

**Azimut Holding: 1Q 2020 results, Normalized Net Profit<sup>(1)</sup>: € 59 million**  
**AGM approved the payment of a € 1 dividend per share**

- **Recurring fees: € 193 million (+14% vs. 1Q19)**
- **Net Inflows at April 2020: € 1.2 billion (€ 1 billion in the 1Q)**
- **Total Assets at the end of April: € 53.6 billion (€ 51.4 billion at the end of the 1Q)**

*Milan, 7 May 2020*

Azimut Holding's (AZM.IM) Board of Directors approved today the 1Q 2020 results, highlighting the following:

- **Consolidated Total Revenues** in 1Q20 equal to € 228.0 million (vs. € 247.5 million in 1Q19)
- **Consolidated Operating Profit** in 1Q20 equal to € 75.9 million (vs. € 101.2 million in 1Q19)
- **Consolidated Net Profit** in 1Q20 equal to € 48.5 million (vs. € 90.9 million in 1Q19)
- **Consolidated Recurring Net Profit** in 1Q20 equal to € 59.2 million (vs. € 90.9 million in 1Q19)

**Total Assets** at the end of March 2020 reached € 51.4 billion (**€ 53.6 billion at the end of April 2020**), including assets under custody and third parties' funds.

**Net Financial Position<sup>(2)</sup>** as of March 31, 2020 was positive for **€ 108.2 million**, improving compared to the € 72.7 million at the end of December 2019.

As a reminder, the AGM approved the distribution of an ordinary dividend per share of €1.00 gross of tax (equivalent to a **yield** of ca. **6.5%** at current prices) to be paid entirely in cash. The payment date is May 20, 2020, with ex-dividend date on May 18, 2020 and record date May 19, 2020.

**Recruitment of financial advisors and private bankers** in Italy **remained positive**: during the **first quarter** of 2020 Azimut and its networks recorded **31 new hires**, bringing the total number of FAs to **1804**.

Lastly, based on the declarations provided by the Independent Directors and the information available to the Company, the Board evaluated the independence criteria envisaged by art. 147-ter, paragraph 4 and 148, paragraph 3 of the TUIF and art. 3 of the Voluntary Code of Conduct.

Pietro Giuliani, Chairman of the Group, commented: *"In these unprecedented times, our **Group** has **reacted with solidarity, compactness and solidity**, trying to **mitigate the effects of this tragic health emergency** that soon turned out to be a global financial and economic crisis. We've acted promptly, especially **at the beginning of the emergency, donating several medical equipment to hospitals** located in the most affected areas. At the same time, we have **supported enterprises** by launching new initiatives aimed at **channeling private wealth into the real economy**. We have also **adapted** very quickly and **innovatively**, allowing our financial advisors, and consequently our clients, to operate 100% remotely and **guaranteeing the continuity of services**. The results obtained in this quarter, including **59 million euros of normalized net profit**, are thanks to the resilience of our integrated business model, and the numbers are confirming once again that **our variable commissions are very much aligned with the interests of our clients**. Our efforts are aimed at surpassing this crisis, while at the same time confirming the commitments taken towards our **shareholders**, who will receive a **1 euro dividend entirely in cash** on May 20<sup>th</sup>. This will allow us to emerge even more determined in continuing our growth path."*

Note (1): normalized for certain IFRS accounting standards impacting non-realized mark to market fluctuations and call/put options.

Note (2): not including the impact of IFRS 16 as detailed in the table below.

The Officer in charge of the preparation of Azimut Holding SpA accounting documents, Alessandro Zambotti (CFO), declares according to art.154bis co.2 D.lgs. 58/98, that the financial information herein included, corresponds to the records in the company's books.

**Azimut** is Italy's leading independent asset manager (active since 1989). The parent company Azimut Holding was listed on the Italian stock exchange on 7 July 2004 (AZM.MI) and, among others, is a member of the main Italian index FTSE MIB. The shareholder structure includes over 1,900 managers, employees and financial advisors, bound by a shareholders' agreement that controls c. 21% of the company. The remaining is free float. The Group comprises various companies active in the sale, management and distribution of financial and insurance products, with Registered Offices mainly in Italy, Luxembourg, Ireland, China (Hong Kong and Shanghai), Monaco, Switzerland, Taiwan, Brazil, Egypt, Singapore, Mexico, Australia, Chile, USA, UAE and Turkey. In Italy, Azimut Capital Management SGR sells and manages Italian mutual funds, Italian alternative investment funds, as well as being active in the discretionary management of individual investment portfolios. Furthermore, Azimut Capital Management SGR, following the demerger by incorporation of Azimut Consulenza SIM, distributes Group and third party products in Italy via a network of financial advisors while Azimut Libera Impresa focuses on the Alternatives business. Overseas main operations are AZ Fund Management SA (founded in Luxembourg in 1999), which manages the multi strategy funds AZ Fund 1 and AZ Multi Asset and the Irish AZ Life DAC, which offers life insurance products.

