Continued positive results in nine months 2017

Sustained organic performance driven by a continued improvement in sales mix thanks to the consistent outperformance of global and regional priorities[1] in key markets

Concomitantly, the disposals effect and adverse currency impact start to come through

9M 2017 RESULTS HIGHLIGHTS

- **Sales € 1,275.8 million (+8.1%, organic growth +6.2%). Global priorities +7.4%, regional priorities +13.5%**
- **Contribution after A&P € 522.3 million (+11.4%, organic growth +7.7%, 40.9% of sales)**
- **EBITDA adjusted[2] € 299.3 million (+9.8%, organic change +6.3%, 23.5% of sales)**
- **EBIT adjusted[2] € 257.3 million (+9.9%, organic change +5.9%, 20.2% of sales)**
- **Group pretax profit adjusted[3] € 224.6 million (+22.3%). Group pretax profit: € 238.2 million, +81.1%**
- **Net financial debt € 1,079.8 million as of September 30th, 2017, down from € 1,192.4 million as of December 31st, 2016[4]. Reduction driven by the healthy cash flow generated by the business and taking into account the inflow effects from the disposals of the Chilean and French wineries and the Carolans & Irish Mist brands, net of the outflow effects of the Bulldog acquisition, the dividend payment, the liability management transactions and the purchase of own shares**

Bob Kunze-Concewitz, Chief Executive Officer: '***We delivered very good results in the first nine months of 2017, delivering sustained growth, both in organic and reported terms, across all performance indicators****. The* ***sustained gross margin expansion****, which benefitted from the* ***continuous improvement of our sales mix by brand and region****, helped contain the progression of A&P and SG&A investments,* ***albeit gradually normalizing during Q3, as expected****. These effects led to a slight margin dilution in organic operating margin in the first nine months. Looking at the remainder of the year, our outlook remains fairly balanced and unchanged.* ***Macroeconomic environments in some emerging markets remain uncertain*** *whilst the political uncertainty persisting in some regions might* ***continue fuelling the volatility of major currencies against the Euro****. Nevertheless, we remain confident in achieving a* ***positive performance across key indicators for the year****, driven by the outperformance of the high-margin global and regional priorities in key developed markets. We expect the* ***gross margin*** *to continue benefitting from the* ***favourable sales mix*** *despite being penalized by* ***inflationary effects*** *on material costs in emerging markets as well as rising prices in some raw materials, particularly agave, which is set to rise significantly over 2018. Meanwhile, the* ***Group's operating margin*** *will benefit in Q4 from the gradual* ***normalisation of A&P investments*** *and* ***structure costs****, the latter also benefitting from the expected* ***efficiencies generated*** *by the* ***Grand Marnier head office integration*** *as well as* ***the completion of the strengthening of new route-to-market capabilities****. The* ***perimeter effect*** *will reflect our exit from some non-core low-margin businesses, with* ***an estimated negative effect of***

---

[1] Global Priority brands include Aperol, SKYY, Campari, Wild Turkey, Grand Marnier (included in organic change as of July 1st 2017) and the Jamaican rums. The Regional Priorities include Espolòn, GlenGrant, Forty Creek, Bulldog, Averna, Braulio, Cynar, Frangelico and Cinzano.

[2] EBITDA and EBIT before positive operating adjustments of € 38.2 million, mainly driven by the capital gains on Carolans and Irish Mist brand disposal of € 50.0 million.

[3] Group pretax profit before net positive operating and financial adjustments of overall € 13.6 million, of which positive operating adjustments of € 38.2 million and negative financial adjustments pretax of € (24.6) million. In 9M 2016 negative net operating and financial adjustment of € (52.2) million.

[4] After reclassifications of € 7.2 million to the opening balance sheet as a result of the final purchase price allocation of the Grand Marnier acquisition values.

