

## Azimut Holding. Results as at 31<sup>st</sup> December 2007

**Consolidated revenues: €347.5 million (+6%)**  
**Consolidated net profit: €104.7 million (+24.2%)**  
**Managed assets reached €14.9 billion (+12.0%)**

Milan, 13<sup>th</sup> March 2007

Azimut Holding's Board of Directors (AZM.IM) approved today the 2007FY results ending December 31<sup>st</sup>, 2007, highlighting the following:

- **Consolidated revenues** in 2007 equal to €347.5 million (+6.0% vs. 2006)
- **Consolidated net profit** at €104.7 million (+24.2% vs. 2006)
- **Consolidated net profit of the parent company** at €113.9 million (+109.4% vs. €54.4 in 2006)

**Assets under management** at the end of 2007 reached **€14.9 billion** (+11.9% vs. €13.3 billion at the end of 2006).

**Net inflows into managed assets**, uninterruptedly positive on a monthly basis since October 2002, were €1.5 billion in 2007, mainly concentrated on flexible funds (around ¾ of the total net inflows) and hedge funds.

Against a double-digit growth in managed assets, SG&A costs growth showed a decrease of 4.5% vs. 2006.

The consolidated **net financial position** at the end of December 2007 was positive by €18 million, a decrease when compared to the €23.4 million at the end of December 2006; however, the 2007 figure takes into account the payment, during 2007, of €28.9 million of dividends, €56.6 million of taxes and €38 million of buyback of treasury shares.

The board resolved to propose to the AGM (ordinary and extraordinary), which will be called on 22<sup>nd</sup> April 2008, in first summoning, the distribution to shares in circulation of an **ordinary dividend** for €0.10, gross of tax; the proposal is also for a simultaneous distribution of an **extraordinary dividend** for additional €0.05, gross of tax. Expected ex-dividend date is 28<sup>th</sup> April 2008 and payment date is 2<sup>nd</sup> May 2008.

Moreover, the shareholders' meeting will be called to resolve on:

- The proposal to delegate the Board the power to **buy back** and dispose of treasury shares (with cancellation of the previous resolution – see also press release dated 24<sup>th</sup> April 2006), for a maximum of 14.5 million shares. The operation can be realised also in different moments within the next 18 months for a minimum price of €0.22 (nominal value) and a maximum of €15. Treasury shares might also be used to execute the already approved stock-option plans or similar initiatives.
- An incentivisation plan for the development the distribution networks of the Group possibly also through stock option plans

The extraordinary shareholders' meeting will be called to resolve on:

- The proposal to modify some of the company's bylaw

The parent company **Azimut Holding SpA** reported in 2007 net profit for €113.9 million vs. a net profit of €54.4 million reported in 2006.

Pietro Giuliani, Group's Chairman and CEO, commented the figures marking the constant growth trend of Azimut: *"In 2007 Azimut has been the player in the asset management industry that has achieved the best result in absolute terms with regard to net inflows, therefore proving that the specialisation and quality of our fund management activities constitute the best answer to the Italian industry crisis. Over the last 10 years our clients have attained a net average performance in excess of the risk free by 1.7% per year. The ongoing strengthening of the fund management team and focus on product innovation have allowed us to end 2007 with positive results for our clients, our shareholders and the people working in the Group."*

*Despite the adverse market trends, the development of the fund management, distribution and commercial activities carry on without hesitation”.*

*The Officer in charge of the preparation of Azimut Holding SpA accounting documents, Marco Malcontenti (CFO), declares according to art.154bis co.2 D.lgs. 58/98, that the financial information herein included, corresponds to the records in the company's books.*

**Azimut Holding** is the Parent Company of a Group of companies that operate in the promotion, management and distribution of financial and insurance products. *Azimut SGR* promotes and manages mutual funds domiciled in Italy and also manages individual managed portfolios. *AZ Fund* promotes and manages mutual funds registered in Luxembourg; *Azimut Capital Management* is the company managing Italian domiciled hedge funds, whereas *AZ Capital Management Ltd* those domiciled in Ireland. *AZ Life* distributes life insurance products; *Azimut Consulenza SIM* and *AZ Investimenti SIM* distribute the Group's and other products through their network of financial advisors.

