## 2019 Half-Year Report

## LALIOUE GROUP

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## Management Comment

Lalique Group SA generated 5\% growth in sales to EUR 70.0 million in the first half of 2019 despite a decline in sales in Lalique Parfums due to difficult market conditions in the Middle East. Net Group profit amounted to EUR - 0.8 million, reflecting planned investments in and expenditure on business expansion, as well as one-off costs for the acquisition of $50 \%$ of the Scottish whisky distillery The Glenturret. For the full year 2019, Lalique Group anticipates that it will achieve further moderate growth, while the EBIT margin is expected to be lower than in the prior year.

Lalique Group delivered solid further growth in the first half of 2019. This was driven primarily by continued strong growth in the Ultrasun segment as well as the positive development of Parfums Grès and Bentley Fragrances. While Lalique Parfums saw sales decline, the crystal business within the Lalique segment experienced solid growth, partly due to the opening of new boutiques in Japan, China, Macau, Vietnam and France in the second half of 2018 and the first half of 2019. The acquisition of The Glenturret also contributed to growth. In total, Group operating revenue increased by 5\% to EUR 70.0 million ( $+2 \%$ in local currencies) compared to the prior-year period.

Personnel costs rose by $7 \%$ to EUR 17.2 million, reflecting the planned expansion of the business. Other operating expenses of EUR 15.5 million were slightly higher than the figure for the prior-year period, with expenses in the first half of 2019 including a positive impact of EUR 3.5 million due to the first-time application of IFRS 16, while depreciation increased by EUR 3.2 million. Operating expenses reflect planned costs for the international expansion of the business as well as the restructuring in the US on the one hand, and EUR 1.2 million of one-off costs related to the acquisition of $50 \%$ of The Glenturret on the other.

This resulted in earnings before interest and taxes (EBIT) of EUR 0.5 million in the first half of 2019, compared to EUR 2.0 million in the prior-year period. The EBIT margin was $0.7 \%$, compared to $2.9 \%$ in the first half of 2018. Net Group profit totalled EUR -0.8 million, compared to EUR 1.3 million in the prior-year period, which included a positive tax effect of EUR 1.0 million in connection with the company tax reform in France. Excluding acquisition costs, EBIT was EUR 1.7 million, the EBIT margin was $2.5 \%$ and net Group profit was EUR 0.4 million.

## Segment results

The Lalique segment recorded a $3 \%$ decrease in sales to EUR 35.5 million in the first half of 2019. While the crystal business delivered a positive performance ( $+4 \%$ ), the sale of Lalique perfumes declined by $25 \%$ year on year. Difficult market conditions in the Middle East as well as the discontinuation of sales activities in Iran due to the embargo were the reasons for this downturn. The two hotels/restaurants Villa René Lalique and Château Hochberg continued to report high occupancy rates and generated a corresponding increase in profitability. The overall costs for the segment rose by $8 \%$ and include the above-mentioned restructuring costs in the US, as well as expenditure on the expansion of the business units in China and, in particular, in Japan, where three new sales points were opened in the first half of 2019. This resulted in an EBIT of EUR -4.5 million (first half of 2018: EUR - 3.3 million).

The Ultrasun segment once again achieved strong growth in all key markets, especially in China, Switzerland and EU states. The increased focus on distribution through pharmacies and chemists continued to pay off. Sales rose by a total of $18 \%$ to EUR 15.5 million. Including higher growth-related personnel costs, EBIT increased by $32 \%$ to EUR 3.9 million.

In the other segments, Jaguar Fragrances recorded slight growth (+1\%), while Parfums Grès reported a pleasing rise in sales of $41 \%$. Among the other brands, Bentley Fragrances experienced a $27 \%$ increase in sales, and Parfums Samouraï achieved growth of 4\% following successful product launches. The perfume filling and logistics operation Lalique Beauty Services produced a result that was in line with expectations. The whisky distillery The Glenturret, which has been fully consolidated in the accounts of Lalique Group since its acquisition on 28 March 2019, generated sales of EUR 0.7 million in the last three months of the first half of 2019.

## Outlook for 2019

Lalique Group believes that with its diversification strategy, it is very well positioned to serve a broad international target clientele in the luxury goods market and it continues to target sales growth in the mid-single digit percentage range (in local currencies) and a gradual increase in the EBIT margin to $9 \%-11 \%$ in the medium term.

