



# Ferrari N.V.

## Interim Report At and for the three and nine months ended September 30, 2019

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## **BOARD OF DIRECTORS**

### **Executive Chairman**

John Elkann

### **Chief Executive Officer**

Louis C. Camilleri

### **Vice Chairman**

Piero Ferrari

### **Directors**

Delphine Arnault  
Giuseppina Capaldo  
Eddy Cue  
Sergio Duca  
Maria Patrizia Grieco  
Adam Keswick  
Elena Zambon

## **INDEPENDENT AUDITORS**

EY S.p.A.

## **CERTAIN DEFINED TERMS**

*In this report (the “Interim Report”), unless otherwise specified, the terms “we,” “our,” “us,” the “Group,” the “Company” and “Ferrari” refer to Ferrari N.V., individually or together with its subsidiaries, as the context may require.*

## INTRODUCTION

*The Interim Condensed Consolidated Financial Statements at and for the three and nine months ended September 30, 2019 (the “Interim Condensed Consolidated Financial Statements”) included in this Interim Report have been prepared in accordance with International Financial Reporting Standards (“IFRS”) issued by the International Accounting Standards Board (“IASB”) and in accordance with IFRS as endorsed by the European Union, and in particular, in compliance with IAS 34 - Interim Financial Reporting. There is no effect on these Interim Condensed Consolidated Financial Statements resulting from differences between IFRS as issued by the IASB and IFRS as adopted by the European Union. The accounting principles applied are consistent with those used for the preparation of the annual consolidated financial statements at and for the year ended December 31, 2018 (the “Annual Consolidated Financial Statements”), except as otherwise stated in “New standards and amendments effective from January 1, 2019” in the notes to the Interim Condensed Consolidated Financial Statements.*

*The Group’s financial information in this Interim Report is presented in Euro except that, in some instances, information is presented in U.S. Dollars. All references in this report to “Euro” and “€” refer to the currency introduced at the start of the third stage of European Economic and Monetary Union pursuant to the Treaty on the Functioning of the European Union, as amended, and all references to “U.S. Dollars,” “U.S.\$” and “\$” refer to the currency of the United States of America (or “United States”).*

*Certain totals in the tables included in this Interim Report may not add due to rounding.*

*The financial data in “Results of Operations” is presented in millions of Euro, while the percentages presented are calculated using the underlying figures in thousands of Euro.*

*This Interim Report is unaudited.*

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### Highlights

#### Consolidated Income Statement Data

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ million, except per share data)			
Net revenues	915	838	2,839	2,575
EBIT	227	203	698	631
Profit before taxes	211	197	666	616
Net profit	169	287	533	596
Net profit attributable to:				
<i>Owners of the parent</i>	168	287	529	595
<i>Non-controlling interests</i>	1	—	4	1
Basic earnings per common share (in Euro) <sup>(1)</sup>	0.90	1.52	2.82	3.15
Diluted earnings per common share (in Euro) <sup>(1)</sup>	0.90	1.51	2.81	3.14
Dividend approved per common share (in Euro) <sup>(2)(3)</sup>	—	—	1.03	0.71

(1) See Note 13 "Earnings per Share" to the Interim Condensed Consolidated Financial Statements for the calculation of basic and diluted earnings per common share. The weighted average number of shares for diluted earnings per share was increased to take into consideration the theoretical effect of the potential common shares that would be issued under the Company's equity incentive plans (assuming 100 percent of the related awards vested).

(2) Following approval of the annual accounts by the shareholders at the Annual General Meeting of the Shareholders on April 12, 2019, a dividend distribution of €1.03 per outstanding common share was approved, corresponding to a total distribution of €193 million. The distribution was made from the retained earnings reserve. In May 2019 the Company paid €181 million of the distribution to owners of the parent and the remaining balance, which relates to withholding taxes, was paid in the third quarter of 2019.

(3) Following approval of the annual accounts by the shareholders at the Annual General Meeting of the Shareholders on April 13, 2018, a dividend distribution of €0.71 per outstanding common share was approved, corresponding to a total distribution of €134 million. The distribution was made from the retained earnings reserve. In May 2018 the Company paid €129 million of the distribution to owners of the parent and the remaining balance, which relates to withholding taxes, was paid in the third quarter of 2018.

