues and income		222,965	198,578
Cost of raw materials and other materials	6.3	(2,442)	(4,186)
Cost of services	6.4	(60,074)	(48,437)
- amount from non-recurring transactions	6.9	(2,238)	(1,345)
- amount with related parties	9	(886)	(781)
Personnel costs	6.5	(58,376)	(51,549)
- amount from non-recurring transactions	6.9	(1,539)	(2,548)
- amount with related parties	9	(2,744)	(2,562)
Other operating costs	6.6	(4,962)	(4,312)
- amount from non-recurring transactions	6.9	(105)	-
Impairment of receivables and other accruals	6.7	(1,792)	(3,181)
Depreciation and amortization	6.8	(33,382)	(34,602)
Operating profit		61,937	52,311
Pro rata interest in the result of companies valued by the equity method	9	108	62
- amount with related parties		108	62
Financial income	6.10	473	418
Financial charges	6.11	(10,175)	(16,222)
- amount from non-recurring transactions	6.9	(550)	-
- amount with related parties	9	(639)	-
Profit before income taxes		52,344	36,568
Income tax expense	6.12	(15,567)	(13,128)
Net profit		36,777	23,440
Amount attributable to non-controlling interests		1,003	671
Net profit attributable to owners of the parent		35,773	22,769
Other components of the statement of comprehensive income:			
Items that will not be later reclassified to the income statement:			
- Actuarial gains/(losses) on defined-benefit plans for employees		(46)	177
- Tax effect		11	(43)
Items that may be reclassified into profit or loss for the period:			
- Gains (Losses) deriving from hedge accounting		(723)	718
- Tax effect		242	(172)
- Gains (Losses) from the translation of the financial statements of		(0)	(20)
foreign companies		(6)	
Comprehensive net profit		36,255	24,100
- Amount attributable to owners of the parent		35,255	23,432
- Amount attributable to non-controlling interests		1,000	649
Basic earnings per share (in euros)		0.183	0.117
Diluted earnings per share (in euros)		0.180	0.116





## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(in thousands of euros)	Notes	At June 30, 2018	At December 31, 2017 Restated
ASSETS			
Non-current assets			
Property, plant and equipment	6.13	20,772	20,597
Intangible assets	6.14	382,755	395,852
Goodwill	6.15	802,913	750,416
Investments in companies valued by the equity method	6.16	5,859	5,752
Other non-current financial assets	6.17	4,793	4,781
Total non-current assets		1,217,093	1,177,397
Current assets		1,217,000	1,111,001
Inventory	6.18	293	1,971
Trade receivables	6.19	158,035	160,018
- amount with related parties	9	202	112
Tax receivables	6.20	4,113	4,172
Other receivables	6.21	3,478	3,347
- amount with related parties	9	320	106
Other current assets	6.22	13,273	13,763
Cash and cash equivalents	6.23	57,724	99,207
Total current assets		236,916	282,478
TOTAL ASSETS		1,454,009	1,459,875
Share capital		50,521	50,450
Statutory reserve		10,090	10,090
Additional paid-in capital		434,099	438,981
Other reserves		(4,317)	(16,451)
Net profit attributable to owners of the parent		35,773	52,795
Shareholders' equity attributable to owners of the parent		526,166	535,865
Shareholders' equity attributable to non-controlling interests		6,842	7,452
TOTAL SHAREHOLDERS' EQUITY	6.24/6.25	533,008	543,317
Non-current liabilities			
Long-term debt	6.26/6.27	573,234	571,749
Employee benefits	6.28	12,895	13,276
Provision for risks and charges	6.29	5,305	5,956
Other non-current liabilities	6.30	15,068	26,200
- amount with related parties	9	10,055	15,006
Deferred tax liabilities	6.31	82,974	85,131
Total non-current liabilities		689,476	702,312
Current liabilities	6.26		
Short-term borrowings	6.32	28,815	1,700
Trade payables	9	49,793	46,045
- amount with related parties	6.33	957	1,396
Current income tax payables	6.34	24,491	7,740
Other tax payables	6.35	9,754	3,697
Other liabilities	9	118,672	155,064
- amount with related parties		6,431	8,161
Total current liabilities		231,525	214,246
TOTAL LIABILITIES TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES		921,001 1,454,009	916,558 1,459,875





## CONSOLIDATED STATEMENT OF CASH FLOWS

(in thousands of euros)	Notes	At June 30, 2018	At June 30, 2017 Restated
Profit before taxes		52,344	36,569
Depreciation and amortization	6.8	33,382	34,595
Impairment of receivables and other accruals, net	6.7	1,792	3,065
Performance Share Plan	6.5	3,203	677
Net financial charges		9,594	15,742
Pro rata interest in the result of investee companies valued by the equity method	6.16	(108)	(62)
Cash flow from/(used in) operating activities before changes in working capital		100,207	90,586
Change in operating working capital		(11,182)	(3,287)
Change in other working capital items		6,879	7,723
Change in provisions for risks and charges, deferred taxes and other liabilities		(1,593)	(5,481)
Cash flow from changes in working capital		(5,896)	(1,042)
Income taxes paid		-	(9,586)
Cash flow from/(used in) operating activities		94,311	79,958
Additions to intangible assets	6.14	(17,516)	(17,227)
Additions to property, plant and equipment	6.13	(3,017)	(3,650)
Disposals of property, plant and equipment and intangible assets	6.13/6.14	73	131
Financial income		16	418
Acquisitions net of acquired cash	5	(70,453)	435
Capital increase by Quaestio Cerved Credit Management S.p.A. underwritten by minority interests		2,956	-
Investments in associates net of dividends received	6.10	457	-
Change in other non-current financial assets		(12)	(1,481)
Acquisition of minority interests		(14,412)	(2,234)
Cash flow from/(used in) investing activities		(101,908)	(23,608)
Change in short-term borrowings		(517)	(330)
Repayment of Senior Loan facility		-	(4,800)
Drawdown from Revolving Line	6.26	27,000	-
Charges for the amendment to the Senior Loan facility		(1,000)	-
Interest paid		(6,644)	(8,658)
Dividends paid		(52,724)	(48,051)
Cash flow from/(used in) financing activities		(33,885)	(61,839)
Change in cash and cash equivalents		(41,483)	(5,495)
Cash and cash equivalents at the beginning of the period	6.23	99,207	48,531
Cash and cash equivalents at the end of the period	6.23	57,724	53,492
Difference		(41,483)	(5,495)





## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

(in thousands of euros)	Share capital	Statutory reserve	Additio- nal paid-in capital	Other reserves	Net profit attributabl e to owners of the parent	Consoli- dated sharehold. equity attributabl e to owners of the parent	Sharehold . equity attributa- ble to non- control- ling interests	Total share- holders' equity
Balance at December 31, 2016	50,450	10,090	444,636	(15,623)	47,280	536,833	7,100	543,933
Impacts from first-time adoption of IFRS 15 and IFRS 9				(8,724)		(8,724)		(8,724)
Balance at January 1, 2017 Restated	50,450	10,090	444,636	(14,474)	47,280	528,109	7,100	535,209
Appropriation of the 2016 result				47,280	(47,280)	-		-
Dividend distribution (0.218 euros per share)				(42,510)		(42,510)		(42,510)
Distribution of other reserves			(5,655)			(5,655)		(5,655)
Performance Share Plan				671		671	6	677
Acquisition of additional non-controlling interest (Clickadv)				1,009		1,009	(1,009)	-
Total transactions with owners	-	-	(5,655)	(40.830)	-	(46,485)	(1,003)	(47,488)
Net profit					22,770	22,770	671	23,441
Other changes in stat. of comprehensive income				682		682	(22)	660
Net comprehensive result	-	-	-	682	22,770	23,452	649	24,101
Balance at June 30, 2017 Restated	50,450	10,090	438,981	(17,215)	22,770	505,076	6,746	511,822

(in thousands of euros)	Share capital	Statutory reserve	Additional paid-in capital	Other reserves	Net profit attributa ble to owners of the parent	Consoli- dated sharehold. equity attributabl e to owners of the parent	Sharehold. equity attributa- ble to non- control-ling interests	Total share- holders' equity
Balance at December 31, 2017 Restated	50,450	10,090	438,981	(16,430)	52,774	535,866	7,452	543,318
Appropriation of the 2017 result				52,774	(52,774)	-		-
Dividend distribution (0.245 euros per share)				(47,842)		(47,842)		(47,842)
Distribution of additional paid-in capital			(4,882)			(4,882)		(4,882)
Performance Share Plan				3,203		3,203		3,203
Acquisition of non-controlling interest through capital increase (Consit)	71			1,596		1,667	(1,667)	-
Acquisition of non-controlling interest (ClikAdv)				1,083		1,083	(1,083)	-
Acquisition of non-controlling interest (Major 1)				241		241	(241)	-
Acquisition of non-controlling interest in CCMG				1,625		1,625	(1,625)	-
Acquisition of equity interest in Juliet				(50)		(50)	50	-
Subscription of share capital increase by Quaestio Cerved Credit Management						-	2,956	2,956
Total transactions with owners	71	-	(4,882)	(40.144)	-	(44,955)	(1,610)	(46,565)
Net profit					35,773	35,773	1,003	36,776
Other changes in stat. of comprehensive income				(517)		(517)	(3)	(520)
Net comprehensive result	-	-	-	(517)	35,773	35,255	1,000	36,255
Balance at June 30, 2017 Restated	50,521	10,090	434,099	(4,317)	35,773	526,166	6,842	533,008





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS AT JUNE 30, 2018

## GENERAL INFORMATION

Cerved Group S.p.A. (hereinafter "Cerved Group" or the "Company") is a corporation established on March 14, 2014, domiciled in Italy, with registered office in San Donato Milanese, Via Dell'Unione Europea 6/A-B, and organized in accordance with the laws of the Italian Republic.

