



PRESS RELEASE

ePRICE ENDS FINANCIAL YEAR WITH EURO 10 MILLION PROFIT AND EURO 56 MILLION NET CASH

- **+22.7% growth in GMV¹ in 2016** to Euro 254 million, Marketplace +123% YoY and Revenues up 18.0% YoY to Euro 198 million in 2016.
- **+30.5% growth in Gross Profit** to Euro 30.2 million, at 15.3% of revenues.
- **Adjusted Ebitda of Euro -9.5 million**, improving by approximately Euro 1 million in 4Q16 vs 4Q15.
- **Net profit of Euro 10.1 million and Net cash position of Euro 56 million** as of 31 December 2016.
- **Proposed dividend of Euro 0.13 per share**
- **2017 Guidance:**
 - GMV up 20-25%, Revenues up 15-18%, with an accelerated growth in the second half of the year, after a weak February, adversely affected by the planned transition of the ERP system to SAP
 - Improvement in Gross margin and considerable increase in EBITDA compared to 2016
 - Capex to Euro 11 million, including one-off investments for the new logistics hub

Milan, 15 March 2017

Today, the Board of Directors of ePRICE (operating under the name of BANZAI until 30 January 2017), Italy's first national e-Commerce platform, listed on the STAR segment of the Italian Stock Exchange, has approved the results as of 31 December 2016.

"In 2016 we streamlined the Group's structure through two disposals that generated a significant capital gain and allowed us to close the financial year with a profit of over Euro 10 million and to raise funds to invest in the further development of ePRICE. In 2016 we achieved important goals, confirming greater GMV¹ growth than that of the reference market: we have more than doubled the size of the marketplace, completed the Pick&Pay® and Lockers network, launched Home Service services and launched the "ePRICE Ti Serve" TV advertising campaign, to support the ePRICE brand" - says Pietro Scott Jovane, Chief Executive Officer of ePRICE - "In 2017 we continue to pursue the same objectives, strengthening and widening our service offer to support ePRICE leadership in the online sale of large domestic appliances and further developing the Marketplace, expecting double-digit growth in GMV¹ as well as in revenues. We continue to focus on profitability, to improve Gross Profit and therefore obtain a positive effect on EBITDA which we expect to post a considerable year-on-year improvement. Finally, we will invest to further improve our platforms and develop our new logistics hub that will become operational by the end of the year. The Company's priority for 2017 is to support organic growth, also strengthened by the potential acquisitions in the service and marketplace area, thanks to the solid cash position expected for the year end, that allows us to remunerate our shareholders in the light of the considerable capital gains achieved in the year and which is sufficient to pursue the growth objectives identified by the management in the medium term."

Consolidated results as of 31 December 2016

In 2016, ePRICE (formerly Banzai) reported revenues of Euro 197.9 million, net of the Vertical Content and Saldiprivati divisions, sold of last year. FY2016 Pro Forma revenues grew by 18.0% driven by the electronics and household electrical appliances categories.

¹ ¹ Gross Merchandise Volume: it includes revenues from the sale of products, deliveries and the volume generated by the 3PMarketplace, net of returns and VAT included. It excludes Infocommerce and B2B.



GMV¹ – which represents customers’ spending on our e-Commerce sites and on the marketplace - grew by 22.7% compared to the previous year, amounting to Euro 254.4 million compared to Euro 207.3 million for pro-forma 2015, primarily due to the significant contribution from the marketplace, which grew by +123% compared to 2015. The weight of the Marketplace, launched in 2Q15, almost doubled over the year, to exceed 10% of the GMV¹ compared to 5.6% in 2015.

(Euro million)	2016	2015 Pro-forma	% Change	2015	% Change
ePRICE:	197.9	167.7	18.0%	167.7	18.0%
Other divisions disposed of during the year	n.a.	n.a.	n.m.	67.7	n.m.
Revenues	197.9	167.7	18.0%	234.8	-15.8%
Overall GMV¹	254.4	207.3	22.7%	259.6	-2.0%

Revenues and GMV by product type³

Revenues (Euro million)	4Q16	4Q15	% Change	GMV ² (Euro million)	4Q16	4Q15	% Change
Electronic Goods and Domestic Appliances & Other Products	64.6	56.8	13.8%	Electronic Goods and Domestic Appliances & Other Products	88.3	73.8	19.8%
Services/Other revenues ³	6.0	4.2	43.3%	Services/Other revenues ³	2.9	1.8	57.9%
Revenues	70.7	61.0	15.9%	GMV	91.3	75.6	20.7%