*approximately € 25 million on net sales and € 10 million on EBIT in Q4 2017 and approximately € 50 million on net sales and € 15 million on EBIT in full year 2018, when it will take into account the tail-end of the 2017 disposals and the full year effect of the sale of the Lemonsoda business. Moreover, the adverse impact of exchange rates, driven by the **progressive strengthening of the Euro against the US Dollar**, is expected to have a **negative impact of € 30 million on net sales and € 6 million on EBIT in 4Q 2017; and a negative impact of € 30 million on net sales and € 10 million on EBIT in full year 2018**[5]. Finally we expect **financial indebtedness to further decline by the end of 2017**, reflecting the sale of non-core business and real-estate assets alongside the continuous healthy cash-flow generated by our business.'*.

Milan, November 7th, 2017-The Board of Directors of Davide Campari-Milano S.p.A. (Reuters CPRI.MI-Bloomberg CPR IM) approved the additional financial information for the nine months ended September 30th, 2017.

CONSOLIDATED P&L FOR THE FIRST NINE MONTHS ENDED 30 SEPTEMBER 2017

	9M 2017 € million	9M 2016 € million	Reported change	Organic change	Forex impact	Perimeter impact
Net sales	**1,275.8**	**1,180.4**	**+8.1%**	**+6.2%**	**+0.3%**	**+1.6%**
Contribution after A&P[6]	522.3	468.9	+11.4%	+7.7%	+0.2%	+3.5%
EBITDA adjusted[2]	**299.3**	**272.7**	**+9.8%**	**+6.3%**	**-0.1%**	**+3.6%**
EBIT adjusted[2]	**257.3**	**234.0**	**+9.9%**	**+5.9%**	**-0.2%**	**+4.2%**
EBITDA	337.5	245.0	+37.8%			
EBIT	295.5	206.4	+43.2%			
Group pretax profit adjusted[3]	**224.6**	**183.7**	**+22.3%**			
Group pretax profit	**238.2**	**131.5**	**+81.1%**			

RESULTS FOR THE FIRST NINE MONTHS 2017

In the first nine months of 2017, **Group sales** totalled **€ 1,275.8 million,** showing an increase of +8.1%. The **organic sales growth** was **+6.2%**, driven by the **strong organic growth of high-margin global priorities** (**+7.4%**) and **regional priorities** (**+13.5%**). The **exchange rate effect was slightly positive at +0.3%**, after a negative impact in the third quarter, driven by the progressive strengthening of the Euro against many of the Group's key currencies, including the US Dollar, Brazilian Real, Jamaican Dollar, Argentinean Pesos and British Pound. The **perimeter effect** of **+1.6%** 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 such as the Chilean and French wineries and Carolans and Irish Mist brands. The acquisition of Bulldog London Dry Gin (which closed in February 2017) did not produce any perimeter effects as the brand was already integrated into the Group's distribution network.

Advertising and Promotion spending (A&P) increased organically by **+13.5%** to **€ 247.1 million**, at 19.4% of sales, due to accelerated A&P investments, though showing a normalising trend in the third quarter 2017, a high seasonality quarter of the year for aperitifs.

CAAP (Contribution after A&P) was up organically by +**7.7%** to **€ 522.3 million**, at 40.9% of sales.

Structure costs, i.e. selling, general and administrative costs, were **€ 265.0 million**, at 20.8% of sales. The organic increase was **+9.5%,** due to the strengthening of the Group's commercial organisations, particularly on-premise capabilities in US and the newly established route-to-market in South Africa, Peru and GTR in the first half of the year, followed by a gradual normalisation in Q3, benefitting from the gradual release of efficiencies from the restructuring of Grand Marnier supporting functions.

EBITDA adjusted was up by **+9.8%** to **€ 299.3 million** (+6.3% organic growth), at 23.5% of sales.

EBIT adjusted increased by **+9.9%** to **€ 257.3 million** (+5.9% organic growth), at 20.2% of sales.

[5] Based on current spot exchange rates.
[6] EBIT before SG&A.

Operating adjustments were positive by **€ 38.2 million**, mainly driven by the capital gain on Carolans Irish Mist disposal of € 50.0 million, more than compensating the transactions costs as well as restructuring projects.

EBITDA reached **€ 337.5 million**, at 26.5% of sales.

