Treviso, March 3, 2016

PRESS RELEASE

De'Longhi SpA:

On today's date, the Boad of Directors has approved the consolidated results as at December 31, 2015. Revenues were growing by +9.5% to € 1,891.1 million (+6.6% at constant exchange rates); Ebitda (before non recurring items) amounted to € 287.8 million (or to € 324.7 million at constant exchange rates); net profit was growing by 18.2% to € 149.5 million. Net financial position was positive, reaching € 188.9 million and improving by € 99.9 million. The Board proposes a dividend of € 0.44 per share (increasing from € 0.41 in the previous year).

Summary

the fourth quarter
October 1st – December 31st 2015

- The quarter's revenues were € 676.3 million (growing by +5.7% or +3.9% at constant exchange rates);
- the net industrial margin stood at € 332.4 million, growing from 47.7% to 49.2% of revenues;
- Ebitda before non recurring items reached € 137.9 million (20.4% of revenues vs. 19.3% of the previous year);
- Ebit amounted to € 120.9 million, increasing from 17.1% to 17.9% of revenues.

the twelve months
January 1st – December 31st 2015

- In the twelve months, revenues totalled € 1,891.1 million, increasing by +9.5% (or +6.6% at constant exchange rates);
- net industrial margin amounted to € 904.6 million, improving from 47.2% to 47.8% of revenues;
- Ebitda (before non recurring items) reached € 287.8 million, or 15.2% of revenues;
- Ebita grew by +9.4% to € 232.7 million;
- net profit pertaining to the Group amounted to € 149.5 million, up by +18.2%;
- net financial position improved by € 99.9 million up to € 188.9 million.

The Group's 2015 results

Year 2015 has been marked by a highly critical context, under a geo-political perspective (the tensions in Middle-East and the deterioration of the relationship with Russia), a currency market perspective (the intensification of an undeclared currency war, bringing competitive devaluations which affected even the Chinese

Renminbi) and a commodities' perspective (an unprecedented decline in prices of oil and other commodities, originating from the slowing pace of the Chinese growth).

In said scenario, not favourable to consumption, the De' Longhi Group has been once more witnessing its ability to successfully pursue growth and profitability, thus delivering one of the best performances of the recent years.

Revenues

Group's revenues reached € 1,891.1 million, growing by 9.5% (or 6.6% at constant exchange rates).

Growth was solid across all markets, including also the North-East Europe region, negatively affected by Russia and Ukraine (both severely declining, uniquely as a result of exchange rates).

In more detail, **South-West Europe (+9.8%)** benefited from the positive contribute of all the main markets, some of which growing double digit (e.g. Italy). As already said, **North-East Europe** recorded a growth trend **(+2.9%)**, driven by eastern markets and, to a lesser extent, by Scandinavian countries; it's also worth mentioning that growth in this area was dampened by the negative perfomance of Russia and Ukraine to the extent that, when excluding these two countries, growth of the region would have been at +10.9%.
MEIA region reported a growth of +10.1%, thanks to the positive trend of Saudia Arabia, supported by the appreciation of the US Dollar. In the **APA region (+17.1%),** the most relevant contribution came from the Americas, Australia, China, Japan and South Korea.

(Euro million)	**FY 2015**	*var. %*	**Q4- 2015**	*var. %*
North East Europe	479.6	*2.9%*	193.0	*1.6%*
South West Europe	802.9	*9.8%*	295.1	*5.4%*
EUROPE	1.282.5	*7.1%*	488.1	*3.8%*
MEIA (MiddleEast/India/Africa)	179.9	*10.1%*	54.4	*19.0%*
APA (Asia/Pacific/Americas)	428.7	*17.1%*	133.8	*7.8%*
Total Revenues	1.891.1	*9.5%*	676.3	*5.7%*

Looking at product families, we highlight the solid growth of **coffee makers**, particularly all models manufactured internally, like the espresso full-automatic machines, the manual models and the capsule machines of the Nespresso and Dolce Gusto ranges.
Also **garment care** products recorded a very satisfactory double digit growth, particularly driven by the **steam generators** which

benefited from the strength of the Braun brand.

On the contrary, **cooking and food preparation** segment showed a more volatile trend, with very dynamic product families (fryers, the new multicookers and breakfast range) and, at the same time, others (like the kitchen machines) suffering from the tough comparison with a strong 2014, whose performance was rather exceptional, particularly in the fourth quarter.
Comfort products too reported a bidirectional pace, as a very favourable summer season, supporting the sales of **portable air-conditioners**, was followed by a too mild winter, driving down the sales of **electric heaters**, whose negative performance was almost entirely concentrated in the fourth quarter.

