Press release in accordance with Consob Regulation n. 11971/99

Esprinet's results as at 31 March 2016 approved by the Board

First quarter 2016 results:

Consolidated sales: € 615.4 million (€ 617.6 million as at first quarter 2015)
Gross profit: € 33.7 million (-11% vs € 37.6 million)
Operating income (EBIT): € 6.2 million (-38% vs € 10.1 million)
Net income: € 4.2 million (-32% vs € 6.3 million)

Net financial position as at 31 March 2016 negative by € 36.9 million
(vs Net financial position as at 31 December 2015 positive by € 185.9 million)

Vimercate (Monza Brianza), 13 May 2016 The Board of Directors of Esprinet S.p.A. (Italian Stock Exchange: PRT) met today under the chairmanship of Francesco Monti to examine and approve Group's financial results for the period ending on 31 March 2016, prepared in accordance to IFRS and not subject to external auditing.

A) Esprinet Group's financial highlights

The Group's main economic, financial and asset results as at 31 March 2016 are hereby summarised:

(euro/000)	Q1 2016	%	Q1 2015	%	Var.	Var. %
Sales	**615,424**	**100.00%**	**617,550**	**100.00%**	**(2,126)**	***0%***
Cost of sales	(581,753)	-94.53%	(579,920)	-93.91%	(1,833)	*0%*
Gross profit	**33,671**	**5.47%**	**37,630**	**6.09%**	**(3,959)**	***-11%***
Sales and marketing costs	(10,267)	-1.67%	(10,990)	-1.78%	723	*-7%*
Overheads and administrative costs	(17,168)	-2.79%	(16,506)	-2.67%	(662)	*4%*
Operating income (EBIT)	**6,236**	**1.01%**	**10,134**	**1.64%**	**(3,898)**	***-38%***
Finance costs - net	(293)	-0.05%	(1,578)	-0.26%	1,285	*-81%*
Other investments expenses / (incomes)	-	0.00%	(4)	0.00%	4	*-100%*
Profit before income taxes	**5,943**	**0.97%**	**8,552**	**1.38%**	**(2,609)**	***-31%***
Income tax expenses	(1,698)	-0.28%	(2,288)	-0.37%	590	*-26%*
Net income	**4,245**	**0.69%**	**6,264**	**1.01%**	**(2,019)**	***-32%***
Earnings per share - basic (euro)	0.08		0.13		(0.05)	-38%

- **Consolidated sales** totalled € 615.4 million, in line with € 617.6 million of the first quarter 2015;

- **Consolidated gross profit,** equal to € 33.7 million, showed a decrease of -11% (€ -4.0 million) compared to the same period of 2015 as consequence of a decrease in the gross profit margin;

- **Consolidated operating income (EBIT)** equal to € 6.2 million, showed a reduction of -38% compared to the first quarter 2015. Ebit margin, equal to 1.01% showed a decrease compared to 1.64% of 2015 due to a lower consolidated gross profit being the operating costs weight substantially the same in the two periods (4.46% in 2016 vs 4.45% in 2015);

Consolidated profit before income taxes, was equal to € 5.9 million, showing a reduction of -31% compared to the first quarter 2015, notwithstanding a € -1.3 million decrease in financial charges;

- **Consolidated profit before income taxes** was equal to € 5.9 million, showing a reduction of -31% compared to the first quarter 2015; the decrease was lower than the one registered in EBIT (-38%), thanks to a € -1.3 million decrease in financial charges;

- **Consolidated net income** was equal to € 4.2 million, showing a decrease of -32% (€ -2.0 million) compared to the first quarter 2015;

- **Earnings per ordinary share** as at 31 March 2016, equal to € 0.08, showed a reduction of -38% compared to the value of the first quarter 2015 (€ 0.13).

(euro/000)	31/03/2016	%	31/12/2015	%	Var.	*Var. %*
Fixed assets	100,677	29.71%	101,083	90.50%	(405)	*0%*
Operating net working capital	263,301	77.69%	34,512	30.90%	228,789	*663%*
Other current assets/liabilities	(13,301)	-3.92%	(12,607)	-11.29%	(695)	*6%*
Other non-current assets/liabilities	(11,759)	-3.47%	(11,296)	-10.11%	(463)	*4%*
Total uses	**338,918**	**100.00%**	**111,692**	**100.00%**	**227,226**	***203%***
Short-term financial liabilities	46,153	13.62%	29,314	26.25%	16,839	*57%*
Current financial (assets)/liabilities for derivatives	227	0.07%	195	0.17%	32	*16%*
Financial receivables from factoring companies	(8,562)	-2.53%	(2,714)	-2.43%	(5,848)	*215%*
Customers financial receivables	(423)	-0.12%	(507)	-0.45%	83	*-16%*
Cash and cash equivalents	(60,284)	-17.79%	(280,089)	-250.77%	219,805	*-78%*
Net current financial debt	(22,889)	-6.75%	(253,801)	-227.23%	230,911	*-91%*
Borrowings	56,654	16.72%	65,138	58.32%	(8,484)	*-13%*
Debts for investments in subsidiaries	5,177	1.53%	5,222	4.68%	(45)	*-1%*
Non-current financial (assets)/liab. for derivatives	265	0.08%	224	0.20%	41	*18%*
Customers financial receivables	(2,292)	-0.68%	(2,696)	-2.41%	405	*-15%*
Net financial debt (A)	36,915	10.89%	(185,913)	-166.45%	222,828	*-120%*
Net equity (B)	302,003	89.11%	297,605	266.45%	4,398	*1%*
Total sources of funds (C=A+B)	**338,918**	**100.00%**	**111,692**	**100.00%**	**227,226**	***203%***