#### Consolidated Statement of Financial Position Data

	At September 30,	At December 31,
	2019	2018
	(€ million, except share data)	
Cash and cash equivalents	871	794
Total assets	5,340	4,852
Debt	2,108	1,927
Total equity	1,394	1,354
<i>Equity attributable to owners of the parent</i>	1,387	1,349
<i>Non-controlling interests</i>	7	5
Share capital	3	3
Common shares issued and outstanding (in thousands of shares)	185,866	187,921

## Other Statistical Information

### Shipments <sup>(1)</sup>

(Number of cars and % of total cars)	For the three months ended September 30,				For the nine months ended September 30,			
	2019	%	2018	%	2019	%	2018	%
<b>EMEA</b>								
UK	202	8.2 %	178	7.9 %	782	10.1 %	714	10.4 %
Germany	262	10.6 %	218	9.6 %	709	9.1 %	601	8.8 %
Italy	128	5.2 %	115	5.1 %	431	5.6 %	374	5.5 %
France	118	4.8 %	108	4.8 %	334	4.3 %	306	4.5 %
Switzerland	109	4.4 %	95	4.2 %	320	4.1 %	295	4.3 %
Middle East <sup>(2)</sup>	80	3.2 %	90	4.0 %	193	2.5 %	203	3.0 %
Other EMEA <sup>(3)</sup>	244	9.8 %	201	8.8 %	778	10.0 %	688	10.0 %
<b>Total EMEA</b>	<b>1,143</b>	<b>46.2%</b>	<b>1,005</b>	<b>44.4%</b>	<b>3,547</b>	<b>45.7%</b>	<b>3,181</b>	<b>46.5%</b>
Americas <sup>(4)</sup>	772	31.2 %	770	34.0 %	2,295	29.6 %	2,189	31.9 %
Mainland China, Hong Kong and Taiwan	159	6.4 %	162	7.2 %	776	10.0 %	522	7.6 %
Rest of APAC <sup>(5)</sup>	400	16.2 %	325	14.4 %	1,137	14.7 %	961	14.0 %
<b>Total</b>	<b>2,474</b>	<b>100.0%</b>	<b>2,262</b>	<b>100.0%</b>	<b>7,755</b>	<b>100.0%</b>	<b>6,853</b>	<b>100.0%</b>

(1) Excluding the XX Programme, racing cars, Fuori Serie, pre-owned and one-off cars.

(2) Middle East mainly includes the United Arab Emirates, Saudi Arabia, Bahrain, Lebanon, Qatar, Oman and Kuwait.

(3) Other EMEA includes Africa and the other European markets not separately identified.

(4) Americas includes the United States of America, Canada, Mexico, the Caribbean and Central and South America.

(5) Rest of APAC mainly includes Japan, Australia, Singapore, Indonesia, South Korea, Thailand and Malaysia.

### Average number of employees for the period

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
Average number of employees for the period	4,195	3,735	4,130	3,587

## Forward-Looking Statements

*Statements contained in this report, particularly those regarding our possible or assumed future performance are “forward-looking statements” that contain risks and uncertainties. In some cases, words such as “may”, “will”, “expect”, “could”, “should”, “intend”, “estimate”, “anticipate”, “believe”, “remain”, “continue”, “on track”, “successful”, “grow”, “design”, “target”, “objective”, “goal”, “forecast”, “projection”, “outlook”, “prospects”, “plan”, “guidance” and similar expressions are used to identify forward-looking statements. These forward-looking statements reflect the respective current views of Ferrari with respect to future events and involve significant risks and uncertainties that could cause actual results to differ materially from those indicated in the forward-looking statements. Such risks and uncertainties include, without limitation:*

