GRUPPO CAMPARI

Delivering on strategy: solid results overall and in organic terms across all key performance indicators in FY 2016

Sustained growth in top and bottom line thanks to continuous improvement of sales mix driven by key brands and markets, and the solid contribution from the Grand Marnier acquisition

Net sales reported growth +4.2%, organic +4.7%
Global +6.3% and Regional brands[1] +9.3%
EBITDA adj. reported growth +6.6%, organic +4.4%
Group net profit adj. +7.0%
Solid improvement in free cash flow generation: +21.6%

Proposed full year dividend of € 0.045 per share, in line with previous year, reflecting a proposed 1 to 2 stock split[2]

FY 2016 RESULTS HIGHLIGHTS

- **Sales: € 1,726.5 million (+4.2%, organic growth +4.7%)**
- **Contribution after A&P: € 676.0 million (+7.2%, organic growth +5.8%, 39.2% of sales)**
- **EBITDA adjusted[3]: € 405.3 million (+6.6%, organic change +4.4%, 23.5% of sales)**
- **EBIT adjusted[3]: € 352.5 million (+6.0%, organic change +3.6%, 20.4% of sales)**
- **Negative operating and financial adjustments of € 57.8 million pre-tax (€ 32.3 million post-tax) due to transaction costs, restructuring projects and non-recurring financial costs**
- **Group net profit adjusted[4]: € 198.6 million (+7.0%). Group net profit € 166.3 million (-5.2%)**
- **Grand Marnier acquisition contributed € 81.5 million in net sales and € 16.1 million in EBIT adjusted, included in the perimeter effect**
- **Net financial debt: € 1,199.5 million as of 31 December 2016 (€ 825.8 million as of 31 December 2015), after the dividend payment of € 52.1 million and the acquisition of Grand Marnier (€ 584.1 million, net of the proceeds from disposals[5]) thanks to strong cash flow generation**
- **Free cash flow: € 243.2 million (+21.6%)**
- **Proposed full year dividend for fiscal year 2016 of € 0.045 per share, unchanged vs. previous year, on a rectified basis after the proposed stock split**

[1] Global Priorities include Campari, Aperol, SKYY, Wild Turkey the Jamaican rums in full year 2016. Regional Priorities include Cynar, GlenGrant, Espolòn, Frangelico, Carolans and Cinzano in full year 2016.
[2] The Board of Directors have voted to propose to the Shareholders' meeting, convened on 28 April 2017, that the 580,800,000 shares with a nominal value of € 0.10 each, which currently make up the Group's share capital, be split, via the issue of two new shares with nominal value of € 0.05 each for each existing share.
[3] EBITDA and EBIT before operating adjustments in full year 2016 and full year 2015.
[4] Group net profit before operating and financial adjustments in full year 2016 and full year 2015. Group net profit reported of € 166.3 million, -5.2%.
[5] Grand Marnier acquisition of € 682.9 million plus net debt (cash) position of € (32.5) million, net of proceeds from disposals of € (65.0) million plus (net debt) cash position of € (1.4) million.

Bob Kunze-Concewitz, Chief Executive Officer: '***We continued to deliver sound growth across all key performance indicators in 2016, in reported as well as organic terms.*** *We achieved these results thanks to the* ***continued outperformance of the high margin global and regional priority brands in key high margin developed markets which helped compensate challenges in emerging markets*** *as well as the negative impact of the low-margin non-core sugar business in Jamaica. The* ***positive progression in operating margins****, in part mitigated by a faster growth in some lower margin emerging markets (Argentina and Russia), was achieved thanks to the* ***consistent execution of our growth strategy*** *driving a* ***continuous improvement of sales mix by brand and market****, in line with our objectives. The business benefited also from a positive contribution from external growth, in line with expectations, driven by* ***Grand Marnier****, net of the disposals of non-core lower margin businesses.* ***Looking ahead to 2017, the outlook remains fairly balanced****. Regarding the* ***macroeconomic environment****, the uncertain political environments in developed markets and challenging emerging economies may affect consumption trends and currencies. Yet,* ***we remain confident to continue delivering a positive full year top and bottom line performance, thanks to the consistent growth of our premium portfolio, positively*** *leveraging our* ***strengthened distribution capabilities*** *and* ***brand building investments****. In particular, in terms of the key organic growth drivers, the ongoing* ***outperformance of high margin Global priorities*** *in key developed markets and the* ***gradual improvement*** *in* ***Jamaican*** *sugar business is expected to* ***continue driving our gross margin expansion****, though mitigated by expected increases in input costs (inflation in emerging markets and agave price). The* ***brand building investments*** *are expected to accelerate, driven by both the* ***enhanced pressure on global brand opportunities in high-potential and seeding markets****, with an increasing focus on digital, and a perimeter effect, following the Group's exit from the still wine business (a low marketing intensity business).* ***This acceleration is expected to become more visible in the first half of 2017****, due to the phasing of some recent major marketing campaigns. We expect the* ***structure costs also to accelerate in organic terms in the first half of the year****, mainly driven by* ***strengthened route-to-market initiatives****, normalizing in the second half. Furthermore,* ***the business will benefit overall from the full year consolidation*** *of* ***Grand Marnier,*** *positively leveraging the* ***enhanced distribution capabilities in the US*** *and the* ***kick-off of the brand strategy deployment****. Lastly, the perimeter effect, which will include the Grand Marnier acquisition until the first half of the year, will also reflect the Group's exit from non-core and lower margin businesses (still wines and agency brands). The disposals, in particular, are expected to have an overall negative impact of approximately € 40 million in net sales and € 4 million in EBIT and with an accretive impact on consolidated operating margins.*'.

