

# CONSOLIDATED FINANCIAL STATEMENTS LALIQUE GROUP

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### CONSOLIDATED INCOME STATEMENT OF LALIQUE GROUP

| IN EUR THOUSANDS                                  | REF.  | 2017    | 2016    |
|---------------------------------------------------|-------|---------|---------|
|                                                   |       |         |         |
| Net revenue from sales of goods and services      | 4     | 127 381 | 121 234 |
| Other operating income                            | 5     | 1 449   | 2 336   |
| Operating revenue                                 |       | 128 830 | 123 570 |
| Material costs, licences and third-party services | 6     | -53 494 | -53 229 |
| - · · · · · · · · · · · · · · · · · · ·           | 0     |         |         |
| Gross result                                      |       | 75 336  | 70 341  |
| Salaries and wages                                | 7     | -30 475 | -28 862 |
| Other operating expenses                          | 8     | -30 235 | -30 927 |
| EBITDA                                            |       | 14 626  | 10 552  |
|                                                   |       |         |         |
| Depreciation and amortization/impairment          | 17/18 | -7 161  | -6 983  |
| EBIT                                              |       | 7 465   | 3 569   |
| Financial income                                  | 9     | 5 007   | 3 094   |
| Financial expenses                                | 9     | -5 957  | -4 731  |
| Group profit before taxes                         |       | 6 515   | 1 932   |
| Income taxes                                      | 10    | 363     | -894    |
| NET GROUP PROFIT                                  |       | 6 878   | 1 038   |
| of which attributable to:                         |       |         |         |
| Non-controlling interests                         |       | -129    | -903    |
| Owners of the parent company                      |       | 7 007   | 1 941   |
|                                                   |       |         |         |
| Earnings per share basic/diluted (in EUR)         | 11    | 1.40    | 0.39    |

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| IN EUR THOUSANDS                                                                   | REF.  | 2017   | 2016  |
|------------------------------------------------------------------------------------|-------|--------|-------|
| IN EUR THOUSANDS                                                                   | IXLI. | 2017   |       |
| NET GROUP PROFIT                                                                   |       | 6 878  | 1 038 |
| Foreign currency translation reserve                                               |       | -4 994 | 72    |
| Items that can be reclassified subsequently to the income statement, net of tax    |       | -4 994 | 72    |
| items that can be reclassified subsequently to the income statement, het of tax    |       | -4 334 |       |
| Remeasurements of pension plans                                                    | 19    |        | 402   |
| Tax on remeasurements of pension plans                                             |       | 15     | -100  |
| Items that cannot be reclassified subsequently to the income statement, net of tax |       | -45    | 302   |
| Other comprehensive income, net of tax                                             |       | -5 039 | 374   |
| CONSOLIDATED COMPREHENSIVE INCOME                                                  |       | 1 839  | 1 412 |
| of which attributable to:                                                          |       |        |       |
| Non-controlling interests                                                          |       | -113   | -932  |
| Owners of the parent company                                                       |       | 1 952  | 2 344 |

### CONSOLIDATED BALANCE SHEET LALIQUE GROUP

#### **ASSETS**

| IN EUR THOUSANDS              | REF. | 31.12.17 | 31.12.16 |
|-------------------------------|------|----------|----------|
|                               |      |          |          |
| Cash and cash equivalents     | 12   | 16 252   | 12 704   |
| Trade accounts receivable     | 13   | 15 723   | 18 134   |
| Inventories                   | 14   | 63 533   | 60 942   |
| Other receivables             | 15   | 7 084    | 6 942    |
| Total current assets          |      | 102 592  | 98 722   |
|                               |      |          |          |
| Property, plant and equipment | 17   | 51 631   | 42 596   |
| Intangible assets             | 18   | 67 294   | 64 548   |
| Other non-current assets      | 16   | 5 114    | 5 113    |
| Deferred tax assets           | 25   | 3 189    | 4 320    |
| Total non-current assets      |      | 127 228  | 116 577  |
|                               |      |          |          |
| TOTAL ASSETS                  |      | 229 820  | 215 299  |

#### **LIABILITIES AND EQUITY**

| IN EUR THOUSANDS REF.                         | 31.12.17 | 31.12.16 |
|-----------------------------------------------|----------|----------|
|                                               |          |          |
| Bank liabilities 12                           | 45 568   | 34 281   |
| Trade accounts payable                        | 10 838   | 14 314   |
| Income tax liabilities                        | 1 416    | 887      |
| Other current liabilities 20                  | 16 069   | 14 956   |
| Total current liabilities                     | 73 891   | 64 438   |
|                                               |          |          |
| Other deferred liabilities 21                 | 4 291    |          |
| Provisions 22                                 | 397      | 368      |
| Non-current financial liabilities 23          | 33 679   | 34 081   |
| Defined benefit obligation 19                 | 4 836    | 4 976    |
| Deferred tax liabilities 25                   | 17 246   | 20 370   |
| Total non-current liabilities                 | 60 449   | 59 795   |
|                                               |          |          |
| Total liabilities                             | 134 340  | 124 233  |
| Share capital 26                              | 816      | 816      |
| Capital reserves 26                           | 20 798   | 17 129   |
| Retained earnings/other reserves 26           | 71 596   | 71 379   |
| Total equity before non-controlling interests | 93 210   | 89 324   |
| Non controlling interests                     | 2.270    | 1 740    |
| Non-controlling interests                     | 2 270    | 1742     |
| Total equity                                  | 95 480   | 91 066   |
| TOTAL LIABILITIES AND EQUITY                  | 229 820  | 215 299  |

### **CONSOLIDATED CASH FLOW STATEMENT**

| BALANCE OF NET CASH AND CASH EQUIVALENTS AS AT 31.12.         | REF.   | 2017          | 2016    |
|---------------------------------------------------------------|--------|---------------|---------|
| Group profit before taxes                                     |        | 6 515         | 1 932   |
| Depreciation and amortization/impairment                      | 17/18  | 7 161         | 6 983   |
| Change in defined benefit obligation                          | 17, 10 | 92            | 407     |
| Change in provisions                                          | 22     | 29            | -28     |
| Financial expenses                                            | 9      | 5 957         | 4 731   |
| Financial income                                              | 9      | -5 007        | -3 094  |
| Other non-cash income/expenditure                             |        | -124          | -40     |
| Cash flow from operations before change in net current assets |        | 14 623        | 10 891  |
|                                                               |        |               |         |
| Decrease (+)/increase (-) in trade accounts receivable        |        | 1 293         | 2 411   |
| Decrease (+)/increase (-) in inventories                      |        | -6 983        | 334     |
| Decrease (+)/increase (-) in other receivables                |        | 229           | 2 229   |
| Increase (+)/decrease (-) in trade accounts payable           |        | -2 658        | -382    |
| Increase (+)/decrease (-) in other current liabilities        |        | 59            | -1 023  |
| Interest paid                                                 |        | -1 129        | -1 271  |
| Tax paid                                                      |        | -1 301        | -1 102  |
| Interest received                                             |        | 4             | _       |
| Cash flow from business operations                            |        | 4 137         | 12 087  |
|                                                               |        |               |         |
| Investments in subsidiaries net of cash and cash equivalents  | 28     | -7 453        | -       |
| Investments in property, plant and equipment                  | 17     | -8 800        | -5 858  |
| Sale of property, plant and equipment                         | 17     | 1 631         | _       |
| Investments in intangible assets                              | 18     | - 985         | -694    |
| Cash flow from investments                                    |        | -15 607       | -6 552  |
|                                                               |        |               |         |
| Capital contribution from share holder                        |        | 3 669         | 9 347   |
| Reduction in shareholder loans                                |        | -1 800        | -1 835  |
| Purchase of treasury shares                                   |        | -63           | -111    |
| Sale of treasury shares                                       |        | 611           | 455     |
| Increase current financial liabilities                        |        | -808          |         |
| Increase (+)/decrease (-) in other non-current liabilities    |        | 2 626         | -550    |
| Dividend payment to non-controlling shareholders              |        | -618          | -319    |
| Cash flow from financing activities                           |        | 3 617         | 6 987   |
|                                                               |        |               |         |
| Exchange differences on cash and cash equivalents             |        | 114           | -584    |
| DECREASE/INCREASE IN NET CASH AND CASH EQUIVALENTS            |        | <b>-7 739</b> | 11 938  |
|                                                               |        |               |         |
| Balance of net cash and cash equivalents as at 01.01.         | 12     | -21 577       | -33 515 |
| Balance of net cash and cash equivalents as at 31.12.         | 12     | -29 316       | -21 577 |
|                                                               |        |               |         |

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|                            |          |          |          | ACCUMU-<br>LATED<br>FOREIGN |          | TOTAL<br>EQUITY    |                      |        |
|----------------------------|----------|----------|----------|-----------------------------|----------|--------------------|----------------------|--------|
|                            | SHARE    | CAPITAL  | TREASURY | CURRENCY<br>TRANS-          | RETAINED | BEFORE<br>MINORITY | NON-CON-<br>TROLLING | TOTAL  |
| IN EUR THOUSANDS           | CAPITAL  | RESERVES | SHARES   | LATION                      | EARNINGS | INTERESS           | INTERESTS            | EQUITY |
| BALANCE AS AT 01.01.16     | 816      | 7 782    | -807     | 990                         | 68 827   | 77 608             | 2 674                | 80 282 |
| Consolidated comprehensive |          |          |          |                             |          |                    |                      |        |
| income                     | <u>-</u> | _        |          | 106                         | 2 238    | 2 344              | -932                 | 1 412  |
| Balance 2016               | 816      | 7 782    | -807     | 1 096                       | 71 065   | 79 952             | 1 742                | 81 694 |
|                            |          |          |          |                             |          |                    |                      |        |
| Dividend payout            |          |          |          |                             | - 319    | -319               |                      | -319   |
| Capital contribution from  |          |          |          |                             |          |                    |                      |        |
| shareholder                |          | 9 347    |          |                             |          | 9 347              |                      | 9 347  |
| Purchase of                |          |          |          |                             |          |                    |                      |        |
| treasury shares            |          |          |          |                             |          | -111               |                      |        |
| Sale of own shares         |          |          | 365      |                             | 90       | 455                |                      | 455    |
| BALANCE AS AT 31.12.16     | 816      | 17 129   | -553     | 1 096                       | 70 836   | 89 324             | 1 742                | 91 066 |
| BALANCE AS AT 01.01.17     | 816      | 17 129   | -553     | 1 096                       | 70 836   | 89 324             | 1 742                | 91 066 |
|                            | 910      | 1/ 129   | -555     | T 096                       | 70 836   | 89 324             | 1 /42                | 91 000 |
| Consolidated comprehensive |          |          |          | 4.004                       | 6.046    | 1.050              | 117                  | 1.070  |
| income                     |          | 47.100   |          | -4 994                      | 6 946    | 1 952              | -113                 | 1 839  |
| Balance 2017               | 816      | 17 129   | -553     | -3 898                      | 77 782   | 91 276             | 1 629                | 92 905 |
| Dividend payout            | _        | _        | _        | _                           | -618     | -618               | _                    | -618   |
| Capital contribution from  |          |          |          |                             |          |                    |                      |        |
| shareholder                | -        | 3 669    | -        | -                           | -        | 3 669              | -                    | 3 669  |
| Change in consolidation    |          |          |          |                             |          |                    |                      |        |
| structure                  |          | -        | -        | -                           | -364     | -364               | 641                  | 277    |
| Acquisition of Château     |          |          |          |                             |          |                    |                      |        |
| Hochberg/transaction under |          |          |          |                             |          |                    |                      |        |
| common control             |          |          |          |                             | -1 301   | -1 301             |                      | -1 301 |
| Purchase of                |          |          |          |                             |          |                    |                      |        |
| treasury shares            |          | _        | -63      |                             |          | -63                | _                    | -63    |
| Sale of treasury shares    |          | -        | 339      |                             | 272      | 611                |                      | 611    |
| BALANCE AS AT 31.12.17     | 816      | 20 798   | -277     | -3 898                      | 75 771   | 93 210             | 2 270                | 95 480 |

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### 1. INFORMATION ON THE COMPANY

Lalique Group was formed on 14 April 2000 in Switzerland. The parent company is Lalique Group SA domiciled at Grubenstrasse 18, Zurich.

Lalique Group is active in the development, marketing and global distribution of perfumes, cosmetics, crystal and jewellery. It markets the following brands: Lalique (crystals, perfumes, jewellery, art, gastronomy and hospitality and interior design), Parfums Grès, Parfums Samouraï, Jaguar Fragrances, Bentley Fragrances, Parfums Alain Delon (all perfumes) and Ultrasun (sunscreen).

Components in the perfume and cosmetics segments are manufactured by external partners under contract. Whereas production and logistics activities in the perfume segment were insourced in February 2013, in cosmetics the same services continue to be carried out by external partners. Marketing and distribution activities are for the most part carried out through independent distribution partners.

The Group has its own factory in France responsible for manufacturing parts of the products for the Lalique brand (crystal in particular). Marketing and distribution activities in this segment are carried out by the Group's own national subsidiaries or points of sale, as well as via independent distribution partners.

#### 2. ACCOUNTING POLICIES

The Consolidated Financial Statements of Lalique Group are prepared in accordance with the International Financial Reporting Standards (IFRS) as published by the IASB.

With the exception of securities and derivatives held as current assets, which are measured at fair value, the accounts are prepared on the basis of acquisition cost or amortized cost. The Consolidated Financial Statements of Lalique Group are prepared in euros (EUR). Unless otherwise stated, all figures have been rounded to the nearest EUR thousand.

The Consolidated Financial Statements were approved by the Board of Directors on 13 April 2018 and recommended for approval by the General Meeting of Shareholders on 8 June 2018.

#### **New accounting policies**

The IASB has published the following new standards, interpretations and amendments to existing standards and interpretations that are effective for the 2017 financial statements:

- Amendment to IAS 12—Recognition of Deferred Tax Assets for Unrealized Losses
- Amendment to IAS 7—Disclosure Initiative—Net Debt
- Disclosure initiative—Changes in financial liabilities from financing activities
- Annual Improvements to IFRS—December 2014-2016

The above revised IFRS standards did not have a significant impact on the accounting policies or the presentation of Lalique Group's assets, liabilities, financial position and earnings.

#### Standards published but not yet effective

The following new or revised IFRS interpretations have been published, but will only enter into force at a later date and were not applied early in the present consolidated financial statements. A final analysis of their impact on the consolidated financial statements of the Group has not yet been made; the anticipated effects disclosed below therefore represent a first appraisal by the Board of Directors:

| STANDARD/INTERPRETATION | DESIGNATION                                                                          | EFFECTIVE DATE | PLANNED APPLICATION BY LALIQUE GROUP |  |  |
|-------------------------|--------------------------------------------------------------------------------------|----------------|--------------------------------------|--|--|
| Amendment to IFRS 2     | Clarifications of Classification and Measurement of Share-based Payment Transactions | 1 January 2018 | 2018 business year                   |  |  |
| Amendment to IFRS 4     | Applying IFRS 9 Financial Instruments with IFRS 4 Insurance Contracts                | 1 January 2018 | 2018 business year                   |  |  |
| IFRS 9                  | Financial Instruments                                                                | 1 January 2018 | 2018 business year                   |  |  |
| IFRS 15                 | Revenue from Contracts with Customers                                                | 1 January 2018 | 2018 business year                   |  |  |
| IFRIC 22                | Foreign Currency Transactions and                                                    | 1 January 2018 | 2018 business year                   |  |  |
|                         | Advance Consideration                                                                |                |                                      |  |  |
| Amendment to IAS 40     | Transfers of Investment Property                                                     | 1 January 2018 | 2018 business year                   |  |  |
| IFRS 16                 | Leases                                                                               | 1 January 2019 | 2019 business year                   |  |  |
| IFRIC 23                | Uncertainty over Income Tax Treatments                                               | 1 January 2019 | 2019 business year                   |  |  |
| IFRS 17                 | Insurance Contracts                                                                  | 1 January 2021 | 2021 business year                   |  |  |

The amendments considered relevant by Lalique Group are explained in the following:

#### IFRS 9 - Financial Instruments

IFRS 9 Financial Instruments includes requirements for recognition and measurement, impairment, derecognition and general hedge accounting. The effects of application of IFRS 9 are currently being analysed. It is assumed that there will be no significant effect on the classification and measurement of the Group's financial assets.

IFRS 15 - Revenue from Contracts with Customers
In May 2014, the IASB published IFRS 15 revenue from
contracts with customers. The standard is replacing IAS
18 revenue and IAS 11 construction contracts and their
interpretations. However, it is assumed that except for the
disclosure requirements no material impact on the the
recognition and measurement of revenue will arise.

#### IFRS 16 - Leases

IFRS 16 specifies how to recognize, measure, present and disclose leases. Currently existing lease contracts classified as "operating leases" are reported as off-balance sheet items. Lalique Group's lease contracts essentially concern

real estate assets (office and boutique properties), industrial installations (land, factory machinery) and to a lesser extent vehicles. The amount of the liability included in financial debt is thus noticeably dependent on the assumptions used regarding the discount rate and the duration of commitments, since options for renewal, extension or early termination of contracts must be incorporated into calculation of the liability if it is considered reasonably certain, when the contract is first signed, that they will be exercised.

The Group is in the process of identifying the impact of the application of IFRS 16 and is collecting the relevant information from all its subsidiaries regarding leases classified as "operating leases" in existence at 31 December 2017. Data collection is currently being finalized. The assumptions concerning the duration of certain contracts and the discount rate are still being defined, and the Group is continuing its assessement regarding the impact of the first application of IFRS 16 on the balance sheet.