Net industrial margin

The net industrial margin amounted to € 904.6 million (47.8% of revenues) slightly improving vs. 2014 (when it was 47.2% of revenues). The margin benefited not only from the increased volumes, but also from the positive effects of the product mix, the price increases and cost efficiencies which, all together, have fully compensated the negative impact of exchange rates.

Ebitda

Ebitda before non recurring items reached € 287.8 million (15.2% of revenues), up by 10.6% vs. 2014 (€ 260.1 million or 15.1% of revenues)

At constant exchange rates and excluding hedging, Ebitda before non recurring items would have amounted to € 324.7 million, or 17.6% of revenues. Therefore, the exchange rates effect was negative by € -36.9 million.

After € -2.6 million of non recurring charges (relating to the restructuring of a foreign commercial structure), Ebitda stood at € 285.2 million (15.1% of revenues), improving vs. the previous year (in 2014 it amounted to € 259.6 million or 15% of revenues).

Ebit

Ebit reached € 232.7 million (12.3% of revenues, flat vs. 2014), after € 52.5 million of D&A, increasing by € 5.7 million vs. the previous year.

	2015		2014	
12 month	M €	*% of revenues*	M €	*% of revenues*
Net industrial margin	904.6	*47.8 %*	815.7	*47.2 %*
EBITDA before non recurring items	287.8	*15.2 %*	260.1	*15.1 %*
EBITDA	285.2	*15.1 %*	259.6	*15.0 %*
EBIT	232.7	*12.3 %*	212.7	*12.3 %*
Net profit pertaining to the Group	149.5	*7.9 %*	126.5	*7.3 %*

Net profit

After net financial charges worth € 33.6 million (down from € 41.7 million in 2014, thanks to lower bank and securitization charges and lower charges for exchange rates and hedging activities), net profit pertaining to the Group recorded an increase of 18.2%, climbing from € 126.5 million to € 149.5 million (or 7.9% of revenues).

The fourth quarter

As regards the fourth quarter, the slowing trend in revenues (amounting to € 676.3 million, growing by +5.7%, or +3.9% at constant exchange rates) did not prevent Ebitda before non recurring items from improving from € 123.5 to € 137.9 million (from 19.3% to a record 20.4% of revenues).
Ebit stood at € 120.9 million (17.9% of revenus), up from € 109.5 million in 2014 (17.1% of revenues).

	2015		2014	
Fourth quarter	M €	*% of revenues*	M €	*% of revenues*
Net industrial margin	332.4	*49.2 %*	305.3	*47.7 %*
EBITDA before non recurring items	137.9	*20.4 %*	123.5	*19.3 %*
EBITDA	135.3	*20.0 %*	123.0	*19.2 %*
EBIT	120.9	*17.9 %*	109.5	*17.1 %*
Net profit pertaining to the Group	87.1	*12.9 %*	72.3	*11.3 %*

Net financial position

The net financial position as at December 31, 2015 was positive by € 188.9 million, growing by € 99.9 million vs. the same date of the previous year. The free cash flow (before capex and dividends) amounted to € 214.4 million, pretty much in line with 2014 (€ 218.6 million).

Net financial position vs. banks and other third-party lenders (so escluding all items related to the derivatives’ fair value, the Braun earn-out and other minor items) amounted to € 210.1 million, improving by € 96.9 million vs. 2014.

The working capital

The above mentioned good cash generation was made possible by the efficient management of the working capital, whose net balance declined from 13.7% to 13.2% of revenues.

Dividend

The Board of Directors will propose to the Shareholders’ Annual General Meeting (to be held on April 14, 2016) a dividend per share of **€ 0.44**, which will be payable from April 20, 2016, with ex-dividend date on April 18, 2016 and record date as per art. 83-terdecies of D. Lgs. n. 58/98 on April 19, 2016. The pay out is ca. 44%.

Events occured after the end of the year

On February 19th, 2016, the Board of Directors of De' Longhi S.p.A. has approved the proposal of adoption of a stock option plan, with a 7 year final maturity and encompassing a maximum amount of 2,000,000 options, and the related regulation, to be submitted to the approval of the General Shareholders' Meeting to be called for April 14, 2016, also in extraordinary session to make a resolution about the Plan and the related increase of the share capital. Further details can be found in the press release issued on February 19th and available on the Company's website.

Foreseeable business development

The macro-economic scenario and the dynamics of the international growth are still difficult to read, such that the current year will hardly mark a positive turning point in the markets.

Within such context, the Group is willing to tackle the possible adverse dynamics of the markets – such as the unfavourable development of some of the main currencies - by putting in place initiatives related to product innovation, organization and commercial expansion, with the aim at preserving organic growth and improving margins, thanks to the operating leverage, which in 2015 too allowed the Group to achieve more than satisfactory results.