Revenues (Euro million)	2016	2015	% Change	GMV ² (Euro million)	2016	2015	% Change
Electronic Goods and Domestic Appliances & Other Products	180.8	155.2	16.5%	Electronic Goods and Domestic Appliances & Other Products	246.5	201.0	22.6%
Services/Other revenues ³	17.1	12.5	36.4%	Services/Other revenues ³	8.0	6.3	25.5%
Revenues	197.9	167.7	18.0%	GMV	254.4	207.3	22.7%

In 2016 ePRICE posted Euro 181 million in revenues from product sales. The growth of 16.5% on 2015 is mainly attributable to the “Electronic Goods and Domestic Appliances” category alone, which grew by more than 24% YoY, due to the expansion of the product range and to the development of “premium” services (delivery, installation and recycling).

In 4Q16 alone, total revenues grew by 15.9% on 4Q15, also as a result of the great success of Black Friday, which saw growth of 81% in orders compared to the previous year, also due to the support of the TV campaign. In the quarter, revenues from product sales grew by 13.8%. “Electronic Goods and Domestic Appliances” product alone grew by 22%.

Revenues from the sale of Services and Other grew sharply in 2016 (+36.4% on 2015). As previously announced in January 2016, ePRICE launched the new generation of customised services for delivery (Home Service), installation and recycling, integrated with a proprietary mobile platform, accessible via app from smartphones, which enables our customers to have a continuous interaction with ePRICE from the purchase phase through to installation in their homes. The Home Service was also the focus of a TV campaign that started on 23 September 2016 and contributed to the increased rate of use of that service.

In the segment of Domestic Appliances sold online alone, where ePRICE is the market leader, the increase was far greater in the areas covered by the new Home Service, with a Net Promoter Score (NPS)⁴ of around 70. In 2016 the number of installations of domestic appliances grew by 100% on 2015.

² Gross Merchandise Volume: it includes revenues from the sale of products, deliveries and the volume generated by the 3PMarketplace, net of returns and VAT included.

³ Revenues from services include transportation services, warranties, B2B revenues and other revenues. The GMV of services does not include B2B, advertising/Infocommerce. Revenues from warranties were reclassified as revenues from services for the entire year 2015 and 2016.

⁴ The Net Promoter Score is calculated by subtracting the percentage of detractors from the percentage of promoters obtained.



In addition to developing the Home Service, in 2016 **ePRICE completed and optimised the Pick&Pay and Lockers network**, the only network of its kind on the Italian market which totalled 133 Pick&Pay locations and 309 Lockers as of 31 December 2016 (100 and 300 as of 31 December 2015). Delivery services to Pick&Pay locations have an NPS⁵ greater than 80 and since December they have also been opened to Marketplace merchants.

The GMV grew by 22.7% in 2016, driven by the performance of the Marketplace, which reached 877 merchants and grew by 123% over the year, boosted by the electronics. Note that the GMV does not include Infocommerce or B2B services.

Key Performance Indicators

Key Performance Indicators ⁵	4Q16	4Q15	% Change	Key Performance Indicators ⁵	2016	2015	% Change
Orders (thousand)	332	293	13%	Orders (thousand)	962	817	18%
AOV (Euro) ⁶	225	211	7%	AOV (Euro)	217	208	4%
Buyers (thousand) ⁷	242	218	11%	Buyers (thousand)	563	481	17%

In 2016 we managed 962 thousand orders, +18% compared with 2015, with an average value (AOV⁵) of Euro 217, up 4% YoY, mainly driven by the ongoing shift of the growth mix towards Electronic Goods and Domestic Appliances, which are high-ticket categories. Finally, the number of buyers totalled 563 thousand, up by 17% compared to 2015.

Gross Profit was Euro 30.2 million, +30.5% compared to Euro 23.1 million in 2015 and equal to 15.3% of sales for the period compared to 13.8% in 2015. It is worth noting that the Gross profit does not include shipping and installation costs, which were instead restated among fulfilment costs. The effect of the reclassification in terms of percentage impact on revenues was 4.5% and 3.5% in 2016 and 2015 respectively.

The improvement in gross profit is one of the objectives disclosed to the market and is being achieved through a different sales mix, which sees an increasing weight of Domestic Appliances, through the more significant contribution of the marketplace, which has more than doubled, and the focus on more efficient leveraging of the price and promotional policies, as well as the one-off contribution from an Infocommerce contract.

