

Piaggio Group

Full Year 2018 Financial Results

CORPORATE PARTICIPANTS

ROBERTO COLANINNO – CHAIRMAN AND CHIEF EXECUTIVE OFFICER

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MANAGEMENT DISCUSSION

Raffaele Lupotto – S.V.P., Head of Investor Relations

Yes, hello. Thank you very much for taking your time today to follow this conference call on full-year 2018 financial results. Today's conference call will be held by Mr. Roberto Colaninno, Piaggio Chairman and Chief Executive Officer; and Mr. Simone Montanari, Piaggio Group Chief Financial Officer.

During today's conference call, we will be using the presentation, you can download from our website. And, as usual I remind you that during today's conference call, we may use forward-looking statements that are subject to risks, that can cause actual results to be materially different.

And now I would like to turn the conference over to Mr. Simone Montanari.

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Simone Montanari – Chief Financial Officer

Hello everyone. Thanks for attending our call. I'm glad to start the call with some slides that you should have that summarize the great effort made by the Company and the results in the last five years in our path towards improvement of operational and financial performance. As you can see on Page 4, in 2018 we achieved sound results at all levels compared to last year, in particular at volume level we grew more than 9%, which represents the fastest growing rate to-date since the IPO.

In this context, Vespa stood out, growing around 16%, topping at 210,000 units, which represents an all-time high since the IPO. Net sales went up a mid-single digit despite ForEx and 8.2% excluding ForEx, with all geographies positively contributing. In terms of margin, Piaggio posted sound growth in all operating metrics, reaching an all-time profitability peak at EBITDA level. More importantly, these outstanding results have been achieved despite unsupportive market demand in Western countries' 50cc segment.

At cash generation level which is and will remain our key priority, we achieved the sound results notwithstanding higher capital expenditure investment in support of new initiatives. Notably, we generated around €39 million of cash flow available for shareholders in the year.

Having these strong results in mind, we can go to Page 5 to have a medium term picture. As you can see on Page 5, since 2013 blended European two wheeler market demand reached a trough, the Group steadily

improved all key financial metrics, thus proving our ability to manage the cost base, while retaining the ability to grow, enhancing mix and increasing efficiency.

Noteworthy, in 2018 we added another milestone to our journey of sound and profitable growth. With in details revenues at €1,390 million, that is €180 million in increasing compared to 2013, EBITDA at 14.5% compared to the 12.1% in 2013 and leverage ratio at 2.1 compared to the 3.3 in 2013.

We can now move to Page 6, towards a snapshot of the main market trends.

We ended 2018 with diverging dynamics: Western countries 50cc slightly down, and the emerging posting healthy growth across the year. More in detail, Europe ended its bumpy demand trend down by 2% versus prior year. As flagged during our prior conference call during the year, this outcome stemmed from specular dynamics: sharp decline on the 50 cc segment that we're still compensating from the strong growth of the latter part of 2017 linked and driven by the shift from EURO2 to EURO4 regulation, and sequentially stronger demand for the 50 cc vehicles, which ended up high-single digit compared to last year with positive demand spread across all major European countries.

Looking at the trend by countries, I would like to highlight that Spain and Italy had been the best performers, ending with positive demand both in scooter and motorbikes. Notably, Italy ended the fourth consecutive year of slight demand improvement, very important. If we move now to North America, unfortunately US remain the only country on a different path, ending again down, notably in scooter. Asia Pacific ended another year progressing. The positive trend was particularly strong in Philippines, up by 20%, followed by Indonesia, up high-single digit and Vietnam up mid-single digit. At the end, in India ended 2018 with a record demand in all segments.

Three wheeler, light-commercial vehicle's demand ended up by 31% versus 2017, topping more than 700,000 units, which represents an all-time high. On the other side and on the other markets in which we play, Indian two wheelers' upward trend continued with scooter ending up by 9%, topping 7 million units and bikes up by 15%, topping 14.7 million units. Both segments thus reached an all-time high for the country, strengthening the India position as the world's biggest two wheeler market.

Let's move to Page 7, to have an in-depth analysis of Piaggio Group results by business. Overall volumes continued to trend up across the year, ending up 9% over 2017. This upward trend was mirrored at the revenue level, which ended with a growth of around 4% or 8% at constant ForEx, stemming from synchronized growth in all geographic areas, apart from US. Similarly, all businesses gave a positive growth contribution, led by light commercial vehicles with revenues up around 11%, or 14% at constant ForEx, and in two-wheeler revenues up around 2%, or 3% at constant ForEx.

