



PRESS  
iegexpo.it

Press release

## ITALIAN EXHIBITION GROUP (Euronext Milan: IEG)

### THE BOARD OF DIRECTORS APPROVES THE CONSOLIDATED HALF-YEARLY FINANCIAL REPORT AT JUNE 30, 2023

- Revenues at € 119.2 million, record result for the Group on the first half;
- *Adjusted* EBITDA at € 29.3 million, *Adjusted* EBITDA margin at 24.6%, +16.8 pts compared to the first half 2022;
- *Adjusted* EBIT at € 21.2 million (17.8% of revenues);
- Net result at € 10.6 million;
- Net Financial Position at € 94.8 million (Monetary Net Financial Position at € 60.9 million);

\*\*\*\*

Rimini, 29 August 2023 – The Board of Directors of Italian Exhibition Group S.p.A. (“**IEG**” or the “**Group**”) a listed company at Euronext Milan of Borsa Italiana S.p.A. and a leading company in the organization of international trade fair events, today approved its Interim Management Report as at 30 June 2023.

**Mr. Corrado Arturo Peraboni, IEG Group CEO, commented as follows:** “The results achieved in the first half 2023 confirm the extremely positive performance, as already happened in the first months of the financial year, with a record turnover, the comeback to profitability and a solid cash generation. Despite the persisting uncertainty from economic and monetary policies and the geopolitical tensions, particularly in Eastern Europe, the evidence of the post-pandemic restart is clear and allowed the Group to recover the volumes of most of the events in portfolio, but moreover to observe a solid organic growth together with an expansion of the product portfolio with the first editions of K.EY, after its spin-off from Ecomondo, and My Plant & Garden in Italy, and Cafè and Restaurant Asia overseas, at the first edition after their acquisition. We will continue the pursuit of our strategic goals in second half 2023, by accomplishing our investment and development plans, both domestically and internationally, through strategic partnerships, new acquisition and development of our products. We are confident that we will be able to achieve some of the strategic plan’s objective in 2023.”

## FINANCIAL HIGHLIGHTS

	30/06/2023	% of Revenues	30/06/2022 restated	% of Revenues	Variation	Var. %
<b>Revenues</b>	<b>119,195</b>	100.0%	<b>72,677</b>	100.0%	<b>46,518</b>	64.0%
<b>Adjusted EBITDA</b>	<b>29,342</b>	24.6%	<b>5,703</b>	7.8%	<b>23,639</b>	>100%
<b>Adjusted EBIT</b>	<b>21,174</b>	17.8%	<b>(3,497)</b>	-4.8%	<b>24,671</b>	>100%
<b>Profit/(Loss) for the year</b>	<b>10,621</b>	8.9%	<b>(5,643)</b>	-7.8%	<b>16,262</b>	>100%
<b>Net Financial Position (NFP)</b>	<b>(94,838)</b>		<b>(116,800)</b>		<b>21,962</b>	-19%

Group **Revenues** as of 30 June 2023 were 119.2 million euros, increasing by 46.5 million euros compared to 30 June 2022.

The first half 2022 was still characterized by limited activity caused by the resurgence of the Covid-19 pandemic, which forced the postponement or the suspension of some of the Group's main events, both in organized events and conferences. The recovery of turnover related to the post-Covid restart ('Restart' effect) with the scheduling of cancelled, suspended, or reduced events amounted to 14.2 million euros (+19.6%), while the incremental revenue for the biennial events contributed 1.1 million euros (+1.5%) to the first half 2023.

Organic revenue growth in the first quarter was 22.6 million euros (+31.1% compared to first half 2022), driven in particular by higher volumes and price effects.

In the first half 2023 a contribution to revenues growth was given by consolidation's perimeter change by 3.9 million euros (+5.4%), after the inclusion of the affiliate company V Group S.r.l., while the changes in schedule which have led to move up some events from the second half of the year, contributed to the revenue's growth by 5.2 million euros (+7.1%).

