Ferrari

FY 2017 Results

February 1st, 2018

SAFE HARBOUR STATEMENT

This document, and in particular the section entitled "2018 Outlook" and the "Mid-term outlook until 2022", contains forward-looking statements. These statements may include terms such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "remain", "on track", "successful", "grow", "design", "target", "objective", "goal", "forecast", "projection", "outlook", "prospects", "plan", or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group's current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them.

Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: the Group's ability to preserve and enhance the value of the Ferrari brand; the success of Ferrari's Formula 1 racing team and the expenses the Group incurs for Formula 1 activities; the Group's ability to keep up with advances in high performance car technology and to make appealing designs for its new models; the challenges and costs of integrating hybrid technology more broadly into Group's car portfolio over time; the Group's ability to preserve its relationship with the automobile collector and enthusiast community; the Group's low volume strategy; the ability of Maserati, the Group's engine customer, to sell its planned volume of cars; changes in client preferences and automotive trends; changes in the general economic environment and changes in demand for luxury goods, including high performance luxury cars, which is highly volatile; the impact of increasingly stringent fuel economy, emission and safety standards, including the cost of compliance, and any required changes to its products; the Group's ability to successfully carry out its growth strategy and, particularly, the Group's ability to grow its presence in emerging market countries; the Group's ability to service and refinance its debt; competition in the luxury performance automobile industry; reliance upon a number of key members of executive management, employees and the ability of its current management team to operate and manage effectively; the performance of the Group's dealer network on which the Group depend for sales and services; increases in costs, disruptions of supply or shortages of components and raw materials; disruptions at the Group's manufacturing facilities in Maranello and Modena; the Group's ability to provide or arrange for adequate access to financing for its dealers and clients, and associated risks; the performance of the Group's licensees for Ferrari-branded products; the Group's ability to protect its intellectual property rights and to avoid infringing on the intellectual property rights of others; product recalls, liability claims and product warranties; continued compliance with customs regulations of various jurisdictions; labor relations and collective bargaining agreements; exchange rate fluctuations, interest rate changes, credit risk and other market risks; changes in tax, tariff or fiscal policies and regulatory, political and labor conditions in the jurisdictions in which the Group operates; ability to ensure that its employees, agents and representatives comply with applicable law and regulations; the adequacy of its insurance coverage to protect the Group against potential losses; potential conflicts of interest due to director and officer overlaps with the Group's largest shareholders; ability to maintain the functional and efficient operation of its information technology systems and other factors discussed elsewhere in this document.

Any forward-looking statements contained in this document speak only as of the date of this document and the Company does not undertake any obligation to update or revise publicly forward-looking statements. Further information concerning the Group and its businesses, including factors that could materially affect the Company's financial results, is included in the Company's reports and filings with the U.S. Securities and Exchange Commission, the AFM and CONSOB.

2017 IS ANOTHER RECORD YEAR

- Solid revenues of €3.4 billion (+10.0%) driving adj. EBIT(1) to €775 million (+22.7%)
- Two successful launches: the 812 Superfast and the Ferrari Portofino, further strengthening waiting lists
- "International Engine of the year" and "Red Dot: Best of the Best" design awarded for the second and third year running respectively
- Increasingly closer to our customers thanks to the 70 year anniversary celebrations globally
- Getting ready for the 2018 F1 season
- Dividend distribution proposal of €134 million or €0.71 per common share(2)

WITH OVER €1 BILLION ADJ. EBITDA, TWO YEARS AHEAD OF THE IPO BUSINESS PLAN.
TARGETING €2 BILLION ADJ. EBITDA AND
€1.2 BILLION INDUSTRIAL FREE CASH FLOW NO LATER THAN 2022.

Note:(1) Reconciliations to non-gaap financial measures are provided in the appendix
(2) Subject to approval by the Shareholders at the 2018 Annual General Meeting

2017 PRODUCT LAUNCHES

Ferrari Portofino

812 superfast

FERRARI FXX K EVO

CONTINUOUSLY STRENGTHENING OUR WAITING LIST

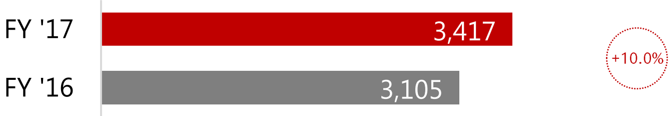
FY 2017 HIGHLIGHTS

Shipments (units)

Total shipments increased by 384 units (+4.8% vs. PY) mainly driven by 25.1% increase in V12 models while V8 models were in line with prior year:

- The 488 and the GTC4Lusso families posted a solid performance
- LaFerrari Aperta fully contributing and yet to finish its limited series run
- The 812 Superfast approaching global reach
- The California T and the F12berlinetta phased-out. The F12tdf finished its limited series run
- Deliveries of the newly launched Ferrari Portofino will commence in Q2 2018

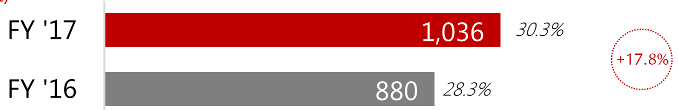
Net revenues (€M)