EBIT reached **€ 295.5 million**, at 23.2% of sales.

Net financial costs were € 29.7 million, down by € 20.7 million.

Negative financial adjustments amounted to **€ (24.6) million** due to the liability management transactions[7].

Group pretax profit adjusted[3] was **€ 224.6 million (+22.3%). Group pre-tax profit** was **€ 238.2 million**, an increase of **+81.1%.**

Net financial debt stood at **€ 1,079.8 million as of September 30th, 2017, down from € 1,192.4 million as of December 31st, 2016**[4]**. The reduction was driven by the healthy cash flow generated by the business and taking into account the inflow effects from the disposals of the Chilean and French wineries and the Carolans & Irish Mist brands, net of the outflow effects of the Bulldog acquisition, the dividend payment, the liability management transactions and the purchase of own shares**[8]. Cash inflows from the disposals of the Lemonsoda business and real estate assets (expected to close during the fourth quarter of 2017) for an overall amount of approx. € 117 million[9] were not included in the net financial debt as of September 30th, 2017.

ANALYSIS OF CONSOLIDATED SALES FOR THE FIRST NINE MONTHS 2017

Looking at sales by region, the **Americas** (44.5% of total Group sales in the nine months of 2017) posted an **overall change** of **+15.0%**, with an **organic growth** of **+6.8%**, an exchange rate impact of -0.1% and a perimeter effect of +8.2%. The **US, the Group's largest market,** accounted for 27.5% of total Group sales. In that market, sales registered a **positive organic performance of +4.2**%, despite the slowdown in the third quarter due to hurricanes which impacted the whole portfolio. In the nine months, growth was driven by the **Wild Turkey** franchise (+6.9%), the Italian specialties, particularly **Aperol** (+57.7%) and **Campari** (+16.8%), as well as the **Jamaican rum** (+11.5%) and **Grand Marnier** (+14.9%). **Espolòn** continues its very strong **double-digit growth momentum**. These results were partially offset by **SKYY,** due to a negative performance in the third quarter, affected by hurricanes in two key states for the brand, Florida and Texas, as well as the continued **competitive environment** and weakness in the flavoured vodka category. Sales in **Jamaica** (4.3% of total Group sales) **registered an organic change of +11.5%**, driven by robust results in the rum portfolio, in particular Wray&Nephew Overproof (+8.9%) and Appleton Estate (+5.8%), as well as Campari (up by double digit). Sales in **Brazil** (3.3% of total Group sales) registered an **overall organic sales increase of +12.4%**, favoured by an easy comparison base (-11.8% in 9M 2016). Whilst macroeconomic conditions remain fragile, the Brazilian brands as well as **Aperol** and **Campari** grew positively. Sales in **Argentina** (2.2% of total Group sales) **registered an organic increase of +8.8%,** thanks to a strong growth in the third quarter. Over the nine months SKYY Vodka, Cynar and Campari performed well, as well as Aperol growing double digit in both value and volume terms, albeit from a small base. Sales in **Canada** (3.2% of total Group sales) registered a **positive organic growth of +6.8%**, driven by Forty Creek, SKYY Vodka, the aperitifs (Aperol, Campari) and Wild Turkey. Sales in **Mexico** were **up double-digit** thanks to a good performance of SKYY ready-to-drink, the Jamaican rums, Frangelico, Aperol and Campari.

Sales in **Southern Europe, Middle East and Africa**[10] (29.8% of total Group sales in the nine months of 2017) registered an overall change of -0.3%. The **organic growth of +4.3%** was entirely offset by a slightly positive

---

[7] Financial adjustment mainly due to the delta value between the purchase price of the bonds bought back and their nominal value.

[8] Overall value of the Bulldog acquisition of € 82.3 million (including the estimated earn-out), liability management cash outflow of € 23.2 million, the value of the Chilean winery disposal of € 30.0 million, the French winery disposal of € 20.1 million, and Carolans & Irish Mist disposal of € 139.4 million (at the exchange rate at *closing* date).

