



PRESS RELEASE

NOTORIOUS PICTURES APPROVES THE CONSOLIDATED FINANCIAL STATEMENTS AS AT 31/12/2019

**REVENUE OF EUR 44.1 MILLION (+40% vs 2018), EBITDA OF
EUR 15.4 MILLION (+39% vs 2018) AND NET PROFIT OF EUR
5.2 MILLION (+26% vs 2018)**

- **Consolidated Revenues of EUR 44.1 million, +40% vs 2018 (Revenue for statutory financial statements of EUR 31.5 million as at 31/12/2018)**
- **EBITDA of 15.4 million, +39% vs 2018 (EBITDA for statutory financial statements of EUR 11.1 million as at 31/12/2018) with EBITDA Margin at 35% (EBITDA Margin for statutory financial statements at 35% as at 31/12/2018)**
- **EBIT of EUR 6.6 million, +60% vs 2018 (EBIT for statutory financial statements of EUR 4.1 million as at 31/12/2018)**
- **Net Profit of EUR 5.2 million, +26% vs 2018 (Net Profit for statutory financial statements of EUR 4.2 million as at 31/12/2018)**
- **Net Financial Debt of EUR 14.3 million - of which 11.7 million due to the effect of the first application of the IFRS 16 accounting standard - (of EUR 5.1 million as at 30/06/2019)**
- **Proposal for carrying forward the entire profit for the year.**

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The economic, financial and equity figures as at 31 December 2019, which are still undergoing audit activity, include the effects deriving from the first application of IFRS 16 and are consolidated figures following the constitution of Notorious Cinemas in January 2019. The main economic and financial items within the same consolidation scope are reported in the section “Main statutory economic and financial results as at 31 December 2019”.

Milan, March 26 2020

The Board of Directors of **Notorious Pictures**, a company listed on the AIM Italia market, organised and managed by Borsa Italiana, operating in the entertainment sector for the production, acquisition and distribution of Film Rights (full rights) via all the distribution channels (cinema, home video, pay tv and free tv, new media), and in the management of cinemas through its subsidiary Notorious Cinemas, which met today, has approved the draft financial statements and the consolidated financial statements for the Group as at 31 December 2019, which will be submitted to the Ordinary Shareholders' Meeting at the first call on 29 April 2020, and at the second call on 29 May 2020.

Guglielmo Marchetti, Chairman and Chief Executive Officer of the Company, stated:

“The company has demonstrated an extraordinary ability to pursue its strategic objective which are reflected in a steady and systematic growth of all business areas. The significant economic and financial results for 2019, together with all those pursued by the company since its constitution, put us in a position to face this particularly difficult time due to the health emergency with very solid base lines. We are aware of the repercussions which will affect the global economy generally and in particular also on the business model of the entire audio-visual sector due to the current crisis. The company has immediately put in place all the actions aimed not only at safeguarding the health and work of its employees but also of its company assets. With the support of national and European institutions, which we hope will do their part in supporting the entire culture industry, in the awareness of the acceleration of changes already afoot with the advent of digital media, we will be ready to start again to seize the opportunities that the new business models in the audio-visual industry will make available to the entire sector.”



It is specified that, following the constitution of Notorious Cinemas in January 2019, the Company **presents its annual results on a consolidated basis for the first time** and affected by the **application of the IFRS 16 accounting standard**, which have had an impact both in terms of operations and net assets.

Main consolidated economic and financial results as at 31 December 2019

Consolidated **revenues** for 2019 amounted to EUR 44.1 million (EUR 31.5 million in 2018, referred only to the Parent Company Notorious Pictures S.p.A.) and mark an increase of around 40%. With respect to the year 2018, the best performances were recorded by theatrical revenues, which rose from EUR 5.9 million in 2018 to EUR 7.2 million in 2019, and Pay TV revenues, which rose from EUR 7.6 million in 2018 to EUR 9.7 million in 2019. It must also be noted that the 2019 financial year benefited from revenues from international sales of EUR 10.7 million and revenues from third party library distribution of EUR 5.5 million. Revenues from Home Video, Free TV, New Media and miscellaneous services amounted to EUR 4.7 million overall.