*IFRS 2, IFRS 4, IFRIC 22, IFRIC 23 and IFRS 17*No or no significant impact on the consolidated financial statements is anticipated.

#### Consolidation principles and consolidated companies

The Consolidated Financial Statements comprise the financial statements of Lalique Group SA and its subsidiaries as at 31 December of each financial year. The accounts of the subsidiaries are prepared using standard accounting policies and presented on the same balance sheet date as those of the parent company.

Subsidiaries are fully consolidated from the date of acquisition, i.e. from the date on which the Group effectively obtains control of the company concerned. Control is deemed to have been obtained when the following three principal criteria have been met: the Group has control of the company, the Group is exposed or has rights to variable returns from its involvement with the company, and the Group has the ability to affect those returns through its control of the company. The entities are deconsolidated as soon as control ceases. All intra-Group balances, revenues and expenses, and unrealized gains and losses from intra-Group transactions are eliminated in full.

Business combinations are reported in the balance sheet according to the purchase method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at fair value on the acquisition date, including any non-controlling interests. For each business combination, the acquirer measures the non-controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Costs incurred in the course of a business combination are recognized as expenses.

#### Foreign-currency translation

The Consolidated Financial Statements are prepared in euros (EUR), whereas Lalique Group SA presents the financial statements in its functional currency of Swiss francs (CHF). The consolidated subsidiaries are at liberty to determine their own functional currency. Foreign currency transactions are translated into the functional currency.

Transactions denominated in foreign currencies are translated at the exchange rate applicable at the time of the transaction. Monetary balance sheet items are translated at the year-end rate, with any currency gains/losses recognized directly in the income statement. Non-monetary balance sheet items are translated at the historical rate.

For the purpose of preparing the Consolidated Financial Statements, with regard to the annual accounts of all subsidiaries whose functional currency is not EUR, the balance on the income statement is shown at the average rate for the year. Currency translation differences are recognized as a credit or charge in equity under "Other reserves"; in the case of loss of control over a subsidiary, such differences are derecognized again via the income statement.

The following EUR exchange rates were used:

|                                              | 2017   | 2016   |
|----------------------------------------------|--------|--------|
| CHF                                          |        |        |
| Year-end rate (balance sheet)                | 0.8543 | 0.9333 |
| Average rate for the year (income statement) | 0.9000 | 0.9176 |
| USD                                          |        |        |
| Year-end rate (balance sheet)                | 0.8379 | 0.9505 |
| Average rate for the year (income statement) | 0.8860 | 0.9038 |
| GBP                                          |        |        |
| Year-end rate (balance sheet)                | 1.1259 | 1.1728 |
| Average rate for the year (income statement) | 1.1409 | 1.2244 |
| нкр                                          |        |        |
| Year-end rate (balance sheet)                | 0.1072 | 0.1225 |
| Average rate for the year (income statement) | 0.1137 | 0.1164 |
| SGD                                          |        |        |
| Year-end rate (balance sheet)                | 0.6261 | 0.6566 |
| Average rate for the year (income statement) | 0.6414 | 0.6543 |
| CNY                                          |        |        |
| Year-end rate (balance sheet)                | 0.1281 | 0.1368 |
| Average rate for the year (income statement) | 0.1311 | 0.1361 |

Risks arising from currency fluctuations are explained in greater detail in the section entitled "Financial risk management".

#### Significant estimates and assumptions

All estimates and assumptions are reviewed on an ongoing basis and are based on past experience and expectations concerning future events that appear reasonable given the circumstances. Naturally, the resulting estimates often depart from the subsequent actual circumstances. The key estimates and assumptions that may cause volatility with regard to the carrying amounts of assets and liabilities in the coming financial year are discussed below.

#### Impairments on intangible assets

Lalique Group reviews its intangible assets (brand values) annually for impairment in accordance with accounting principles, a process which requires that the underlying cash-generating units be assessed. Estimated factors such as volumes, selling prices, sales growth, gross profit margins, operating costs, as well as investments, market conditions and other economic factors, are based on assumptions that management regards as reasonable. A planning period of five years is normally used for brand impairment tests. Further details on this subject can be found in Note 18.

#### Pension schemes

The expense from defined post-employment benefit plans is determined on the basis of actuarial calculations. The actuarial evaluation is carried out on the basis of assumptions regarding discount rates, future increases in wages and salaries, mortality and future pension increments. Due to the long-term nature of such plans, these estimates are subject to material uncertainties. Further details on this subject can be found in Note 19.

#### Provisions

Provisions are recognized whenever Lalique Group has a legal or constructive obligation arising from a past event, the future settlement of which will probably lead to an outflow of funds that can be reliably determined. Restructuring costs are charged to the operating result of the period in which management undertakes to carry out the restructuring, insofar as the costs can be estimated with sufficient reliability and the measures were specified and communicated satisfactorily. Further details on this subject can be found in Note 22.

#### **Accounting and valuation principles**

#### Revenue recognition

Revenues are recognized whenever it is likely that the financial benefit from a transaction will go to the Group and the amounts in question can be measured reliably. Revenues are measured at the fair value of the consideration received. Sales tax is not taken into account, while discounts and rebates are recorded as revenue reductions. Revenue from the sale of products is recognized when the material opportunities and risks associated with the ownership of the goods and products have transferred to the buyer.

#### Property, plant and equipment

Property, plant and equipment is stated at acquisition cost or manufacturing cost, net of accumulated, scheduled depreciation and impairment losses. Scheduled linear or declining balance depreciation is based on the estimated useful life of each asset. The individual tangible asset categories are depreciated as follows:

| No depreciation                                                                          |
|------------------------------------------------------------------------------------------|
| 40 years                                                                                 |
| 25% of the carrying amount                                                               |
| Using the straight-line method over the contractually agreed useful life of the property |
| Machinery and equipment 30-40% of the carrying amount/hardware over five years           |
| using the straight-line method                                                           |
| Over three years using the straight-line method                                          |
| 40% of the carrying amount                                                               |
|                                                                                          |

A tangible asset is derecognized either on disposal or when no economic benefit is expected from the further use or sale of the asset. The resulting gain or loss from the disposal of the asset is determined as the difference between the net proceeds from the sale and the carrying amount of the asset, and is recognized in the income statement under other net operating income in the period in which the asset was derecognized.

Residual values, useful lives and depreciation methods are reviewed at the end of each financial year and adjusted as appropriate.

#### Fixed assets held under finance leases

Lease contracts, which effectively constitute assets purchased with appropriate financing, are classified as finance leases. Investment properties financed via such lease contracts are recognized either at market value or at the net present value of future lease rates, whichever is lower. Fixed assets held under finance leases are depreciated either over the useful economic life of the asset or over the term of the lease agreement, whichever is the shorter. Outstanding leasing liabilities from finance leases are recognized under current and non-current financial liabilities.

#### Intangible assets

Intangible assets with a limited useful life
Individually acquired intangible assets are carried at their
acquisition cost on initial recognition. Thereafter, they are

amortized over their estimated useful lives. Lalique Group does not possess any intangible assets that it has created itself. The individual intangible asset categories are amortized as follows:

| Creations      | Using the straight-line method over three years                                        |
|----------------|----------------------------------------------------------------------------------------|
| Software       | Using the straight-line method over five years                                         |
| Licence rights | Licence rights are amortized on a straight-line basis over the contractual term or the |
|                | useful life. Amortization is recognized under licence expenses.                        |

Residual values, useful lives and amortization methods are reviewed at the end of each financial year and adjusted as appropriate.

Intangible assets with an indefinite useful life
Costs related to acquired brands are capitalized and not amortized (see Note 18). The indefinite useful lives of brands stem from the fact that brands enjoy and continue to enjoy over years a high degree of international recognition in the relevant markets. As such, brand rights are amortized but must undergo an impairment test annually or whenever there is an indication that the brand could be impaired. Their classification as "intangible assets with indefinite useful lives" is reviewed each year.

#### Borrowing costs

Borrowing costs are recognized as expenses in the period in which they are incurred.

#### Impairment of non-financial assets

At each balance sheet date, the Group investigates whether there are reasons to believe that the value of an asset could be impaired. Should such reasons exist, the Group estimates the amount that may be recoverable on the asset in question. The recoverable amount is the higher of the fair value of the asset, less selling costs or the value in use. If the net carrying amount of the asset exceeds its estimated recoverable amount on the balance sheet date, it will be depreciated accordingly.

#### Financial investments and other financial assets

A financial asset is derecognized when the contractual rights to the cash flows from the financial asset have expired or when the Group has transferred said contractual rights, including all risks and rewards of ownership.

#### Impairment of assets

At every balance sheet closing date, the Group investigates whether any impairment of the value of a financial asset or of a group of financial assets has arisen. In the case of financial instruments recognized at amortized cost, the amount of the loss is calculated as the difference between the carrying amount of the asset and the cash value of expected future cash flows, discounted by the original effective interest rate. This impairment loss is included in the income statement. If there is objective evidence that not all trade accounts receivable will be received in accordance with the originally agreed invoice conditions, an impairment will be recognized.

#### Inventories

Inventories are recognized at the lower of purchase/production cost and the net realizable value. The net realisable value is the estimated sales revenue achievable in the normal course of business operations, less the estimated costs to be incurred up to completion of production and the estimated distribution costs required. All costs incurred in bringing inventories to their current location and placing them in their current state are recognized in the balance sheet for raw materials, components, advertising materials, finished goods and trading goods. Impairments are recorded for non-sale-able goods.

#### Cash and cash equivalents

Cash and cash equivalents include cash, credit balances on postal checking and bank accounts, and cash on deposit with a maturity of less than three months. These are carried at their nominal value. The "Cash and cash equivalents" item carried in the consolidated cash flow statement is calculated according to the above definition and includes short-term bank liabilities.

#### Interest-bearing loans

Financial liabilities are first recorded as soon as the Group has entered into a contract. Upon initial recognition, the financial liabilities are carried at the amount of the consideration received, minus any transaction costs. They are subsequently measured at their amortized cost using the effective interest rate method. A financial liability is derecognized when it is paid off, rescinded or has expired.

#### **Provisions**

Provisions are created when the Group has a current (legal or constructive) obligation arising from a past event, when an outflow of economic resources to meet the obligation is probable and when the amount of the obligation can be estimated reliably. If the interest effect from discounting is material, provisions are discounted at a gross (i.e. pre-tax) interest rate that, where required according to the circumstances, reflects the risks specific to the debt. The provisions are measured on the basis of best estimates, taking into account the material risks and uncertainties.

#### Contingent liabilities

Contingent liabilities for which an outflow of resources is not regarded as probable are not recorded in the balance sheet. However, the contingent liabilities existing as at the balance sheet date are disclosed in the Notes.

#### Pension plans

Besides statutory social insurance, the companies of Lalique Group maintain various employee benefit plans in accordance with the local regulations and customs in the respective countries. These are funded either by means of contributions to legally independent foundations and establishments or by recognition as provision for employee benefit plans in the accounts of the relevant companies.

The liability recognized in the balance sheet in respect of defined benefit pension plans is the present value of the defined benefit obligation on the balance sheet date, less the added value of the plan assets. The present value of the defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality corporate bonds which have terms to maturity approximating the average duration of the related pension liability.

The pension expense item consists of the following three components: service cost, net interest result and remeasurement of the pension plan. Service cost is attributable to salaries and wages and comprises current service cost and unrecognized past service cost arising from changes to, or curtailment/settlement of a plan. Net interest result is disclosed in the financial result and is calculated by multiplying the net defined benefit pension liability or net pension plan assets existing at the start of the year by the discount rate. Actuarial gains and losses arising from changes/adjustments to previous actuarial assumptions are credited or debited immediately under other comprehensive income as pension remeasurements.

#### Income taxes

Effective tax liabilities and any claims for reimbursement of tax paid for the current period and earlier periods are valued at the amount at which a payment to or reimbursement from the tax authorities is expected. This amount is calculated on the basis of the tax rates and legislation in place on the balance sheet date.

Deferred taxes are calculated using the liability method. Deferred taxes take account of the income tax effects of the differences in value between the internal Group and local fiscal valuation guidelines for assets and liabilities. Deferred taxes are calculated at the respective local tax rates.

Any tax loss carry-forwards and tax credits that can be applied for tax purposes are only recognized as deferred tax credits to the extent that it is probable that the future profit will be sufficient to realize tax loss carryforwards and tax credits. Each year, the company assesses the unrecognized tax loss carry-forwards and the carrying amount of the deferred tax assets as at the balance sheet date.

Current and deferred taxes are credited or charged directly to equity or to comprehensive income if the taxes relate to items that were credited or charged directly to equity or to comprehensive income in the current or a different period.

#### Financial risk management

As an internationally oriented company, Lalique Group is exposed to the following financial risks, which are assessed on an ongoing basis and hedged where necessary. In addition to credit and liquidity risk, the Group's assets and liabilities are also subject to risks from changes in foreign currency exchange rates and interest rates.

The policy of the Group is to avoid speculative deals involving financial instruments and to strive for maturity matching where possible.

#### Credit risk

Credit risk applies primarily to receivables (customers) resulting from as yet unsettled transactions. Significant concentration risk does not exist due to the nature of Lalique Group's customer portfolio. Certain trade receivables are hedged by means of a credit insurance policy or by the agreement of specific payment conditions. In addition, receivables are constantly monitored.

With regard to trade accounts receivable and the Group's other financial assets, including cash and cash equivalents and other receivables, the maximum credit risk corresponds to the carrying amounts reported in the balance sheet.

Trade accounts receivable are non-interest-bearing and generally with maturity between 0 and 90 days, and up to 150 days in special cases, depending on the customer.

#### Liquidity risk

Liquidity is monitored and controlled at Group level on an ongoing basis. In addition, liquidity trends are anticipated in order to respond quickly in the case of a surplus or shortfall. The amounts disclosed in the table are the contractual undiscounted cash fows.

Financial assets and liabilities can be allocated based on the following maturities:

| IN EUR THOUSANDS                                  | MATURING IN<br>LESS THAN<br>1 YEAR | MATURING<br>IN > 1 YEAR,<br>< 5 YEARS | MATURING IN<br>MORE THAN<br>5 YEARS | 2017<br>TOTAL | MATURING IN<br>LESS THAN<br>1 YEAR |        | MATURING IN<br>MORE THAN<br>5 YEARS | 2016<br>TOTAL |
|---------------------------------------------------|------------------------------------|---------------------------------------|-------------------------------------|---------------|------------------------------------|--------|-------------------------------------|---------------|
| Assets                                            |                                    |                                       |                                     |               |                                    |        |                                     |               |
| Cash and cash equivalents                         | 16 252                             | _                                     |                                     | 16 252        | 12 704                             | _      |                                     | 12 704        |
| Trade accounts receivable                         | 15 723                             | _                                     | _                                   | 15 723        | 18 134                             | _      |                                     | 18 134        |
| Other receivables                                 | 3 418                              | -                                     | -                                   | 3 418         | 4 030                              | _      |                                     | 4 030         |
| Total                                             | 35 393                             | -                                     | _                                   | 35 393        | 34 868                             | -      | -                                   | 34 868        |
| Liabilities                                       |                                    |                                       |                                     |               |                                    |        |                                     |               |
| Bank liabilities <sup>1</sup>                     | 45 568                             | _                                     | _                                   | 45 568        | 34 281                             | _      |                                     | 34 281        |
| Trade accounts payable                            | 10 838                             | -                                     | _                                   | 10 838        | 14 314                             | _      | _                                   | 14 314        |
| Other current liabilities                         | 16 069                             | -                                     | _                                   | 16 069        | 14 956                             | _      | _                                   | 14 956        |
| Loans from the principal shareholder <sup>2</sup> | 1 871                              | 2 287                                 | 17 229                              | 21 387        | 2 051                              | 4 469  | 18 806                              | 25 326        |
| Other non-current liabilities                     | _                                  | 17 536                                | 1 887                               | 19 423        | _                                  | 11 250 | 800                                 | 12 050        |
| Total                                             | 74 346                             | 19 823                                | 19 116                              | 113 285       | 65 602                             | 15 719 | 19 606                              | 100 927       |

<sup>&</sup>lt;sup>1</sup> This is a loan on our current account. The securities granted ensure steady albeit long-term amortization of the bank liability and, for this reason, liquidity risk is not expected.

<sup>&</sup>lt;sup>2</sup> Two loans from shareholders amounting to EUR 3.417 million and EUR 17.086 million (CHF 20 million) respectively existed at the end of 2017. The principal shareholder has declared the loan of EUR 17.086 million to be subordinate to the bank liability. The loan of EUR 17.086 million was arranged for an indefinite period. For this reason, only the expected interest payments for a period of one year were reported under "Maturing in more than five years".

#### Currency risk

Lalique Group operates around the world and is therefore exposed to currency risks in various currencies, especially with regard to the Swiss franc, the pound sterling and the US dollar. As in the previous year, the risk as at 31 December 2017 largely involved the Group's trade accounts payable and receivable, which are partly based on transactions in foreign currencies and to a lesser extent on cash and cash

equivalents and bank liabilities. The Group monitors its transaction-related foreign-currency risks and, where necessary, concludes currency hedges in order to manage the risks inherent in assets, liabilities and expected transactions.