Net revenues up 10.0% (11.2% at constant currencies)

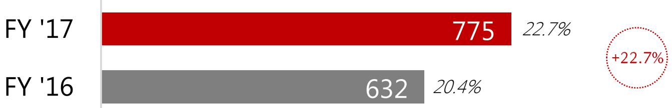
- Cars and spare parts leading the way with mix and pricing as well as volumes
- Solid Engines performance, mainly attributable to strong sales to Maserati
- Partially offset by the deconsolidation of the European Financial Services business (November 2016)

Adjusted EBITDA[1] (€M and margin %)



Adjusted EBITDA[1] grew by 17.8%, primarily driven by positive mix thanks to LaFerrari Aperta as well as strong performance from product range models, higher volumes and engines to Maserati. This was partially offset by higher SG&A and R&D expenses for innovation, components and hybrid technology.

Adjusted EBIT[1] (€M and margin %)

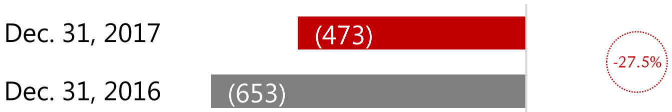


Adjusted EBIT[1] margin increased by 230 bps thanks to adjusted EBITDA[1], partially offset by higher D&A mainly attributable to the 812 Superfast and the GTC4Lusso family

Industrial free cash flow[1] (€M)

Industrial free cash flow[1] driven by strong adjusted EBITDA[1], partially offset by capex, tax payments (FY 2016 balance and FY 2017 advances) and lack of contribution from advances of LaFerrari Aperta

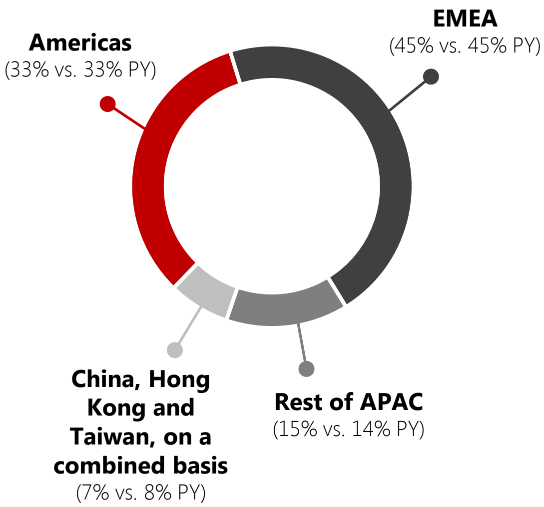
Net industrial debt[1] (€M)



Net industrial debt[1] reduced to €473 million primarily due to industrial free cash flow[1] generation, partially offset by cash distribution of €120 million

Note: (1) Reconciliations to non-gaap financial measures are provided in the appendix.
Certain totals in the tables included in this document may not add due to rounding.

FY 2017 – SHIPMENTS BY REGION(3)



Americas +4.6%

- USA – in Ferrari's single largest market shipments increased by 2.8% driven by a strong performance of the 488 family and the GTC4Lusso, as well as the limited edition LaFerrari Aperta. This was partially offset by the California T and the F12berlinetta phase-out and the F12tdf that finished its limited series run.
- The GTC4Lusso T and the 812 Superfast arrived on the market in Q4 2017

EMEA: +3.5%

- UK – shipments up almost 10% supported by the 488 and the GTC4Lusso families, as well as the 812 Superfast, partially offset by the California T and the F12berlinetta phase-out, as well as the F12tdf that finished its limited series run
- Italy (+15%), France (+13%) and Germany (+5%) recorded strong growth thanks to the 488 and the GTC4Lusso families as well as the 812 Superfast
- Other European countries up single-digit, while Middle East recorded a decrease due to a reallocation triggered by tough market conditions

China, Hong Kong and Taiwan, on a combined basis: flat

- China – up 11% supported by the GTC4Lusso family and V12 models
- Hong Kong – slowdown due to Ferrari's decision to terminate the distributor in Hong Kong in 2016 and the new dealership becoming fully operational in Q3 2017
- Taiwan – few units decrease due to the timing of new product launches

