



Nice

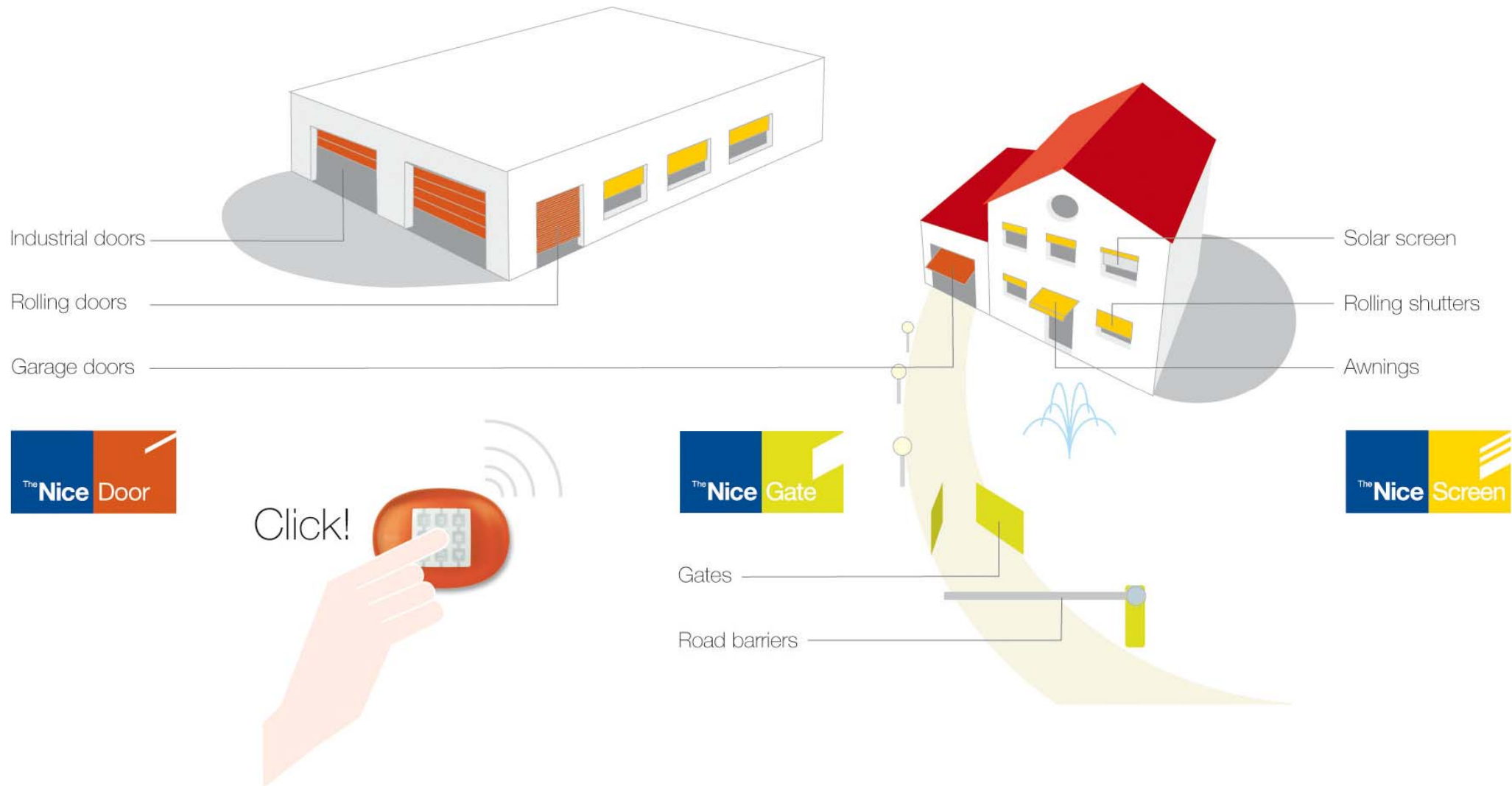
Nice Presentation

1H 2007 Results

August 7, 2007

Nice: Home Automation for Inside and Outside

Nice





Financial Overview

1H07 Results' Highlights

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- 14.1% sales growth to €81.7m (€71.6m in 1H06)
- 61.8% gross margin (61.1% in 1H06)
- 31.4% EBITDA margin (32.2% in 1H06)
- 18.5% net group income margin (18.3% in 1H06)
- €2.6m free cash flow (€7.4m in 1H06)
- Nice new headquarter fully operated
- New subsidiary opened in Portugal

