CAMPARI GROUP

## Strong results in the first quarter driven by sustained top line organic growth despite the late Easter effect

## Outperformance driven by the key Global and Regional Priorities in core developed markets, enhanced by a recovery in emerging markets in a small quarter

### Q1 2019 RESULTS HIGHLIGHTS

- **Reported sales of €370.1 million**. **Organic growth of +9.6%.** On a **reported basis**, change of **+10.1%** after the exchange rate and perimeter effects.
- **Strong sales organic growth**, despite the late Easter effect, driven by **double digit growth in key Global and Regional Priorities in core developed markets**, enhanced by a **recovery in emerging markets** helped by a favourable comparison base in a small quarter.
- **EBIT adjusted**[1] of **€72.4 million**. **Organic growth of +15.4%**, **well ahead of organic sales growth (+100 bps margin accretion)**, on the back of the very strong top line growth. **On a reported basis, change** of **+18.5%**.
- **Group pre-tax profit adjusted**[1] of **€63.9 million** (**+16.5%** on a reported basis).
- **Net financial debt** of **€893.9 million** as of March 31st, 2019 (€846.3 million as of December 31st, 2018), due to an increase of €83.3 million attributable to the first-time application of IFRS 16 (effective as of 1 January 2019) which more than offset the positive cash flow generation.

**Milan, May 7th, 2019**-The Board of Directors of Davide Campari-Milano S.p.A. (Reuters CPRI.MI-Bloomberg CPR IM) approved the additional financial information at March 31st, 2019.

**Bob Kunze-Concewitz**, **Chief Executive Officer**: *'**We achieved a very strong start of the year** driven by the combination of both **a strong momentum of the key Global and Regional Priorities** in core developed markets, despite the late Easter, and the **recovery in emerging markets,** largely against an easy comparison base in a small quarter. **Profitability indicators grew strongly and well ahead of organic sales development** thanks to **a positive sales mix**, though diluted by the bounce back of low-margin emerging markets, and the slower growth in marketing investments and structure costs. Concomitantly, on a **reported** basis, the **results benefited from a positive forex effect**, partially offset by the tail-end effect of the termination of distribution contracts from the previous year. Looking into the full year, the **outlook remains fairly balanced in terms of risks and opportunities**, and **unchanged against the previous announcement**. We remain confident in achieving a **positive performance across key underlying business indicators**, driven by the **continued outperformance of the high-margin Global and Regional Priorities in the core developed markets**.'.*

[1] EBIT and Group pre-tax profit before operating adjustments of €(0.8) million in Q1 2019 and €21.6 million in Q1 2018 (capital gain from Lemonsoda disposal in January 2018, net of provisions for restructuring initiatives).

CAMPARI GROUP

## SUMMARY FINANCIAL INFORMATION FOR THE FIRST QUARTER ENDED 31 MARCH 2019

| | Q1 2019 € million | Q1 2018 € million | Reported change | Organic change | Forex impact | Perimeter impact |
|---|---|---|---|---|---|---|
| **Net sales** | **370.1** | **336.0** | **10.1%** | **9.6%** | **2.6%** | **-2.0%** |
| **Gross profit** | **223.8** | **200.0** | **11.9%** | **9.9%** | **2.6%** | **-0.6%** |
| *% on sales* | *60.5%* | *59.5%* | | | | |
| **EBIT adjusted** | **72.4** | **61.1** | **18.5%** | **15.4%** | **5.1%** | **-2.0%** |
| *% on sales* | *19.6%* | *18.2%* | | | | |
| EBIT | 71.7 | 82.7 | -13.3% | | | |
| **Group pre-tax profit adjusted** | **63.9** | **54.9** | **16.5%** | | | |
| **Group pre-tax profit** | **63.2** | **76.5** | **-17.4%** | | | |
| **EBITDA adjusted** | **89.6** | **74.7** | **19.9%** | **17.0%** | **4.5%** | **-1.6%** |
| *% on sales* | *24.2%* | *22.2%* | | | | |
| EBITDA | 88.8 | 96.3 | -7.8% | | | |
| **Net financial debt at period end(*)** | **893.9** | | | | | |

(*) Net financial debt as of December 31st, 2018: € 846.3 million

## GUIDANCE FOR 2019 UNCHANGED[2]

**The outlook remains fairly balanced in terms of risks** and **opportunities and unchanged with respect to the previous guidance.**

The **positive business momentum in sales growth is expected to continue**, despite the uncertain geopolitical and macroeconomic environments, while reflecting different comparison bases throughout the remainder of the year.