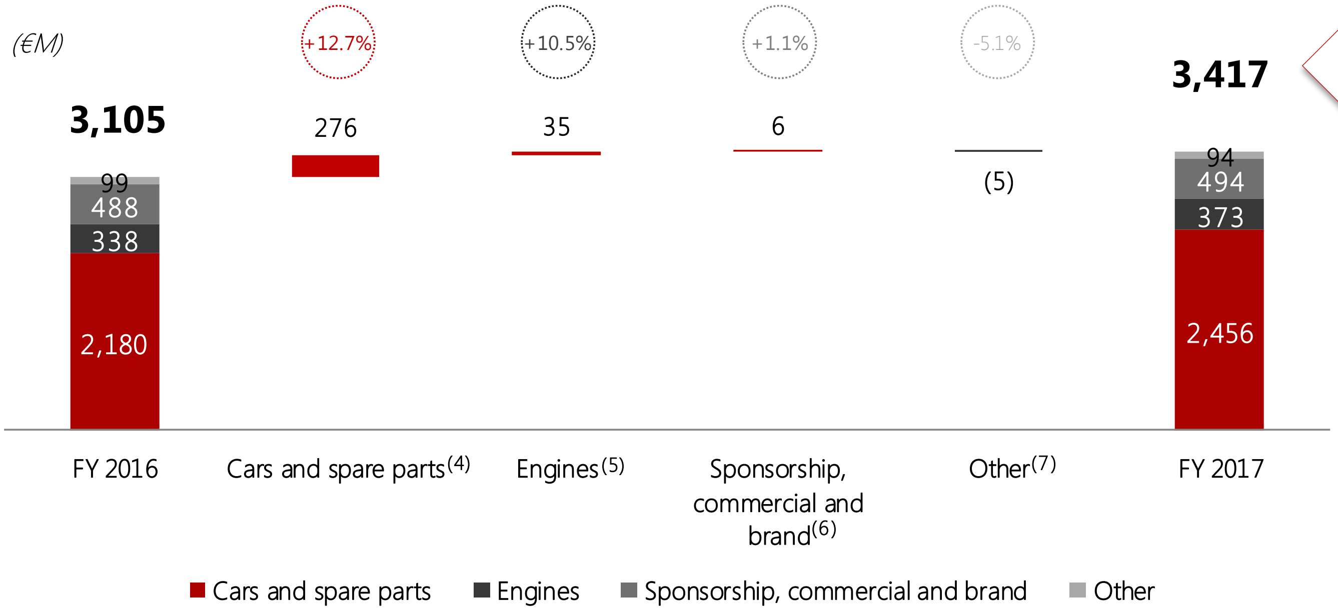
Rest of APAC: +12.3%

- Japan – up mid single-digit mostly thanks to the GTC4Lusso family, partially offset by the California T and the F12berlinetta phased-out
- Australia and Other APAC – shipments up double-digit supported by the 488 and the GTC4Lusso families

SOLID PERFORMANCE OF THE 488 AND THE GTC4LUSSO FAMILIES AS WELL AS LAFERRARI APERTA. 812 SUPERFAST APPROACHING GLOBAL REACH

Note: (3) Refer to notes to the presentation in the Appendix

NET REVENUES BRIDGE FY 2016-2017

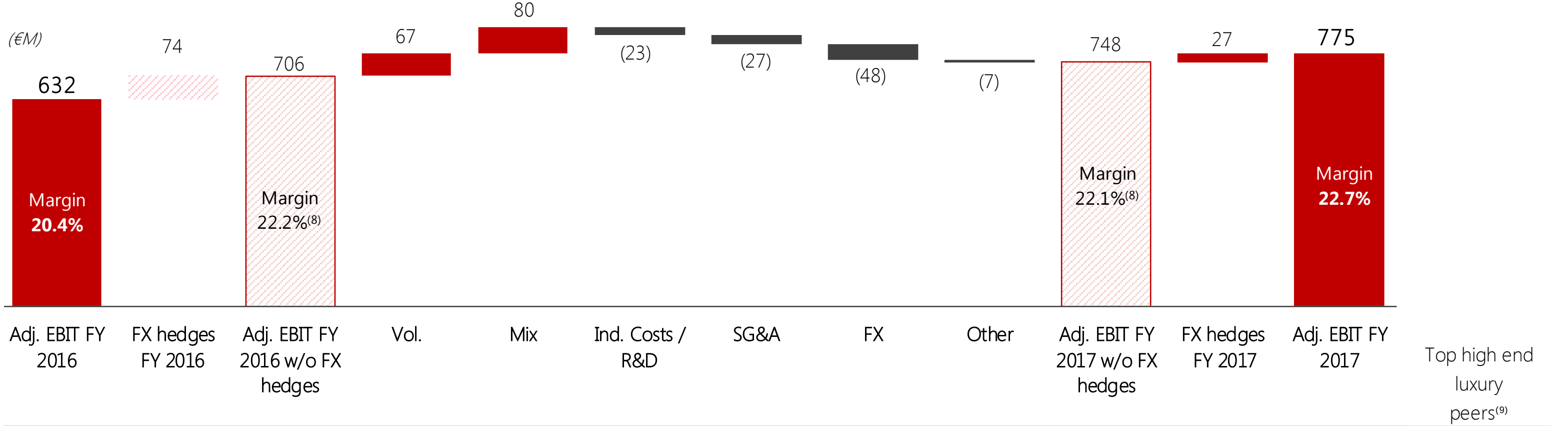


+10.0%, +€312 million
(+11.2% at constant currencies)

- Cars and spare parts: higher volumes and positive mix led by V12 range models as well as LaFerrari Aperta, along with a greater contribution from personalization programs and pricing increases. This was partially offset by the end of LaFerrari lifecycle in 2016, as well as the non-registered racing car FXX K and the strictly limited edition F60 America, completing their limited series run in 2016.
- Engines: strong sales to Maserati more than offsetting the termination of the rental agreement with a Formula 1 racing team
- Sponsorship, commercial and brand: higher sponsorship and brand revenues, partially offset by lower 2016 championship ranking compared to 2015
- Other: decrease mostly due to the deconsolidation of the European Financial Services business since November 2016

