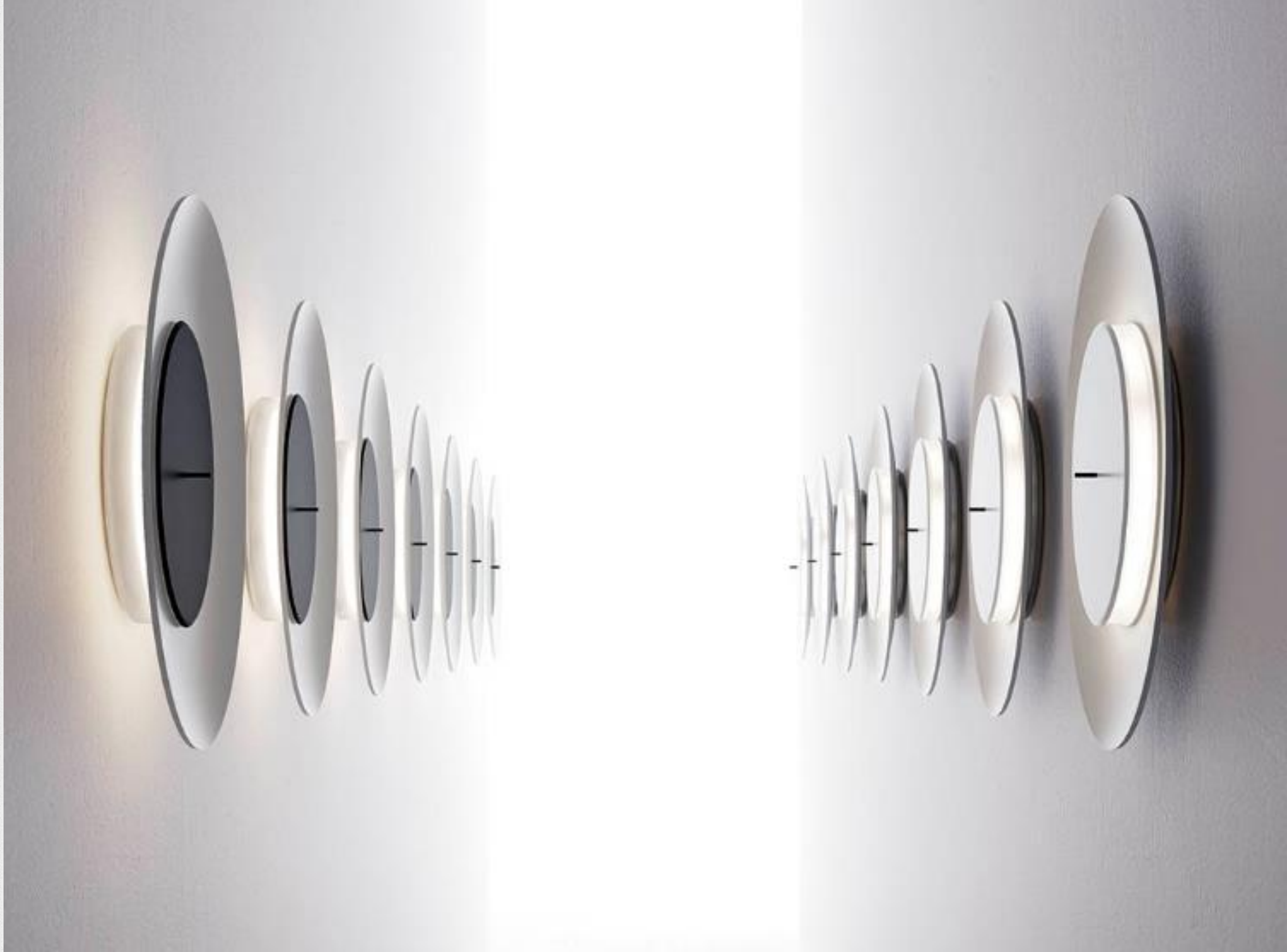
1 DAY IN VENICE

NICE PRESENTATION

NOVEMBER 2014, 21st

TheNiceGroup



1 DAY IN VENICE

AGENDA

NOVEMBER 2014, 21st

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NICE MISSION

IMPROVING THE QUALITY OF LIFE
BY SIMPLIFYING
EVERYDAY MOVEMENTS.

NICE OFFERS THE COMFORT
OF GOING IN AND OUT
IN TOTAL FREEDOM,
WITH PRACTICAL PRODUCTS
AND AN EMOTIONAL DESIGN.

NICE EVOLUTION

1993

CONTROL ELECTRONICS
FOR GATE & DOOR
AUTOMATION

1995

MOTORS
FOR GATE & DOOR
AUTOMATION

FIRST BRANCH
IN FRANCE

2000

AWNINGS
AND ROLLING SHUTTERS
AUTOMATION

2003

ENTERING INTO
THE DIY CHANNEL

2006

LISTING IN STAR SEGMENT
OF ITALIAN
STOCK EXCHANGE

2008

NEW MARKET SEGMENTS:

- WIRELESS ALARM SYSTEMS
- INDUSTRIAL DOORS

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NICE EVOLUTION

2010

ACQUISITION OF FONTANAARTE

2011

PRESENTATION OF THE NEW NICE ERA RANGE

ENTRY INTO THE SOUTH AMERICAN MARKET WITH PECCININ

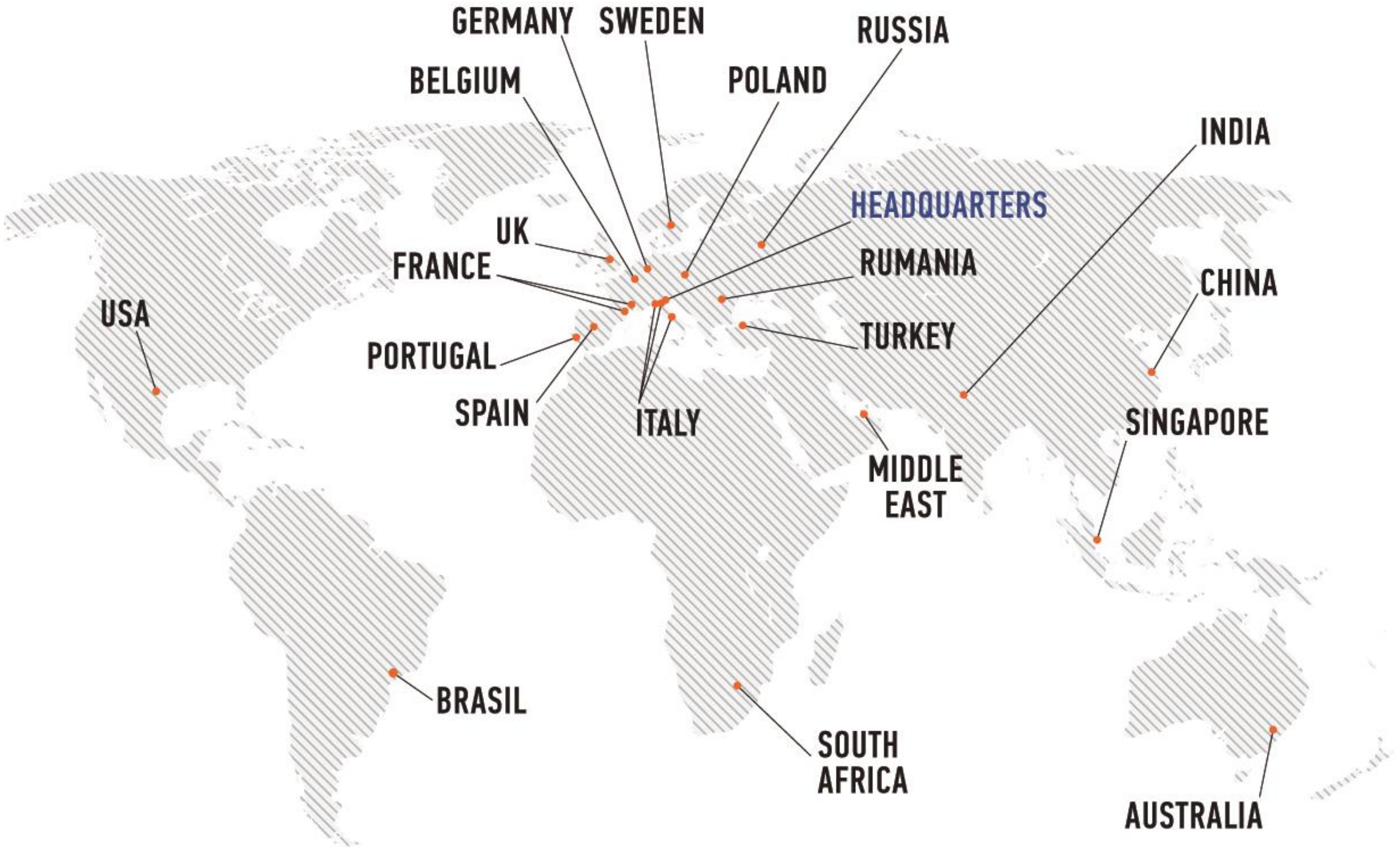
ACQUISITION OF ELERO GROUP, LEADER IN THE MANUFACTURE OF AUTOMATION SYSTEMS FOR SUN PROTECTIONS

2014

OPEN INNOVATION APPROACH: COLLABORATION WITH VENTURE INCUBATOR (DIGITAL MAGICS) AND DESIGN-ORIENTED FURNITURE MANUFACTURER (LAGO SPA)

MARKET PRESENCE

STRONG INTERNATIONAL FOCUS



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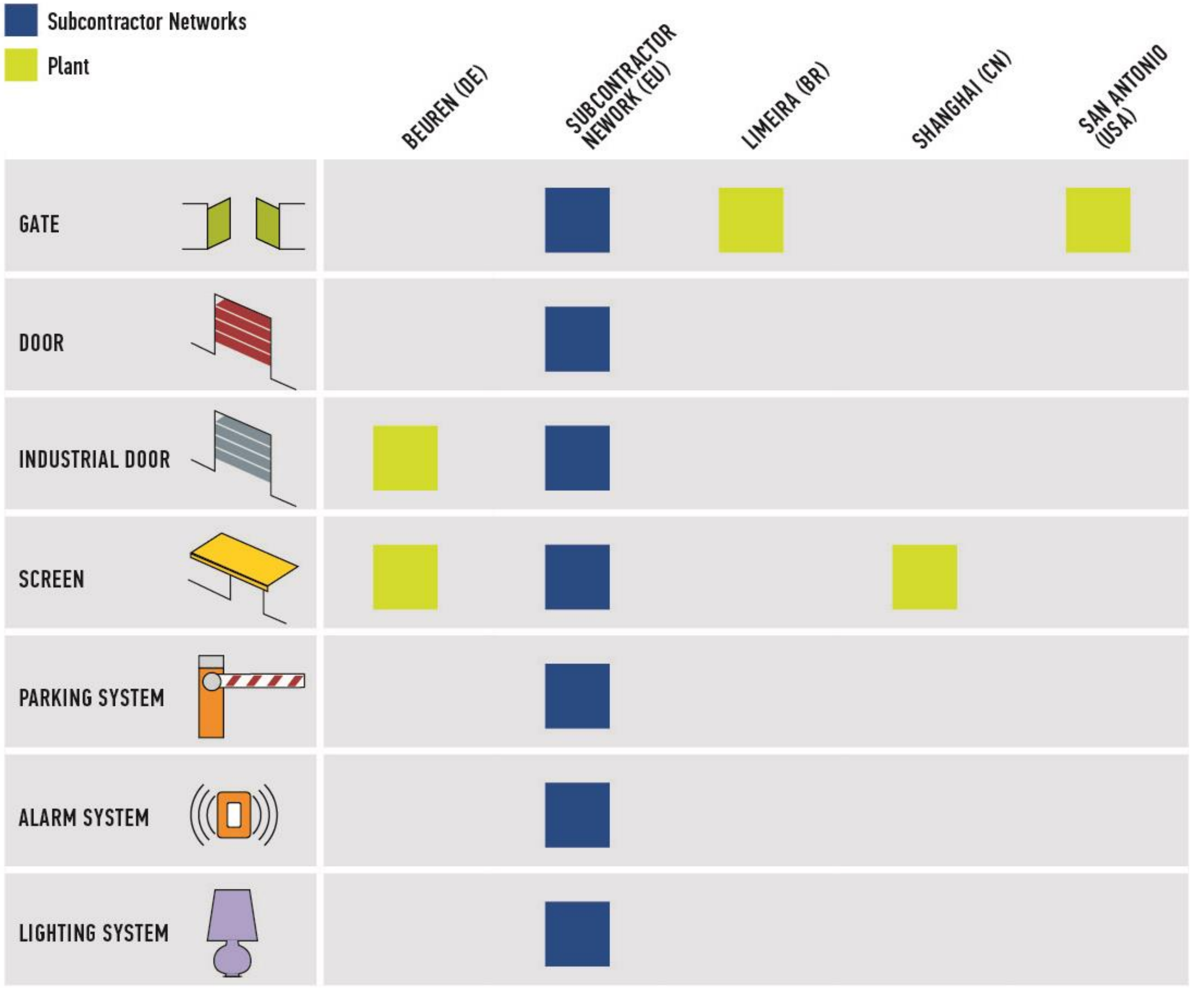
INDUSTRIAL FOOTPRINT

