



Press release  
Trento, April 27<sup>th</sup> 2016

## **Zobe Group reports strong growth in sales and EBITDA for 2015.**

*The global group based in Trento reports sales at €320.4 million for 2015 (+14.1% vs 2014)  
EBITDA before non-recurring transactions at €46 million (+€6 million above 2014)*

Zobe Group, the leading global supplier of Air Care and Insecticide devices by revenues, closed 2015 with sales of €320.4 million; an increase of €39.7 million or 14.1% compared to 2014 (€280.7 million for 2014).

Zobe's strategy to diversify into new categories was an important driver of this growth, with sales in the Home, Health and Personal Care product category growing by €29.5 million or 293.3%. Insecticide sales grew by €16.8 million or 23.8% with strong demand in Europe and South America driven by favourable weather conditions. Air Care volumes remained essentially flat (+0.4% compared to 2014), as strong order levels in Asia and sales driven by new customers were offset by the phasing out of low value-added manufacturing activities in North America. Sales were also significantly boosted by the strong US dollar compared to 2014.

EBITDA before non-recurring transactions increased by €6.0 million to €46.0 million compared to 2014 (+15%). Manufacturing performance remained strong, operational costs were controlled and consequently the increased EBITDA was driven by the higher sales volumes. EBITDA as a percentage of sales improved from 14.3% in 2014 to 14.4%. Zobe Group also continued to invest in research and development of new products, increasing the number of patent families owned by the Group (+ 10 patent families in 2015).

The Group's Net Financial Position closed in line with 2014 (€137.0 million in 2015 versus €136.9 million in 2014). Cash generation was strong at €20.8 million, above the level of €19.4 million achieved in 2014, as significant capital expenditure in 2015, driven by the large number of product launches, was compensated by tight control of working capital.

"We are very pleased with the results achieved in an economic scenario that globally remains fragile, in particular our strategic entry into new product categories." - Roberto Schianchi, CEO of Zobe Group, commented - "The Group's priorities remain to continue the growth in the Air Care and Insecticide devices categories and to open up the development of new product categories, driven by demand from our customers."

### **ZOBEL GROUP**

Zobe Group primarily sells its products to blue chip fast-moving consumer goods ("FMCG") companies, and the average length of its relationships with its key customers is 25 years. Zobe Group operates as a "one-stop-shop", offering customers global solutions and services covering the entire value chain from product innovation and development to manufacturing and delivery. Historically, Zobe Group has grown its business and increased profits through its wide range of products, long-standing customer relationships, strong product innovation and development capabilities and its global industrial footprint. Zobe Group is headquartered in Italy (Trento), operates manufacturing plants in six countries (Mexico, China, Italy, Bulgaria, Brazil and India), has design and development centres in five countries (Italy, Spain, Mexico, China and Bulgaria) and has innovation centres in Spain and Singapore. As of December 31, 2015, Zobe Group had 4.942 employees worldwide.

### **EBITDA**

Neither EBITDA before non-recurring transactions nor EBITDA before non-recurring transactions margin is a recognized measure of financial performance or liquidity under IFRS. We define EBITDA before non-recurring transactions as net income before income taxes, financial income and expense, depreciation, amortization and write-downs and costs related to non-recurring transactions. These non-GAAP measures should not be



considered a substitute for operating income, profit/(loss) before tax, cash flow from operating, investing or financing activities or any other measure of performance in accordance with generally accepted accounting principles. As a result of their limitations, neither EBITDA before non-recurring transactions nor EBITDA before non-recurring transactions margin should be considered in isolation or as a substitute for performance measures calculated in accordance with IFRS. We compensate for these limitations by relying primarily on our IFRS results and using EBITDA before non-recurring transactions and EBITDA before non-recurring transactions margin only supplementally.

*For further information:*

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