Very positive net sales organic growth, accelerating in Q3,
driven by the continued outperformance in key high-margin global and regional priorities

Solid organic performance of all operating profit indicators, driven by continuous sales mix improvement, offset the adverse effects from forex and non-core disposals

9M 2018 HIGHLIGHTS

- **Reported sales of €1,200.6 million**. **Solid organic growth** of **+6.6%**. On a **reported** basis, change of **-2.5%** after the exchange rate and perimeter effects.
- **Favourable sales mix** driven by **Aperol**, **Campari**, **Wild Turkey** and **Espolòn**, and, by geography, driven by **US**, **Western Europe** and **Australia**.
- **EBIT adjusted**[1] of **€259.2 million**. **Organic growth of +8.7%** ahead of organic sales growth, showed an organic **margin accretion of +40 basis points**, driven by **solid gross margin expansion (+80 basis points)**. On a **reported basis, change** of **+0.7%** after the exchange rate and perimeter effects.
- **Group pre-tax profit** of **€249.4 million**, **+4.7%**. **Group pre-tax profit adjusted**[2] of **€235.5 million**, **+4.8%**.
- **Net financial debt** of **€913.8 million** as of September 30th, 2018 (€981.5 million as of December 31st, 2017), thanks to the **positive free cash flow generation**, the proceeds from the sale of the Lemonsoda business, net of the acquisition of Bisquit, the dividend payment and the net purchase of own shares.
- **Hyperinflation in Argentina**. As required by IFRS, IAS 29-'Financial reporting in Hyperinflationary economies' was adopted in Argentina as of July 1st, 2018. The effects deriving from this adoption in Argentina, which accounted for 0.9% of the Group's consolidated net sales in first nine months 2018, are considered immaterial[3].

Milan, November 6th, 2018-The Board of Directors of Davide Campari-Milano S.p.A. (Reuters CPRI.MI-Bloomberg CPR IM) approved the additional financial information at September 30th, 2018.

Bob Kunze-Concewitz, **Chief Executive Officer**: *'In the **first nine months 2018 we achieved a very positive net sales organic growth**, **accelerating** in the **third quarter**, driven by the continued outperformance of the key high margin global and regional priorities in the core developed markets. The **favourable sales mix** continued to drive the **growth** of **profitability** and **margin expansion**, and helped compensate the expected **adverse forex effect** as well as the impact from the **divestments of non-core businesses**. Looking at the remainder of the year, **our outlook remains broadly unchanged and balanced in terms of risks and opportunities**. **We remain confident** in achieving a **positive performance across key underlying business indicators in the year**.'*.

[1] Before positive adjustments of €12.3 million in 9M 2018, mainly attributable to the gain on the Lemonsoda business disposal, net of provisions for restructuring costs. Positive adjustments of €38.2 in 9M 2017.
[2] Group pre-tax profit before overall net positive adjustments of €13.9 million in 9M 2018, of which positive operating adjustments of €12.3 million and positive financial adjustments of €1.6 million. In 9M 2017 overall net positive operating and financial adjustments of €13.6 million.
[3] Please refer to paragraph Adoption of IAS 29-'Financial reporting in Hyperinflationary economies' in Argentina, on page 5, for further information.

SUMMARY FINANCIAL INFORMATION FOR THE FIRST NINE MONTHS ENDED 30 SEPTEMBER 2018

	9M 2018 € million	9M 2017[4] € million	Reported change	Organic change	Forex impact	Perimeter impact
Net sales	**1,200.6**	**1,231.2**	**-2.5%**	**6.6%**	**-5.4%**	**-3.7%**
Gross profit	**731.8**	**724.8**	**1.0%**	**8.0%**	**-5.0%**	**-2.0%**
% on sales	*61.0%*	*58.9%*				
EBIT adjusted[1]	**259.2**	**257.3**	**0.7%**	**8.7%**	**-2.2%**	**-5.8%**
% on sales	*21.6%*	*20.9%*				
EBIT	271.5	295.5	-8.1%			
Group pre-tax profit adjusted[2]	**235.5**	**224.6**	**4.8%**			
Group pre-tax profit	**249.4**	**238.2**	**4.7%**			
EBITDA adjusted[1]	**299.8**	**299.3**	**0.2%**	**8.5%**	**-2.8%**	**-5.5%**
% on sales	*25.0%*	*24.3%*				
EBITDA	312.2	337.5	-7.5%			
Net financial debt	**913.8**	**981.5**[5]				

GUIDANCE FOR 2018

Looking at the remainder of the year, the **net sales organic growth** is expected to be driven by the key high-margin global and regional priorities in core developed markets, with the exception of SKYY, which will continue to be negatively impacted by destocking in the US. Geographically, the core developed markets are expected to continue outperforming the lower-margin emerging markets affected by macroeconomic vulnerability and political instability, as well as the deflationary effect of organic performance in Argentina.