In the second half of 2019, Lalique will continue to focus its business expansion on Asia primarily Japan. With regard to the previously communicated negotiations surrounding two additional perfume licences, one of the agreements is expected to be concluded in the second half of 2019, while it is likely that more time will be required for the second agreement.

For the full year 2019, Lalique Group expects to achieve further moderate sales growth in the low single digit percentage range (in local currencies), as previously announced. However, particularly in view of the shortfall of sales at Lalique Parfums, the EBIT margin for 2019 is likely to be lower than in 2018, when extraordinary income was recorded in the second half of the year. Lalique Group originally expected a slight increase in the EBIT margin for 2019.

## Lalique Group

Lalique Group is a niche player in the creation, development, marketing and global distribution of luxury goods. Its business areas comprise perfumes, cosmetics, crystal, jewellery, high-end furniture and living accessories, along with art, gastronomy and hospitality as well as single malt whisky. Founded in 2000, the company employs approx. 720 staff and has its headquarters in Zurich. The Lalique brand, from which the Group derives its name, was created in Paris in 1888 by the master glassmaker and jewellery designer René Lalique. The registered shares of Lalique Group SA (LLQ) are listed on the SIX Swiss Exchange.

## Interim Consolidated Income Statement

| In EUR thousands | 1st semester 2019 | 1st semester 2018 |
| :---: | :---: | :---: |
| Revenue from contracts with customers | 69612 | 66733 |
| Other operating income | 348 | 154 |
| Operating revenue | 69960 | 66887 |
| Material costs, licences and third party services | -29 490 | -30 293 |
| Gross result | 40470 | 36594 |
| Salaries and wages | -17153 | -15 958 |
| Other operating expenses | -15 531 | -15080 |
| EBITDA | 7786 | 5556 |
| Depreciation and amortization / impairment | -7278 | -3604 |
| EBIT | 508 | 1952 |
| Financial income ${ }^{1 /}$ | 6 | 4 |
| Financial expenses ${ }^{17}$ | -1021 | -759 |
| Net foreign exchange differences ${ }^{1 /}$ | 276 | 42 |
| Group profit before taxes | - 231 | 1239 |
| Income taxes | -611 | 75 |
| Net Group profit | -842 | 1314 |
| of which attributable to: |  |  |
| Non-controlling interests | -1295 | -439 |
| Owners of the parent company | 453 | 1753 |
| Earnings per share basic/diluted (in EUR) | 0.08 | 0.35 |
| 1) As disclosed in the Annual Report 2018, the Group has changed the presentation of foreign exchange differences. In the comparative period this change has been reflected accordingly. As a result, financial income has decreased by EUR 2063 thousand, financial expenses have decreased by EUR 2021 thousand and net foreign exchange differences have increased by EUR 42 thousand in the comparative period. |  |  |

## Interim Consolidated Statement of Comprehensive Income

| In EUR thousands | 1st semester 2019 | 1st semester 2018 |
| :---: | :---: | :---: |
| Net Group profit | -842 | 1314 |
| Foreign currency translation | 912 | 399 |
| Items that can be reclassified subsequently to the income statement, net of tax | 912 | 399 |
| Remeasurements of pension plans | -664 | - |
| Tax on remeasurements of pension plans | 139 | - |
| Items that cannot be reclassified subsequently to the income statement, net of tax | - 525 | - |
| Other comprehensive income, net of tax | 387 | 399 |
| Consolidated comprehensive income | - 455 | 1713 |
| of which attributable to: |  |  |
| Non-controlling interests | -1134 | -439 |
| Owners of the parent company | 679 | 2152 |

## Interim Consolidated Balance Sheet

## ASSETS

| in EUR thousands | 30.06 .2019 | 31.12 .2018 |
| :--- | ---: | ---: |
|  |  |  |
| Cash and cash equivalents | 16516 | 15336 |
| Trade accounts receivable | 21498 | 17698 |
| Inventories | 84664 | 67603 |
| Other receivables | 8901 | 8356 |
| Total current assets | 131579 | 108993 |
|  |  |  |
| Property, plant and equipment | 78042 | 54561 |
| Intangible assets | 90989 | 67832 |
| Other non-current assets | 5347 | 5199 |
| Deferred tax assets | 2114 | 1328 |
| Total non-current assets | 176492 | 128920 |
|  |  |  |
| Total assets | 308071 | 237913 |