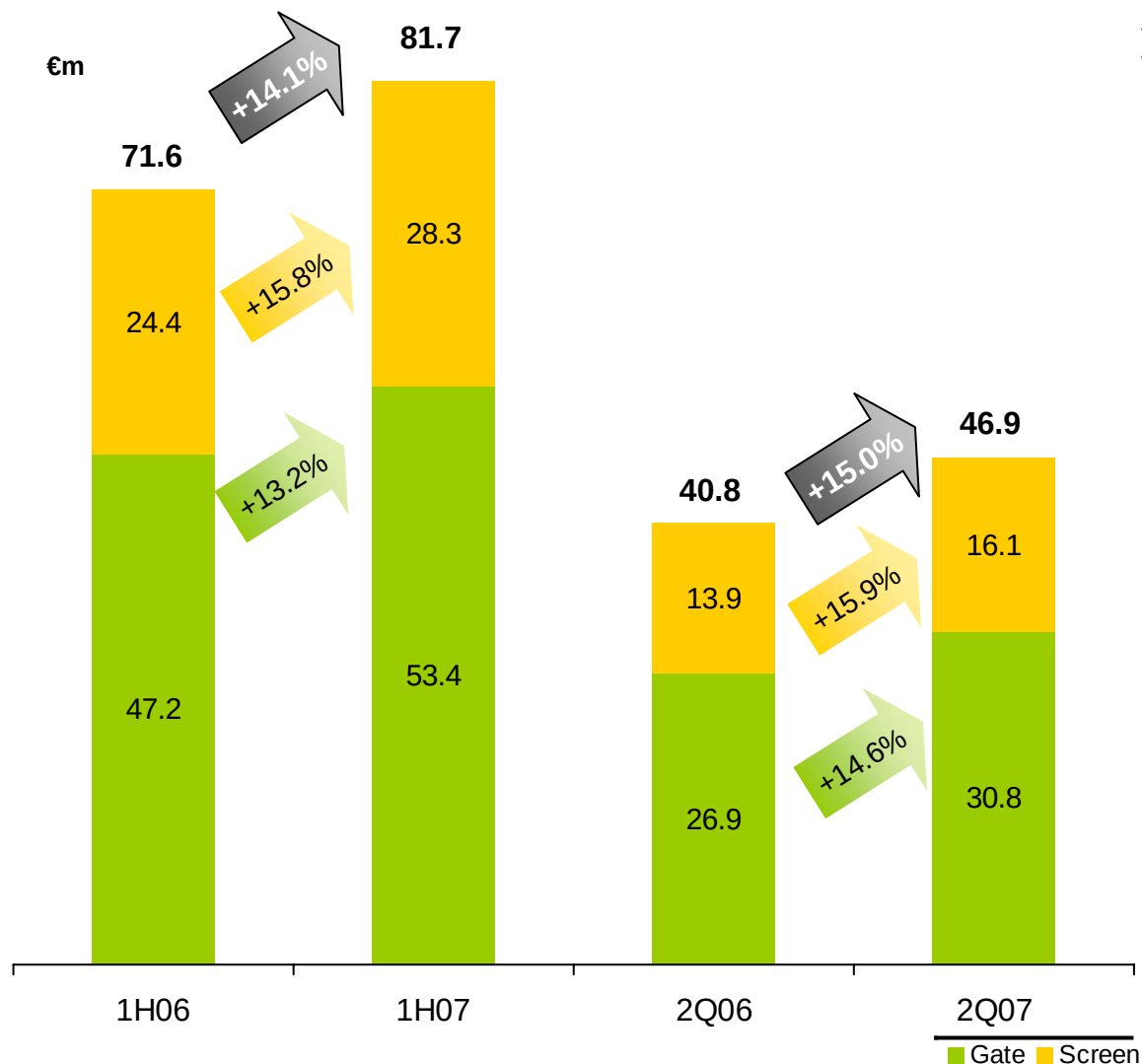
€m ⁽¹⁾	1H 2007		1H 2006		YoY Growth
Net Sales	81.7	100.0%	71.6	100.0%	14.1%
Gross Profit	50.5	61.8%	43.8	61.1%	15.3%
EBITDA	25.7	31.4%	23.1	32.2%	11.3%
EBIT	24.1	29.5%	21.7	30.3%	11.2%
Net Group Income	15.1	18.5%	13.1	18.3%	15.0%
Free Cash Flow	2.6	n.a.	7.4	n.a.	n.a.
EPS	0.13		0.12		10.0%

(1) Excluding EPS (€)