**Contacts - Azimut Holding S.p.A.**

[www.azimut-group.com](http://www.azimut-group.com)

**Investor Relations**

Vittorio Pracca

Tel. +39 02 8898 5853

Email: [vittorio.pracca@azimut.it](mailto:vittorio.pracca@azimut.it)

Galeazzo Cornetto Bourlot

Tel. +39 02 8898 5066

Email: [galeazzo.cornetto@azimut.it](mailto:galeazzo.cornetto@azimut.it)

**Media Relations**

Maria Laura Sisti (Esclapon & Co.)

Tel. +39 347 42 82 170

Email: [marialaura.sisti@esclapon.it](mailto:marialaura.sisti@esclapon.it)

Viviana Merotto

Tel. +39 02 8898 5026

Email: [viviana.merotto@azimut.it](mailto:viviana.merotto@azimut.it)

## CONSOLIDATED RECLASSIFIED INCOME STATEMENT

(Data in €/000)	1Q 2020	1Q 2019	2019
Acquisition fees and commissions	2,438	1,019	6,133
Recurring fees	193,192	170,150	752,741
Variable commissions	9,519	57,042	206,517
Other income	3,634	2,456	13,285
Insurance revenues	19,221	16,796	71,098
<b>Total revenues</b>	<b>228,003</b>	<b>247,464</b>	<b>1,049,774</b>
Commission expense	(92,882)	(93,151)	(379,776)
General overheads/Administrative expenses	(52,691)	(48,257)	(200,201)
Depreciation, amortisation/provisions	(6,548)	(4,840)	(24,387)
<b>Total costs</b>	<b>(152,122)</b>	<b>(146,248)</b>	<b>(604,364)</b>
<b>Operating income</b>	<b>75,882</b>	<b>101,215</b>	<b>445,410</b>
Profits from financial operations	(14,340)	7,014	16,936
Net Non operating costs	(481)	(448)	678
Interest expense	(4,320)	(2,358)	(11,871)
<b>Profit Before Taxation</b>	<b>56,741</b>	<b>105,424</b>	<b>451,153</b>
Income taxation	(7,304)	(8,970)	(58,413)
Deferred taxation	2,547	(1,828)	(6,491)
<b>Net Profit</b>	<b>51,983</b>	<b>94,626</b>	<b>386,250</b>
Minorities	3,470	3,707	16,239
<b>Consolidated Net Profit</b>	<b>48,513</b>	<b>90,918</b>	<b>370,011</b>

## CONSOLIDATED NET FINANCIAL POSITION

(Data in €/000)	3/31/2020	12/31/2019	3/31/2019
Due to banks	(59,491)	(59,491)	(198,734)
Securities issued	(849,417)	(852,475)	(348,960)
<b>Total debt</b>	<b>(908,908)</b>	<b>(911,966)</b>	<b>(547,694)</b>
Cash and cash equivalents	1,017,078	984,685	615,976
<b>Net Financial Position</b>	<b>108,170</b>	<b>72,719</b>	<b>68,282</b>
Lease Liabilities IFRS16 adoption	(42,631)	(43,463)	(54,248)
<b>Net Financial Position including impact of IFRS 16</b>	<b>65,539</b>	<b>29,256</b>	<b>14,034</b>