STRONG INTERNATIONAL FOCUS



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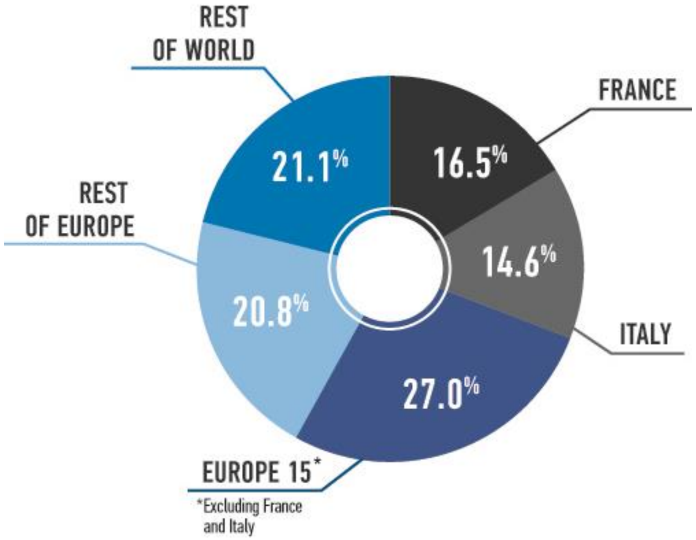
MARKET FIGURES

STRONG INTERNATIONAL FOCUS

- PRODUCTS SOLD IN MORE THAN 100 COUNTRIES;
- MORE THAN 80% OF NET SALES REALIZED ABROAD;
- DIRECT PRESENCE IN 20 COUNTRIES WITH OWN BRANCHES.

2013 NET SALES



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NICE PEOPLE

STRONG INTERNATIONAL FOCUS

2013 NICE GROUP EMPLOYEES

MARKET AND BRAND APPROACH

PROFESSIONALS OR SPECIALIZED DISTRIBUTION

Nice

GENERAL DISTRIBUTION

Nice

PRODUCERS AND ASSEMBLERS

Nice

elero

LIGHTING/CONTRACTORS AND PRESCRIBERS

Nice

elero

FontanaArte

NICE PRODUCT PORTFOLIO

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GATE AUTOMATION SYSTEMS

NICE PRODUCT PORTFOLIO

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DOOR AUTOMATION SYSTEMS

NICE PRODUCT PORTFOLIO

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SCREEN AUTOMATION SYSTEMS

NICE PRODUCT PORTFOLIO

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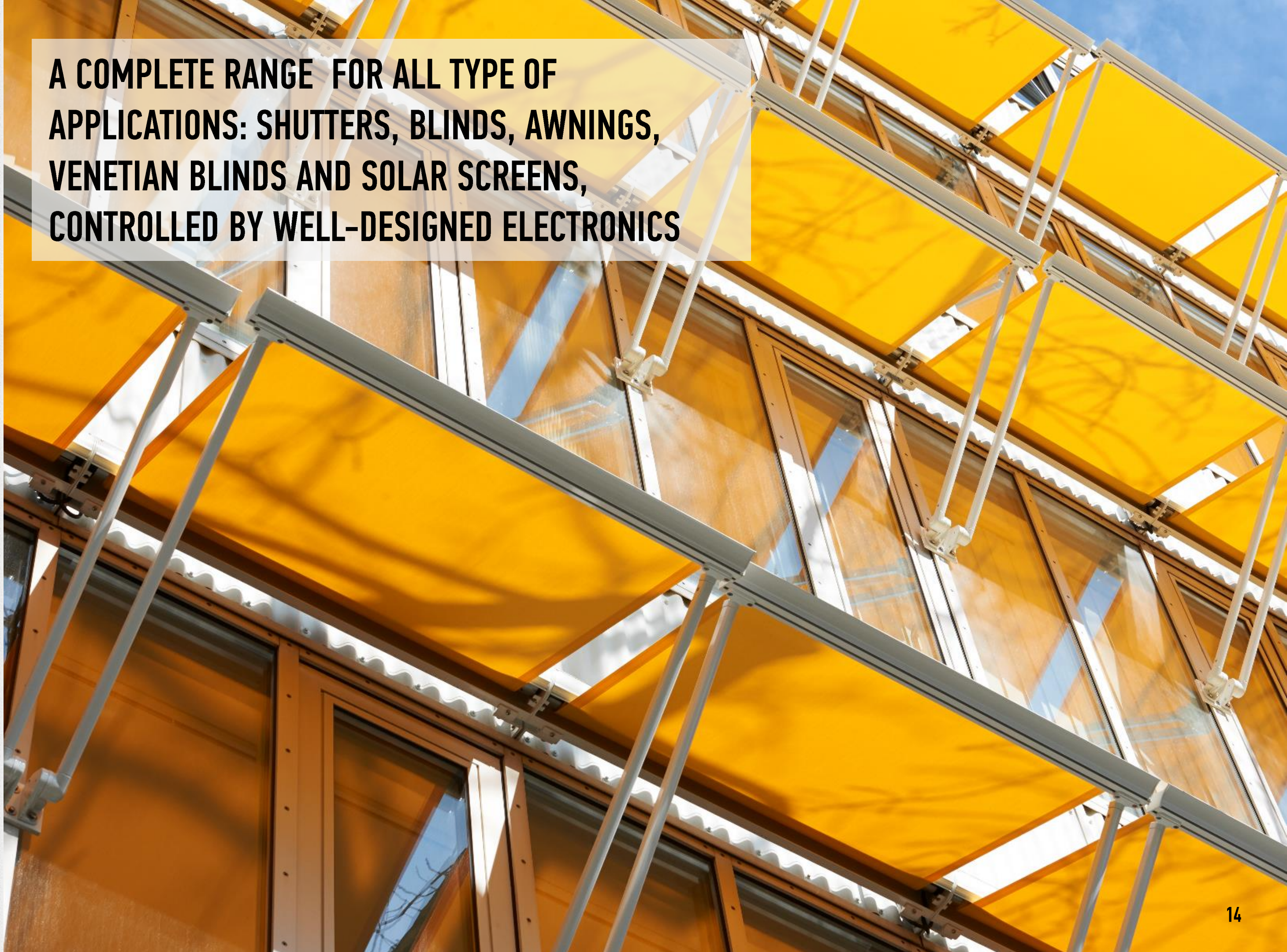
A COMPLETE RANGE FOR ALL TYPE OF APPLICATIONS: SHUTTERS, BLINDS, AWNINGS, VENETIAN BLINDS AND SOLAR SCREENS, CONTROLLED BY WELL-DESIGNED ELECTRONICS



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ALARM SYSTEMS

NICE PRODUCT PORTFOLIO

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ALARM AND AUTOMATION CONTROL SYSTEMS, INTEGRATED BY A SIMPLE TOUCH

- NICE DESIGN PRESERVES THE BEAUTY OF ARCHITECTURES
- WIRELESS TECHNOLOGY

PARKING SYSTEMS

NICE PRODUCT PORTFOLIO

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LIGHTING SYSTEMS

THE APPROACH TO INNOVATION

FontanaArte

YUMI, FLOOR LAMP
DESIGNED BY SHIGERU BAN
ADI DESIGN INDEX SELECTION
PREMIO COMPASSO D'ORO
XXIII EDITION

TO CELEBRATE ITS 60th ANNIVERSARY,
THE FONTANA TABLE LAMP DESIGNED IN 1954
BY MAX INGRAND TODAY HAS BEEN MADE OVER
IN TOTAL BLACK IN BLACK BLOWN GLASS