### AZIMUT HOLDING SpA – www.azimut.it

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### CONSOLIDATED RECLASSIFIED INCOME STATEMENT

Data in €/000	2007FY	2006FY
ACQUISITION FEES AND COMMISSIONS	11,437	10,088
FIXED MANAGEMENT COMMISSIONS	235,132	199,894
VARIABLE MANAGEMENT COMMISSIONS	72,412	89,723
OTHER INCOME	12,906	15,452
INSURANCE PREMIUMS AND OTHER	15,658	12,701
<b>TOTAL REVENUES</b>	<b>347,545</b>	<b>327,858</b>
COMMISSION EXPENSE	-151,814	-139,259
COMMISSIONS ON NO LOAD PRODUCTS	-17,738	-14,984
GENERAL OVERHEADS/ADMINISTRATIVE EXPENSES	-39,345	-41,218
DEPRECIATION, AMORTISATION/PROVISIONS	-4,440	-2,662
<b>TOTAL COSTS</b>	<b>-213,337</b>	<b>-198,123</b>
<b>OPERATING INCOME</b>	<b>134,208</b>	<b>129,735</b>
PROFITS FROM FINANCIAL OPERATIONS	6,913	4,971
NON OPERATING COSTS	-1,562	-900
INTEREST EXPENSE	-4,443	-6,219
<b>PROFIT BEFORE TAXATION</b>	<b>135,116</b>	<b>127,587</b>
INCOME TAXATION	-25,034	-38,147
DEFERRED TAXATION	-3,579	-4,213
<b>NET PROFIT</b>	<b>106,503</b>	<b>85,227</b>
MINORITIES	1,760	859
<b>CONSOLIDATED NET PROFIT</b>	<b>104,743</b>	<b>84,367</b>

### CONSOLIDATED NET FINANCIAL POSITION

Data in €/000	31/12/07	30/09/07	31/12/06
VENDOR LOAN (EX ALETTI INVEST)	-	-	-12,231
CONVERTIBLE BONDS	-95,402	-94,801	-96,510
LEASE BACK	-21,955	-25,872	-25,077
<b>TOTAL DEBTS</b>	<b>-117,357</b>	<b>-120,673</b>	<b>-133,818</b>
CASH AND CASH EQUIVALENTS	135,725	160,623	157,171
<b>NET FINANCIAL POSITION</b>	<b>18,368</b>	<b>39,950</b>	<b>23,353</b>

## CONSOLIDATED INCOME STATEMENT

(Data in € /000)	2007	2006
COMMISSION INCOME	340,029	318,380
COMMISSION EXPENSES	(159,507)	(145,096)
<b>NET COMMISSION INCOME</b>	<b>180,522</b>	<b>173,284</b>
INTEREST INCOME AND EQUIVALENTS	5,234	2,868
INTEREST EXPENSES AND EQUIVALENTS	(4,711)	(6,369)
NET PREMIUMS	24,424	94,795
NET INCOME (LOSS) FROM FINANCIAL ASSETS AT FAIR VALUE ENTERED ON THE PROFIT AND LOSS ACCOUNT	(10,949)	31,205
CHANGE IN TECHNICAL PROVISIONS WHEN THE INVESTMENT RISK IS BORNE BY THE INSURED PARTIES	54,493	(85,717)
CHANGE IN OTHER TECHNICAL PROVISIONS	(134)	(193)
SURRENDERS AND CLAIMS	(58,441)	(29,938)
NET INCOME (LOSS) FROM FINANCIAL ASSETS AT FAIR VALUE	1	-
PROFIT/LOSSES FROM THE SALE OF:	1,167	2,508
<i>A) FINANCIAL ASSETS AVAILABLE FOR SALE</i>	1,169	2,508
<i>B) FINANCIAL LIABILITIES</i>	(2)	0
<b>NET INCOME ON FINANCIAL INSTRUMENTS</b>	<b>191,606</b>	<b>182,443</b>
ADMINISTRATIVE EXPENSES	(51,457)	(51,363)
<i>A) PERSONNEL EXPENSES</i>	(25,165)	(28,088)
<i>B) OTHER EXPENSES</i>	(26,292)	(23,275)
VALUE NET ADJUSTMENTS ON TANGIBLE ASSETS	(1,271)	(1,156)
VALUE NET ADJUSTMENTS ON INTANGIBLE ASSETS	(1,076)	(666)
PROVISIONS FOR RISKS AND CHARGES	(4,305)	(2,194)
OTHER ADMINISTRATIVE EXPENSES	(527)	(608)
OTHER ADMINISTRATIVE INCOME	2,318	1,178
<b>GROSS OPERATING PROFIT</b>	<b>135,288</b>	<b>127,634</b>
PROFIT (LOSS) ON EQUITY INVESTMENTS	(172)	(48)
<b>PROFIT (LOSS) BEFORE TAX</b>	<b>135,116</b>	<b>127,586</b>
INCOME TAXES	(28,613)	(42,360)
<b>PROFIT (LOSS) AFTER TAX</b>	<b>106,503</b>	<b>85,226</b>
MINORITIES	1,760	859
<b>NET PROFIT (LOSS)</b>	<b>104,743</b>	<b>84,367</b>