The **key high-margin combinations of Global and Regional Priorities in core developed markets are expected to continue** supporting sales mix improvement and organic gross margin expansion, offsetting the negative agave purchase price effect, which will remain at an elevated level due to the strong trend of the tequila category.

**The previous year's EBIT organic margin expansion is expected to continue**, supported by **gross margin accretion**, after reinvestments into the business, particularly the **Group's on-premise capabilities** and **brand houses development**.

With regards to the overall results, **FX and perimeter** effects, driven by the continued volatility in some currencies and the tail-end effect of the previous year's transactions, are expected to be **less adverse** during the year vs. FY2018.

Moreover, **Net profit reported in 2019 is expected to benefit from net positive adjustments** of approximately €14 million overall, due to fiscal benefits coming from the 'Patent box' tax relief in Italy, in what will be its fifth and final year, for an estimated amount of approximately €26 million in line with 2018, which will more than offset provisions for the completion of certain reorganizational projects for a negative estimated amount of €(16) million and corresponding positive fiscal effects of approximately €4 million.

## REVIEW OF FIRST QUARTER 2019 RESULTS

**Group sales** totalled **€370.1 million**, up by **+10.1%** in value **on a reported basis**. The growth reflected a positive **organic sales performance** of **+9.6%,** a **positive FX effect of +2.6%** or €8.8 million, driven by a weaker Euro against US Dollar, and a **negative perimeter of -2.0%** or €(6.9) million, due to tail-end effect of the termination of distribution agreements.

**Gross profit** was **€223.8 million**, up by +**11.9%** in value **on a reported basis** and up **+100 basis points** to 60.5% of net sales. It **grew organically** by **+9.9%,** ahead of sales, generating an organic margin expansion of **+20 basis points**, as the favourable sales mix driven by the Global priority brands in key developed markets was contained by the dilutive effect generated by the growth of lower-margin emerging markets. Total expansion reflects also the termination of low-margin distribution agreements.

**Advertising and Promotion spending (A&P)** was **€58.8 million**, up by **+8.6%** in value **on a reported basis**, corresponding to 15.9% of net sales. It **grew organically** by **+6.3%**, lower than the strong net sales growth, generating +50 bps margin accretion.

**CAAP** (Contribution after A&P) was **€165.1 million**, up by **+13.2%** in value **on a reported basis** (up **organically** by **+11.2%**), corresponding to 44.6% of net sales.

[2] Unchanged vs. guidance provided to the market on FY2018 results announcement on 5 March 2019.

**Structure costs**, i.e. selling, general and administrative costs, totalled **€92.6 million**, up by **+9.4%** in value **on a reported basis**, to 25.0% of net sales. It grew **organically** by **+8.2%**, generating +30 bps margin accretion, driven by higher absorption of fixed structure cost due to the strong top line growth.

**EBITDA adjusted** was **€89.6 million**, up by **+19.9%** in value **on a reported basis** (**up organically +17.0%**), corresponding to 24.2% of net sales, which includes €3.1 million of incremental depreciation due to the first time application of IFRS 16-'Leases'[3].

**EBIT adjusted** was **€72.4 million**, up by **+18.5%** in value **on a reported basis** and up +140 bps to 19.6% of net sales. It **grew organically by +15.4%**, ahead of sales growth, leading to an organic margin accretion of **+100 basis points** (of which IFRS 16-'Leases' impact is neglectable, accounting for +10 bps or €0.5 million), driven by gross margin expansion thanks to favourable sales mix, coupled with lower than top line growth in A&P investments as well as higher absorption of fixed structure cost due to the strong sales growth.