# 1 CRITERIA FOR THE PREPARATION OF THE CONSOLIDATED SEMIANNUAL FINANCIAL STATEMENTS

### **1.1 REFERENCE ACCOUNTING PRINCIPLES**

These Consolidated Semiannual Financial Statements at June 30, 2018 were prepared in accordance with the requirements of Article 154-ter of Legislative Decree No. 58 of February 24, 1998 (Uniform Financial Code – UTF), as amended, and in implementation of IAS 34. They do not include all the information required by the IFRS for the preparation of annual financial statements and, consequently, should be read in conjunction with the consolidated financial statements at December 31, 2017, prepared in accordance with the International Accounting Principles ("IFRS") published by the International Accounting Standards Board ("IASB") and adopted by the European Union. The IFRS shall be understood to also include all revised international accounting standards ("IAS") and all interpretations issued by the International Financial Reporting Interpretations Committee ("SIC").

Please note that the statement of comprehensive income, the statement of financial position, the statement of changes in shareholders' equity and the statement of cash flows are being presented in accordance with the extended presentation format, which is the same as the one adopted for the consolidated financial statements at December 31. 2017. However, the accompanying notes are presented in condensed form and, consequently do not include all the information required for annual financial statements. Specifically, please note that, as allowed by IAS 34 and to avoid repetition of already published information, the notes to the financial statements review exclusively those components of the statement of cash flow the composition of which or the changes affecting them, due to their amount or nature or because they are unusual, make them essential to understand the Group's income statement, financial position and cash flow.

These Consolidated Semiannual Financial Statements at June 30, 2018 are comprised of a statement of comprehensive income, a statement of financial position, a statement of changes in shareholders' equity, a statement of cash flows and the accompanying notes. These schedules are presented in a format that includes the comparative data required by IAS 34 (December 31, 2017 for the statement of financial position and June 30, 2017 for the statement of comprehensive income and the statement of cash flows).

The Board of Directors of Cerved Group S.p.A. approved these Consolidated Semiannual Financial Statements at June 30, 2018 on July 30, 2018 and, on the same day, authorized their publication.

This document was the subject of a limited audit by the statutory independent auditors.





## **1.2 ESTIMATES AND ASSUMPTIONS**

In the preparation of Consolidated Semiannual Financial Statements and the accompanying notes in accordance with IAS 34, Directors are required to apply accounting principles and methods that, in some cases, are based on difficult and subjective assessments and estimates, based on historical experience and assumptions that, in each case, are deemed reasonable and realistic in the corresponding circumstances. The adoption of these estimates and assumptions affects the amounts shown in the financial statement schedules, including the statement of financial position, the comprehensive income statements and the statement of cash flows, as well as the disclosures provided. Final results for the line items for which the abovementioned estimates and assumptions were used could differ from those shown in the financial statements due to the uncertainty that characterizes the assumptions and the conditions upon which the estimates are based.

The areas for which Directors are required to use greater subjectivity in developing estimates and for which a change in the conditions underlying the assumptions used could have a material impact on the Company's financial statements are listed below.

#### a) Impairment of Assets

In accordance with the accounting principles applied by the Group, property, plant and equipment, intangible assets and investment property must be tested to determine if an impairment has occurred, which is recognized by means of a writedown, when there are indicators showing that it may be difficult to recover the net carrying amount of the assets through their use. The determination of the existence of such indicators requires, on the part of the Board of Directors, the development of subjective valuations, based on information available within the Group and in the market and on past experience. Moreover, if it can be determined that a potential impairment may have occurred, the Group must quantify the impairment using appropriate valuation techniques. The correct identification of the elements indicating the existence of a potential impairment of property, plant and equipment, intangible assets and investment property and the estimates required to measure the impairment are based on factors that can vary over time, with an impact on the valuations and estimates made by the Board of Directors.

#### b) Depreciation and Amortization

The cost of property, plant and equipment and intangible assets is depreciated and amortized, respectively, on a straight line over the estimated useful lives of the assets. The useful economic lives of these assets are determined by the Board of Directors when the assets are acquired; they are based on past experience for similar assets, market conditions and projections about future events that could have an impact on the useful lives of the assets, such as changes in technology. Consequently, the actual economic life could differ from the estimated useful life.

#### c) Provision for Impairment of Receivables

The provision for impairment of receivables reflects estimates of projected losses for the Group's portfolio of receivables. The provisions for projected impairment of receivables recognized were estimated based on past experience for receivables posing a similar credit risk, current and past unpaid amounts, and a careful monitoring of the quality of the portfolio of receivables and current and projected conditions in the economy and the reference markets. Estimates and assumptions are revised periodically and the effects of any change are reflected in the income statement for the year to which they are attributable.





#### d) Employee Benefits

The present value of the retirement benefit obligations depends on independent actuarial computations and various assumptions taken into consideration. Any changes in these assumptions or the discount rate applied are promptly reflected in the computation of the present value and could have a significant impact on financial statement data. The assumptions used for actuarial computation purposes are reviewed each year.

The present value is determined by discounting future cash flows at an interest rate equal to that of high quality corporate bonds issued in the currency in which the liability will be settled and taking into account the duration of the corresponding pension plan. For additional information see Note 6.5 "Personnel Costs" and Note 6.28 "Employee Benefits."

Estimates and assumptions are reviewed periodically and the effects of any change are reflected immediately in profit or loss.

### e) Derivatives

Derivatives, executed mainly to hedge risks related to fluctuations in financial charges, are valued in the same manner as securities held for sale, are measured at fair value through profit or loss and are classified into current and non-current other assets or liabilities. The fair value of financial derivatives is determined based on market prices or, if these are not available, it is estimated with appropriate valuation techniques based on up-to-date financial variables used by market operators and, whenever possible, taking into account recorded prices for recent transactions involving similar financial instruments. When there is objective evidence of impairment, asset-side derivatives are shown net of the amounts set aside in the corresponding provision for impairment.

Derivatives are classified as hedging instruments when the relationship between the derivative and the hedged item is formally documented and the effectiveness of the hedge, tested periodically, is high. Compliance with the requirements defined in IAS 39 to qualify for hedge accounting is verified periodically. Changes in the fair value of derivatives that do qualify for hedge accounting are recognized in profit or loss.

Option contracts concerning minority interests in subsidiaries executed with minority shareholders are recognized, on the date of execution, as financial liabilities with the offset posted to other equity reserves; the value of these financial liabilities is adjusted periodically, with any changes identified subsequent to initial recognition reflected in profit or loss.

#### **1.3 ACCOUNTING PRINCIPLES APPLICABLE AS OF JANUARY 1, 2018**

The accounting principles used to prepare the quantitative economic and financial data at June 30, 2018 are the International Accounting Standards (IAS), the International Financial Reporting Standards (IFRS) and the corresponding interpretations, published by the IASB and endorsed by the European Union, as of this document's reporting date.

The accounting principles and consolidation criteria adopted to prepare these Consolidated Semiannual Financial Statements are consistent with those adopted to prepare the Group's Consolidated Financial Statements for the year ended December 31, 2017, except for the International Accounting Standards in effect as of January 1, 2018, reviewed in the section of the 2017 Annual Financial Report entitled "Recently Issued Accounting Standards." In particular, the provisions of IFRS 15 "Revenues from Contracts with Customers," the corresponding clarifications set forth in the document entitled "Clarifications of IFRS 15-Revenues from Contracts with Customers" and IFRS 9 "Financial Instruments" are relevant for the purposes of these Condensed Consolidated Semiannual Financial Statements as at June 30, 2018.

With regard to IFRS 15, the considerations stated in the 2017 Annual Financial Report have been confirmed in Note 1.4 "Recently Issued Accounting Standards" and, consequently, the adoption of this standard affected the Group's operating sectors as described below.



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The Credit Information segment was mainly affected by some products in the Business Information line for which customers have the option of accessing a platform through which they can receive a series of services over a certain time period. Specifically concerning the "Decision-making Systems" product line, previously recognized in full on the date the contract was signed, and contracts with subscription payments executed with banking institution counterparties, generally for a three-year period, the Group decided that a time allocation of the subscription over the contract period was more appropriate.

For Credibility products and related ancillary services, the recognition of the consideration, previously based on an assessment by management of the service rendered and on a correlation with the costs incurred, the Group found that an adequate approach was to recognize the consideration based on a direct measurement of the value of the service supplied to the customer, prorated over the entire length of the contract.

#### a) IFRS 9 – Financial Instruments

With regard to IFRS 9, the impacts included the introduction of a model for expected credit losses in the valuation of receivables and the fair value measurement of an equity investment previously valued at cost.