- **Consolidated net working capital** as at 31 March 2016 was equal to € 263.3 million compared to € 34.5 million as at 31 December 2015;

- **Consolidated net financial position** as at 31 March 2016 was negative by € 36.9 million, compared to a cash surplus of € 185.9 million as at 31 December 2015.
  The reduction of net cash surplus was connected to the increase of consolidated net working capital as of 31 March 2016 which in turn is influenced by technical events often not related to the average level of working capital and by the level of utilisation of both 'without-recourse' factoring programs referring to the trade receivables and of the corresponding securitization program.

  These programs are aimed to transferring risks and rewards to the buyer, thus receivables sold are eliminated from balance sheet according to IAS 39.

  Taking into account other technical forms of cash advances other than 'without-recourse assignment', but showing the same effects – such as 'confirming' used in Spain –, the overall impact on financial debt was approx.€ 144 million as at 31 March 2016 (approx. € 287 million as at 31 December 2015);

- **Consolidated net equity** as at 31 March 2016 equal to € 302.0 million, showed an increase of € 4.4 million compared to € 297.6 million as at 31 December 2015.

B) Financial highlights by geographical area

B.1) Subgroup Italy

The main economic, financial and asset results for the Italian subgroup (Esprinet, V-Valley, EDSlan[1] and Celly Group) as at 31 March 2016 are hereby summarised:

(euro/000)	Q1 2016	%	Q1 2015	%	Var.	Var. %
Sales to third parties	462,313		483,217		(20,904)	*-4%*
Intercompany sales	10,866		10,289		577	*6%*
Sales	**473,179**		**493,506**		**(20,327)**	***-4%***
Cost of sales	(445,589)		(461,873)		16,284	*-4%*
Gross profit	**27,590**	**5.83%**	**31,633**	**6.41%**	**(4,043)**	***-13%***
Sales and marketing costs	(8,707)	-1.84%	(9,571)	-1.94%	864	*-9%*
Overheads and administrative costs	(13,941)	-2.95%	(13,542)	-2.74%	(399)	*3%*
Operating income (EBIT)	**4,942**	**1.04%**	**8,520**	**1.73%**	**(3,578)**	***-42%***

- **Sales** totalled € 473.2 million, showing a decrease of -4% compared to € 493.5 million of the first quarter 2015;

- **Gross profit**, equal to € 27.6 million showed a decrease of -13% compared to € 31.6 million of the first quarter 2015, due to the combined effect of a gross profit margin reduction (from 6.41% to 5.83%) and lower sales;

- **Operating income (EBIT)** equal to € 4.9 million showed a decrease of -42% compared to the same period of 2015 and an EBIT margin decreased from 1.73% to 1.04% notwithstanding a slight decrease of the operating cost value.

[1] Non-operating entity as at 31 March 2016.

(euro/000)	31/03/2016	%	31/12/2015	%	Var.	*Var. %*
Fixed assets	109,696	41.91%	110,166	92.85%	(469)	*0%*
Operating net working capital	163,858	62.61%	18,333	15.45%	145,525	*794%*
Other current assets/liabilities	(2,865)	-1.09%	(1,055)	-0.89%	(1,811)	*172%*
Other non-current assets/liabilities	(8,976)	-3.43%	(8,801)	-7.42%	(175)	*2%*
Total uses	**261,713**	**100.00%**	**118,643**	**100.00%**	**143,070**	***121%***
Short-term financial liabilities	29,426	11.24%	29,038	24.48%	388	*1%*
Current financial (assets)/liabilities for derivatives	227	0.09%	195	0.16%	32	*16%*
Financial receivables from factoring companies	(8,562)	-3.27%	(2,714)	-2.29%	(5,848)	*215%*
Financial (assets)/liab. from/to Group companies	(53,500)	-20.44%	(50,000)	-42.14%	(3,500)	*7%*
Customers financial receivables	(423)	-0.16%	(507)	-0.43%	83	*-16%*
Cash and cash equivalents	(59,144)	-22.60%	(215,589)	-181.71%	156,445	*-73%*
Net current financial debt	(91,976)	-35.14%	(239,577)	-201.93%	147,600	*-62%*
Borrowings	56,654	21.65%	65,138	54.90%	(8,484)	*-13%*
Debts for investments in subsidiaries	5,177	1.98%	5,222	4.40%	(45)	*-1%*
Non-current financial (assets)/liab. for derivatives	265	0.10%	224	0.19%	41	*18%*
Customers financial receivables	(2,292)	-0.88%	(2,696)	-2.27%	405	*-15%*
Net Financial debt (A)	(32,172)	-12.29%	(171,689)	-144.71%	139,517	*-81%*
Net equity (B)	293,885	112.29%	290,332	244.71%	3,553	*1%*
Total sources of funds (C=A+B)	**261,713**	**100.00%**	**118,643**	**100.00%**	**143,070**	***121%***