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NICE CUTTING-EDGE R&D LAB

THE APPROACH TO INNOVATION

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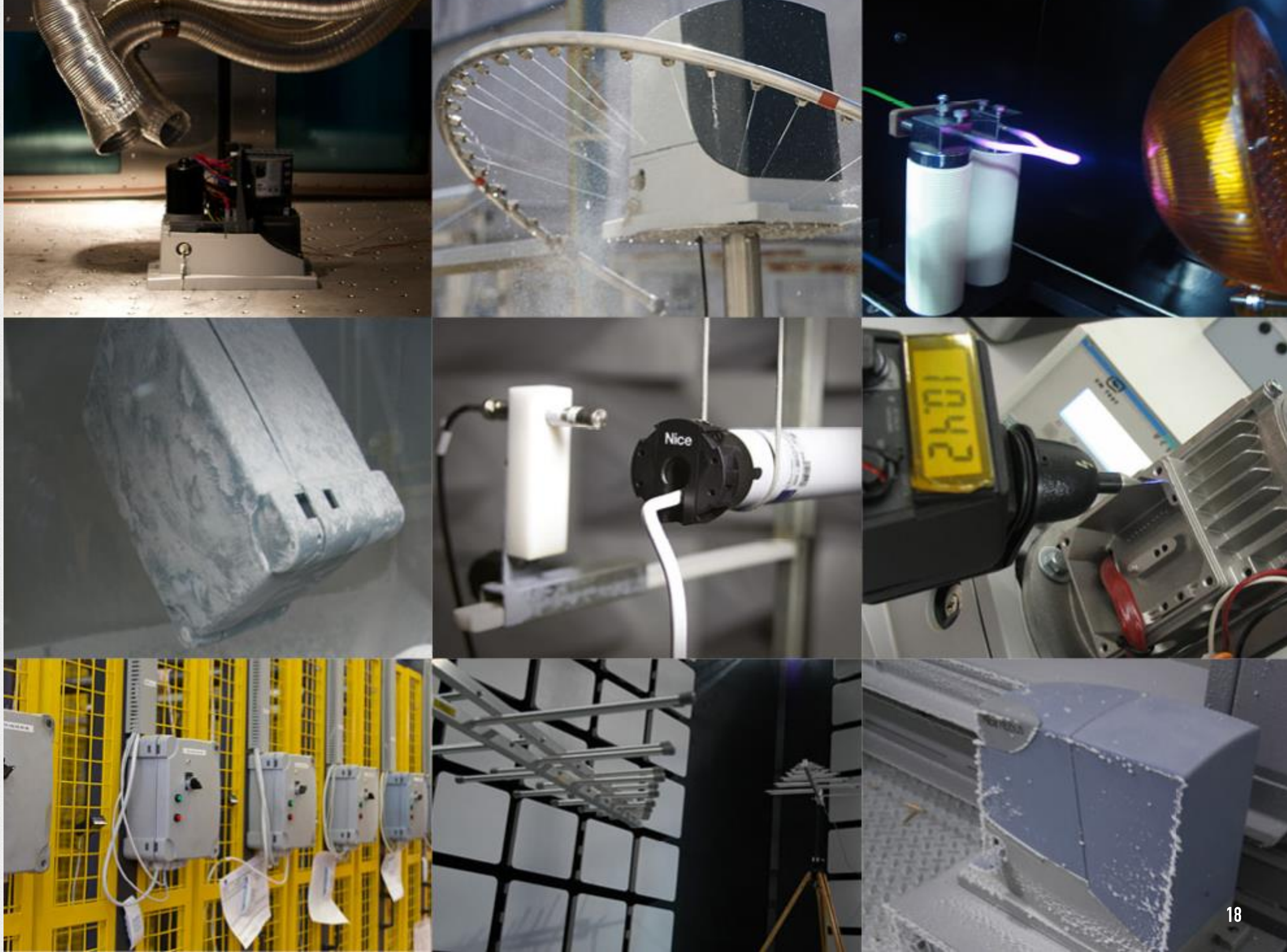

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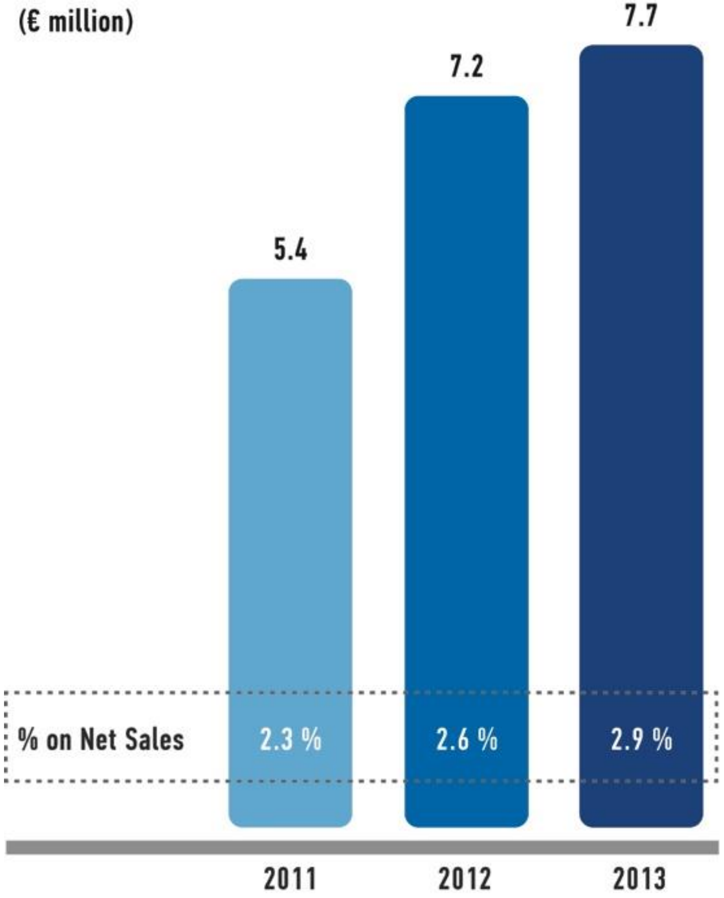
NICE R&D EXPENSES

THE APPROACH TO INNOVATION



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THE SIMPLEST INTEGRATION, LIGHTING CONTROL

NICE INTEGRATION

THE APPROACH TO INNOVATION

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CUTTING-EDGE DESIGN

THE APPROACH TO INNOVATION

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CUTTING-EDGE INNOVATION & INTEGRATION