Source: Company Financial Statements

Net Sales Breakdown By Product line

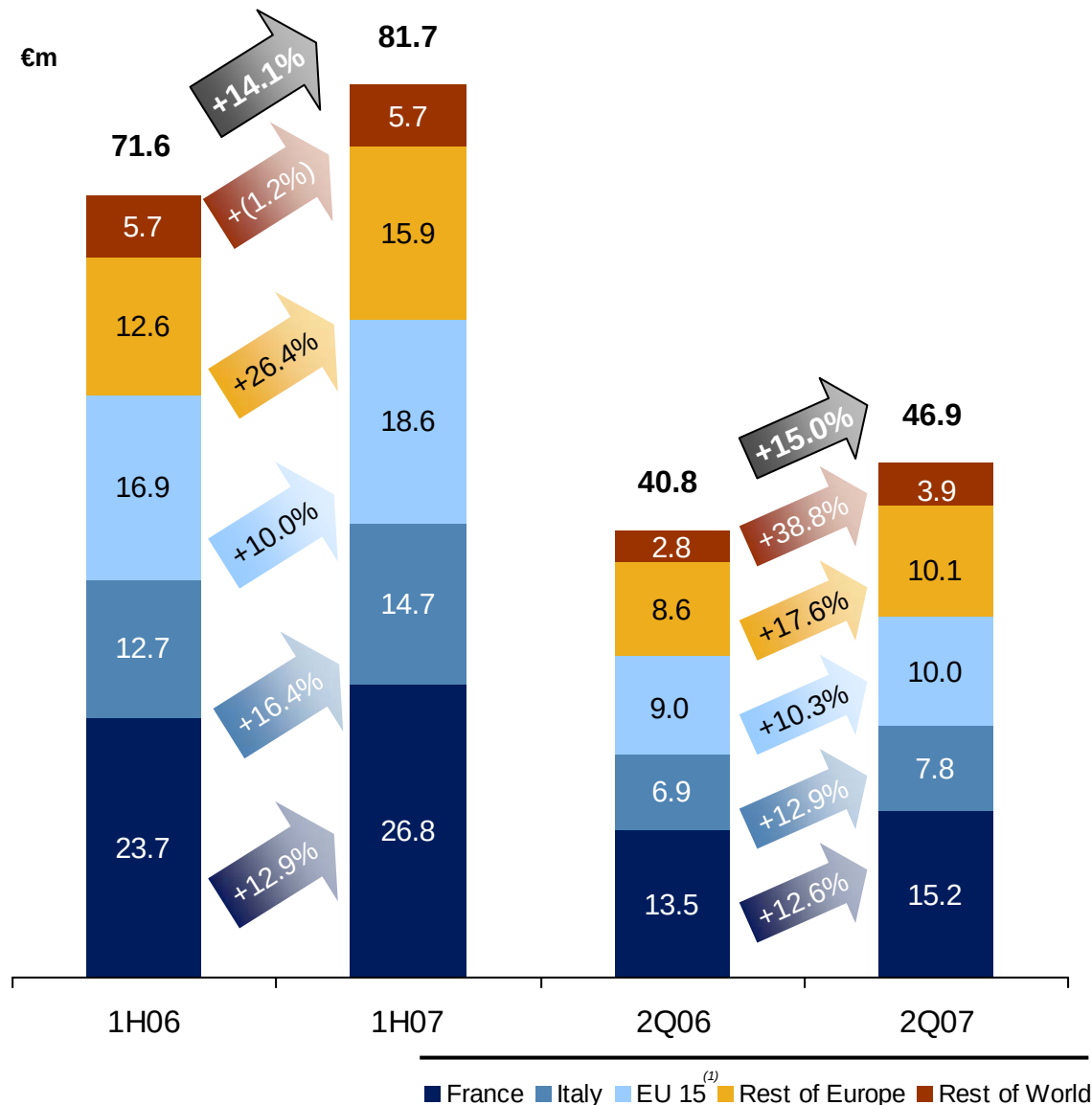
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- Rapid sales growth in both product lines, with an acceleration in 2Q07
- 2Q07 Gate sales rose by 14.6%
- 2Q07 Screen sales rose by 15.9%
- Gate sales driven by product innovation, in all distribution channels and all key regions
- Screen sales mainly driven by existing products
- Positive effects from the launch of new products (MAX) expected to impact 2H07 results

Net Sales Breakdown By Region

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- Sales in Italy performed strongly driven by:
 - Good performance for the gate segment
 - Sales force integration
- As expected, sales in France has been negatively impacted by:
 - Delay in the launch of the new products (MAX)
- Rest of Europe sales performed in line with our expectations
- Rest of the World sales accelerated in 2Q in line with expectations due to some orders postponed from March to April