Gross margin organic expansion is expected to be driven by a favourable sales mix, more than offsetting the adverse agave purchase price impact which will gradually accelerate in the remainder of the year.

With respect to the **EBIT adjusted**[6], a potential upside from a less adverse Forex impact (particularly USD vs. EUR) than what was previously guided, is expected to be reinvested in accelerated investments into brand building initiatives behind key global brands, as well as into selective strengthening of the Group's on-premise capabilities and for brand houses development.

With regards to the **key underlying business indicators**, the Group remains confident in delivering a positive performance in 2018.

REVIEW OF FIRST NINE MONTHS 2018 RESULTS

In the first nine months of 2018 the Group achieved **positive organic sales growth**, with **profit indicators growing ahead of sales** on the back of a **favourable sales mix**. Concomitantly, **on a reported basis** the **robust organic performance in the business** was more than offset by the combined effects of **forex**, driven by the strengthened Euro against all Group currencies, and **perimeter**, driven by the sale of non-core businesses (in particular Carolans and Lemonsoda) and agency brands distribution termination, partially offset by the Bisquit acquisition.

Group sales totalled **€1,200.6 million**, down by **-2.5%** in value **on a reported basis**. The positive **organic sales performance** of **+6.6%** (excluding the price effect in Argentina)[7] was more than offset by a **negative FX effect of -5.4%** or €(66.0) million, and a **negative perimeter of -3.7%** or €(45.9) million.

Gross profit was **€731.8 million**, up by +**1.0%** in value **on a reported basis** and up **+210 basis points** to 61.0% of net sales. The **organic growth was** +**8.0%**, ahead of sales, generating an organic margin expansion of **+80 basis points**, driven by the outperformance of key global and high-margin regional priorities in core developed markets, offsetting the dilutive effect of the adverse agave purchase price, which became progressively more impactful over the period.

[4] 9M 2017 results restated according to IFRS15 application as of January 1st, 2018. Under IFRS 15-'Revenue from contracts with customers' certain A&P expenses are reclassified in deduction of sales. In 9M 2017 restated, the reclassification under IFRS 15 implies a reduction of €44.6 million in sales (-3.5%) and, by the same amount, in A&P expenses.

[5] As of December 31st, 2017.

[6] Guidance provided to the market on Q1 2018 results announcement on 8 May 2018:
- Forex: negative impact on net sales by €(90) million and EBIT adjusted by €(24) million on a full year basis, based on EUR/US Dollar exchange rate at 1.25 projected for the full year 2018
- Perimeter: negative impact on net sales by €(70) million and EBIT adjusted by €(16) million on a full year basis.

[7] Please refer to paragraph Adoption of IAS 29-'Financial reporting in Hyperinflationary economies' in Argentina, on page 5, for further information.

Advertising and Promotion spending (A&P) was **€210.8 million**, up by **+4.1%** in value **on a reported basis**, corresponding to 17.6% of net sales. The **organic growth** was **+10.7%**, reflecting investments concentrated in the second and third quarter 2018 in global brands (Campari, Wild Turkey, Aperol and Grand Marnier) to support their development.

CAAP (Contribution after A&P) was **€521.0 million**, down by **-0.3%** in value **on a reported basis** (up **organically** by **+6.9%**), corresponding to 43.4% of net sales.

Structure costs, i.e. selling, general and administrative costs, totalled **€261.8** million, down by **-1.2%** in value **on a reported basis** (up **organically** by **+5.2%**), to 21.8% of net sales.

EBITDA adjusted was **€299.8 million**, up by **+0.2%** in value **on a reported basis** (up **organically +8.5%**), corresponding to 25.0% of net sales.