## LIABILITIES AND EQUITY

| in EUR thousands | 30.06.2019 | 31.12 .2018 |
| :---: | :---: | :---: |
| Bank overdrafts | 46945 | 41785 |
| Trade accounts payable | 16873 | 14179 |
| Income tax liabilities | 1822 | 1805 |
| Other current liabilities | 44363 | 17094 |
| Total current liabilities | 110003 | 74863 |
|  |  |  |
| Other non-current liabilities | 2707 | 3265 |
| Provisions | 225 | 208 |
| Non-current financial liabilities | 29425 | 14820 |
| Defined benefit obligation | 5761 | 4855 |
| Deferred tax liabilities | 18327 | 14684 |
| Total non-current liabilities | 56445 | 37832 |
|  |  |  |
| Total liabilities | 166448 | 112695 |
|  |  |  |
| Share capital | 988 | 988 |
| Capital reserves | 43382 | 46039 |
| Retained earnings / other reserves | 76503 | 77040 |
| Total equity attributable to owners of the parent company | 120873 | 124067 |
|  |  |  |
| Non-controlling interests | 20750 | 1151 |
| Total equity | 141623 | 125218 |
|  |  |  |
| Total liabilities and equity | 308071 | 237913 |

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## Interim Consolidated Cash Flow Statement

| in EUR thousands | 1st semester 2019 | 1st semester 2018 restated |
| :---: | :---: | :---: |
| Group profit before taxes | -231 | 1239 |
| Depreciation and amortization / impairment | 7870 | 3604 |
| Change in defined benefit obligation | 198 | 3 |
| Change in provisions | 73 | -229 |
| Financial income ${ }^{1 /}$ | -6 | -4 |
| Financial expenses ${ }^{1 /}$ | 1021 | 759 |
| Net foreign exchange differences ${ }^{17}$ | -276 | -42 |
| Other non-cash income / expenditure | -470 | -364 |
| Cash flow from operations before change in net current assets | 8179 | 4966 |
|  |  |  |
| Decrease (+) / increase (-) in trade accounts receivable | -3610 | -5 153 |
| Decrease ( + )/ increase ( $($ ) in inventories | -4 249 | -1868 |
| Decrease (+) / increase (-) in other receivables | -624 | - 789 |
| Increase (+)/ decrease ( - ) in trade accounts payable | 2605 | 3264 |
| Increase (+)/ decrease ( - ) in other current liabilities | -1252 | -245 |
| Interest paid | -738 | -434 |
| Tax paid | -1 467 | -1151 |
| Interest received | 2 | - |
| Cash flow from operating activities | -1 154 | -1410 |
|  |  |  |
| Investments in subsidiaries net of cash and cash equivalents | -29003 | - |
| Investments in property, plant and equipment | -2 061 | -3252 |
| Sale of property, plant and equipment | -15 | - |
| Investments in intangible assets | -335 | -735 |
| Cash flow from investing activities | -31414 | -3 987 |
|  |  |  |
| Capital contribution from shareholders | - | 25794 |
| Capital contribution from NCl shareholders | 20780 | - |
| Reduction in shareholder loans | - | -20 128 |
| Receipt of / increase in shareholder loans | 21781 | - |
| Receipt of / increase in NCl shareholder loans | 835 |  |
| Repayment of short-term loan of Glenturret Limited | -7 281 | - |
| Purchase of treasury shares | -202 | - |
| Sale of treasury shares | - | 277 |
| Net cash flow from bank overdrafts ${ }^{2)}$ | 4835 | -4894 |
| Repayments/outflows current financial liabilities | -5 479 | - |
| Proceeds/inflows other non-current liabilities | 907 | 2113 |
| Dividend payment | -2 657 | -2 141 |
| Cash flow from financing activities | 33519 | 1020 |
|  |  |  |
| Exchange differences on cash and cash equivalents ${ }^{2 \prime}$ | 229 | 28 |
| Decrease / increase in net cash and cash equivalents | 1180 | -4349 |
|  |  |  |
| Balance of net cash and cash equivalents as at 01.01. ${ }^{2)}$ | 15336 | 16252 |
| Balance of net cash and cash equivalents as at 30.06. ${ }^{2)}$ | 16516 | 11903 |
| 1) As disclosed in the Annual Report 2018, the Group has changed the presentation of foreign exchange differences. The corresponding line items in the cash flow statement, including comparative period, have been reclassified accordingly. <br> 2) Restatment of bank overdrafts as financial liabilities rather than cash and cash equivalents (note 2.2) |  |  |