Milan, February 28, 2017-The Board of Directors of Davide Campari-Milano S.p.A. (Reuters CPRI.MI-Bloomberg CPR IM) approved the company's accounts and consolidated results for the fiscal year ending 31 December 2016.

CONSOLIDATED P&L FOR THE FULL YEAR ENDED 31 DECEMBER 2016

	FY 2016 € million	FY 2015 € million	Reported change	Organic change	Forex impact	Perimeter impact
Net sales	**1,726.5**	**1,656.8**	**+4.2%**	**+4.7%**	**-3.3%**	**+2.8%**
Contribution after A&P[6]	676.0	630.8	+7.2%	+5.8%	-2.7%	+4.0%
EBITDA adjusted	**405.3**	**380.1**	**+6.6%**	**+4.4%**	**-2.1%**	**+4.4%**
EBIT adjusted	**352.5**	**332.7**	**+6.0%**	**+3.6%**	**-1.9%**	**+4.3%**
EBITDA	372.1	357.1	4.2%			
EBIT	319.4	309.8	3.1%			
Group net profit	**166.3**	**175.4**	**-5.2%**			
Group net profit adjusted	**198.6**	**185.6**	**+7.0%**			

[6] EBIT before SG&A.

RESULTS FOR THE FULL YEAR 2016

In 2016, **Group sales** totalled **€ 1,726.5 million,** showing an increase of +4.2%. The **organic sales growth** was **+4.7%**, driven by **strong organic growth of high-margin Global Priorities** (**+6.3%**) and **Regional Priorities** (**+9.3%**), partially compensated by an **exchange rate effect of -3.3%**, due to the **devaluation of Group currencies** mainly in emerging markets. The US Dollar was stable for the year. The **perimeter effect** of **+2.8%** was driven by the combined effect of the Grand Marnier acquisition, consolidated as of July 1st, 2016, the termination of some distribution agreements and the sale of non-core businesses.

Gross profit increased by **+7.4%** to **€ 984.6 million** (+5.8% organic growth), at 57.0% of sales.

Advertising and promotion spending (A&P) was up by **+7.8%** to **€ 308.6 million**, at 17.9% of sales.

CAAP (Contribution after A&P) was up by **+7.2%** to **€ 676.0 million** (+5.8% organic growth), at 39.2% of sales.

Structure costs, i.e. selling, general and administrative costs, were **€ 323.5 million**, at 18.7% of sales, increasing by **+8.5%**, driven by the strengthened distribution structure initiatives (the enhancement of the Group's on premise capabilities in the US and a newly established route-to-market in South Africa) as well as inflation in some emerging markets.

EBITDA adjusted was up by **+6.6%** to **€ 405.3 million** (+4.4% organic growth), at 23.5% of sales.

EBIT adjusted increased by **+6.0%** to **€ 352.5 million** (+3.6% organic growth), at 20.4% of sales.

Operating adjustments were negative by **€ 33.2 million**, of which € 8.8 million related to the Grand Marnier transaction costs and the balance related to write offs from restructuring projects and asset disposals.

EBITDA reached **€ 372.1 million**, increasing by **+4.2%**, at 21.6% of sales.