Adjusted EBITDA was Euro -9.5 million vs. Euro -7.9 million in the 2015 pro-forma figures. The difference was mainly attributable to the growth of sales and marketing costs (+23.5% or +18.5%) net of the costs associated with the Infocommerce transaction mentioned previously) and to higher fulfilment costs (+32.3%). In both cases the increase was aimed at sustaining the strong growth of ePRICE in terms of both customers and sales volumes, particularly in the Domestic Appliances category and to a lesser extent thanks to the considerable expansion of the Pick&Pay and Lockers network, that is yet to be completed in 2016. Marketing costs also include the costs of the TV campaign and are down YoY in 4Q16.

EBITDA was Euro -9.7 million (Euro -8.8 million in 2015) and included non-recurring costs relating to the new headquarters, the Stock Options Plan and reorganisation costs amounting to approximately Euro 1.2 million, outweighed by a contribution of Euro 1.0 million tax credit generated by the research and development activity carried out in 2016.

EBIT was Euro -14.0 million (Euro -11.9 million in 2015) due to the lower EBITDA. Amortisation, depreciation and write-downs were equal to Euro 4.3 million, +40% vs. 2015, due to the investments made in the 2015-2016 period.

⁵ Including the 3P marketplace.

⁶ Average value of each purchase order (excluding VAT).

⁷ Buyers who placed at least 1 order in the reference period.



EBT from operations was equal to Euro -14.7 million (Euro -12.2 million in 2015), after financial income and charges of Euro -0.03 million and write-downs of financial receivables of Euro 0.67 million due to an associated company sold at the beginning of 2017.

Net Profit was Euro 10.1 million (Euro -10.8 million in 2015), thanks to Euro 24.8 million in net profit from the disposal of the Vertical Content division in 2Q16 and BNK4-Saldiprivati in 4Q16.

The Group reported a Net Cash Position of Euro 56.2 million as of 31 December 2016: the increase is the result of the net proceeds from the sale of Banzai Media Holding and BNK4 – Saldiprivati to the SRP Group amounting to Euro 52.2 million, net of Group investments (Euro 11.6 million) and cash outflows for operating activities (Euro 8.2 million) and buy backs for Euro 1.8 million. These outflows are associated with the Group's strategy targeting a strong acceleration in revenues and market share through greater investments in marketing activities. This includes around Euro 3.0 million, plus VAT, in advances to suppliers paid to the Mondadori Group to purchase advertising on Mediaset channels.

Investments mainly targeted the purchase of hardware and equipment for the operational sites and the logistics hub, the development of the marketplace platform and the new ERP accounting and management system.

Main consolidated results of the fourth quarter of 2016

Revenues amounted to Euro 70.7 million, +15.9% compared to Euro 61.0 million in 4Q15. During the quarter, the 3P marketplace continued to expand and contributed to a further increase in **GMV²** of Euro 91.2 million, up by 20.7% on 4Q15.

Gross Profit amounted to Euro 10.7 million, +32.8% compared to Euro 8.1 million in 4Q15. The margin on revenues was 15.1%, gradually recovering percentage points as described previously.

Adjusted EBITDA was Euro -2.6 million, an improvement compared to Euro -3.5 million posted in 4Q15, thanks to lower sales and marketing costs resulting from a reduction in TV advertising costs vs 4Q15 and an increase in general and administration costs that was lower than the increase in revenues and gross profit.

EBIT totalled Euro -3.5 million (Euro -4.7 million in 4Q15), after amortisation, depreciation and write-downs of Euro 1.4 million.

Net profit was Euro 7.1 million (Euro -1.8 million in 4Q15) thanks to the proceeds from the disposal of BNK4-Saldiprivati.

Main results of the Parent Company ePRICE S.p.A. as of 31 December 2016

Revenues of the Parent Company as of 31 December 2016 amounted to Euro 2.8 million compared to Euro 1.8 million in 2015 and mostly relate to recharges to group companies or companies that left the group during the year. EBITDA was Euro -5.7 million and worsened by Euro 1.4 million compared to 2015 mainly due to higher personnel and service costs, deemed necessary to improve business processes. This increase in costs has affected the trend in EBIT, EBT and Net Profit of Euro 5.6 million thanks to the aforementioned disposals.

2016 Dividend Distribution

The Board of Directors intends to submit a proposal for distributing a dividend of Euro 0.13 per share at the Annual Shareholders' Meeting convened for April 27, 2017. The dividend is payable to shareholders on May 24, 2017, the ex-dividend date being May 22, 2017.



Other Events

- **New “ePRICE Ti Serve” TV campaign**

The “ePRICE Ti Serve” TV campaign started on 23 September 2016. Investments in increasing brand awareness and brand equity include a TV advertising campaign with a total value of Euro 10 million to be invested over 3 years starting from 2016. In 2016 8 million people in the 35 to 54 age range were reached.