THE APPROACH TO INNOVATION

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THE NICE PLACE

THE APPROACH TO INNOVATION

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A NEW MULTIMEDIA
EXHIBITION AREA
FOR A NICE EXPERIENCE

NOVEMBER 2014, 21st

FINANCIAL OVERVIEW

9M 2014 RESULTS

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HIGHLIGHTS

9M 2014 RESULTS

- Consolidated Sales: **€ 201.6m** (+1.8% vs. 9M 2013)
- Gross margin: **55.1%** (vs. 56.9% in 9M 2013)
- EBITDA margin: **15.9%** (vs. 16.5% in 9M 2013)
- Group Net Income margin: **6.6%** (vs. 6.5% in 9M 2013)
- Free Cash Flow**: € 7.1m** (vs. € 2.3m in 9M 2013)
- NFP: **€ 2.2m** (vs. € -14.5m as of 30 Sep 2013)

€m	9M 2014		9M 2013		Δ %	Δ % ([1])
Net Sales	201.6	100.0%	198.1	100.0%	1.8%	4.0%
Gross Profit	111.1	55.1%	112.7	56.9%	(1.4%)	
EBITDA	32.1	15.9%	32.8	16.5%	(2.2%)	
Group Net Income	13.3	6.6%	13.0	6.5%	3.0%	
Free Cash Flow	7.1		2.3			
Net Financial position	2.2		-14.5			

([1]) At constant exchange rates

NOVEMBER 2014, 21st

NET SALES BREAKDOWN BY REGION

9M 2014 RESULTS

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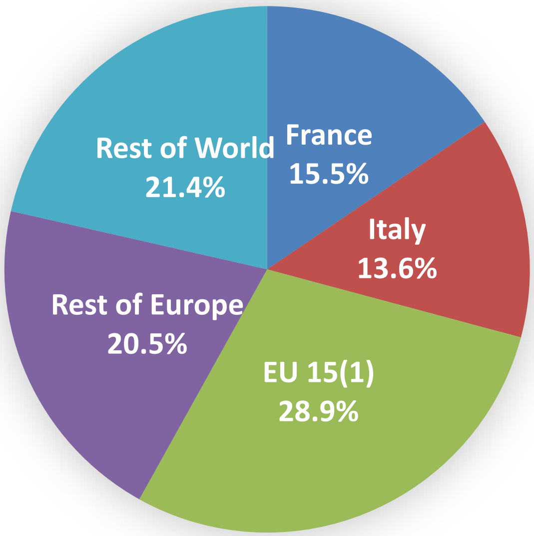
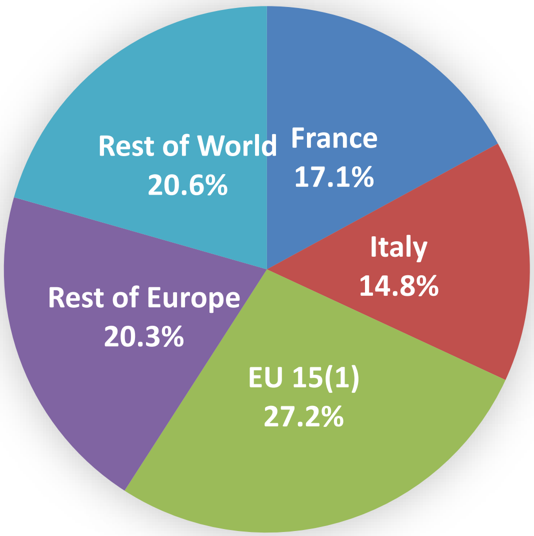
9M 2014



9M 2013



€m	9M 2014	9M 2013	Δ %	Δ % (2)
France	31.3	33.8	*(7.4%)*	*(7.4%)*
Italy	27.5	29.4	*(6.5%)*	*(6.5%)*
EU 15(1)	58.3	53.9	*8.2%*	*8.1%*
Rest of Europe	41.3	40.2	*2.5%*	*6.8%*
Rest of World	43.2	40.8	*6.0%*	*13.1%*
Net Sales	**201.6**	**198.1**	***1.8%***	***4.0%***

(1) Excluding Italy and France *(2) At constant exchange rates*

PROFIT & LOSS

9M 2014 RESULTS

€m	9M 2014	%	9M 2013	%
Net Sales	**201.6**	***100.0%***	**198.1**	***100.0%***
COGS	(90.5)	*(44.9%)*	(85.4)	*(43.1%)*
Gross Profit	**111.1**	***55.1%***	**112.7**	***56.9%***
Industrial costs	(6.8)	*(3.4%)*	(7.0)	*(3.5%)*
Marketing costs	(5.6)	*(2.8%)*	(4.6)	*(2.3%)*
Commercial costs	(9.7)	*(4.8%)*	(10.1)	*(5.1%)*
General & adm. costs	(18.4)	*(9.1%)*	(19.7)	*(9.9%)*
Personnel costs	(38.6)	*(19.1%)*	(38.5)	*(19.5%)*
Total operating costs	**(79.0)**	***(39.2%)***	**(79.9)**	***(40.4%)***
EBITDA	**32.1**	***15.9%***	**32.8**	***16.5%***
D&A	(5.8)	*(2.9%)*	(5.6)	*(2.8%)*
EBIT	**26.3**	***13.0%***	**27.1**	***13.7%***
Interest income / (exp)	**(2.1)**	***(1.1%)***	**(4.2)**	***(2.1%)***
Profit before Tax	**24.1**	***12.0%***	**22.9**	***11.6%***
Taxes	(10.6)	*(5.3%)*	(10.0)	*(5.1%)*
Net Income	**13.5**	***6.7%***	**12.9**	***6.5%***
Minorities	0.2	*0.1%*	(0.0)	*(0.0%)*
Net Group Income	**13.3**	***6.6%***	**13.0**	***6.5%***