EBIT reached **€ 319.4 million**, increasing by **+3.1%**, at 18.5% of sales.

Net financial costs were € 58.6 million, down by € 2.3 million.

Negative financial adjustments amounted to **€ 24.6 million**, driven by the **non-recurring costs in connection with the debt refinancing (US private placement debt prepayment)** completed in September 2016 for € 29.1 million, net of other non-recurring financial income of € 4.5 million.

Group net profit adjusted, i.e. before the negative operating and financial adjustments (in total € 57.8 million pre-tax or € 32.3 million post-tax), was € 198.6 million (+7.0%).

Group net profit was **€ 166.3 million**, down by **-5.2%**.

Within the perimeter effect (net sales of € 46.2 million and EBIT adjusted of € 14.4 million), Grand Marnier contributed € 81.5 million in net sales and € 16.1 million in EBIT adjusted.

As of December 31, 2016, **net financial debt** stood at **€ 1,199.5 million as of 31 December 2016 (€ 825.8 million as of 31 December 2015), after the dividend payment of € 52.1 million and the acquisition of Grand Marnier (€ 584.1 million, net of the proceeds from disposals), thanks to strong cash flow generation**. **Free cash flow was € 243.2 million in FY 2016 (+21.6%)**.

Net debt to EBITDA pro-forma ratio is 2.9 times as of December 31, 2016, up from 2.2 times as of December 31, 2015.

ANALYSIS OF CONSOLIDATED SALES FOR THE FULL YEAR 2016

Looking at sales by region, the **Americas** (42.1% of total Group sales in 2016) posted an **overall change** of **+3.5%**, with an **organic growth** of **+2.9%**, an exchange rate impact of -6.1% and a perimeter effect of +6.7%.

The **US became the Group's largest market** accounting to 24.8% of total Group sales. Sales registered a **positive organic performance of +2.1%**, affected by a contraction in the fourth quarter, impacted by the rebalancing of stock ahead of route-to-market changes. The key drivers were the **positive performance of Wild Turkey** (+1.4%) and the Italian specialties, particularly Aperol (+42.8%) and Campari. Espolòn showed a continued strong double digit growth momentum. Sales in **Jamaica** (4.6% of total Group sales) **registered an organic change of -2.1%**, entirely due to non-core sugar business. Most of the decline was recovered during the second half of the year thanks to the strong underlying spirits performance. The **organic growth in Jamaica**, excluding the sugar negative effect, **was +12.9%**, driven by Campari, up by triple digit, and the Jamaican rums, up by double digit. Sales in **Brazil** (3.3% of total Group sales) registered an **overall organic decline of -12.7%**, affected by the difficult trading conditions, with consumption affected by macro-economic woes. Sales in **Argentina** (2.6% of total Group sales) **registered a strong double-digit organic growth (+42.3%)**, despite a weakening environment, driven by the good performance of **Cinzano**, **SKYY** and **Aperol**, as well as pricing to compensate for local inflation. Sales in **Canada** (3.1% of total Group sales) registered a **positive organic growth of +4.8%**, driven by Forty Creek (+5.4%) and the aperitifs (Aperol, Campari). The Jamaican rum portfolio was impacted by the transition to new ranges and packaging. Sales in **Mexico** (1.5% of Group net sales) showed a continued **double digit growth of +17.0%,** driven by **SKYY ready-to-drink** and the **Jamaican rums**.

Sales in **Southern Europe, Middle East and Africa**[7] (30.9% of total Group sales in 2016) **posted an overall growth** of **+1.4%**, with an **organic change of +2.6%**, a neutral exchange rate impact and a perimeter effect of -1.2%. The **organic performance** in the **Italian market** (23.6% of total Group sales) **was overall in line with last year** (**+0.3%**), though mitigated by the weakness of the non-core still wines business, subsequently disposed. When adjusted for the divested non-core assets (still wines and copacking activities) the **performance is positive by +1.0%**. Aperitifs showed a positive trend, particularly Aperol (+4.4%) and Campari (+10.7%), as confirmed by sell-out data. Averna, Cinzano and Braulio, as well as SKYY Vodka continued to register a double digit growth. The **region's other countries** (7.3% of Group net sales) **showed overall a very solid performance (+11.6%)**, driven by the **exceptional continued growth in France** (+54.1%, primarily driven by **Aperol**, **Campari**, **GlenGrant** and **Riccadonna**), as well as the **good growth in Spain** (**Aperol**) and **Greece** (**Campari** and **Aperol** up double digit). The **Global Travel Retail** was up by **+11.9%**, mainly driven by GlenGrant, Aperol, Campari, Averna and Bulldog, as well as positive trends from Frangelico Liqueur and Ouzo 12.