Other resolutions of the Board of Directors

ANNUAL GENERAL MEETING OF SHAREHOLDERS.
In today's meeting, the Board of Directors have adopted a resolution to call a General Meeting of Shareholders – in ordinary and extraordinary session – at the registered office of the Company, for April 14th, 2016, in single call, in order to discuss and rule on:
(i) the proposal of approval of the annual report as at December 31st, 2015,
(ii) the renewal of the authorization to purchase and to dispose of the Company's own shares,
(iii) the appointment of the Board of Directors, subject to the definition of the number of directors, the term of office and the remuneration,
(iv) the appointment of the Board of Statutory Auditors, subject to the definition of the number of the auditors, the term of office and the remuneration,
(v) the proposal of implementation of an incentive plan called "*Stock Option Plan 2016-2022*" reserved to the Chief Executive Officer and the top management of the De' Longhi Group, and
(vi) under the extraordinary session – the share capital increase serving said plan.
All details concerning the plan and the related capital increase are

available in the Company's press release issued on February 19th, 2016, following the end of the Board meeting adopting the resolution.
The General Shareholders' Meeting shall also be asked to adopt a non-binding resolution on the first section of the "Relazione Annuale sulla Remunerazione" prepared by the Board of Directors according to art. 123-*ter* of D. Lgs. n. 58/98 ("TUF"), with specific reference to the remuneration policy of De' Longhi S.p.A. for the year 2016.
We make clear that the notice of call of the General Shareholders' Meeting and the report on the subjects on the agenda, prepared according to art. 125-*ter* of the "TUF", as well as the report on the proposal to adopt the *Stock Option Plan 2016-2022*, including the information memorandum prepared according to art. 84-bis of the "Regolamento Consob" n. 11971/99 ("Regolamento Emittenti"), and the regulations of the Plan, are all available to the public, from today's date, at the registered office of the Company, on the Company's website (www.delonghigroup.com, section "*Investor Relations" – "Governance" – "Annual Shareholders' Meeting" – "2016")* and on the authorized storage mechanism "1INFO" (www.1info.it). Any additional documentation will be made available to the public according to the terms established by the law.

PROPOSAL TO AUTHORIZE THE PURCHASE AND DISPOSAL OF THE COMPANY'S OWN SHARES.
In relation to the proposal of renewal of the Shareholders' authorization to purchase and dispose of the Company's own shares – after revocation of the resolution adopted by the Shareholders' Meeting on April 14th, 2015 – we clarify that le reasons for such authorization are described in full details in the Report of the Board of Directors prepared according to art. 125-*ter* of "TUF", which is available to the public from today's date according to the above mentioned terms.
The proposal provides for the following:

- the maximum number of shares that can be purchased is set at 14,500,000 (fourteen million five hundred thousand) ordinary shares with nominal value of 1.50 (one point fifity) Euro each, equivalent to a total amount not exceeding one fifth of the share capital;
- the authorization is valid for a maximum period of 18 (eighteen) months;
- the purchase price of the Company's own shares, inclusive of all ancillary purchasing costs, shall not fall below 20% (twenty per cent) and shall not exceed 10% (ten per cent) of the official price of transactions recorded on the "Mercato Telematico Azionario" on the day preceding the purchase;
- all purchases shall be made according to art. 132 of "TUF" and art. 144-*bis* of the "Regolamento Emittenti" and its provisions, so as to ensure the equal treatment of all Shareholders and the fulfillment of all applicable laws and regulations, including as well those of the European Community (it being understood that the purchase of Company's own shares will be permitted under

different terms if so provided for by existing principles).

Declaration of the manager responsible for the company's accounts

The manager responsible for the preparation of the company's accounts, Stefano Biella, hereby declares, as per article 154 bis, paragraph 2, of the "Testo Unico della Finanza", that all information related to the company's accounts contained in this press release are fairly representing the accounts and the books of the company.