[9] Including Lemonsoda business of € 80.0 million, Grand Marnier headquarters building in Paris and other real estate assets of approx. € 37.0 million (pre-tax).

[10] Including Global Travel Retail.

exchange rate impact and a perimeter effect of -4.8%. The **organic performance** in the **Italian market** (22.0% of total Group sales) **was positive** (**+2.7%**), driven by very good results of Aperol (+8.7%) and Campari (+4.9%), as well as a good progression of Crodino. The **region's other markets** (7.8% of Group net sales) **showed overall a very strong performance,** driven by **Spain** (Aperol, Bulldog, Campari and Cinzano), **South Africa** (SKYY and Aperol) and **France** (Aperol, Riccadonna and Campari). These results helped compensate declines in **Nigeria**, which is impacted from a persisting socio-economic instability. **Global Travel Retail** net sales were up by **+1.5%**, after negative one-off's in the second quarter were entirely offset by a very strong third quarter with very good performances of Aperol, Grand Marnier, Bulldog and GlenGrant.

Sales in **North, Central and Eastern Europe** (19.1% of total Group sales in the nine months of 2017) **increased by +8.3%** overall, driven by an **organic change of +10.0%**, an exchange rate effect of +0.4% and a perimeter effect of -2.1%. **Germany** (8.4% of total Group sales) was **weak (-3.8%)** on a tough comparable base (+6.3%), affected by the poor weather conditions in the third quarter, with weakness across agency brands, the low-margin Cinzano sparkling wines and Cinzano vermouth. Importantly, though, Germany continued to deliver a strong performance on the nine months across **Aperol** (+7.2%) as well as growth in **Wild Turkey bourbon** and **Bulldog**. Sales in **Russia** (2.6% of total Group sales) registered a **positive organic performance (+91.6%)**, **with double-digit growth** in **Mondoro** and **Cinzano vermouth** and a **triple-digit growth in Cinzano sparkling wines**. The Group remains cautious in regards to both the competitive environment and the local macro environment in Russia. The **region's other markets** (8.1% of Group net sales) registered an **overall positive organic growth (+16.6%)**, mainly driven by the **UK** (+23.0%, driven by Aperol, Campari, the Jamaican rums, Grand Marnier, Wild Turkey, Bulldog and GlenGrant), **Austria** (Aperol, Campari and Campari Soda) as well as the Czech Republic, Sweden and Poland.

Sales in **Asia Pacific** (6.5% of total Group sales in the nine months of 2017) **increased by +5.0% overall**, with an **organic change of +0.3%**, an exchange rate effect of +3.2% and a perimeter effect of +1.5%. **Australia** (4.5% of total Group sales) registered a **-2.5% decline** on a tough comparison base (+9.3% in 9M 2016). The market is gradually recovering the slow start of the year due to poor weather conditions, and by a strong competitive pressure. **Wild Turkey ready-to-drink portfolio** and **Wild Turkey bourbon remain weak**. There were, however, very positive results from **Aperol, Espolòn, SKYY** and **GlenGrant**. The **other Asia Pacific markets** (2.0% of Group net sales) registered an **overall positive organic change** thanks to a very good performance in both China and Japan. In Japan sales were positive for **Campari, SKYY**, and **Aperol**, completely offsetting the weakness in Wild Turkey which suffered from a shipment phasing effect. In China, SKYY, Grand Marnier and GlenGrant registered a positive growth, albeit off a small base.