Note: Refer to notes to the presentation in the Appendix

ADJ. EBIT BRIDGE FY 2016 – 2017(1)

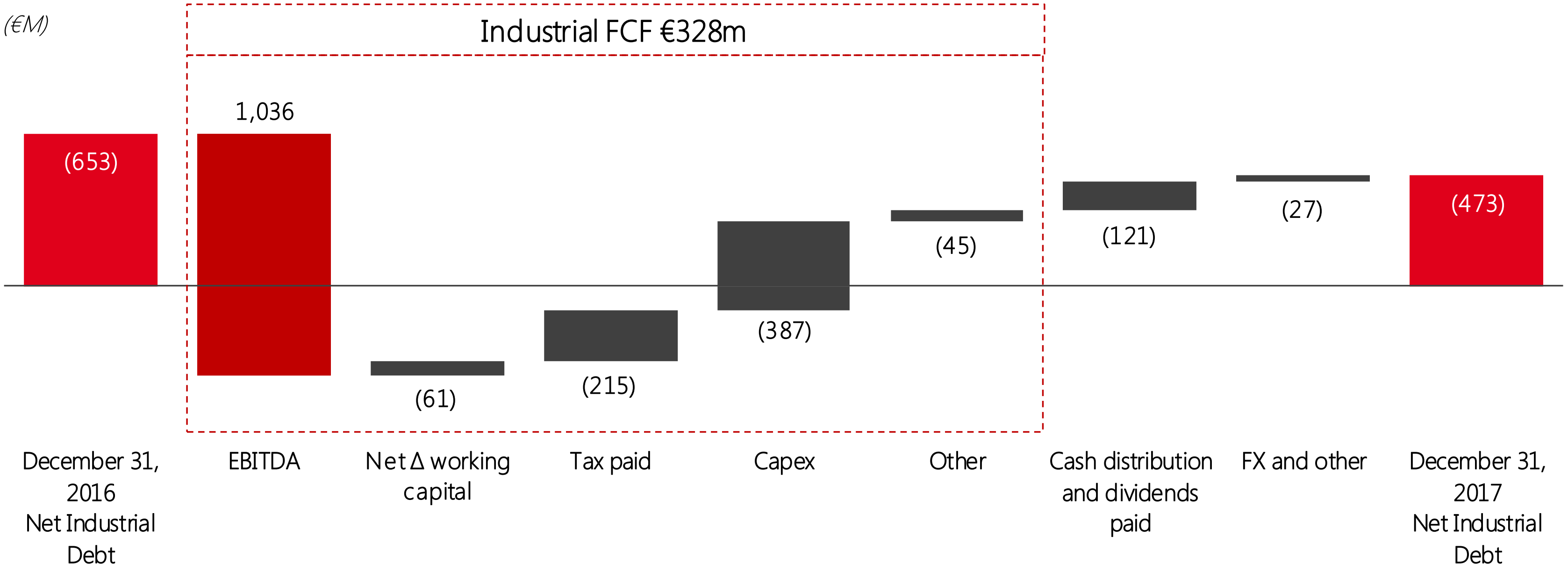


Adj. EBITDA	Adj. EBITDA w/o FX hedges(8)	Adj. EBITDA w/o FX hedges(8)	Adj. EBITDA	EBITDA Margin(9)
880	954	1,009	1,036	
28.3%	30.0%	29.8%	30.3%	33% - 37%

- **Volume** increase of approx. 360 cars (excluding LaFerrari and LaFerrari Aperta) thanks to the GTC4Lusso and the 488 families as well as the 812 Superfast, together with positive contribution from personalization. This was partially offset by the California T and the F12berlinetta phase-out, as well as the F12tdf that finished its limited series run in 2017.
- Positive **mix** impacted by LaFerrari Aperta, strong performance from product range models and pricing increases. This was partially offset by LaFerrari that completed its lifecycle in 2016, as well as the non-registered racing car FXX K and the strictly limited edition F60 America, completing their limited series run in 2016.
- **Industrial costs / R&D** increased mainly due to higher R&D expenses to support product range and components innovation for hybrid technology. This was partially offset by lower spending in F1 activities and efficiencies on direct material.
- **SG&A** higher than prior year, impacted by charges in connection with the equity incentive plan, costs related to the 70th anniversary and higher costs related to new directly operated stores. This was partially offset by the deconsolidation of the European Financial Services business since November 2016.
- **FX**, excluding hedges, negatively impacted mainly by USD, GBP, JPY and CNY depreciation vs. Euro
- **Other** decreased mainly due to lower 2016 championship ranking compared to 2015, the termination of the rental agreement with a Formula 1 racing team and the deconsolidation of the European Financial Services business since November 2016. This was partially offset by positive contribution from Engines to Maserati.