EBIT adjusted was **€259.2 million**, up by **+0.7%** in value **on a reported basis** and up +70 basis points to 21.6% of net sales. The **organic growth** was **+8.7%**, ahead of sales growth, leading to a margin accretion of **+40 basis points**, as the solid gross margin expansion as well as the lower growth of structure costs more than offset the higher advertising&promotion investments. The **positive organic performance of EBIT adjusted** was partly offset by the **negative effects of forex**, **-2.2%** or €(5.6) million, and **perimeter**, **-5.8%** or €(15.0) million.

Operating adjustments were positive by **€12.3 million**, mainly attributable to the gain on the Lemonsoda business disposal, net of provisions for restructuring costs[8].

EBITDA reached **€312.2 million**, at 26.0% of sales.

EBIT reached **€271.5 million**, at 22.6% of sales.

Net financial charges were €22.4 million, down by €7.2 million, thanks to a reduction in the average indebtedness (€945.2 million in the first nine months 2018, down from €1,181.0 million in the first nine months 2017).

Positive financial adjustments of **€1.6 million**. This amount, which is related to some minor financial assets sale, decreased significantly from €(24.6) million in the first nine months 2017, attributable to a one-off liability management transaction completed in April 2017.

Group pre-tax profit adjusted was **€249.4 million** (**+4.7%**)**. Group pre-tax profit** was **€235.5 million** (**+4.8%**).

Net financial debt stood at **€913.8 million** as of September 30th, 2018, down from €981.5 million as of December 31st, 2017, thanks to the positive free cash flow generation, the proceeds from the sale of the Lemonsoda business, net of the acquisition of Bisquit, the dividend payment and the net purchase of own shares[9].

Net debt to EBITDA pro-forma ratio was **2.0 times as of September 30th, 2018**[10].

REVIEW OF CONSOLIDATED SALES FOR FIRST NINE MONTHS 2018

Looking at sales by region, the **Americas** (43.3% of total Group sales) posted an **overall change** of **-7.2**%, with an **organic growth** of **+4.6%**, an exchange rate impact of -9.5% and a perimeter effect of -2.3%. The **US,** the **Group's largest market** (27.2% of total Group sales) registered a **positive organic performance of +4.3**%, driven by the **double-digit growth** of **Espolòn**, **Aperol** and **Campari**, as well as the **positive trend** of **Wild Turkey**, the **Jamaican rums** and **GlenGrant**. This result helped offset the **decline** in **SKYY**, whose shipments **underperformed sell-out trends**, due to destocking, although the **gap** to more favourable consumption trends **has been reducing progressively**. **Grand Marnier** was **slightly positive**, impacted by a tough comparison base in the third quarter. Sales in **Jamaica** (4.9% of total Group sales) **registered an organic change of +14.0%**, mainly driven by the **sustained growth** of **Campari**, **Wray&Nephew Overproof** and **Appleton Estate**. Sales in **Brazil** (2.7% of total Group sales), which is impacted by the **macroeconomic weakness**, registered an **organic change of -3.8%**, mainly due to **Dreher** and **SKYY**, partly mitigated by the growth of **Campari** and **Aperol**. Sales in **Argentina** (0.9% of total Group sales) **registered an organic change of -20.2%**[11], due to a deterioration in **macroeconomic conditions** and **tightened company credit policies**. The decline in Campari as well as local and agency brands was mitigated by the positive trends in **Cinzano**, **SKYY**, **Aperol** and **Cynar**. The **region's other markets** (7.7% of Group sales) were positive by +11.2%, driven by **Canada** (**+5.9%**), **Mexico** (**+12.7%**) and **Peru** (**+65.6%**).

[8] In 9M 2017 positive operating adjustments of €38.2 million.
[9] Lemonsoda business disposal of €80.2 million, inclusive of price adjustments (closed on 2 January 2018). Bisquit Cognac acquisition for €52.7 million, inclusive of price adjustments (closed on 31 January 2018). Dividend payment of €57.5 million. Net purchase of own shares of €35.5 million.
[10] Net financial debt calculated based on average exchange rates in the last 12 months; EBITDA calculated on a pro-forma basis mainly to take into account the effects of acquisitions and disposals on a 12-month basis.
[11] Please refer to paragraph Adoption of IAS 29-'Financial reporting in Hyperinflationary economies' in Argentina, on page 5, for further information.