- **Operating net working capital** as at 31 March 2016 was equal to € 163.9 million, compared to € 18.3 million as at 31 December 2015;

- **Net financial position** as at 31 March 2016 was positive by € 32.2 million, compared to a cash surplus of € 171.7 million as at 31 December 2015. The impact of both 'without-recourse' sale and securization of trade receivables as at 31 March 2016 was equal to approx. € 53 million (approx. € 147 million as at 31 December 2015).

B.2) Subgroup Iberica

The main economic, financial and asset results for the Iberica Subgroup (Esprinet Iberica and Esprinet Portugal) as at 31 March 2016 are hereby summarised:

(euro/000)	Q1 2016	%	Q1 2015	%	Var.	Var. %
Sales to third parties	153,111		134,332		18,779	*14%*
Intercompany sales	-		-		-	*0%*
Sales	**153,111**		**134,332**		18,779	***14%***
Cost of sales	(146,999)		(128,318)		(18,681)	*15%*
Gross profit	**6,112**	**3.99%**	**6,014**	**4.48%**	**98**	***2%***
Sales and marketing costs	(1,551)	-1.01%	(1,365)	-1.02%	(186)	*14%*
Overheads and administrative costs	(3,240)	-2.12%	(3,023)	-2.25%	(217)	*7%*
Operating income (EBIT)	**1,321**	**0.86%**	**1,626**	**1.21%**	**(305)**	***-19%***

- **Sales** was equal to € 153.1 million, showing an increase of +14% compared to € 134.3 million of the first quarter 2015;

- **Gross profit** as at 31 March 2016 totalled € 6.1 million, showing an increase of +2% compared to € 6.0 million of the same period of 2015 with a gross profit margin decrease from 4.48% to 3.99%;

- **Operating income (EBIT),** equal to € 1.3 million, decreased by € -0.3 million compared to the first quarter 2015, with an EBIT margin decrease from 1.21% to 0.86%.

(euro/000)	31/03/2016	%	31/12/2015	%	Var.	*Var. %*
Fixed assets	65,642	43.17%	65,562	96.63%	80	*0%*
Operating net working capital	99,627	65.52%	16,336	24.08%	83,291	*510%*
Other current assets/liabilities	(10,438)	-6.86%	(11,554)	-17.03%	1,116	*-10%*
Other non-current assets/liabilities	(2,783)	-1.83%	(2,495)	-3.68%	(288)	*12%*
Total uses	**152,048**	**100.00%**	**67,849**	**100.00%**	**84,199**	***124%***
Short-term financial liabilities	16,728	11.00%	276	0.41%	16,452	*5961%*
Financial (assets)/liab. from/to Group companies	53,500	35.19%	50,000	73.69%	3,500	*7%*
Cash and cash equivalents	(1,140)	-0.75%	(64,500)	-95.06%	63,360	*-98%*
Net Financial debt (A)	69,088	45.44%	(14,224)	-20.96%	83,312	*-586%*
Net equity (B)	82,960	54.56%	82,073	120.96%	887	*1%*
Total sources of funds (C=A+B)	**152,048**	**100.00%**	**67,849**	**100.00%**	**84,199**	***124%***

- **Operating net working capital** as at 31 March 2016 was equal to € 99.6 million compared to € 16.3 million as at 31 December 2015;
- **Net financial position** as at 31 March 2016, was negative by € 69.1 million compared to a cash surplus of € 14.2 million as at 31 December 2015. The impact of 'without-recourse' sale of both trade receivables and advancing cash-in of credits was approx. € 92 million (approx. € 140 million as at 31 December 2015).

C) Separate income statement by legal entity

Find below the separate income statement showing the contribution of each legal entities as considered significant[2]:

[2] The companies V-Valley S.r.l., as just an Esprinet S.p.A. 'commission sales agent', EDSlan S.r.l. as it non-operating as of 31 March 2016, and Esprinet Portugal Lda because set up in June 2015 and not yet significant, are not showed separately.