Financial assets and liabilities can be allocated based on the following categories and currencies:

| IN EUR THOUSANDS          | EUR    | CHF    | USD   | GBP   | OTHER | 2017<br>TOTAL | EUR    | CHF    | USD   | GBP   | OTHER | 2016<br>TOTAL |
|---------------------------|--------|--------|-------|-------|-------|---------------|--------|--------|-------|-------|-------|---------------|
|                           |        |        |       |       |       |               |        |        |       |       |       |               |
| Assets                    |        |        |       |       |       |               |        |        |       |       |       |               |
| Cash and cash             |        |        |       |       |       |               |        |        |       |       |       |               |
| equivalents               | 3 314  | 8 002  | 1 445 | 1 127 | 2 364 | 16 252        | 3 289  | 5 509  | 924   | 2 083 | 899   | 12 704        |
| Trade accounts            |        |        |       |       |       |               |        |        |       |       |       |               |
| receivable                | 8 448  | 1 483  | 4 788 | 748   | 256   | 15 723        | 8 698  | 973    | 7 435 | 627   | 401   | 18 134        |
| Other receivables         | 1 019  | 424    | 738   | 418   | 819   | 3 418         | 1 751  | 197    | 508   | 361   | 1 213 | 4 030         |
| Total                     | 12 781 | 9 909  | 6 971 | 2 293 | 3 439 | 35 393        | 13 738 | 6 679  | 8 867 | 3 071 | 2 513 | 34 868        |
|                           |        |        |       |       |       |               |        |        |       |       |       |               |
| Liabilities               |        |        |       |       |       |               |        |        |       |       |       |               |
| Bank liabilities          | 36 478 | 7 355  | 1 513 | 16    | 206   | 45 568        | 21 151 | 7 271  | 5 346 | 128   | 385   | 34 281        |
| Trade accounts            |        |        |       |       |       |               |        |        |       |       |       |               |
| payable                   | 7 704  | 969    | 727   | 619   | 819   | 10 838        | 9 152  | 1 390  | 935   | 812   | 2 025 | 14 314        |
| Other current liabilities | 9 012  | 5 611  | 915   | 226   | 305   | 16 069        | 7 114  | 4 518  | 1 895 | 302   | 1 127 | 14 956        |
| Loans from the            |        |        |       |       |       |               |        |        |       |       |       |               |
| principal shareholder     | _      | 20 503 | -     | -     | -     | 20 503        | -      | 24 266 | -     | -     | -     | 24 266        |
| Other non-current         |        |        |       |       |       |               |        |        |       |       |       |               |
| liabilities               | 18 854 | -      | 305   | 66    | 347   | 19 423        | 10 586 | -      | -     | 436   | 1 028 | 12 050        |
| Total                     | 72 048 | 34 438 | 3 460 | 927   | 1 677 | 112 401       | 48 003 | 37 445 | 8 176 | 1 678 | 4 565 | 99 867        |

As at 31 December 2017, the Group had no currency hedges (forward transactions) to safeguard future cash flows. The same applied as at 31 December 2016.

A change in the CHF/EUR exchange rate of +/- 5% in 2017 would have had an impact on the Group's profit before tax of EUR +/- 1.227 million (2016: EUR +/- 1.538 million) while a change in the USD / EUR exchange rate of +/- 5% in 2017 would have had an impact of EUR +/- 176,000 (2016: CHF +/- 35,000), and a change in the GBP/EUR exchange rate of +/- 5% in 2017 would have affected figures by EUR +/- 68,000 (2016: EUR +/- 70,000).

#### Interest-rate risk

The risk of fluctuation of market interest rates as at the end of 2017, which Lalique Group is subject to, largely resulted from cash and cash equivalents and bank liabilities. Lalique Group is exposed to interest risks above all in Swiss francs and euros. Management of interest rates in connection with non-current liabilities is performed centrally; short-term interest-rate risk is not normally hedged.

Sensitivity analysis: Interest-rate risk is modelled via sensitivity analyses, which show the effect changes in market interest rates would have on interest income and expense and on equity, provided that all other parameters remain constant. If the market interest rate on 31 December 2017 had been 1 percentage point higher or lower, the Group's financial result or equity would have been EUR 254,000 (2016: EUR 277,000) lower or higher.

#### Capital management

The overriding aim of capital management in Lalique Group is to maintain an adequate equity base to retain investor, customer and market confidence and to support the future development of the core business. Dividend policy, return of capital and if necessary capital increases are used to maintain or adjust the equity structure. The Group's own target for share of equity in the balance sheet total before non-controlling interests was set at 25–35%.

| IN EUR THOUSANDS                              | 31.12.17 | 31.12.16 |
|-----------------------------------------------|----------|----------|
|                                               |          |          |
| Share capital                                 | 816      | 816      |
| Capital reserves                              | 20 798   | 17 129   |
| Retained earnings/other reserves              | 71 596   | 71 379   |
| Total equity before non-controlling interests | 93 210   | 89 324   |
|                                               |          |          |
| TOTAL CAPITAL                                 | 229 820  | 215 299  |
|                                               |          |          |
| Equity ratio                                  | 40.6%    | 41.5%    |

In 2017 the capital reserves increased as follows:

#### IN EUR THOUSANDS

| CAPITAL RESERVES AS OF 31.12.2016   | 17 129 |
|-------------------------------------|--------|
| Paid in additional capital reserves | 3 849  |
| Transaction costs                   | -180   |
| CAPITAL RESERVES AS OF 31.12.2017   | 20 798 |

The capital contribution was made by the main shareholder in connection with contractually agreed and directly transferred earnings from a sale of Lalique Group (LLQ) shares held by the main shareholder and sold to new shareholders.

#### Fair values

The fair value of a financial asset or liability is the value for which the relevant instrument could currently be sold or replaced. The following methods are used to calculate fair value:

- As at 31 December 2017, the fair values of cash and cash equivalents, short-term bank liabilities, trade accounts receivable and payable, current financial liabilities, other receivables and other current liabilities corresponded to their carrying values.
- Non-current, fixed-interest financial investments and liabilities are measured on the basis of the interest rates and risk factors in order to take account of anticipated defaults on the payment of these receivables. On 31 December 2017, the carrying amounts did not differ significantly from the respective fair values.

The table below shows the differences between the carrying amounts and the fair values of financial instruments on 31 December 2017. Where an item's carrying amount is the same as its fair value, the latter is not shown separately in the table.

| IN EUR THOUSANDS                     | CARRYING<br>AMOUNT | FAIR VALUE<br>2017 | CARRYING<br>AMOUNT | FAIR VALUE<br>2016 |
|--------------------------------------|--------------------|--------------------|--------------------|--------------------|
| Assets                               |                    |                    |                    |                    |
| Cash and cash equivalents            | 16 252             | -                  | 12 704             | _                  |
| Trade accounts receivable            | 15 723             | -                  | 18 134             | _                  |
| Other receivables                    | 3 418              | -                  | 4 030              | _                  |
| Total                                | 35 393             | -                  | 34 868             | _                  |
| Liabilities                          |                    |                    |                    |                    |
| Bank liabilities                     | 45 568             | -                  | 34 281             | _                  |
| Trade accounts payable               | 10 838             | -                  | 14 314             | _                  |
| Other current liabilities            | 16 069             | -                  | 14 956             | _                  |
| Loans from the principal shareholder | 20 503             | -                  | 24 266             | _                  |
| Other non-current liabilities        | 19 423             | _                  | 12 050             | _                  |
| Total                                | 112 401            | -                  | 99 867             | -                  |

#### Fair-value hierarchy

Lalique Group uses the following hierarchy to determine and disclose the fair values of its financial instruments, depending on the valuation method:

- Level 1: Listed (unadjusted) prices on active markets for similar assets or liabilities.
- Level 2: Other methods using inputs which significantly affect the fair value and are based on data that can be observed directly or indirectly on the market.
- Level 3: Methods using inputs which significantly affect the fair value and are not based on observable market data.

#### Assets and liabilities at fair value:

| IN EUR THOUSANDS          | 31.12.17 | LEVEL 1  | LEVEL 2 | LEVEL 3 |
|---------------------------|----------|----------|---------|---------|
| Other current liabilities | _        | <u> </u> |         |         |
| IN CHF THOUSANDS          | 31.12.16 | LEVEL 1  | LEVEL 2 | LEVEL 3 |
| Other current liabilities | -        | _        | -       | -       |

#### 3. SEGMENT REPORTING

Lalique Group is divided into the following segments:

#### Segment 1 - Lalique

The Lalique segment comprises all business transactions conducted under the Lalique brand.

#### Segment 2 - Ultrasun

The Ultrasun segment covers the Ultrasun brand.

#### Segment 3 - Jaguar

The Jaguar segment covers the Jaguar brand.

#### Segment 4 - Grès

The Grès segment covers the Grès brand.

#### **Segment 5 - Other brands**

The other brands segment covers the Samouraï, Bentley, Art & Fragrance Services, Art & Fragrance Distribution and Alain Delon brands.

#### Segment 6 - Holding and eliminations

The holding company generates revenue from management fees charged to the other segments. Intra-Group transactions are handled on an arm's-length basis.

#### Segment reporting for the 2017 financial year

The table below contains information on the revenues and results, and on the assets and liabilities of the Group's business segments.

| IN EUR THOUSANDS                                                                                                                                                                                                                              | LALIQUE | ULTRASUN | JAGUAR | GRÈS  | OTHER<br>BRANDS <sup>1</sup>                    | HOLDING<br>AND ELIM. <sup>2</sup> | GROUP   |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|----------|--------|-------|-------------------------------------------------|-----------------------------------|---------|
|                                                                                                                                                                                                                                               |         |          |        |       |                                                 |                                   |         |
| Operating revenue                                                                                                                                                                                                                             |         |          |        |       |                                                 |                                   |         |
| Revenue from sales to external customers                                                                                                                                                                                                      | 76 870  | 13 026   | 21 766 | 5 857 | 11 419                                          | -108                              | 128 830 |
| Revenue from transactions with other segments                                                                                                                                                                                                 | 791     | -17      | -30    | 54    | 6 822                                           | -7 620                            | -       |
| Total operating revenue                                                                                                                                                                                                                       | 77 661  | 13 009   | 21 736 | 5 911 | 18 241                                          | -7 728                            | 128 830 |
| EBIT                                                                                                                                                                                                                                          | -497    | 799      | 4 191  | 1 116 | 2 210                                           | -354                              | 7 465   |
| Financial result                                                                                                                                                                                                                              |         |          |        |       |                                                 |                                   | -950    |
| Group profit before taxes                                                                                                                                                                                                                     |         |          |        |       |                                                 |                                   | 6 515   |
| Income tax expenses                                                                                                                                                                                                                           |         |          |        |       |                                                 |                                   | 363     |
| NET GROUP PROFIT                                                                                                                                                                                                                              |         |          |        |       |                                                 |                                   | 6 878   |
| Assets and liabilities                                                                                                                                                                                                                        |         |          |        |       |                                                 |                                   |         |
| Segment assets                                                                                                                                                                                                                                | 158 296 |          | 14 889 | 9 964 | 26 146                                          | 5 852                             | 230 534 |
| Segment liabilities                                                                                                                                                                                                                           | 114 447 | 4 867    | 9 422  | 2 906 | 25 373                                          | -21 961                           | 135 054 |
| Other segment information                                                                                                                                                                                                                     |         |          |        |       |                                                 |                                   |         |
| Investments                                                                                                                                                                                                                                   |         |          |        |       |                                                 |                                   |         |
| Property, plant and equipment                                                                                                                                                                                                                 | 13 041  | 14       | _      | _     | 5 124                                           | 355                               | 18 534  |
| Intangible assets                                                                                                                                                                                                                             | 295     | 377      | 4 494  | 45    | 1 344                                           | 132                               | 6 687   |
| Depreciation and amortization                                                                                                                                                                                                                 |         |          |        |       |                                                 |                                   |         |
| Property, plant and equipment                                                                                                                                                                                                                 | 5 129   | 58       | 128    | 65    | 971                                             | 13                                | 6 364   |
| Intangible assets                                                                                                                                                                                                                             | 203     | 209      | 52     | 9     | 321                                             | 3                                 | 797     |
| 1 Operating revenue other brands Parfums Samouraï Bentley Fragrances Parfums Alain Delon Lalique Beauty Distribution Lalique Beauty Services Total operating revenue other brands  2 The "Holding + elim." segment covers the holding and man |         |          |        |       | 6 193<br>3 880<br>127<br>941<br>7 100<br>18 241 |                                   |         |

The "Holding + elim." segment covers the holding and management companies, and eliminations. The segment's assets mainly include cash and cash equivalents, long-term receivables of the holding and management companies, and eliminations between the segments.

Segment liabilities mainly comprise current liabilities, loans and eliminations.

#### Segment reporting for the 2016 financial year

The table below contains information on the revenues and results, and on the assets and liabilities of the Group's business segments.

| IN EUR THOUSANDS                                                                                                                                                                                                                           | LALIQUE | ULTRASUN | JAGUAR | GRÈS   | OTHER<br>BRANDS <sup>1</sup>                    | HOLDING<br>AND ELIM. <sup>2</sup> | GROUP   |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|----------|--------|--------|-------------------------------------------------|-----------------------------------|---------|
|                                                                                                                                                                                                                                            |         |          |        |        |                                                 |                                   |         |
| Operating revenue                                                                                                                                                                                                                          |         |          |        |        |                                                 |                                   |         |
| Revenue from sales to external customers                                                                                                                                                                                                   | 79 956  | 10 929   | 16 100 | 6 339  | 10 317                                          | -71                               | 123 570 |
| Revenue from transactions with other segments                                                                                                                                                                                              | 1 082   | -17      | -45    | 179    | 5 384                                           | -6 583                            |         |
| Total operating revenue                                                                                                                                                                                                                    | 81 038  | 10 912   | 16 055 | 6 518  | 15 701                                          | -6 654                            | 123 570 |
| EBIT                                                                                                                                                                                                                                       | -2 539  | 1 236    | 2 774  | 1 473  | 992                                             | -367                              | 3 569   |
| Financial result                                                                                                                                                                                                                           |         |          |        |        |                                                 |                                   | -1 637  |
| Group profit before taxes                                                                                                                                                                                                                  |         |          |        |        |                                                 |                                   | 1 932   |
| Income tax expenses                                                                                                                                                                                                                        |         |          |        |        |                                                 |                                   | -894    |
| NET GROUP PROFIT                                                                                                                                                                                                                           |         |          |        |        |                                                 |                                   | 1 038   |
| Assets and liabilities                                                                                                                                                                                                                     |         |          |        |        |                                                 |                                   |         |
| Segment assets                                                                                                                                                                                                                             | 155 868 | 17 545   | 8 897  | 11 524 | 20 797                                          | 668                               | 215 299 |
| Segment liabilities                                                                                                                                                                                                                        | 105 626 | 5 856    | 4 441  | 3 258  | 20 812                                          | -15 760                           | 124 233 |
| Other segment information                                                                                                                                                                                                                  |         |          |        |        |                                                 |                                   |         |
| Investments                                                                                                                                                                                                                                |         |          |        |        |                                                 |                                   |         |
| Property, plant and equipment                                                                                                                                                                                                              | 3 989   | 48       | 2      | _      | 2 036                                           | 411                               | 6 486   |
| Intangible assets                                                                                                                                                                                                                          | 191     | 248      | 50     |        | 539                                             | 114                               | 1 142   |
| Depreciation and amortization                                                                                                                                                                                                              |         |          |        |        |                                                 |                                   |         |
| Property, plant and equipment                                                                                                                                                                                                              | 5 289   | 36       | 124    | 69     | 787                                             | 7                                 | 6 312   |
| Intangible assets                                                                                                                                                                                                                          | 244     | 128      | 54     | 10     | 231                                             | 4                                 | 671     |
| Operating revenue other brands Parfums Samouraï Bentley Fragrances Parfums Alain Delon Lalique Beauty Distribution Lalique Beauty Services Total operating revenue other brands  The "Holding + elim." segment covers the holding and many |         |          |        |        | 5 226<br>3 364<br>139<br>805<br>6 167<br>15 701 |                                   |         |

The "Holding + elim." segment covers the holding and management companies, and eliminations. The segment's assets mainly include cash and cash equivalents, long-term receivables of the holding and management companies, and eliminations between the segments.

Segment liabilities mainly comprise current liabilities, loans and eliminations.

#### **Geographical regions**

Geographical information pertaining to segment income is broken down by customer location.

| IN EUR THOUSANDS                         | 2017    | 2016    |
|------------------------------------------|---------|---------|
|                                          |         |         |
| Revenue from sales to external customers |         |         |
| USA                                      | 22 709  | 24 861  |
| UK                                       | 23 215  | 18 708  |
| France                                   | 18 487  | 15 836  |
| UAE                                      | 10 916  | 11 508  |
| Hong Kong                                | 7 917   | 7 647   |
| Japan                                    | 7 165   | 6 817   |
| Germany                                  | 7 342   | 6 495   |
| Russia                                   | 3 024   | 3 081   |
| Switzerland                              | 3 731   | 4 186   |
| Israel                                   | 2 466   | 1 058   |
| Singapore                                | 3 491   | 1 910   |
| China                                    | 2 846   | 1 408   |
| Other countries                          | 15 521  | 20 055  |
| Group                                    | 128 830 | 123 570 |

Geographical information pertaining to non-current assets comprises property, plant & equipment, intangible assets and other non-current assets.

| IN EUR THOUSANDS   | 31.12.17 | 31.12.16 |
|--------------------|----------|----------|
|                    |          |          |
| Non-current assets |          |          |
| France             | 92 336   | 81 827   |
| Switzerland        | 32 647   | 31 232   |
| USA                | 2 019    | 2 257    |
| Hong Kong          | 105      | 532      |
| China              | 410      | 346      |
| UK                 | 181      | 261      |
| Germany            | -        |          |
| Singapore          | 244      | 122      |
| Group              | 127 942  | 116 577  |

#### **DETAILS ON THE CONSOLIDATED INCOME STATEMENT**

#### 4. NET REVENUE FROM SALES AND GOODS AND SERVICES

| IN EUR THOUSANDS   | 2017    | 2016    |
|--------------------|---------|---------|
|                    |         |         |
| Gross revenue      | 138 201 | 130 715 |
| Revenue reductions | -10 820 | -9 481  |
| TOTAL NET REVENUE  | 127 381 | 121 234 |

Revenue reductions relate primarily to discounts. Revenue per segment, including other operating income, is disclosed in the segment reporting.