- **Black Friday 2016: orders +81% YoY**

Black Friday recorded +81% in the value of orders compared to 2015, +89% if the Thursday night advance orders are included, whilst the marketplace alone performed over 4x Black Friday 2015. ePRICE also tripled the number of installation services sold and doubled sales of domestic appliances as compared to Black Friday 2015. Lastly, ePRICE also beat the record of visits in a single day, with peaks of Mobile Traffic at 70%.

- **Buy Back Programme**

Banzai (now ePRICE) launched a Buy Back programme in 2016. Treasury shares held totalled 863,512 as of 31 January 2017, representing 2.1041% of the share capital.

- **2016-2021 Strategic Guidelines Presentation**

On 10 November 2016, Banzai (now ePRICE) presented its Strategic Guidelines for the next 5 years. In brief, based on these guidelines, GMV 2021 to triple on the GMV TTM 3Q16 (Euro 240 million), EBITDA margin to amount to 4-6% and cash generation to begin in 2019.

- **Change of company name from Banzai to ePRICE and new Ticker**

On 30 January 2017 the register of companies confirmed the taking effect of the change of company name from Banzai S.p.A. to ePRICE S.p.A., a change approved by the Shareholders' Meeting of 20 December 2016. Subsequently, Borsa Italiana will change the company's ticker from BANZ.MI to EPR.MI from February 1st.

Outlook

The Group foresees an increase in revenues for 2017 of approximately 15-18%, and an increase in GMV of approximately 20-25%, driven by large domestic appliances, services and Marketplace growth. The Group also foresees a higher Gross margin and a significant improvement in EBITDA compared to 2016. In 2016 the Group expects a CAPEX of Euro 11 million, including one-off investments for the new logistics hub.

The Board of Directors verifies that the independent directors meet the independence requirements

The Board of Directors has assessed the independence of the Independent Directors appointed by the Shareholders' Meeting of 14 April 2016 and 20 December 2016. Based on the statements made by the Directors and the information available to the Company, Directors Roland Berger, Chiara Burberi and Serenella Rossano were found to meet the independence requirements pursuant to art. 148, paragraph 3, of Law Decree no. 58/1998 (the “Consolidated Finance Act”) as provided in art.147 ter, paragraph 4, of the Consolidated Finance Act, and application criterion no. 3 of the Corporate Governance Code of Borsa Italiana (Italian Stock Exchange).

Authorization to buy and sell treasury shares

The Board of Directors resolved to request authorization from the Shareholders' Meeting to renew the plan for the purchase and disposal of treasury shares, following the revocation of the authorization given by the Shareholders' Meeting of 14 April 2016.



Convening of Ordinary Shareholders' Meeting

The Board of Directors resolved to convene the ordinary Shareholders' meeting on **27 April 2017 at 03:00 p.m., in a single call**, in order to resolve upon the approval of the financial statements as of 31 December 2016, the proposal for net income allocation, the distribution of the cash dividend, the first section of the Remuneration Report provided by Article 123-ter, Paragraph 3 of Legislative Decree no. 58/1998 and the authorization to buy and sell treasury shares.

For further information please refer to the relevant Directors' Report on the items on the agenda.

The documentation required by applicable laws in relation to the items and proposals on the agenda will be made available to the public, by the legally required deadlines, at the Company's registered offices at Via San Marco 29, Milan and at Borsa Italiana S.p.A.. Shareholders may view and obtain copies of the above documentation, which will also be made available, by the legally required deadlines, on the Company's website corporate.eprice.it.

The Executive Officer in charge of preparing the corporate accounting documents, Emanuele Romussi, declares, pursuant to Article 154-bis, paragraph 2 of the Consolidated Finance Act, that the accounting information contained in this press release is in keeping with the underlying accounting documents, records and accounting entries.

The press release is available on the websites corporate.eprice.it and www.1info.it.

ePRICE (previously BANZAI) is the leading e-Commerce platform in Italy. Founded by Paolo Ainio and listed on the STAR segment of the Italian Stock Exchange since 2015, it changed its name from BANZA to ePRICE on 30 January, 2017. ePRICE is one of the leading Internet companies in Italy with revenues of Euro 198 million and a GMV⁸ (Gross Merchandise Volume) of Euro 254 million in 2016, up 23% YoY in the 2016. ePRICE is one of the main online stores in Italy specialized in high-tech products (electronic goods) and is the Italian e-Commerce leader in the segment of large domestic appliances. ePRICE launched in 2016 the Home Service Mobile Platform to manage premium delivery and installation services, which covers around 14 million Italians. ePRICE has a network of 133 Pick&Pay locations in 109 cities, which combine the advantages of buying online and the convenience and security of a proximity shop.