Sales in **Southern Europe, Middle East and Africa**[12] (28.8% of total Group sales) posted an **overall change** of **-2.9%**, with an **organic growth** of **+5.8%**, an exchange rate impact of -0.1% and a perimeter effect of -8.6%. The **organic performance** in the **Italian market** (21.2% of total Group sales) **registered very satisfactory results** (**+3.7%**), driven by **Aperol** (+13.0%) and **Campari** (+10.3%), as well as the **positive growth** of **Braulio** and **SKYY**, offsetting the softness in **Crodino** and **Campari Soda**. The **region's other markets** (7.6% of Group net sales) **showed a solid growth (+12.9%)**, mainly driven by **France** (**+19.9%**), **Spain** (**+6.9%**) and **Nigeria** (**+60.3%**). **South Africa** declined due to the unfavourable comparison base. **Global Travel Retail** grew by **+13.0%** driven by **Aperol**, **Campari**, **Wild Turkey**, **Braulio** and **Ouzo 12**.

Sales in **North, Central and Eastern Europe** (20.6% of total Group sales) **increased overall** by **+6.1%**, with an **organic change** of **+9.3%**, an exchange rate impact of -2.2% and a perimeter effect of -1.0%. **Germany** (9.7% of total Group sales) registered a **solid growth (+8.8%)**, mainly driven by **Aperol (+29.0%), Campari (+9.4%), Cinzano vermouth, Bulldog, Crodino** and **Averna**. Sales in the **United Kingdom** (1.9% of total Group sales) registered an **organic growth of +18.2%**, driven by **Aperol (+51.2%)**, the **Jamaican rums (+8.7%)**, **Campari (+24.0%)** and **Bulldog (+16.8%)**. Sales in **Russia** (2.0% of total Group sales) registered an **organic change of -16.5%**, impacted by a **very unfavourable comparison base** and the **persisting market volatility**. **Aperol** and **Campari continue** to **perform very well**, although unable to offset declines in the core Cinzano and Mondoro brands in a low seasonality period. The **region's other markets** (7.0% of Group net sales) registered an **overall positive organic growth (+19.2%)**, thanks to **Austria** (+11.8%), **Belgium** (+5.7%), **Switzerland** (+7.1%) and **Eastern Europe**, mainly driven by **Aperol**.

Sales in **Asia Pacific** (7.3% of total Group sales) **increased overall** by **+7.6%**, with an **organic change** of **+16.3%**, an exchange rate impact of -8.7% and zero perimeter effect. **Australia** (4.9% of total Group sales) **grew organically by +12.9%**, as the brands consistently outperformed the spirit market in all key categories. In particular, **Wild Turkey ready-to-drink**, **Wild Turkey bourbon**, **Aperol**, **Campari**, **GlenGrant**, **SKYY** and **Espolòn** grew by double-digit. The **region's other markets** (2.4% of total Group sales) **were up organically by +24.2%**, driven by the positive performance of **Japan**, **China** and **New Zealand**.

Global Priority brands' sales (57.8% of total) **grew organically by +10.3%**. **Aperol, the Group's largest brand**, was up by **+31.0%**, driven by the continued growth in the **brand's core markets** (**Italy**, **Germany** and **Austria**), and the **strong double-digit growth** of **high potential markets** such as the **US** (**the brand's 3rd largest market by value**), **Russia**, the **UK**, **France**, **Australia**, **Czech Republic, Spain** and **GTR**. **Campari** continued its positive momentum, up **+9.7% organically**, driven by the **double-digit growth** in **Italy**, **the US** (**the brand's 2nd largest market by value**), **Germany** and **Jamaica**, as well as a **good performance** in **Brazil**, the **UK**, **France**, **Spain** and **Russia**. **SKYY** sales registered an **organic change of -8.1%**, with **weakness** in **US market**, due to the persistent competitive environment within the category as well as the weakness of the flavoured segment. Shipments underperformed sell-out trends due to destocking, although **the gap to more favourable consumption trends has been progressively reducing**. In the international markets, the **very positive results** achieved in **China**, **Mexico** and **Italy** offset the declines in **Brazil**, **South Africa** and **Japan**. **Grand Marnier** grew by **+0.7%**, impacted by an unfavourable comparison base in third quarter in core US market, where depletions are performing positively by low single digit growth. **Wild Turkey** and **American Honey** registered a **positive organic change of +11.4%**, driven by the solid growth in **Wild Turkey bourbon portfolio (+13.7%)**. The core **US market continued to register a solid growth**, with very positive sales mix driven by premium expressions (such as Russell's Reserve and Longbranch). **Australia** and **Japan**. also registered a **sustained growth**. **American Honey** grew by **+5.6%** overall. The **Jamaican rums**, including **Appleton Estate** and **Wray&Nephew Overproof**, showed an organic growth of **+5.1%**. **Wray&Nephew Overproof** grew by **+8.2%**, driven by the core markets of **Jamaica**, the **US** and the **UK**. **Appleton Estate** grew by **+3.4%**, driven by the **US**, **Canada** and **Jamaica**.