Note: (1) Reconciliations to non-gaap financial measures are provided in the appendix
(8) Margins without FX hedges have been calculated excluding FX hedges impact from net revenues, adjusted EBIT and adjusted EBITDA
(9) Ferrari's elaboration on FY 2016 publicly available data on a panel of high end luxury peers

NET INDUSTRIAL DEBT BRIDGE[1]
DEC 31, 2016 – DEC 31, 2017



- Net change in working capital: inventory and trade payables increase driven by the projected volume growth in line with our 2018 production outlook
- Tax paid: including FY 2016 tax balance and FY 2017 tax advances payments
- Other: impacted by lack of contribution from advances of LaFerrari Aperta, partially offset by advances from the Ferrari J50.

Note: (1) Reconciliations to non-gaap financial measures are provided in the appendix

FY 2017 – CLIENT RELATIONS ACTIVITIES

PRODUCT LAUNCHES

812superfast

Ferrari Portofino

DRIVING EVENTS

CAVALCADE CLASSICHE

CAVALCADE PUGLIA 2017

250 GTO 55TH ANNIVERSARY

70 1947-2017 WORLD TOUR

Italy, June 8^{th} – 11^{th}

China, August 12^{th} – 17^{th}

USA, October 6^{th} – 8^{th}

Australia, October 9^{th} – 15^{th}

FY 2017 – ATTIVITA' SPORTIVE GT

COMPETIZIONI GT

FIA WEC
2017 Team, Drivers and Manufacturer Champions
IMSA
2017 Team, Drivers and Manufacturer Champions (GTD)

FERRARI CHALLENGE

Average entries per round
EUROPE 41
NORTH AMERICA 42
ASIA PACIFIC 30

FINALI MONDIALI ENTRIES 105

XX PROGRAMS / F1 CLIENTI

Average entries per round
XX: 25
F1: 10

FXX K EVO unveiled during Finali Mondiali

CONTINUOUSLY ENGAGING WITH OUR CUSTOMERS

FY 2017 – OTHER ACTIVITIES

Licensing

- New License agreements with:
    - Luxottica for Scuderia Ferrari eyewear collection by Ray-Ban
    - Cybex for Scuderia Ferrari infant car seats and a collection of strollers
    - Bianchi for Scuderia Ferrari bikes
- License agreement renewal with Movado Group for Scuderia Ferrari Watches collection with suggested retail price up to 2,500 Euro and contract extension with LEGO
- Launch of new Ferrari high-end products:
    - Ferrari Hublot Techframe 70th anniversary edition
    - "Cockpit" executive chair with Poltrona Frau
    - Ferrari book with Taschen

Theme Parks

- Opening of the 70,000 sqm. Ferrari Land theme park in PortAventura in April

Retail

- At the end of December 2017, managing 18 directly operated stores and 30 franchised locations (including 8 Ferrari Store Junior)

Museums

- Expansion and renovation of "Museo Ferrari Maranello"
- More than 530,000 visitors between Maranello and Modena, up 12% vs. prior year

2018 OUTLOOK

	2017 Actual	2018 Outlook	2018 Drivers
Shipments(10)	8,398	> 9,000	Strong contribution from range models and new model launches
Net Revenues	€3.4 billion	> €3.4 billion	Top line growth driven by strong Volume, higher Sponsorship and better F1 ranking revenues, partially offset by lower LaFerrari Aperta, finishing its limited series run, and FX
Adj. EBITDA(1)	€1.04 billion	≥ €1.1 billion	Positive contribution from range models Volume, Sponsorship, better F1 ranking, lower industrial costs and R&D partially offset by lower LaFerrari Aperta, finishing its limited series run, and FX
Net Industrial Debt(1)	€473(11) million	< €400(12) million	Strong adj. EBITDA, partially offset by capex, taxes, and dividend distributions to holders of common shares. **Patent Box opportunity not included**.
Capital Expenditures	€387 million	~ €550 million	Relevant capex increase to support broadening and hybridization of our product range in line with the expected volume growth over the 2019-2022 period

Note: (1) Reconciliations to non-gaap financial measures are provided in the appendix
(10) Including supercars
(11) Including a cash distribution to the holders of common shares
(12) Including a dividend distribution proposal to the holders of common shares and excluding potential share repurchases

MID-TERM OUTLOOK

Adj. EBITDA	Industrial FCF	Net Industrial Debt(*)
€2 billion no later than 2022	**€1.2 billion no later than 2022**	**FREE No later than 2021**

Note:(*) Including dividend/capital distributions and excluding share repurchases