**Operating adjustments** were negative by **€(0.8) million**, mainly attributable to provisions for restructuring initiatives started in 2018[4].

**EBITDA** reached **€88.8 million**, at 24.0% of sales.

**EBIT** reached **€71.7 million**, at 19.4% of sales.

**Net financial costs were €8.3 million**, up by €2.6 million, due to the **increase of average cost of net debt** to 3.7% in Q1 2019, up from 2.7% in Q1 2018, reflecting the negative carry effect on excess cash, and the effect of the **first time application of IFRS 16-'Leases' generating additional financial charges** of €0.9 million in the quarter.

**Group pre-tax profit adjusted** was **€63.9 million (+16.5%). Group pre-tax profit** was **€63.2 million**, down **-17.4%**, due to the unfavourable comparison base which benefitted from significant operating adjustments due to gains on disposals of non-core assets.

**Net financial debt** stood at **€893.9 million** as of March 31st, 2019, up from €846.3 million as of December 31st, 2018, due to an increase of €83.3 million attributable to the first-time application of IFRS 16-'Leases' which more than offset the positive cash flow generation.

**Net debt to EBITDA pro-forma ratio** was **2.0 times as of March 31st, 2019**, up from 1.9 times as of December 31st, 2018.

## REVIEW OF CONSOLIDATED SALES FOR FIRST QUARTER 2019

Looking at sales by region, the **Americas** (48.3% of total Group sales) posted an **organic growth** of **+13.1%**. With reference to **North America** (**up +11.9%** organically), the **US, the Group's largest market** (31.2% of total Group sales) registered a very **positive organic performance of +11.2**% driven by the **double-digit growth of Grand Marnier (with shipments phasing ahead of depletions), Wild Turkey portfolio, Aperol, Campari, Espolòn** and the **Jamaican rums**. The **SKYY portfolio** declined by mid-single digit and continued to be affected by the destocking exercise despite gradually closing the gap to more favourable consumption trends. Sales in **Jamaica** (6.6% of total Group sales) **registered an organic change of +22.9%**, showing a continued **positive mix** driven by **double-digit growth** in core **Wray&Nephew Overproof, Campari** and **Appleton Estate**. Local brands such as **Magnum Tonic Wine** also continued their growth trajectory. **Other North America markets** grew **+5.8%**, driven by **Canada** (3.1% of total Group sales) as it registered a **very positive performance** of **+15.9%**, thanks to **Aperol**, **Forty Creek, Appleton Estate** and **Grand Marnier**, while **Mexico** (2.0% of total Group sales) declined by **-4.9%**, largely driven by phasing in **Jamaican rum brands** while **SKYY ready-to-drink** and **SKYY Vodka** grew positively. With reference to **South America** (**up +25.6% organically**), sales in **Brazil** (2.1% of total Group sales) showed a recovery, being **up +41.8%,** with a **double-digit growth in the local Brazilian brands, Campari, Aperol** and **SKYY** helped also by an easy comparison base in a small quarter. Nonetheless, market volatility, persistent political instability and high unemployment remain. Sales in **Argentina** (1.2% of total Group sales) showed a **positive performance (+19.6%)**, helped by an **easy comparison base**, driven by **Cinzano vermouth** and **Aperol**. The macro environment remains volatile and affected by a subdued consumer sentiment. The **other South American markets** were **down -7.2%**, as **growth** largely driven by **Aperol, Frangelico, Cinzano portfolio** and **SKYY** was **offset by declines** in **Riccadonna** and **Campari** in a low seasonality quarter.