#### 5. OTHER OPERATING INCOME

| IN EUR THOUSANDS             | 2017  | 2016  |
|------------------------------|-------|-------|
|                              |       |       |
| Other operating income       | 564   | 1 531 |
| Licence income/royalties     | 885   | 805   |
| TOTAL OTHER OPERATING INCOME | 1 449 | 2 336 |

Other operating income mainly comprises income from service agreements.

#### 6. MATERIAL COSTS, LICENCES AND THIRD-PARTY SERVICES

| 2017   | 2016                                        |
|--------|---------------------------------------------|
|        |                                             |
| 37 084 | 38 234                                      |
| 10 366 | 9 589                                       |
| 2 399  | 1 949                                       |
| 1 232  | 1 395                                       |
| 2 413  | 2 062                                       |
| 53 494 | 53 229                                      |
|        | 37 084<br>10 366<br>2 399<br>1 232<br>2 413 |

Other directly apportionable production costs mainly comprise wages and salaries of the production staff at the factory in Wingen. Licence expenses arise mainly in connection with Jaguar Fragrances and Bentley Fragrances. Commission expenses relate to the mediation of transactions. The item "Other procurement costs" includes costs that are incurred in connection with receipt and shipment of goods to/from stock, customs and freight charges relating to purchasing, and lithography and plating costs, net of any supplier discounts.

#### 7. SALARIES AND WAGES

| IN EUR THOUSANDS                                       | 2017   | 2016   |
|--------------------------------------------------------|--------|--------|
|                                                        |        |        |
| Wages and salaries (incl. bonuses)                     | 20 597 | 19 224 |
| Social insurance and employee pension/welfare expenses | 9 539  | 9 258  |
| Other personnel costs                                  | 339    | 380    |
| TOTAL PERSONNEL COSTS                                  | 30 475 | 28 862 |
|                                                        |        |        |
| Number of staff as at 31 December (in positions)       | 653    | 613    |

#### 8. OTHER OPERATING EXPENSES

| IN EUR THOUSANDS                       | 2017   | 2016   |
|----------------------------------------|--------|--------|
|                                        |        |        |
| Administrative expenses                | 4 802  | 5 143  |
| Advertising and promotional expenses   | 7 377  | 6 241  |
| Rental expenses                        | 10 351 | 10 884 |
| Vehicles                               | 196    | 174    |
| Property insurance, levies and charges | 694    | 686    |
| Miscellaneous operating expenses       | 6 815  | 7 799  |
| TOTAL OTHER OPERATING EXPENSES         | 30 235 | 30 927 |

The item "Miscellaneous operating expenses" includes travel expenses (2017: EUR 2.816 million; 2016: EUR 2.452 million), expenses for creations (2017: EUR 223,000; 2016: EUR 245,000) and various other costs.

#### **Operating lease**

Maturity structure of off-balance-sheet liabilities from operating lease contracts:

| in EUR thousands               | 31.12.17 | 31.12.16 |
|--------------------------------|----------|----------|
|                                |          |          |
| Maturing within 1 year         | 5 982    | 6 056    |
| Maturing between 1 and 5 years | 10 202   | 13 745   |
| Maturing in more than 5 years  | 2 447    | 2 936    |
| TOTAL                          | 18 631   | 22 737   |

Expenses for operating leasing recognized in the 2017 income statement amount to EUR 9.465 million (2016: EUR 9.892 million).

#### 9. FINANCIAL INCOME AND EXPENSES

| IN EUR THOUSANDS                                                                                                                                                                         |       | 2016   |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|--------|
| Financial income                                                                                                                                                                         |       |        |
| Interest on loans and advance financing <sup>1</sup>                                                                                                                                     | -     | 2      |
| Income from exchange rate fluctuations <sup>1</sup>                                                                                                                                      | 4 960 | 3 086  |
| Other financial income <sup>1</sup>                                                                                                                                                      | 47    | 6      |
| Total financial income                                                                                                                                                                   | 5 007 | 3 094  |
|                                                                                                                                                                                          |       |        |
| Financial expenses                                                                                                                                                                       |       |        |
| Expenses from exchange rate fluctuations <sup>1</sup>                                                                                                                                    | 4 205 | 3 144  |
| Interest on loans and short-term financial liabilities <sup>2</sup>                                                                                                                      | 827   | 659    |
| Other financial expenses <sup>1</sup>                                                                                                                                                    | 925   | 928    |
| Total financial expenses                                                                                                                                                                 | 5 957 | 4 731  |
| FINANCIAL RESULT                                                                                                                                                                         | -950  | -1 637 |
| The corresponding items originate from the following categories of financial instrument: <sup>1</sup> Loans and receivables <sup>2</sup> Financial liabilities carried at amortized cost |       |        |

#### 10. INCOME TAXES

The main components of income tax expenses are as follows:

| IN EUR THOUSANDS                                                                 | 2017   | 2016 |
|----------------------------------------------------------------------------------|--------|------|
|                                                                                  |        |      |
| Current year income taxes                                                        | 1 316  | 897  |
| Income taxes from previous years                                                 | 12     | -60  |
| Statutory tax expense                                                            | 1 328  | 837  |
| Deferred tax expenses/income resulting from change in temporary differences      | 323    | 240  |
| Deferred tax expenses/income resulting from change in tax rates                  | -1 983 | -433 |
| Deferred tax expenses/income resulting from usage or capitalization respectively |        |      |
| of deferred taxes on accumulated losses                                          | -30    | 250  |
| Deferred tax expenses                                                            | -1 690 | 57   |
|                                                                                  |        |      |
| TOTAL TAX EXPENSES                                                               | -363   | 894  |

The following breakdown shows a reconciliation of the expected and actual tax expenses calculated at the tax rates applicable to the Group.

| IN EUR THOUSANDS                                                             | 2017   | 2016   |
|------------------------------------------------------------------------------|--------|--------|
|                                                                              |        |        |
| Group profit before taxes                                                    | 6 515  | 1 932  |
| Expected tax rate                                                            | -8.6%  | -59.4% |
| Expected tax expenses                                                        | -560   | -1 147 |
|                                                                              |        |        |
| Non-deductible expenses                                                      | 231    | -162   |
| Fiscal effect of income taxed at different rates                             | -1 086 | -44    |
| Effect of change in the tax rate                                             | -1 983 | -433   |
| Unrecognized losses from the current financial year                          | 3 051  | 2 709  |
| Offsetting of unrecognized loss carry-forwards from previous financial years | -43    | -83    |
| Income taxes from previous years                                             | 12     | -60    |
| Other effects                                                                | 13     | 114    |
| TOTAL INCOME TAX                                                             | -363   | 894    |

The different profit and loss contributions of the individual Group companies in relation to total Group profit and the different tax rates produced an expected income tax rate of -8.6%.

#### 11. EARNINGS PER SHARE AND DIVIDENDS

|                                                                |               | 2017      | 2016      |
|----------------------------------------------------------------|---------------|-----------|-----------|
|                                                                |               |           |           |
| Total number of shares issued                                  | Number        | 5 000 000 | 5 000 000 |
| Average number of treasury shares held                         | Number        | 11 236    | 41 021    |
| Average number of shares in circulation                        | Number        | 4 988 764 | 4 958 979 |
| Net Group profit in favour of shareholders of Lalique Group SA | EUR thousands | 7 007     | 1 941     |
| EARNINGS PER SHARE                                             | EUR           | 1.40      | 0.39      |

For the 2016 financial year a dividend of CHF 0.50 per share was paid out. With respect to the 2017 financial year, the Board of Directors proposes a dividend payment of CHF 0.50 per share.

#### DETAILS ON THE CONSOLIDATED BALANCE SHEET

#### 12. CASH AND CASH EQUIVALENTS AND SHORT-TERM BANK LIABILITIES

| IN EUR THOUSANDS                         | 31.12.17 | 31.12.16 |
|------------------------------------------|----------|----------|
|                                          |          |          |
| Cash                                     | 103      | 101      |
| Bank                                     | 16 149   | 12 603   |
| TOTAL CASH AND CASH EQUIVALENTS          | 16 252   | 12 704   |
|                                          |          |          |
| BANK LIABILITIES                         | -45 568  | -34 281  |
|                                          |          |          |
| BALANCE OF NET CASH AND CASH EQUIVALENTS | -29 316  | -21 577  |

Interest earned on assets denominated in CHF, EUR, GBP and USD was 0.00%. Interest charged on liabilities in CHF, USD and GBP was 0.65%, those on liabilities in EUR between 0.20% and 2.50% and in HKD between 3% and 4%.

#### 13. TRADE ACCOUNTS RECEIVABLE

Trade accounts receivable are non-interest-bearing and generally fall due between 0 and 90 days, and up to 150 days in special cases, depending on the customer. If, in the case of trade accounts receivable, there is objective evidence to suggest that Lalique Group will not be in a position to receive all amounts in accordance with the original terms and conditions, an impairment will be recognized.

| IN EUR THOUSANDS                       | TOTAL OUT-<br>STANDING<br>ITEMS | NOT DUE | DUE   | OF WHICH<br>DUE WITHIN<br>60 DAYS | OF WHICH<br>OVERDUE<br>61-90 DAYS | OF WHICH<br>OVERDUE MORE<br>THAN 91 DAYS |
|----------------------------------------|---------------------------------|---------|-------|-----------------------------------|-----------------------------------|------------------------------------------|
| 2017                                   |                                 |         |       |                                   |                                   |                                          |
| Of which EUR                           | 8 664                           | 7 164   | 1500  | 1 039                             | 23                                | 438                                      |
| Of which CHF accounts shown in EUR     | 1 482                           | 1246    | 236   | 294                               | 3                                 | -61                                      |
| Of which USD accounts shown in EUR     | 5 111                           | 4 654   | 457   | 283                               | 25                                | 149                                      |
| Of which other currencies shown in EUR | 1 012                           | 360     | 652   | 453                               | 23                                | 176                                      |
| Allowance for doubtful debts           | -546                            | _       | -546  | _                                 | _                                 | -546                                     |
| Total                                  | 15 723                          | 13 424  | 2 299 | 2 069                             | 74                                | 156                                      |
| 2016                                   |                                 |         |       |                                   |                                   |                                          |
| Of which EUR                           | 8 683                           | 5 541   | 3 142 | 1 772                             | 312                               | 1058                                     |
| Of which CHF accounts shown in EUR     | 885                             | 827     | 58    | 27                                |                                   | 31                                       |
| Of which USD accounts shown in EUR     | 7 757                           | 6 936   | 821   | 399                               | 16                                | 406                                      |
| Of which other currencies shown in EUR | 1 224                           | 613     | 611   | 540                               | 43                                | 28                                       |
| Allowance for doubtful debts           | -415                            | -       | -415  |                                   | _                                 | -415                                     |
| Total                                  | 18 134                          | 13 917  | 4 217 | 2 738                             | 371                               | 1 108                                    |

Allowance on trade receivables developed as follows:

| IN EUR THOUSANDS | 31.12.17 | 31.12.16 |
|------------------|----------|----------|
|                  |          |          |
| Opening balance  | 415      | 439      |
| Formation (+)    | 173      | 14       |
| Usage (-)        | -1       | -50      |
| Currency effect  | -41      | 12       |
| CLOSING BALANCE  | 546      | 415      |

#### **14. INVENTORIES**

| IN EUR THOUSANDS             | 31.12.17 | 31.12.16 |
|------------------------------|----------|----------|
|                              |          |          |
| Components and raw materials | 24 139   | 24 873   |
| Advertising materials        | 2 724    | 2 709    |
| Finished goods               | 36 296   | 32 999   |
| Advance payments             | 374      | 361      |
| TOTAL INVENTORIES            | 63 533   | 60 942   |

Impairments on inventories recognized as expenditure amounted to EUR 955,000 in 2017 (2016: EUR 1.135 million).

#### **15. OTHER RECEIVABLES**

| IN EUR THOUSANDS                    | 31.12.17 | 31.12.16 |
|-------------------------------------|----------|----------|
|                                     |          |          |
| Receivables from VAT claims         | 3 666    | 2 912    |
| Accrued income and prepaid expenses | 1 950    | 2 670    |
| Deferred tax assets                 | 11       | 16       |
| Other receivables                   | 1 457    | 1 344    |
| TOTAL OTHER RECEIVABLES             | 7 084    | 6 942    |

For the most part, other receivables consist of security deposits for future operating expenses.

#### **16. OTHER NON-CURRENT ASSETS**

Other non-current assets comprise a collection of perfume flacons, drawings, and other collectables of the Lalique brand produced by company founder René Lalique and bought by Lalique Group.

#### 17. PROPERTY, PLANT AND EQUIPMENT

|                                     |           |             | MACHINERY +<br>EQUIPMENT, IT, |          | PLANT UNDER   | TOTAL<br>PROPERTY, |
|-------------------------------------|-----------|-------------|-------------------------------|----------|---------------|--------------------|
|                                     | LAND,     | EQUIPMENT,  | HARDWARE,                     |          | CONSTRUC-     | PLANT AND          |
| IN EUR THOUSANDS                    | BUILDINGS | FURNISHINGS | TOOLS _                       | VEHICLES | TION _        | EQUIPMENT          |
| Acquisition costs 01.01.2016        | 45 421    | 20 004      | 16 095                        | 325      | 2 226         | 84 071             |
| Additions                           | 731       | 1 806       | 2 147                         | 30       | 1 833         | 6 547              |
| Reclassification/transfers          | 1 415     |             | 476                           | _        | -1891         | _                  |
| Disposals                           | -901      | -439        | -482                          | -48      | -9            | -1 879             |
| Exchange differences                | 362       | -191        | 116                           | -2       | <del>-7</del> | 278                |
| Acquisition costs 31.12.2016        | 47 028    | 21 180      | 18 352                        | 305      | 2 152         | 89 017             |
| Additions <sup>1</sup>              | 4 818     | 2 644       | 1 549                         | 136      | 1 105         | 10 252             |
| Additions from acquisition          |           |             |                               |          |               |                    |
| under common control                | 6 372     | 1 910       | _                             | _        | _             | 8 282              |
| Reclassification/transfers          | 1 028     | 130         |                               |          | -1 158        |                    |
| Disposals                           | -742      | -408        | -2 818                        |          | -622          | -4 590             |
| Exchange differences                | -1 281    | -342        | -708                          | -31      | -34           | -2 396             |
| Acquisition costs 31.12.2017        | 57 223    | 25 114      | 16 375                        | 410      | 1 443         | 100 565            |
| Depreciation, cumulative 01.01.2016 | -18 646   | -10 710     | -12 147                       | -254     | _             | -41 757            |
| Additions                           | -3 206    | -1 592      | -1 478                        | -36      |               | -6 312             |
| Disposals                           | 895       | 434         | 485                           | 48       |               | 1 862              |
| Exchange differences                | -278      | 158         | -94                           |          |               | -214               |
| Depreciation, cumulative 31.12.2016 | -21 235   | -11 710     | -13 234                       | -242     |               | -46 421            |
| Addition                            | -3 021    | -1 746      | -1 572                        | -29      |               | -6 368             |
| Additions from acquisition          |           |             |                               |          |               | -0 308             |
| under common control                | -180      | -175        | _                             | _        | _             | -355               |
| Disposals                           | 260       | 400         | 1 756                         |          |               | 2 416              |
| Exchange differences                | 920       | 271         | 583                           | 20       |               | 1 794              |
| Depreciation, cumulative 31.12.2017 | -23 256   | -12 960     | -12 467                       | -251     |               | -48 934            |
|                                     |           |             |                               |          |               |                    |
| NET PROPERTY, PLANT AND             |           |             |                               |          |               |                    |
| EQUIPMENT 31.12.2017                | 33 967    | 12 154      | 3 908                         | 159      | 1 443         | 51 631             |
| Net property, plant and             |           |             |                               |          |               |                    |
| equipment 31.12.2016                | 25 793    | 9 470       | 5 118                         | 63       | 2 152         | 42 596             |

<sup>&</sup>lt;sup>1</sup> The additions of EUR 10.252 million (2016: EUR 6.547 million) resulted in a cash outflow of EUR 8.800 million (2016: EUR 5.858 million). The total depreciation in 2017 of EUR 6.368 million (2016: EUR 6.312 million) did not include any impairment costs.

No items of property, plant and equipment serve as collateral for obligations.