(euro/000)	Q1 2016						
	Italy				Iberica		
	E.Spa + V-Valley + EDSlan	Celly*	Elim. and other	Total	E.Iberica + E.Portugal	Elim. and other	Group
Sales to third parties	457,338	4,975	-	462,313	153,111	-	615,424
Intersegment sales	10,994	351	(479)	10,866	-	(10,866)	-
Sales	**468,332**	**5,326**	**(479)**	**473,179**	**153,111**	**(10,866)**	**615,424**
Cost of sales	(443,358)	(2,850)	619	(445,589)	(146,999)	10,835	(581,753)
Gross profit	**24,974**	**2,476**	**140**	**27,590**	**6,112**	**(31)**	**33,671**
Sales and marketing costs	(7,184)	(1,527)	4	(8,707)	(1,551)	(9)	(10,267)
Overheads and admin. costs	(13,137)	(804)	-	(13,941)	(3,240)	13	(17,168)
Operating income (Ebit)	**4,653**	**145**	**144**	**4,942**	**1,321**	**(27)**	**6,236**
Finance costs - net							(293)
Share of profits of associates							-
Profit before income tax							**5,943**
Income tax expenses							(1,698)
Net income							**4,245**
- of which attributable to non-controlling interests							39
- of which attributable to Group							4,206

(euro/000)	Q1 2015						
	Italy				Iberica		
	E.Spa + V-Valley	Celly*	Elim. and other	Total	Iberica	Elim. and other	Group
Sales to third parties	477,391	5,826	-	483,217	134,332	-	617,550
Intersegment sales	10,853	-	(564)	10,289	-	(10,289)	-
Sales	**488,244**	**5,826**	**(564)**	**493,506**	**134,332**	**(10,289)**	**617,550**
Cost of sales	(459,485)	(2,909)	521	(461,873)	(128,318)	10,271	(579,920)
Gross profit	**28,759**	**2,917**	**(43)**	**31,633**	**6,014**	**(18)**	**37,630**
Sales and marketing costs	(7,007)	(2,574)	10	(9,571)	(1,365)	(54)	(10,990)
Overheads and admin. costs	(12,375)	(1,162)	(5)	(13,542)	(3,023)	59	(16,506)
Operating income (Ebit)	**9,377**	**(819)**	**(38)**	**8,520**	**1,626**	**(13)**	**10,134**
Finance costs - net							(1,578)
Share of profits of associates							(4)
Profit before income tax							**8,552**
Income tax expenses							(2,288)
Net income							**6,264**
- of which attributable to non-controlling interests							(153)
- of which attributable to Group							6,417

* Consisting of Celly S.p.A., Celly Nordic OY, Celly Swiss S.a.g.l. and Celly Pacific Limited.

D) Significant events occurred in the period

Relevant events occurred in the period are briefly described below:

Shareholders' agreement signed

On 23 February 2016 Messrs Francesco Monti, Paolo Stefanelli, Tommaso Stefanelli, Matteo Stefanelli, Maurizio Rota and Alessandro Cattani, informs that have entered into a shareholders' voting and blocking agreement (the 'Agreement'), in relation to no. 16.819.135 ordinary shares of Esprinet S.p.A. ('Esprinet' or the 'Company'), constituting a total of 32,095% of the shares representing the entire share capital of the Company.

The abovementioned agreement, in its integral version, has been communicated to Consob and filed with the Companies' Register of Monza and Brianza on 24 February 2016.

E) Subsequent events

Relevant events occurred after 31 March 2016 are briefly described below:

Esprinet to purchase EDSLan business

On 24 March 2016, Esprinet S.p.A. created a new company, EDSlan S.r.l., which completed the acquisition of EDSLan S.p.A. on 8 April 2016.

EDSLan, the 11th largest Italian distributor in 2015[3], was founded in 1988, headquartered in Vimercate (Italy) with another 8 branch offices, 94 employees plus around twenty sales agents and consultants, is well-known as a leading distributor within the networking, cabling, Voip and UCC-Unified Communication & Collaboration segments.
Its main suppliers include Hewlett Packard Enterprise Networking, Aruba Networks, Huawei Enterprise, Brocade Networks, Alcatel-Lucent Enterprise, Watchguard, Allied Telesis Panduit, CommScope, Audiocodes and Panasonic.

In 2015 the business to be acquired served more than 2,900 customers such as 'VAR-Value Added Resellers', system integrators, telco resellers and TelCos, as well as installers and technicians, the latter two clusters historically not well covered by the Esprinet Group.
Preliminary 2015 sales of the purchased activities were about € 72.1 million, with EBITDA[4] of € 2.2 million and invested capital[5] of € 17.4 million as of December 31st 2015. The equity value of the operation is equal to € 6.44 million.

The deal gives a boost to the Esprinet Group strategy of focus on the 'complex technologies' market (also known as 'value' wholesale distribution); such strategy began in 2011 with the establishment of a separate business unit in V-Valley.
The acquisition of EDSLan represents a further step in the focalization strategy adopted by the Esprinet Group, which enables both the reinforcement of the already existing networking and UCC_EDI business as well as the entrance into new 'analogic' markets such as cabling, phone control units, video-conference systems and measuring instruments.
After this investment and with reference to 'complex technologies' distribution, Esprinet will boast a sales team in excess of 150 people and a pro-forma turnover in 2015 of around € 300 million[6].

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[3] Source. Sirmi, January 2016

[4] Source: Management estimates on preliminary 2015 data, net of the trading activities of the '*merchandising*' division, which are not included in the deal.

[5] Source: Management estimates on preliminary 2015 data including the trading activities of the '*merchandising*' division, which are not included in the deal

[6] Source: management's estimates

Disposal of shares in Assocloud S.r.l.