Sales in the **North, Central and Eastern Europe** (19.9% of total Group sales in 2016) **increased by +9.6%** overall, driven by an **organic change of +11.9%**, an exchange rate effect of -10.7% and a perimeter effect of 1.1%. Sales in **Germany** (10.2% of total Group sales) **recorded a positive growth of +6.0**%, driven by the continued outperformance of **Aperol** (+11.3%), **Ouzo** (+7.4%) and **Averna** (+11.8%), as well as positive performances from **Frangelico**, **Campari** and **SKYY**, despite the weakness in **Cinzano**. Russia (2.2% of total Group sales) showed a **positive organic performance (+27.7%)**, as the market normalized after a tough 2015 (-41.4%), when macro-economic conditions and the Rouble deterioration had caused severe consumer weakness and precautionary measures regarding customer credit. Both **Cinzano and Mondoro registered a double digit growth**; the Italian specialties are showing promise, albeit off a small base, particularly **Aperol** and **Campari**. The **region's other markets** (7.6% of Group net sales) registered an **overall positive organic growth (+16.1%)**, mainly driven by **UK** (+47.4%), thanks to the continued successful development of **Aperol**, **Campari**, the **Jamaican rums**, **Bulldog** and **Wild Turkey**. Switzerland, Austria other Northern and Eastern European markets all recorded positive growth for the Italian aperitif brands.

Sales in **Asia Pacific** (7.2% of total Group sales) **increased by +6.4% overall**, with an **organic change of +6.0%**, an exchange rate effect of -1.1% and a perimeter effect of +1.5%. **Organic performance** in **Australia** (5.0% of total Group sales) **was a positive by +7.2%**, driven by **Aperol**, **Wild Turkey ready-drink portfolio** and **SKYY vodka**. There were positive results too from **Campari**, **Espolòn** and **GlenGrant**, up double digits from a small base and the newly launched spiced rum **Baron Samedi**. The one-off spike in the local co-packing business contributed as well to the overall positive organic performance. The **other markets** (2.2% of Group net sales) registered an **overall organic change of +3.2%**, thanks to a very good performance in New Zealand. The sales decline in **Japan** (-1.4%) is primarily due to phasing issues and route-to-market challenges, while GlenGrant had a positive trend. Trading in China continued to be tough.

Looking at the **sales of Global Priorities** in 2016 (48.9% of the total), **Aperol** showed an organic increase of **+18.5%**, driven by the continued sustained growth in **brand's core** (**Italy** up by **+4.4%**, **Germany** up by **double digit** and **France**, up by **triple digit**) and **high potential markets**, as well as new activations in **seeding geographies** (**high double digit growth** in **US**, **Canada**, **Brazil**, **Argentina**, **Chile** as well as **Australia**).

SKYY sales achieved an **organic change of -1.4%**, with the **Infusions** portfolio bringing down the results for the franchise. The core **SKYY Vodka** was slightly up on the year (+0.2%), despite a tough comparable base (+1.7% in full year 2015). SKYY Vodka was able to hold market position in the highly competitive US market, while the **brand continues to expand its international footprint** (22.2% of global sales).

[7] Including Global Travel Retail.