#### **18. INTANGIBLE ASSETS**

|                                     |          |          | LICENCE  |           |          | TOTAL<br>INTANGIBLE |
|-------------------------------------|----------|----------|----------|-----------|----------|---------------------|
| IN EUR THOUSANDS                    | GOODWILL | BRANDS   | RIGHTS _ | CREATIONS | SOFTWARE | ASSETS              |
| Acquisition costs 01.01.2016        | 380      | 61 088   | 3 195    | 2 534     | 4 772    | 71 969              |
| Additions                           | _        | _        |          | 486       | 656      | 1 142               |
| Disposals                           | -        | -        | -41      | -422      | -400     | -863                |
| Exchange differences                | -21      | 260      | 33       | 29        | 26       | 327                 |
| Acquisition costs 31.12.2016        | 359      | 61 348   | 3 187    | 2 627     | 5 054    | 72 575              |
| Additions <sup>1</sup>              | -        | -        | 5 562    | 836       | 255      | 6 653               |
| Additions from acquisition under    |          |          |          |           |          |                     |
| common control                      | -        | -        | 34       | -         | -        | 34                  |
| Disposals                           | _        | -        | -3 058   | -232      | _        | -3 290              |
| Exchange differences                | -10      | -2 130   | - 395    | -254      | -117     | -2 906              |
| Acquisition costs 31.12.2017        | 349      | 59 218   | 5 330    | 2 977     | 5 192    | 73 066              |
| Amortization, cumulative 01.01.2016 | _        | _        | -1 925   | -1 884    | -3 631   | -7 440              |
| Additions <sup>2</sup>              |          |          | -625     | -306      | -365     | -1 296              |
| Disposals                           |          |          | 42       | 422       | 314      | 778                 |
| Exchange differences                |          |          | -31      | -19       | -19      | -69                 |
| Amortization, cumulative 31.12.2016 |          | <u> </u> | -2 539   | -1 787    | -3 701   | -8 027              |
| Additions <sup>2</sup>              | -        | -        | -615     | -412      | - 381    | -1 408              |
| Disposals                           |          |          | 3 058    | 232       |          | 3 290               |
| Additions from acquisition under    |          |          |          |           |          |                     |
| common control                      | -        | -        | -6       | -         | -        | -6                  |
| Exchange differences                | _        | 43       | 90       | 161       | 85       | 379                 |
| Amortization, cumulative 31.12.2017 |          | 43       | -12      | -1 806    | -3 997   | -5 772              |
| NET INTANGIBLE ASSETS 31.12.2017    | 349      | 59 261   | 5 318    | 1 171     | 1 195    | 67 294              |
| Net intangible assets 31.12.2016    | 359      | 61 348   | 648      | 840       | 1 353    | 64 548              |

<sup>&</sup>lt;sup>1</sup> The additions of EUR 6.653 million (2016: EUR 1.142 million) resulted in a cash outflow of EUR 985,000 (2016: EUR 694,000).
<sup>2</sup> The amortization of licence rights is recorded in licence expenses.

#### **Brands**

Brand values as at 31 December 2017: Parfums Grès CHF 6.574 million (2016: CHF 6.574 million), Parfums Samouraï CHF 1.800 million (2016: CHF 1.800 million), Ultrasun CHF 11.000 million (2016: CHF 11.000 million), Lalique EUR 42.710 million (2016: EUR 43.266 million).

The discounted cash flow method was used to test the various brand values for impairment. The calculation was based on the assumptions listed below. The latter include planning assumptions made over a maximum period of five years, and

a residual value. The residual value incorporates a growth rate of 1.5% for Ultrasun and Lalique, 0.3% for Parfums Samouraï, and 1.7% for Parfums Grès respectively. In the case of Ultrasun, it has been assumed that the EBITDA margin will rise from 12.5% in 2018 to 18.5% in 2022. With regard to Lalique, it has been assumed that the EBITDA margin will rise from 3.2% in 2018 to 13.3% in 2022. These assumptions were determined by management based on its expectations for future market development. In the event of significant changes in the basic data used, utility values may differ from the carrying amounts indicated.

|                  | AVERAGE GRO | WTH IN SALES <sup>1</sup> | AFTER-TAX DISCOUNT RATE |      |  |
|------------------|-------------|---------------------------|-------------------------|------|--|
| IN %             | 2017        | 2016                      | 2017                    | 2016 |  |
|                  |             |                           |                         |      |  |
| Lalique          | 6.1         | 5.0                       | 9.8                     | 9.3  |  |
| Ultrasun         | 2.3         | 2.3                       | 9.8                     | 9.0  |  |
| Parfums Grès     | 1.1         | 1.0                       | 11.9                    | 6.0  |  |
| Parfums Samouraï | 2.1         | 2.3                       | 9.7                     | 6.0  |  |

<sup>&</sup>lt;sup>1</sup> Calculated over the planning horizon of five years.

#### Sensitivity

At Lalique, the brand value would only be diminished in the event of a negative change in sales growth of 4.9 percentage points or a negative change in the EBITDA margin of 1.5 percentage points or an increase in the discount rate of 1.7 percentage points. The brand value of Lalique would be diminished upon a negative change of sales growth of 0.4 percentage points or EUR 1.276 million or a negative change in the EBITDA margin of 0.3 percentage points or EUR 2.716 million or a change in the discount rate of 0.2 percentage points or EUR 1.639 million.

At Ultrasun, Parfums Grès and Parfums Samouraï the values in use are greater than the reported net assets, which would also pertain in the case of significant changes in the base values applied at the end of 2017 and 2016.

#### Licence rights

Write-downs in 2017 and in the previous financial year relate to licence agreements and rights for Jaguar Fragrances and Bentley Fragrances that are depreciated over the contractual term or the useful life of the licence and recognized under licensing expenses. The residual amortization period for both licence rights is two years.

#### Creations

The item "Creations" comprises expenses incurred through the commissioning of external designers to create flacons and packaging, and the associated development costs. The residual amortization period is between zero and three years. In 2017, as in the previous year, there were no extraordinary write-downs.

#### Software

The item "Software" consists of purchased IT software usage licences and the costs of specific customization of software. Software is amortized on a straight-line basis over a useful life of five years.

With the exception of depreciation on new licence rights, which is recognized under licence expenses, all amortization on intangible assets appears under "Depreciation and amortization" in the income statement. In 2017, there were no extraordinary write-downs (2016: EUR 0).

There are no restrictions on the use of intangible assets. There are no commitments to make further payments or to take on additional intangible assets. No intangible assets serve as collateral for obligations.

#### 19. PENSION SCHEMES

| IN EUR THOUSANDS                         | 31.12.17 | 31.12.16 |
|------------------------------------------|----------|----------|
|                                          |          |          |
| Defined benefit pension plans            | 4 620    | 4 752    |
| Other long-term post-employment benefits | 216      | 224      |
| TOTAL PENSION FUND LIABILITIES           | 4 836    | 4 976    |

#### Defined benefit pension plans

There is only a defined benefit pension plan in Switzerland and this has the following characteristics: The plan is designed to ensure that current and future contributions are sufficient to cover future obligations. As defined in the fund regulations, the employer and the employees make matching annual contributions. Contributions are based on an age-related sliding scale which defines the relevant percentage of an employee's insured salary in relation to the insured salary. In accordance with Swiss law, the pension fund guarantees its insured members vested benefits which are confirmed each year. Upon retirement, insured members are entitled to draw their benefits as a single lump-sum payment, an annuity, or a combination of both. For the purpose of providing an occupational pension scheme, Lalique Group has joined a collective foundation in which the assets are invested on a joint basis with other scheme participants (with the same investment profile). This collective foundation is what is known as a full insurance solution. Thus, as at 31 December 2017, 100% of the plan assets were invested in a collective insurance policy held with Basler Leben AG. Direct pension entitlements vis-à-vis the insurance company constitute 100% of the investment. The pension plan meets legal provisions stipulating the minimum benefits payable. There were no significant changes, curtailments or settlements involving the plan during the reporting period.

#### Other long-term post-employment benefits

In France, there are plans that fall into this category. These can be described as follows: one plan exists which, in accordance with the statutory requirements governing privately held companies, builds up capital which is then used to pay appropriate compensation to employees when they leave the company. The benefit payable is based on years of service, the reference salary, the collective wage agreement and the circumstances which led to the employee's departure. Payment of pensions conforms to the national collective agreement for handmade glass manufacture.

Another plan or regulation exists which, under certain conditions, entitles specific pension recipients to claim a supplementary annuity corresponding to 55% of the beneficiary's last annual net salary (average salary over the last three years).

The table below shows the status of the Swiss pension plan and the amount recognized in the consolidated balance sheet on 31 December:

| NEUR THOUSANDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                  | DEFINED BENEFIT PENSION PLAN |                  |                 | OTHER LONG-TERM S POST-EMPLOYMENT BENEFITS |  |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|------------------------------|------------------|-----------------|--------------------------------------------|--|--|
| Fair value of the plan assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | IN EUR THOUSANDS                                                 |                              |                  |                 |                                            |  |  |
| Fair value of the plan assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                  |                              |                  |                 |                                            |  |  |
| Annual expenditure on pension benefits recognized in wages and salaries breaks down as follows:    NEUR THOUSANDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Present value of defined benefit pension obligation              | -10 919                      | -11 021          | -216            | -224                                       |  |  |
| Annual expenditure on pension benefits recognized in wages and salaries breaks down as follows:  INEUR THOUSANDS  2017 2016 2017 2016 2017 2016  Current service cost -807 -720 -18 -18 -18  Net interest cost of pension plans -16 -20 TOTAL EMPLOYEE BENEFIT EXPENSES RECOGNIZED IN THE INCOME STATEMENT -823 -740 -18 -18  Remeasurement of pension plans recognized directly in other comprehensive income breaks down as follows:  INEUR THOUSANDS 2017 2016 2017 2016 Actuarial gain/(loss) from the pension obligation -5 445 29 4 Change in the plan assets (not incl. interest) -84 -47 TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME -89 398 29 4  The change in the present value of the pension obligations and the fair value of the plan assets was as follows:  INEUR THOUSANDS 2017 2016 2017 2016 Present value of defined benefit pension obligations on I January -11 021 -10 241 -224 -227 Interest expenses -61 -75 Current service cost -807 -720 -18 -18 -18 Employee contributions -419 -414 -3 -5 -5 -5 -6445 -9 -9 -10 -10 -10 -10 -10 -10 -10 -10 -10 -10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Fair value of the plan assets                                    | 6 299                        | 6 494            | -               | _                                          |  |  |
| NEUR THOUSANDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | (SHORTFALL)/SURPLUS                                              | -4 620                       | -4 527           | -216            | -224                                       |  |  |
| NEUR THOUSANDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                  | ·                            |                  |                 |                                            |  |  |
| Current service cost                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Annual expenditure on pension benefits recognized in wages an    | d salaries breaks            | down as follow   | rs:             |                                            |  |  |
| Current service cost                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                  |                              |                  |                 |                                            |  |  |
| Net interest cost of pension plans                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | IN EUR THOUSANDS                                                 |                              | 2016             |                 | 2016                                       |  |  |
| Net interest cost of pension plans                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Command and include                                              | 007                          | 720              | 10              | 10                                         |  |  |
| N THE INCOME STATEMENT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                  |                              |                  |                 | -18                                        |  |  |
| Name                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                  | -10                          | -20              |                 |                                            |  |  |
| Remeasurement of pension plans recognized directly in other comprehensive income breaks down as follows:   IN EUR THOUSANDS   2017   2016   2017   2016     Actuarial gain/(loss) from the pension obligation   -5   445   29   4     Change in the plan assets (not incl. interest)   -84   -47   -   -     TOTAL REMEASUREMENTS RECOGNIZED IN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                  | 027                          | 740              | 10              | 10                                         |  |  |
| NEUR THOUSANDS   2017   2016   2017   2016     Actuarial gain/(loss) from the pension obligation   -5   445   29   4     Change in the plan assets (not incl. interest)   -84   -47   -   -     TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME   -89   398   29   4    The change in the present value of the pension obligations and the fair value of the plan assets was as follows:    IN EUR THOUSANDS   2017   2016   2017   2016     Present value of defined benefit pension obligations on 1 January   -11 021   -10 241   -224   -227     Interest expenses   -61   -75   -   -     Current service cost   -807   -720   -118   -18     Employee contributions   -419   -414   -3   -5     Actuarial gains and losses   -5   445   29   4     Contributions/benefits   384   33   -   22     Liquidation   434   -   -   -     Currency effect   576   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Contributions/balance   -5   -6   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5   -5     Actuarial gains and losses   -5   -6   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Actuarial gains and losses   -5   -6   -49   -   -5     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Actuarial gains and losses   -5   -6   -6   -7   -7     Contributions/balance   -5   -6   -6   -7     Contributions/balance   -7   -7     Contribu | IN THE INCOME STATEMENT                                          | -823                         | -/40             | -18             | -10                                        |  |  |
| NEUR THOUSANDS   2017   2016   2017   2016     Actuarial gain/(loss) from the pension obligation   -5   445   29   4     Change in the plan assets (not incl. interest)   -84   -47   -   -     TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME   -89   398   29   4    The change in the present value of the pension obligations and the fair value of the plan assets was as follows:    IN EUR THOUSANDS   2017   2016   2017   2016     Present value of defined benefit pension obligations on 1 January   -11 021   -10 241   -224   -227     Interest expenses   -61   -75   -   -     Current service cost   -807   -720   -118   -18     Employee contributions   -419   -414   -3   -5     Actuarial gains and losses   -5   445   29   4     Contributions/benefits   384   33   -   22     Liquidation   434   -   -   -     Currency effect   576   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Contributions/balance   -5   -6   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5   -5     Actuarial gains and losses   -5   -6   -49   -   -     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Actuarial gains and losses   -5   -6   -49   -   -5     PRESENT VALUE OF DEFINED BENEFIT PENSION   -5   -5     Actuarial gains and losses   -5   -6   -6   -7   -7     Contributions/balance   -5   -6   -6   -7     Contributions/balance   -7   -7     Contribu |                                                                  |                              |                  |                 |                                            |  |  |
| Actuarial gain/(loss) from the pension obligation         -5         445         29         4           Change in the plan assets (not incl. interest)         -84         -47         -         -           TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME         -89         398         29         4           The change in the present value of the pension obligations and the fair value of the plan assets was as follows:         IN EUR THOUSANDS         2017         2016         2017         2016           Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Remeasurement of pension plans recognized directly in other co   | omprehensive inc             | ome breaks do    | wn as follows:  |                                            |  |  |
| Change in the plan assets (not incl. interest)         -84         -47         -         -           TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME         -89         398         29         4           The change in the present value of the pension obligations and the fair value of the plan assets was as follows:           IN EUR THOUSANDS         2017         2016         2017         2016           Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | IN EUR THOUSANDS                                                 | 2017                         | 2016             | 2017            | 2016                                       |  |  |
| Change in the plan assets (not incl. interest)         -84         -47         -         -           TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME         -89         398         29         4           The change in the present value of the pension obligations and the fair value of the plan assets was as follows:           IN EUR THOUSANDS         2017         2016         2017         2016           Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Actuarial gain/(loss) from the pension obligation                | -5                           | 445              | 29              | 4                                          |  |  |
| TOTAL REMEASUREMENTS RECOGNIZED IN OTHER COMPREHENSIVE INCOME         -89         398         29         4           The change in the present value of the pension obligations and the fair value of the plan assets was as follows:           IN EUR THOUSANDS         2017         2016         2017         2016         2017         2016           Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                  | -84                          | -47              | _               |                                            |  |  |
| OTHER COMPREHENSIVE INCOME         -89         398         29         4           The change in the present value of the pension obligations and the fair value of the plan assets was as follows:           IN EUR THOUSANDS         2017         2016         2017         2016           Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                  |                              |                  |                 |                                            |  |  |
| NEUR THOUSANDS   2017   2016   2017   2016                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                  | -89                          | 398              | 29              | 4                                          |  |  |
| NEUR THOUSANDS   2017   2016   2017   2016                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                  |                              |                  | _               |                                            |  |  |
| NEUR THOUSANDS   2017   2016   2017   2016                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                  |                              |                  | 6-11            |                                            |  |  |
| Present value of defined benefit pension obligations on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         -         - <td< td=""><td>The change in the present value of the pension obligations and t</td><td>ne fair value of tr</td><td>ie pian assets v</td><td>vas as follows:</td><td></td></td<>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | The change in the present value of the pension obligations and t | ne fair value of tr          | ie pian assets v | vas as follows: |                                            |  |  |
| on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -         -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | IN EUR THOUSANDS                                                 | 2017                         | 2016             | 2017            | 2016                                       |  |  |
| on 1 January         -11 021         -10 241         -224         -227           Interest expenses         -61         -75         -         -           Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -         -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                  |                              |                  |                 |                                            |  |  |
| Interest expenses                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | ·                                                                |                              |                  |                 |                                            |  |  |
| Current service cost         -807         -720         -18         -18           Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | on 1 January                                                     |                              |                  | -224            | -227                                       |  |  |
| Employee contributions         -419         -414         -3         -5           Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -         -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Interest expenses                                                | -61                          |                  |                 |                                            |  |  |
| Actuarial gains and losses         -5         445         29         4           Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Current service cost                                             | -807                         | -720             | -18             | -18                                        |  |  |
| Contributions/benefits         384         33         -         22           Liquidation         434         -         -         -           Currency effect         576         -49         -         -           PRESENT VALUE OF DEFINED BENEFIT PENSION         -         -         -         -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Employee contributions                                           | -419                         | -414             | -3              | -5                                         |  |  |
| Liquidation 434 Currency effect 576 -49                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Actuarial gains and losses                                       | - 5                          | 445              | 29              | 4                                          |  |  |
| Currency effect 576 -49 PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Contributions/benefits                                           | 384                          | 33               |                 | 22                                         |  |  |
| PRESENT VALUE OF DEFINED BENEFIT PENSION                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Liquidation                                                      | 434                          | <u>-</u>         | _               | _                                          |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Currency effect                                                  | 576                          | -49              | -               | _                                          |  |  |
| OBLIGATIONS ON 31 DECEMBER         -10 919         -11 021         -216         -224                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | PRESENT VALUE OF DEFINED BENEFIT PENSION                         |                              |                  |                 |                                            |  |  |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | OBLIGATIONS ON 31 DECEMBER                                       | -10 919                      | -11 021          | -216            | -224                                       |  |  |

| IN EUR THOUSANDS                             | 2017  | 2016  | 2017 | 2016 |
|----------------------------------------------|-------|-------|------|------|
|                                              |       |       |      |      |
| Fair value of the plan assets on 1 January   | 6 495 | 5 701 |      |      |
| Interest income from the plan assets         | 45    | 54    |      | _    |
| Actuarial losses                             | _     |       |      |      |
| Employer contributions                       | 394   | 372   | _    |      |
| Employee contributions                       | 394   | 372   | _    |      |
| Contributions/benefits                       | -373  | 24    | _    | _    |
| Currency effect                              | -656  | 17    | _    | _    |
| FAIR VALUE OF THE PLAN ASSETS ON 31 DECEMBER | 6 299 | 6 494 | _    | _    |
| Currency effect                              | -656  | 17    | -    |      |

#### Sensitivity of key actuarial assumptions

Actuarial assumptions are made in respect of the discount rate, future salary trends and life expectancy, and these can be summarized as follows.

|                                  | 2017       | 2016       |
|----------------------------------|------------|------------|
|                                  |            |            |
| Bases used for calculation       |            |            |
| Discount rate                    | 0.70%      | 0.90%      |
| Expected rate of salary increase | 1.00%      | 1.00%      |
| Life expectancies                | BVG2015 GT | BVG2010 GT |

The implications for the defined benefit obligation (DBO) are as follows:

- A 0.25% increase/decrease in the discount rate would result in a decrease of EUR 513,000 (-4.9%)/increase of EUR 554,000 (+5.3%) in defined benefit pension obligations.
- A 0.25% increase/decrease in the expected rate of salary increase would result in an increase of EUR 84,000 (+0.8%)/ decrease of EUR 83,000 (-0.8%) in defined benefit pension obligations.
- An increase/decrease in life expectancies of one year would result in an increase of EUR 95,000 (+0.9%)/decrease of EUR 71,000 (-0.7%) in defined benefit pension obligations.