(1) Excluding Italy and France

Net Sales Breakdown

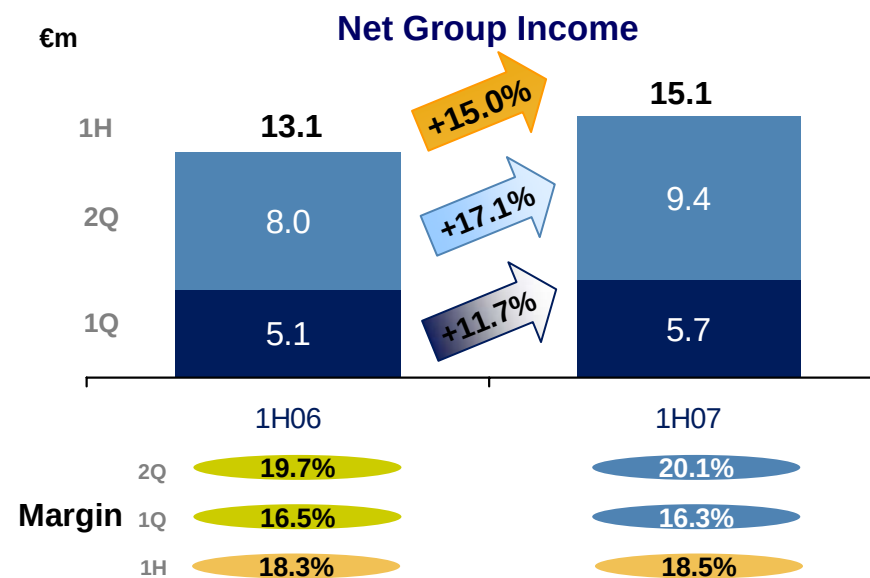
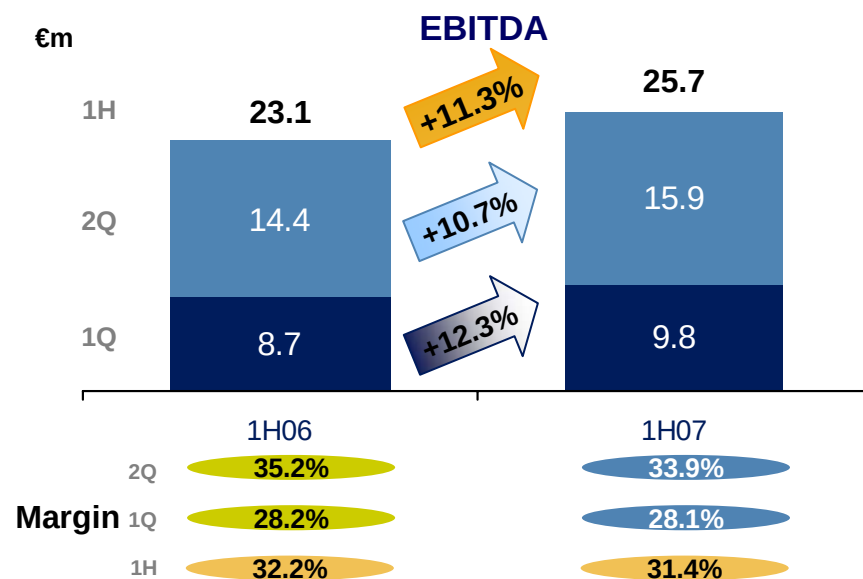
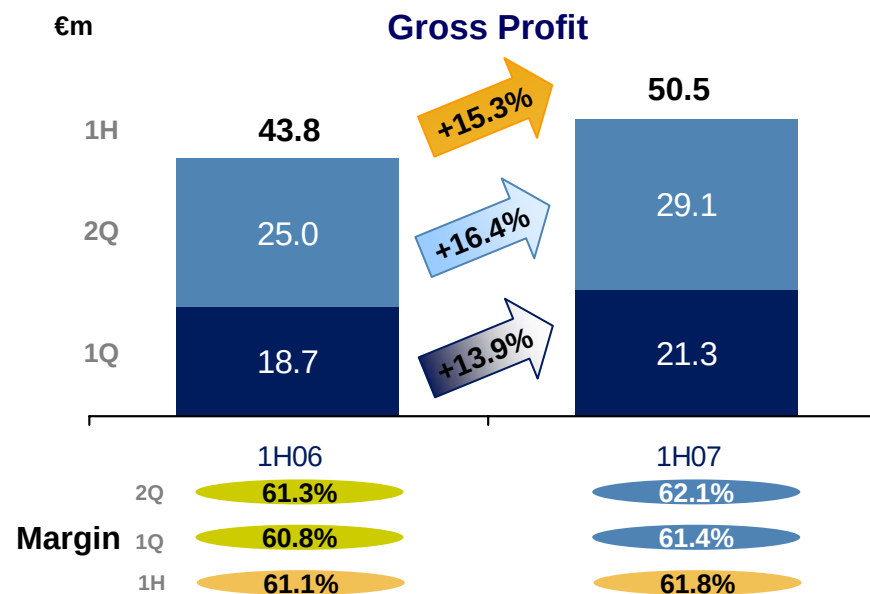
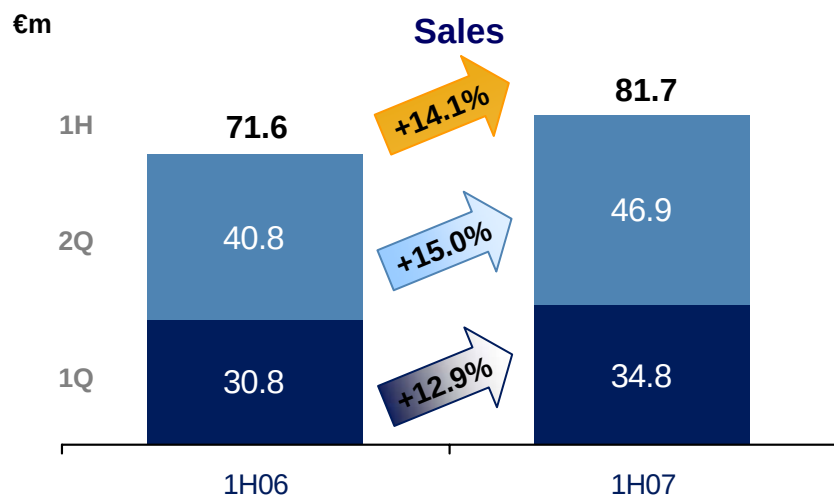
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€m		1H07	%	1H06	%	Growth	2Q07	%	2Q06	%	Growth	FY2006	%
Product	Gate	53.4	65.4%	47.2	65.9%	13.2%	30.8	65.6%	26.9	65.9%	14.6%	100.5	67.0%
	Screen	28.3	34.6%	24.4	34.1%	15.8%	16.1	34.4%	13.9	34.1%	15.9%	49.5	33.0%
	Net Sales	81.7	100.0%	71.6	100.0%	14.1%	46.9	100.0%	40.8	100.0%	15.0%	150.0	100.0%
Region	France	26.8	32.8%	23.7	33.1%	12.9%	15.2	32.4%	13.5	33.0%	12.6%	42.9	28.6%
	Italy	14.7	18.0%	12.7	17.7%	16.4%	7.8	16.5%	6.9	16.8%	12.9%	25.9	17.3%
	EU 15 ⁽¹⁾	18.6	22.8%	16.9	23.6%	10.0%	10.0	21.2%	9.0	22.2%	10.3%	36.3	24.2%
	Rest of Europe	15.9	19.5%	12.6	17.6%	26.4%	10.1	21.6%	8.6	21.1%	17.6%	29.9	19.9%
	Rest of World	5.7	6.9%	5.7	8.0%	(1.2%)	3.9	8.3%	2.8	6.9%	38.8%	15.0	10.0%
	Net Sales	81.7	100.0%	71.6	100.0%	14.1%	46.9	100.0%	40.8	100.0%	15.0%	150.0	100.0%