On 28 April 2016, Esprinet S.p.A. sold its shares (equal to 9.52% of the total share capital) in the associated company Assocloud S.r.l., operating in the "cloud computing" business, to the company SME UP S.p.A.. At the same date, the latter also acquired the shares from 8 of the 9 remaining shareholders. The disposal value was equal to the equity value as reported in the latest financial statements approved as at 31 December 2015.

Esprinet S.p.A. Annual Shareholders Meeting

On 4 May 2016 Esprinet Shareholders' meeting approved the separated financial statements for the fiscal year ended at 31 December 2015 and the distribution of a dividend of 0.150 euro per ordinary share, corresponding to a pay-out ratio of 26%[7]. The dividend shall be paid out from 11 May 2016, ex-coupon no. 11 on 9 May 2016 and record date on 10 May 2016.

Shareholders' Meeting also approved the first section of the report on remuneration pursuant to paragraph 6 art. 123-ter decree law 58/1998.

The Shareholders' Meeting finally resolved to authorise, subject to prior revocation of former authorization resolved on the Shareholder's Meeting of 30 April 2015, the acquisition and disposal of own shares, within 18 months since the resolution, provided that any such purchase does not exceed the maximum of 5,240,434 ordinary Esprinet shares (10% of the Company's share capital).

Esprinet to purchase 100% of Vinzeo Technologies

On 6 May 2016 Esprinet S.p.A. signed a binding agreement with Corporación IBV S.A. ("IBV") for the acquisition of the entire capital of Vinzeo Technologies S.A.U. ("Vinzeo"), a leading Spanish distributor of IT and mobile telecommunications devices.
Vinzeo is the fourth[8] largest ICT wholesaler in Spain, distributing more than 20,000 products through its logistic facilities in Daganzo (Madrid).

Vinzeo was founded in 2000 as a result of the merger of various Spanish distributors of accessories and mobile phones, and increased its scale and scope of activities by both organic growth and M&A. Currently, it operates many important distribution contracts both in the ICT 'volume' market (i.e. HP, Samsung, Acer, Asus, Toshiba, Lenovo) and in the 'value' one (mainly Hewlett-Packard Enterprise). Since 2009 Vinzeo has been a key distributor of Apple products, including iPhones (started in 2014) and Apple Watch (2015).

The headquarter is in Madrid, while branch offices are located in Barcelona and Bilbao, with ~170 employees positively directed by a seasoned management team. 2015 revenue breakdown shows PC, notebook and tablet accounting for 48% of sales, TLCs 36% and the remaining 16% composed by peripherals, servers and accessories. The transaction perimeter only includes the wholesale distribution activities. Based on such perimeter, 2015 pro-forma accounts[9] of the acquired perimeter showed sales of € ~584.4 million (+19% vs 2014) and EBITDA reported of € 7.5 million.

Thanks to the transaction, Esprinet will become the market leader in the Spanish distribution market, strengthen its smartphone's products and customers portfolio and acquire new valueadded IT business, like Hewlett-Packard Enterprises distribution contract and 'data-center' product distribution contracts to complement Esprinet's current Spanish business. In addition, Esprinet expects to generate significant synergies by increasing by a factor of 1,8 the scale of its Spanish operations.

[7] Based on Esprinet Group's consolidated net profit
[8] Source: management, Channel Partner 2016 (www.channelpartner.es)
[9] Source: management, Channel Partner 2016 (www.channelpartner.es)

From the commercial point of view, the combination also means a better experience for customers who will benefit from an integrated one-stop procurement platform, ranging from 'data center' equipment to smartphone's accessories.

In order to guarantee an optimal level of service to existing customers and suppliers, and leverage on Vinzeo's management well-known experience and franchise, Vinzeo will be owned by Esprinet Iberica (which will become the holding company of the Spanish distribution activities), but managed as a separate entity by the existing management team of Vinzeo

The acquisition is subject to mandatory antitrust approval and is expected to be completed around mid-year 2016. The total consideration agreed by the parties was € 74.1 million for the entire Vinzeo corporate capital based on last 12 month average working capital and a positive net financial position as at 31/3/2016, implying an enterprise value of € 57.6 million.

Esprinet was advised by Banca IMI as financial advisor, Gómez-Acebo & Pombo as legal counsel, PWC Italy for financial due diligence and Landwell-PWC Spain for tax due diligence.

F) Outlook

The growth of the Eurozone economy in the first quarter of 2016 (+0.5% compared to the first quarter of 2015, source: Eurostat, April 2016) was still weakened by the situation of the banking system and the inflation back to a negative trend.

Signs of both improvement in certain countries, like Spain, and the weakness of others, as Germany, are partially visible in ICT distributors' trend, which was featured by soft sales and stressed gross margin, as expected by Group's management.

European distributors' revenue decreased by -1% in the first quarter compared to the same period of 2015. Spain was the best performer (+2% year-over-year), Germany flat, United Kingdom lightly growing (+1.3%).

France was the worst country among the 'top' ones (-4% year over year) and, with the exemption of Switzerland and Finland, almost all the other countries were negative (i.e. Poland, Netherlands, Denmark, Portugal and Norway).