The impacts of IFRS 15 and IFRS 9 at January 1, 2017 on the Cerved Group are summarized in the table below:

			Cre Inform		Mark Solu		Cre Manag	
(in thousands o	of euros)	Opening at 01/01/2017	IFRS 15	IFRS 9	IFRS 15	IFRS 9	IFRS 15	IFRS 9
	Adjustment to fair value of equity investments	1.502	-	1.502	-	-	-	-
0	Commercial deferred income, net	(11.798)	(9.212)	-	(268)	-	(2.317)	-
Statement of financial position	Adjustment of the provision for doubtful accounts based on looking-forward method	(1.799)	-	(1.492)	-	-	-	(307)
position	Net deferred taxes	3.370	2.570	4	75	-	646	74
	Shareholders' equity	(8.724)	(6.642)	15	(193)	-	(1.671)	(233)

## b) Accounting Standards, Amendments and Interpretations not yet Applicable for Which the Group Did Not Choose Early Adoption

The table below lists the international accounting standards, interpretations and amendments to existing accounting standards and interpretations or specific provisions set forth in standards and interpretations approved by the IASB, showing which ones were endorsed or not endorsed for adoption in Europe as of the date of this document:

Description	Endorsed as of the date of this document	Effective date of the standard
IFRS 16 Leases	Yes	Years beginning on or after January 1, 2019
Annual Improvements to IFRSs 2015-2017 Cycle	No	Years beginning on or after January 1, 2019
IFRS 17 Insurance Contracts	No	Years beginning on or after January 1, 2021
Amendments to IAS 28: Long-term Interests in Associates and Joint Ventures	No	Years beginning on or after January 1, 2019
Amendments to IFRS 9: Prepayment Features with Negative Compensation	Yes	Years beginning on or after January 1, 2019
IFRIC 23 Uncertainty over Income Tax Treatments	No	Years beginning on or after January 1, 2019
Amendments to IAS 19: Plan Amendment,	No	Years beginning on or after January 1, 2019





Curtailment or Settlement		
Amendments to References to the Conceptual	No	Veero beginning on er efter lenver (1.2020
Framework in IFRS Standards		Years beginning on or after January 1, 2020

Insofar as IFRS 16 Leases is concerned, the new standard replaces all previous IFRS accounting requirements applicable when accounting for leases. This new standard will go into effect for reporting years beginning on or after January 1, 2019. Early adoption is allowed, provided the new IFRS 15 on revenues has been adopted or is being adopted on the same date as IFRS 16.

In 2018, the Group continued mapping the instances potentially affected by this standard, the effects of which will be quantified in the second half of 2018.

The Group did not choose early adoption for accounting standards and/or interpretations that were not endorsed and the adoption of which would be mandatory for reporting period beginning after January 1, 2018.

## 2 SCOPE OF CONSOLIDATION AND CONSOLIDATION CRITERIA

The Consolidated Financial Statements include the financial statements of the Group's Parent Company and those of companies in which the Parent controls, directly or indirectly, a majority of the votes exercisable at the Ordinary Shareholders' Meeting.

	Registered office	Share capital	% ownership	Consolidation method
		(in thousands of euros)	(direct and indirect)	
Cerved Group S.p.A. (Parent Company)	San Donato Milanese	50,521	-	Line by line
Cerved Credit Collection S.p.A.	San Donato Milanese	150	95.19%	Line by line
Cerved Credit Management Group S.r.l.	San Donato Milanese	56	95.19%	Line by line
Cerved Credit Management S.p.A.	San Donato Milanese	1,000	95.19%	Line by line
Cerved Legal Services S.r.l.	San Donato Milanese	50	95.19%	Line by line
Cerved Rating Agency S.p.A.	San Donato Milanese	150	100.00%	Line by line
Cerved Master Services S.p.A.	San Donato Milanese	3,000	95.19%	Line by line
Spazio Dati S.r.I.	Trent	22	48.00%	Equity method
S.C. Re Collection S.r.l.	Romania	110	95.19%	Line by line
Experian Italia S.p.A.	Rome	1,980	4.65%	Equity method
Clickadv S.r.l.	Pozzuoli	10	90.00%	Line by line
Major 1 S.r.I.	Novara	11	100.00%	Line by line
Quaestio Cerved Credit Management S.p.A.	San Donato Milanese	6,000	47.49%	Line by line
Credit Management S.r.l.	Bari	30	95.19%	Line by line
Juliet S.p.A	Siena	50	47.49%	Line by line
Cerved Credit Management Greece S.A.	Athens (Greece)	500	95.19%	Line by line

A list of companies consolidated line by line or by the equity method at June 30, 2018 is provided below:

All subsidiaries close their financial statements on the same date as Cerved Group S.p.A., the Group's Parent Company, except for Experian Italia S.p.A., which closes its financial statements at March 31. The financial statements of subsidiaries prepared in accordance with accounting principles different from the IFRSs adopted by the Group's Parent Company were restated as necessary to make them consistent with the Parent Company's accounting principles.





Quaestio Cerved Credit Management S.p.A., a company 49.99% owned by Cerved Credit Management Group S.r.I., is being consolidated line by line into the Cerved Group pursuant to IFRS 10 Consolidated Financial Statements and by virtue of the strengthened governance rights awarded to Cerved originated shareholders by virtue of the shareholders' agreement executed by the company's two shareholders.

## 3 RISK MANAGEMENT

### **3.1 Financial Risk Factors**

The Group's operations are exposed to the following risks: (i) market risk (defined as foreign exchange and interest rate risk), (ii) credit risk (regarding both regular sales transactions with customers and financing activities) and (iii) liquidity risk (regarding the availability of financial resources and access to the credit market and financial instruments in general).

The Group's objective is to maintain over time a balanced handling of its financial exposure, capable of ensuring that the structure of its liabilities is in harmony with the asset composition in its financial statements and delivering the necessary operating flexibility through the combined use of liquidity generated by current operating activities and bank financing.

The ability to generate liquidity through the operating activities, coupled with its borrowing ability, enables the Group to adequately meet its operating needs, in terms of financing its operating working capital and funding its investments, and meet its financial obligations.

The Groups' financing policy and the management of the related financial risks are guided and monitored at the central level. Specifically, the central Finance Department is responsible for assessing and approving projected financing needs, monitoring developing trends and, when necessary, taking corrective action. In addition, the central Finance Department contributes to the development of the Group's financing and cash management policies, seeking to optimize the management of financial and cash flows and related risks. This activity is carried out in cooperation with the management of the divisions, as all decisions are made specifically taking into consideration the Group's operating needs, as approved and revised by the Board of Directors.

The financing tools most frequently used by the Group include the following:

- medium/long-term borrowings to fund investments in non-current assets;
- short-term borrowing and utilization of bank account overdraft facilities to finance working capital.

The following section provides qualitative and quantitative disclosures on the impact of such risks on the Group.

#### (i) Market Risk

#### Foreign Exchange Risk

The exposure to the risk of fluctuations in foreign exchange rates derives from the pursuit of activities in currencies different from the euro. The Group operates primarily in Italy and most of the revenues and purchases of services in foreign countries involve countries that are members of the European Union. Consequently, the Group is not exposed to the risk of fluctuations in the exchange rates of foreign currencies versus the euro.

#### Interest Rate Risk





The Group uses external financial resources in the form of borrowings and invests available liquid assets in bank deposits. Changes in market interest rates affect borrowing costs and the yields of different types of investments, with an impact on the level of the Group's financial charges and financial income.

The Group, being exposed to fluctuations in interest rates insofar as they affect the measurement of debt related financial charges, regularly assesses its exposure to the risk of interest rate changes and manages this risk with interest rate financial derivatives, interest rate swaps (IRS) mainly, executed exclusively for hedging purposes.

The fair value measurement of the derivatives at June 30, 2018, amounting to 718 thousand euros, was recognized directly in the statement of other components of comprehensive income.

The Euribor is the interest to which the Group is most exposed.

Detailed information about financial instruments outstanding at the reporting date is provided in Note 6.26 "Current and noncurrent borrowings."

(ii) Credit Risk

#### **Financial Credit Risk**

The financial credit risk refers to the inability of a counterparty to fulfill its obligations. At June 30, 2018, the Group's liquid assets were invested in bank accounts with top-rated credit institutions.

### **Commercial Credit Risk**

The commercial credit risk derives mainly from trade receivables. To minimize the credit risk related to commercial counterparties, the Group established internal procedures that call for a preventive verification of a customer's solvency prior to accepting a contract through a rating analysis based on Cerved data.

Moreover, there is a procedure for the collection and management of trade receivables that calls for sending written reminders in the event of late payments, followed by gradually more incisive actions (mailing of payment reminder letter, telephone payment requests, threats of legal action and legal action).

Lastly, trade receivables carried in the financial statements are individually analyzed and when positions are found to present conditions that make them partially or fully uncollectible, they are written down. The amount of the writedowns reflects an estimate of recoverable cash flows and the corresponding date of collection. For receivables that are not individually written down, provisions that take into account historical experience and statistical data are recognized on an aggregate basis. See Note 6.19 for additional information about the provision for impairment of receivables.

## (iii) Liquidity Risk

The liquidity risk refers to the potential inability to secure, on affordable terms, the financial resources needed for the Group's operations. The two main factors that affect the Group's liquidity are:

- the financial resources generated or absorbed by the operating and investing activities;
- the maturity characteristics of financial debt.

The Group's liquidity needs are monitored by the central cash management function with the aim of ensuring the effective procurement of financial resources and an adequate investment of/return on liquid assets.



## CERVED GROUP S.P.A.

Management believes that the funds and credit lines currently available, combined with those that will be generated by the operating and financing activities, will enable the Company to meet its needs with regard to investing activities, working capital management and the repayment of debt at the contractual maturities.

With regard to the exposure to trade payables, there is no significant supplier concentration.

#### 3.2 Capital Management

The Group's objective is to create value for its shareholders. Special attention is paid to the debt level relative to shareholders' equity and EBITDA, while pursuing objectives of profitability and operating cash flow generation.