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## Interim Consolidated Statement of Changes in Equity

| in EUR thousands | Share capital | Capital reserves | Treasury shares | Accumulated foreign currency translation | Retained earnings | Total equity owner of parent | Noncontrolling interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as at 01.01.2018 | 816 | 20798 | -277 | -3 898 | 75771 | 93210 | 2270 | 95480 |
| Consolidated comprehensive income | - | - | - | 399 | 1753 | 2152 | -439 | 1713 |
| Dividend payout | - | - | - | - | -2 141 | -2 141 | - | -2 141 |
| Capital contribution from shareholders | 172 | 25621 | - | - | - | 25793 | - | 25793 |
| Sale of treasury shares | - | - | 277 | - | - | 277 | - | 277 |
| Balance as at 30.06.2018 | 988 | 46419 | - | -3 499 | 75383 | 119291 | 1831 | 121122 |
| Balance as at 01.01.2019 | 988 | 46039 | - | -3 217 | 80257 | 124067 | 1151 | 125218 |
| Effect of adoption of IFRS 16 Leases | - | - | - | - | -1 014 | -1 014 | -47 | -1 061 |
| Balance as at 01.01.2019 (adjusted) ${ }^{11}$ | 988 | 46039 | - | -3 217 | 79243 | 123053 | 1104 | 124157 |
| Consolidated comprehensive income | - | - | - | 751 | - 72 | 679 | -1 134 | -455 |
| Dividend payout | - | -2 657 | - | - | - | -2 657 | - | -2 657 |
| Contribution from NCl / acquisition | - | - | - | - | - | - | 20780 | 20780 |
| Purchase of treasury shares | - | - | -202 | - | - | -202 | - | -202 |
| Balance as at 30.06.2019 | 988 | 43382 | - 202 | -2 466 | 79171 | 120873 | 20750 | 141623 |

## Notes to the Interim Consolidated Financial Statements

## 1. Basis of preparation

The Interim Consolidated Financial Statements 2019 for the period ending 30 June 2019 were prepared in accordance with IAS 34 (Interim Financial Reporting) and have been authorized for issue by the board of directors on 10 September 2019.

## 2. Selected accounting policies and correction of the Consolidated Cash Flow Statement

### 2.1 Selected accounting policies of Consolidated Financial Statements

The accounting principles applied correspond to the Consolidated Financial Statements as of 31 December 2018 except as set out below. The Interim Consolidated Financial Statements 2019 should therefore be read in conjunction with the Consolidated Financial Statements 2018.

The Consolidated Financial Statements of the Lalique Group are prepared in Euros (EUR). Unless otherwise stated, all figures have been rounded to the nearest EUR thousand.

IFRS 16
The Group applied IFRS 16 initially on 1 January 2019, using the modified retrospective approach. Therefore, the cumulative effect of adopting IFRS 16 is recognized as an adjustment to the opening balance of retained earnings at 1 January 2019, with no restatement of comparative information.

IFRS 16 replaced prior existing leases guidance, including IAS 17 Leases, IFRIC 4 Determining Whether an Arrangement Contains a Lease, SIC-15 Operating Leases Incentives and SIC-27 Evaluating the Substance of Transactions Involving the Legal Form of a Lease.
The Group applied the practical expedient to grandfather the definition of a lease on transition. This means it applied IFRS 16 to all contracts entered into before 1 January 2019 that were previously identified as leases in accordance with IAS 17 and IFRIC 4, and not applied the standard to contracts that were not previously identified as containing a lease applying IAS 17 and IFRIC 4.

IFRS 16 introduces a single, on-balance-sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. The Group makes use of recognition exemptions for short-term leases and leases of low-value items.
Lessees are also required to remeasure the lease liability upon the occurrence of certain events (e.g. a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee has generally to recognize the amount of the remeasurement of the lease liability as an adjustment to the right-of-use (ROU) asset.