Appendix

NOTES TO THE PRESENTATION

1. *Reconciliations to non-gaap financial measures are provided in the appendix*
2. *Subject to approval by the Shareholders at the 2018 Annual General Meeting*
3. *Shipments geographical breakdown*
   EMEA includes: Italy, UK, Germany, Switzerland, France, Middle East (includes the United Arab Emirates, Saudi Arabia, Bahrain, Lebanon, Qatar, Oman and Kuwait) and Rest of EMEA (includes Africa and the other European markets not separately identified);
   Americas includes: United States of America, Canada, Mexico, the Caribbean and Central and South America;
   China, Hong Kong and Taiwan includes, on a combined basis: China, Hong Kong and Taiwan;
   Rest of APAC includes: Japan, Australia, Singapore, Indonesia and South Korea
4. *Includes the net revenues generated from shipments of our cars, including any personalization revenue generated on these cars and sales of spare parts*
5. *Includes the net revenues generated from the sale of engines to Maserati for use in their cars, and the revenues generated from the rental of engines to other Formula 1 racing teams*
6. *Includes the net revenues earned by our Formula 1 racing team through sponsorship agreements and our share of the Formula 1 World Championship commercial revenues and net revenues generated through the Ferrari brand, including merchandising, licensing and royalty income*
7. *Primarily includes interest income generated by our financial services activities and net revenues from the management of the Mugello racetrack*
8. *Margins without FX hedges have been calculated excluding FX hedges impact from net revenues, adjusted EBIT and adjusted EBITDA*
9. *Ferrari's elaboration on FY 2016 publicly available data on a panel of high end luxury peers*
10. *Including supercars*
11. *Including a cash distribution to the holders of common shares*
12. *Including a dividend distribution proposal to the holders of common shares and excluding potential share repurchases*

STRONG TRACK-RECORD IN NEW MODELS INTRODUCTION

Product Line-Up (at least a new model launched every year)

	Model / Years of delivery	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
V8	F430															
	F430 Spider															
	F430 Scuderia															
	California															
	Scuderia Spider 16M															
	458 Italia															
	458 Spider															
	California 30															
	458 Speciale															
	California T															
	Portofino															
	458 Speciale A															
	488 GTB															
	488 Spider															
	GTC4Lusso T															
V12	612 Scaglietti															
	Superamerica															
	599 GTB Fiorano															
	599 GTO															
	SA APERTA															
	FF															
	F12berlinetta															
	F12tdf															
	GTC4Lusso															
	812 Superfast															
	Supercars															
	LaFerrari															
	LaFerrari Aperta															

Special series and one-offs not included

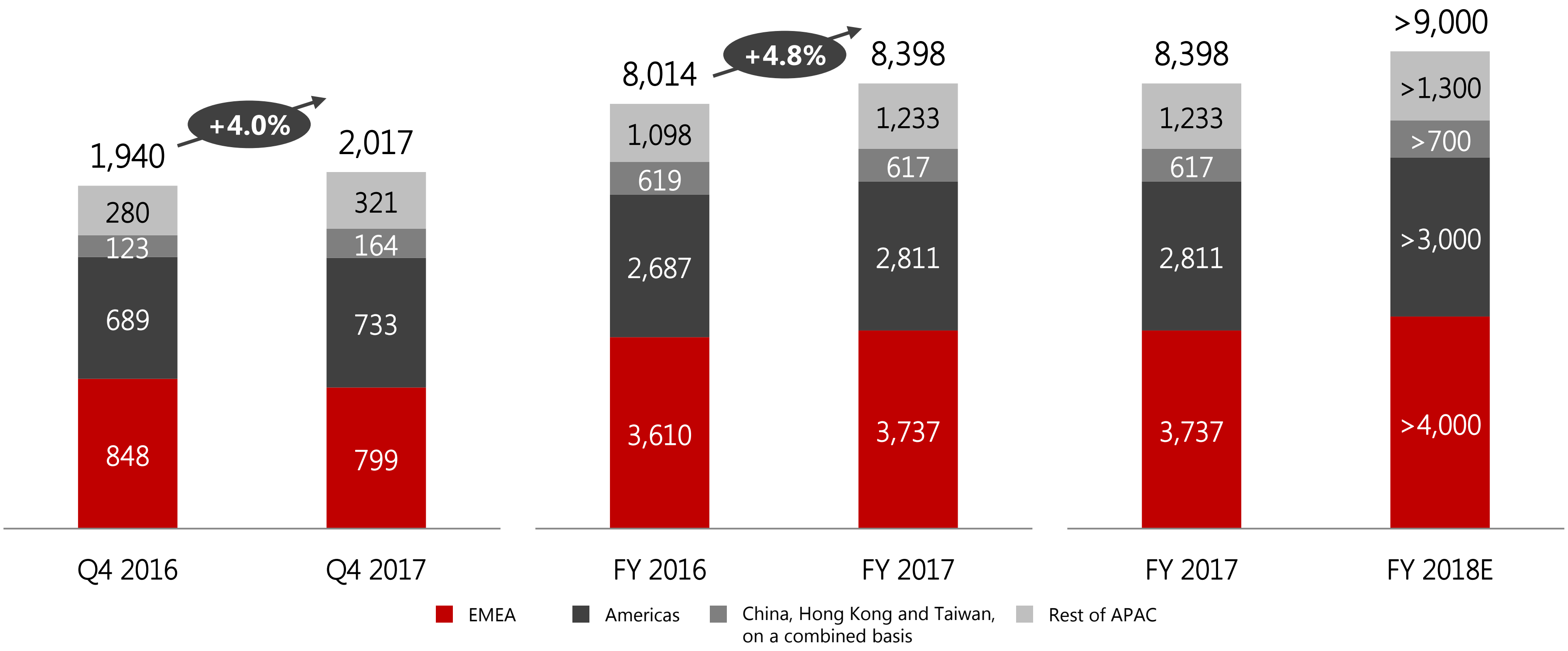
LIMITED SERIES

In and out from our portfolio

Model / Years of delivery	2015	2016	2017	2018
F12tdf				
LaFerrari				
LaFerrari Aperta				
FXX K(13)				
FXX K EVO(13)				
F60 America(13)				
J50(13)				