Campari registered a continued positive performance at **+8.6%**, driven by the **very good performance in Italy (+10.7%)**, the **continued strong double digit in Argentina**, now the second top market for the brand, as well as the **good results in US**, **Germany**, **France** and the **UK**. The overall performance was partly offset by the weakness in Brazil due to poor consumer environment.
Wild Turkey registered a **positive organic change of +1.0%**, with positive results in core US market (+1.4%), while the growing markets such as the UK and Canada enjoyed a double digit growth. The performance in Wild Turkey bourbon (+1.7%) was mitigated by the phasing of the release of a new offering and a strong comparable base, while American Honey posted a slight decline.
The **Jamaican rums**, including **Appleton Estate**, **J.Wray** and **Wray&Nephew Overproof**, showed a **positive organic growth of +2.0%** against a tough comparable base from previous years of double digit growth. The performance was driven by the **positive growth in Jamaica** (+11.6%), as well as the strong results in Peru and **positive progression in seeding markets** (UK, France, New Zealand and Australia). The overall trend was mitigated by the performance in the core US and Canada, **due to the transition to the new range and new packaging**.
Regarding the **Regional Priorities (16.7% of the total), Cynar** showed an **overall good organic result (+1.8%)**, mainly driven by **Italy** and **US. Averna** and **Braulio showed overall very good results (+18.7%)**, driven by the positive results of Braulio in core Italy and the strong double digit growth of Averna in core European markets, as well as USA and Global Travel Retail. **GlenGrant** registered a **positive organic performance of +11.1%**, mainly driven by **France**, **Global Travel Retail** and **Asia Pacific**. **Forty Creek** registered **a good performance (+1.0%)**, driven by Canada, partly offset by the weak shipments in the US. **Carolans showed an organic change of -1.2%**: the **good results achieved in Canada, Portugal, Russia and Mexico** held back by some weakness in other markets. **Frangelico increased by +4.6% organically**, driven by **Germany** and **UK**. **Espolòn continued to show a very strong double digit organic growth at +38.6%**, thanks to **the continued strong double digit performance in the core US market (+41.9%)**, and the **positive momentum in new markets** (particularly **Australia** and **Canada**, but also **Italy** and **UK**). **Cinzano** registered an **overall organic change of +2.2%**. In particular, the **positive performance in vermouth**, driven by **Argentina** and **Russia**, was partly offset by the continued weakness Germany and a decline in the UK. The **decline in sparkling wines**, mainly driven by the **core markets** (Italy and Germany), was partly compensated by a positive performance in other **Eastern European markets** and in the **US**. **Other sparkling wines** (**Riccadonna** and **Mondoro**) increased organically by **+25.6%**, attributable to the positive performance in **Russia** (Mondoro) and **France** (Riccadonna).
With regards to the **Local Priorities (12.7% of the total)**, looking at the **Italian single-serve aperitifs, Campari Soda was negative (-2.4%)** due to the core Italian market, despite the positive results registered in the fourth quarter, and **Crodino was also negative (-3.3%)**, although the decline was partially mitigated by a positive progression in Central European markets. The Australian **Wild Turkey ready-to-drink** range registered an organic change of **+0.8**%. The Brazilian brands **Dreher** and **Sagatiba** registered an overall organic change of **-3.0%**. **Ouzo 12** showed a positive performance (**+7.0%**), driven by the strong growth in the core German market.

OTHER RESOLUTIONS

Stock split. The Board of Directors have voted to propose to the Shareholders' meeting, convened on an ordinary and extraordinary session on April 28th, 2017, a stock split, according to which the 580,800,000 shares, with a nominal value of € 0.10 each, which currently make up the Group's share capital, will be split via the issue of two new shares with nominal value of € 0.05 each for each existing share. The new shares would qualify from January 1st, 2016, and the current fully paid up share capital of € 58,080,000 (which will remain unchanged) would be subsequently divided into 1,161,600,000 shares.

The stock split is expected to be implemented by mid May 2017. The stock split implementation will halve the current value of the share price and, at the same time, doubles the number of shares.

Dividend. The Board of Directors has voted to propose to the Shareholders' meeting a full year dividend of € 0.045 for the fiscal year 2016 for each share resulting from the proposed stock split (in line with 2015 on an rectified basis). In case the stock split is not implemented, the proposed dividend would be € 0.09 per share (in line with 2015 on an unrectified basis).

The cash dividend will be payable on May 24th, 2017 (the detachment date of the coupon n. 1, in the event that the stock split is implemented, will be May 2nd, 2017 pursuant to the Borsa Italiana calendar, with a record date May 23rd, 2017). The Board of Directors has therefore agreed to convene the Annual Shareholders Meeting on April 28th, 2017 to approve the company's accounts for the fiscal year ending 31 December 2016.

Quarterly report on operations. It should be noted that the Group has agreed to continue to publish quarterly reporting, in line with the form and contents as previously in force and in a consistent and comparable manner with the information disclosed within the previous quarterly reporting. In particular, the quarterly reporting will continue to provide a description of the significant events of the period, the analysis of the Group's net sales by region and the Group pre-tax profit; with reference to the balance sheet statements, the disclosure will be limited to the consolidated net debt. The quarterly reports will be published according to the financial calendar published on November 15th, 2016 and available on Gruppo Campari website. Moreover, the quarterly reports on operations will be published within 45 days after the end of the first and the third quarter of each year, after the approval by the Board of Directors.