In such an environment the Italian market was almost stable (-0.1%). Smartphones and PC were among the weakest product categories. The first one situation was mostly due to the delay of the launch of some brand-new top products by key vendors, initially forecasted for the first part of the current year. Such a delay was linked to the spending slowdown of already existing products, the latter causing a sales reduction and generating stress on product margin due to channel competition also aimed at destocking while waiting for the news upcoming models. On PC's side – desktop and notebook – sales didn't reach suppliers' targets thus generating 'overstocking' and consequently a price pressure, mainly in the retailers' segment.

Confirming what abovementioned, in Italy, where Esprinet is the largest player in the market, distributors was negatively affected by the slowdown of both smartphone (-6.5%) and desktop (-6.6%).The market share of the Group was not at the same record-level of the last part of 2015 but was still in line with the average of the latest two years, reducing by -1 percentage point.

In Spain the overall market grow was +2% pushed by software (+11%) and the 'data-center' segment (+48%) which has eventually strengthened. Smartphone, net of Apple, was negative recording a -9.8% year-over-year. Esprinet Iberica reached its highest level of share in the first quarter, growing by +3.5 percentage points compared to the same period of 2015 in both retailers' and SMB segments.

The expected difficulties of the market couldn't relieve the trend of a Group leader in Italy and among the top three players in Spain. The pressure on product margin happened in the first quarter was partially expected in the smartphone segment (mainly Samsung) and in the consumable space, the latter back to a normal level of profitability after the extra-margin obtained in the first quarter of 2015 due to the progressive pricing inflation decided by certain vendors following the euro-dollar fluctuation.

The management expectations foresees the first part of 2016 under pressure while the second one should be more favorable, due to the deployment of certain initiatives aimed at improving the product margin mainly through both growing in the 'value' products as well as preferring some vendors which could be more available to support channel's margin as soon as they resolve their overstock issues.

It is worth noting that the subsidiary Celly came back to operating profitability in the first quarter compared to the same period of 2015, demonstrating the positive strategies in place since the second part of 2015. It is now expected an on-going improvement in the upcoming quarters.

Net of the effects of the acquisitions of EDSLan and Vinzeo, the Group expects soft sales' growth. Profitability was negatively affected by a particularly remarkable margin erosion of the first quarter hence not yet allowing to confidently confirm the full achievement of the initially budgeted growth target.

The strategic initiatives of the Group, based on the importance of the relative market share, materialized in both the completed acquisition of the Italian 'value' distributor EDSlan and the announced purchase of Vinzeo in Spain (pending anti-trust approval). The latter operation will allow Esprinet to be the largest distribution group in Spain.

The new corporate profile and the growth targets, the synergies arising from the Spanish acquisition and the main character role in the consolidation scenario of the European market will be the arguments of a strategic plan to be published in the second part of the year.

DECLARATION EX ART. 154-bis, paragraph 2 Legislative Decree n.58/1998 (T.U.F.)

The officer charged with the drawing up of the accounting documents of the company, Pietro Aglianò, declares that, in compliance with the provisions of paragraph 2 of Article 154 bis of Legislative Decree n.58/1998 (T.U.F.), the financial data shown in this press release corresponds to the findings resulting from accounting documents, books and accounting records.

Annex: Summary of economic and financial results as at 31 March 2016.

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Esprinet (Italian Stock Exchange: PRT) is engaged in the wholesale distribution of IT and consumer electronics in Italy and Spain, with ~40.000 resellers customers served and 600 brands supplied. Consolidated 2015 sales of € 2.7 billion rank the Company No. 1 in Italy and No. 2 in Spain (No. 5 in Europe). Uniquely enabled by its internet-based business model (www.esprinet.com), Esprinet is especially focused on delivering technology to resellers mainly addressing the small-to-midsize businesses (SMB).

Summary of main Group's results

(euro/000)	notes	Q1 2016	%	Q1 2015	notes	%	% var. 16/15
Profit & Loss							
Sales		615,424	100.0%	617,550		100.0%	0%
Gross profit		33,671	5.5%	37,630		6.1%	-11%
EBITDA	(1)	7,195	1.2%	11,208		1.8%	-36%
Operating income (EBIT)		6,236	1.0%	10,134		1.6%	-38%
Profit before income tax		5,943	1.0%	8,552		1.4%	-31%
Net income		4,245	0.7%	6,264		1.0%	-32%
Financial data							
Cash flow	(2)	5,130		7,058			
Gross investments		932		2,018			
Net working capital	(3)	250,000		21,905	(4)		
Operating net working capital	(5)	263,301		34,512	(4)		
Fixed assets	(6)	100,677		101,083	(4)		
Net capital employed	(7)	338,918		111,692	(4)		
Net equity		302,003		297,605	(4)		
Tangible net equity	(8)	226,181		221,695	(4)		
Net financial debt	(9)	36,915		(185,913)	(4)		
Main indicators							
Net financial debt / Net equity		0.1		(0.6)	(4)		
Net financial debt / Tangible net equity		0.2		(0.8)	(4)		
EBIT / Finance costs - net		12.7		6.4			
EBITDA / Finance costs - net		14.7		7.1			
Net financial debt/ EBITDA		0.8		(3.7)	(4)		
Operational data							
N. of employees at end-period		1,024		978			
Avarage number of employees	(10)	1,020		974			
Earnings per share (euro)							
- Basic		0.08		0.13			-38%
- Diluted		0.08		0.12			-33%