The average duration of a defined benefit pension obligation was 20.1 years at the end of the reporting period (2016: 20.3 years).

#### Forecasted contributions

The forecasted contributions of the company for the 2018 financial year amount to EUR 379,000 (2017: EUR 375,000).

|                                            | 2017          | 2016          |
|--------------------------------------------|---------------|---------------|
|                                            |               |               |
| Bases used for calculation of French plans |               |               |
| Discount rate                              | 1.38%         | 1.38%         |
| Expected rate of salary increase           | 1%/1.17%      | 1%/1.17%      |
| Life expectancies                          | TGH 05/TGF 05 | TGH 05/TGF 05 |

#### **20. OTHER CURRENT LIABILITES**

This item contains above all deferrals arising from goods received but not yet invoiced by the supplier, and from social benefits that have yet to be paid.

#### 21. OTHER NON-CURRENT LIABILITIES

As at 31 December 2017, other non-current liabilities comprised minimal fees for licence rights owed in respect of the Jaguar Fragrances and Bentley Fragrances brands, as well as deferrals in connection with the settlement of increases in rental payments occurring over the term of the contract (straight-line accounting).

#### 22. PROVISIONS

| IN EUR THOUSANDS     | OTHER PROVISIONS | TOTAL PROVISIONS |
|----------------------|------------------|------------------|
| As at 01.01.2016     | 400              | 400              |
| Formation            | 287              | 287              |
| Usage                | -316             | -316             |
| Currency effect      |                  | -3               |
| As at 31.12.2016     | 368              | 368              |
|                      |                  |                  |
| Formation            | 247              | 247              |
| Usage                | -218             | -218             |
| Currency effect      |                  | _                |
| As at 31.12.2017     | 397              | 397              |
| Of which current     | -                | _                |
| Of which non-current | 397              | 397              |

As at 31.12.2017, other provisions included provisions for litigation in France arising from job cuts.

#### 23. NON-CURRENT FINANCIAL LIABILITES

| IN EUR THOUSANDS                     | DUE IN<br>> 1 YEAR,<br>< 5 YEARS | DUE IN<br>MORE THAN<br>5 YEARS | 2017<br>TOTAL | DUE IN<br>> 1 YEAR,<br>< 5 YEARS | DUE IN<br>MORE THAN<br>5 YEARS | 2016<br>TOTAL |
|--------------------------------------|----------------------------------|--------------------------------|---------------|----------------------------------|--------------------------------|---------------|
| Loans from the principal shareholder | 1 709                            | 17 086                         | 18 795        | 3 733                            | 18 666                         | 22 399        |
| Non-current financial liabilities    | 12 999                           | 1 885                          | 14 884        | 10 936                           | 746                            | 11 682        |
| TOTAL                                | 14 708                           | 18 971                         | 33 679        | 14 669                           | 19 412                         | 34 081        |

The principal shareholder has declared EUR 17.086 million (2016: EUR 18.666 million) of the loan to be subordinate to the bank liability. Loans from the principal shareholder bear interest at a rate of 0.75% (2016: 0.75%).

#### Reconciliation of liabilities from financing activities

| 01.01.17 | CASHFLOWS                                           | CURRENCY<br>EXCHANGE<br>MOVEMENTS | NEW LEASES                                                                                                                                                                                                                           | OTHER                                                                                                                                                                                                                                                                                                       | 31.12.17                                                                                                                                                                                                                                                                                                                                                                        |
|----------|-----------------------------------------------------|-----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|          |                                                     |                                   |                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                 |
|          |                                                     |                                   |                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                 |
| 1 748    | - 808                                               | -                                 | -                                                                                                                                                                                                                                    | 1 156                                                                                                                                                                                                                                                                                                       | 2 096                                                                                                                                                                                                                                                                                                                                                                           |
| 1 310    | -1 373                                              | -35                               | 560                                                                                                                                                                                                                                  | 815                                                                                                                                                                                                                                                                                                         | 1 277                                                                                                                                                                                                                                                                                                                                                                           |
| 1 867    | -1 800                                              | -158                              | _                                                                                                                                                                                                                                    | 1 800                                                                                                                                                                                                                                                                                                       | 1 709                                                                                                                                                                                                                                                                                                                                                                           |
|          |                                                     |                                   |                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                 |
| 7 972    | 3 672                                               | -315                              | -                                                                                                                                                                                                                                    | 658                                                                                                                                                                                                                                                                                                         | 11 987                                                                                                                                                                                                                                                                                                                                                                          |
| 3 717    | _                                                   | -3                                | _                                                                                                                                                                                                                                    | -815                                                                                                                                                                                                                                                                                                        | 2 899                                                                                                                                                                                                                                                                                                                                                                           |
| 22 399   | _                                                   | -1 805                            | _                                                                                                                                                                                                                                    | -1 800                                                                                                                                                                                                                                                                                                      | 18 794                                                                                                                                                                                                                                                                                                                                                                          |
|          |                                                     |                                   |                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                 |
| 39 013   | -309                                                | -2 316                            | 560                                                                                                                                                                                                                                  | 1 814                                                                                                                                                                                                                                                                                                       | 38 762                                                                                                                                                                                                                                                                                                                                                                          |
|          | 1 748<br>1 310<br>1 867<br>7 972<br>3 717<br>22 399 | 1 748                             | 1748         - 808         -           1310         -1373         -35           1867         -1800         -158           7972         3672         -315           3717         -         -3           22399         -         -1805 | 1748         - 808         -         -           1 310         -1 373         -35         560           1 867         -1 800         -158         -           7 972         3 672         -315         -           3 717         -         -3         -           22 399         -         -1 805         - | 1748         - 808         -         -         1156           1310         -1373         -35         560         815           1867         -1800         -158         -         1800           7972         3672         -315         -         658           3717         -         -3         -         -815           22399         -         -1805         -         -1800 |

The "Other" column includes the effect of reclassification of the non-current portion of interest-bearing loans and borrowings and finance leases to current due to the passage of time. The Group classifies interest paid as cash flows from operating activities.

#### **24. FINANCIAL LEASING**

The maturity structure of all future minimum finance leasing payments and the corresponding interest expense are given below:

| IN EUR THOUSANDS               | 2017  | 2016  |
|--------------------------------|-------|-------|
|                                |       |       |
| Maturity within 1 year         | 1 478 | 1 455 |
| Maturity between 1 and 5 years | 3 303 | 4 319 |
| Maturity over 5 years          | -     | _     |
| TOTAL                          | 4 781 | 5 774 |
| Interest portion               | -158  | -189  |
| TOTAL FINANCIAL LEASING        | 4 623 | 5 585 |

The capitalized net book value of property, plant and equipment and intangible assets financed by financial leases is as follows:

| IN EUR THOUSANDS                        | 2017  | 2016   |
|-----------------------------------------|-------|--------|
|                                         |       |        |
| Net book value of leased machinery      | 6 393 | 6 965  |
| Net book value of buildings             | 2 563 | 2 619  |
| Net book value of software              | 369   | 485    |
| TOTAL NET BOOK VALUE FINANCIAL LEASINGS | 9 325 | 10 069 |

#### **25. DEFERRED TAXES**

**CLOSING BALANCE 31.12** 

Deferred taxes developed as follows in the year under review and can be attributed to the following items:

| IN EUR THOUSANDS                                                   | 2017   | 2016   |
|--------------------------------------------------------------------|--------|--------|
|                                                                    |        |        |
| Deferred tax assets                                                | -3 189 | -4 320 |
| Deferred tax liabilities                                           | 17 246 | 20 370 |
| NET DEFERRED TAX LIABILITIES                                       | 14 058 | 16 050 |
|                                                                    |        |        |
|                                                                    |        |        |
| The net deferred tax liabilities developed as follows:             |        |        |
| IN EUR THOUSANDS                                                   |        | 2016   |
| Net deferred tax liabities                                         |        |        |
| Opening balance 1.1.                                               | 16 050 | 15 816 |
| Formation (+)/release (-) recognized in income statement           | -1 690 | 58     |
| Formation (+)/release (-) recognized in other comprehensive income | -15    | 100    |
| Currency translation differences                                   | -287   | 76     |
|                                                                    |        |        |

The deferred tax income is determined by the local income tax rate. Capitalized deferred tax assets related to losses carried forward deductible from future profits are recorded in case the usage of such losses is probable. The capitalized deferred tax assets related to losses carried forward as well as other balance sheet positions that include deferred taxes present as follows:

14 058

16 050

| IN EUR THOUSANDS                                                             | 2017   | 2016   |
|------------------------------------------------------------------------------|--------|--------|
|                                                                              |        |        |
| Receivables                                                                  | 225    | 339    |
| Inventories                                                                  | 2 889  | 3 030  |
| Property, plant and equipment                                                | 1728   | 1987   |
| Intangible assets                                                            | 15 794 | 16 376 |
| Deferred tax liabilities                                                     | 20 636 | 21 732 |
|                                                                              |        |        |
| Payables                                                                     | -1 463 | -80    |
| Pension fund liabilities                                                     | -1 146 | -1 201 |
| Inventories                                                                  | -2 675 | -2 894 |
| Property, plant and equipment                                                | -34    | -52    |
| Offsetting of unrecognized loss carry-forwards from previous financial years | -1 261 | -1 455 |
| Deferred tax assets                                                          | -6 579 | -5 682 |
|                                                                              |        |        |
| NET DEFERRED TAX LIABILITIES                                                 | 14 058 | 16 050 |
|                                                                              |        |        |

The Group has not capitalized deferred taxes for losses carried forward in the amount of EUR 48.112 million (2016: EUR 49.025 million). These income tax deductible losses carried forward expire as follows:

| IN EUR THOUSANDS                                       | 2017   | 2016   |
|--------------------------------------------------------|--------|--------|
|                                                        |        |        |
| Expire next year                                       | 1 616  | 665    |
| Expire in 2-4 years                                    | 3 187  | 2 938  |
| Expire in 5-7 years                                    | 3 165  | 4 303  |
| Expire after 7 years                                   | -      | _      |
| No expiry                                              | 40 144 | 41 119 |
| TOTAL UNRECOGNIZED CAPTALIZED DEFERRED TAX ASSETS FROM |        |        |
| LOSSES CARRY-FORWARD                                   | 48 112 | 49 025 |

#### **26. EQUITY**

#### **Share capital**

The share capital amounts to EUR 816,000 (CHF 1 million), consisting of 5,000,000 registered shares with a nominal value of CHF 0.20 each. In addition, there is conditional share capital of CHF 50,000 for an employee incentive plan.

All registered shares issued are fully paid up and bear equal rights in all regards.

#### **Capital reserves**

The capital reserves relate to the acquisition of Parfums Grès SA and Parfums Samouraï SA in 2007 and the increase in equity in 2017 (see also section "Capital management").

#### **Retained earnings and other reserves**

These reserves include retained earnings and currency translation differences. There are non-distributable reserves in various Group companies.

#### 27. CONSOLIDATED GROUP AND CHANGES

Lalique Group comprises the following companies:

|                                                          | CURRENCY    |        | SHARE CAPITAL | PARTICIP | ATING INTEREST |
|----------------------------------------------------------|-------------|--------|---------------|----------|----------------|
| COMPANY, HEADQUARTERS, COUNTRY                           | (THOUSANDS) | 2017   | 2016          | 2017     | 2016           |
|                                                          |             |        |               |          |                |
| Lalique Group SA, Zurich, Switzerland                    | CHF         | 1 000  | 1 000         | Holding  | Holding        |
| Lalique Beauty SA , Zurich, Switzerland                  | CHF         | 1 000  | 1 000         | 100%     | 100%           |
| LLQ Management SA, Zurich, Switzerland                   | CHF         | 500    | 500           | 100%     | 100%           |
| Lalique Parfums SA, Zurich, Switzerland                  | CHF         | 1 000  | 1 000         | 100%     | 100%           |
| Parfums Grès SA, Zurich, Switzerland                     | CHF         | 250    | 250           | 100%     | 100%           |
| Parfums Samouraï SA, Zurich, Switzerland                 | CHF         | 250    | 250           | 100%     | 100%           |
| Parfums Alain Delon SA, Zurich, Switzerland <sup>1</sup> | CHF         | 100    | 100           | 100%     | 100%           |
| Jaguar Fragrances SA, Zurich, Switzerland                | CHF         | 250    | 250           | 100%     | 100%           |
| Bentley Fragrances SA, Zurich, Switzerland               | CHF         | 250    | 250           | 100%     | 100%           |
| Lalique Beauty Distribution SA, Zurich, Switzerland      | CHF         | 100    | 100           | 100%     | 100%           |
| Lalique Beauty Distribution Sàrl, Ury, France            | EUR         | 100    | 100           | 100%     | 100%           |
| Ultrasun AG, Zurich, Switzerland                         | CHF         | 250    | 250           | 100%     | 100%           |
| Ultrasun (UK) Ltd, Reigate, UK                           | GBP         | 10     | 10            | 100%     | 100%           |
| Lalique Beauty Services SASU, Ury, France                | EUR         | 1 503  | 1 503         | 100%     | 100%           |
| SCI du Mont à Grillon, Ury, France                       | EUR         | 1      | 1             | 100%     | 100%           |
| Lalique Maison SA, Zurich, Switzerland <sup>1</sup>      | CHF         | 100    | 100           | 100%     | 100%           |
| Lalique Art SA, Zurich, Switzerland <sup>1</sup>         | CHF         | 100    | 100           | 100%     | 100%           |
| Lalique Suisse SA, Zurich, Switzerland                   | CHF         | 100    | 100           | 100%     | 100%           |
| Lalique SA, Paris, France                                | EUR         | 34 400 | 34 400        | 95%      | 95%            |
| Lalique North Americas Inc., East Rutherford, NJ, USA    | A USD       | 2 300  | 2 300         | 100%     | 100%           |
| Lalique Ltd, London, UK                                  | GBP         | 2 050  | 2 050         | 100%     | 100%           |
| Lalique Asia Ltd, Hong Kong, China                       | HKD         | 8 000  | 8 000         | 100%     | 65%            |
| Lalique Shanghai Ltd, Shanghai, China                    | CNY         | 6 115  | 6 115         | 100%     | 100%           |
| Lalique (Xuhui) Ltd, Shanghai, China                     | CNY         | 1 000  | 1 000         | 100%     | 100%           |
| Lalique Crystal Singapore PTE Ltd, Singapore             | SGD         | 300    | 300           | 100%     | 100%           |
| Lalique GmbH, Frankfurt, Germany                         | EUR         | 870    | 870           | 100%     | 100%           |
| Lalique China Ltd, Hong Kong, China                      | HKD         | 1 000  | 1 000         | 100%     | 100%           |
| Villa René Lalique SAS, Wingen-sur-Moder, France         | EUR         | 60     | 60            | 100%     | 100%           |
| Château Hochberg, Wingen-sur-Moder, France               | EUR         | 10     |               | 100%     | 0%             |
| Lalique Japan Co., Tokyo                                 | CNY         | 80 005 | _             | 60%      | 0%             |
| of which paid-in share capital: CHF 50,000 each          |             |        |               |          |                |

Following a resolution of the last general meeting, the subholding company Art & Fragrance SA was renamed Lalique Beauty SA. The scope of consolidation was extended compared with the previous year, with the newly founded company Lalique Japan Co. in Tokyo, Japan and the acquisition of Château Hochberg in Wingen. Furthermore, 35% minority shares in Lalique Asia in Hong Kong, China were added.