#### 3.3 Estimating Fair Value

The fair value of financial instruments traded in an active market is based on market prices on the date of the financial statements. The fair value of instruments that are not traded in an active market is determined using valuation techniques based on a series of methods and assumptions tied to market conditions on the reporting date.

The classification of the fair value of financial instruments based on hierarchical levels is as follows:

Level 1: Determination of fair value based on quoted prices (unadjusted) for identical financial instruments in active markets; Level 2: Determination of fair value based on valuation techniques that reference variables observable in active markets; Level 3: Determination of fair value based on valuation techniques that reference variables not observable in active markets.

The assets and liabilities measured at fair value and recognized in these Semiannual Consolidated Financial Statements refer to derivatives, classified at Level 2 and included in Current and non-current borrowings, and the equity interest held in SIA, classified at Level 3, as summarized in the table below:

	At June 30, 2018						
(in thousands of euros)	Level 1	Level 2	Level 3	Total			
Other non-current financial assets	-	-	4,343	4,343			
Total	-	-	4,343	4,343			
Derivatives	-	(3,137)	-	(3,137)			
Total	-	(3,137)	-	(3,137)			





## 4 SEGMENT INFORMATION

The operating segments identified by management, which encompass all of the services and products offered to customers, are:

- Credit Information, which includes the supply of corporate, commercial, economic and financial information;
- Marketing Solutions, which includes the supply of market information and analyses;

- Credit Management, which includes services for the assessment and management of "problematic" receivables and assets on behalf of third parties.

The results of the operating segments are measured through an analysis of the trend for EBITDA, defined as profit for the period before depreciation and amortization, non-recurring income and costs, financial charges and income, investment gains or losses and income taxes.

Moreover, management believes that EBITDA provide a good indication of performance because they are not affected by the tax laws or depreciation and amortization policies.

The table that follows shows the revenues and EBITDA of the operating segments:

	FIRST HALF 2018				FI	RST HALF 20 <sup>4</sup>	17 RESTATED	
(in thousands of euros)	Credit Information	Marketing Solutions	Credit Management	Total	Credit Information	Marketing Solutions	Credit Management	Total
Revenues by segment	146,805	11,595	66,338	224,738	142,586	11,947	45,920	200,453
Inter-segment revenues	(985)	-	(931)	(1,916)	(1,041)	(1)	(896)	(1,938)
Total revenues from outsiders	145,820	11,595	65,407	222,822	141,545	11,946	45,024	198,515
EBITDA	74,213	3,694	21,294	99,201	75,389	3,694	11,723	90,806
EBITDA %	50.55%	31.86%	32.10%	44.14%	52.87%	30.92%	25.53%	45.30%
Non-recurring income/(charges)				(3,882)				(3,893)
Depreciation and amortization				(33,382)				(34,602)
Operating profit				61,938				52,311
Pro rata interest in the result of companies carried at equity				108				62
Financial income				474				418
Financial charges				(9,624)				(16,222)
Non-recurring financial income/(charges)				(550)				-
Profit bef. income taxes				52,345				36,569
Income taxes				(15,567)				(13, 128)
Net profit				36,777				23,441





## 5 BUSINESS COMBINATIONS

## Acquisition of Credit Management S.r.l.

On December 29, 2017 Banca Popolare di Bari S.c.p.A ("BPB"), parent company of the eponymous banking group ("BPB Group"), and Cerved Credit Management Group S.r.I. ("Cerved Credit Management Group") entered into an agreement to develop a long-term industrial partnership for the management of nonperforming loans and probable defaults (collectively the "NPLs") of the BPB Group. As part of the agreement, Cerved Credit Management Group S.r.I. finalized the purchase from BPB of the entire share capital of Credit Management S.r.I., a company engaged in the management of the NPLs of the BPB Group, for a consideration of 18 million euros. The abovementioned price could be increased by an earnout of up to 3 million euros, based on the achievement of certain economic results over a time period until 2021, and a price adjustment of up to 340 thousand euros in Cerved's favor, based on an agreement signed by Cerved regarding the maintenance of certain employment levels in 2018.

The table below shows the results of this business combination:

(in thousands of euros)	Fair Value
Property, plant and equipment	8
Other current assets	260
Cash and cash equivalents	26
Acquired assets	295
Employee benefits	(219)
Trade payables	(2)
Other liabilities	(76)
Assumed liabilities	(297)
Net acquired assets	(2)

This transaction resulted in the recognition of goodwill amounting to 18 million euros, which was recognized on a provisional basis, as the Group availed itself of the option provided under IFRS 3 to measure the price paid and the fair value of the net acquired assets within 12 months from the date of acquisition.

## Acquisition of Juliet S.p.A.

On May 14, 2018, Quaestio Cerved Credit Management S.p.A. finalized the acquisition of "Juliet," the platform for the recovery of nonperforming loans of Banca Monte dei Paschi di Siena (BMPS). The Juliet platform, represented by the eponymous company Juliet S.p.A., will carry out special servicing activities for the portfolios of nonperforming loans generated by Banca MPS and will manage at least 80% of the nonperforming loans that will be generated by BMPS for a period of 10 years (initially valued at about 4.5 billion euros), in addition to other nonperforming assets deriving from BMPS's securitization transaction and other securitization transactions promoted by Quaestio (amounting to about 17.6 billion euros at the closing date of the Juliet transaction). The sale's consideration was 52.6 million euros, as corrected for certain adjustments to some working capital items. This consideration could be increased by an earnout of up to 33.8 million euros, possibly payable in two installments, upon the achievement of certain economic results, further to the approval of the financial statements of Juliet S.p.A. at December 31, 2020 and December 31, 2025.





The table below shows the results of this business combination at June 30, 2018:

(in thousands of euros)	Fair Value
Intangible assets	3
Other current assets	12
Cash and cash equivalents	140
Acquired assets	155
Trade payables	(37)
Other liabilities	(22)
Assumed liabilities	(59)
Net acquired assets	96

This transaction resulted in the recognition of goodwill amounting to 52.5 million euros, which was recognized on a provisional basis, as the Group availed itself of the option provided under IFRS 3 to measure the price paid and the fair value of the net acquired assets within 12 months from the date of acquisition.

Fixed price	52,500
Price adjustment	93
Price paid	52,593
Net acquired assets	96
Goodwill	52,497





# 6 NOTES TO THE CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME AND THE CONSOLIDATED STATEMENT OF FINANCIAL POSITION

## 6.1 Revenues

A breakdown of "Revenues" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Sales in Italy	203,517	178,019
International sales	2,834	6,330
Total sales	206,351	184,349
Deferred revenues	16,471	14,166
Total	222,822	198,515

"Deferred revenues" originate from services invoiced but not yet provided to customers as of the end of the reporting period and deferred to the following period in accordance with the accrual principle.

## 6.2 Other Income

At June 30, 2018, "Other income" totaled 143 thousand euros, broken down as follows:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Sundry income	75	35
Insurance settlements	68	28
Total	143	63

## 6.3 Cost of Raw Material and Other Materials

A breakdown of "Cost of raw material and other materials" is as follows:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Consumables	175	164
Cost of sales	1,861	3,648
Fuel	406	374
Total	2,442	4,186

"Cost of sales" refers to the cost of goods bought and resold as part of the asset management and reselling activity carried out by the Cerved Credit Management Group Srl subsidiary through its "Markagain" Division. This item includes 1.1 million euros that are attributable to alignment to estimated realizable value of some assets held by this division.

"Consumables" and "Fuel" refer mainly to costs for Company-owned cars used by employees.



#### 6.4 Cost of Services

A breakdown of "Costs of services" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Information technology services	17,439	14,731
Agents and sales agreement cost	9,482	9,637
Tax, administrative and legal consulting services	2,157	1,499
Advertising and marketing expenses	891	849
Maintenance and technical support costs	3,505	2,538
Utilities	1,331	1,160
Services for asset remarketing activities	727	1,532
Cost for credit collection services	15,170	8,810
Travel expenses and per diems	1,637	1,484
Costs for digital marketing services	2,529	2,565
Other consultancy and services costs	2,968	2,287
Non-recurring costs	2,238	1,345
Total	60,074	48,437

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An overview of the trends affecting the cost of services, compared with the previous year, is provided below:

- the cost of information technology services, amounting to 17,439 thousand euros (+18.3%), reflects the impact of cost increase dynamics driven by gains in revenues regarding expert consultants (3,919 thousand euros, +34.2%) and the costs repaid to the Spazio Dati associated company for the Atoka and Big Data platform (907 thousand euros, +186%);

- the cost for sales agents and distribution agreements, totaling 9,482 thousand euros at June 30, 2018, decreased slightly compared with the previous year (-1.6%) but was in line with the revenue growth dynamics generated by the sales agents network and agreements with some commercial partners;

- the cost of tax, administrative and legal consulting services, amounting to 2,157 thousand euros, increased compared with the first six months of 2017 (+44%) due to higher costs for consulting services related to the launch and implementation of activities required by the new privacy regulations and to compliance related activities;

- the cost for credit collection services was up sharply, rising to 15,170 thousand euros at June 30, 2018 (8,810 thousand euros at June 30, 2017), consistent with the increase in the volumes handled in connection with the management of nonperforming loans by Cerved Credit Management Group.

At June 30, 2018, "Cost of services" included non-recurring costs totaling 2,238 thousand euros. See Note 6.9 "Non-recurring Income and Costs" for additional information.