- *our ability to preserve and enhance the value of the Ferrari brand;*
- *the success of our Formula 1 racing team and the expenses we incur for our Formula 1 activities, as well as the popularity of Formula 1 more broadly;*
- *our ability to keep up with advances in high performance car technology and to make appealing designs for our new models;*
- *our ability to preserve our relationship with the automobile collector and enthusiast community;*
- *changes in client preferences and automotive trends;*
- *changes in the general economic environment, including changes in some of the markets in which we operate, and changes in demand for luxury goods, including high performance luxury cars, which is highly volatile;*
- *competition in the luxury performance automobile industry;*
- *our ability to successfully carry out our growth strategy and, particularly, our ability to grow our presence in growth and emerging market countries;*
- *our low volume strategy;*
- *reliance upon a number of key members of executive management and employees, and the ability of our current management team to operate and manage effectively;*
- *the performance of our dealer network on which we depend for sales and services;*
- *increases in costs, disruptions of supply or shortages of components and raw materials;*
- *disruptions at our manufacturing facilities in Maranello and Modena;*
- *the performance of our licensees for Ferrari-branded products;*
- *our ability to protect our intellectual property rights and to avoid infringing on the intellectual property rights of others;*
- *the ability of Maserati, our engine customer, to sell its planned volume of cars;*
- *our continued compliance with customs regulations of various jurisdictions;*
- *the impact of increasingly stringent fuel economy, emission and safety standards, including the cost of compliance, and any required changes to our products;*
- *the challenges and costs of integrating hybrid and electric technology more broadly into our car portfolio over time;*
- *product recalls, liability claims and product warranties;*
- *the adequacy of our insurance coverage to protect us against potential losses;*
- *our ability to ensure that our employees, agents and representatives comply with applicable law and regulations;*
- *our ability to maintain the functional and efficient operation of our information technology systems, including our ability to defend from the risk of cyberattacks, including on our in-vehicle technology;*
- *our ability to service and refinance our debt;*

- *our ability to provide or arrange for adequate access to financing for our dealers and clients, and associated risks;*
- *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 we operate, including possible future bans of combustion engine cars in cities and the potential advent of self-driving technology;*
- *potential conflicts of interest due to director and officer overlaps with our largest shareholders; and*
- *other factors discussed elsewhere in this document.*

*We expressly disclaim and do not assume any liability in connection with any inaccuracies in any of the forward-looking statements in this document or in connection with any use by any third party of such forward-looking statements. Actual results could differ materially from those anticipated in such forward-looking statements. We do not undertake an obligation to update or revise publicly any forward-looking statements.*

## Non-GAAP Financial Measures

We monitor and evaluate our operating and financial performance using several non-GAAP financial measures including: EBITDA, Adjusted EBITDA, Adjusted EBIT, Adjusted Net Profit, Adjusted Basic and Diluted Earnings per Common Share, Net Debt, Net Industrial Debt, Free Cash Flow and Free Cash Flow from Industrial Activities, as well as a number of financial metrics measured on a constant currency basis. We believe that these non-GAAP financial measures provide useful and relevant information regarding our performance and our ability to assess our financial performance and financial position. They also provide us with comparable measures that facilitate management's ability to identify operational trends, as well as make decisions regarding future spending, resource allocations and other operational decisions. While similar measures are widely used in the industry in which we operate, the financial measures we use may not be comparable to other similarly titled measures used by other companies nor are they intended to be substitutes for measures of financial performance or financial position as prepared in accordance with IFRS.

### *EBITDA and Adjusted EBITDA*

EBITDA is defined as net profit before income tax expense, net financial expenses and amortization and depreciation. Adjusted EBITDA is defined as EBITDA as adjusted for certain income and costs which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities. EBITDA is presented by management to aid investors in their analysis of the performance of the Group and to assist investors in the comparison of the Group's performance with that of other companies. Adjusted EBITDA is presented to demonstrate how the underlying business has performed prior to the impact of the adjustments, which may obscure the underlying performance and impair comparability of results between periods.

The following table sets forth the calculation of EBITDA and Adjusted EBITDA for the three and nine months ended September 30, 2019 and 2018, and provides a reconciliation of these non-GAAP measures to net profit.