More in detail, looking at the performance by geographic area, India confirmed to be the main engine of growth, up both in absolute and in relative percentage terms. Indian two wheelers volumes and revenues kept on surging, despite the softer market demand trend in the latter part of the year, mainly benefiting from strong growth of Vespa sales on the other side, but also thanks to the success of the Aprilia brand in the region.

India light commercial vehicles kept posting healthy performance, driven by contribution of both domestic and export sales. I would like to highlight the domestic volumes were the highest since 2014, while exports have been the highest to-date. This synchronized improvement of domestic sales together with the strong acceleration of export is extremely positive looking forward, as testified by January 2019 data, where I see a

plus 18% at domestic and plus 17% in export. Notably, both in two wheelers and light commercial vehicles, average prices arose, excluding ForEx.

Asia Pacific performance positive accelerated across the year with volumes ended up by 10%, leading to a 4% growth in revenues, or around 9% at constant ForEx. From a country standpoint, I'm glad to highlight that Vietnam finally resumed its growing path, and in 2018 with both volumes and revenues on the rise. Among other countries, the strongest contribution to growth came from Indonesia, which ended 2018 with the best performance on the record as well as Thailand, which ended another outstanding year, confirming to be the second most important country of the region, both at volume and the revenue level. China and Taiwan posted strong growth as well. So, all-in-all, 2018 has been a year of widespread healthy growth in the region finally.

Two wheeler Western countries ended with the revenues slightly up at constant ForEx, despite unsupportive market demand both in Europe 50cc and US bikes and scooter. Notably, positive mix and price actions also benefiting from the successful launch of new products, namely the new version of Vespa and MP3 500, neutralized volume market weakness, thus confirming the strength of our brands.

Let's move now to Page 8, to have a look at the breakdown of the performance by product. First of all, I would like to highlight, again, the improving momentum in scooter, which revenues grew in all geographic areas. Namely, and more importantly, Vespa volumes growth accelerated throughout the period, scoring a plus 16% compared to 2017, on the back of positive performance in all geographic areas, as we will see later. Among the scooters, to be highlighted the positive performance also MP3, which performance strengthened also on the back of introduction of the new version in the second part of the year. This bodes extremely well for 2019 as we are introducing a brand new version of the MP3, equipped with the new 300 engine starting from Q2.

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Looking at the bikes, the mismatch that you can see between volumes, plus 11%, and the revenues, minus 7%, has been linked to the negative mix effect, not to average pricing, mainly in US, where a big portion of our sales are represented by high-displacement vehicles and our volumes declined, dragged down by the prolonged market weakness.

We added one other page, on Page 9, fully dedicated to Vespa, to give you more granularity on its performance. As said before, Vespa hit the record volumes and the revenues since the IPO. In particular, Vespa volumes growth accelerated across the year, ending up 16% compared to 2017. As you can see on the slide, the growth came from all major geographic areas, reaching 210,000 vehicles sold in the year. Notably, Vespa grew in EMEA, outstripping demand trend, gaining 1.2 percentage point of market share in Europe versus 2017. Again, the average selling price went up across the board, further improving this trend and the broad appeal of the brand and the product.

Moving down to Page 10, we can have a look at the EBITDA bridge. As said before, the EBITDA grew by 4.9% or 7.4% at constant ForEx, reaching a sound €202 million, that has been the best performance since 2017. And, above all, with the margin on sales of 14.5% compared to the 14.4% of last year. This result was driven by the sound performance at gross margin level, which grew by €18 million, with a slight uplift of the margin on net sales, which topped at 30.5% compared to 30.4% in 2017. And it is worth noting that even excluding the positive currency effect, gross margin would have been 30.1%, that is above our medium-term target, that is the 30%. In absolute terms, as you can see on the chart -- on the chart, the cash gross margin growth has been driven by the net sales improvement, which has more than offset the negative effects stemming from the dilutive geographical mix results from a raw material cost increase. Lastly, if we look at the cash

operating expenses, they ended slightly up versus below prior year, reflecting heightened marketing expenses to support new initiative and business growth.