#### 28. TRANSACTIONS WITH RELATED PARTIES

#### Members of the Board of Directors, members of the Executive Board

| IN EUR THOUSANDS                                                           | 2017  | 2016  |
|----------------------------------------------------------------------------|-------|-------|
|                                                                            |       |       |
| Total emoluments and salaries (incl. bonuses and interest) paid to members |       |       |
| of the Board of Directors and Executive Board                              | 2 566 | 2 062 |
| Total pension fund contributions paid to members of the Board of Directors |       |       |
| and Executive Board                                                        | 254   | 117   |

The compensation elements indicated relate to the previous financial year.

#### **Affiliates and shareholders**

| IN EUR THOUSANDS                     | 31.12.17 | 31.12.16 | TYPE OF TRANSACTION                       |
|--------------------------------------|----------|----------|-------------------------------------------|
| Liabilities:                         |          |          |                                           |
| Members of the Board of Directors of |          |          |                                           |
| Lalique Group SA                     | 14       | 18       | Mont-Blanc resourcing, consulting         |
| Principal shareholder                |          |          | Silvio Denz                               |
| Affiliates under common control      | 17       |          | Vignobles Silvio Denz                     |
| Affiliates under common control      | 12       |          | Denz Weine                                |
|                                      |          |          | Denz Weine                                |
| Receivables:                         |          |          |                                           |
| Affiliates under common control      | 11       | 12       | Art & Terroir SA, Rent                    |
| Principal shareholder                | 58       |          | Silvio Denz                               |
|                                      |          |          |                                           |
| Loans:                               |          |          |                                           |
| Principal shareholder                | 20 503   | 24 266   | Loan                                      |
|                                      |          |          |                                           |
| Proceeds from:                       |          |          |                                           |
| Affiliates under common control      | 12       | 12       | Art & Terroir, rent, insurance            |
| Principal shareholder                | 65       | 105      | Proceeds from sale of Lalique objects     |
|                                      |          |          |                                           |
| Expenditure of:                      |          |          |                                           |
| Principal shareholder                | 185      | 204      | Interest on loans                         |
| Affiliates under common control      | 8        | 174      | Wermuth Auktionen, purchase of wine       |
|                                      | 26       | 24       | Vignobles Silvio Denz, purchase of wine   |
|                                      | 5        | 9        | Villa Madura, purchase of wine            |
|                                      | 79       | 48       | Denz Weine, purchase of wine              |
| Members of the Board of Directors of |          |          |                                           |
| Lalique Group SA                     | 115      | 117      | Mont-Blanc Resourcing, consulting         |
|                                      | 416      | 395      | Ermitage Estate Ltd, Rent                 |
|                                      | 135      |          | Claudio Denz, purchase of car             |
|                                      | 1        |          | Art&Terroir, purchase of Château Hochberg |

Transactions with related parties are settled on an arm's-length basis.

#### 29. ACQUSITION UNDER COMMON CONTROL AND AQUISITION OF NON-CONTROLLING INTEREST

As at 26 July 2017, Lalique SA acquired 100% of the shares in Château Hochberg SAS, Wingen-sur-Moder, France for the price of 1 EUR. Château Hochberg SAS is a 4 star hotel and a modern restaurant for travellers and banquets. The hotel offers 15 rooms and suites and a modern brasserie with 60 covers.

| IN EUR THOUSANDS                                                          | BOOK VALUE ON THE<br>AQUISITION DATE |
|---------------------------------------------------------------------------|--------------------------------------|
|                                                                           |                                      |
| Cash and cash equivalents                                                 | 2                                    |
| Other current assets                                                      | 454                                  |
| Property, plant and equipment/intangible assets                           | 7 955                                |
| Total assets                                                              | 8 411                                |
| Bank liabilities                                                          | 7 455                                |
| Current liabilities                                                       | 1 166                                |
| Non-current liabilities                                                   | 1 091                                |
| Total liabilities                                                         | 9 712                                |
| SUM OF IDENTFIABLE NET ASSETS, MEASURED AT BOOK VALUE                     | -1 301                               |
| BOOK VALUE OF THE CONSIDERATION                                           | -1 301                               |
| Analysis of the cash outflow resulting from the acquisition               |                                      |
| Purchase price (recognized in cash flow from investments)                 | 0                                    |
| Acquired cash and cash equivalents (recognized in cash flow investments ) | 7453                                 |
| Cash outflow resulting from the acquisition                               | 7453                                 |

The transaction was recorded in accordance with the "Pooling of interest" method (POI), meaning the deviation between purchase price, net assets was accounted in equity and consolidated as of purchase date. The POI method was applied as the acquisition took place between companies under common control. As Château Hochberg was not part of the consolidation group in 2016, the 2016 financial statement was not restated.

Lalique SA acquired as at 31 October 2017 35% of the shares in Lalique Asia Ltd, Hongkong, China at a price of EUR 88,000 (HKD 824,000) and holds 100% of the shares in the company. Lalique Asia was already consolidated prior to the transaction. The difference between purchase price and equity of the company was recorded in the retained earnings of Lalique Group.

BOOK VALUE ON THE

#### **30. CONTINGENT LIABILITIES**

As at 31 December 2017, there were no unrecognized contingent liabilities (31. 12. 2016: EUR 0).

# 31. ASSETS PLEDGED OR ASSIGNED TO SECURE OWN COMMITMENTS

There are no assets pledged or assigned to secure our own commitments.

#### **32. SUBSEQUENT EVENTS**

The Group has evaluated events from 31 December, 2017 up to the date the financial statements were issued. There were no subsequent events that need disclosure.



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To the General Meeting of Lalique Group SA, Zurich

Zurich, 13 April 2018

# Statutory auditor's report on the audit of the consolidated financial statements



#### Opinion

We have audited the consolidated financial statements of Lalique Group SA and its subsidiaries (the Group), which comprise the consolidated statement of financial position as at 31 December 2017 and the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the consolidated financial statements (page 3 – 46) give a true and fair view of the consolidated financial position of the Group as at 31 December 2017, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards (IFRS) and comply with Swiss law.



#### Basis for opinion

We conducted our audit in accordance with Swiss law, International Standards on Auditing (ISAs) and Swiss Auditing Standards. Our responsibilities under those provisions and standards are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report.

We are independent of the Group in accordance with the provisions of Swiss law and the requirements of the Swiss audit profession, as well as the IESBA Code of Ethics for Professional Accountants, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial





statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the consolidated financial statements.

#### Valuation of brands

#### Risk

As of 31 December 2017, the brand values of Lalique Group amounted to EUR 59.3 million. The separate capitalized brands relate to Lalique (divided into perfumes, crystal and jewellery), Ultrasun, Parfums Samourai and Parfums Grès.

The segments of the group are Lalique, Ultrasun, Jaguar, Grès and other brands (Parfums Samourai, Bentley Fragrances, Art & Fragrance Services).

The annual impairment testing process is complex, contains items based on judgments and includes assumptions that are affected by expected future market conditions. There is a risk that the future cash flows may not meet the Group's expectation or outcomes may differ from the estimated values.

## Our audit response

We reviewed management's assessment related to impairment indicators for the value of the brands.

We involved our internal valuation specialists for the review of the valuation model and the discount rate used.

Additionally, we analyzed the impairment test process, the management forecasts regarding expected revenues and further input data with the responsible person as well as reviewed its reasonability compared to previous year. We also assessed the disclosure according to IAS 36 in the consolidated financial statements.



#### Other information in the annual report

The Board of Directors is responsible for the other information in the annual report. The other information comprises all information included in the annual report, but does not include the consolidated financial statements, the stand-alone financial statements, the compensation report and our auditor's reports thereon.

Our opinion on the consolidated financial statements does not cover the other information in the annual report and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information in the annual report and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



#### Responsibility of the Board of Directors for the consolidated financial statements

The Board of Directors is responsible for the preparation of the consolidated financial statements that give a true and fair view in accordance with IFRS and the provisions of Swiss law, and for such internal control as the Board of Directors determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.



Page 3

In preparing the consolidated financial statements, the Board of Directors is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.



Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Swiss law, ISAs and Swiss Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

A further description of our responsibilities for the audit of the consolidated financial statements is located at the website of EXPERTsuisse: http://www.expertsuisse.ch/en/audit-report-for-public-companies. This description forms part of our auditor's report.



#### Report on other legal and regulatory requirements

In accordance with article 728a para. 1 item 3 CO and the Swiss Auditing Standard 890, we confirm that an internal control system exists, which has been designed for the preparation of consolidated financial statements according to the instructions of the Board of Directors.

We recommend that the consolidated financial statements submitted to you be approved.

Ernst & Young Ltd

Christian Krämer Licensed audit expert (Auditor in charge) Olga Semenova

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# LALIQUE GROUP REMUNERATION REPORT

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Report of the statutory auditor on the audit of the remuneration report

### **GENERAL INFORMATION/PRINCIPLES**

Lalique Group strives to attract and retain qualified and motivated managers and skilled personnel. This aspiration is underpinned by a fair remuneration system. In the interests of the sustainable development of the company this system takes short-, medium- and long-term targets into account.

The present Remuneration Report offers an overview of the remuneration policy for the Board of Directors and the Executive Board, and of the equity participation of the members of those bodies in the company. This information complies with Articles 663bbis and 663c of the Swiss Code of Obligations, the Ordinance against Excessive Compensation in Listed Corporations (VegüV) and the company's Articles of Association. The currently applicable articles were approved at the General Meeting of Shareholders on 23 June 2015.

Remuneration rates for the members of the Board of Directors and the Executive Board were put to shareholders for approval at the General Meeting of Shareholders on 26 June 2015. Neither amendments to the contracts of the Executive Board members nor any new agreements with members of the Board of Directors relating to the new legal and statutory requirements were necessary.

### **DIRECTORS' REMUNERATION**

#### Composition of directors' remuneration

The members of the Board of Directors receive a fixed payment for their work. The Remuneration Committee can provide for them to receive an optional variable rate of remuneration. Where a variable remuneration rate is implemented, it is based on qualitative and quantitative targets. Evaluating the extent to which these targets are achieved is the responsibility of the directors themselves. The variable remuneration rate must not exceed 200% of the fixed sum.

Bonuses can be paid to members of committees or those who assume particular roles or tasks.

With regard to activities in companies directly or indirectly controlled by Lalique Group and activities performed in the exercise of the role of member of the Board of Directors, the company concerned may remunerate directors as long as this remuneration is covered by the amount approved by the General Meeting of Shareholders.

The fixed remuneration sum can be paid in part in shares, and the variable remuneration in part or in full in shares.

Members of the Board of Directors receive compensation for personal expenditure and expenses. The reimbursement of expenditure and payment of expenses does not count as remuneration. In addition, where the law permits, the company can compensate directors for financial disadvantages relating to legal proceedings, court cases or settlement deals, and advance sums accordingly and take out insurance policies. Any such compensation, advances or insurance policies are similarly not considered as remuneration.

#### Approval of directors' remuneration

The General Meeting of Shareholders approves the maximum amount of fixed remuneration for the Board of Directors for the period up to the next General Meeting of Shareholders.

The General Meeting of Shareholders approves the total amount of variable remuneration for the Board of Directors for the previous financial year.

#### Total remuneration for members of the Board of Directors

| IN CHE THOUSANDS                |                                          | SALARIES<br>FEES, | PENSION<br>FUND CONTRI-<br>BUTIONS | OTHER<br>SOCIAL | TOTAL |
|---------------------------------|------------------------------------------|-------------------|------------------------------------|-----------------|-------|
| IN CHE THOUSANDS                |                                          | BONUSES           | PAID -                             | CHARGES         | TOTAL |
| 2017                            |                                          |                   |                                    |                 |       |
| Silvio Denz                     | Chairman of the Board of Directors       | 65                | 5                                  | 3               | 73    |
| Roger von der Weid              | Delegate of the Board of Directors & CEO | 601               | 42                                 | 40              | 683   |
| Roland Weber                    | Vice-chairman of the Board of Directors  | 25                | _                                  | 2               | 27    |
| Marc Roesti                     | Member of the Board of Directors         | 25                |                                    | 1               | 26    |
| Claudio Denz                    | Member of the Board of Directors & CD    | 200               | 8                                  | 14              | 222   |
| Jan Kollros                     | Member of the Board of Directors         | 13                | _                                  | -               | 13    |
| Total Board of Directors        |                                          | 929               | 55                                 | 60              | 1 044 |
| 2016                            |                                          |                   |                                    |                 |       |
| Silvio Denz                     | Chairman of the Board of Directors       | 185               |                                    | 27              | 212   |
| Roger von der Weid              | Delegate of the Board of Directors & CEO | 609               | 42                                 | 42              | 693   |
| Roland Weber                    | Vice-chairman of the Board of Directors  | 25                | -                                  | 2               | 27    |
| Marc Roesti                     | Member of the Board of Directors         | 25                | _                                  | -               | 25    |
| Claudio Denz                    | Member of the Board of Directors & CD    | 199               | 8                                  | 14              | 221   |
| <b>Total Board of Directors</b> |                                          | 1 043             | 50                                 | 85              | 1 178 |

No remuneration was paid to former members of the Board of Directors.

### REMUNERATION FOR THE EXECUTIVE BOARD

#### Composition of remuneration for the Executive Board

The members of the Executive Board receive a fixed annual remuneration sum and variable remuneration for their work. The variable remuneration rate is based on qualitative and quantitative targets. Evaluating the extent to which these targets are achieved is the responsibility of the Board of Directors. The variable remuneration rate must not exceed 100% of the fixed sum

Bonuses can be paid to members of committees or those who assume particular roles or tasks.

With regard to activities in companies directly or indirectly controlled by Lalique Group and activities performed in the exercise of the role of member of the Executive Board, the company concerned may remunerate Executive Board members as long as this remuneration is covered by the amount approved by the General Meeting of Shareholders.

The variable remuneration sum can be paid in part or in full in shares.

Members of the Executive Board receive compensation for personal expenditure and expenses. The reimbursement of expenditure and the payment of expenses does not count as remuneration. In addition, where the law permits, the company can compensate Executive Board members for financial disadvantages relating to legal proceedings, court cases or settlement deals, and advance sums accordingly and take out insurance policies. Any such compensation, advances or insurance policies are similarly not considered as remuneration.

#### Approval of remuneration for the Executive Board

The General Meeting of Shareholders approves the maximum amount of fixed remuneration for the Board of Directors for the period up to the next General Meeting of Shareholders.

The General Meeting of Shareholders approves the total amount of the variable remuneration for the Board of Directors for the previous financial year.

Where new Executive Board members are appointed subsequent to the approval being given by the General Meeting of Shareholders, the supplementary pro rata sum per new member is 150% of the highest fixed remuneration paid to an Executive Board member in the financial year preceding the last General Meeting of Shareholders. Approval by the shareholders for the supplementary remuneration is not required.

#### Total remuneration to members of the Executive Board

| IN CHF THOUSANDS                           | SALARIES<br>FEES,<br>BONUSES | PENSION FUND<br>CONTRIBUTIONS<br>PAID | OTHER<br>SOCIAL<br>CHARGES | TOTAL |
|--------------------------------------------|------------------------------|---------------------------------------|----------------------------|-------|
| 2017                                       |                              |                                       |                            |       |
| Members of the Executive Board (9 members) | 1 922                        | 227                                   | 367                        | 2 516 |
| Total Executive Board <sup>1</sup>         | 1 922                        | 227                                   | 367                        | 2 516 |
| 2016                                       |                              |                                       |                            |       |
| Members of the Executive Board (6 members) | 1 204                        | 78                                    | 86                         | 1 368 |
| Total Executive Board <sup>1</sup>         | 1 204                        | 78                                    | 86                         | 1 368 |

<sup>&</sup>lt;sup>1</sup> Excl. Roger von der Weid, Delegate of the BoD and CEO, and Claudio Denz, Member of the BoD and Creative Director

The constitution of the Executive Board was reviewed and adjusted during the reporting period.

The Board comprises senior leaders from all businesses.

No remuneration was paid to former members of the Executive Board.

### REMUNERATION COMMITTEE

At the General Meeting of Shareholders of 23 June 2017, shareholders elected or confirmed respectively the members of the Remuneration Committee. They are Silvio Denz and Roger von der Weid. The members were elected for a period of office of one year. The Remuneration Committee is responsible for regularly checking and evaluating the company's remuneration system. In addition, the Remuner-

ation Committee makes proposals to the Board of Directors for both quantitative and qualitative targets and for their achievement by directors and Executive Board members and with regard to the remuneration rates for directors and Executive Board members, within the framework of the conditions set out above.