For more details:

ePRICE S.p.A.
Micaela Ferruta
Head of Investor Relations and Strategic Planning
+39 02.30315400
investor.relations@eprice.it

Community Strategic Communication Advisers
Marco Rubino di Musebbi
Media Relations
Tel. +39 0289404231
marco@communitygroup.it

⁸Gross Merchandise Volume: it includes revenues from the sale of products, deliveries and the volume generated by the 3PMarketplace, net of returns and VAT included.



ePRICE Consolidated Statements

Reclassified consolidated income statement

<i>(Thousands of euros)</i>	31/12/2016	% of total	31/12/2015	% of total	% Change
Total revenues	197,894	100.0%	167,720	100.0%	18.0%
Cost of sales ⁹	(167,707)	-84.7%	(144,591)	-86.2%	16.0%
Gross profit ¹⁰	30,187	15.3%	23,129	13.8%	30.5%
Sales and marketing costs	(11,038)	-5.6%	(8,937)	-5.3%	23.5%
Logistics costs	(18,962)	-9.6%	(14,332)	-8.5%	32.3%
IT costs	(1,414)	-0.7%	(1,051)	-0.6%	34.5%
General and administrative expenses	(8,297)	-4.2%	(6,735)	-4.0%	23.2%
Adjusted EBITDA	(9,524)	-4.8%	(7,926)	-4.7%	20.2%
Non-recurring costs and income and stock option plans	(200)	-0.1%	(910)	-0.5%	-78.0%
EBITDA	(9,724)	-4.9%	(8,836)	-5.3%	10.0%
Depreciation, amortisation and impairment	(4,259)	-2.2%	(3,036)	-1.8%	40.3%
EBIT	(13,983)	-7.1%	(11,872)	-7.1%	17.8%
Net financial expenses	34	0.0%	(30)	0.0%	-213.3%
Share of the result pertaining to associates	(79)	0.0%	(270)	-0.2%	-70.7%
Impairment losses on financial assets	(668)	-0.3%			
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(14,696)	-7.4%	(12,172)	-7.3%	20.7%
Income taxes	(18)		2,608		
Net profit (loss) from discontinued operations	24,782		(1,192)		N/A
NET PROFIT (LOSS)	10,068	5.1%	(10,756)	-6.4%	N/A

⁹ The **Cost of sales** mainly includes the purchase cost of goods and the cost of some services, including the cost of collection fees.

¹⁰ Gross Profit is represented by net revenues minus cost of goods sold and is a management accounts indicator used by the Group's management to monitor and evaluate sales performance. Gross profit is not identified as an accounting method either under the scope of Italian Accounting Principles or under IFRS (International Financial Reporting Standards) and therefore it should not be considered as an alternative method for evaluating the performance of the Group's gross margin. Since the composition of the Gross Profit is not regulated by reference accounting standards, the calculation criterion applied by the Group may not be standardised with the one adopted by others and, as such, not comparable. The Group calculates gross profit as a percentage of revenue as the ratio of Gross Profit to Total Net Revenue.

Reclassified consolidated income statement - Q4 2016

<i>(Thousands of euros)</i>	Q4 2016	% of total revenues	Q4 2015	% of total revenues	% Change
Total revenues	70,695	100.0%	60,999	100.0%	15.9%
Cost of sales ¹¹	(59,990)	-84.9%	(52,936)	-86.8%	13.3%
Gross profit ¹²	10,705	15.1%	8,063	13.2%	32.8%
Sales and marketing costs	(3,943)	-5.6%	(4,041)	-6.6%	-2.4%
Logistics costs	(6,638)	-9.4%	(5,163)	-8.5%	28.6%
IT costs	(400)	-0.6%	(300)	-0.5%	33.3%
General and administrative expenses	(2,318)	-3.3%	(2,088)	-3.4%	11.0%
Adjusted EBITDA	(2,594)	-3.7%	(3,529)	-5.8%	-26.5%
Non-recurring costs and income and stock option plans	457	0.6%	(75)	-0.1%	-709.3%
EBITDA	(2,137)	-3.0%	(3,604)	-5.9%	-40.7%
Depreciation, amortisation and impairment	(1,373)	-1.9%	(1,130)	-1.9%	21.5%
EBIT	(3,510)	-5.0%	(4,734)	-7.8%	-25.9%
Net financial expenses	(5)	0.0%	(7)	0.0%	-28.6%
Share of the result pertaining to associates	3	0.0%	(109)	-0.2%	-102.8%
Impairment losses on financial assets	(229)	-0.3%	0	0.0%	
PROFIT (LOSS) BEFORE TAX FROM CONTINUING OPERATIONS	(3,741)	-5.3%	(4,850)	-8.0%	-22.9%
Income taxes	(18)		2,608		
Net profit (loss) from discontinued operations	10,871		399		N/A
NET PROFIT (LOSS)	7,112	10.1%	(1,843)	-2.6%	N/A

¹¹ The **Cost of sales** mainly includes the purchase cost of goods and the cost of some services, including the cost of collection fees.