Revenues from cinema management, an activity carried out exclusively by Notorious Cinemas S.r.l., amounted to EUR 2.3 million.

Miscellaneous revenues, including tax credit contributions, amounted to EUR 4.0 million compared to EUR 3.5 million in 2018.

During 2019, Notorious Pictures distributed 17 films in cinemas, generating box office revenues of EUR 17 million (EUR 14.1 million as at 31 December 2018), with total attendance of 2.8 million people (Source: corporate calculations on Cinetel data), which resulted in its ranking as 3rd largest Italian independent distributor. Among the most successful films we note "Five Feet Apart" and "The Professor" in particular.

Operating costs rose from EUR 18.5 million to EUR 23.7 million, an overall increase of 28%. Personnel costs rose from EUR 1.9 million to EUR 5 million, in particular due to the effect of the "Love Wedding Repeat" film production.

EBITDA, of EUR 15.4 million recorded a growth of 38.6% compared to EUR 11.1 million as at 31 December 2018. EBIT Margin, was 34.9%, in line with that of 2018 (35.3%).

EBIT totalled EUR 6.6 million, a significant increase (+59.7%) compared to EUR 4.1 million as at 31 December 2018, after amortisation/depreciation and provisions of EUR 8.8 million (EUR 7.0 million as at 31 December 2018).

Net profit was EUR 5.2 million (EUR 4.2 million as at 31 December 2018), after net financial charges of EUR 278 thousand (EUR 29 thousand as at 31 December 2018), due mainly to currency exchange differences, interest expenses on loans calculated on debts recognised in the financial statements with respect to the rights of use for Notorious Cinema's multiplexes.

The Group recognised a **net consolidated financial debt** of EUR 14.3 million (compared to a net consolidated financial debt of EUR 5.2 million as at 30 June 2019), influenced by the following elements, among other things:

- the adoption, from 1 January 2019, of the IFRS 16 international accounting standard of little less than EUR 12 million;
- financing of the films "Love Wedding Repeat" and "The Shift", and sustaining the initial phase of the cinema management business activities;
- payment in May 2019 of dividends for a total of EUR 1.8 million deriving from the 2018 financial year;
- investments for the acquisition of films for EUR 9.6 million.

Net shareholders' equity is equal to EUR 26.8 million (EUR 23.6 million as at 31 December 2018), up by EUR 3.25 million, a confirmation of the Company's financial solidity.

Main statutory economic and financial results as at 31 December 2019

Revenues for 2019 for the Parent Company amounted to EUR 41.6 million (EUR 31.6 million in 2018), marking an increase of around 32% year-over-year.



EBITDA amounted to EUR 15.1 million, up by 36% compared to EUR 11.1 million in 2018; the EBITDA margin stood at 36.2% (35.3% as at 31 December 2018).

Net operating profit (EBIT) was EUR 6.8 million, up by 64% compared with the EUR 4.1 million at year-end 2018; the margin on revenues came to 16.4%.

Net profit was EUR 5.4 million, up by 30% from EUR 4.2 million in the year 2018, with an incidence on revenue steady at 13%.

The Parent Company recognised a **net financial debt** of EUR 4.5 million (cash assets of EUR 3.4 million as at 31 December 2018).

INVESTMENTS

Investments were mainly related to the acquisition of films for around EUR 9.6 million, of which approximately EUR 3 million as advances on films that will be released in the next few years.

TREASURY SHARES

As on 28 February 2020, as by the communication relative to the buyback distributed on 9 March, in the context of the Buy-Back programme approved by the Shareholders' Meeting of 27 April 2019, Notorious Pictures held 593,600 treasury shares in portfolio, equal to 2.639% of the current share capital, constituted by 22,491,480 shares.