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A N N E X E S

Consolidated results of De' Longhi SpA

as of December 31, 2015

1. Consolidated income statement

€ million	2015	% of revenues	2014	% of revenues
Net revenues	**1,891.1**	**100.0%**	**1,726.7**	**100.0%**
Changes 2015/2014	*164.4*	*9.5%*		
Materials consumed and other production costs (services and production payroll costs)	(986.5)	(52.2%)	(911.0)	(52.8%)
Net Industrial margin	**904.6**	**47.8%**	**815.7**	**47.2%**
Cost for services and other operating costs	(454.1)	(24.0%)	(406.5)	(23.5%)
Labour cost (non industrial)	(162.7)	(8.6%)	(149.1)	(8.6%)
EBITDA before non-recurring items	**287.8**	**15.2%**	**260.1**	**15.1%**
Changes 2015/2014	*27.7*	*10.6%*		
Non-recurring items	(2.6)	(0.1%)	(0.6)	(0.0%)
EBITDA	**285.2**	**15.1%**	**259.6**	**15.0%**
Amortization	(52.5)	(2.8%)	(46.8)	(2.7%)
EBIT	**232.7**	**12.3%**	**212.7**	**12.3%**
Changes 2015/2014	*19.9*	*9.4%*		
Net financial charges	(33.6)	(1.8%)	(41.7)	(2.4%)
Profit before taxes	**199.1**	**10.5%**	**171.0**	**9.9%**
Taxes	(49.3)	(2.6%)	(43.8)	(2.5%)
Profit / (Loss) of the period	**149.8**	**7.9%**	**127.2**	**7.4%**
Profit (loss) pertaining to minority interests	0.3	0.0%	0.7	0.0%
Profit (loss) pertaining to the Group	**149.5**	**7.9%**	**126.5**	**7.3%**

2. Revenues breakdown by geography

€ million	2015	% of revenues	2014	% of revenues	Change	Change %
North East Europe	479.6	25.4%	466.1	27.0%	13.5	2.9%
South West Europe	802.9	42.5%	731.1	42.3%	71.8	9.8%
EUROPE	**1,282.5**	**67.8%**	**1,197.2**	**69.3%**	**85.3**	**7.1%**
MEIA (Middle East/India/Africa)	**179.9**	**9.5%**	**163.4**	**9.5%**	**16.5**	**10.1%**
US and Canada	123.5	6.5%	97.6	5.7%	25.8	26.4%
Australia & New Zealand	105.1	5.6%	100.9	5.8%	4.2	4.2%
Japan	59.9	3.2%	58.0	3.4%	1.9	3.3%
Other countries APA area	140.2	7.4%	109.5	6.3%	30.7	28.1%
APA (Asia/Pacific/Americas)	**428.7**	**22.7%**	**366.1**	**21.2%**	**62.7**	**17.1%**
Total revenues	**1,891.1**	**100.0%**	**1,726.7**	**100.0%**	**164.4**	**9.5%**

3. Consolidated balance sheet

€ million	31.12.2015	31.12.2014	Change
- Intangible assets	322.5	325.1	(2.6)
- Tangible assets	199.1	191.1	8.0
- Financial assets	8.4	7.7	0.6
- Deferred tax assets	39.8	42.5	(2.7)
Fixed assets	**569.7**	**566.5**	**3.2**
- Inventories	323.4	317.8	5.7
- Trade receivables	372.1	366.2	5.9
- Trade payables	(383.3)	(382.5)	(0.8)
- Other net current assets / (liabilities)	(61.7)	(65.2)	3.5
Net working capital	**250.4**	**236.2**	**14.2**
Non-current liabilities	**(103.2)**	**(105.5)**	**2.3**
Net invested capital	**717.0**	**697.2**	**19.8**
Net debt / (net cash)	**(188.9)**	**(89.0)**	**(99.9)**
Total shareholders’ equity	**905.9**	**786.1**	**119.7**
Total net financial position and shareholders’ equity	**717.0**	**697.2**	**19.8**

4. Detailed net financial position

€ million	31.12.2015	31.12.2014	Change
Cash and cash equivalents	357.9	388.5	(30.6)
Other financial receivables	15.9	55.2	(39.3)
Current financial debt	(71.5)	(232.0)	160.5
Net current financial assets	**302.3**	**211.8**	**90.5**
Non-current financial debt	**(113.5)**	**(122.8)**	**9.3**
Total net financial position	**188.9**	**89.0**	**99.9**
of which:			
- positions with banks and other financial payables	*210.1*	*113.2*	*96.9*
- financial assets/(liabilities) other than bank debt (residual payable to P&G related to the Braun acquisition, fair value of derivatives and options, financial payable connected to the pension fund transaction)	*(21.2)*	*(24.2)*	*2.9*

5. Consolidated cash flow statement

€ million	2015	2014
Cash flow from operations	243.3	215.3
Cash flow from changes in working capital	(51.5)	(46.7)
Cash flow from investments	(53.3)	(60.8)
Operating cash flow	**138.6**	**107.8**
Dividends	(61.3)	(59.8)
Change in Fair value and Cash flow hedge reserves	(7.7)	19.4
Cash flow from actuarial losses related to the pension plan transaction	-	0.1
Cash flow from other changes in the the net equity	30.3	30.5
Cash flow from changes in the net equity	**(38.7)**	**(9.8)**
Net cash flow	**99.9**	**98.0**
Opening net financial position	89.0	(9.0)
Closing net financial position	**188.9**	**89.0**