Sales in **Southern Europe, Middle East and Africa**[5] (27.2% of total Group sales) registered an **organic growth of +6.4%**. The **organic performance** in the **Italian market** (20.6% of total Group sales) **was very solid** (**+6.4%**), driven by sustained

3 The new accounting standard IFRS 16, effective as of 1 January 2019, introduces a single accounting model for leases in the financial statements of tenants.
4 In Q1 2018 positive adjustments of €21.6 million.
5 Including Global Travel Retail.

**double-digit growth** of **Aperol** (**+14.5%**) and **solid results of Campari** (**+5.6%**) with a **positive performance in Campari Soda,** while Crodino was soft. The **region's other markets** (6.6% of Group net sales) **showed overall an organic growth (+6.5%)**, as **France** registered a **positive performance,** largely thanks to growth in **Aperol** and **GlenGrant. South Africa** registered **very positive** growth thanks to an easy comparison base with **excellent growth in the SKYY portfolio** and **Bulldog gin**. **Nigeria** registered **positive results** thanks to **Campari** and the **Wild Turkey portfolio**. **Global Travel Retail** grew **+5.8%** thanks to the strong performances of **Aperol, GlenGrant** and **Appleton Estate.**

Sales in **North, Central and Eastern Europe** (17.7% of total Group sales) **registered an organic growth of +11.6%**. **Germany** (8.4% of total Group sales) registered **very satisfactory results** (**+9.7%**) **against an easy comparison base**, driven by **double-digit growth of Aperol (+24.0%)** and **positive performance in Ouzo 12, Frangelico** and **Cinzano sparkling wine**, more than offsetting negative trends in **Averna** and **Campari** due to the latter's price repositioning. Sales in **Russia** (2.0% of total Group sales) registered an **organic growth of +18.5%**, due to a combination of both an **easy comparison base (-30.5% in Q1 2018)** and **good growth in Aperol, the Cinzano portfolio, Mondoro** as well as growth from seeding brands such as **Espolòn** and **Wild Turkey**. The **United Kingdom** (1.6% of total Group sales) showed a **positive start to the year (+10.4%)**, with **continued outperformance of Aperol, Campari** and **Cinzano vermouth** as well as **Magnum tonic wine**, offsetting some temporary declines in **Bulldog** and the **Jamaican rums.** The **region's other markets** (5.7% of Group net sales) registered an **overall positive organic performance (+12.4%)** thanks to **solid growth** in seeding markets such as Scandinavia and Eastern Europe, driven by **Aperol** as well as **Austria**, driven by aperitifs.

Sales in **Asia Pacific** (6.8% of total Group sales) **showed a decline of -3.1%**. **Australia** (4.8% of total Group sales) **was slightly down by -2.3%**, due to **phasing and a tough comparison base** (+9.4% in Q1 2018, which benefited from **earlier Easter timing**). Decline in Wild Turkey bourbon was partially offset by the positive performance of Aperol, SKYY Vodka and Espolòn, whilst Wild Turkey RTD was flat. The **region's other markets** (1.9% of total Group sales) were down by mid-single digit (**-5.3%**), driven by **double-digit decline in Japan** due to a **very tough comparison base** (+140.3% in Q1 2018), despite continued positive trends in Aperol from a small base, while **China** saw **double-digit growth against an easy comparison base** with positive trends in the **SKYY portfolio**, **Grand Marnier** and **Cinzano sparkling wines.**