# SHAREHOLDINGS OF THE MANAGEMENT BODIES

As of 31 December 2017, the members of the Board of Directors and the Executive Board held the following numbers of shares:

| NAME                      | FUNCTION                                 | 31.12.17  | IN %    | 31.12.16  | IN %    |
|---------------------------|------------------------------------------|-----------|---------|-----------|---------|
|                           |                                          |           |         |           |         |
| Silvio Denz               | Chairman of the Board of Directors       | 3 602 000 | 72.04%  | 3 775 000 | 75.50%  |
| Roger von der Weid        | Delegate of the Board of Directors & CEO | 3 000     | 0.06%   | 3 000     | 0.06%   |
| Roland Weber              | Vice-chairman of the Board of Directors  | 3 500     | 0.07%   | 3 500     | 0.07%   |
| Marc Roesti               | Member of the Board of Directors         | 1 500     | 0.03%   | 1 500     | 0.03%   |
| Claudio Denz              | Member of the Board of Directors & CD    | 149 000   | 2.98%   | 149 000   | 2.98%   |
| Jan Kollros               | Member of the Board of Directors         | -         | 0.00%   | n/a       | n/a     |
| Rosemarie Abels           | Head Procurement & Production, Perfumes  | 100       | 0.00%   | 100       | 0.00%   |
| Jean Baptiste de Jaham    | Head of Sales, Crystal                   | _         | 0.00%   | n/a       | n/a     |
| Pascal Grussi             | Head of HR, Crystal                      | _         | 0.00%   | n/a       | n/a     |
| Ulrich Hürlimann          | Group CFO (until 31.5.2017)              | n/a       | n/a     | 100       | 0.00%   |
| Benedikt Irniger          | Head of Ultrasun                         | _         | 0.00%   | 500       | 0.01%   |
| Marie-Laure Joly          | Head of Marketing, Perfumes              | 100       | 0.00%   | 100       | 0.00%   |
| Marc Lamineaux            | Head of Design, Crystal                  |           | 0.00%   | n/a       | n/a     |
| Thomas Leutenegger        | Head of Sales, Perfumes                  | n/a       | n/a     |           | 0.00%   |
| Denis Mandry              | Factory Director, Crystal                | _         | 0.00%   | n/a       | n/a     |
| David Rios Lopes          | COO, Perfumes                            | 500       | 0.01%   | 500       | 0.01%   |
| Alexis Rubinstein         | Group CFO (as of 1.6.2017)               | _         | 0.00%   | n/a       | n/a     |
| Total                     |                                          | 3 759 700 | 75.19%  | 3 933 300 | 78.67%  |
| Total Lalique Group share | es                                       | 5 000 000 | 100.00% | 5 000 000 | 100.00% |
|                           |                                          |           |         |           |         |

The shares listed above, held by members of the Board of Directors and Executive Board, are not subject to any vesting periods. The option of purchasing blocked shares in the company at market value (including a discount which reco-

gnizes the lock-up period and its duration) may be accorded to members of either body. Otherwise, the members of the Board of Directors and Executive Board are not granted any special rights concerning the purchase of shares.

### **LOANS AND CREDIT**

Lalique Group may grant loans or credit to members of the Board of Directors or Executive Board in exceptional cases. The total sum of such loans and credits may not exceed CHF 1 million per member. No such loans or credits existed in the 2017 financial year, either towards present (or former) members of the Board of Directors or Executive Board or persons closely connected with these members.



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To the General Meeting of Lalique Group SA, Zürich

Zurich, 13 April 2018

#### Report of the statutory auditor on the remuneration report

We have audited the remuneration report on page 50 to 55 of Lalique Group SA for the year ended 31 December 2017.



#### Board of Directors' responsibility

The Board of Directors is responsible for the preparation and overall fair presentation of the remuneration report in accordance with Swiss law and the Ordinance. The Board of Directors is also responsible for designing the remuneration system and defining individual remuneration packages.



#### Auditor's responsibility

Our responsibility is to express an opinion on the remuneration report. We conducted our audit in accordance with Swiss Auditing Standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the remuneration report complies with Swiss law and articles 14–16 of the Ordinance.

An audit involves performing procedures to obtain audit evidence on the disclosures made in the remuneration report with regard to compensation, loans and credits in accordance with articles 14–16 of the Ordinance. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatements in the remuneration report, whether due to fraud or error. This audit also includes evaluating the reasonableness of the methods applied to value components of remuneration, as well as assessing the overall presentation of the remuneration report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



#### Opinion

In our opinion, the remuneration report for the year ended 31 December 2017 of Lalique Group SA complies with Swiss law and articles 14–16 of the Ordinance.

Ernst & Young Ltd

Christian Krämer Licensed audit expert (Auditor in charge) Olga Semenova ACCA

# LALIQUE GROUP SA, ZURICH FINANCIAL STATEMENTS

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## **INCOME STATEMENT**

| IN CHF THOUSANDS                                               | 201    | 7 2016 |
|----------------------------------------------------------------|--------|--------|
|                                                                |        |        |
| Income from participating interests                            |        | 7 550  |
| Personnel expenses                                             | -356   | -380   |
| Other operating expenses                                       | -269   | -269   |
| Depreciation on property, plant and equipment                  | -17    | -11    |
| Earnings before interest, taxes, depreciation and amortization | -642   | 6 890  |
|                                                                |        |        |
| Total financial income                                         | 3 052  | 2 655  |
| Total financial expenses                                       | -2 673 | -2 156 |
|                                                                |        |        |
| Profit for the year before taxes                               | - 263  | 7 389  |
| Direct taxes                                                   | -58    | 5      |
|                                                                |        |        |
| PROFIT FOR THE YEAR                                            | -32:   | 7 394  |
|                                                                |        |        |

### **BALANCE SHEET**

| IN CHF THOUSANDS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 31.12.17 | 31.12.16 |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|
| Current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |          |          |
| Cash and cash equivalents                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 133      | _        |
| Other short-term receivables from third party                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |          | 1        |
| Other short-term receivables from related party                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 180      | 124      |
| Total current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 316      | 125      |
| Non-current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |          |          |
| Investments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 103 150  | 103 150  |
| Loans to shareholdings                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 77 725   | 64 647   |
| Total non-current assets                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 180 875  | 167 797  |
| TOTAL ASSETS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 181 191  | 167 922  |
| Short-term liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |          |          |
| Interest-bearing short-term bank liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 29 745   | 22 893   |
| Trade account payables                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | -        | 14       |
| Other current liabilities due to third-party                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 100      | 28       |
| Interest-bearing short-term loan due to bodies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2 000    | 2 000    |
| Total short-term liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 31 845   | 24 935   |
| Long-term liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |          |          |
| Long-term liabilities due to group companies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 5 176    | 196      |
| Interest-bearing loans due to bodies                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 22 000   | 24 000   |
| Total long-term liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 27 176   | 24 196   |
| Total liabilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 59 021   | 49 131   |
| Equity                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |          |          |
| Share capital                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 1 000    | 1 000    |
| Statutory capital reserves                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 34 402   | 30 322   |
| Capital contribution reserves                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 14 580   | 10 500   |
| Other capital contribution reserves                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 19 822   | 19 822   |
| Statutory retained earnings                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1 255    | 1 255    |
| Voluntary retained earnings: profit brought forward                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 86 111   | 79 404   |
| Profit for the year                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | -321     | 7 394    |
| Treasury shares                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -277     | -584     |
| Total equity                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 122 170  | 118 791  |
| TOTAL LIABILITIES AND EQUITY                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 181 191  | 167 922  |
| The second of th |          | 10, 311  |

### NOTES TO THE FINANCIAL STATEMENTS

#### Applied valuation principles in the financial statements

These financial statements have been prepared in accordance with the provisions on commercial accounting laid down in articles 957–963b Swiss Code of Obligations (CO) (effective 1 January 2013).

#### Treasury shares

Treasury shares are valued at acquisition cost at date of recognition and recorded as a negative value of the equity. In case of sales a gain or loss will be recorded in financial income or expenses.

#### **Interest-bearing long-term loans**

Interest-bearing long-term loans are valued at nominal value.

## Waiver of disclosing additional information for interest-bearing liabilities and cash flow statement

Because Lalique Group SA prepares its consolidated financial statements in accordance with a recognized standard for financial accounting (IFRS), in these financial statements it has omitted the additional information with respect to the interest-bearing liabilities and a cash flow statement from these financial statements.

### Information about balance sheet and income statement items

#### Full-time positions

The number of full-time positions, on annual average, did not exceed ten in the year under review nor in the previous year.

#### Significant shareholders

With the exception of Silvio Denz's 72.04% shareholding (2016: 75.5%), as at the end of the financial year and the previous year-end, no shareholder exceeded 5% of the participation or voting rights.

#### Equity

The capital contribution reserve is the subject of ongoing negotiations with the federal tax administration.

| IN CHF THOUSANDS                                                                      | 31.12.17 | 31.12.16 |
|---------------------------------------------------------------------------------------|----------|----------|
| Contingent liabilities                                                                |          |          |
| As at 31 December 2017, there were unrecognized contingent liabilities                |          |          |
| (joint guarantees) of EUR 11.697million (31.12.2016: EUR 11.412 million) arising from |          |          |
| short- and long-term loans and guaranteed rental income in connection with            |          |          |
| Lalique SA and Villa René Lalique SAS.                                                | 13 693   | 12 228   |
| Guarantees                                                                            |          |          |
| Joint and several liability for VAT debt resulting from the consolidated accounting   |          |          |
| of VAT (group taxation)                                                               |          |          |
| Authorized and conditional capital                                                    |          |          |
| Authorized capital                                                                    | -        | _        |
| Conditional capital                                                                   | 50       | 50       |
| Directly held investments                                                             |          |          |
| Lalique Beauty SA (formerly Art & Fragrance SA)                                       |          |          |
| Holding of participating interests                                                    |          |          |
| Share capital in CHF thousands                                                        | 1 000    | 1 000    |
| Ownership and voting right                                                            | 100%     | 100%     |
| Lalique SA, Paris                                                                     |          |          |
| Production and sale/distribution of crystal, jewellery, perfume and cosmetic products |          |          |
| Share capital in EUR thousands                                                        | 34 400   | 34 400   |
| Ownership and voting right                                                            | 95%      | 95%      |
| Lalique Suisse SA, Zurich                                                             |          |          |
| Creation, development and trading of objects of art and decorative elements           |          |          |
| Share capital in CHF thousands                                                        | 100      | 100      |
| Ownership and voting right                                                            | 100%     | 100%     |
| Lalique Maison SA, Zurich                                                             |          |          |
| Creation and sale/distribution of furniture and interior-design accessories           |          |          |
| Share capital in CHF thousands <sup>1</sup>                                           | 100      | 100      |
| Ownership and voting right                                                            | 100%     | 100%     |
| Lalique Art SA, Zurich                                                                |          |          |
| Creation, development and trading of art objects and decorative elements              |          |          |
| Share capital in CHF thousands <sup>1</sup>                                           | 100      | 100      |
| Ownership and voting right                                                            | 100%     | 100%     |
| SCI du Mont à Grillon, Ury                                                            |          |          |
| Management and rental of real estate                                                  |          |          |
| Share capital in EUR thousands                                                        | 1        | 1        |
| Ownership and voting right                                                            | 100%     | 100%     |

<sup>&</sup>lt;sup>1</sup> Of which paid-in: CHF 50,000 each

#### **Treasury shares**

|                          | NUMBER OF<br>TRANSACTIONS | ANNUAL LOW<br>SHARE PRICE<br>IN CHF | ANNUAL HIGH<br>SHARE PRICE<br>IN CHF | AVERAGE PRICE<br>PER SHARE<br>IN CHF | NUMBERS |
|--------------------------|---------------------------|-------------------------------------|--------------------------------------|--------------------------------------|---------|
| Treasury shares          |                           |                                     |                                      |                                      |         |
| Balance as of 1.1.2016   |                           |                                     |                                      |                                      | 45 400  |
| Purchases                | 32                        | 19,00                               | 27,12                                | 23,28                                | 5 531   |
| Sales                    | 14                        | 22                                  | 26                                   | 25                                   | -20 731 |
| Balance as of 31.12.2016 |                           |                                     |                                      |                                      | 30 200  |
| Purchases                | 19                        | 27,01                               | 43,95                                | 31,43                                | 2 241   |
| Sales                    | 24                        | 26,54                               | 40,00                                | 35,83                                | -18 941 |
| Balance as of 31.12.2017 |                           |                                     |                                      |                                      | 13 500  |

As of balance sheet date, the acquisition cost of the treasury shares amounted to CHF 277,000 (31.12.2016: CHF 583,000). All shares traded were placed at the current share price on the BX Berne eXchange.

#### Shares held by members of the Board of Directors and Executive Board

| NAME                      | FUNCTION                                 | 31.12.17  | IN %    | 31.12.16  | IN %    |
|---------------------------|------------------------------------------|-----------|---------|-----------|---------|
|                           |                                          |           |         |           |         |
| Silvio Denz               | Chairman of the Board of Directors       | 3 602 000 | 72.04%  | 3 775 000 | 75.50%  |
| Roger von der Weid        | Delegate of the Board of Directors & CEO | 3 000     | 0.06%   | 3 000     | 0.06%   |
| Roland Weber              | Vice-chairman of the Board of Directors  | 3 500     | 0.07%   | 3 500     | 0.07%   |
| Marc Roesti               | Member of the Board of Directors         | 1 500     | 0.03%   | 1 500     | 0.03%   |
| Claudio Denz              | Member of the Board of Directors & CD    | 149 000   | 2.98%   | 149 000   | 2.98%   |
| Jan Kollros               | Member of the Board of Directors         | _         | 0.00%   | n/a       | n/a     |
| Rosemarie Abels           | Head Procurement & Production, Perfumes  | 100       | 0.00%   | 100       | 0.00%   |
| Jean Baptiste de Jaham    | ham Head of Sales, Crystal               |           | 0.00%   | n/a       | n/a     |
| Pascal Grussi             | Head of HR, Crystal                      |           | 0.00%   | n/a       | n/a     |
| Ulrich Hürlimann          | Group CFO (until 31.5.2017)              | n/a       | n/a     | 100       | 0.00%   |
| Benedikt Irniger          | Head of Ultrasun                         | _         | 0.00%   | 500       | 0.01%   |
| Marie-Laure Joly          | Head of Marketing, Perfumes              | 100       | 0.00%   | 100       | 0.00%   |
| Marc Lamineaux            | Head of Design, Crystal                  |           | 0.00%   | n/a       | n/a     |
| Thomas Leutenegger        | Head of Sales, Perfumes                  | n/a       | n/a     |           | 0.00%   |
| Denis Mandry              | Factory Director, Crystal                | _         | 0.00%   | n/a       | n/a     |
| David Rios Lopes          | COO, Perfumes                            | 500       | 0.01%   | 500       | 0.01%   |
| Alexis Rubinstein         | Group CFO (as of 1.6.2017)               | _         | 0.00%   | n/a       | n/a     |
| Total                     |                                          | 3 759 700 | 75.19%  | 3 933 300 | 78.67%  |
| Total Lalique Group share | es                                       | 5 000 000 | 100.00% | 5 000 000 | 100.00% |
|                           |                                          |           |         |           |         |

# PROPOSAL FOR THE APPROPRIATION OF AVAILABLE EARNINGS

| IN CHF THOUSANDS                                                        | 31.12.17 | 31.12.16 |
|-------------------------------------------------------------------------|----------|----------|
| Approval of the Annual Report and accounts for the 2017 financial year, |          |          |
| closing with a profit of                                                | -321     | 7 394    |
| Brought forward from the previous year                                  | 86 109   | 79 402   |
| Total available to the General Meeting                                  | 85 788   | 86 796   |
|                                                                         |          |          |
| Appropriation of available earnings as follows                          |          |          |
| Dividend payment (CHF 0.50 per share)                                   | -2 500   | -2 500   |
| Disclaimer for dividend payment of principal shareholder                | 0        | 1 801    |
| No dividend payments to treasury shares (status 13.04.2018)             | 6        | 12       |
| BALANCE BROUGHT FORWARD TO NEW ACCOUNTS                                 | 83 294   | 86 109   |



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To the General Meeting of Lalique Group SA, Zurich

Zurich, 13 April 2018

#### Report of the statutory auditor on the financial statements

As statutory auditor, we have audited the financial statements of Lalique Group SA, which comprise the balance sheet, income statement and notes, (page 58-64) for the year ended 31 December 2017.



#### **Board of Directors' responsibility**

The Board of Directors is responsible for the preparation of the financial statements in accordance with the requirements of Swiss law and the company's articles of incorporation. This responsibility includes designing, implementing and maintaining an internal control system relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Board of Directors is further responsible for selecting and applying appropriate accounting policies and making accounting estimates that are reasonable in the circumstances.



#### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Swiss law and Swiss Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control system relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control system. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of accounting estimates made, as well as evaluating the overall presentation of the financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



#### Oninion

In our opinion, the financial statements for the year ended 31 December 2017 comply with Swiss law and the company's articles of incorporation.



## Report on key audit matters based on the circular 1/2015 of the Federal Audit Oversight Authority

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each



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matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the financial statements.

#### Separate valuation of participations

| Risk               | Lalique Group SA is the parent company of the Lalique Group and holds the shares of its subsidiaries. Shareholdings amounted to CHF 103.2 million as of 31 December 2017 and represented 57% of the balance sheet. Due to potential impairment needs, we defined this topic as a key audit matter. |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Our audit response | We reviewed the valuation method used for the individual valuation of the participations and verified the clerical accuracy of the amounts. We assessed the used input parameters and reviewed the disclosure according to the Swiss accounting law in the financial statements.                   |



#### Report on other legal requirements

We confirm that we meet the legal requirements on licensing according to the Auditor Oversight Act (AOA) and independence (article 728 CO and article 11 AOA) and that there are no circumstances incompatible with our independence.

In accordance with article 728a para. 1 item 3 CO and Swiss Auditing Standard 890, we confirm that an internal control system exists, which has been designed for the preparation of financial statements according to the instructions of the Board of Directors.

We further confirm that the proposed appropriation of available earnings complies with Swiss law and the company's articles of incorporation. We recommend that the financial statements submitted to you be approved.

Ernst & Young Ltd

Licensed audit expert (Auditor in charge)

Olga Semenova

ACC

### **PUBLICATION DETAILS**

PUBLISHER Lalique Group SA, Zurich

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#### CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This report contains forward-looking statements based on current assumptions and projections made by management. Such statements are subject to known and unknown risks, uncertainties and other factors which may cause the actual results and performance of Lalique Group to differ from those expressed in, implied or projected by the forward-looking information and statements. The information published in this report is provided by Lalique Group SA and corresponds to the status as of the date of publication of this report.

#### Disclaimer

Lalique Group publishes its Annual Report in English and a Financial Report in German.