IFRS 16 requires lessees and lessors to make more extensive disclosures than under IAS 17, which the Group will provide in the annual report 2019.
i. Leases in which the Group is a lessee

The Group recognized new assets and liabilities for its operating leases e.g. of boutiques and office buildings. The nature of expenses related to those leases changed because the Group recognizes a depreciation charge for ROU assets and interest expense on lease liabilities. Previously, the Group recognized operating lease expenses on a straight-line
basis over the term of the lease within "Other operating expenses", and recognized assets and liabilities only to the extent that there was a timing difference between actual lease payments and the expense recognized. In addition, the Group no longer recognizes provisions for operating leases that it assesses to be onerous after their commencement date. Instead, the Group includes the payments due under the lease in its lease liability, and determines and recognizes any impairment of ROU assets applying IAS 36 Impairment of Assets.

The Group recognized additional lease liabilities of EUR 23438 thousand and a ROU asset of EUR 22228 thousand at 1 January 2019, with ROU assets measured as if IFRS 16 had been applied since the commencement date of all leases, but discounted using the incremental borrowing rate at 1 January 2019. Replacement of IAS 17 straight-line operating lease expenses with IFRS 16 depreciation charge and interest expenses means that expenses become more "front-loaded", which results in a negative impact on the "Group profit before tax" in the short-term and lower ROU assets than lease liabilities at 1 January 2019. The cumulative effect of adopting IFRS 16 therefore resulted in an adjustment of EUR -1061 thousand to the opening balance of retained earnings at 1 January 2019 and a net deferred tax asset of EUR 149 thousand.

## ii. Leases in which the Group is a lessor

The Group reassessed the classification of sub-leases in which the Group is a lessor. The Group reclassified one prior operating sub-lease as a finance lease, resulting in recognition of a finance lease receivable of EUR 247 thousand as at 1 January 2019.

Other changes in IFRS that became effective on 1 January 2019 do not have an impact on these Interim Consolidated Financial Statements.

### 2.2 Correction of the Consolidated Cash Flow Statement

In 2019 Lalique Group has identified a classification error in the Consolidated Cash Flow Statement in the prior years.

Lalique Group's Consolidated Balance Sheet showed a bank overdraft of EUR 41785 thousand on 31 December 2018 (2017: EUR 45568 thousand; 30 June 2018: EUR 40996 thousand). The Group used to consider these bank overdrafts as cash and cash equivalents rather than current financial liabilities and presented them accordingly in the Consolidated Cash Flow Statement.
However, based on IAS 7.8 bank borrowings are generally considered to be financing activities. They can only be included as a component of cash and cash equivalents if the banking arrangements are a bank overdraft that is repayable on demand and forms an integral part of the entity's cash management.
Lalique Group concluded in the past assessments, that the banking arrangements were an integral part of an entity's cash management. However, as the balance of the group's banking arrangements is consistently negative and does not often fluctuate from positive to negative, the group has come to the conclusion that the arrangements do not form an integral part of the entity's cash management and, instead, represents a form of financing.

Therefore, the following corrections have been made in the presented Consolidated Cash Flow Statement:

The "Balance of net cash and cash equivalents" as at 1 January 2018 has been increased by the bank overdraft of EUR 45568 thousand to EUR 16252 thousand and the "Balance of net cash and cash equivalents" as at 30 June 2018 has been increased by the bank overdraft of EUR 40996 thousand to CHF 11903 thousand. The bank overdraft movement of EUR -4 894 thousand is shown net according to IAS 7.22(b) as "Net cash flow from bank overdrafts" and is adjusted by the effect of exchange rate changes amounting to EUR 322 thousand in the first half of 2018. Accordingly, the "Exchange differences on cash

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and cash equivalents" has increased by EUR 322 thousand to EUR 28 thousand for the half-year period ended 30 June 2018.
"Balance of net cash and cash equivalents" as at 1 January 2019 has been increased by the bank overdraft of EUR 41785 thousand to EUR 15336 thousand.
There was no impact on the Consolidated Balance Sheet in these financial statements.

## 3. Seasonal Influences on Business Activities

The various segments are subject to seasonal influences, which are offset in the overall analysis. The Ultrasun segment, for example, tends to generate higher revenue in the first half (sales of sunscreen products), in contrast to the Lalique segment, which normally sees an increase in revenue in the second half due to Christmas trade (sales of crystal-glass objects).

## 4. Scope of Consolidation

The scope of consolidation of Lalique Group as of 30 June 2019 changed compared with 31 December 2018 through the acquisition of the Glenturret business as subsidiary of Lalique Group SA.