(1) Excluding Italy and France

Sales and Profitability

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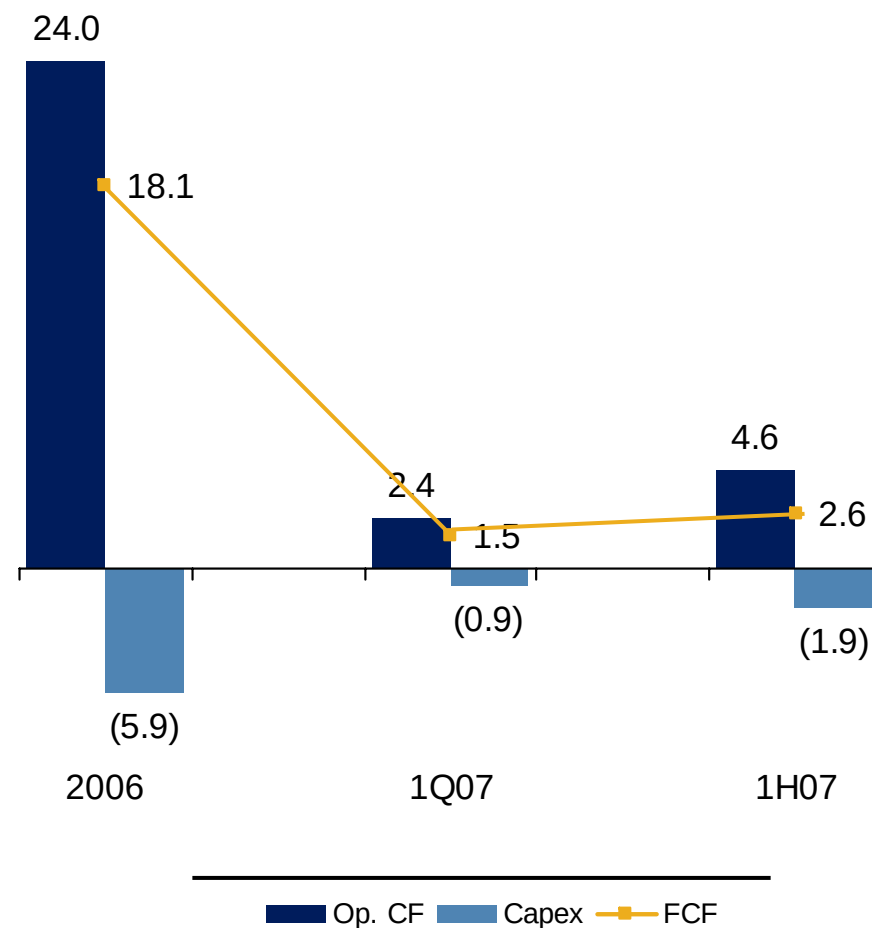
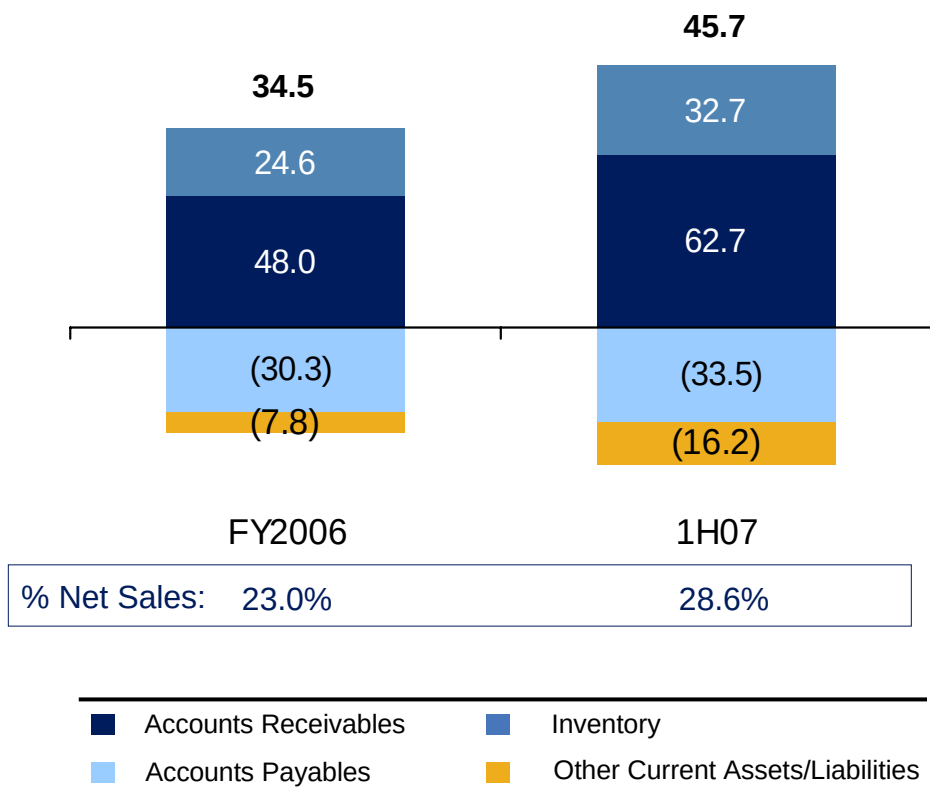
Profit & Loss