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ million)			
Net profit	169	287	533	596
Income tax expense/(benefit)	42	(90)	133	20
Net financial expenses	16	6	32	15
Amortization and depreciation	84	75	238	210
<b>EBITDA</b>	<b>311</b>	<b>278</b>	<b>936</b>	<b>841</b>
Release of charges for Takata airbag inflator recalls	—	—	—	(1)
<b>Adjusted EBITDA</b>	<b>311</b>	<b>278</b>	<b>936</b>	<b>840</b>



### *Adjusted EBIT*

Adjusted EBIT represents EBIT as adjusted for certain income and costs which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities. We provide such information in order to present how the underlying business has performed prior to the impact of such items, which may obscure the underlying performance and impair comparability of results between the periods.

The following table sets forth the calculation of Adjusted EBIT for the three and nine months ended September 30, 2019 and 2018.

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ million)			
<b>EBIT</b>	<b>227</b>	<b>203</b>	<b>698</b>	<b>631</b>
Release of charges for Takata airbag inflator recalls	—	—	—	(1)
<b>Adjusted EBIT</b>	<b>227</b>	<b>203</b>	<b>698</b>	<b>630</b>

### *Adjusted Net Profit*

Adjusted Net Profit represents net profit as adjusted for certain income and costs (net of tax effect) which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities. We provide such information in order to present how the underlying business has performed prior to the impact of such items, which may obscure the underlying performance and impair comparability of results between the periods.

The following table sets forth the calculation of Adjusted Net Profit for the three and nine months ended September 30, 2019 and 2018.

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ million)			
<b>Net profit</b>	<b>169</b>	<b>287</b>	<b>533</b>	<b>596</b>
Patent box benefit for the period 2015-2017	—	(141)	—	(141)
Release of charges for Takata airbag inflator recalls (net of tax effect)	—	—	—	(1)
<b>Adjusted Net Profit</b>	<b>169</b>	<b>146</b>	<b>533</b>	<b>454</b>

### *Adjusted Basic and Diluted Earnings per Common Share*

Adjusted Basic and Diluted Earnings per Common Share represents earnings per share, as adjusted for certain income and costs (net of tax effect) which are significant in nature, expected to occur infrequently, and that management considers not reflective of ongoing operational activities. We provide such information in order to present how the underlying business has performed prior to the impact of such items, which may obscure the underlying performance and impair comparability of results between the periods.

The following table sets forth the calculation of Adjusted Basic and Diluted Earnings per Common Share for the three and nine months ended September 30, 2019 and 2018.

		For the three months ended September 30,		For the nine months ended September 30,	
		2019	2018	2019	2018
Net profit attributable to owners of the parent	€ million	168	287	529	595
Patent box benefit for the period 2015-2017	€ million	—	(141)	—	(141)
Release of charges for Takata airbag inflator recalls (net of tax effect)	€ million	—	—	—	(1)
<b>Adjusted net profit attributable to owners of the Company</b>	<b>€ million</b>	<b>168</b>	<b>146</b>	<b>529</b>	<b>453</b>
Weighted average number of common shares	thousand	186,504	188,646	187,196	188,712
<b>Adjusted basic earnings per common share</b>	<b>€</b>	<b>0.90</b>	<b>0.78</b>	<b>2.82</b>	<b>2.40</b>
Weighted average number of common shares for diluted earnings per common share	thousand	187,302	189,434	187,994	189,500
<b>Adjusted diluted earnings per common share <sup>(1)</sup></b>	<b>€</b>	<b>0.90</b>	<b>0.77</b>	<b>2.81</b>	<b>2.39</b>

(1) For the three and nine months ended September 30, 2019 and 2018 the weighted average number of common shares for diluted earnings per share was increased to take into consideration the theoretical effect of the potential common shares that would be issued under the Company's equity incentive plans.

See Note 13 "Earnings per Share" to the Interim Condensed Consolidated Financial Statements for the calculation of basic and diluted earnings per common share.

### *Net Debt and Net Industrial Debt*

Due to different sources of cash flows used for the repayment of Debt between industrial activities and financial services activities, and the different business structure and leverage implications, Net Industrial Debt, together with Net Debt, are the primary measures used by us to analyze our capital structure and financial leverage. We believe the presentation of Net Industrial Debt aids management and investors in their analysis of the Group's financial position and financial performance and to compare with other companies. Net Industrial Debt is defined as total Debt less Cash and cash equivalents (Net Debt), further adjusted to exclude the debt and cash and cash equivalents related to our financial services activities (Net Debt of Financial Services Activities). Prior to the first quarter of 2019, we defined Net Industrial Debt as Net Debt adjusted to exclude (a) the funded portion of the self-liquidating financial receivables portfolio, which is the portion of our receivables from financing activities that we fund with external debt or intercompany loans but not (b) the cash and cash equivalents of the financial activities, since such cash was considered also available for use in our industrial activities. We believe the current definition provides a more comprehensive disclosure of our underlying financial leverage from industrial activities. Net Industrial Debt for the comparative period has been restated to conform to the current presentation.