#### **6.5 Personnel Costs**

A breakdown of "Personnel Costs" is as follows:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 <i>Restated</i>
Wages and salaries	35,909	32,450
Social security charges	12,000	11,065
Retirement benefits	2,967	2,639
Other personnel costs	1,013	626
Performance Share Plan	3,203	677
Non-recurring costs	1,539	2,548
Total staff costs	56,631	50,005
Associates' fees and contributions	292	111
Directors' fees and contributions	1,453	1,433
Total fees and contributions	1,745	1,544
Total	58,376	51,549

At June 30, 2018, "Personnel Costs" includes, among "Other personnel costs," the consideration paid to BMPS for temporarily seconding to Juliet S.p.A. 96 of its employees.

Also worth mentioning is the presence of "non-recurring" personnel costs totaling 1,539 thousand euros at June 30, 2018. See Note 6.9 "Non-recurring Income and Costs" for additional information.

For a breakdown of "Retirement benefits" see the detailed information provided in Note 6.28.

The table below shows a breakdown by category of the average number of Group employees:

Average number of employees	At June 30, 2018	At June 30, 2017 Restated
(in units)		
Executives	74	64
Middle managers	326	288
Office staff	1,698	1,590
Total	2,098	1,942

#### 6.6 Other Operating Costs

A breakdown of "Other operating costs" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Rent	2,937	2,557
Car rentals and expenses for Company cars	512	451
Other costs	340	306
Janitorial services	275	272
Employee cafeteria and meal vouchers	793	726
Other non-recurring operating costs	105	-
Total	4,962	4,312





#### 6.7 Impairment of Receivables and Other Accruals

A breakdown of "Impairment of receivables and other accruals" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Impairment of receivables	1,861	2,588
Accruals to other provisions for risks, net of reversals	(69)	593
Total	1,792	3,181

For more detailed information about the changes that occurred in the provision for risk and charges, see the analysis provided in Note 6.29.

#### 6.8 Depreciation and Amortization

A breakdown of "Depreciation and amortization" is as follows:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Amortization of intangible assets	30,614	32,097
Depreciation of property, plant and equipment	2,768	2,505
Total	33,382	34,602

#### 6.9 Non-recurring Income and Costs

As required by the Consob Communication of July 28, 2006, the table below summarizes the Group's non-recurring income and costs for the period ended June 30, 2018:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Cost of services	2,238	1,345
Personnel costs	1,539	2,548
Other operating costs	105	-
Financial charges	550	-
Total	4,432	3,893

During the reporting period, the Group incurred non-recurring costs totaling 4,432 thousand euros, which included:

- 2,238 thousand euros recognized under costs of services, relating mainly to charges incurred by the Group for nonrecurring activities carried out in connection extraordinary transactions completed or started during the year;

- 1,539 thousand euros for retirement incentives paid to employees as part of the process for the integration of Group companies;

- 105 thousand euros for the tax on financial transactions (so-called Tobin Tax) paid on acquisitions of equity investments carried out during the reporting period;

- 550 thousand euros for the adjustment to the present value of the future cash flows from Cerved Group's loan agreement, based on the conditions stipulated in 2017.



#### 6.10 Financial Income

A breakdown of "Financial income" is provided in the table below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Bank interest income	1	1
Other interest income	5	15
Dividends	457	340
Foreign exchange gains	10	62
Total	473	418

"Dividends" of 457 thousand euros refers exclusively to the dividends distributed by SIA-SSB, a company in which the Group holds an equity interest of 0.76%.

#### 6.11 Financial Charges

A breakdown of "Financial charges" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Interest expense on Forward Start facility	5,169	6,520
Financial component of employee benefits	57	86
Fees and other interest expense	863	973
Amortized cost of facility	1,393	764
Adjustment of financial liability for options of minority shareholders	994	7,468
Financial charges for derivatives	1,149	411
Other non-recurring financial charges	550	-
Total	10,175	16,222

#### 6.12 Income Tax Expense

A breakdown of "Income tax expense" is provided below:

(in thousands of euros)	At June 30, 2018	At June 30, 2017 Restated
Current regional taxes (IRAP)	3,162	3,193
Current corporate income taxes (IRES)	15,077	11,314
Prior-period tax benefits and charges	(437)	270
Benefits and charges from consolidated income tax return	(330)	(1,660)
Prepaid and deferred income taxes	(1,905)	11
Total	15,567	13,128

Current taxes were computed based on the tax rates in effect.

Article 1, Sections 37 to 45, of Law No. 190 of December 23, 2014, as amended by Article 5 of Decree Law No. 3 of January 24, 2015, established an optional status of reduced taxation (also known as "Patent Box") for income deriving from the use of intellectual property, industrial patents, trademarks, drawings and models, as well as processes, formulas and information





relating to knowhow acquired in the industrial, commercial of scientific fields that enjoy legal protection ("Intangible Assets"), with the aim of incentivizing investments in research and development activities.

Basically, the abovementioned statute established a reduced taxation status for income derived from the utilization of the abovementioned Intangible Assets. The economic contribution provided by Intangible Assets to a company's profits can benefit from the abovementioned reduced taxation, provided it is determined in accordance with a ruling stipulated with the Revenue Agency.

In December 2015, in order to access the tax benefit described above for 2015 and the following four years, Cerved Group S.p.A. filed an application for the preventive definition, through negotiations, of the methods and criteria for computing the economic contribution provided by its Intangible Assets. More specifically, Cerved asked to have access to the tax benefit for its trademark, knowhow (database) and software.

The Revenue Agency ruled that the application was admissible and negotiations with the Agency are currently in progress to determine the economic contribution available to the Company.

#### 6.13 Property, Plant and Equipment

(in thousands of euros)	Land and buildings	Electronic equipment	Furniture and fixtures	Other assets	
Balance at December 31, 2017 Restated	8,436	3,052	1,798	7,311	20,597
Additions		1,171	11	1,835	3,017
Disposals – historical cost		(4)	-	(622)	(626)
Disposals – accumulated depreciation		2	7	543	552
Disposals – net	-	(2)	7	(79)	(74)
Depreciation	(295)	(840)	(187)	(1,446)	(2,768)
Balance at June 30, 2018	8,141	3,381	1,629	7,621	20,772
Breakdown:					
- Historical cost	16,869	23,379	4,690	24,201	69,139
- Accumulated depreciation	(8,728)	(19,998)	(3,062)	(16,579)	(48,367)

At June 30, 2018, "Property, plant and equipment" amounted to 20,772 thousand euros.

Additions for the period totaled 3,017 thousand euros. The main items included

(i) 1,288 thousand euros to replace the Company's vehicle fleet;

(*ii*) 1,171 thousand euros to replace hardware with the aim of making the organization more efficient.

No impairment indicators or significant changes in the estimation of the recoverability of the carrying amount of property, plant and equipment were detected in the first half of 2018.





#### 6.14 Intangible Assets

At June 30, 2018, "Intangible assets" totaled 382,756 thousand euros.

(in thousands of euros)	Soft-ware	Trademarks and other rights	Customer Relationships	Economic information databases	Other intangibles	Total
Balance at December 31, 2017 Restated	27,070	23,660	300,094	18,652	26,376	395,852
Additions	9,400	5	-	6,718	1,393	17,516
Divestments – historical cost						
Divestments – accumulated amortization		-				-
Divestments – net	-	-	-	-	-	-
Amortization	(8,528)	(1,261)	(11,425)	(6,381)	(3,018)	(30,613)
Balance at June 30, 2018	27,942	22,404	288,669	18,989	24,751	382,755
Breakdown:						
- Historical cost	135,280	35,625	408,476	292,288	91,995	963,664
- Accumulated amortization	(107,338)	(13,221)	(119,808)	(273,299)	(67,244)	(580,909)

Additions for the period, which totaled 17,516 thousand euros, refer mainly to projects carried out during the period to develop new products and software (9,400 thousand euros) and investments in economic information databases (6,718 thousand euros).

No impairment indicators or significant changes in the estimation of the recoverability of the carrying amount of intangible assets were detected in the first half of 2018.

#### 6.15 Goodwill

At June 30, 2018, "Goodwill" amounted to 802,913 thousand euros; the following changes occurred in this item during the first half of 2018:

(in thousands of euros)	
Balance at December 31, 2017 Restated	750,416
Juliet goodwill	52,497
Balance at June 30, 2018	802,913

At June 30, 2018, no indicators of potential impairment losses were detected and, consequently, no specific impairments tests of "Goodwill" were performed.

The Juliet acquisition resulted in the recognition of goodwill amounting to 52.5 million euros, which was recognized on a provisional basis, as the Group availed itself of the option provided under IFRS 3 to measure the price paid and the fair value of the net acquired assets within 12 months from the date of acquisition. See Section 5 "Business Combinations for additional information.





#### 6.16 Investments in Companies Valued by the Equity Method

At Juned 30, 2018, the balance in this account was 5,859 thousand euros. This amount includes the equity investment in the affiliated company Experian Italia S.p.A., for a total of 3,352 thousand euros, and the equity investment in the affiliated company Spazio Dati S.r.I., for 2,507 thousand euros.

The table that follows shows the changes that occurred in investments in companies valued by the equity method:

	Experian Italia S.p.A.	Spazio Dati S.r.I.	Total
Balance at December 31, 2017 Restated	3,206	2,545	5,751
Gains (Losses) from valuation by the equity method	146	(38)	108
Balance at June 30, 2018	3,352	2,507	5,859

#### 6.17 Other Non-current Financial Assets

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Other equity investments	4,382	4,382
Other loans receivable	83	83
Security deposits and sundry items	328	315
Total	4,793	4,781

At June 30, 2018, "Other non-current financial assets," which totaled 4,793 thousand euros, included:

(i) the value of other unconsolidated equity investments held by the Group amounting to 4,382 thousand euros;

(ii) a loan owed by some Spazio Dati S.r.l. shareholders for 83 thousand euros;

(iii) some security deposits for the balance.