DIVIDEND PROPOSAL

The Board of Directors, while confirming the willingness to pursue in the middle term the policy of dividend distribution adopted in previous financial years, in consideration of the situation arising from the emergence of Covid-19 (see below), had deliberated to propose to the Shareholders' Meeting to postpone the distribution of dividends for the 2019 financial year and to carry forward the profit for the year of EUR 5,405,333 of the Parent Company.

MAIN EVENTS OCCURRING DURING THE 2019 FINANCIAL YEAR

Cinemas

By launching Notorious Cinemas, the Group entered the business of cinema management, an area of business contingent to the Parent Company's core business, with the objective of offering the Italian market a new experiential entertainment (cinema) model by offering an innovative cinema format which follows the guidelines of the new "Notorious Cinemas - The Experience" concept, which transforms the "classic" cinema concept into a last generation "Reclining cinema". The project was developed with the guidance of Andrea Stratta, Top Manager with proven experience in the sector of cinema circuits both nationally and internationally.

On 27 February 2019 the subsidiary Notorious Cinemas signed a contract with IGD MANAGEMENT srl, a company entirely controlled by IGD – Immobiliare Grande Distribuzione SIIQ S.p.A., for the rental of the company branch belonging to IGD, of a Multiplex (10 screens) located at the Sarca Shopping Centre in Sesto San Giovanni (MI), the first Notorious Cinema brand Multiplex.

The Multiplex, which benefits from a strategic location, was entirely restructured during the summer, and was inaugurated on 19 September 2019.

On 7 October 2019 the subsidiary Notorious Cinemas signed a contract with the company Sagittario S.r.l. for the rental of a business unit relative to a multiplex in the La Fattoria shopping centre in Rovigo.

The Multiplex in Rovigo was also restructured and the inauguration of the "Notorious Cinemas - The Experience" format multiplex took place on 14 December 2019.

All Notorious branded cinemas, from their launch and up to 23 February 2020, the date they were closed following to the Coronavirus health emergency as specified below, outperformed the market and exceeded the results obtained by the previous managers in the previous financial year.

Since 23 February 2020 all cinemas have been closed in accordance with the legislative provisions linked to the various containment actions for the Coronavirus health emergency, to which reference is made in the information provided further below in this communication.



Film acquisitions and distribution

The Parent Company Notorious Pictures S.p.A. has actively participated in the leading global markets and festivals for the industry and, based on the excellent relationships established with primary operators, has managed to acquire new films for theatrical distribution. The trading of DVT rights activity also continued.

In January the Group purchased exclusive Italian market distribution rights to the film "The Upside", an American remake of the French film "Intouchables" (written and directed by Olivier Nakache and Éric Toledano in 2011).

In March the film "Five Feet Apart" was confirmed a blockbuster in the first 4 days of programming with box office revenues of EUR 1.34 million, with a total at the end of the programme of EUR 5.0 million.

In May the film "The Professor" was the most successful weekend performance with box office revenues of EUR 517 thousand and 79,265 admissions, for a total of EUR 1.49 million at the end of the programme. The film stars Johnny Depp, returning to the large screen, and is directed by Wayne Roberts.

In November the Company acquired 5 new films at the American Film Market in Santa Monica.

Again in December, the Company's Chief Executive Officer, Guglielmo Marchetti, was included in the world "V-500" Variety list, which selects the 500 most influential personalities in the global entertainment sector.

This commercial approach has resulted in the Company strengthening its presence throughout the distribution chain, allowing it to negotiate and finalise agreements with the main Italian players in these sectors, such as UCI Italia S.p.A. ("UCI"), The Space Cinema S.p.A. ("The Space"), Rai Cinema S.p.A. ("Rai Cinema"), Arnoldo Mondadori Editore S.p.A. ("Mondadori"), Sky Italia, Mediaset, RSI, Apple, Google, Netflix, Amazon Prime, Chili and Telecom.

DTV and Library Marketing during the financial year of the Parent Company

In February the Company signed and executed a commercial agreement with Mediaset RTI for the exclusive concession of Free TV rights for the distribution of a package of films.

In August the Company finalised the transfer to Netflix of all the worldwide utilisation rights of the film "Love Wedding Repeat", produced in association with Tempo Production Ltd.