The following table sets forth a reconciliation of Net Debt and Net Industrial Debt at September 30, 2019 and December 31, 2018 (for information purposes, Net Industrial Debt at September 30, 2018 was €409 million according to the current definition).

	At September 30, 2019	At December 31, 2018
	(€ million, except share data)	
Cash and cash equivalents	871	794
Debt	(2,108)	(1,927)
<b>Net Debt (A)</b>	<b>(1,237)</b>	<b>(1,133)</b>
Net Debt of Financial Services Activities (B)	(868)	(763)
<b>Net Industrial Debt (A-B)</b>	<b>(369)</b>	<b>(370)</b>

#### *Free Cash Flow and Free Cash Flow from Industrial Activities*

Free Cash Flow and Free Cash Flow from Industrial Activities are two of our primary performance indicators to measure the Group's performance. These measures are presented by management to aid investors in their analysis of the Group's financial performance and to compare the Group's financial performance with that of other companies. Free Cash Flow is defined as cash flows from operating activities less investments in property, plant and equipment and intangible assets. Free Cash Flow from Industrial Activities is defined as Free Cash Flow adjusted to exclude the operating cash flow from our financial services activities (Free Cash Flow from Financial Services Activities). Prior to the first quarter of 2019, we defined Free Cash Flow as cash flows from operating activities less cash flows used in investing activities, and we defined Free Cash Flow from Industrial Activities as Free Cash Flow adjusted for the change in the self-liquidating financial receivables portfolio (which is the change in our receivables from financing activities). In order to align our definition of Free Cash Flow to other more common definitions and to allow the definition of Free Cash Flow from Industrial Activities to exclude all cash flows from operating activities not attributable to the industrial activities, even if such cash flows were available for industrial activities, we determined it was appropriate to redefine Free Cash Flow and Free Cash Flow from Industrial Activities starting in 2019. Free Cash Flow and Free Cash Flow from Industrial Activities for the comparative periods have been restated to conform to the current presentation.

The following table sets forth our Free Cash Flow and Free Cash Flow from Industrial Activities for the nine months ended September 30, 2019 and 2018.

	For the nine months ended September 30,	
	2019	2018
	(€ million)	
Cash flows from operating activities	949	619
Investments in property, plant and equipment and intangible assets	(453)	(403)
<b>Free Cash Flow</b>	<b>496</b>	<b>216</b>
Free Cash Flow from Financial Services Activities	(63)	(48)
<b>Free Cash Flow from Industrial Activities</b>	<b>559</b>	<b>264</b>

For further information on Free Cash Flow and Free Cash Flow from Industrial Activities see “*Liquidity and Capital Resources—Free Cash Flow and Free Cash Flow from Industrial Activities*” below.

#### *Constant Currency Information*

The “*Results of Operations*” discussion below includes information about our net revenues on a constant currency basis, which eliminates the effects of foreign currency translation from our subsidiaries with functional currencies other than Euro, as well as the effects of foreign currency transaction impact and foreign currency hedging. We use this information to assess how the underlying revenues changed independent of fluctuations in foreign currency exchange rates and hedging. We calculate constant currency by (i) applying the prior-period average foreign currency exchange rates to translate current period revenues of foreign subsidiaries expressed in local functional currency other than Euro, (ii) applying the prior-period average

foreign currency exchange rates to current period revenues originated in a currency other than the functional currency of the applicable entity, and (iii) eliminating the variances of any foreign currency hedging (see Note 5 “*Other Information*” to the Interim Condensed Consolidated Financial Statements, included in this Interim Report, for information on the foreign currency exchange rates applied). Although we do not believe that these measures are a substitute for GAAP measures, we do believe that revenues excluding the impact of currency fluctuations and the impacts of hedging provide additional useful information to investors regarding the operating performance on a local currency basis.