No indicators of impairment losses affecting "Other non-current financial assets" requiring the performance of an impairment test were detected at June 30, 2018.

#### 6.18 Inventory

At June 30, 2018, the "Inventory" balance of 293 thousand euros was entirely attributable to goods purchased by the Group as part of its activity involving the management and resale of goods originating from nonperforming finance leases, carried out by the Cerved Credit Management Group S.r.l. subsidiary, not yet resold at the end of the reporting period.

This item includes a provision for impairment of 1.4 million euros (including 1.1 million euros accrued in the reporting period) recognized to align some assets to their estimated realizable value.





#### 6.19 Trade Receivables

The table below shows a breakdown of the "Trade receivables" account balance:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Trade receivables	169,289	171,384
Provision for impairment of receivables	(11,456)	(11,478)
Related-party receivables	202	112
Total	158,035	160,018

There are no receivables with a remaining duration of more than five years or receivables denominated in a currency different from the euro.

The table below shows the changes in the Provision for impairment of receivables:

(in thousands of euros)	Provision for impairment of receivables
Balance at December 31, 2017 Restated	11,478
Accruals	1,861
Utilizations	(1,883)
Balance at June 30, 2018	11,456

The accrual to the Provision for impairment of receivables reflects the estimated realizable value of receivables that were still deemed collectible at June 30, 2018. Utilizations for the period were recognized in the case of receivables for which elements of certainty and accuracy, or the existence of composition with creditors proceedings, required that the position be written off.

#### 6.20 Tax Receivables

A breakdown of "Tax receivables" is as follows:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
VAT receivable	834	596
IRAP receivable	105	231
IRES receivable	252	371
Other tax receivables	2,922	2,975
Total	4,113	4,172

The main components of "Other tax receivables" include:

(i) 1,474 thousand euros for IRES receivables originating from the deductibility of IRAP from IRES, paid on personnel costs in the years prior to 2012, in accordance with the provisions of Article 4 of Decree Law No.16/2012;

(ii) 913 thousand euros for the remaining tax receivable resulting from a tax dispute settled in 2016 with the Revenues Agency.





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A breakdown of "Other receivables" is as follows:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Advances to agents	452	590
Sundry receivables	2,716	2,651
Other receivables from related parties	310	106
Total	3,478	3,347

Sundry receivables refers mainly to the following:

(i) 227 thousand euros for a receivable owed by some former controlling companies for an IRES receivable resulting from the deductibility of the IRAP from IRES in the years in which some Group companies filed a consolidated tax return;

(ii) 1,196 thousand euros for a capitalization policy of the severance benefit fund stipulated by Consit Italia S.p.A., a company incorporated into Cerved Group S.p.A. in the first half of 2018.

#### 6.22 Other Current Assets

A breakdown of "Other current assets" is provided below:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Prepaid commercial costs	8,665	9,855
Other prepaid commercial expenses	4,228	3,883
Other receivables	380	25
Total	13,273	13,763

"Other current assets" consist mainly of prepaid agents' commissions and prepayments of costs attributable to multiple years.

#### 6.23 Cash and Cash Equivalents

"Cash and cash equivalents" consists mainly of amounts deposited in checking accounts at top credit institutions.

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Deposits in bank and postal accounts	57,673	99,179
Cash on hand	51	28
Total	57,724	99,207

The carrying amount of "Cash and cash equivalents" approximates the corresponding fair value; these items are not the subject of any utilization restriction, except for the amount of 1,797 thousand euros which is the subject of an attachment in connection with a legal dispute.





A complete analysis of the financial position and cash flow uses during the reporting period is provided in the consolidated statement of cash flows.

#### 6.24 Shareholders' Equity

As of the date of these Condensed Consolidated Semiannual Financial Statements, the fully subscribed and paid-in share capital amounted to 50,521 thousand euros and was comprised of 195,274,979 common shares without par value.

The changes in equity reserves are shown in this Report's financial statement forms.

#### 6.25 Earnings per Share

	At June 30, 2018	At June 30, 2017
		Restated
Net result attributable to owners of the parent (in thousands of euros)	35,773	22,769
Number of common shares at the end of the period	195,274,979	195,000,000
Average weighted number of shares outstanding for basic earnings per	195,274,979	195,000,000
share purposes	100,214,010	100,000,000
Adjustment for Performance Share Plan	2,924,999	1,078,439
Average weighted number of shares outstanding for diluted earnings per share	197,222,652	196,078,439
purposes	101,222,002	100,010,100
Basic earnings per share (in euros)	0.183	0.117
Diluted earnings per share (in euros)	0.180	0.116

Diluted earnings per share are affected by the impact of the "Performance Share Incentive Plan," which is described in Note 8 below and resulted in grants totaling 2,949,999 options at June 30, 2018. The dilutive effect was determined based on the maximum number of options that could vest by the end of the three-year measurement period.





#### 6.26 Current and Non-current Borrowings

A breakdown of "Current borrowings" and "Non-current borrowings" is provided in the table below:

Current and non-current borrowings	Original amount	When issued	Maturity	Rate charged at June 30, 2018	Balance at June 30, 2018	Current portion	Balance at December 31, 2017 Restated	Current portion
(in thousands of euros)								
Term Loan Facility A	160,000	2016	2021	Euribor +1.50%	148,000		148,000	-
Term Loan Facility B	200,000	2016	2022	Euribor +1.875%	200,000		400,000	-
Term Loan Facility C	200,000	2016	2023	Euribor +2.05%	200,000			
Financial charges payable					2,349	2,349	2,212	2,212
Vendor Loan Credito Valtellinese	16,000	2015	2022	Euribor +2.85%	16,000		16,000	-
Loan from Cassa Risparmio Ravenna	18,000	2017	2022	Euribor +1.50%	18,000		18,000	-
Revolving Line					27,000	27,000		
Fair value IRS					3,137	1,544	2,126	1,451
Other sundry borrowings					1,511	1,511	2,004	2,003
Incidental borrowing costs					(13,948)	(3,589)	(14,892)	(3,966)
Total					602,049	28,815	573,450	1,700

#### Term loan facilities

On January 15, 2016, Cerved Group S.p.A. stipulated a Term Loan Facility, executing a transaction for two facilities totaling 560 million euros (in addition to a revolving line of 100 million euros). In October 2017, the Company entered into an agreement to amend the terms and conditions of its financial debt. The main features of the new agreement, which was signed by all of the lender banks, are summarized below:

- reduction of borrowing costs: cutting the financing costs for the Term Loan Facility A (TLA), the Revolving Credit Facility (RCF) and the Term Loan Facility B (TLB) by 25 bps and 37.5 bps, respectively, for savings totaling about 2 million euros a year;

- reduction of the collateralization package, including the pledge of the Cerved Group shares;
- transformation of the TLA line into a bullet facility to provide the Group with greater financial flexibility until 2021.

On February 16, 2018, an agreement was executed with the bank pool to extend the duration of 50% (200 million euros) of the Term Loan Facility B from January 2022 to November 2023 (Term Loan Facility C).

In April 2018, a total of 27 million euros was drawn against the Revolving Credit Line and used in part to finance the acquisition of Juliet S.p.A. and purchase some minority interests.

The spreads may be reduced over time based on changes in the net debt/EBITDA ratio (Leverage Ratio), measured on a consolidated basis, as shown below:





	Annual spread %					
Leverage Ratio	Facility A Facility B Facility C Revolve					
> 4	2.50	3.00	3.175	2.50		
between 3.5 - 4	2.00	2,50	2.675	2.00		
between 2.85 - 3.5	1.75	2.125	2.30	1.75		
between 2.25 - 2.85	1.50	1.875	2.05	1.50		
= 0 < 2.25	1.25	1.625	1.80	1.25		

#### Vendor Loan

In order to finance the acquisition of San Giacomo Gestione Crediti S.p.A., the seller Credito Valtellinese provided Cerved Credit Management Group S.p.A. with a Vendor Loan of 16 million euros, the main characteristics of which are summarized below:

- execution date: April 2015;
- amortization: four semiannual installments starting on the date falling five years and one semester after the execution date;
- final repayment: April 2022;
- interest rate: three-month Euribor plus a spread of 2.85%;
- guarantees: patronage letter from Cerved Group S.p.A.

#### Loan from Cassa di Risparmio di Ravenna

In order to finance the acquisition of Credit Management S.r.l., Cassa di Risparmio di Ravenna provided Cerved Credit Management Group S.r.l. with a loan of 18 million euros, the main characteristics of which are summarized below:

- execution date: December 22, 2017;
- amortization: five semiannual installments starting on December 31, 2020;
- final repayment: December 2022;
- interest rate: six-month Euribor plus a spread of 1.50%;
- guarantees: patronage letter from Cerved Group S.p.A.

#### Other Current Financial Debt

The main components of "Other current financial debt, amounting to 1,511 thousand euros, include the following:

- charges for Term Loan fees for 120 thousand euros;
- payables owed to factors amounting to 1,020 thousand euros;
- payables owed to principals for collections on their behalf amounting to 321 thousand euros.

#### Derivatives

On May 26, 2016, the subsidiary Cerved Group S.p.A. executed five IRS derivative contracts, effective as of January 16, 2017 and expiring on January 14, 2022, with top credit institutions to hedge the risk of fluctuations in interest rates for the "Term Financing Facility B," for a notional amount of 400 million euros. Under these contracts, the interest rates swapped from the date of execution will be, respectively, fixed rates ranging between 0.40% and 0.41%.