Lalique Group SA and a non-controlling shareholder of Lalique Group SA founded Glenturret Holding SA domiciled in Zurich on 27 March 2019. Each party owns 50\% of Glenturret Holding SA, which acquired 100\% of Glenturret Limited, a single malt distillery business domiciled in Crieff, Scotland. Lalique Group SA has concluded it has control over the relevant activities of Glenturret Holding SA and its subsidiary Glenturret Limited due to the Shareholders' Agreement.

The cash consideration for the acquisition of $100 \%$ shares of Glenturret Limited was EUR 29.2 million and the net assets acquired of EUR 17.2 million. The transaction has resulted in goodwill of EUR 12.0 million (representing both the Group's and the noncontrolling interests' share), attributable to the expected synergies. The goodwill is not expected to be tax deductible.

| Fair value recognized on acquisition | in GBP thousands | in EUR thousands |
| :---: | :---: | :---: |
| Cash and cash equivalents | 202 | 236 |
| Inventories | 10368 | 12131 |
| Other current assets | 20 | 23 |
| Machinery and equipment | 1008 | 1179 |
| Real estate | 2500 | 2925 |
| Brand | 9400 | 10998 |
| Other fixed assets | 515 | 603 |
| Total assets | 24013 | 28095 |
|  |  |  |
| Other current liabilities | -55 | -64 |
| Short-term loan | -6 223 | -7 281 |
| Deferred tax liabilities | -3 015 | -3528 |
| Total laibilities | -9 293 | -10 873 |
|  |  |  |
| Total identifiable net assets at fair value | 14720 | 17222 |
|  |  |  |
| Goodwill arising on acquisition | 10271 | 12017 |
| Purchase consideration transferred | 24991 | 29239 |

Considering the cash acquired with the subsidiary, the net cash outflow for the share acquisition was EUR 29.0 million.

| Cash flow on acquisition | in GBP thousands | in EUR thousands |
| :--- | :---: | ---: |
|  |  |  |
| Net cash acquired with the subsidiary | 202 | 236 |
| Cash paid for share acquisition | -24991 | -29239 |
| Net cash flow for share acquisition | -24789 | -29003 |

After the acquisition, the short-term loan of EUR 7.3 million owed by the acquiree to the seller was repaid.

| Cash flow from financing activities | in GBP thousands | in EUR thousands |
| :--- | ---: | :--- |
|  |  |  |
| Repayment of short-term loan of Glenturret Limited | -6223 | -7281 |
| Cash flow from financing activities | -6223 | -7281 |

The purchase accounting for the business combination has been determined only provisionally for the Interim Consolidated Financial Statements 2019 due to the short time since the Glenturret business has been acquired.

The Glenturret acquisition was financed by loans of Lalique Group SA and the noncontrolling shareholder that were equally and mostly converted into equity of Glenturret Holding SA. The transaction has therefore resulted in a net increase of non-controlling interests of EUR 20.8 million, net of transaction costs of EUR 0.2 million.

Transaction costs attributable to the business combination of EUR 1.0 million have been expensed and included in "Other operating expenses".

The sub consolidated Glenturret business, consisting of Glenturret Holding SA and Glenturret Limited, was allocated to the "Other brands" segment. The Glenturret business has contributed revenue of EUR 688 thousand and has recorded a loss of EUR 743 thousand since the acquisition date.

## 5. Fixed Assets

During the first half of 2019, the group's additions to fixed assets amounted to EUR 8619 thousand (2018: EUR 4534 thousand). The largest position relates to the acquisition of Glenturret Limited (note 4) as well as investments in production and logistic facilities of Lalique Beauty Services SASU in Ury, France and of Lalique SA in Wingen-Sur-Moder, France.

## 6. Intangible Assets

During the first half of 2019, the group's additions to intangible assets amounted to EUR 23543 thousand (2018: EUR 952 thousand). The largest position relates to the acquisition of Glenturret Limited (note 4).

Carrying amount of goodwill:

| in EUR thousands | Goodwill |
| :--- | ---: |
| Carrying value 31.12.2018 | 349 |
|  |  |
| Additions from acquisition of Glenturret Limited | 12017 |
| Exchange differences | 127 |
| Carrying value 30.06.2019 | 12493 |

## 7. Provisions

Additional provisions of EUR 132 thousand (2018: EUR 51 thousand) were recognized during the reporting period. The provisions of EUR 58 thousand were used and EUR 59 thousand were released.