Regional Priorities (15.0% of total) **grew** by **+5.6% organically**. **Espolòn** was up by **+31.5%**, **benefitting from the strong double-digit growth in the core US market (+34.4%)**. **Bulldog** was up by **+5.5%,** driven by **UK**, **Germany** and **Portugal**. **GlenGrant** registered an **organic change** of **-1.5%** with positive results in **US**, **France** and **Australia** offset by weak results in **Italy**, **GTR** and **Germany**, reflecting the continued shift of focus to higher-margin and longer-aged premium expressions. **Forty Creek grew** by **+4.6%**, with **positive** growth in the **core market** of **Canada** compensating the **decline** in the **US**. The **Italian bitters and liqueurs** showed an **organic change** of **+1.3%**, with very positive results of **Braulio** in **Italy** and **Cynar** in **Brazil**. The overall performance was partially offset by **Averna**, penalized by a **temporary decline** in its **core Italian market**, and **Frangelico**, due to temporary weakness and phasing effects in **Spain** and **Germany**. **Cinzano** showed an **overall weakness** (**-6.5%**), penalized by decrease of **Cinzano sparkling wine** due to phasing in the core market of Russia, and **Cinzano vermouth** which was impacted by a decline in Argentina due to the deteriorating macroeconomic conditions. **Other sparkling wines** (**Riccadonna** and **Mondoro**) increased organically by **+8.7%**, driven by **France**.

[12] Including Global Travel Retail.

Local Priorities (12.3% of total) **showed an organic change of -1.9%**. **Campari Soda** decreased by **-1.9%**, due to the weakness in the core Italian market. **Crodino** registered a soft performance (**-3.5%**), impacted by a tough comparable base in the third quarter, due to previous year's innovation pipeline in the core Italian market. The **Brazilian brands** were negative (**-10.7%**), impacted by weakness in Brazil. The **Wild Turkey ready-to-drink** range, was up by **+8.4%** in the Australian market.

OTHER EVENTS

Adoption of IAS 29-'Financial reporting in Hyperinflationary economies' in Argentina

A consensus has been reached whereby Argentina, after a long period of observation of inflation rates and other indicators, has been globally recognized as a country with a hyperinflationary environment according to International Financial Reporting Standards (IFRS). Therefore, starting from 1 July 2018 all companies operating in Argentina have been required to apply IAS 29 Financial Reporting in Hyperinflationary Economies.

Regarding the Group's reporting, the consolidated financial results at 30 September 2018 include the effects deriving from the adoption of the IAS 29 accounting standard, starting from 1 January 2018. In particular, it should be noted that the income statement of third quarter 2018 only includes the full impacts of the standard application, as no restatement of first quarter at 31 March and half year at 30 June 2018 results was required.
In accordance with IAS 29, as of the third quarter 2018 specific procedures and an assessment process have been adopted to restate the financial statements. In particular, regarding the income statement, costs and revenues were revalued by applying the general consumer price index change, in order to reflect the loss of purchasing power in the local currency at 30 September 2018. Coherently, for the currency conversion into the Euro (€), the exchange rate at 30 September 2018 was applied, instead of the average exchange rate of the period. Regarding the consolidated net sales for the period, the effect deriving from the application of the IAS 29 standard resulted in a negative change of €4.2 million in the first nine months 2018.
Regarding the balance sheet, monetary values have not been restated given that they were reported at the end of the period. Non-monetary assets and liabilities have instead been revalued to reflect the loss of purchasing power in the local currency which occurred from the date whereby they were initially recorded to the end of the period; the effect resulting from the net monetary position, corresponding to a gain of €0.5 million for the first nine months 2018, is reported in the Net financial income/(charges), while the effects of the first time adoption as of 1 January 2018 were booked directly into net equity.