In September the Company signed two new commercial agreements with SKY Italia.

In December the Company signed a contract with Amazon Media for the concession of SVoD (Subscription Video on Demand) film rights which will be offered through the Amazon Prime platform.

Film Production

Cinema production activities have continued with the films "Copperman", already released for cinema distribution, "Love Wedding Repeat", whose international utilisation rights were sold to Netflix in August 2019, "The Shift" and "Non Odiare", whose cinema releases are scheduled for 2020. The development activities for the production of new films and TV series have also seen significant advances.

EVENTS AFTER 31 DECEMBER 2019

On 1 February 2020 the subsidiary Notorious Cinemas signed a contract for the management, from 1 February 2020, of the historic Gloria Cinema in Corso Vercelli, in the heart of Milan.

From the beginning of 2020, the national and international scenario has been characterised by the spread of Coronavirus and the subsequent restrictive measures for its containment, put in place by the public authorities of the countries involved.

In particular, with reference to the cinema management activities, it is to be noted that in compliance with the provisions adopted first by the regions involved (Lombardy and Veneto) and later at Italian government level, the three multiplexes managed by the subsidiary Notorious Cinemas were closed on 23 February



2020. Most of the employees of the three multiplexes are currently benefiting from an extended holiday period and a request will be made to the guaranteed wage fund, after a joint assessment with industry associations.

On the other hand, with regard to film production and distribution activities:

- the distribution to cinemas of all films scheduled for release from the end of February 2020 has been postponed, starting with the film "Arctic: un'Avventura Glaciale";
- filming was suspended for the film "Lamborghini", for which the Parent Company was going to be the executive producer in Italy on behalf of international producers;

In turn, the Company has taken prompt action. With reference to employees working at the offices of Milan and Rome, it is noted that the Group adopted all the necessary control and prevention actions, promoting smart working for its employees, for all the roles able to carry out their functions in this manner, or letting holiday time so allowing in this way for a significant reduction in personnel numbers in offices even before this was required by the recent decrees. The Company has then adopted stringent measures aimed at the reduction of costs and the safeguard of its cash position. Among these are, for example, the use of all measures aimed at containing personnel costs, the cancellation or suspension of all contracts relative to non-essential services, the start of negotiations for reaching agreements for the postponement of confirmed payments, the review, where possible, of contracts for the acquisition of new audio-visual works, with the objective of reducing costs and/or postpone expense commitments, rental reviews and the postponement of maturity dates for all lease or rental agreements for business units, in particular cinemas.

In consideration of the uncertainties caused by the emergency situation, the Board of Directors and the Board of Statutory Auditors of the Company have decided to temporarily significantly reduce their remunerations, deliberated by the Shareholders' Meeting.

MANAGEMENT OUTLOOK

In the next few months the evolution of the Group's business will be inevitably affected by the evolution of the Covid-19 emergency, by the subsequent restrictions imposed by the authorities for its containment and by the impact that the emergency itself will have on the general economic situation. The potential effects of this event on the Group's financial statements cannot be determined at this point and will be subject to constant monitoring over the next few months, also in order to provide any necessary timely information at this regard to the market.

Notwithstanding what has been stated above, the Group intends in any case to continue with its strategy of integration and growth in the context of cinema distribution, productions and co-productions, investments for enhancement of the library intended for the entire distribution chain, with a focus on sales to Broadcast TV and New Media (EST, VOD and SVOD), research and development of orders in the area of international executive productions and the development of the activities of the subsidiary Notorious Cinemas in the context of the management of cinemas.

SUPERVISORY BODY

The Board of Directors has provided to renew the mandate of the Supervisory Body, which will be collegial, as in the past, and composed of Mr Fabrizio Ventimiglia (Chairman), Ms Patrizia Giannini and Mr Paolo Mundula.

NOTICE CONVENING THE ORDINARY SHAREHOLDERS' MEETING AND FILING OF DOCUMENTATION

The Board deliberated to convene in first call the Shareholders' Meeting on 29 April 2020 at 9.30 am, at the office in Milan, Via della Signora 2/a, and in second call on 29 May at the same time and place.