Own shares. The Board of Directors has approved a resolution to be presented to the Shareholders' meeting authorising the purchase and/or sale of own shares, mainly to be used to service the stock option plans. The authorisation concerns the purchase and/or sale of shares, which, taking into account the existing own shares, concerning the shares purchased, must not exceed the overall share capital limit according to article 2357 of the Italian Civil Code. The authorisation will remain valid until June 30th, 2018. The unit price for the purchase and/or sale of own shares will not differ by more than 25% (whether upwards or downwards) from the weighted average price in the three stock market trading sessions prior to each transaction.

Stock options. The Board of Directors has approved a resolution to be presented to the Shareholders' meeting approving a stock option plan pursuant to Art. 114-bis of the Consolidated Law on Financial Intermediation, and in accordance with the stock option Regulation in effect, that does not concern the company's directors, granting the relevant bodies the authorization for the plan execution by June 30th, 2018.

Remuneration Report. The Board of Directors has approved a resolution to be presented to the Shareholders' meeting approving a Remuneration Report drawn up in accordance with article 123-ter, paragraph 6, of the Consolidated Law on Financial Intermediation.

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 Gruppo Campari. 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 company's accounts and consolidated results are currently subject to auditing.

ANALYST CONFERENCE CALL

At **1:00 pm (CET) today, February 28, 2017**, Campari's management will hold a conference call to present the Group's full year 2016 results. To participate, please dial one of the following numbers:

- **from Italy: 02 8058811**
- **from abroad: +44 1 212 818003**

The **presentation slides** can be downloaded before the conference call from the main investor relations page on Gruppo Campari's website, at http://www.camparigroup.com/en/investors.

A **recording of the conference call** will be available from today, February 28 until March 7, 2017.
To listen to it, please call the following numbers:

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

(Access code: **916#**).

FOR FURTHER INFORMATION

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ABOUT GRUPPO CAMPARI

Gruppo Campari 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, Appleton Estate, Campari, SKYY, Wild Turkey** and **Grand Marnier**. 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. The 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 owns 18 plants and 1 winery worldwide and has its own distribution network in 19 countries. The Group employs approximately 4,000 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: www.camparigroup.com/en
Please enjoy our brands responsibly

- Appendix to follow -

GRUPPO CAMPARI

Consolidated net sales breakdown by brand for full year 2016

	% on Group sales	% change, of which:			
		total	organic	Exchange rate effect	external growth
Global Priorities	48.9%	13.2%	6.3%	-3.0%	9.9%
Regional Priorities	16.7%	4.4%	9.3%	-4.8%	0.0%
Local Priorities	12.7%	-2.0%	-1.2%	-0.8%	0.0%
Rest of portfolio	21.8%	-8.8%	2.1%	-4.2%	-6.7%
Total	**100.0%**	**4.2%**	**4.7%**	**-3.3%**	**2.8%**

Consolidated net sales by geographic area for full year 2016

	1 January-31 December 2016		1 January-31 December 2015		%
	€ million	%	€ million	%	Change
Americas	726.3	42.1%	701.6	42.3%	**3.5%**
SEMEA (Southern Europe, Middle East and Africa)	532.8	30.9%	525.3	31.7%	**1.4%**
North, Central & Eastern Europe	343.9	19.9%	313.9	18.9%	**9.6%**
Asia Pacific	123.5	7.2%	116.0	7.0%	**6.4%**
Total	**1,726.5**	**100.0%**	**1,656.8**	**100.0%**	**4.2%**

Breakdown of % change	**Total % Change**	**Organic growth**	**Exchange rate effect**	**External growth**
Americas	**3.5%**	2.9%	-6.1%	6.7%
SEMEA (Southern Europe, Middle East and Africa)	**1.4%**	2.6%	0.0%	-1.2%
North, Central & Eastern Europe	**9.6%**	11.9%	-3.4%	1.1%
Asia Pacific	**6.4%**	6.0%	-1.1%	1.5%
Total	**4.2%**	**4.7%**	**-3.3%**	**2.8%**

Consolidated EBIT adjusted by geographic area for full year 2016

	1 January-31 December 2016		1 January-31 December 2015		%
	€ million	%	€ million	%	Change
Americas	152.4	43.2%	135.4	40.7%	**12.5%**
SEMEA (Southern Europe, Middle East and Africa)	91.5	25.9%	99.5	29.9%	**-8.1%**
North, Central & Eastern Europe	92.7	26.3%	81.6	24.5%	**13.6%**
Asia Pacific	15.9	4.5%	16.1	4.9%	**-1.3%**
Total	**352.5**	**100.0%**	**332.7**	**100.0%**	**6.0%**