## 8. Segment Reporting

Lalique Group has established itself as a brand builder company with several brands in its portfolio. As such, financial information reported is allocated based on these brands. "Lalique", "Ultrasun", "Jaguar" and "Grès" reflect the largest brands in terms of revenues, profit and/or total assets. Therefore, these four brands have been identified as reportable segments, which together account for more than $75 \%$ of Lalique's revenue.
The not brand related holdings and consolidation are presented in a separate segment called "Holding and eliminations". Other brands and business activities have been combined in the residual segment "Other brands" for segment reporting purposes. This residual segment includes Lalique Group’s smaller brands (such as Parfums Samouraï, Bentley Fragrances and Glenturret) as well as Lalique Group's two service companies (Lalique Beauty Distribution and Lalique Beauty Services), which, despite their names, provide services to all brands and segments.

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## Segment Reporting for the First Half of 2019

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

| in EUR thousands | Lalique | Ultrasun | Jaguar | Grès | Other <br> brands 1) | Holding and elim. 2) | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |  |  |  |  |
| Revenue from sales to external customers | 34941 | 15488 | 10583 | 3120 | 5872 | -44 | 69960 |
| Revenue from transactions with other segments | 541 | - | - | 53 | 3225 | -3 819 | - |
| Total operating revenue | 35482 | 15488 | 10583 | 3173 | 9097 | -3 863 | 69960 |
| EBIT | -4516 | 3874 | 1801 | 621 | - 730 | - 542 | 508 |
| Financial result |  |  |  |  |  |  | -739 |
| Group profit before taxes |  |  |  |  |  |  | -231 |
| Income tax expenses |  |  |  |  |  |  | -611 |
| Net Group profit |  |  |  |  |  |  | -842 |
| Assets and liabilities |  |  |  |  |  |  |  |
| Segment assets | 181868 | 25232 | 17281 | 10381 | 75912 | -2603 | 308071 |
| Segment liabilities | 151461 | 10910 | 12960 | 3390 | 32910 | -45 183 | 166448 |
| Other segment information |  |  |  |  |  |  |  |
| Investments |  |  |  |  |  |  |  |
| Property, plant and equipment ${ }^{3}$ | 2976 | 35 | - | - | 5604 | 4 | 8619 |
| Intangible assets ${ }^{4}$ | 134 | 116 | 37 | - | 23181 | 75 | 23543 |
| Depreciation and amortization |  |  |  |  |  |  |  |
| Property, plant and equipment | 5695 | 177 | 111 | 26 | 793 | 10 | 6812 |
| Intangible assets | 126 | 125 | 38 | 4 | 172 | 1 | 466 |
| 1) Operating revenue other brands |  |  |  |  |  |  |  |
| Parfums Samouraï |  |  |  |  | 2724 |  |  |
| Bentley Fragrances |  |  |  |  | 1903 |  |  |
| Parfums Alain Delon |  |  |  |  | 36 |  |  |
| Lalique Beauty Distribution |  |  |  |  | 623 |  |  |
| Lalique Beauty Services |  |  |  |  | 3123 |  |  |
| Glenturret |  |  |  |  | 688 |  |  |
| Total operating revenue other brands |  |  |  |  | 9097 |  |  |
| 2) 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 liabilites mainly comprise current liabilities, loans and eliminations. |  |  |  |  |  |  |  |
| 3) The Property, plant and equipment investments of other brands include investments in the perfume production facility in Ury of EUR 857 thousand and fixed assets of acquired subsidiaries of EUR 4707 thousand. |  |  |  |  |  |  |  |
| 4) Intangible assets of other brands include intangible assets of acquired subsidiaries of EUR 23015 thousand. |  |  |  |  |  |  |  |