Global Priority sales (54.4% of total) **grew organically by +7.4% in 9M 2017**. **Aperol** continued to outperform **(+19.5%)**, driven by the sustained growth in the **brand's core markets** (**Italy**, **Germany, Austria** and **Switzerland**), despite poor weather conditions in Central Europe. Continued growth in high potential and seeding markets of US, Brazil, Russia, the UK, Australia, Spain, Czech Republic, France, Chile, and Global Travel Retail. **Campari** continued its positive momentum, up **+7.4% organically**, driven by the very good performance in the **US**, **France, Austria**, **Brazil, Japan, Argentina** and **Jamaica**, as well as strong growth in the brand's core market of **Italy (+4.9%)**. The good performance was mitigated by Germany due to the poor weather conditions and a continued weakness in Nigeria. **SKYY** sales registered an **organic change of -5.7% in the nine months,** driven by a weak third quarter in US due to hurricanes affecting shipments in key states for the brand (such as Florida, Texas) as well as the continued competitive environment within the category and weakness in flavoured vodka. This was partially compensated by good results in **South Africa**, **Canada**, **Argentina** and **China**. **Wild Turkey,** which includes **American Honey,** registered a **positive organic change of +5.1%,** driven by Wild Turkey bourbon in key US market, despite a slower growth rate in the third quarter due to hurricanes. High-potential markets (Canada, the UK, Russia, Germany and Italy) registered a positive growth for Wild Turkey bourbon. **Russell's Reserve** continues to register double-digit gains in the core US market whilst American Honey, despite the weakness in Australia, grew in the US as well as in smaller markets. The **Jamaican rums**, including **Appleton Estate**, **J.Wray** and **Wray&Nephew Overproof**, showed a **positive organic growth of +6.4%** with a positive performance in Jamaica (+8.1%), UK, US as well as Mexico. **Grand Marnier**, which started to contribute to the Group's organic growth as of the third quarter 2017 registered a **solid double digit growth (+11.0%)**, driven by the core US and Canadian markets, largely due to shipment phasing and the reduced discounting.

Regional Priorities (14.6% of total) grew by **+13.5%** in 9M 2017. **Espolòn grew by +56.2%** in the nine months, continuing to benefit from **solid double-digit growth in the core US market (+56.8%),** as well as having good results from new markets for the brand, such as **Russia, Italy, Canada** and **Australia**. **GlenGrant** registered positive growth of (+5.2%), particularly driven by **South Africa, China, UK**, and the **US**. **Forty Creek** registered a **change of -5.4%**, due to the decline in the US, particularly in the third quarter, driven by hurricanes in Texas, the brand's largest state, as well as the transition to new packaging. The Italian bitters (**Averna, Braulio** and **Cynar**) **registered a slight growth of +0.7%**, driven by good results from Braulio in Italy and Switzerland, strong double-digit growth of Averna in the US as well as the strong growth of Cynar in the US and Argentina. **Frangelico** registered a **good performance on the nine months (+3.4%)**, thanks to the strong growth in Germany and the UK. **Bulldog,** entering the Regional brand portfolio during the first quarter of 2017, **grew by +31.2%** on the back of a good performance in Spain, US, UK, Italy and Global Travel Retail. **Cinzano** showed an **overall good organic result (+7.1%)**, mainly driven by Cinzano sparkling wines and vermouth in the Russian market, more than compensating the negative performance of the Cinzano portfolio in Germany as well as Cinzano vermouth in Argentina. **Other sparkling wines** (**Riccadonna** and **Mondoro**) increased organically by **+32.7%**, thanks to the positive performance of core markets France, Russia and Australia.

Local Priorities (12.5% of total) grew by +2.4% in the nine months. **Campari Soda** declined slightly (-0.4%), recovering in the third quarter in the core Italian market. **Crodino** registered a positive growth (+3.8%), after a strong growth in core Italian market in the third quarter, driven by the positive trends over the summer thanks to product innovation, Crodino Arancia Rosso, and marketing support. The **Wild Turkey ready-to-drink** range declined in Australia, driven by competitive pricing pressure as well as the poor weather conditions at the start of the year. The **Brazilian brands** registered a recovery (+10.2%) in a market that continues to be impacted by macroeconomic challenges.

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.

GRUPPO CAMPARI

ANALYST CONFERENCE CALL

At **1:00 pm (CET) today, November 7th, 2017**, Campari's management will hold a conference call to present the Group's results for the first nine months 2017. 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 Gruppo Campari's website, at http://www.camparigroup.com/en/investors.

A **recording of the conference call** will be available from today, November 7th, until Tuesday, November 14th, 2017.

To listen to it, please call the following numbers:

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

(Access code: **990#**).