## CONSOLIDATED INCOME STATEMENT

Data in €/000	31/03/2020	31/03/2019	31/12/2019
Fee and commission income	200,470	220,432	941,057
Fee and commission expense	(80,243)	(84,915)	(324,449)
<b>Net fee and commission income</b>	<b>120,228</b>	<b>135,517</b>	<b>616,608</b>
Dividends and similar income	0	0	24
Interest income and similar income	352	543	994
Interest expense and similar charges	(4,863)	(3,455)	(14,570)
Net trading income (expense)			
Profits (losses) on disposal or repurchase of:	35	30	58
<i>b) financial assets at fair value through other comprehensive income</i>	35	30	58
<i>c) financial liabilities</i>	0		0
Net gains (losses) on financial assets and financial liabilities at FVTPL	(13,900)	7,757	19,402
<i>a) assets and liabilities designated at fair value</i>	(1,455)	1,005	8,286
<i>b) other financial assets compulsorily measured at fair value</i>	(12,445)	6,752	11,116
Net premiums	1,240	663	7,465
Net profits (losses) on financial instruments at fair value through profit or loss	46,022	84,065	276,296
Net profits (losses) on financial instruments at fair value through profit or loss	12,763	(9,926)	769
Redemptions and claims	(30,590)	(44,647)	(160,449)
<b>Net Margin</b>	<b>131,287</b>	<b>170,547</b>	<b>746,597</b>
Administrative expenses	(64,803)	(57,749)	(251,522)
<i>a) personnel expenses</i>	(26,541)	(25,301)	(108,375)
<i>b) other expenses</i>	(38,262)	(32,448)	(143,147)
Net accruals to the provisions for risks and charges	(2,236)	(1,880)	(10,159)
Net impairment losses/reversal of impairment losses on property and equipment	(2,644)	(2,579)	(10,758)
Net impairment losses/reversal of impairment losses on intangible assets	(3,932)	(2,746)	(13,248)
Other administrative income and expenses	(933)	(170)	8,496
<b>Operating Costs</b>	<b>(74,547)</b>	<b>(65,124)</b>	<b>(277,191)</b>
Profit (loss) on equity investments			(17)
Impairment loss of goodwill			(16,544)
<b>Pre-tax profit (loss) from continuing operations</b>	<b>56,741</b>	<b>105,423</b>	<b>452,845</b>
Income tax	(4,758)	(10,798)	(64,903)
<b>Net profit (loss) from continuing operations</b>	<b>51,983</b>	<b>94,625</b>	<b>387,942</b>
Profit (loss) for the period/year attributable to ended activities net of tax			(1,692)
Profit (loss) for the period/year attributable to minority interest	3,470	3,707	16,239
<b>Net profit (loss) for the period/year</b>	<b>48,513</b>	<b>90,918</b>	<b>370,011</b>

## CONSOLIDATED BALANCE SHEET

ASSETS (Data in €/000)	31/03/2020	31/12/2019	31/03/2019
Cash and cash equivalents	16	19	20
Financial assets at fair value through profit or loss	5,980,664	6,691,955	6,071,279
a) assets held for trading			
b) financial assets at fair value			
c) other financial assets at fair value	5,980,664	6,691,955	6,071,279
Financial assets at fair value through other comprehensive income	17,399	17,378	4,886
Financial assets at amortised cost	504,533	449,720	495,374
Equity investments	1,804	1,804	2,822
Tangible Assets	47,663	48,757	63,390
Intangible Assets	632,815	634,342	610,938
of which:	-	-	-
-Goodwill	532,709	535,223	530,686
Tax assets	36,865	36,078	71,480
a) current	9,026	11,711	20,980
b) prepaid	27,840	24,367	50,500
Not current assets and available for sale	-	-	300
Other assets	355,957	373,607	315,056
<b>Total Assets</b>	<b>7,577,717</b>	<b>8,253,660</b>	<b>7,635,545</b>

LIABILITIES (Data in €/000)	31/03/2020	31/12/2019	31/03/2019
Financial Liabilities at amortised cost	953,199	960,000	606,599
a) Payables	103,782	107,525	257,640
b) Outstanding securities	849,417	852,475	348,959
Technical reserves where the investment risk is borne by policyholders	163,536	176,630	186,994
Financial liabilities designated at fair value	5,327,270	5,976,059	5,785,404
Tax liabilities	75,697	78,514	76,630
a) current	10,629	14,532	6,834
b) deferred	65,068	63,982	69,796
Other Liabilities	241,400	242,212	230,234
Employees' severance	2,774	3,011	2,843
Provisions for risks and charges	45,851	45,703	39,139
b) other	45,851	45,703	39,139
Capital	32,324	32,324	32,324
Treasury shares (-)	(68,290)	(23,713)	(46,337)
Capital instruments	36,000	36,000	36,000
Share premium reserve	173,987	173,987	173,987
Reserves	546,439	161,711	410,050
Valuation provisions	(11,294)	(2,631)	(3,807)
Profit (Loss) for the period	48,513	370,011	90,918
Equity attributable to minority interests	10,311	23,842	14,567
<b>Total liabilities and shareholders equity</b>	<b>7,577,717</b>	<b>8,253,660</b>	<b>7,635,545</b>