With reference to the Group's sole operating segment namely "Hosting of trade fairs, events and performance of related services", revenues breakdown by line of business at 30 June 2023 is shown below:

	30/06/2023	%	30/06/2022	%	Variation	Var. %
Organized Events	62,951	53%	32,624	45%	30,327	>100%
Hosted Events	4,229	4%	3,179	4%	1,050	>100%
Conferences	11,579	10%	5,769	8%	5,810	>100%
Related Services	38,855	32%	29,854	41%	9,001	30%
Publishing, Sporting Events and Other Activities	1,581	1%	1,251	2%	330	26%
<b>TOTAL REVENUES</b>	<b>119,195</b>	100%	<b>72,677</b>	100%	<b>46,518</b>	>100%

Revenues from **Organized Events**, which represented 53% of the Group's revenues in the first half, were 63.0 million euros, an increase of 30.3 million euros compared to first half 2022. The first half 2023 was characterized by the revival of the classic pre-pandemic scheduling of two of the main events organized by the Group, such as 'Sigep', 'Vicenzaoro January' and 'T-Gold'. The incremental change in turnover represented by the "Restart" effect was 10.4 million euros (+31.9%), while the organic growth of the events was 10.5 million euros, marking an increase of 32.3% compared to the previous period.

'Organized Events' revenues in the first half 2023 benefit from the move of some events, which were organized in the second and third quarters in 2022, with a contribution to the increase of revenues of 4.6 million euros. Besides the main events brought forward, it should be noticed the organization of 'K.EY', an event at its first edition after the spin-off from 'Ecomondo', which has achieved particularly positive results by doubling its volume both in exhibiting terms and visit terms.

The variation in the scope of consolidation, through the inclusion of the event 'My Plant & Garden' contributed to the growth of revenues of 3.9 million euros. The revenues benefit also from the organization of the biennial event 'Fieravicola'.

The **Hosted Events** recorded total revenues of 4.2 million euros, up 1.1 million euros compared to the first half 2022 (which was 1.0 million euros).

Revenues from **Conferences** were originated by the operation of Rimini Convention Centre and Vicenza Convention Centre (VICC). In the first half 2023 a total of 69 conferences were held in the two locations, with revenues of 11.6 million euros, and an incremental growth of 5.8 million euros compared to the same period in 2022 (when the amount was 5.8 million euros), thanks to the recovery of the on-site congress events, which were restricted in the first quarter 2022.

Revenues from **Services** in the first half 2023 amounted to 38.9 million euros (29.9 million euros at 30 June 2022), with an increase of 9.0 million compared to the same period of previous year. The increase by 6.5 million euros are originated from exhibition stands installation services. The remaining part, equal to 2.5 million euros, is the result of the catering business. Approximately 7.3 million Euros of those increases were from organic growth while the post-pandemic "Restart" effect contribution to the growth of turnover for the period is approximately 1.6 million Euros.

**Publishing, Sports Events and Other Activities**, through the publishing activities carried out for tourism sector (TTG Italia, Turismo d'Italia e HotelMag) and for the gold sector (VO+ e Trendvision), the sports events and other residual revenues, have developed total revenues for 1.6 million euros, with an increase of 0.3 million compared to the first half 2022 result.

**Operating Costs** as of 30 June 2023 amounted to 69.9 million euros (51.2 million euros as of 30 June 2022) with the percentage of turnover decreasing from 70.5% to 58.6% thanks to higher volumes.

**Contribution Margin** recorded in the period is equal to 49.3 million Euros, an increase of 27.8 million Euros compared to the previous period (21.5 million Euros as of 30 June 2022) and it corresponds to 41.4% of revenues, a marked improvement compared to the first half of 2022, when the percentage of the turnover was equal to 29.5% thanks to the recovery of volumes, despite the inflationary increases on the costs of procurement of materials and transport and in particular on related services.

**Labor Costs** amounted to 20.4 million euros in the first half 2023, with an increase of 2.3 million euros compared to the first half 2022 (+13.0%), The incidence on revenues improves from 24.8% to 17.1% in the first half 2023, thanks to the recovery of volumes, returning to pre-pandemic.