**Global Priority brands' sales** (58% of total) **grew organically by +12.6%**. **Aperol, the Group's largest brand,** continued to outperform (**+26.8%**), driven by a **double-digit growth** in the **brand's core markets** (Italy, Germany, Austria and Switzerland) with **deseasonalisation activities driving growth in winter months** and the **very strong growth** of **high potential and seeding markets** such as the **US, Russia, the UK, Australia, Spain, GTR, Scandinavia** and **Eastern Europe**. **Campari** continued its positive momentum, up **+9.2% organically**, with **solid growth in in the brand's core market Italy** (**+5.6%**) and **double-digit growth** in key markets such as the **US, Jamaica, Brazil** and **Nigeria** while the overall brand performance was slightly hindered due to a price repositioning in Germany. **Grand Marnier** grew by **+10.0%**, with **solid growth in the core markets of the US (+15.3%),** ahead of depletions, due to shipment phasing, and **Canada** (**+10.1%**). **Wild Turkey**, which includes **American Honey,** registered a **positive organic change of +10.0%,** driven by the continued growth in **Wild Turkey bourbon** in its key **US market (+4.6%)**, also thanks to the very positive trend in the premium variants such as Longbranch, offsetting a slight decline in Australia (-4.5%). **Russell's Reserve** and **American Honey grew by double-digit in the core US market**. **SKYY** sales registered an **organic change of +0.7%**, with the **core US market showing improving trends** at the start of the year, with a **shipment decline of -4.6% mainly due to** the announced destocking, while the market gradually reduces the gap between shipments and more favourable consumption trends. Concomitantly, the brand saw solid growth in international markets such as **China, Germany** and **South Africa.** The **Jamaican rums**, including **Appleton Estate** and **Wray&Nephew Overproof**, showed an **organic growth of +10.0%**. **Wray&Nephew Overproof grew +15.3%,** thanks to solid trends in core markets of the **US**, helped by an easy comparison base, and **Jamaica**, which benefitted from positive shipments ahead of a price increase**. Appleton Estate** showed **positive growth (+8.4%)** with continued positive trends in the core markets of **Jamaica, the US, GTR** and **Canada.**

**Regional Priorities** (16% of total) **grew by +7.8%**. **Espolòn grew by +22.7%**, as the core **US market continued to grow by sustained double digits (+20.0%)**. **Bulldog** was up by **+1.6%** driven by **growth in Belgium**, **GTR**, **Germany** and **Brazil**, offsetting weakness in core market of Spain ahead of brand repositioning in 2019. **GlenGrant** registered a **good growth (+6.4%)** thanks to the performances in core **France, Germany** and **GTR**, largely due to an easy comparison base. The **US** market registered a good performance too, reflecting the strategic focus of the portfolio to higher-margin and longer-aged premium expressions. **Forty Creek** registered a **growth of +9.8%**, driven by its core market of **Canada (+11.5%)**. The Italian bitters **registered a positive performance (+3.7%)**, with positive results for **Averna**, driven by the **US,** and **Cynar,** with strong results in core markets of **Italy, the US** and **Germany**. **Braulio** registered a temporary decline due to the **product availability issues. Frangelico** was **positive**, driven by both the **US** and **Germany**. The **Cinzano portfolio** grew by **+11.1%**, thanks to

Cinzano Vermouth (+14.6%), driven by its core markets of **Argentina**, **Russia** (against an easy comparison base) as well as the Czech Republic, and to Cinzano sparkling wine (+8.3%) driven by Germany. **Mondoro and Riccadonna** showed a slight decline in the quarter (**-2.6%**), with a strong start to the year for **Mondoro** (**+7.0%**) driven by the core market of **Russia**, more than offset by negative results of **-9.1%** for **Riccadonna**, due to mid-single digit decline in core **France** (against a difficult comparison base) and weakness in Australia.

**Local Priorities (12% of total) grew +2.3%**. **Campari Soda** was **up by +2.3%** while **Crodino** registered a **negative performance (-4.7%)** due to **softness in core Italian market**, partially offset by solid **growth in seeding markets**. The **Wild Turkey ready-to-drink** showed a **flattish performance** due to the core Australian market. The **Brazilian brands** were **very positive** (**+55.7%**), due to recovery in Brazil and easy comparison base.

### FILING OF DOCUMENTATION

The additional financial information at March 31st, 2019 will be made available to the general public at the Company's head office and on the 1INFO circuit for the storage of Regulated Information, operated by Computershare (www.1Info.it) within the limits expressed by the law. The documentation will also be available in the 'Investors' section of the website www.camparigroup.com/en and by all other means allowed by applicable regulations.