Breakdown of % change	**Total % Change**	**Organic growth**	**Exchange rate effect**	**External growth**
Americas	**12.5%**	-2.9%	-2.2%	17.5%
SEMEA (Southern Europe, Middle East and Africa)	**-8.1%**	3.0%	0.8%	-11.9%
North, Central & Eastern Europe	**13.6%**	15.7%	-4.4%	2.3%
Asia Pacific	**-1.3%**	0.0%	-5.1%	3.8%
Total	**6.0%**	**3.6%**	**-1.9%**	**4.3%**

GRUPPO CAMPARI

Consolidated income statement for the full year 2016

	1 January-31 December 2016		1 January-31 December 2015		
	€ million	%	€ million	%	Change
Net sales[(1)]	**1,726.5**	**100.0%**	**1,656.8**	**100.0%**	**4.2%**
Total cost of goods sold[(2)]	(741.9)	-43.0%	(739.8)	-44.6%	0.3%
Gross profit	**984.6**	**57.0%**	**917.1**	**55.4%**	**7.4%**
Advertising and promotion	(308.6)	-17.9%	(286.3)	-17.3%	7.8%
Contribution after A&P	**676.0**	**39.2%**	**630.8**	**38.1%**	**7.2%**
SG&A[(3)]	(323.5)	-18.7%	(298.0)	-18.0%	8.5%
EBIT adjusted[(4)]	**352.5**	**20.4%**	**332.7**	**20.1%**	**6.0%**
Adjustments	(33.2)	-1.9%	(22.9)	-1.4%	-
Operating profit=EBIT	**319.4**	**18.5%**	**309.8**	**18.7%**	**3.1%**
Financial income (charges)	(58.6)	-3.4%	(60.9)	-3.7%	-3.8%
Adjustments to financial income (charges)	(24.6)	-1.4%	0.9	0.1%	-
Put option income (charges)	0.6	-	(0.4)	-	-
Profit before taxes and non-controlling interests	**236.7**	**13.7%**	**249.4**	**15.1%**	**-5.1%**
Taxes	(70.5)	-4.1%	(73.4)	-4.4%	-4.0%
Net Profit	**166.3**	**9.6%**	**176.0**	**10.6%**	**-5.5%**
Minority interests	(0.0)	-	(0.6)	-	-
Group net profit	**166.3**	**9.6%**	**175.4**	**10.6%**	**-5.2%**
Group net profit adjusted[(4)]	**198.6**	**11.5%**	**185.6**	**11.2%**	**7.0%**
Depreciation and amortisation	(52.7)	-3.1%	(47.4)	-2.9%	11.3%
EBITDA adjusted[(4)]	**405.3**	**23.5%**	**380.1**	**22.9%**	**6.6%**
EBITDA	**372.1**	**21.6%**	**357.1**	**21.6%**	**4.2%**

(1) Net of discounts and excise duties.
(2) Includes cost of material, production and logistics costs.
(3) Includes selling, general and administrative costs.
(4) EBITDA and EBIT before operating adjustments in full year 2016 and full year 2015. In full year 2016 operating adjustments included Grand Marnier acquisition costs and restructuring projects.
(5) Group net profit before operating and financial adjustments in full year 2016 and full year 2015.