Regarding organic performance indicators, following the inclusion of Argentina into the cluster of hyperinflationary economies, organic change in this market was calculated to reflect the volume change only, therefore excluding the price effect and the revaluation required by IAS 29 which were included in the exchange rate effect. Following this method change, the consolidated net sales organic growth decreased by 20 basis points in the first nine months 2018 (from 6.8% to 6.6%), corresponding to a decrease of 60 basis points in the third quarter 2018 (from 9.5% to 8.9%). It should be noted that Argentine market accounted for 0.9% of the Group's net sales in the first nine months 2018 (2.8% in full year 2017).

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

Disclaimer
This document contains forward-looking statements that relate to future events and future operating, economic and financial results of Campari Group. By their nature, forward-looking statements involve risk and uncertainty because they depend on the occurrence of future events and circumstances. Actual results may differ materially from those reflected in forward-looking statements due to a variety of factors, most of which are outside of the Group's control.

ANALYST CONFERENCE CALL

At **1:00 pm (CET) today, November 6th, 2018**, Campari Group's management will hold a conference call to present the Group's results for the first nine months 2018. To participate, please dial one of the following numbers:

- **from Italy: 02 80 58 811**
- **from abroad: + 44 1212 818003**

The **presentation slides** can be downloaded before the conference call from the main investor relations page on Campari Group's website, at http://www.camparigroup.com/en/investors.
A **recording of the conference call** will be available from today, November 6th, until Tuesday, November 13th, 2018.

To listen to it, please call the following numbers:

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

(Access code: **915#**).

FOR FURTHER INFORMATION

Investor Relations		
Chiara Garavini	Tel. +39 02 6225 330	Email: chiara.garavini@campari.com
Jing He	Tel. +39 02 6225 832	Email: jing.he@campari.com
Thomas Fahey	Tel. +44 (0)20 31009618	Email: thomas.fahey@campari.com
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
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ABOUT CAMPARI GROUP

Campari Group is a major player in the global spirits industry, with a portfolio of over 50 premium and super premium brands, spreading across Global, Regional and Local priorities. Global Priorities, the Group's key focus, include **Aperol, 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. Campari Group's growth strategy aims to combine organic growth through strong brand building and external growth via selective acquisitions of brands and businesses.
Headquartered in Milan, Italy, Campari Group owns 18 plants worldwide and has its own distribution network in 20 countries. Campari Group employs approximately 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 to follow -

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Consolidated net sales breakdown by brand for the first nine months 2018

	% on Group sales	% change, of which:			
		total	organic	exchange rate effect	external growth
Global Priorities	57.8%	4.7%	10.3%	-5.6%	-
Regional Priorities	15.0%	0.5%	5.6%	-6.5%	1.5%
Local Priorities	12.3%	-6.0%	-1.9%	-4.1%	-
Rest of portfolio	15.0%	-22.8%	2.6%	-4.6%	-20.8%
Total	**100.0%**	**-2.5%**	**6.6%**	**-5.4%**	**-3.7%**

Consolidated net sales by geographic area for the first nine months 2018

	1 January-30 September 2018		1 January-30 September 2017[1]		%
	€ million	%	€ million	%	Change
Americas	520.3	43.3%	560.8	45.5%	**-7.2%**
SEMEA (Southern Europe, Middle East and Africa)	345.7	28.8%	356.1	28.9%	**-2.9%**
North, Central & Eastern Europe	247.1	20.6%	232.9	18.9%	**6.1%**
Asia Pacific	87.6	7.3%	81.4	6.6%	**7.6%**
Total	**1,200.6**	**100.0%**	**1,231.2**	**100.0%**	**-2.5%**