Coming to Slide 11, we can analyze the net profit bridge. Net result surged 80%, plus €16 million, with a significant uplift of margin on net sales that reached 2.6 percentage points compared to the 1.5 of last year. This sound result stemmed from the highest EBITDA as commented before; as expected, lower D&A after the peak reached in 2017; and as expected, again, lower financial expenses as we started reaping the benefit of lower level of debt and of the recent actions to lower down the cost of borrowing.

Additional, April bond issuance generated a one-off positive effect of €0.1 million, stemming from the difference between the positive delta fair value and the premiums paid. Again, and finally, lower tax rate versus last year, 46.8% against the 50% on last year, generating a positive effect of around €2.2 million. I remind you that in 2017, we had the step-up in the tax rate at the end of 2017 due to the write-down of the US deferred tax assets to comply with the tax reform that was accounted for around €3 million.

We can now move to Slide 12, which summarizes the figures just discussed. Net sales in the year from €1,332 million up to €1,390 million, up 4.3%, or 8.2% excluding €52 million on ForEx negative effect, mainly linked to the India rupee, the US dollar and the Vietnamese dong devaluation compared to last year. Gross margin slightly up at 30.5% on net sales compared to the 30.4%. EBITDA margin, up from 14.4% up to 14.5%. EBIT from €72.3 million to €93 million, up 28.3% with a margin on sales up 1.2 percentage point, from 5.4% to 6.7%. Net income from €20 million in 2017 up to €36.1 million, namely plus 80%. Furthermore, you can notice at the bottom of the slide, the good performance at cash flow level that led the net debt €18 million below year-end 2017.

Let's move to the following page where an in-depth analysis of the evolution of the cash flow and the net debt. More in detail, the operating cash flow grew against last year, on the back of the higher EBITDA, namely €145 million compared to €135 million of last year. Working capital generated an additional positive contribution for the first consecutive year, proving that the more we grew, the more we have better performance at working capital level. And capital expenditure was significantly higher than last year, driven by the higher focus on new product launches. And, despite capital expenditure, we generated healthy free cash flow of around €43 million, and the change in equity that was higher than last year, also reflecting a €4 million negative effect linked to the application of the accounting IFRS 9. As a result, we produced €18 million in the year of cash, that pushed down the net debt level at €429 million, and the leverage at 2.1, in line with our target for the year.

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Raffaele Lupotto – S.V.P., Head of Investor Relations

Okay. Now we are ready for the Q&A session.
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QUESTION AND ANSWER SECTION

Monica Bosio – Banca IMI

Good afternoon everyone and thanks for taking my questions. The first one is on Europe. The Group had very good results, notwithstanding European volumes, which were down due to the 50cc segment dropping. Now in 2019, I believe that the situation for 50cc could be more stable. Can you just give us an indication of your expected growth in volumes for Europe?

And similar questions for the Indian market for the LCV. Is it possible to project a double-digit growth for the LCV Indian market?

And the very last questions, one is the usual feeling from you about the current consensus, which is pointing to an EBITDA between €214 million and €215 million, if you feel confident about this?

And the very last, can you please give us an indication -- a rough indication of a -- of the D&A for 2019 and the coming years? Thank you.

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Simone Montanari – Chief Financial Officer

Thanks Ms. Bosio. Starting from your first question, that is Europe expectations. In Europe, we expect that revenues will go up at least mid-single digit, primarily on the back of several new products launches starting from the new Moto Guzzi, and then we will have the new MP3, the new Vespa GTS and the Vespa X. And this will bring positive price mix effect. Additionally we should also benefit from the mild demand increase, driven by the replacement cycle both in 50cc and over 50cc. January data and February dataset estimates are encouraging for us, and we saw a plus 10% in market size both in January and in February.

Coming to India, in particular India LCV and Indian two wheelers, in two wheelers we expect to keep on growing, maybe at a slower pace than 2018, but also thanks to the introduction of a new Aprilia scooter Storm 125, that will take place in Q2. We should keep on growing also in LCV and your expectation -- I feel comfortable with your expectation, and also thanks to the introduction of several new models and to the expansion of the dealer network. So, all-in-all we expect that in India we will see a double-digit growth for two wheelers and something between mid-single digit and double-digit for LCV.

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Monica Bosio – Banca IMI

Okay.