Note: (13) Models not included in the total shipments' figure provided

GROUP SHIPMENTS(3)



Note: (3) Refer to notes to the presentation in the Appendix
Graphs not to scale. Shipments including supercars LaFerrari and LaFerrari Aperta

KEY PERFORMANCE METRICS

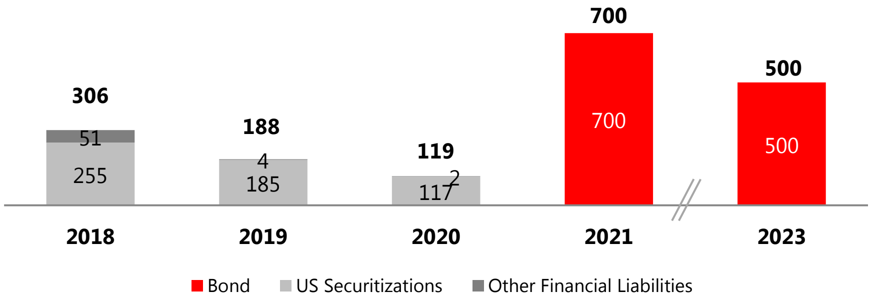
Q4 '17	Q4 '16	€M, unless otherwise stated	FY '17	FY '16
2,017	1,940	Worldwide shipments (units)	8,398	8,014
840	836	Net revenues	3,417	3,105
258	224	EBITDA(1)	1,036	843
-	27	Adjustments	-	37
258	251	Adjusted EBITDA(1)	1,036	880
64	68	Amortization and depreciation	261	248
194	156	EBIT	775	595
194	183	Adjusted EBIT(1)	775	632
4	3	Net financial expenses	29	28
190	153	Profit before taxes	746	567
54	41	Income tax expense	209	167
27.9%	27.2%	Effective tax rate	28.0%	29.5%
136	112	Net profit	537	400
136	130	Adjusted net profit(1)	537	425
0.72	0.59	Basic EPS (€)	2.83	2.11
0.71	0.59	Diluted EPS(1) (€)	2.82	2.11
0.72	0.69	Adjusted Basic EPS(1) (€)	2.83	2.25
0.71	0.69	Adjusted Diluted EPS(1) (€)	2.82	2.24

Note: (1) Reconciliations to non-gaap financial measures are provided in the appendix.
Certain totals in the tables included in this document may not add due to rounding.

DEBT AND LIQUIDITY POSITION

Gross Debt Maturity Profile (€M)

Cash Maturities



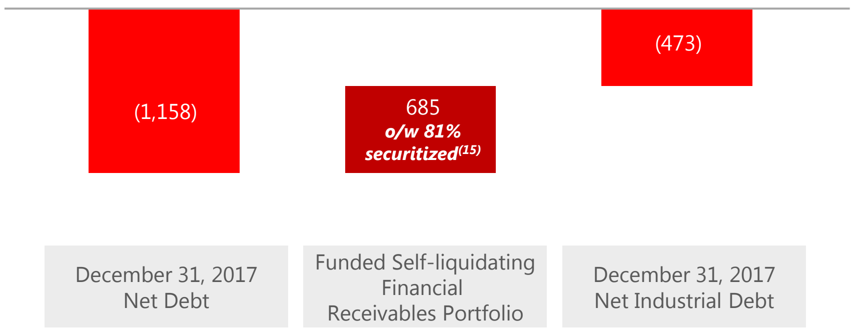
Cash and Marketable Securities (€M)

(€M)	FY 2017	FY 2016	Adj. FY 2015(14)	FY 2015
Euro	435	318	137	22
US Dollar	88	16	21	1
Chinese Yuan	62	58	106	106
Japanese Yen	26	37	41	41
Other Currencies	37	29	17	13
Total (€ equivalent)	648	458	322	183

Net Cash/Net Industrial Debt (€M)

(€M)	At Dec. 31 2017	2016	2015
Gross Debt	(1,806)	(1,848)	(2,260)
Cash & Cash Equivalents	648	458	183
Deposits in FCA Cash Management Pools	-	-	139
(Net Debt)/Net Cash	(1,158)	(1,390)	(1,938)
Funded Self-Liquidating Financial Receivables Portfolio	685	737	1,141
(Net Industrial Debt)/Net Industrial Cash	(473)	(653)	(797)
Undrawn Committed Credit Lines	500	500	500
Total Available Liquidity	1,148	958	822

Net Industrial Debt (€M)



Note: (14) After settlement of deposits on FCA Group cash management pools and financial liabilities with FCA
(15) Portion of the Self-liquidating Financial Receivables Portfolio funded through securitizations
Certain totals in the tables included in this document may not add due to rounding.