¹² Gross Profit is represented by net revenues minus cost of goods sold and is a management accounts indicator used by the Group's management to monitor and evaluate sales performance. Gross profit is not identified as an accounting method either under the scope of Italian Accounting Principles or under IFRS (International Financial Reporting Standards) and therefore it should not be considered as an alternative method for evaluating the performance of the Group's gross margin. Since the composition of the Gross Profit is not regulated by reference accounting standards, the calculation criterion applied by the Group may not be standardised with the one adopted by others and, as such, not comparable. The Group calculates gross profit as a percentage of revenue as the ratio of Gross Profit to Total Net Revenue.



ePRICE consolidated income statement

<i>(In thousands of Euros)</i>	31 December 2016	31 December 2015*
Revenues	205,398	174,057
Other income	2,280	1,168
Costs for raw materials and goods for resale	(166,297)	(143,416)
Costs for services	(40,669)	(32,237)
Personnel expenses	(9,852)	(7,689)
Depreciation, amortisation and impairment	(4,259)	(3,036)
Other fees	(584)	(719)
Operating profit (loss)	(13,983)	(11,872)
Financial expenses	(182)	(266)
Financial income	216	236
Share of the result pertaining to associates	(79)	(270)
Write-downs of financial assets	(668)	
Profit (loss) before tax from continuing operations	(14,696)	(12,172)
Income taxes	(18)	2,608
Profit (loss) from continuing operations	(14,714)	(9,564)
Net profit (loss) from discontinued operations	24,782	(1,192)
Profit (loss) for the period	10,068	(10,756)

ePRICE Reclassified Statement of Consolidated Assets and Liabilities

<i>(thousands of Euros)</i>	31 December 2016	31 December 2015	31 December 2015 pro Proforma
USES			
Net Working Capital	(4,356)	776	(3,504)
Fixed assets	33,554	55,648	28,573
Long-term assets	9,996	12,120	9,892
Personnel fund	(2,131)	(3,741)	(1,984)
Long-term liabilities	(396)	(3,875)	-
Net Invested Capital	36,667	60,928	32,977
SOURCES			
Net Financial Liquidity/Debt	56,176	23,205	-
Net Equity	(92,843)	(84,133)	-
FUNDING SOURCES TOTAL	(36,667)	(60,928)	(32,977)



ePRICE Consolidated Statement of Assets and Liabilities

<i>(In thousands of Euros)</i>	31 December 2016	31 December 2015
NON-CURRENT ASSETS		
Plant and equipment	3,013	3,113
Intangible assets	26,853	49,475
Investments in associates	2,468	1,114
Non-current financial assets	1,220	1,946
Other non-current assets	273	214
Deferred tax assets	9,723	11,906
NON-CURRENT ASSETS TOTAL	43,550	67,768
CURRENT ASSETS		
Inventories	22,092	24,425
Trade receivables and other receivables	9,798	17,081
Other current assets	12,285	7,594
Cash and cash equivalents	54,711	33,543
CURRENT ASSETS TOTAL	98,886	82,643
ASSETS TOTAL	142,436	150,411
LIABILITIES AND NET EQUITY		
NET EQUITY		
Share capital	821	821
Reserves	81,954	94,068
Profit (loss) for the year	10,068	(10,756)
TOTAL NET EQUITY	92,843	84,133
NON-CURRENT LIABILITIES		
Payables to banks and other lenders	126	6,691
Personnel funds	2,130	3,741
Provisions for risks and charges	360	-
Other non-current liabilities	37	3,876
TOTAL NON-CURRENT LIABILITIES	2,653	14,308
CURRENT LIABILITIES		
Trade and other payables	36,874	39,121
Payables to banks and other lenders	109	4,385
Other current liabilities	9,957	8,464
TOTAL CURRENT LIABILITIES	46,940	51,970
TOTAL LIABILITIES	49,593	66,278
TOTAL NET EQUITY AND LIABILITIES	142,436	150,411