**Adjusted EBITDA** amounted to 29.3 million euros in the first half 2023, with an increase of 23.6 million compared to the same period of the previous financial year, when it amounted to 5.7 million euros.

**Adjusted EBITDA Margin** at 24.6% of revenues, compared to the same period in 2022, when it was 7.8%. The margin recovery of 16.8 percentage points in the first half 2023 was driven by the post-pandemic recovery of the volumes ('Restart' effect), but in particular by the organic growth of organized events and services.

**Adjusted EBIT** amounted to 21.2 million euros in the first half 2023, up 24.7 million euros compared to the same period of the previous financial year, with a percentage of revenues of 17.8%, compared to the -4.8% of the previous period in 2022.

**Net Financial Charges** amounted to 4.3 million euros (at 30 June 2022 it was positive for 0.6 million euros), with an increase in financial expenses of approximately 0.9 million euros, the negative changes in the fair value of derivative financial instruments of 1.8 million euros, as well as the value adjustment of financial assets of 2.4 million euros.

**Earning Before Taxes** amounted to 15.9 million euros, an improvement of 21.0 million euros compared to the same period of the previous financial year.

**Income taxes** amounted to 5.3 million euros, with a tax rate of 28.6% returning along the lines of pre-pandemic periods.

**Group's Period Result** amount to 10.6 million euros, an increase of 16.3 million euros compared to 30 June 2022.

**Net Invested Capital**, at 200.0 million Euros (189.7 million Euros as of 31 December 2022), an increase of 10.3 million Euros, of which 20.8 million Euros as incremental change on Net working Capital and 10.1 million Euros as decrease of fixed assets.

**Fixed Capital** (243.7 million Euros as at 30 June 2023) marks an overall decrease of 10.1 million Euros due to D&A of approximately 7.8 million Euros, partially offset by the recognition of goodwill for 2.1 million Euros from the acquisition of two exhibitions in Singapore through the subsidiary IEG Asia, the reversal of deferred taxes of 3.4 million Euros recognized on tax losses carried forward and the recognition of write-downs of investments in associated companies and financial credits granted to them for a total of 4.1 million Euros.

Negative **Working Capital** amounted to 36.4 million euros as at 30 June 2023, shows a trend along in line with pre-pandemic scenarios in term of incidence on revenues (-17.5%). Net Working Capital decreased by 20.8 million Euros compared to 57.2 million euros as at 31 December 2022, mainly due to the release of prepayments recorded at the end of the previous year against advances from customers for exhibition held in the first part of the year.

Group's **Net Financial Position** amounted to 94.8 million euros as at 30 June 2023, an improvement of 0.5 million euros compared to 31 December 2022 thanks to an operating cash generation of 2.7 million euros.

## QUARTERLY PERFORMANCE

	Quarter ended					
	30.06.23	%	30.06.22 restated	%	Variazione	Var. %
<b>Revenues</b>	42,202	100.0%	34,637	100.0%	7,565	21.84%
<b>Adjusted EBITDA</b>	4,633	11.0%	(1,299)	-3.8%	5,932	<-100%
<b>Adjusted EBIT</b>	717	1.7%	(6,493)	-18.8%	7,209	<-100%
<b>Net Result</b>	(3,331)	-7.9%	(7,443)	-21.5%	4,112	-55.25%

In the second quarter of 2023, revenues increased of 7.6 million euros (+21.84% compared to the same period of the previous year), thanks to the substantial recovery of the congress activity, the organic growth of hosted events and the recognition of contributions from ITA (Italian Trade Agency) for approximately 2.1 million euros.

Adjusted EBITDA in the quarter of 4.6 million Euros (11.0% of revenues), highlights the solid recovery of the business in terms of volumes and, partially, in price increases.

Adjusted EBIT came to 0.2 million Euros (-0.6% of revenues), an improvement of 8.5 million euros on the same quarter of last year, mainly thanks to the contribution of operating activity described above.

Group's quarter result amount to -3.3 million euros, an improvement of 4.1 million Euros compared to the second quarter of 2022.