(1) EBITDA is equal to the operating income (EBIT) gross of amortisation and depreciation and accruals for risks and charges.
(2) Sum of consolidated net profit before minority interests and amortisation and depreciation.
(3) Sum of current assets, non-current assets held for sale and current liabilities, gross of short-term net financial position.
(4) Data/indicator referring as at 31 December 2015.
(5) Sum of trade receivables, inventory and trade payables.
(6) Non-current assets net of non-current financial assets.
(7) Equal to the sum of the net working capital plus fixed assets net of non-current liabilities except of financial liabilities.
(8) Equal to net equity less goodwill and intangible assets.
(9) Sum of borrowings and short term financial liabilities net of cash and cash equivalents, assets/liabilities for financial derivatives and financial receivables.
(10) Average of the balance at period beginning and end of companies consolidated.

The 2016 economic and financial results and those of the relative periods of comparison have been measured by applying International Financial Standards ('IFRSs').
In the next table, in combination with IFRSs' defined measures, some 'alternative performance measures', not defined from IFRSs, are presented. These 'alternative performance measures', consistently presented in previous reports and not intended as substitute of IFRSs defined measures, are internally used by the management for measuring and controlling the Group's profitability, performance and financial position.
As required by CESR (Committee of European Securities Regulators) recommendation n. CESR/05-178b, basis of calculation adopted are defined below the table.

Consolidated statement of financial position

(euro/000)	31/03/2016	related parties	31/12/2015	related parties
ASSETS				
Non-current assets				
Property, plant and equipment	12,237		12,130	
Goodwill	75,246		75,246	
Intangible assets	575		664	
Investments in associates	46		47	
Deferred income tax assets	8,338		8,347	
Derivative financial assets	-		-	
Receivables and other non-current assets	6,527	1,284	7,345	1,285
	102,969	**1,284**	**103,779**	**1,285**
Current assets				
Inventory	352,032		305,455	
Trade receivables	248,077	6	251,493	13
Income tax assets	2,991		3,490	
Other assets	24,696	-	17,509	-
Cash and cash equivalents	60,284		280,089	
	688,080	**6**	**858,036**	**13**
Disposal groups assets	-		-	
Total assets	**791,049**	**1,290**	**961,815**	**1,298**
EQUITY				
Share capital	7,861		7,861	
Reserves	289,102		258,626	
Group net income	4,206		30,321	
Group net equity	**301,169**		**296,808**	
Non-controlling interests	834		797	
Total equity	**302,003**		**297,605**	
LIABILITIES				
Non-current liabilities				
Borrowings	56,654		65,138	
Derivative financial liabilities	265		224	
Deferred income tax liabilities	4,962		4,757	
Retirement benefit obligations	4,271		4,044	
Debts for investments in subsidiaries	5,177		5,222	
Provisions and other liabilities	2,526		2,495	
	73,855		**81,880**	
Current liabilities				
Trade payables	336,808	-	522,436	-
Short-term financial liabilities	46,153		29,314	
Income tax liabilities	1,598		751	
Derivative financial liabilities	227		195	
Provisions and other liabilities	30,405	-	29,634	-
	415,191	**-**	**582,330**	**-**
Disposal groups liabilities	-		-	
Total liabilities	**489,046**	**-**	**664,210**	**-**
Total equity and liabilities	**791,049**	**-**	**961,815**	**-**

Consolidated separate income statement

(euro/000)	Q1 2016	non-recurring	related parties*	Q1 2015	non-recurring	related parties*
Sales	**615,424**	-	1	**617,550**	-	4
Cost of sales	(581,753)	-	-	(579,920)	-	-
Gross profit	**33,671**	-		**37,630**	-	
Sales and marketing costs	(10,267)	-	-	(10,990)	-	-
Overheads and administrative costs	(17,168)	-	(938)	(16,506)	-	(842)
Operating income (EBIT)	**6,236**	-		**10,134**	-	
Finance costs - net	(293)	-	-	(1,578)	-	3
Other investments expenses/(incomes)	-	-		(4)	-	
Profit before income tax	**5,943**	-		**8,552**	-	
Income tax expenses	(1,698)	-	-	(2,288)	-	-
Net income	**4,245**	-		**6,264**	-	
- of which attributable to non-controlling interests	39			(153)		
- of which attributable to Group	4,206	-		6,417	-	
Earnings per share - basic (euro)	0.08			0.13		
Earnings per share - diluted (euro)	0.08			0.12		