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Simone Montanari – Chief Financial Officer

Coming from the consensus at an EBITDA level, you may show the €214 million and €215 million, and I'm confident and fine with this expectation. Turning to the D&A level, we reached €110 million in 2017, and I expect that considering the CapEx that we had in 2018, that were €115 million sooner or later, the two levels, CapEx and D&A will balance. So we expect that in 2019 we will have something in the region between €110 million and €115 million.

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Monica Bosio – Banca IMI

Okay. Thank you very much.

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Simone Montanari – Chief Financial Officer

Thank you.

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Michele Baldelli – Exane BNP Paribas

Hi, good afternoon to everybody. I've a couple of questions. The first one relates to the capitalization of costs and the development cost. If you can update us on the amount that was in 2017, a reminder, I mean what was in 2018 that you booked?

And then another question concerns the launch of the electric vehicles beside the Vespa. Do you plan to launch the three wheels electric version in India? When, how and what are the -- let's say, characteristics of these vehicles? Thank you.

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Simone Montanari – Chief Financial Officer

Thanks, Mr. Baldelli. The first question, the level of capitalization we had in 2018 compared to 2017. In terms of labor cost in 2018, we had €33 million compared to the €26 million in 2017, so plus €7 million.

In terms of product around electric product range, yes, the answer is yes, we are already working on expanding the product range to electric technology, and also to capitalize the hybrid technology, that we already have. We mentioned that in 2019 we will have the Vespa hybrid and then we'll extend the product range two wheelers starting from 2020 on. As for three wheelers in India, we are working on electric light commercial vehicles that maybe see the market at the end of 2019.

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Michele Baldelli – Exane BNP Paribas

And what shall we assume in terms of profitability for these vehicles?

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Simone Montanari – Chief Financial Officer

Profitability, at which level if I may?

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Michele Baldelli – Exane BNP Paribas

Yes.

Simone Montanari – Chief Financial Officer

Well, on an average industry level, profitability of electric vehicles at the moment are still lower compared to average product. So we expect that in 2019 our electric range will have a lower profitability, but also significantly lower volumes compared to the average as well.

Michele Baldelli – Exane BNP Paribas

Yeah. Thank you very much.

Renato Gargiulo – Fidentiis Equities

Yes, good afternoon. Well my first question is on price mix. So you state that in Europe you expect still a favorable price mix for this year. I was wondering if you can give us any more indication about your overall price mix, looking also at the other regions.

My second question is about European 50cc, so what are your expectation for this year given the last year's drop in volumes?

And then the third question is on Asia. The Rest of Asia, we have seen good trend across most markets last year. Can you give us an update about your local strategy and your expected development, also in terms of the dealer network?

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And if I may, a final question on CapEx. Can you give us a guidance for this year? Thank you.

Simone Montanari – Chief Financial Officer

Thanks Mr. Gargiulo. Price mix, well, if I look at 2018 compared to 2017, the only relevant issue that we have to cite in price mix is Europe, where we have a growth in terms of revenues, higher than the growth in terms of volumes and this is due, thanks to the product range. I think that this will keep on also in 2019. So the product -- the new product range, I'm thinking about the new bike the Moto Guzzi and Vespa, will have on an average basis a higher price compared to 2018. And so we will benefit from this. I do not see anything similar in the other countries or regions. So basically it's Europe the one that we were an impact in terms of price mix and average prices.

European 50cc market, the answer is yes, this is at least what I see in January and February, the 50cc segment is driven and is driving the growth compared to 2018. And I think that this will remain also for the remaining part of the year. I think that it will grow up more than 10%.

Asia and growth strategy in Asia. Well, we had a sound result in 2018 in Asia, because volumes grew plus 9%, revenues grew plus 10%, if you do not consider ForEx, plus 9% considering ForEx. We were expecting these high -- these low-teen growth, because it was a couple of years that we were working on Asia, reorganization starting from our commercial organization, but also going into the dealer network

expansion. We will go on doing these also in 2019, and I'm pretty confident that this plus 10% will remain also for 2019 expectation.

The last question was in CapEx -- level of CapEx. I think that 2019 will be in line with 2018.

Renato Gargiulo – Fidentiis Equities

Okay. Thank you. Thank you very much.

Emanuele Gallazzi – Equita SIM

Good afternoon. Thank you for taking my question. I have three questions. The first one is on the US market, the overall demand of two-wheeler was still weak in 2018. So I was wondering if you can share with us your view on this market and your expectation for 2019?