On June 15, 2018, Cerved Group executed three "Forward Start" IRS contracts to hedge Tranche C of the Senior Facility, from January 15, 2022 to November 30, 2023.





At June 30, 2018, the fair value of these financial instruments was negative by 3,137 thousand euros. As these derivatives qualified as hedges for the underlying financing facility, they were accounted for by the hedge accounting method, with changes in fair value recognized in equity (Other Comprehensive Income, OCI).

#### 6.27 Net Financial Debt

The table below presents the Group's net financial debt at June 30, 2018, determined in accordance with the provisions of Paragraph 127 of the recommendations provided by ESMA in Document No. 391 of 2013, which implements Regulation (EC) 809/2004:

	At June 30, 2018	At December 31, 2017 Restated	At June 30, 2017 Restated
(in thousands of euros)			
A. Cash	51	28	22
B. Other liquid assets	57,673	99,179	43,022
C. Securities held for trading	-	-	-
D. Liquidity ( A )+( B )+( C )	57,724	99,207	43,044
E. Current loans receivable		-	
F. Current bank debt	(120)	(197)	(174)
G. Current portion of non-current borrowings	1,310	1,755	(11,148)
H. Other current financial debt	(30,005)	(3,258)	(2,434)
I. Current financial debt ( F )+( G )+( H )	(28,815)	(1,700)	(13,756)
J. Net current financial debt ( D)+( E )+( I )	28,909	97,507	29,288
K. Non-current bank debt	(571,641)	(571,075)	(551,992)
L. Bonds outstanding	-	-	-
M. Other non-current financial debt	(1,593)	(675)	(99)
N. Non-current financial debt ( K )+( L )+( M )	(573,234)	(571,750)	(552,091)
O. Net financial debt ( J )+( N )	(544,325)	(474,243)	(522,803)

#### 6.28 Employee Benefits

At June 30, 2018, "Employee benefits" included the provision for severance indemnities amounting to 12,895 thousand euros.

A breakdown of the changes in the "Employee benefits" account in the first half of 2018 is provided below:

(in thousands of euros)	Provision for severance indemnities
At December 31, 2017 Restated	13,276
Current cost	217
Financial charges	57
Actuarial losses/(gains)	96
Contributions added – Benefits paid	(751)
At June 30, 2018	12,895





The economic and demographic assumptions used for actuarial valuation purposes are listed below:

Discount rate	1.45%
Inflation rate	1.50%
Rate of wage growth	2.63%
Expected mortality rate	RG48 by General Government Accounting Office
Expected disability rate	2010 INPS Model projections
Expected retirements/advance payments (annual)	5.00%/3.00%

#### 6.29 Provision for Risks and Charges

A breakdown of the "Provision for risks and charges" at June 30, 2018 is provided below:

(in thousands of euros)	Provision for agents' indemnity and meritocratic benefits	Provision for risks and charges	Total
At December 31, 2017 Restated	1,635	4,321	5,956
Accruals net of reversals	231	(300)	(69)
Utilizations	(192)	(390)	(581)
At June 30, 2018	1,674	3,631	5,305

The Provision for agents' indemnity, which had a balance of 1,675 thousand euros at June 30, 2018, was estimated in accordance with the laws governing agency relationships and is deemed adequate for the purpose of addressing any liabilities that may arise in the future.

The Provision for risks and charges, which amounted to 3,631 thousand euros refers mainly to tax disputes and disputes with some employees, agents and suppliers.

At June 30, 2018, the provision included the following:

(i) a provision of 1,465 thousand euros for "property register document fees";

(ii) a provision of 133 thousand euros for the risks of non-payment for trade receivables settled with promissory notes from the portfolio managed by the Cerved Credit Management S.p.A. subsidiary;

(iii) a balance of 2,033 thousand euros in a provision for risks and charges, which represents an estimate of the probable risk for pending lawsuits not yet settled.

#### 6.30 Other Non-current Liabilities

"Other non-current liabilities" of 15,068 thousand euros refers to the non-current portion of the liability for the put option granted by Cerved Group to the minority shareholders of Cerved Credit Management Group S.r.l., empowering them to sell, on the first half of 2020, the remaining equity interest of 3.21%, conditional on certain conditions being met (in turn, Cerved Group holds a call option empowering it to buy the same interest in Cerved Credit Management Group S.r.l. from the minority shareholders). The amount of this liability also includes the value assigned on the date of execution to the call options executed by Cerved Group with the minority shareholders of Cerved Credit Management Group S.r.l. and exercisable in the case of "bad leaver" events by the minority shareholders. The aggregate value of this liability was estimated at 23,340 thousand euros; the shortterm portion of the liability was included in Other liabilities.





This liability was valued based on the expected results of the Cerved Credit Management Group and any difference compared with the carrying amount at December 31, 2017 was recognized as a financial charge.

#### 6.31 Deferred Tax Liabilities

A breakdown of "Deferred tax liabilities" at June 30, 2018 is provided below:

(in thousands of euros)	Balance at December 31, 2017 Restated	Additions/ Reversals in profit or loss	Additions/Reversals in comprehensive profit or loss	Balance at June 30, 2018
Deferred tax assets				
Tax deductible goodwill	190	(4)	-	186
IPO costs	463	(232)	-	231
Provision for impairment of receivables	2,521	152	-	2,673
Provision for risks and charges	1,109	(151)	-	958
Provision for employee benefits and agents indemnity	787	124	11	922
Interest charges	10	47	-	57
Impairment of receivables Decree Law No. 83/2015	2,056	(118)	-	1,938
Hedge accounting	511	-	242	753
IFRS 15	4,815	(2,386)	-	2,429
Other differences	255	(18)	-	237
Inventory writedown	-	273	-	273
Total deferred tax assets	12,717	(2,313)	253	10,657
Deferred tax liabilities				
Customer Relationships	(83,806)	3185	-	(80,621)
Trademarks	(6,575)	349	-	(6,226)
Buildings	(432)	34	-	(398)
Software	(379)	147	-	(232)
Contracts	(6,167)	432	-	(5,735)
Databases	(48)	15	-	(33)
IFRS 9 – Valuation other equity investments	(365)	-	-	(365)
Other differences	(76)	55	-	(21)
Total deferred tax liabilities	(97,848)	4,217	-	(93,631)
Net deferred tax liabilities	(85,131)	1,904	253	(82,974)

#### 6.32 Trade Payables

The table below provides a breakdown of "Trade Payables" at June 30, 2018:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Payables to outside suppliers	48,836	44,676
Payables to related parties	957	1,369
Total	49,793	46,045





There are no companies with liabilities payable in a currency different from the functional currency and there are no trade payables collateralized with Company assets or with duration of more than five years.

#### 6.33 Current Tax Payables

A breakdown of "Current tax payables" is provided below:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Corporate income tax (IRES) payable	20,781	7,064
Regional tax (IRAP) payable	3,711	676
Total	24,491	7,740

#### 6.34 Other Tax Payables

A breakdown of "Other tax payables" is provided below:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
VAT payable	5,935	496
Withholdings payable	3,253	2,627
Sundry payables	566	574
Total	9,754	3,697

#### 6.35 Other Liabilities

A breakdown of "Other liabilities" is provided below:

(in thousands of euros)	At June 30, 2018	At December 31, 2017 Restated
Social security contributions payable	8,121	8,125
Payables owed to personnel	4,976	5,990
Deferred revenues	79,442	95,342
Other payables	12,985	33,818
Accrued expenses	6,717	3,628
Related-party liabilities	6,431	8,161
Total	118,672	155,064

"Other payables" includes the short-term portion of the liability recognized for the options executed with the minority shareholders of Cerved Credit Management Group S.r.I. and Clickadv S.r.I.

This liability refers:

(i) for 8,272 thousand euros to the current portion of the liability for the put option granted by Cerved Group to the minority shareholders of Cerved Credit Management Group S.r.l., empowering them to sell, by the end of the first half of 2019, a 1.6% interest in the company, conditional on certain conditions being met (in turn, Cerved Group holds a call option empowering it to buy the same interest in Cerved Credit Management Group S.r.l. from the minority shareholders); part of this item, amounting to





5,521 thousand euros and representing the pro rata share of a liability towards a Directors of the Parent Company, was reclassified to related-party liabilities;

(ii) for 3,021 thousand euros to the current portion of the liability for the put option granted by Cerved Group to the minority shareholders of Clickadv S.r.l., empowering them to sell, by the end of the first half of 2019, a 10% interest in the company, conditional on certain conditions being met (in turn, Cerved Group holds a call option empowering it to buy the same interest in Clickadv S.r.l. from the minority shareholders).

## 7 OTHER INFORMATION

#### **Contingent Liabilities**

Other than those mentioned in Note 6.29 "Provision for risks and charges," there are no pending judicial or tax proceedings that involve any Group company.

#### Commitments

At June 30, 2018, the Group had undertaken commitments not reflected in the financial statements totaling 6,332 thousand euros, consisting mainly of sureties provided by:

(i) Unicredit for 2,148 thousand euros for the benefit of the lessor of the new headquarters in San Donato;

(ii) MPS for 1,000 thousand euros for the benefit of the supplier Infocamere;

(iii) Generali and other banking institutions for 1,165 thousand euros for bids and/or awards in connection with calls for tenders;

(iv) Unicredit for 597 thousand euros for the benefit of Banca d'Italia.

In addition, the Group is the lessee in leases for automobiles provided to employees and in leases for offices.