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€m	1H 2007	%	1H 2006	%	2Q07	%	2Q06	%	FY2006	%
Net Sales	81.7	100.0%	71.6	100.0%	46.9	100.0%	40.8	100.0%	150.0	100.0%
COGS	(31.2)	(38.2%)	(27.9)	(38.9%)	(17.8)	(37.9%)	(15.8)	(38.7%)	(57.7)	(38.5%)
Gross Profit	50.5	61.8%	43.8	61.1%	29.1	62.1%	25.0	61.3%	92.3	61.5%
Industrial costs	(1.4)	(1.8%)	(1.2)	(1.6%)	(0.8)	(1.7%)	(0.6)	(1.6%)	(2.3)	(1.5%)
Marketing costs	(3.3)	(4.1%)	(3.1)	(4.3%)	(1.9)	(4.0%)	(1.4)	(3.5%)	(6.4)	(4.2%)
Commercial costs	(3.9)	(4.8%)	(3.3)	(4.6%)	(2.1)	(4.4%)	(1.8)	(4.3%)	(6.6)	(4.4%)
General & adm. costs	(6.7)	(8.3%)	(5.6)	(7.8%)	(3.3)	(7.0%)	(3.0)	(7.4%)	(11.5)	(7.7%)
Personnel costs	(10.2)	(12.5%)	(8.3)	(11.6%)	(5.5)	(11.7%)	(4.3)	(10.6%)	(18.6)	(12.4%)
Other Revenues	0.8	1.0%	0.8	1.1%	0.4	0.7%	0.5	1.3%	1.3	0.8%
EBITDA	25.7	31.4%	23.1	32.2%	15.9	33.9%	14.4	35.2%	48.2	32.1%
D&A	(1.5)	(1.9%)	(1.4)	(1.9%)	(0.8)	(1.8%)	(0.7)	(1.7%)	(3.0)	(2.0%)
EBIT	24.1	29.5%	21.7	30.3%	15.1	32.1%	13.7	33.5%	45.2	30.2%
Interest income / (exp)	0.7	0.8%	(0.2)	(0.3%)	0.4	0.8%	(0.1)	(0.2%)	0.1	0.1%
Profit before Tax	24.8	30.4%	21.5	30.0%	15.5	32.9%	13.6	33.4%	45.4	30.2%
Taxes	(9.6)	(11.7%)	(8.3)	(11.6%)	(5.9)	(12.7%)	(5.6)	(13.7%)	(17.1)	(11.4%)
Net Income	15.3	18.7%	13.2	18.4%	9.5	20.3%	8.0	19.7%	28.3	18.9%
Minorities	0.2	0.2%	0.1	0.1%	0.1	0.2%	0.0	0.0%	0.1	0.1%
Net Group Income	15.1	18.5%	13.1	18.3%	9.4	20.1%	8.0	19.7%	28.2	18.8%
<i>Tax Rate</i>	38.5%		38.6%		38.4%		40.9%		37.6%	

Working Capital

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Healthy Balance Sheet

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€m	1H07	1Q07	FY 2006
Intangible assets	7.7	7.7	7.7
Tangible assets	12.5	12.3	12.1
Other fixed assets	11.7	11.7	10.4
Fixed Assets	31.9	31.7	30.2
Trade receivables	62.7	49.7	48.0
Inventory	32.7	32.0	24.6
Trade payables	(33.5)	(34.4)	(30.3)
Other curr. assets / (Liab.)	(16.2)	(9.9)	(7.8)
Net Working Capital	45.7	37.4	34.5
<i>% on sales</i>	28.6%	24.3%	23.0%
Severance and other funds	(2.8)	(2.8)	(2.7)
Net Invested Capital	74.8	66.3	62.0
Shareholders' equity	115.5	114.4	108.7
Minorities	0.8	0.7	0.5
Total Shareholders' Equity	116.3	115.1	109.2
Cash & cash equivalents	(43.5)	(50.7)	(49.6)
Total debt	2.0	1.9	2.4
Net Financial Position	(41.5)	(48.8)	(47.2)
Net Capital Employed	74.8	66.3	62.0
<i>Pre-Tax ROCE</i>	63.7%	69.8%	72.9%

Cash Flow

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€m	1H07	1Q07	FY 2006
Net Income	15.1	5.7	28.3
Depreciation and amortization	1.5	0.7	3.0
Other non-cash items	(0.8)	(1.0)	1.8
Change in net working capital	(11.4)	(3.0)	(9.0)
Operating Cash Flow	4.6	2.4	24.0
Capital expenditure	(1.9)	(0.9)	(5.9)
(Increase) / decrease in inv. in other assets	0.0	0.0	0.0
Cash Flow from Investing Activities	(1.9)	(0.9)	(5.9)
Free Cash Flow	2.6	1.5	18.1
Dividend paid	(8.5)	0.0	0.0
Change in short term debt	0.0	(0.0)	(0.3)
Change in long term debt and other fin. act.	(0.3)	(0.4)	(0.4)
Cash Flow from Financing Activities	(8.8)	(0.4)	(0.7)
Exchange Rate Adjustments	0.0	0.0	0.0
Cash Flow of the Period	(6.1)	1.1	17.4
Cash & cash equiv. at the beg. of the period	49.6	49.6	32.1
Cash Flow absorbed by spin-off activities	0.0	0.0	(0.4)
Net Cash from the spin-off of real estate act.	0.0	0.0	(28.7)
Cash from IPO proceeds	0.0	0.0	29.2
Cash & cash equiv. at the end of the period	43.5	50.7	49.6