The Shareholders' Meeting will also be called to resolve not only on the Financial Statements but also on the renewal of the buy-back programme and any statutory updates.



Within the terms of the current legislation, the Shareholders' Meeting Notice will be made available to the public at the Company's registered office as well as on the Company's website at the address www.notorioustopics.it (Governance section), where the Directors' reports for the Shareholders' Meeting on proposals relating to agenda items will also be available.

The Annual Financial Report as at 31 December 2019 will be made available to the public on the Company's website at www.notorioustopics.it, in the Investor Relations section, in compliance with the terms of current regulations. It is specified that the statutory audit of the figures reported in the Annual Financial Report and in the annexed documents is still to be completed.

This press release is available in the Investors/Financial press section of the website.

Notorious Pictures, a Rome-based independent company established in July 2012, listed on the AIM Italia market and organised and managed by Borsa Italiana, operates in the production, acquisition and distribution of Film Rights (full rights) via all the distribution channels (cinema, home video, pay tv and free tv, new media), and in the management of cinemas through its subsidiary Notorious Cinemas. In 2019, the Company recorded revenues of € 44.1 million, an EBITDA margin of 35% and a net profit of € 5.2 million on the basis of the financial data reported in accordance with IAS/IFRS. Notorious Pictures has been an Innovative SME since July 2017

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ATTACHMENTS:

- **Consolidated profit and loss account as at 31 December 2019 (vs 31/12/2018)**
- **Consolidated Balance Sheet as at 31 December 2019 (vs 31/12/2018)**
- **Consolidated Net Financial Position as at 31 December 2019 (vs 31/12/2018 and 30/06/2019)**
- **Consolidated Statement of Cash Flows as at 31 December 2019 (vs 31/12/2019)**
- **Profit and loss account of the Parent Company as at 31 December 2019 (vs 31/12/2018)**
- **Balance Sheet of the Parent Company as at 31 December 2019 (vs 31/12/2018)**
- **Net Financial Position as at 31 December 2019 (vs 31/12/2018)**
- **Statement of Cash Flows as at 31 December 2019 (vs 31/12/2018)**



Consolidated Economic Data	31/12/2019	31/12/2018	Change	%
Revenues	44,116,722	31,533,818	12,582,904	39.90%
Operating costs	(23,654,622)	(18,472,825)	(5,181,796)	28.05%
Value added	20,462,100	13,060,992	7,401,108	56.67%
	<i>% value added</i>	<i>46.4%</i>	<i>41.4%</i>	
Personnel costs	(5,049,932)	(1,942,016)	(3,107,915)	160.04%
EBITDA	15,412,168	11,118,976	4,293,193	38.61%
	<i>% EBITDA</i>	<i>34.9%</i>	<i>35.3%</i>	
Depreciation, amortisation, and provisions	(8,786,296)	(6,971,079)	(1,815,217)	26.04%
EBIT	6,625,873	4,147,897	2,477,976	59.74%
	<i>% EBIT</i>	<i>15.0%</i>	<i>13.2%</i>	
Net financial charges	(278,064)	(29,096)	(248,968)	855.68%
Pre-tax profit/(loss)	6,347,808	4,118,801	2,229,007	54.12%
	<i>Taxes</i>	<i>(1,124,402)</i>	<i>34,108</i>	<i>(1,158,510)</i>
Net profit/(loss) for the year	5,223,407	4,152,909	1,070,497	25.78%
	<i>% profit/(loss)</i>	<i>11.8%</i>	<i>13.2%</i>	
EPS	0.24	0.19		

Consolidated Financial Data	31/12/2019	31/12/2018	Change	%
Fixed assets	28,801,720	14,645,970	14,155,749	97%
Operating assets	33,645,371	18,604,209		
Operating liabilities	(18,764,466)	(9,393,263)		
Net working capital	14,880,905	9,210,947	5,669,959	62%
Provisions	2,603,376	3,709,384	(1,106,008)	-30%
Net invested capital	41,079,249	20,147,533	20,931,716	104%
Net financial position	14,268,726	(3,410,064)	17,678,790	-518%
Shareholders' equity	26,810,524	23,557,597	3,252,927	14%