## CONSOLIDATED BALANCE SHEET

<b>ASSETS</b>	(DATA IN €/000)	<b>31/12/2007</b>	<b>31/12/2006</b>
CASH AND CASH EQUIVALENTS		28	53
FINANCIAL ASSETS AT FAIR VALUE		1,077,278	1,102,309
FINANCIAL ASSETS AVAILABLE FOR SALE		10,748	15,677
CREDITS		126,969	145,617
<i>(A) FOR ASSET MANAGEMENT</i>		28,016	58,956
<i>(B) OTHER</i>		98,953	86,661
EQUITY INVESTMENTS		1,675	1,602
TANGIBLE ASSETS		2,216	2,288
INTANGIBLE ASSETS		318,151	318,683
TAX ASSETS		51,160	44,608
<i>A) CURRENT</i>		32,120	20,787
<i>B) PREPAID</i>		19,040	23,821
NON CURRENT ASSETS AND ASSETS HELD FOR SALE		1,688	-
OTHER ASSETS		53,310	36,842
<b>TOTAL ASSETS</b>		<b>1,643,223</b>	<b>1,667,679</b>

<b>LIABILITIES</b>	(DATA IN €/000)	<b>31/12/2007</b>	<b>31/12/2006</b>
DEBTS		25,422	43,297
BONDS ISSUED		95,402	96,510
TECHNICAL PROVISIONS WHEN THE INVESTMENT RISK IS BORNE BY THE INSURED PARTIES		749,575	804,068
FINANCIAL LIABILITIES AT FAIR VALUE		327,096	298,129
OTHER TECHNICAL PROVISIONS		350	216
TAX LIABILITIES		50,963	68,603
<i>A) CURRENT</i>		25,016	41,459
<i>B) DEFERRED</i>		25,947	27,144
LIABILITIES HELD FOR SALE		1,213	-
OTHER LIABILITIES		48,901	54,440
EMPLOYEE SEVERANCE INDEMNITIES		2,980	4,770
PROVISION FOR RISKS AND CHARGES		16,463	12,304
<i>(B) OTHER</i>		16,463	12,304
CAPITAL		31,939	31,846
TREASURY SHARES (-)		(38,003)	-
CAPITAL INSTRUMENTS		212	1,064
SHARE PREMIUM RESERVE		167,791	165,659
RESERVES		57,845	1,056
VALUATION PROVISIONS		331	230
PROFIT (LOSS) FOR THE PERIOD		104,743	84,367
MINORITIES		-	1,120
<b>TOTAL LIABILITIES</b>		<b>1,643,223</b>	<b>1,667,679</b>

## AZIMUT HOLDING SPA – INCOME STATEMENT

DATA IN EURO	2007	2006
INTEREST INCOME AND EQUIVALENTS	677,056	407,219
INTEREST EXPENSES AND EQUIVALENTS	(4,466,666)	(6,233,139)
<b>MARGIN FROM FINANCIAL ACTIVITIES</b>	<b>(3,789,610)</b>	<b>(5,825,920)</b>
COMMISSION INCOME	4,000,000	4,500,000
<b>NET COMMISSION</b>	<b>4,000,000</b>	<b>4,500,000</b>
DIVIDEND INCOME	116,342,290	59,727,515
PROFIT/LOSSES FROM THE SALE OF:	9,751	639,346
<i>B) FINANCIAL ASSETS AVAILABLE FOR SALE</i>	12,042	639,361
<i>D) FINANCIAL LIABILITIES</i>	(2,291)	(15)
<b>NET INCOME ON FINANCIAL INSTRUMENTS</b>	<b>116,562,431</b>	<b>59,040,941</b>
ADMINISTRATIVE EXPENSES	(6,257,676)	(5,494,783)
<i>(A) PERSONNEL</i>	(3,714,419)	(3,690,829)
<i>(B) OTHER</i>	(2,543,257)	(1,803,954)
AMORTISATION AND WRITE-DOWNS OF TANGIBLE ASSETS	(37,231)	(19,495)
AMORTISATION AND WRITE-DOWNS OF INTANGIBLE ASSETS	(114,816)	(53,137)
OTHER ADMINISTRATIVE INCOME	1,034,794	1,069,792
<b>OPERATING PROFIT</b>	<b>111,187,502</b>	<b>54,543,318</b>
<b>PROFIT (LOSS) BEFORE TAX</b>	<b>111,187,502</b>	<b>54,543,318</b>
INCOME TAX	2,727,026	(164,604)
<b>NET PROFIT (LOSS)</b>	<b>113,914,528</b>	<b>54,378,714</b>