The second one is on the partnership with Foton. I just want an update on this project and your expectation in terms of both volume and pricing for these new vehicles?

And the very last one is on factoring. Can you give us an update on the level of factoring in 2018 compared to 2017?

Simone Montanari – Chief Financial Officer

Thanks Mr. Gallazzi. I will start with your second question, that is the partnership with Foton. The partnership – the project with Foton is proceeding in line with our expectation. So everything is in line with the product plan, and the program plan. We will launch the new product starting from the end -- the second part of 2020. And I think that in 2021, we will have a significant growth in terms of volume compared to our current volumes, also because current business, European business in four wheels for us is slight limited. So we will have a relevant percentage growth for sure.

Going to the US market, it is true that we are coming from a weak 2018. It has been difficult compared to 2017 both in scooter and in bikes. My expectation is that the scooter market will be flat compared to last year, in 2019, while in the bike one, we may have still a weak year.

The last question that was on factoring in particular. I assume factoring on receivable -- factoring on receivable in 2018 has been for €87 million, that is in line with the 2017 one, which has been €85 million. Reverse factoring instead was around €182 million, again in line with December 2017, where it was €181 million. I remind you that this reverse factoring has been fully accounted -- fully included in our balance sheet in commercial payables. So, you do not have to sum up again to add these reverse factoring amount.

Emanuele Gallazzi – Equita SIM

Okay. Thank you.

Francois Robillard – Intermonte

Hi, good afternoon, thank you for taking my question. First one is about Vespa on Slide 9. I guess it was a presentation you gave us growth rate by region. Could we get a bit more color on the -- on the breakdown in terms of volumes in each of these regions?

And the last one was about recent subsidiary that was made by the Italian states, I think we planned on helping customers at around -- I think it was €10 million for 2019. Do you have any comment on that? Do you see any advantage on Italian sales for the year? Thank you.

Simone Montanari – Chief Financial Officer

Thank you, Mr. Robillard, starting from your first question, Vespa volumes. We said that on Page 9 we reached a peak level of 210,000 vehicles sold across the year. If I look at the Vespa by region, if this is your question, basically we accounted for around 75,000 vehicles in Asia Pacific, around 50,000 vehicles in India and the remaining 80,000 --85,000 in Western countries.

Going to your second question, that is Italian state subsidiary for electric vehicles, they're welcome and we will benefit from them, is in line with our expectation. If I look at the amount of cash that is being accounted for these subsidizing, that is €10 million and if I consider the prices of our electric vehicles I think for the whole market, Italian market and so for all the players, we may have something in the region of 5,000 vehicles subsidized.

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Francois Robillard – Intermonte

Thank you.

Niccolo Storer – Kepler Cheuvreux

Yes, good afternoon. I have two questions. The first one is related to Piaggio Fast Forward and your guidance. You said it's your confidence to reach €214 million, €215 million. Which kind of cost and revenues related to Piaggio Fast Forward are included in this number, considering that you said that production operation will start in the second part of the year.

The second question is on your tax rate, I see that it remains particularly high. Is there any chance to see the percentage increasing in the coming quarters? Or what should we expect going forward? Thank you.

Simone Montanari – Chief Financial Officer

Thanks, Mr. Storer. EBITDA. So the guidance is well, the consensus stays at €215 million. We are confident with this guidance and we already accounted inside this guidance, all the costs that may come from PFF. With a conservative approach, I don't think that from a P&L side, we will have a significant differences in

terms of impact in our P&L in 2019, compared to 2018, coming from the potential cost and in case -- face of PFF, also because -- again, it's not something that will change our P&L in 2019. If I look at the consensus, I see also that -- at that level of -- in the region of €405 million, €410 million is projected for the end of 2019. And we did that level -- we already considered also the potential working capital needs coming from PFF.

Coming to the tax rate. The tax rate, yes, it's been in the region of 47% this year. I think that we may see something again at 45% for 2019, depending on the geographical mix contribution of our results. If I have to go below 45%, it's not something that I see in the near future.

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Niccolo Storer – Kepler Cheuvreux

Could you foresee rather an increase considering that, if I'm not wrong, starting from this year, you will lose the tax benefits from Vietnam?