## LALIOUE <br> GROUP

## Segment Reporting for the First Half of 2018

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

| in EUR thousands | Lalique | Ultrasun | Jaguar | Grès | Other brands 1) | Holding and elim. 2) | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue |  |  |  |  |  |  |  |
| Revenue from sales to external customers | 36208 | 13190 | 10486 | 2221 | 4757 | 25 | 66887 |
| Revenue from transactions with other segments | 485 | -17 | -22 | 37 | 3211 | -3694 | - |
| Total operating revenue | 36693 | 13173 | 10464 | 2258 | 7968 | -3 669 | 66887 |
| EBIT | -3 342 | 2943 | 1600 | 453 | 448 | - 150 | 1952 |
| Financial result |  |  |  |  |  |  | -713 |
| Group profit before taxes |  |  |  |  |  |  | 1239 |
| Income tax expenses |  |  |  |  |  |  | 75 |
| Net Group profit |  |  |  |  |  |  | 1314 |
| Assets and liabilities |  |  |  |  |  |  |  |
| Segment assets | 158469 | 22857 | 15358 | 9867 | 28591 | 1222 | 236364 |
| Segment liabilities | 119019 | 10375 | 11458 | 3152 | 29095 | -57857 | 115242 |
| Other segment information |  |  |  |  |  |  |  |
| Investments |  |  |  |  |  |  |  |
| Property, plant and equipment ${ }^{3 \text { 3 }}$ | 1764 | 147 | 99 | 28 | 2454 | 42 | 4534 |
| Intangible assets | 657 | 127 | 1 | - | 63 | 104 | 952 |
| Depreciation and amortization |  |  |  |  |  |  |  |
| Property, plant and equipment | 2069 | 44 | 56 | 29 | 583 | 7 | 2788 |
| Intangible assets | 461 | 173 | 20 | 3 | 158 | 1 | 816 |
| 1) Operating revenue per perfume brand |  |  |  |  |  |  |  |
| Parfums Samouraï |  |  |  |  | 2624 |  |  |
| Bentley Fragrances |  |  |  |  | 1493 |  |  |
| Parfums Alain Delon |  |  |  |  | 52 |  |  |
| Lalique Beauty Distribution |  |  |  |  | 534 |  |  |
| Lalique Beauty Services |  |  |  |  | 3265 |  |  |
| Glenturret |  |  |  |  | - |  |  |
| Total operating revenue other brands |  |  |  |  | 7968 |  |  |
| 2) 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 liabilites mainly comprise current liabilities, loans and eliminations. |  |  |  |  |  |  |  |
| 3) The Property, plant and equipment investments of other brands include investments in the perfume production facility in Ury of EUR 2394 thousand. |  |  |  |  |  |  |  |

## 9. Transactions with Related Parties

Type of

| in EUR thousands | 30.06.2019 | 30.06 .2018 | transaction |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Liabilities: |  |  |  |
| Affiliates under common control |  | 3 |  |


| in EUR thousands | 1st semester 2019 | 1 st semester 2018 | Type of transaction |
| :---: | :---: | :---: | :---: |
| Proceeds from: |  |  |  |
| Affiliates under common control | 1 | - | Art \& Terroir SA, reimbursements |
|  | 70 | 1175 | Château Lafaurie-Peyraguey, sale of Lalique products |
| Principal shareholder | 13 | 27 | Proceeds from sale of Lalique products |
| Expenditure of: |  |  |  |
| Affiliates under common control | 8 | - | Wermuth Auktionen, purchase of wine |
|  | 26 | - | Vignobles Silvio Denz, purchase of wine |
|  | 25 | 24 | Denz Weine, purchase of wine |
|  | 16 | - | Château Lafaurie-Peyraguey, purchase of wine |
|  | 8 | - | Château Lafaurie-Peyraguey, hospitality services |
|  | 413 | - | Art \& Terroir SA, reimbursements |
|  | 195 | 203 | Ermitage Estate Limited, rent |
| Principal shareholder | 43 | 82 | Interest on loan |
| Members of the Board of Directors of Lalique Group SA | 39 | 43 | Mont-Blanc resourcing, consulting |
|  | 90 | - | Adbodmer SA, transaction fees Project Clyde |

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

## 10. Dividends

In accordance with the motion of the Board of Directors and the resolution passed at the Annual General Meeting held on 24 May 2019 in Zurich, dividends of CHF 0.50 per share were paid out of the capital contribution reserve and have been exempt from withholding tax. The total payout for the shareholders was CHF 3000 thousand (EUR 2657 thousand).

## 11. Contingent Liabilities

Contingent liabilities are detailed in the Notes to the Consolidated Financial Statements 2018 (note 29) and have remained unchanged since then, i.e. there are no contingent liabilities.

## 12. Subsequent Events

Lalique Group has evaluated events from 30. June 2019 up to the date these financial statements were issued. The following transaction occurred subsequent to 30 June 2019:

Lalique Group issued a total of 1200000 new registered shares at a price of CHF 40 per share as part of its capital increase starting on 12 July 2019. The gross proceeds amounted to CHF 48.0 million.
The transaction costs are estimated at CHF 1.0 million, leading to estimated net proceeds of CHF 47.0 million.

## Contact

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