## Results of Operations

### Three months ended September 30, 2019 compared to three months ended September 30, 2018

The following is a discussion of the results of operations for the three months ended September 30, 2019 compared to the three months ended September 30, 2018. The presentation includes line items as a percentage of net revenues for the respective periods presented to facilitate period-to-period comparisons.

	For the three months ended September 30,			
	2019	Percentage of net revenues	2018	Percentage of net revenues
	(€ million, except percentages)			
Net revenues	915	100.0 %	838	100.0 %
Cost of sales	425	46.5 %	402	47.9 %
Selling, general and administrative costs	96	10.5 %	87	10.4 %
Research and development costs	162	17.7 %	143	17.1 %
Other expenses, net	6	0.6 %	4	0.5 %
Result from investments	1	0.1 %	1	0.1 %
<b>EBIT</b>	<b>227</b>	<b>24.8%</b>	<b>203</b>	<b>24.2 %</b>
Net financial expenses	16	1.7 %	6	0.7 %
<b>Profit before taxes</b>	<b>211</b>	<b>23.1%</b>	<b>197</b>	<b>23.5 %</b>
Income tax expense/(benefit)	42	4.6 %	(90)	(10.8)%
<b>Net profit</b>	<b>169</b>	<b>18.5%</b>	<b>287</b>	<b>34.3 %</b>

### Net revenues

	For the three months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Cars and spare parts <sup>(1)</sup>	708	77.3 %	616	73.5 %	92	14.8 %
Engines <sup>(2)</sup>	46	5.0 %	70	8.4 %	(24)	(34.3)%
Sponsorship, commercial and brand <sup>(3)</sup>	135	14.8 %	128	15.2 %	7	5.8 %
Other <sup>(4)</sup>	26	2.9 %	24	2.9 %	2	10.3 %
<b>Total net revenues</b>	<b>915</b>	<b>100.0%</b>	<b>838</b>	<b>100.0%</b>	<b>77</b>	<b>9.2 %</b>

(1) Includes the net revenues generated from shipments of our cars, including any personalization revenue generated on these cars and sales of spare parts.

(2) 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.

(3) 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.

(4) Primarily relates to financial services activities and management of the Mugello racetrack.

Net revenues for the three months ended September 30, 2019 were €915 million, an increase of €77 million, or 9.2 percent (an increase of 7.1 percent on a constant currency basis), from €838 million for the three months ended September 30, 2018.

The increase in net revenues was attributable to the combination of (i) a €92 million increase in cars and spare parts, (ii) a €7 million increase in sponsorship, commercial and brand, and (iii) a €2 million increase in other net revenues, partially offset by (iv) a €24 million decrease in engines.

### ***Cars and spare parts***

Net revenues generated from cars and spare parts were €708 million for the three months ended September 30, 2019, an increase of €92 million, or 14.8 percent, from €616 million for the three months ended September 30, 2018.

The €92 million increase in net revenues was composed of increases in all four of our main geographical regions, including: (i) a €45 million increase in EMEA, (ii) a €36 million increase in Americas (including positive foreign currency translation impact driven by the strengthening of the U.S. Dollar compared to the Euro), (iii) a €7 million increase in the Rest of APAC, and (iv) a €4 million increase in Mainland China, Hong Kong and Taiwan.

The increase in net revenues was primarily attributable to positive volume impact and greater contribution from our personalization programs, as well as positive foreign currency impact. In particular, total shipments increased by 212 cars compared to the prior year (or 9.4 percent), including a 9.5 percent increase in V8 models and an 8.9 percent increase in V12 models, as well as the initial deliveries of the Ferrari Monza SP1 and SP2 towards the end of September. The increase in shipments was mainly driven by deliveries of the Ferrari Portofino, the 488 Pista, the 812 Superfast and the ramp up of the 488 Pista Spider, partially offset by lower shipments of the 488 GTB and 488 Spider, which concluded their lifecycles, as well as deliveries of the strictly limited edition Ferrari J50 in 2018. Shipments during the quarter were lower to Mainland China as a result of the decision to accelerate client deliveries in the first half of the year, in advance of new emissions regulations.