Improved Products

- Continuous investments in R&D (1.9% of 1H07 sales)
- Launch of new products (49 in 1H07)
- New technological compatible solutions (e.g. Zig Bee, Demo Zeta Sim)



Further International Expansion

- Increase penetration in core markets
- Further strengthen of Nice's sales force
- Opening of new subsidiaries (Portugal in July)



Brand Support

- Continuous marketing effort (4.1% of 1H07 Sales)
- New Marketing actions to reinforce Nice relationship with clients
- Innovative communication like, for example, Nice *feel*



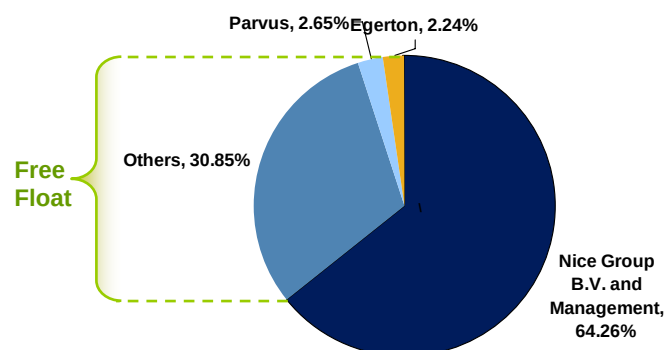
Cost Control

- Standardisation and procurement of basic components in the Far East
- Develop further relationships with third-party manufacturers in low cost countries
- Completion of Gate / Screen sales force integration by 2008 confirmed

Company Profile

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Shareholding⁽¹⁾



Share Information

N. of shares outstanding: 116.000.000

Ipo Price: € 5.70

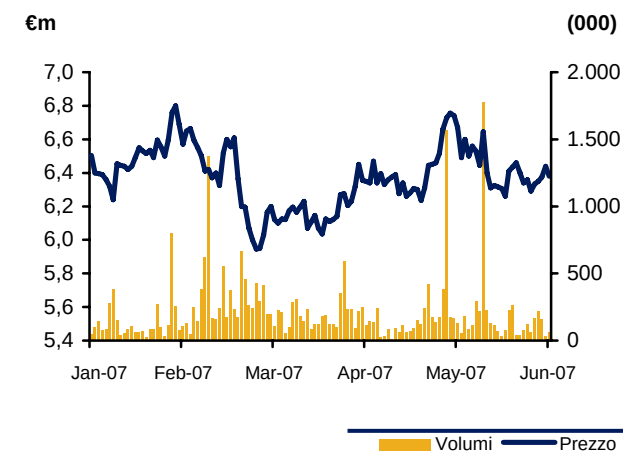
Price as of 30/06/07: € 6.4

Market Capitalization: € 742.4m

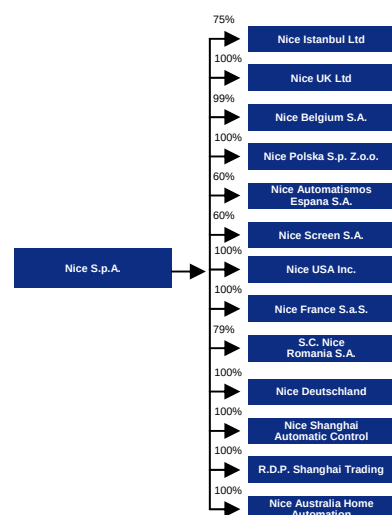
Italian Stock Exchange - segmento STAR

Specialist: Mediobanca S.p.A.