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
Elena Tiozzo	Tel. +39 02 6225 290	Email: elena.tiozzo@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/camparìofficial
https://twitter.com/GruppoCampari

Visit *Our Story*

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 worldwide and has its own distribution network in 20 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: http://www.camparigroup.com/en

Please enjoy our brands responsibly

- Appendix -

GRUPPO CAMPARI

GRUPPO CAMPARI

Consolidated net sales breakdown by brand for the first nine months 2017

	% on Group sales	% change, of which:			
		total	organic	Exchange rate effect	external growth
Global Priorities[1]	54.4%	16.9%	7.4%	-0.1%	9.5%
Regional Priorities	14.6%	15.2%	13.5%	1.7%	-
Local Priorities	12.5%	4.6%	2.4%	2.1%	-
Rest of portfolio	18.5%	-13.4%	1.1%	-0.6%	-13.9%
Total	**100.0%**	**8.1%**	**6.2%**	**0.3%**	**1.6%**

Consolidated net sales breakdown by brand for the third quarter 2017

	% on Group sales	% change, of which:			
		total	organic	exchange rate effect	external growth
Global Priorities[1]	55.6%	2.3%	4.8%	-2.5%	-
Regional Priorities	15.5%	15.2%	17.1%	-1.9%	-
Local Priorities	11.8%	6.8%	7.0%	-0.2%	-
Rest of portfolio	17.1%	-23.6%	-2.4%	-2.2%	-19.0%
Total	**100.0%**	**-1.2%**	**5.1%**	**-2.1%**	**-4.2%**

(1) Including Grand Marnier

GRUPPO CAMPARI

Consolidated net sales by geographic area for the first nine months 2017

	1 January-30 September 2017		1 January-30 September 2016		%
	€ million	%	€ million	%	Change
Americas	568.2	44.5%	494.1	41.9%	15.0%
SEMEA (Southern Europe, Middle East and Africa)	380.2	29.8%	381.5	32.3%	-0.3%
North, Central & Eastern Europe	244.0	19.1%	225.2	19.1%	8.3%
Asia Pacific	83.5	6.5%	79.5	6.7%	5.0%
Total	**1,275.8**	**100.0%**	**1.180.4**	**100.0%**	**8.1%**

Breakdown of % change	Total % Change	Organic growth	Exchange rate effect	External growth
Americas	15.0%	6.8%	-0.1%	8.2%
SEMEA (Southern Europe, Middle East and Africa)	-0.3%	4.3%	0.2%	-4.8%
North, Central & Eastern Europe	8.3%	10.0%	0.4%	-2.1%
Asia Pacific	5.0%	0.3%	3.2%	1.5%
Total	**8.1%**	**6.2%**	**0.3%**	**1.6%**

Consolidated net sales by geographic area for the third quarter 2017

	1 July-30 September 2017		1 July-30 September 2016		%
	€ million	%	€ million	%	Change
Americas	192.6	44.7%	196.4	45.0%	-1.9%
SEMEA (Southern Europe, Middle East and Africa)	121.4	28.2%	122.8	28.1%	-1.1%
North, Central & Eastern Europe	86.9	20.2%	85.7	19.6%	1.4%
Asia Pacific	30.2	7.0%	31.5	7.2%	-4.2%
Total	**431.2**	**100.0%**	**436.5**	**100.0%**	**-1.2%**

Breakdown of % change	Total % Change	Organic growth	Exchange rate effect	External growth
Americas	-1.9%	5.6%	-4.4%	-3.1%
SEMEA (Southern Europe, Middle East and Africa)	-1.1%	7.4%	0.1%	-8.6%
North, Central & Eastern Europe	1.4%	3.8%	-0.6%	-1.9%
Asia Pacific	-4.2%	-3.5%	-0.7%	-
Total	**-1.2%**	**5.1%**	**-2.1%**	**-4.2%**