## SIGNIFICANT EVENTS IN THE PERIOD

### *Governance*

On 28 April 2023 the Shareholders' Meeting appointed the member of the Board of Statutory Auditors, who were in charge until the Shareholders' Meeting for the approval of the Financial Statement as of 31 December 2022, and confirming Ms. Alessandra Pederzoli as Chairwoman and Mr. Stefano Berti and Mr. Fabio Pranzetti as Standing Auditor, and Ms. Meris Montemaggi and Ms. Luisa Renna as Alternate Auditor.

On 23 June 2023, after the death of Ms Alessandra Pederzoli, according to the Law and the Company Statute, Ms Luisa Renna appointed from the minority list, took on the position. During the next Shareholders' Meeting, the Company will integrate the Board of Statutory Auditors in accordance with the current legislative and regulatory provisions. The new Board of Statutory Auditors will be in charge until the approval of the Financial Statements as of 31 December 2025.

The Shareholders' Meeting confirmed Mr. Gian Luca Brasini as Independent Director, in charge since 29 August 2022 in replacement of Mr. Marino Gabellini, who left his role on 18 July 2022 (to meet the Article 2386, comma 1 of the Civil Code and the Article 14.14 of the Company Statute).

### *Acquisitions*

On 27 February 2023, has been finalized the acquisition of a company branch containing all the asset useful for the organization of two events such as Singapore International Jewellery Event (SIJE) and Café Asia e Sweets & Bakes Asia & Restaurant Asia (CARA), which integrate the Group's portfolio in the Southeast Asia and in the food sector and in the jewellery sector. The consideration amount for the acquisition is composed by a fixed price of 1.1 million euros paid at the closing day and by a variable price estimated at 1.1 million euros, to be paid in 3 tranches and subject to the results of the future events, to be held in 2023 and 2024.

### *Other events*

It should be noted that on 18 April 2023 has been issued the judgment of the Council of State, Sec. IV, 18 April 2023, n. 3880 to the Municipality of Rimini, the Province of Rimini and to the Chamber of Commerce of Romagna – Forlì, Cesena, Rimini, that are public shareholders of Rimini Congressi S.r.l., the controlling shareholder of Italian Exhibition Group, about shareholdings indirectly held by public entities through IEG. The mentioned judgment does not establish obligations for IEG, but only for IEG's public shareholders. IEG is currently not aware of the determination of the public shareholders of Rimini Congressi S.r.l. in order to comply with the judgment and, therefore, of any other effect that these determinations could have on the Company.

\*\*\*

## SUBSEQUENT EVENTS

### Acquisitions

On 4 July 2023 the Group acquired, through its subsidiary IEG Brasil Eventos Ltda, 100% of the Brazilian company Mundogeo Eventos and Consultoria Empresarial Ltda. Since 2011, this company has organized exhibitions and online events in the space, eVTOLs, drones, autonomous robots and geotechnology, areas in which Brazil is positioning itself as a reference market for Latin America. The last edition counted more than 5,700 participants from 33 countries, 150 speakers and 120 companies at the exhibition. The amount for the acquisition is equal to 10.4 million Brazilian Reals (about 2 million euros), of which 50% paid at the closing, while the remaining part is subject to the achievement of the economic objectives of the 2023-2025 business plan. The acquisition was financed with own financial resources.

On 10 July, the acquisition of the last 20% of the share capital of the subsidiary Pro.Stand S.r.l. was completed. During the Shareholders' Meeting for the approval of the Financial Statements of Pro.Stand Srl closed on 31 December 2022, all the minority shareholders exercised their put option granted on their own shares from the contract signed on 19 July 2018. The price paid was 2.5 million euros, entirely financed with own financial resources.

## OUTLOOK

Despite the macroeconomic scenario expected in 2023 is still marked by uncertainty, with eased inflation, tight monetary policies, and global geo-political tensions, the second quarter of 2023 confirmed not only a sound post pandemic recovery, but also the consolidation of the growth in all line of business allowing the Group to outperform 2019 results on revenues.

In this context, the Group expects for 2023 to improve the margin targets set in the business plan, exceeding the expected turnover volumes, improving cash generation to support investments.