NON-GAAP FINANCIAL MEASURES

Operations are monitored through the use of various Non-GAAP financial measures that may not be comparable to other similarly titled measures of other companies

Accordingly, investors and analysts should exercise appropriate caution in comparing these supplemental financial measures to similarly titled financial measures reported by other companies

We believe that these supplemental financial measures provide comparable measures of our financial performance which then facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions

Non-GAAP financial measures

EBITDA is defined as net profit before income tax expense, net financial expenses and depreciation and amortization. Adjusted EBITDA is defined as EBITDA as adjusted for income and costs, which are significant in nature, but expected to occur infrequently.

Adjusted Earnings Before Interest and Taxes ("Adjusted EBIT") represents EBIT as adjusted for income and costs, which are significant in nature, but expected to occur infrequently

Adjusted net profit represents net profit as adjusted for income and costs, which are significant in nature, but expected to occur infrequently

Adjusted earnings per share represents earnings per share as adjusted for income and costs, which are significant in nature, but expected to occur infrequently

Net Industrial Debt defined as Net Debt excluding the funded portion of the self-liquidating financial receivables portfolio, is the primary measure to analyze our financial leverage and capital structure, and is one of the key indicators used to measure our financial position

Free Cash Flow and Free Cash Flow from Industrial Activities are two of management's primary key performance indicators to measure the Group's performance. Free Cash flow is defined as net cash generated from operations less cash flows used in investing activities. Free Cash Flow from Industrial Activities is defined as Free Cash Flow adjusted for the change in the self-liquidating financial receivables portfolio.

RECONCILIATION OF NON-GAAP MEASURES: ADJUSTED EBIT

Q4 '17	Q4 '16	€M	FY '17	FY '16
194	156	EBIT	775	595
-	27	Charges for Takata airbag inflator recalls	-	37
194	183	Adjusted EBIT	775	632

RECONCILIATION OF NON-GAAP MEASURES: EBITDA

Q4 '17	Q4 '16	€M	FY '17	FY '16
136	112	Net profit	537	400
54	41	Income tax expenses	209	167
4	3	Net financial expenses	29	28
64	68	Amortization and depreciation	261	248
258	224	EBITDA	1,036	843

RECONCILIATION OF NON-GAAP MEASURES: ADJUSTED EBITDA

Q4 '17	Q4 '16	€M	FY '17	FY '16
258	224	EBITDA	1,036	843
-	27	Charges for Takata airbag inflator recalls	-	37
258	251	Adjusted EBITDA	1,036	880

RECONCILIATION OF NON-GAAP MEASURES: ADJUSTED NET PROFIT

Q4 '17	Q4 '16	€M	FY '17	FY '16
136	112	Net profit	537	400
-	18	Charges for Takata airbag inflator recalls (net of tax effect)	-	25
136	130	Adjusted net profit	537	425

BASIC AND DILUTED EPS

Q4 '17	Q4 '16	€M (unless otherwise stated)	FY '17	FY '16
135	111	Net profit attributable to owners of the Company	535	399
188,954	188,923	Weighted average number of common shares (thousand)	188,951	188,923
0.72	0.59	Basic EPS (€)	2.83	2.11
189,759	188,946	Weighted average number of common shares for diluted earnings per common share (thousand)	189,759	188,946
0.71	0.59	Diluted EPS (€)	2.82	2.11

RECONCILIATION OF NON-GAAP MEASURES: ADJUSTED EPS

Q4 '17	Q4 '16	€ per common share	FY '17	FY '16
0.72	0.59	Basic EPS	2.83	2.11
-	0.10	Charges for Takata airbag inflator recalls (net of tax effect)	-	0.14
0.72	0.69	Adjusted EPS	2.83	2.25
0.71	0.59	Diluted EPS	2.82	2.11
-	0.10	Charges for Takata airbag inflator recalls (net of tax effect)	-	0.14
0.71	0.69	Adjusted diluted EPS	2.82	2.24

Certain totals in the tables included in this document may not add due to rounding.

RECONCILIATION OF NON-GAAP MEASURES:
FREE CASH FLOW AND FREE CASH FLOW FROM INDUSTRIAL ACTIVITIES

Q4 '17	Q4 '16	€M	FY '17	FY '16
156	439	Cash flow from operating activities	671	1,005
(140)	(88)	Cash flows used in investing activities(16)	(387)	(320)
16	351	Free Cash Flow	284	685
(3)	(422)	Change in the self-liquidating financial receivables portfolio	44	(405)
13	(71)	Free Cash Flow from Industrial Activities	328	280

Note: (16) Cash flow used in investing activities for the twelve months ended December 31, 2017 excludes proceeds from exercising the Delta Topco option of Euro 8 million

RECONCILIATION OF NON-GAAP MEASURES: NET INDUSTRIAL DEBT

€M	December 31, 2017	September 30, 2017	June 30, 2017	March 31, 2017	December 31, 2016
Net Industrial Debt	(473)	(485)	(627)	(578)	(653)
Funded portion of the self-liquidating financial receivables portfolio	685	694	705	723	737
Net Debt	(1,158)	(1,179)	(1,332)	(1,301)	(1,390)
Cash and cash equivalents	648	619	423	569	458
Gross Debt	(1,806)	(1,798)	(1,755)	(1,870)	(1,848)