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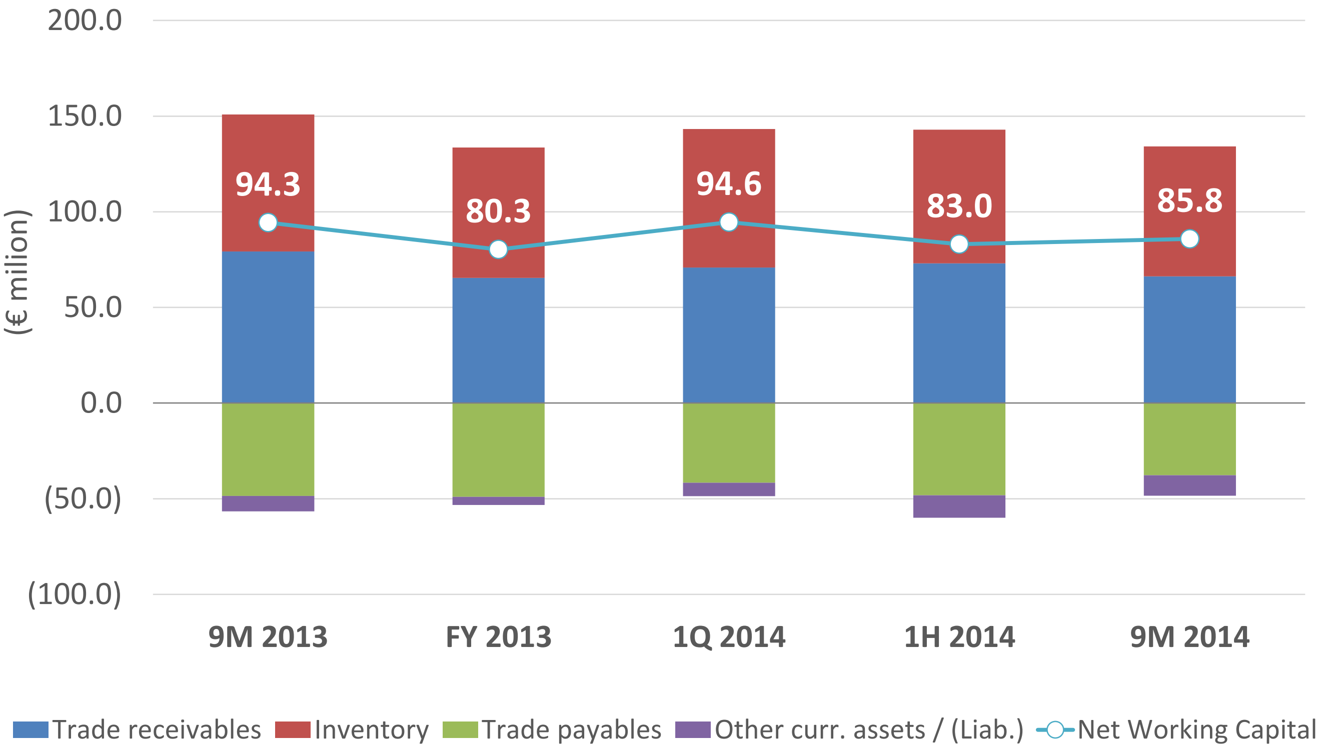
WORKING CAPITAL

9M 2014 RESULTS



Working Capital / LTM Net Sales				
35.2%	*30.4%*	*35.7%*	*31.2%*	*32.1%*

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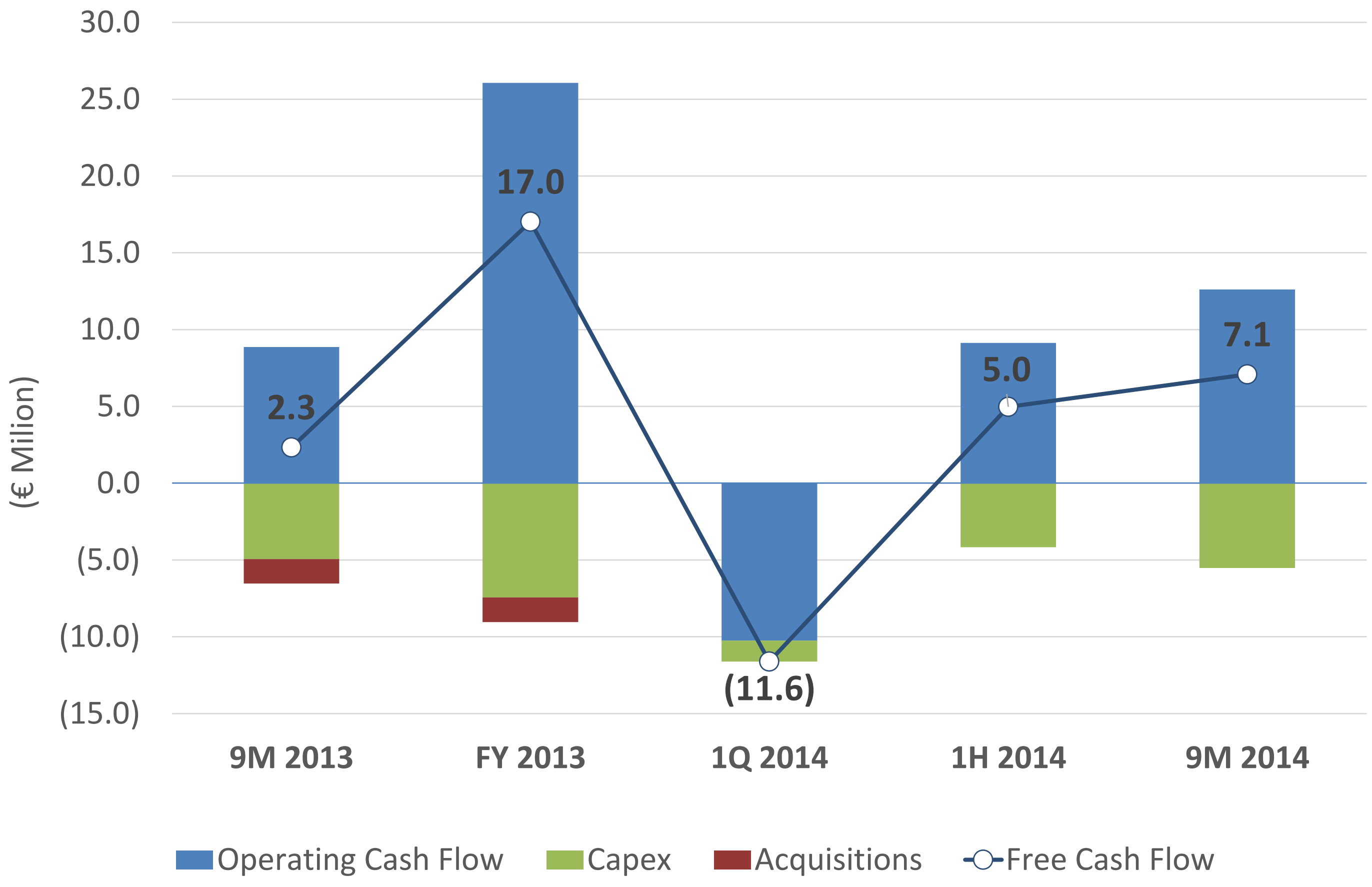
FREE CASH FLOW

9M 2014 RESULTS



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BALANCE SHEET

9M 2014 RESULTS

€m	9M 2014	FY 2013	9M 2013
Intangible assets	77.2	77.0	78.0
Tangible assets	35.6	35.1	35.3
Other fixed assets	13.4	13.2	12.6
Fixed Assets	**126.2**	**125.4**	**125.9**
Trade receivables	66.2	65.4	79.2
Inventory	68.0	68.2	71.6
Trade payables	(37.8)	(49.0)	(48.5)
Other curr. assets / (Liab.)	(10.7)	(4.4)	(8.0)
Net Working Capital	**85.8**	**80.3**	**94.3**
% on sales	*32.1%*	*30.4%*	*35.2%*
Severance and other funds	**(10.2)**	**(11.6)**	**(11.1)**
Net Invested Capital	**201.8**	**194.1**	**209.1**
Shareholders' equity	205.3	195.0	195.6
Minorities	(1.3)	(1.2)	(1.1)
Total Shareholders' Equity	**204.0**	**193.8**	**194.5**
Cash & cash equivalents	(55.0)	(63.5)	(49.6)
Financial assets	(4.9)	(4.9)	(4.8)
Total debt	57.7	68.7	68.8
Net Debt	**(2.2)**	**0.3**	**14.5**
Net Capital Employed	**201.8**	**194.1**	**209.1**