\*\*\*

The manager in charge of preparing corporate accounting documents – Teresa Schiavina – declares, pursuant to paragraph 2 Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in the press release corresponds to the documentary results, books and accounting records.

It should be noted that the Auditing Firm is concluding the limited review of the Consolidated Half-Yearly Financial Reporting as of June 30, 2023. The reclassified outlines contained in such Press Release are not in the scope of the auditors' limited review.

The Consolidated half-yearly Financial Report as of 30 June 2023, today approved by the Board of Directors of Italian Exhibition Group S.p.A., will be made available on the website [www.iegexpo.it](http://www.iegexpo.it) to the section Investor Relations, at the company's registered office and at the authorized storage mechanism "1INFO Sdir and Storage" [www.1info.it](http://www.1info.it) managed by Computershare S.p.A. - Via Lorenzo Mascheroni 19, 20145 Milano.

The financial results for the Half Year 2023 will be presented in a conference call with the Financial Community scheduled for today at 5:30 pm (CET). The presentation will be available in the Investor Relations section on the website [www.iegexpo.it](http://www.iegexpo.it) from 5:15 pm.

\*\*\*

It should also be noted that this press release contains forward-looking statements regarding the Group's intentions, beliefs, or current expectations regarding the Group's financial results and other aspects of the Group's activities and strategies. The reader of this press release should not place undue reliance on such forward-looking statements because actual results could differ significantly from those contained in such forecasts as a result of multiple factors, most of which are beyond the Group's control.

\*\*\*



## FOCUS ON

Italian Exhibition Group S.p.A., a joint stock company listed on Euronext Milan, a regulated market organised and managed by Borsa Italiana S.p.A., has, with its facilities in Rimini and Vicenza, achieved national leadership over the years in the organisation of trade shows and conferences. The development of activities abroad - also through joint-ventures with global or local organisers, in the United States, United Arab Emirates, China, Mexico, Germany, Singapore, Brazil, for example - now sees the company positioned among the top European operators in the sector.

**For further information:**

**ITALIAN EXHIBITION GROUP S.P.A.**

***Investor Relation***

Martina Malorni | [martina.malorni@iegexpo.it](mailto:martina.malorni@iegexpo.it) | +39 0541 744452

***Press Contact***

Elisabetta Vitali | Head of corporate communication and media relation | [elisabetta.vitali@iegexpo.it](mailto:elisabetta.vitali@iegexpo.it) | +39 0541 744228

## ALTERNATIVE PERFORMANCE INDICATORS (APIs)

Management uses certain performance indicators that are not identified as accounting measures under IFRS (NON-GAAP measures), to enable a better assessment of the Group's performance. The determination criterion applied by the Group may not be consistent with that adopted by other Groups and the indicators may not be comparable with those determined by the latter. These performance indicators, determined in accordance with the provisions of the Guidelines on Performance Indicators issued by ESMA/2015/1415 and adopted by CONSOB in Notice No. 92543 of 3 December 2015, refer only to the performance of the accounting period covered by this Consolidated Interim Financial Report and the periods compared. The performance indicators should be considered as complementary and do not replace the information drafted in accordance with the IFRSs. A description of the main indicators adopted is shown below.