*The Executive responsible for preparing Davide Campari-Milano S.p.A.'s financial reports, Paolo Marchesini, certifies-pursuant to article 154-bis, paragraph 2 of the Legislative Decree 58/1998-that the accounting disclosures in this statement correspond to the accounting documents, ledgers and entries.*

*Disclaimer*
*This document contains forward-looking statements that relate to future events and future operating, economic and financial results of Campari Group. By their nature, forward-looking statements involve risk and uncertainty because they depend on the occurrence of future events and circumstances. Actual results may differ materially from those reflected in forward-looking statements due to a variety of factors, most of which are outside of the Group's control.*
*It should be noted that the additional financial information is not subject to auditing.*

### ANALYST CONFERENCE CALL

At **1:00 pm (CET) today, May 7th, 2019**, Campari's management will hold a conference call to present the Group's results for the first quarter 2019. To participate, please dial one of the following numbers:

- **from Italy: 02 805 88 11**
- **from abroad: + 44 121 281 8003**

The **presentation slides** can be downloaded before the conference call from the main investor relations page on Campari Group's website, at http://www.camparigroup.com/en/investors.
A **recording of the conference call** will be available from today, May 7th, until Tuesday, May 14th, 2019.

To listen to it, please call the following numbers:

- **from Italy: 02 72495**
- **from abroad: +44 1212 818005**

(Access code: **953#**).

CAMPARI GROUP

**FOR FURTHER INFORMATION**


| | | |
|---|---|---|
| **Investor Relations** | | |
| **Chiara Garavini** | Tel. +39 02 6225 330 | Email: chiara.garavini@campari.com |
| **Jing He** | Tel. +39 02 6225 832 | Email: jing.he@campari.com |
| **Thomas Fahey** | Tel. +44 (0)20 31009618 | Email: thomas.fahey@campari.com |
| | | |
| **Corporate Communications** | | |
| **Enrico Bocedi** | Tel. +39 02 6225 680 | Email: enrico.bocedi@campari.com |


http://www.camparigroup.com/en/investor
http://www.camparigroup.com/en
http://www.youtube.com/campariofficial
https://twitter.com/GruppoCampari

Visit *Our Story*

**ABOUT CAMPARI GROUP**

Campari Group is a major player in the global spirits industry, with a portfolio of over 50 premium and super premium brands, spreading across Global, Regional and Local priorities. Global Priorities, the Group's key focus, include **Aperol, Campari, SKYY**, **Grand Marnier, Wild Turkey** and **Appleton Estate**. The Group was founded in 1860 and today is the sixth-largest player worldwide in the premium spirits industry. It has a global distribution reach, trading in over 190 nations around the world with leading positions in Europe and the Americas. Campari Group's growth strategy aims to combine organic growth through strong brand building and external growth via selective acquisitions of brands and businesses.

Headquartered in Milan, Italy, Campari Group owns 18 plants worldwide and has its own distribution network in 20 countries. Campari Group employs approximately 3,600 people. The shares of the parent company Davide Campari-Milano S.p.A. (Reuters CPRI.MI - Bloomberg CPR IM) have been listed on the Italian Stock Exchange since 2001. For more information: http://www.camparigroup.com/en

Please enjoy our brands responsibly

**- Appendix to follow -**

CAMPARI GROUP

## CAMPARI GROUP

### Consolidated net sales breakdown by brand for the first quarter 2019

| | % on Group sales | % change, of which: | | | |
|---|---|---|---|---|---|
| | | total | organic | Exchange rate effect | external growth |
| Global Priorities | 58.0% | 16.8% | 12.6% | 4.2% | 0.0% |
| Regional Priorities | 15.6% | 9.4% | 7.8% | 1.5% | 0.1% |
| Local Priorities | 11.5% | 1.9% | 2.3% | -0.4% | 0.0% |
| Rest of portfolio | 14.9% | -4.3% | 6.8% | 0.8% | -11.9% |
| **Total** | **100.0%** | **10.1%** | **9.6%** | **2.6%** | **-2.0%** |