Consolidated statement of comprehensive income

(euro/000)	Q1 2016	Q1 2015
Net income	**4,245**	**6,264**
Other comprehensive income:		
- Changes in 'cash flow hedge' equity reserve	(113)	(145)
- Taxes on changes in 'cash flow hedge' equity reserve	31	40
- Changes in translation adjustment reserve	3	9
Other comprehensive income not to be reclassified in the separate income statement		
- Changes in 'TFR' equity reserve	(200)	(109)
- Taxes on changes in 'TFR' equity reserve	55	30
Other comprehensive income	**(224)**	**(175)**
Total comprehensive income	**4,021**	**6,089**
- of which attributable to Group	3,983	6,236
- of which attributable to non-controlling interests	38	(147)

Consolidated statement of changes in equity

(euro/000)	Share capital	Reserves	Own shares	Profit for the period	Total net equity	Minority interest	Group net equity
Balance at 31 December 2014	7,861	253,268	(13,070)	26,813	274,872	2,193	272,679
Total comprehensive income/(loss)	-	(175)	-	6,264	6,089	(147)	6,236
Allocation of last year net income/(loss)	-	26,813	-	(26,813)	-	-	-
Transactions with owners	-	26,813	-	(26,813)	-	-	-
Increase/(decrease) in 'stock grant' plan reser	-	228	-	-	228	-	228
Variation in Celly IAS / FTA reserve	-	(176)	-	-	(176)	(71)	(105)
Other variations	-	3	-	-	3	(27)	30
Balance at 31 March 2015	7,861	279,961	(13,070)	6,264	281,016	1,948	279,068
Balance at 31 December 2015	7,861	264,848	(5,145)	30,041	297,605	797	296,808
Total comprehensive income/(loss)	-	(224)	-	4,245	4,021	38	3,983
Allocation of last year net income/(loss)	-	30,041	-	(30,041)	-	-	-
Transactions with owners	-	30,041	-	(30,041)	-	-	-
Change in 'stock grant' plan reserve	-	386	-	-	386	-	386
Other variations	-	(9)	-	-	(9)	(1)	(8)
Balance at 31 March 2016	7,861	295,042	(5,145)	4,245	302,003	834	301,169

Consolidated net financial position

(euro/000)	31/03/2016	31/12/2015	Var.	31/03/2015	Var.
Short-term financial liabilities	46,153	29,314	16,839	25,067	21,086
Customer financial receivables	(423)	(507)	83	(527)	104
Current financial (assets)/liabilities for derivatives	227	195	32	142	85
Financial receivables from factoring companies	(8,562)	(2,714)	(5,848)	(2,091)	(6,471)
Cash and cash equivalents	(60,284)	(280,089)	219,805	(70,068)	9,784
Net current financial debt	(22,889)	(253,801)	230,911	(47,477)	24,484
Borrowings	56,654	65,138	(8,484)	68,537	(11,883)
Debts for investments in subsidiaries	5,177	5,222	(45)	9,709	(4,532)
Non-current financial (assets)/liabilities for derivatives	265	224	41	205	60
Customer financial receivables	(2,292)	(2,696)	405	(3,085)	793
Net financial debt	36,915	(185,913)	222,828	27,889	9,026

Consolidated statement of cash flows

(euro/000)	Q1 2016	Q1 2015
Cash flow provided by (used in) operating activities (D=A+B+C)	**(221,811)**	**(155,045)**
Cash flow generated from operations (A)	**7,545**	**11,080**
Operating income (EBIT)	6,236	10,134
Depreciation, amortisation and other fixed assets write-downs	885	794
Net changes in provisions for risks and charges	31	143
Net changes in retirement benefit obligations	7	(219)
Stock option/grant costs	386	228
Cash flow provided by (used in) changes in working capital (B)	**(229,263)**	**(165,584)**
Inventory	(46,577)	(55,087)
Trade receivables	3,416	29,739
Other current assets	(924)	(4,056)
Trade payables	(185,430)	(135,222)
Other current liabilities	252	(958)
Other cash flow provided by (used in) operating activities (C)	**(93)**	**(541)**
Interests paid, net	(161)	347
Foreign exchange (losses)/gains	67	(888)
Net results from associated companies	1	-
Cash flow provided by (used in) investing activities (E)	**(595)**	**(1,965)**
Net investments in property, plant and equipment	(878)	(1,661)
Net investments in intangible assets	(25)	(356)
Changes in other non current assets and liabilities	308	52
Cash flow provided by (used in) financing activities (F)	**2,601**	**1,904**
Repayment/renegotiation of medium/long-term borrowings	(8,680)	(592)
Net change in financial liabilities	16,613	4,151
Net change in financial assets and derivative instruments	(5,287)	(1,256)
Deferred price Celly acquisition	-	(49)
Increase/(decrease) in 'cash flow edge' equity reserve	(82)	(105)
Changes in third parties net equity	37	(245)
Net increase/(decrease) in cash and cash equivalents (G=D+E+F)	**(219,805)**	**(155,106)**
Cash and cash equivalents at year-beginning	**280,089**	**225,174**
Net increase/(decrease) in cash and cash equivalents	**(219,805)**	**(155,106)**
Cash and cash equivalents at year-end	**60,284**	**70,068**