GRUPPO CAMPARI

Consolidated balance sheet as of 31 December 2016

	31 December 2016 € million	31 December 2015 € million
ASSETS		
Non-current assets		
Net tangible fixed assets	494.3	444.1
Biological assets	0.4	16.8
Investment property	121.9	0.4
Goodwill and trademarks	2,504.9	1,906.6
Intangible assets with a finite life	26.3	25.6
Deferred tax assets	37.2	12.6
Other non-current assets	64.3	47.9
Total non-current assets	**3,249.4**	**2,454.1**
Current assets		
Inventories	535.5	496.2
Current biological assets	7.5	2.1
Trade receivables	306.4	295.9
Current financial receivables	7.2	69.9
Cash and cash equivalents	354.1	844.3
Income tax receivables	12.3	16.3
Other receivables	26.8	21.6
Total current assets	**1,249.8**	**1746.3**
Assets held for sale	35.2	23.6
Total assets	**4,534.3**	**4,224.0**
LIABILITIES AND SHAREHOLDERS' EQUITY		
Shareholders' equity		
Share capital	58.1	58.1
Reserves	1,841.9	1,687.4
Parent company's portion of shareholders' equity	1,900.0	1,745.5
Non-controlling interests	(0.0)	0.3
Total shareholders' equity	**1,900.0**	**1,745.8**
Non-current liabilities		
Bonds	992.4	1,276.1
Other non-current payables	506.4	10.5
Defined benefit plans	36.5	8.3
Provisions for risks and charges	96.6	32.8
Deferred tax liabilities	456.6	291.5
Total non-current liabilities	**2,088.6**	**1,619.30**
Current liabilities		
Payables to banks	106.9	29.3
Other financial liabilities	18.8	465.1
Payables to suppliers	262.8	217.2
Income tax payables	14.0	13.3
Other current liabilities	138.6	124.0
Total current liabilities	**541.1**	**848.9**
Liabilities held for sale	4.6	10.0
Total liabilities	**2,634.3**	**2,478.2**
Total liabilities and shareholders' equity	**4,534.3**	**4,224.0**

Consolidated cash flow statement as of 31 December 2016

	31 December 2016 € million	31 December 2015 € million
EBITDA	**372.1**	**357.1**
Write-down's of goodwill and trademark and disposed assets	-	16.2
Other adjustments to operating profit	22.6	(14.8)
Changes in other non financial receivables and payables	17.3	10.4
Taxes paid	(46.6)	(54.0)
Cash flow from operating activities before changes in operating working capital	**365.5**	**314.9**
Net change in operating working capital	29.9	(9.6)
Cash flow from operating activities	**395.4**	**305.3**
Net interest paid	(96.2)	(56.3)
Cash flow from investing activities	(56.1)	(49.1)
Free cash flow	**243.2**	**200.0**
(Acquisitions) and disposals of companies or business divisions net of net financial positions(1)	(396.0)	22.9
Dividend paid by the Parent Company	(52.1)	(45.7)
Other changes	(7.5)	(16.8)
Cash flow from other activities	**(455.6)**	**(39.7)**
Exchange rate differences and other movements	26.5	(7.6)
Change in net financial position due to operating activities	**(186.0)**	**152.7**
Change in payable for the exercise of put options and payment of earn out	(187.7)	(0.0)
Change in net financial position	**(373.7)**	**152.7**
Net financial position at the start of the period	(825.8)	(978.5)
Net financial position at the end of the period	**(1,199.5)**	**(825.8)**

(1) In full year 2016 it includes Grand Marnier for € 489.8 million, net of disposals. In FY 2015 disposals of non core businesses in Jamaica and Italy.

DAVIDE CAMPARI-MILANO S.p.A.

Parent company income statement

	1 January-31 December 2016	1 January-31 December 2015
	€ million	€ million
Net sales	**605.2**	**566.3**
Total cost of goods sold	(270.9)	(253.1)
Gross profit	**334.4**	**313.3**
Advertising and promotion	(63.3)	(65.8)
Contribution after A&P	**271.1**	**247.4**
SG&A	(102.2)	(87.2)
of which adjustments	(1.8)	(2.6)
Operating profit	**168.8**	**160.2**
Net financial income (expenses)	(73.7)	(55.0)
of which financial adjustments	(11.5)	(0.2)
Dividends received from subsidiaries	138.3	8.7
Pre-tax profit	**233.5**	**113.8**
Taxes	(28.0)	(29.9)
Net profit	**205.5**	**83.9**

Parent company balance sheet

	31 December 2016	31 December 2015
	€ million	€ million
Total non-current assets	2,871.1	2,019.8
Total current assets	312.2	909.8
Total assets held for sale	1.0	1.0
Total assets	**3,184.3**	**2,930.6**
Total shareholders’ equity	1,162.6	1,008.8
Total non-current liabilities	1,706.6	1,400.0
Total current liabilities	315.1	521.8
Total liabilities and shareholders’ equity	**3,184.3**	**2,930.6**

Parent company cash flow

	31 December 2016	31 December 2015
	€ million	€ million
Cash flow from operating activities	161.6	140.8
Cash flow from investing activities	(473.7)	(48.3)
Cash flow from (used in) financing activities	(157.2)	416.6
Increase (decrease) in cash and banks	(464.5)	511.9
Cash and cash equivalent at start of financial year	**561.1**	**49.2**
Cash and cash equivalent at end of financial year	**96.7**	**561.1**