Consolidated Net Financial Position	31/12/2019	30/06/2019	31/12/2018
Cash and cash equivalents	4,473,670	6,867,719	5,137,658
short term financial assets	3,506,312	0	0
Financial assets	7,979,983	6,867,719	5,137,658
short term financial liabilities	(8,134,827)	(2,336,548)	0
medium/long term financial liabilities	(14,113,881)	(9,739,257)	0
Financial liabilities	(22,248,708)	(12,075,805)	0
Net financial position	(14,268,726)	(5,208,086)	5,137,658

Consolidated Statement of Cash Flows	31/12/2019	31/12/2018
A. Opening balance - cash and cash equivalents	3,410,065	6,218,889



B. Cash flow from operations	7,269,537	6,274,931
C. Cash flow from investment activities	(10,901,081)	(7,470,207)
D. Cash flow from financing activities	4,695,150	(1,613,549)
E. Net increase (decrease) in cash and cash equivalents	1,063,605	(2,808,825)
F. Closing balance - cash and cash equivalents	4,473,670	3,410,064

Income Statement Data	31/12/2019	31/12/2018	Change	%
Revenues	41,598,539	31,533,818	10,064,722	31.92%
Operating costs	(21,937,748)	(18,472,825)	(3,464,922)	18.76%
Value added	19,660,791	13,060,992	6,599,799	50.53%
	47.3%	41.4%		
Personnel costs	(4,593,146)	(1,942,016)	(2,651,130)	136.51%
EBITDA	15,067,645	11,118,976	3,948,670	35.51%
	36.2%	35.3%		
Depreciation, amortisation, and provisions	(8,254,628)	(6,971,079)	(1,283,550)	18.41%
EBIT	6,813,017	4,147,897	2,665,120	64.25%
	16.4%	13.2%		
Net financial charges	(221,807)	(29,096)	(192,712)	662.33%
Pre-tax profit/(loss)	6,591,209	4,118,801	2,472,408	60.03%
Taxes	(1,185,876)	34,108	(1,219,984)	-3,576.80%
Net profit/(loss) for the year	5,405,333	4,152,909	1,252,424	30.16%
	13.0%	13.2%		
EPS	0.25	0.19		

Statement of Financial Position Data	31/12/2019	31/12/2018	Change	%
Fixed assets	17,267,880	14,645,970	2,621,910	18%
Operating assets	32,763,394	18,604,209		
Operating liabilities	(15,922,404)	(9,393,263)		
Net working capital	16,840,991	9,210,947	7,630,044	83%
Provisions	2,583,104	3,709,384	(1,126,280)	-30%
Net invested capital	31,525,767	20,147,533	11,378,234	56%
Net financial position	4,533,316	(3,410,064)	7,943,381	-233%
Shareholders' equity	26,992,450	23,557,597	3,434,853	15%

Net financial position	31/12/2019	31/12/2018
Cash and cash equivalents	2,846,710	5,137,658
Short term financial liabilities		
short term financial assets	4,006,308	-
Financial assets	6,853,017	5,137,658
short term financial liabilities	-7,961,908	-
medium/long term financial liabilities	-3,424,426	-
Financial liabilities	-11,386,334	0



Net financial position	<u>4,533,316</u>	<u>5,137,658</u>	-
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Cash Flow Statement	31/12/2019	31/12/2018
A. Opening balance - cash and cash equivalents	3,410,065	6,218,889
B. Cash flow from operations	5,014,783	6,274,931
C. Cash flow from investment activities	(9,995,132)	(7,470,207)
D. Cash flow from financing activities	4,416,995	(1,613,549)
E. Net increase (decrease) in cash and cash equivalents	(563,354)	(2,808,825)
F. Closing balance - cash and cash equivalents	2,846,711	3,410,064