## AZIMUT HOLDING SPA – BALANCE SHEET

ASSETS	(DATA IN €/000)	31/12/2007	31/12/2006
CASH AND CASH EQUIVALENTS		4,883	2,637
AVAILABLE FOR SALE INSTRUMENTS		5,631,159	250,009
CREDITS		18,782,514	13,668,905
PARTICIPATION		253,086,016	237,845,077
TANGIBLE ASSETS		201,787	118,970
INTANGIBLE ASSETS		185,570,751	185,371,270
TAX ASSETS		37,220,261	33,719,224
<i>A) CURRENT</i>		23,867,698	15,855,081
<i>B) PREPAID</i>		13,352,563	17,864,143
OTHER ASSETS		3,241,206	1,860,274
<b>TOTAL ASSETS</b>		<b>503,738,577</b>	<b>472,836,366</b>
LIABILITIES	(DATA IN €/000)	31/12/2007	31/12/2006
DEBTS		36,805,514	37,883,096
BONDS ISSUED		95,402,222	96,509,615
TAX LIABILITIES		42,879,953	60,855,377
<i>A) CURRENT</i>		18,524,859	34,860,356
<i>B) DEFERRED</i>		24,355,094	25,995,021
OTHER LIABILITIES		5,097,856	3,589,002
EMPLOYEES' SEVERANCE		523,726	572,368
CAPITAL		31,938,979	31,845,724
TREASURY SHARES (-)		- 38,002,664	0
CAPITAL INSTRUMENTS		212,382	1,064,204
SHARE PREMIUM RESERVE		167,791,397	165,659,251
RESERVES		46,898,350	20,479,015
VALUATION PROVISIONS		276,334	0
PROFIT (LOSS) FOR THE PERIOD		113,914,528	54,378,714
<b>TOTAL LIABILITIES AND NET SHAREHOLDERS' EQUITY</b>		<b>503,738,577</b>	<b>472,836,366</b>

## CONSOLIDATED CASH FLOW STATEMENT

DATA IN €/000	2007	2006
NET INCOME	104,743	84,367
AMORTISATION, PROVISIONS, WRITE OFF	8,579	7,782
INTEREST EXPENSES	4,711	6,369
NO-LOAD COMMISSIONS	17,738	14,984
TAX PROVISION	28,613	42,360
NET CHANGE IN RECEIVABLES, PAYABLES AND TECHNICAL RESERVES	(42,195)	(9,384)
NET CHANGE IN TAX ASSETS/LIABILITIES	(52,805)	(24,646)
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>69,384</b>	<b>121,832</b>
(INCREASE)/DECREASE IN OTHER ASSETS	(1,743)	(1,446)
(INCREASE)/DECREASE IN INVESTMENT SUBSIDIARIES	(245)	48
(INCREASE)/DECREASE IN ASSETS/LIABILITIES HELD FOR SALE	(475)	-
<b>CASH FLOW FROM INVESTMENT ACTIVITIES</b>	<b>(2,463)</b>	<b>(1,398)</b>
DEBT AND INTEREST REPAYMENT	(20,999)	(76,110)
CAPITAL INCREASE AND STOCK OPTIONS	(414)	958
TREASURY SHARES	(38,003)	-
DIVIDENDS PAID	(28,951)	(14,438)
<b>CASH FLOW FROM FINANCIAL ACTIVITIES</b>	<b>(88,367)</b>	<b>(89,590)</b>
<b>TOTAL CASH FLOW GENERATED (ABSORBED)</b>	<b>(21,446)</b>	<b>30,844</b>
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF PERIOD	157,171	126,327
CASH AND CASH EQUIVALENTS AT THE END OF PERIOD	135,725	157,171