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CASH FLOW STATEMENT

9M 2014 RESULTS

€m	9M 2014	9M 2013
Net profit	13.5	12.9
D&A and other non cash items	4.5	2.8
Change in Net Working Capital	(5.4)	(6.9)
Operating Cash Flow	**12.6**	**8.9**
Capex	(5.5)	(4.9)
Operating Free Cash Flow	**7.1**	**3.9**
Acquisitions	0.0	(1.6)
Free Cash Flow	**7.1**	**2.3**
Dividend paid out	(4.8)	(17.8)
Other	0.2	(2.4)
Subtotal	**(4.5)**	**(20.3)**
Variation of Net Financial Position	**2.5**	**(18.0)**
Initial Net Financial Position	**(0.3)**	**3.4**
Final Net Financial Position	**2.2**	**(14.5)**

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THE PATH AHEAD

2014 - 2015: The Opportunities

- Investments in new products and new technologies
- Cash positive by year end

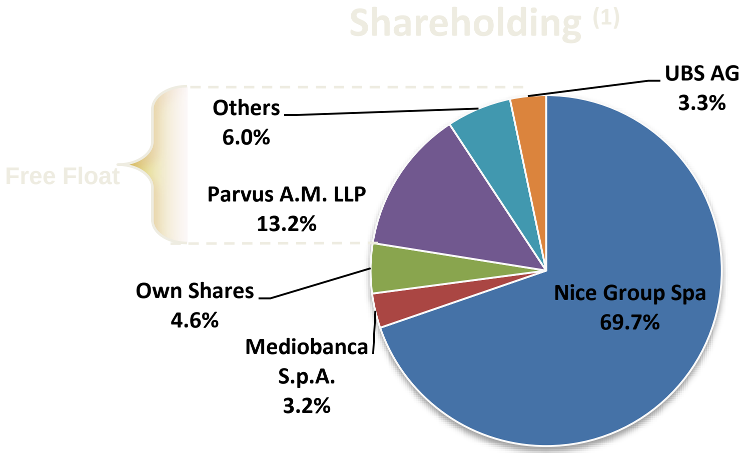
Further International Expansion

- Reinforcement of our commercial presence outside Europe

Further Actions

- Increase our market share in «Gate and Screen» automation business
- Focus on 2015 R+T exhibition in Stuttgart