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Simone Montanari – Chief Financial Officer

No, there will be no change coming from Vietnam in this year. So I don't think there would be any impact coming from there. And again, I don't see any risk on these -- in this moment on this 45%. Beside a significantly different geographical contribution to our result, that in this moment I do not see. We have also to consider that in 2019 we expect to close the Patent Box, and so I think that we will not have all the risk, but also some potential opportunity to catch.

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Niccolo Storer – Kepler Cheuvreux

Thank you.

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Gabriele Gambarova – Banca Akros

Thank you. You mentioned -- Simone you mentioned the Patent Box, is it possible to have an idea of what could be the benefit?

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Simone Montanari – Chief Financial Officer

Yes, it will be in the range of around €3 million when we close the Patent Box agreement, with Italian authorities. This is our -- these are our expectations.

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Gabriele Gambarova – Banca Akros

Okay. And concerning CapEx, 2019 show a certain acceleration to €115 million, should we consider this level as a run rate or is it a peak? Where do you see CapEx go in the future?

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Simone Montanari – Chief Financial Officer

I'm confident with this level considering that for 2018 and 2019 and part of 2020 we will have to carry on the project with Foton. So we put the new four wheelers. As soon as these project will decrease the level of capital expenditure allocation needs, then we may go down again to €105 million and €110 million.

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Gabriele Gambarova – Banca Akros

Okay. And last question from my side on the Vespa electric. Is it possible to have an idea or sense of the level of booking so far?

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Simone Montanari – Chief Financial Officer

Well, it is possible to have an amount of Vespa sold in volumes in 2018, that was in the region of 1,000 vehicles. We just have two months in 2019, that by the way are reflected also by a kind of waiting approach by the end customers that are waiting from subsidizing, for example in Italy. I think that by the end of year, the volumes that we will sell our electric Vespa, including also the hybrid ones, will be the in the region of 3,000 vehicles per year.

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Gabriele Gambarova- Banca Akros

Okay.

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Simone Montanari – Chief Financial Officer

Also considering the European market of the electric vehicles that will be something in the region of 30,000 vehicles per year and mainly constituted by corporate fleets. So, that market is still very limited, we will have I think a significant portion of that market, because we are leaders, we have a strong brand, we have an excellent technology in electric, but on the other side, the average price is still pretty high compared to the average pricing of the product. And so the market and our growth will be muted.

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Gabriele Gambarova – Banca Akros

Okay. Just very quick follow-up on the tax rate and Patent Box. The 45% you mentioned for 2019 does not factor in the possible benefit from the Patent Box or it does?

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Simone Montanari – Chief Financial Officer

The Patent Box is an upside opportunity.

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Gabriele Gambarova – Banca Akros

Okay. Thanks.

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Tom Tharayil – Neuberger Berman

Hi, good afternoon. I just had a quick clarification on the press release that you've sent out earlier today. The opening cash balance that's shown as of this report is €10.066 million, but if I look back on the 3Q, half-year, 1Q statements, the opening cash balance of the previous year was €127 million. So, it must be a reclassification thing. I was just wondering if you could help bridge that delta?

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Simone Montanari – Chief Financial Officer

I do not see the figures that you are referring to here in front of me. If you may, we will get in touch with you later also with Raffaele Lupotto and we'll try to reconcile the two figures. The first thing that comes to my mind is that we are referring to the IFRS 9 reclassification.

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Tom Tharayil – Neuberger Berman

Okay. I could do that. I guess on that same note, the tax paid for the full year and I'm of course referring to the same report Page 14, is €2.5 million, whereas for the first nine months, you had a tax paid of close to €20 million, €19.8 million, are we to assume there was a tax rebate for the fourth quarter?

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Simone Montanari – Chief Financial Officer

I assume that we have -- well, if I got your question, we are referring to the DTA that we have in our balance sheet and in particular in the P&L. The part of the portion of the DTA that we recorded in the last part of the year, but they have to look at the figures that you mentioned, then we will get you an answer.

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Tom Tharayil – Neuberger Berman

Okay. I'll follow it up. Thank you.

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Simone Montanari – Chief Financial Officer

Okay. Thank you.

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Raffaele Lupotto – S.V.P., Head of Investor Relations

Okay. I think that now we can end the conference call. Thank you everybody for attending this call. And as usual, if you need more info or clarification, you can call me later today or also tomorrow. Thank you very much.

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Simone Montanari, Chief Financial Officer

Thank you.

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Raffaele Lupotto, Head of Investor Relations

Thank you, bye.