Stock Chart⁽²⁾



Group structure



Board of Directors

Lauro Buoro - Chairman and CEO

Oscar Marchetto - Director

Lorenzo Galberti - Director

Davide Gentilini - Director

Frédéric Krantz - Director

Giorgio Zanutto- Director

Roberto Gherlenda- Director

Antonio Bortuzzo – Independent Director

Roberto Siagri – Independent Director

Andrea Tomat – Independent Director

Investor Relations



(1) As of June 2007

(2) From 01/01/2007 to 30/06/2007; Source: Factset



Appendices

Summary Profit & Loss

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(€ million)	2004	%	2005	%	2005 PF	%	2006	%
Net Sales	101.1	100.0%	121.6	100.0%	121.6	100.0%	150.0	100.0%
Y-o-Y Growth	27.3%		20.2%				23.4%	
Cost of basic components	(35.3)	(34.9%)	(47.0)	(38.7%)			(48.7)	(32.4%)
Cost of third-party manufacturing	(8.6)	(8.5%)	(9.7)	(8.0%)			(9.5)	(6.3%)
Change in inventory	4.0	3.9%	8.7	7.1%			0.4	0.3%
COGS	(40.0)	(39.6%)	(48.0)	(39.5%)			(57.7)	(38.5%)
Gross Margin	61.1	60.4%	73.6	60.5%	73.6	60.5%	92.3	61.5%
Industrial costs	(1.4)	(1.4%)	(1.8)	(1.5%)			(2.3)	(1.5%)
Marketing costs	(3.5)	(3.5%)	(4.7)	(3.9%)			(6.4)	(4.2%)
Commercial costs	(4.2)	(4.1%)	(5.7)	(4.6%)			(6.6)	(4.4%)
Personnel costs	(11.1)	(11.0%)	(14.6)	(12.0%)			(18.6)	(12.4%)
General & administrative costs	(6.3)	(6.2%)	(8.7)	(7.1%)			(11.5)	(7.7%)
Other revenues / (costs)	0.4	0.4%	0.9	0.7%			1.3	0.8%
EBITDA	35.1	34.7%	39.0	32.1%	38.0	31.2%	48.2	32.1%
Depreciation & Amortization	(2.3)	(2.3%)	(2.8)	(2.3%)			(3.0)	(2.0%)
EBIT	32.8	32.4%	36.2	29.8%	35.5	29.2%	45.2	30.2%
Interest income / (expense)	(0.2)	(0.2%)	(0.1)	(0.1%)			0.1	0.1%
Profit before Tax	32.5	32.2%	36.1	29.7%	34.7	28.6%	45.4	30.2%
Taxes	(12.9)	(12.7%)	(14.5)	(11.9%)			(17.1)	(11.4%)
Net Income	19.7	19.4%	21.6	17.8%	20.7	17.0%	28.3	18.9%
Minorities	0.0	0.0%	0.1	0.0%			0.1	0.1%
Group Net Income	19.7	19.4%	21.7	17.8%	20.8	17.1%	28.2	18.8%

Note: IFRS for 2004, 2005 and 2006

Net Sales Breakdown

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		2004		2005		2006		CAGR '04 - '06'
Product	Gate	73.9	73.1%	84.2	69.2%	100.5	67.0%	16.6%
	Screen	27.2	26.9%	37.4	30.8%	49.5	33.0%	34.8%
	Net Sales	101.1	100.0%	121.6	100.0%	150.0	100.0%	21.8%
Region	France	25.9	25.6%	34.4	28.3%	42.9	28.6%	28.7%
	Italy	20.0	19.8%	22.5	18.5%	25.9	17.3%	13.7%
	EU 15	26.9	26.6%	32.4	26.6%	36.3	24.2%	16.2%
	Rest of Europe	19.7	19.5%	22.2	18.2%	29.9	19.9%	23.1%
	Rest of World	8.6	8.5%	10.2	8.4%	15.0	10.0%	32.2%
	Net Sales	101.1	100.0%	121.6	100.0%	150.0	100.0%	21.8%

* Excludes Italy and France
Note: IFRS for 2004, 2005 and 2006

Summary Balance Sheet

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(€ million)	2004	2005	2005PF	2006 ⁽¹⁾
Intangible assets	7.1	7.9	7.3	7.7
Tangible assets	20.3	33.9	9.6	12.1
Other fixed assets	16.7	13.5	10.0	10.4
Fixed Assets	44.1	55.2	26.9	30.2
Trade receivables	26.3	32.6	32.6	48.0
Inventory	15.1	24.1	24.0	24.6
Trade Payables	(18.1)	(26.9)	(26.7)	(30.3)
Other Current Assets / (Liabilities)	(6.9)	(2.3)	(3.9)	(7.8)
Net Working Capital	16.5	27.5	26.1	34.5
Severance and other funds	(5.9)	(4.2)	(2.9)	(2.7)
Net Invested Capital	54.6	78.5	50.0	31.8
Shareholders' equity	75.3	97.0	50.1	108.7
Minorities	0.4	0.5	0.5	0.5
Total Shareholders' Equity	75.7	97.5	50.6	109.2
Cash & cash equivalents	(32.0)	(32.0)	(3.4)	(49.6)
Total debt	10.9	13.1	2.7	2.4
Net Financial Position	(21.1)	(19.0)	(0.6)	(47.2)
Net Capital Employed	54.6	78.5	50.0	62.0
Pre-Tax ROCE	67.7%	54.4%	71.0%	72.9%

Note: IFRS for 2004, 2005 and 2006

(1) Pro forma for the spin off of the real estate activities

Summary Cash Flow Statements

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(€ million)	2004	2005	2005PF	2006
Net income	19.7	21.7	20.8	28.3
Depreciation and amortization	2.3	2.8	2.5	3.0
Other non-cash items	4.4	5.1	5.0	1.8
Change in other assets / liabilities	(6.0)	(12.9)	(12.9)	(9.0)
Operating Cash Flow	20.4	16.6	15.4	24.0
Capital expenditure for intangible assets	(0.3)	(1.6)	(1.0)	(1.2)
Capital expenditure for tangible assets	(3.2)	(12.7)	(3.2)	(4.7)
(Increase) / decrease in inv. in other assets	(0.9)	(0.4)	(0.0)	0.0
Cash Flow from Investing Activities	(4.4)	(14.7)*	(4.2)	(5.9)
Free Cash Flow	16.0	1.9	11.2	18.1
Change in short term debt	0.9	0.5	0.5	(0.3)
Change in long term debt and other fin. act.	(1.6)	(2.4)	(1.1)	(0.4)
Cash Flow from Financing Activities	(0.7)	(1.9)	(0.6)	(0.7)
Cash & cash equiv. at the beg. of the year	16.8	32.0		32.1
Cash Flow of the Period	15.2	0.0	10.6	17.4
Cash & cash equiv. at the end of the year	32.0	32.0		49.6

* Includes €10.5m for acquisition of real estate assets and other investments spun off in February 2006

Note: IFRS for 2004, 2005 and 2006

(1) Pro forma for the spin off of the real estate activities

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