THE GROUP STRUCTURE



BOARD OF DIRECTORS

Lauro Buoro - Chairman

Mauro Sordini - Chief Executive Officer

Denise Cimolai – Director

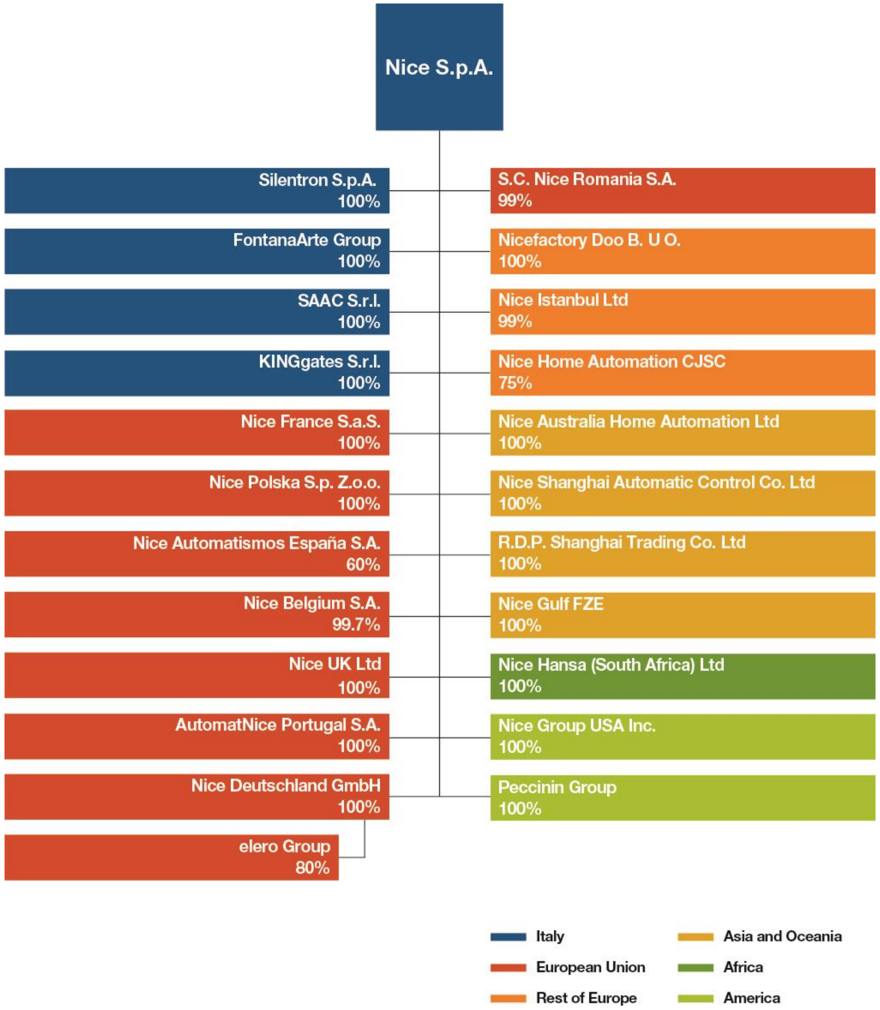
Lorenzo Galberti - Director

Davide Gentilini - Director

Giorgio Zanutto – Director

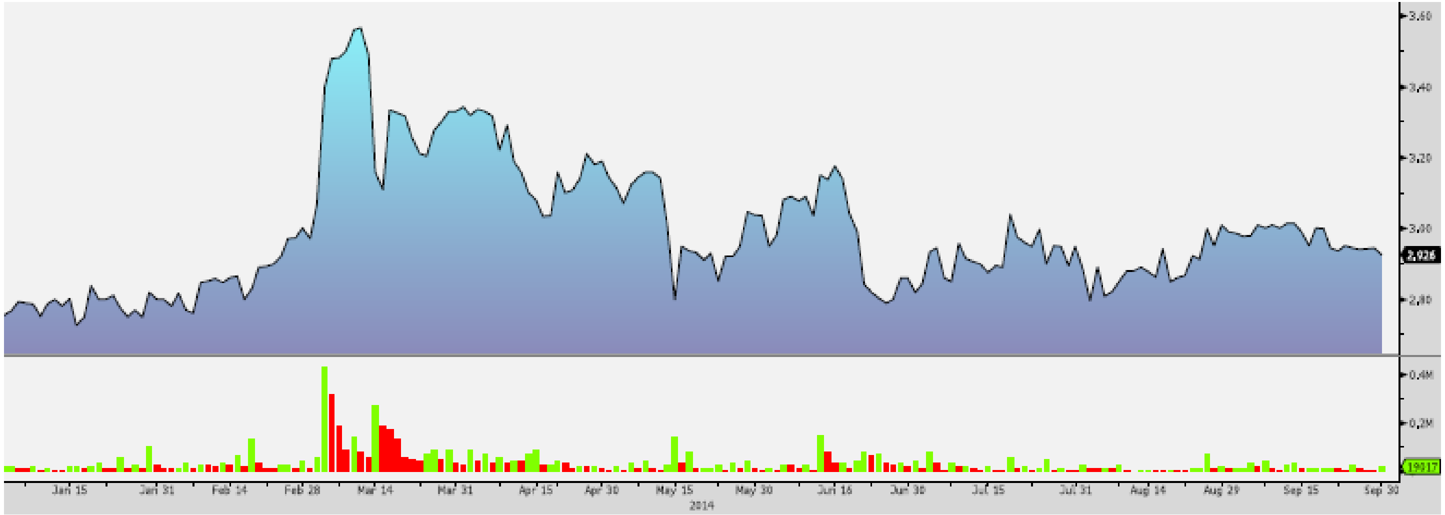
Antonio Bortuzzo - Independent Director

G. Paolo Fedrigo - Independent Director



(1) *As of 30st of September 2014*

Stock Chart(1)



(1) From 01/01/2014 to 30/09/2014. Source: Bloomberg

Share Information

N. of shares outstanding: 116.000.000	**Market Capitalization: € 339.4m**
Ipo Price: € 5.70	**Italian Stock Exchange – STAR segment**
Price as of 30/09/2014: € 2.926	**Specialist: UBI BANCA**

Investor Relations Contact

Laura Artich
Ph.: 0039 0422 505481
E-mail: ir@niceforyou.com
www.niceforyou.com

NOVEMBER 2014, 21st

APPENDICES

2011 – 2013 RESULTS

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NET SALES BREAKDOWN BY REGION

2011-2013 RESULTS

(€ Million)	FY 2011	%	% Ch.	FY 2012	%	% Ch.	FY 2013	%	% Ch.
France	52.4	22.9%	9.9%	51.7	18.8%	-1.4%	43.7	16.5%	-15.5%
Italy	44.5	19.4%	29.6%	40.8	14.8%	-8.4%	38.4	14.6%	-5.8%
EU 15 (1)	45.0	19.6%	38.3%	72.8	26.5%	61.7%	71.4	27.0%	-1.9%
Rest of Europe	49.0	21.4%	19.0%	56.9	20.7%	16.2%	54.9	20.8%	-3.6%
Rest of world	38.2	16.7%	36.2%	52.6	19.1%	37.6%	55.7	21.1%	5.9%
Total Sales	**229.2**	**100.0%**	**24.7%**	**274.8**	**100.0%**	**19.9%**	**264.1**	**100.0%**	**-3.9%**

(1) Excluding Italy and France

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PROFIT & LOSS

2011-2013 RESULTS

(€ million)	FY 2011	FY 2012 (1)	FY 2013
Net sales	**229.2**	**274.8**	**264.1**
Y-o-Y Change	*24.7%*	*19.9%*	*-3.9%*
Gross profit	**139.1**	**158.9**	**149.5**
Gross profit %	*60.7%*	*57.8%*	*56.6%*
Y-o-Y Change	*21.8%*	*14.2%*	*-5.9%*
Ebitda	**48.5**	**53.6**	**40.6**
Ebitda %	*21.1%*	*19.5%*	*15.4%*
Y-o-Y Change	*3.0%*	*10.6%*	*-24.2%*
Ebit	**41.8**	**45.9**	**33.0**
Ebit %	*18.2%*	*16.7%*	*12.5%*
Y-o-Y Change	*-1.3%*	*9.9%*	*-28.2%*
EBT	**44.4**	**41.6**	**27.7**
EBT %	*19.4%*	*15.1%*	*10.5%*
Y-o-Y Change	*0.8%*	*-6.4%*	*-33.4%*
Group Net Income	**30.6**	**27.2**	**16.1**
Group Net Income %	*13.3%*	*9.9%*	*6.1%*
Y-o-Y Change	*4.7%*	*-11.0%*	*-40.9%*

(1) Restated for the aplication of the amendment to IAS19

BALANCE SHEET

2011-2013 RESULTS

(€ millions)	**31/12/11**	**31/12/12**	**31/12/13**
Intangible assets	88.3	80.8	77.0
Tangible assets	34.7	35.1	35.1
Other fixed assets	9.7	10.4	13.2
Fixed Assets	**127.7**	**126.4**	**125.4**
Trade receivables	78.9	74.9	65.4
Inventory	70.6	60.6	68.2
Trade payables	(52.2)	(43.0)	(49.0)
Other curr. assets / (Liab.)	(4.3)	(4.8)	(4.4)
Net Working Capital	**93.0**	**87.7**	**80.3**
Severance and other funds	**(14.4)**	**(12.1)**	**(11.6)**
Net Invested Capital	**206.3**	**202.0**	**194.1**
Shareholders' equity	189.3	206.2	195.0
Minorities	7.0	(0.7)	(1.2)
Total Shareholders' Equity	**190.0**	**205.4**	**193.8**
Cash & cash equivalents	(25.3)	(45.0)	(58.5)
Financial assets	(0.4)	(4.2)	(4.9)
Total debt	42.1	45.8	63.7
Net Debt (Cash)	**16.3**	**(3.4)**	**0.3**
Net Capital Employed	**206.3**	**202.0**	**194.1**

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CASH FLOW STATEMENT

2011-2013 RESULTS

(€ millions)	**31/12/11**	**31/12/12**	**31/12/13**
Net profit	30.4	26.2	16.2
D&A and other non cash items	5.1	6.2	3.8
Change in Net Working Capital	(16.5)	3.5	6.0
Operating Cash Flow	**19.0**	**35.9**	**26.1**
Capex	(4.6)	(7.2)	(7.4)
Operating Free Cash Flow	**14.4**	**28.7**	**18.6**
Acquisitions	(46.0)	0.0	(1.6)
Free Cash Flow	**(31.6)**	**28.7**	**17.0**
Dividend paid out	(8.1)	(8.6)	(17.8)
Other	(11.7)	(0.4)	(2.9)
Subtotal	**(19.9)**	**(9.0)**	**(20.8)**
Variation of Net Financial Position	**(51.5)**	**19.7**	**(3.7)**
Initial Net Financial Position	**35.2**	**(16.3)**	**3.4**
Final Net Financial Position	**(16.3)**	**3.4**	**(0.3)**

THANK YOU

SINCE 1993 DESIGNING A NICE WORLD FOR YOU

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- Statements contained in this presentation, particularly the ones regarding any Nice Group possible or assumed future performance, are or may be forward looking statements and in this respect they involve some risks and uncertainties.
- Any reference to past performance of the Nice Group shall not be taken as an indication of future performance.
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