A breakdown by maturity of the commitments outstanding at June 30, 2018 for the various leases and rental agreements is provided below:

	At June 30, 2018
Within 1 year	6,946
Between 2 and 4 years	19,310
Between 2 and 4 years	24,969
Total	51,225

#### Third Party Assets Held in Storage and on Deposit

At June 30, 2018, the Group managed assets held on deposit valued at 11,868 thousand euros. These assets consist of personal property derived from finance leases for which the Company provides custodial services, operational management, sales and any services related to or instrumental for those activities.

# 8 DESCRIPTION OF INCENTIVE PLANS (IFRS 2)

#### Cerved 2019-2021 Performance Share Plan

The 2016-2018 Performance Share Plan was approved by the Shareholders' Meeting of Cerved Group S.p.A. on December 21,





2015 and was launched further to resolutions adopted by the Company's Board of Directors on July 13, 2016 (First Cycle), on November 20, 2017 (Second Cycle) and on June 4, 2018 (Third Cycle).

The purpose of the Plan is: (i) to enhance the alignment of the interests of the beneficiaries with those of the shareholders, tying management's compensation to specific objectives, determined based on each Plan Cycle, the achievement of which is closely linked with improving the Company's performance and increasing its value; (ii) to strengthen retention capacity for key resources, aligning the Group's compensations policy with best market practices, which, as a rule, include long-term incentive tools.

The Plan's beneficiaries include the Chief Executive Officer, the Group's strategic executives and a select group of management personnel, for a total of 71 resources of the Cerved Group for the First Cycle, 54 resources for the Second Cycle and 57 resources for the Third Cycle.

The Performance Targets were defined by the Board of Directors for each Plan Cycle, upon a recommendation by the Compensation and Nominating Committee.

The performance conditions are explained below:

- 70% "PBTA Target"; it indicates the growth of the Adjusted Profit Before Taxes per Share;

- 30% "Total Shareholder Return Target" of Cerved Group S.p.A. compared with the Total Shareholder Return of companies included in the FTSE Mid Cap Index Italia published by Borsa Italiana S.p.A.

The Performance Share Plan calls for the award, at the end of the vesting period, of a number of shares based on the achievement of the performance targets described above and does not specify an exercise price. The number of exercised stock options will depend on the level of achievement of the assigned targets.

The status of the stock options for the Plan's three cycles at June 30, 2018 is detailed below:

	Options awarded and outstanding at December 31, 2017	Awarded options	Expired/revoked options	Exercised options	Options outstanding at June 30, 2018
2016-2018 Performance Shares	1,030,256		(14,073)	-	1,016,183
2017-2019 Performance Shares	931,490		-	-	931,490
2018-2020 Performance Shares		977,326	-	-	977,326
Total	1,961,746	977,326	(14,073)	-	2,924,999

The accrued cost recognized at June 30, 2018 for the abovementioned plans, amounting to 3,203 thousand euros, was included in "Personnel costs."





# **9 TRANSACTIONS WITH RELATED PARTIES**

The table below summarized Group receivables and payables from transactions with related parties.

	AFFILIATED	COMPANIES					
	Experian Italia S.p.A.	Spazio Dati S.r.I.	Board of Directors and executives with strategic responsibilities	Other related parties	Total	Total financial statement item	% of financial statement item
Trade receivables							
At December 31, 2017 Restated	112	-	-	-	112	160,018	0.07%
At June 30, 2018	48	150	-	4	202	158,035	0.13%
Other non-current financial assets							
At December 31, 2017 Restated	-	-	-	-	-	4,781	0.00%
At June 30, 2018	-	-	-	-	-	4,793	0.00%
Other receivables							
At December 31, 2017 Restated	38	68	-	-	106	3,347	3.17%
At June 30, 2018	109	211	-	-	320	3,478	9.19%
Trade payables							
At December 31, 2017 Restated	(342)	(1,026)	-	(28)	(1,396)	(46,045)	3.03%
At June 30, 2018	(330)	(627)	-	-	(957)	(49,793)	1.92%
Other liabilities							
At December 31, 2017 Restated	-	-	(8,161)	-	(8,161)	(155,064)	5.26%
At June 30, 2018	-	-	(6,431) <sup>1</sup>	-	(6,431)	(118,672)	5.42%
Other non-current liabilities							
At December 31, 2017 Restated	-	-	(15,006)	-	(15,006)	(26,200)	57.27%
At June 30, 2018	-	-	(10,055) <sup>2</sup>	-	(10,055)	(15,068)	66.74%

(1) (2) Includes the short-term portion, amounting to 5,521 thousand euros of the value of the put option held by the Director Andrea Mignanelli.

Includes the long-term portion, amounting to 10,055 thousand euros of the value of the put option held by the Director Andrea Mignanelli.

Commercial transactions with Experian Italia S.p.A. and Spazio Dati S.r.I. mainly involve purchases and sales of services on standard market terms.

The table below summarized income statement transactions of the Group with related parties:

in thousand euros di Euro									
AFFILIATED COMPANIES									
	Experian Italia S.p.A.	Spazio Dati S.r.I.	Board of Directors and executives with strategic responsibilities	Other related parties	Total	Total financial statement item	% of financial statement item		
At June 30, 2017 Restated									
Revenues	177	150	-	5	332	198,515	0.17%		
Pro rata interest in the result of investee companies valued by the equity method	(40)	102	-	-	62	62	100.70%		



Cost of services	(133)	(474)	-	(174)	(781)	(48,437)	1.61%		
Personnel costs	-	-	(2,562)	-	(2,562)	(51,549)	4.97%		
Financial charges	-	-	(4,227)	-	(4,227)	(16,222)	26.06%		
At June 30, 2018									
Revenues	200	150	-	7	357	222,822	0.16%		
Pro rata interest in the result of investee companies valued by the equity method	146	(38)	-	-	108	108	100.00%		
Cost of services	(192)	(694)	-	-	(886)	(60,074)	1.47%		
Personnel costs	-	-	(2,744)	-	(2,744)	(58,376)	4.70%		
Financial charges	-	-	(639)	-	(639)	(10,175)	6.28%		

The table below summarized cash flow transactions with related parties:

### in thousand euros di Euro

AFFILIATED COMPANIES									
	Experian Italia S.p.A.	Spazio Dati S.r.I.	Board of Directors and executives with strategic responsibilities	Other related parties	Total	Total financial statement item	% of financial statement item		
At June 30, 2017 Restated									
Cash flow from operating activities	99	(818)	(3,226)	(22)	(3,967)	78,449	(5.1%)		
Cash flow from investing activities	(40)	102	-	-	62	(22,105)	(0.3%)		
Cash flow from financing activities	-	-	-	-	-	(61,839)	0.0%		
At June 30, 2018									
Cash flow from operating activities	(10)	(1,236)	(4,474)	(25)	(5,744)	94,311	(6.1%)		
Cash flow from investing activities	146	(38)	-	-	108	(101,908)	(0.1%)		
Cash flow from financing activities	-	-	(5,589)	-	(5,589)	(33,866)	16.5%		

The transactions listed above were executed on market term.

# 10 POSITIONS OR TRANSACTIONS RESULTING FROM ATYPICAL AND/OR UNUSUAL ACTIVITIES

Pursuant to Consob Communication No. DEM/6064293 of July 28, 2006, there were no atypical and/or unusual positions or transactions during the reporting year.

# 11 SIGNIFICANT EVENTS OCCURRING AFTER JUNE 30, 2018

See the information provided in the Interim Report on Operations for a comment about significant transactions occurring after the date of these Condensed Consolidated Semiannual Financial Statements.



# CERTIFICATION OF THE CONDENSED CONSOLIDATED SEMIANNUAL FINANCIAL STATEMENTS PURSUANT TO ARTICLE 81-*TER* OF CONSOB REGULATION No. 11971 OF MAY 14, 1999, AS AMENDED

1. We, the undersigned Marco Nespolo, in my capacity as Chief Executive Officer, and Giovanni Sartor, in my capacity as Corporate Accounting Documents Officer, of Cerved Group S.p.A., taking into account the provisions of Article 154-*bis*, Sections 3 and 4, of Legislative Decree No. 58 of February 24, 1998, certify that the administrative and accounting procedures applied for the preparation of the Condensed Consolidated Semiannual Financial Statements for the first half of 2018

- were adequate in light of the characteristics of the business enterprise; and

were effectively applied.

2. The implementation the administrative and accounting procedures applied to prepare the Condensed Consolidated Semiannual Financial Statements did not uncover any significant findings.

3. We further certify that:

#### 3.1 the Condensed Consolidated Semiannual Financial Statements:

a) were prepared in accordance with the applicable international accounting principles recognized in the European Union pursuant to Regulation (EC) No. 1606/2002 of the European Parliament and Council, of July 19, 2002;

b) are consistent with the data in the Group's books of accounts and other accounting records;

c) are suitable for providing a truthful and fair presentation of the financial position, earnings and cash flow of the Company and all of the companies included in the scope of consolidation;

3.2 the Interim Report on Operations provides a reliable analysis of the references made to important events that occurred in the first half of the year and their impact on the Condensed Consolidated Semiannual Financial Statements, together with a description of the main risks and uncertainties for the remaining six months of the year. The Interim Report on Operations also provides a reliable analysis of significant transactions executed with related parties.

Milan, July 30, 2018

#### Marco Nespolo

Chief Executive Officer

(Signed on the original)

#### Giovanni Sartor

Corporate Accounting Documents Officer

Cerved

(Signed on the original)