### Consolidated net sales by geographic area for the first quarter 2019

| | 1 January-31 March 2019 | | 1 January-31 March 2018 | | % |
|---|---|---|---|---|---|
| | € million | % | € million | % | Change |
| Americas | 178.9 | 48.3% | 150.0 | 44.7% | **19.2%** |
| SEMEA (Southern Europe, Middle East and Africa) | 100.8 | 27.2% | 101.2 | 30.1% | **-0.4%** |
| North, Central & Eastern Europe | 65.4 | 17.7% | 58.7 | 17.5% | **11.3%** |
| Asia Pacific | 25.0 | 6.8% | 26.0 | 7.7% | **-3.8%** |
| **Total** | **370.1** | **100.0%** | **336.0** | **100.0%** | **10.1%** |

| Breakdown of % change | Total % Change | Organic growth | Exchange rate effect | External growth |
|---|---|---|---|---|
| Americas | **19.2%** | 13.1% | 6.2% | -0.1% |
| SEMEA (Southern Europe, Middle East and Africa) | **-0.4%** | 6.4% | -0.1% | -6.7% |
| North, Central & Eastern Europe | **11.3%** | 11.6% | -0.4% | 0.1% |
| Asia Pacific | **-3.8%** | -3.1% | -0.7% | 0.0% |
| **Total** | **10.1%** | **9.6%** | **2.6%** | **-2.0%** |

## CAMPARI GROUP

### Consolidated income statement for the first quarter 2019

| | 1 January-31 March 2019 | | 1 January-31 March 2018 | | |
|---|---|---|---|---|---|
| | **€ million** | **%** | **€ million** | **%** | **Change** |
| **Net sales** | **370.1** | **100.0** | **336.0** | **100.0** | **10.1%** |
| Total cost of goods sold(1) | (146.2) | (39.5) | (136.0) | (40.5) | 7.5% |
| **Gross profit** | **223.8** | **60.5** | **200.0** | **59.5** | **11.9%** |
| Advertising and promotion | (58.8) | (15.9) | (54.1) | (16.1) | 8.6% |
| **Contribution after A&P** | **165.1** | **44.6** | **145.8** | **43.4** | **13.2%** |
| Structure costs(2) | (92.6) | (25.0) | (84.7) | (25.2) | 9.4% |
| **EBIT adjusted** | **72.4** | **19.6** | **61.1** | **18.2** | **18.5%** |
| Operating adjustments | (0.8) | (0.2) | 21.6 | 6.4 | -103.5% |
| **Operating profit=EBIT** | **71.7** | **19.4** | **82.7** | **24.6** | **-13.3%** |
| Financial income (expenses) | (8.3) | (2.3) | (5.8) | (1.7) | 45.1% |
| Adjustments to financial income (expenses) | (0.0) | (0.0) | 0.0 | 0.0 | 0.0% |
| Profit (loss) related to companies valued at equity | 0.2 | 0.0 | - | - | - |
| Put options income (charges) | (0.3) | (0.1) | (0.5) | (0.1) | -31.6% |
| **Profit before taxes and non-controlling interests** | **63.2** | **17.1** | **76.5** | **22.8** | **-17.4%** |
| **Group profit before taxes adjusted(3)** | **63.9** | **17.3** | **54.9** | **16.3** | **16.5%** |
| | | | | | |
| Depreciation and amortisation | (17.1) | (4.6) | (13.6) | (4.0) | 26.3% |
| **EBITDA adjusted** | **89.6** | **24.2** | **74.7** | **22.2** | **19.9%** |
| **EBITDA** | **88.8** | **24.0** | **96.3** | **28.7** | **-7.8%** |

(1) Includes cost of material, production and logistics expenses.
(2) Includes selling, general and administrative costs.
(3) Before operating adjustments of €(0.8) million in Q1 2019 and €21.6 million in Q1 2018 (capital gain from Lemonsoda disposal in January 2018 net of provisions for restructuring initiatives).