- **EBIT (Earnings Before Interest, Taxes) or Operating Income:** this indicator is defined as Profit/(Loss) for the year from continuing operations before financial management and income taxes.
- **Adjusted EBIT (Earnings Before Interest, Taxes) or Operating Income:** this indicator is defined as Profit/(Loss) for the year from continuing operations before financial management and income taxes and costs and revenues considered by management to be non-recurring.
- **EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) or Gross Operating Margin:** this indicator is defined as Profit/(Loss) for the year from continuing operations before depreciation of property, plant and equipment and amortisation of intangible assets and rights of use, financial management and income taxes.
- **Adjusted EBITDA or Gross Operating Margin:** this indicator is defined as Profit/(Loss) for the year from continuing operations before depreciation and amortization of property, plant and equipment, intangible assets and usage rights, financial management, income taxes and costs and revenues considered by management to be non-recurring.
- **Net Commercial Working Capital:** this indicator is calculated as the sum of Inventories and Trade Receivables net of Trade Payables.
- **Net Working Capital:** this indicator is calculated as the sum of Commercial Net Working Capital and Other Current Assets and Liabilities including Current Provisions for Risks and Charges.
- **Net Invested Capital:** this indicator is total Current and Non-Current Assets, excluding financial assets, net of Current and Non-Current Liabilities, excluding financial liabilities.
- **NFP (Net Financial Position):** this indicator is calculated in accordance with the provisions of "Warning notice no. 5/21" dated 29 April 2021 issued by Consob, which refers to ESMA Guideline 32-382-1138 of 4 March 2021.
- **Free Cash Flow:** this indicator is calculated as cash flow from operating activities net of investments in ordinary property, plant and equipment and intangible assets (excluding fixed assets under right of use recognized during the year in accordance with IFRS 16) and financial and tax income and expenses serving operating activities.



## RECLASSIFIED GROUP ECONOMIC RESULTS

### RECLASSIFIED CONSOLIDATED INCOME STATEMENT AS OF JUNE 30, 2023<sup>(1)</sup>

Reclassified Consolidated Income Statement	30.06.23	%	30.06.22 restated	%	Variation	Var. %
<b>Revenues</b>	<b>119,195</b>	<b>100.0%</b>	<b>72,677</b>	<b>100.0%</b>	<b>46,518</b>	<b>64.0%</b>
Operating costs	(69,898)	-58.6%	(51,218)	-70.5%	(18,680)	36.5%
<b>Contribution Margin</b>	<b>49,296</b>	<b>41.4%</b>	<b>21,459</b>	<b>29.5%</b>	<b>27,837</b>	<b>&gt;100%</b>
Personnel costs	(20,356)	-17.1%	(18,021)	-24.8%	(2,335)	13.0%
Amortization, depreciation and impairment	(8,723)	-7.3%	(9,200)	-12.7%	477	-5.2%
Non-Recurring Charges and Income	955	0.8%	2,265	3.1%	(1,310)	-57.8%
<b>Adjusted EBIT</b>	<b>21,174</b>	<b>17.8%</b>	<b>(3,497)</b>	<b>-4.8%</b>	<b>24,671</b>	<b>&gt;100%</b>
Non-Recurring Charges and Income	(955)	-0.8%	(2,265)	-3.1%	1,310	57.8%
<b>EBIT</b>	<b>20,218</b>	<b>17.0%</b>	<b>(5,762)</b>	<b>-7.9%</b>	<b>25,981</b>	<b>&gt;100%</b>
Net Financial Charges	(4,342)	-3.6%	639	0.9%	(4,981)	<-100%
<b>Earning before taxes</b>	<b>15,876</b>	<b>13.3%</b>	<b>(5,123)</b>	<b>-7.0%</b>	<b>21,000</b>	<b>&gt;100%</b>
Income taxes	(5,256)	-4.4%	(519)	-0.7%	(4,736)	>100%
<b>Net Result</b>	<b>10,621</b>	<b>8.9%</b>	<b>(5,642)</b>	<b>-7.8%</b>	<b>16,262</b>	<b>&gt;100%</b>
Amortization, depreciation and impairment	(8,723)	-7.3%	(9,200)	-12.7%	477	-5.2%
<b>EBITDA</b>	<b>28,941</b>	<b>24.3%</b>	<b>3,438</b>	<b>4.7%</b>	<b>25,504</b>	<b>&gt;100%</b>
Non-Recurring Charges and Income	401	0.3%	2,265	3.1%	(1,864)	-82.3%
<b>EBITDA Adjusted</b>	<b>29,342</b>	<b>24.6%</b>	<b>5,703</b>	<b>7.8%</b>	<b>23,639</b>	<b>&gt;100%</b>

(1) Adjusted EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) or Adjusted Gross Operating Margin: is an economic indicator not defined in IFRS, but used by the company's management to monitor and evaluate its operating performance, as it is not affected by volatility due to the effects of the different criteria for determining taxable income, the amount and characteristics of capital employed as well as the related depreciation policies. This indicator is defined by Datalogic as Profit/(Loss) for the year from continuing operations before depreciation and amortization of property, plant and equipment, intangible assets and usage rights, financial management, income taxes, and costs and revenues considered by management to be non-recurring.