ePRICE Consolidated Net Financial Position

<i>(thousands of Euros)</i>	31 December 2016	31 December 2015
(A) Cash	(243)	(109)
(B) Other cash and cash equivalents	(54,468)	(33,434)
(C) Stocks held for trading	-	-
(D) Liquidity (A)+(B)+(C)	(54,711)	(33,543)
(E) Current financial receivables	(1,700)	(738)
(F) Current financial payables	-	3,081
(G) Current portion of non-current debt	-	1,250
(H) Other current financial payables	109	54
(I) Current financial debt (F)+(G)+(H)	109	4,385
(J) Net current financial liquidity/debt (D)+(E)+(I)	(56,302)	(29,896)
(K) Non-current bank payables	-	6,619
(L) Bonds issued	-	-
(M) Other non-current payables	126	72
(N) Non-current financial debt (K)+(L)+(M)	126	6,691
(O) Net Financial (Liquidity)/Debt (J)+(N)	(56,176)	(23,205)



ePRICE Consolidated Cash flow Statement

<i>(In thousands of Euros)</i>	31 December 2016	31 December 2015¹³
NET CASH FLOW FROM OPERATIONS		
Net result from operations	(14,714)	(9,564)
<i>Adjustments to reconcile profit for the year with cash flow generated by operating activities:</i>		
Depreciation and Amortisation	4,105	2,976
Bad debt provision	155	60
Employee benefit fund provision	544	475
Inventory write-down	276	26
Employee benefit fund change	(394)	(159)
Change in deferred tax assets and liabilities	17	(2,557)
Share of the result pertaining to associated companies	79	270
Impairment losses on non-current assets	668	0
Change in other non-current liabilities	35	(170)
Other non-monetary items	455	98
<i>Changes in working capital</i>		
Change in inventories	(6,853)	(7,891)
Change in trade receivables	(4,787)	(1,741)
Change in other current assets	(1,291)	(2,267)
Change in trade payables	12,263	7,192
Change in other payables	1,282	222
Cash flow from discontinued operations	-	405
NET CASH FLOW GENERATED (ABSORBED) BY OPERATIONS	(8,160)	(12,625)
NET CASH FLOW FROM INVESTMENT ACTIVITIES		
Acquisition of tangible assets	(1,370)	(1,260)
Disposal of tangible assets	24	
Change in other non-current assets	(121)	(77)
Acquisition of intangible assets	(6,219)	(6,333)
Provision of financing	(270)	(665)
Purchase of associates	(1,499)	(311)
Other investments	(2,150)	0
Cash flow from discontinued operations	52,228	(6,400)
NET CASH FLOW GENERATED (ABSORBED) BY INVESTMENT ACTIVITIES	40,623	(15,046)
CASH FLOW FROM FINANCING ACTIVITIES		
Financial payables	(8,539)	4,380
Share capital increase	-	50,086
Current financial receivables	(962)	(451)
Treasury shares	(1,794)	-
Cash flow from discontinued operations	-	(2,180)
NET CASH FLOW ABSORBED BY FINANCING ACTIVITIES	(11,295)	51,835
(Decrease)/Increase in cash and cash equivalents	21,168	24,164
CASH AND CASH EQUIVALENTS AT THE START OF THE PERIOD	33,543	9,379
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	54,711	33,543

¹³ restated pursuant to IFRS 5



ePRICE S.p.A

Statement of ePRICE S.p.A Profit and Loss and other comprehensive Income.

<i>(thousands of Euros)</i>	31 December 2016	31 December 2015
Revenues	2,826	1,833
Other income	7	2
Costs for raw materials and goods for resale	(45)	(191)
Costs for services	(5,864)	(3,933)
Personnel expenses	(2,355)	(1,856)
Depreciation, amortisation and impairment	(415)	(276)
Other fees	(236)	(146)
Operating profit (loss)	(6,082)	(4,567)
Financial expenses	(84)	(136)
Financial income	43	121
Impairment of financial assets		
Earnings Before Tax	(6,123)	(4,582)
Tax	-	1,071
Profit (loss) from continuing operations	(6,123)	-
Net profit (loss) from discontinued operations	11,718	-
Profit (loss) for the year	5,596	(3,511)

ePRICE S.p.A. Reclassified Statement of Consolidated Assets and Liabilities

<i>(Thousands of euros)</i>	31 December 2016	31 December 2015
USES		
Net Working Capital	2,582	493
Fixed assets	61,189	76,741
Long-term assets	6,130	6,137
Personnel fund	(267)	(214)
Long-term liabilities	(397)	-
Net invested capital	69,237	83,157
SOURCES		
Net Financial Liquidity/Debt	43,097	24,931
Net Equity	(112,334)	(108,088)
FUNDING SOURCES TOTAL	(69,237)	(83,157)