Breakdown of % change	**total % change**	**organic growth**	**exchange rate effect**	**external growth**
Americas	**-7.2%**	4.6%	-9.5%	-2.3%
SEMEA (Southern Europe, Middle East and Africa)	**-2.9%**	5.8%	-0.1%	-8.6%
North, Central & Eastern Europe	**6.1%**	9.3%	-2.2%	-1.0%
Asia Pacific	**7.6%**	16.3%	-8.7%	-
Total	**-2.5%**	**6.6%**	**-5.4%**	**-3.7%**

CAMPARI GROUP

CAMPARI GROUP

Consolidated income statement for the first nine months 2018

	1 January-30 September 2018		1 January-30 September 2017[1]		
	€ million	%	€ million	%	change
Net sales	**1,200.6**	**100.0**	**1,231.2**	**100.0**	**-2.5%**
Total cost of goods sold[2]	(468.8)	(39.0)	(506.4)	(41.1)	-7.4%
Gross profit	**731.8**	**61.0**	**724.8**	**58.9**	**1.0%**
Advertising and promotion	(210.8)	(17.6)	(202.5)	(16.4)	4.1%
Contribution after A&P	**521.0**	**43.4**	**522.3**	**42.4**	**-0.3%**
SG&A[3]	(261.8)	(21.8)	(265.0)	(21.5)	-1.2%
EBIT adjusted[4]	**259.2**	**21.6**	**257.3**	**20.9**	**0.7%**
Adjustments	12.3	1.0	38.2	3.1	-
Operating profit=EBIT	**271.5**	**22.6**	**295.5**	**24.0**	**-8.1%**
Financial income (charges)	(22.4)	(1.9)	(29.7)	(2.4)	-24.4%
Adjustments to financial income (charges)	1.6	0.1	(24.6)	(2.0)	-106.4%
Share of profit (loss) of associates and joint ventures	(0.1)	(0.0)	-	-	-
Put options income (charges)	(1.2)	(0.1)	(3.0)	(0.2)	-59.6%
Profit before taxes and non-controlling interests	**249.4**	**20.8**	**238.2**	**19.4**	**4.7%**
Group profit before taxes	**249.4**	**20.8**	**238.2**	**19.4**	**4.7%**
Group profit before taxes adjusted	**235.5**	**19.6**	**224.6**	**18.2**	**4.8%**
Depreciation and amortisation	(40.7)	(3.4)	(42.1)	(3.4)	-3.3%
EBITDA adjusted[4]	**299.8**	**25.0**	**299.3**	**24.3**	**0.2%**
EBITDA	**312.2**	**26.0**	**337.5**	**27.4**	**-7.5%**

(1) 2017 values restated according to IFRS15 application as of January 1st, 2018. Under IFRS15 certain A&P expenses are reclassified in deduction of sales. In first nine months 2017 restated, the reclassification under IFRS 15 implies a reduction of €44.6 million in sales (-3.5%) and, by the same amount, in A&P expenses.
(2) Includes cost of material, production and logistics expenses.
(3) Includes selling, general and administrative costs.
(4) EBITDA and EBIT before positive adjustments of €12.3 million in 9M 2018, mainly attributable to the gain on the Lemonsoda business disposal, net of provisions for restructuring costs. Positive adjustment of €38.2 in 9M 2017.
(5) Group pre-tax profit before overall positive adjustments of €13.9 million in 9M 2018, of which positive operating adjustments of €12.3 million and positive financial adjustments of €1.6 million. In 9M 2017 overall net positive operating and financial adjustments of €13.6 million.

Consolidated income statement for the third quarter 2018

	1 July-30 September 2018		1 July-30 September 2017[1]		
	€ million	%	€ million	%	change
Net sales	422.4	100.0	414.9	100.0	1.8%
Gross profit	259.9	61.5	247.7	59.7	4.9%
Contribution after A&P	184.0	43.6	179.5	43.3	2.5%
EBIT adjusted	**98.7**	**23.4**	**93.9**	**22.6**	**5.1%**
Operating profit=EBIT	91.4	21.6	137.1	33.0	-33.3%
Group profit before taxes adjusted	**90.7**	**21.5**	**86.8**	**20.9**	**4.5%**
EBITDA adjusted	**111.9**	**26.5**	**107.6**	**25.9**	**4.0%**
EBITDA	104.6	24.8	150.8	36.3	-30.6%