**RECLASSIFIED STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2023<sup>(2)</sup>**

	<b>30.06.2023</b>	<b>31.12.22 Restated</b>	<b>Variation</b>	<b>Var. %</b>
Intangible Fixed Assets	12,696	13,486	(790)	-5.85%
Goodwill	26,999	24,861	2,138	8.60%
Tangible Fixed Assets	186,181	191,032	(4,852)	-2.54%
Financial assets and investments in affiliates	15,015	18,223	(3,208)	-17.61%
Other fixed assets	2,786	6,221	(3,435)	-55.21%
<b>Capital Assets</b>	<b>243,677</b>	<b>253,822</b>	<b>(10,146)</b>	<b>-4.00%</b>
Trade receivables	38,935	30,041	8,894	29.61%
Trade payables	(41,330)	(42,807)	1,477	-3.45%
Inventories	1,012	852	160	18.77%
<b>Trade Net Working Capital (CNWC)</b>	<b>(1,383)</b>	<b>(11,914)</b>	<b>10,531</b>	<b>-88.39%</b>
Other current assets	8,240	7,382	857	11.61%
Other Liabilities and Provisions for current risks	(43,300)	(52,680)	9,380	-17.81%
<b>Net Working Capital (NWC)</b>	<b>(36,443)</b>	<b>(57,212)</b>	<b>20,769</b>	<b>-36.30%</b>
Other non-current liabilities	(1,824)	(1,805)	(18)	1.00%
Employee severance indemnity	(3,010)	(2,959)	(51)	1.71%
Provisions for non-current risks	(2,394)	(2,174)	(219)	10.09%
<b>NET INVESTED CAPITAL (NIC)</b>	<b>200,007</b>	<b>189,672</b>	<b>10,335</b>	<b>5.45%</b>
Shareholders' Equity	105,169	94,318	10,851	11.50%
<b>Net Financial Position (NFP)</b>	<b>94,838</b>	<b>95,354</b>	<b>(516)</b>	<b>-0.54%</b>
<b>TOTAL SOURCES</b>	<b>200,007</b>	<b>189,672</b>	<b>10,335</b>	<b>5.45%</b>

(2) The reclassified statement of financial position analysis shows aggregations used by management to assess the Group's financial performance. These are measures generally adopted in financial reporting practice that are immediately referable to the accounting data in the primary financial reporting formats, which, however, are not identified as accounting measures under IFRS

**NET FINANCIAL POSITION AS OF JUNE 30, 2023 <sup>(3)</sup>**

<b>Net Financial Position</b>	<b>30/06/2023</b>	<b>31/12/2022</b>
A. Cash	38,893	50,586
B. Cash equivalents	3,000	-
C. Other current financial assets	122	137
<b>D. Liquidity: (A) + (B) + (C)</b>	<b>42,105</b>	<b>50,722</b>
E. Current financial payables	(8,139)	(10,272)
F. Current portion of non-current financial debt	(15,824)	(18,301)
<b>G. Current financial debt: (E) + (F)</b>	<b>(23,963)</b>	<b>(28,572)</b>
<b>H. Current net financial indebtedness: (G + D)</b>	<b>18,051</b>	<b>22,150</b>
I. Non-current financial liabilities	(110,496)	(114,073)
J. Debt instruments	-	-
K. Trade payables and other non-current payables	(2,393)	(3,431)
<b>L. Non-current financial debt: (I)+(J)+(K)</b>	<b>(112,889)</b>	<b>(117,504)</b>
<b>M. Total financial debt: (H) + (L)</b>	<b>(94,838)</b>	<b>(95,354)</b>

*(3) Net financial position presented in accordance with the ESMA Guidelines of 4 March 2021 (Consob warning notice no.5/21)*