ePRICE S.p.A Statement of Consolidated Assets and Liabilities

<i>(thousands of Euros)</i>	31 December 2016	31 December 2015
NON-CURRENT ASSETS		
Plant and equipment	1,109	255
Intangible assets	2,604	1,884
Equity investments	32,317	42,662
Non-current financial assets	25,158	31,939
Other non-current assets	14	21
Deferred tax assets	6,116	6,116
NON-CURRENT ASSETS TOTAL	67,319	82,878
CURRENT ASSETS		
Trade receivables and other receivables	798	879
Other current assets	4,052	3,041
Cash and cash equivalents	43,260	31,209
CURRENT ASSETS TOTAL	48,109	35,129
ASSETS TOTAL	115,428	118,006
LIABILITIES AND NET EQUITY		
NET EQUITY		
Share capital	821	821
Reserves	105,919	110,779
Profit (loss) for the year	5,596	(3,511)
TOTAL NET EQUITY	112,335	108,088
NON-CURRENT LIABILITIES		
Payables to banks and other lenders	96	6,620
Personnel funds	267	214
Provisions for risks and charges	360	-
Other non-current liabilities	37	-
TOTAL NON-CURRENT LIABILITIES	760	6,833
CURRENT LIABILITIES		
Trade and other payables	1,331	1,385
Payables to banks and other lenders	67	1,250
Other current liabilities	936	450
TOTAL CURRENT LIABILITIES	2,334	3,085
TOTAL LIABILITIES	3,093	9,918
LIABILITIES AND NET EQUITY	115,428	118,006

ePRICE S.p.A Statement of Net Financial Position.

<i>(In thousands of Euros)</i>	At 31 December 2016	At 31 December 2015
(A) Cash	(1)	(1)
(B) Other cash and cash equivalents	(43,259)	(31,208)
(C) Stocks held for trading	-	-
(D) Liquidity (A)+(B)+(C)	(43,260)	(31,209)
(E) Current financial receivables	-	(1,592)
(F) Current financial payables	-	-
(G) Current portion of non-current debt	-	1,250
(H) Other current financial payables	67	-
(I) Current financial debt (F)+(G)+(H)	67	1,250
(J) Net current financial liquidity/debt (D)+(E)+(I)	(43,193)	(31,551)
(K) Non-current bank payables	-	6,620
(L) Bonds issued	-	-
(M) Other non-current payables	96	-
(N) Non-current financial debt (K)+(L)+(M)	96	6,620
(O) Net Financial (Liquidity)/Debt (J)+(N)	(43,097)	(24,931)



ePRICE S.p.A Cash flow Statement

<i>(In thousands of Euros)</i>	31 December 2016	31 December 2015¹⁴
NET CASH FLOW FROM OPERATIONS		
Profit (loss) for the year	(6,123)	(3,511)
<i>Adjustments to reconcile profit for the year with cash flow generated by operating activities:</i>		
Depreciation and Amortisation	371	276
Bad debt provision	43	
Employee benefit fund provision	109	91
Employee benefit fund change	(65)	(47)
Change in deferred tax assets and liabilities	0	(1,065)
Other non-monetary items	394	99
Change in other non-current liabilities	37	
<i>Changes in working capital</i>		
Change in trade receivables	38	249
Change in other current assets	1,139	(601)
Change in trade payables	(54)	(1,542)
Change in other payables	486	45
NET CASH FLOW GENERATED (ABSORBED) BY OPERATIONS	(3,624)	(6,006)
NET CASH FLOW FROM INVESTMENT ACTIVITIES		
Acquisition of tangible assets	(1,050)	(49)
Change in other non-current assets	6	(12)
Acquisition of intangible assets	(1,007)	(1,128)
Provision of financing	(480)	(24,941)
Repayments of financing	0	480
Other investments	(2,150)	0
Cash flow from discontinued operations	29,857	0
NET CASH FLOW GENERATED (ABSORBED) BY INVESTMENT ACTIVITIES	25,176	(25,650)
CASH FLOW FROM FINANCING ACTIVITIES		
Financial payables	(7,707)	4,768
Share capital increase		50,086
Treasury shares	(1,794)	
Other changes		(4)
NET CASH FLOW ABSORBED BY FINANCING ACTIVITIES	(9,501)	54,850
(Decrease)/Increase in cash and cash equivalents	12,051	23,195
CASH AND CASH EQUIVALENTS AT THE START OF THE YEAR	31,209	8,014
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	43,260	31,209

¹⁴ restated pursuant to IFRS 5