GRUPPO CAMPARI

Consolidated income statement for the first nine months 2017

	1 January-30 September 2017		1 January-30 September 2016		
	€ million	%	€ million	%	Change
Net sales[1]	**1,275.8**	**100.0**	**1,180.4**	**100.0**	**8.1%**
Total cost of goods sold[2]	(506.4)	(39.7)	(502.8)	(42.6)	0.7%
Gross profit	**769.4**	**60.3**	**677.6**	**57.4**	**13.6%**
Advertising and promotion	(247.1)	(19.4)	(208.7)	(17.7)	18.4%
Contribution after A&P	**522.3**	**40.9**	**468.9**	**39.7**	**11.4%**
SG&A[3]	(265.0)	(20.8)	(234.9)	(19.9)	12.8%
EBIT adjusted[4]	**257.3**	**20.2**	**234.0**	**19.8**	**9.9%**
Adjustments to operating income (charges)	38.2	3.0	(27.7)	(2.3)	-2.4%
Operating profit=EBIT	**295.5**	**23.2**	**206.4**	**17.5**	**43.2%**
Financial income (expenses)	(29.7)	(2.3)	(50.4)	(4.3)	-41.1%
Adjustments to financial income (expenses)	(24.6)	(1.9)	(24.5)	(2.1)	-
Put option income (charges)	(3.0)	(0.2)	-	-	-
Profit before taxes and non-controlling interests	**238.2**	**18.7**	**131.5**	**11.1**	**81.1%**
Group pretax profit	**238.2**	**18.7**	**131.5**	**11.1**	**81.1%**
Group pretax profit adjusted[5]	**224.6**	**17.6**	**183.7**	**15.6**	**22.3%**
Depreciation and amortisation	(42.1)	(3.3)	(38.6)	(3.3)	8.8%
EBITDA adjusted[4]	**299.3**	**23.5**	**272.7**	**23.1**	**9.8%**
EBITDA	**337.5**	**26.5**	**245.0**	**20.8**	**37.8%**

(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 positive operating adjustments of € 38.2 million, mainly driven by the capital gains on Carolans and Irish Mist brand disposal of € 50.0 million.
(5) Group pretax profit before overall positive net operating and financial adjustments of € 13.6 million, of which positive operating adjustments of € 38.2 million and negative financial adjustments pretax of € (24.6) million. In 9M 2016 negative net operating and financial adjustment of € (52.2) million.

Consolidated income statement for the third quarter 2017

	1 July-30 September 2017		1 July-30 September 2016		
	€ million	%	€ million	%	Change
Net sales	**431.2**	**100.0**	**436.5**	**100.0**	**-1.2%**
Total cost of goods sold	(167.2)	(38.8)	(184.9)	(42.4)	-9.6%
Gross profit	**264.0**	**61.2**	**251.6**	**57.6**	**4.9%**
Advertising and promotion	(84.4)	(19.6)	(80.3)	(18.4)	5.1%
Contribution after A&P	**179.5**	**41.6**	**171.3**	**39.2**	**4.8%**
SG&A	(85.6)	(19.9)	(83.7)	(19.2)	2.3%
EBIT adjusted	**93.9**	**21.8**	**87.6**	**20.1**	**7.2%**
Adjustments to operating income (charges)	43.2	10.0	(13.1)	(3.0)	-
Operating profit=EBIT	**137.1**	**31.8**	**74.5**	**17.1**	**84.1%**
Financial income (expenses)	(6.6)	(1.5)	(16.4)	(3.7)	-59.4%
Adjustments to financial income (expenses)	(0.2)	(0.0)	(29.0)	(6.7)	-
Put option income (charges)	(0.5)	(0.1)	-	-	-
Profit before taxes and non-controlling interests	**129.8**	**30.1**	**29.1**	**6.7**	**-**
Group pretax profit	**129.8**	**30.1**	**29.1**	**6.7**	**-**
Group pretax profit adjusted	**86.8**	**20.1**	**71.2**	**16.3**	**21.8%**
Depreciation and amortisation	(13.7)	(3.2)	(13.1)	(3.0)	4.6%
EBITDA adjusted	**107.6**	**25.0**	**100.7**	**23.1**	**6.9%**
EBITDA	**150.8**	**35.0**	**87.6**	**20.1**	**72.2%**