### ***Engines***

Net revenues generated from engines were €46 million for the three months ended September 30, 2019, a decrease of €24 million, or 34.3 percent, from €70 million for the three months ended September 30, 2018. The €24 million decrease was attributable to a decrease in net revenues generated from the sale of engines to Maserati.

### ***Sponsorship, commercial and brand***

Net revenues generated from sponsorship, commercial agreements and brand management activities were €135 million for the three months ended September 30, 2019, an increase of €7 million, or 5.8 percent, from €128 million for the three months ended September 30, 2018. The increase was primarily attributable to higher revenues from Formula 1 racing activities and, to a lesser extent, positive foreign currency exchange impact.

### ***Other***

Other net revenues, which primarily relate to our financial services activities and management of the Mugello racetrack, amounted to €26 million and €24 million for the three months ended September 30, 2019 and 2018, respectively.

### **Cost of sales**

	For the three months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
(€ million, except percentages)						
Cost of sales	425	46.5%	402	47.9%	23	6.1%

Cost of sales for the three months ended September 30, 2019 was €425 million, an increase of €23 million, or 6.1 percent, from €402 million for the three months ended September 30, 2018. As a percentage of net revenues, cost of sales was 46.5 percent for the three months ended September 30, 2019 compared to 47.9 percent for the three months ended September 30, 2018.

The increase in cost of sales was primarily attributable to an increase in volumes and industrial costs and, to a lesser extent, higher amortization and depreciation, partially offset by a decrease in costs related to lower engine volumes and a release of provisions related to favorable developments in emissions regulations that occurred in the third quarter of 2019.

## Selling, general and administrative costs

	For the three months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Selling, general and administrative costs	96	10.5%	87	10.4%	9	10.7%

Selling, general and administrative costs for the three months ended September 30, 2019 were €96 million, an increase of €9 million, or 10.7 percent, from €87 million for the three months ended September 30, 2018. As a percentage of net revenues, selling, general and administrative costs were 10.5 percent for the three months ended September 30, 2019 compared to 10.4 percent for the three months ended September 30, 2018.

The increase in selling, general and administrative costs was primarily attributable to product launches for new cars in our product offering and to support the organic growth of the business.

## Research and development costs

	For the three months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Research and development costs expensed during the period	129	14.1 %	113	13.5 %	16	14.6 %
Amortization of capitalized development costs	33	3.6 %	30	3.6 %	3	7.4 %
Research and development costs	162	17.7%	143	17.1%	19	13.0%

Research and development costs for the three months ended September 30, 2019 were €162 million, an increase of €19 million, or 13.0 percent, from €143 million for the three months ended September 30, 2018. As a percentage of net revenues, research and development costs were 17.7 percent for the three months ended September 30, 2019 compared to 17.1 percent for the three months ended September 30, 2018.

The increase of €19 million in research and development costs during the period was primarily to support innovation activities on our product range and components, as well as higher spending for Formula 1 racing activities.

## Other expenses, net

	For the three months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Other expenses, net	6	4	2	32.6%

Other expenses, net for the three months ended September 30, 2019 included other expenses of €7 million, mainly related to indirect taxes and other miscellaneous expenses, partially offset by other income of €1 million, mainly related to rental income and other miscellaneous income.

Other expenses, net for the three months ended September 30, 2018 included other expenses of €5 million, mainly related to provisions, indirect taxes and other miscellaneous expenses, partially offset by other income of €1 million, mainly related to rental income and other miscellaneous income.

## EBIT

	For the three months ended September 30,				Increase/(Decrease)	
		Percentage of net revenues		Percentage of net revenues	2019 vs. 2018	
	2019		2018			
	(€ million, except percentages)					
EBIT	227	24.8%	203	24.2%	24	11.7%

EBIT for the three months ended September 30, 2019 was €227 million, an increase of €24 million, or 11.7 percent, from €203 million for the three months ended September 30, 2018.

The increase in EBIT was attributable to the combined effects of (i) positive volume impact of €20 million, (ii) positive product mix and price impact of €23 million, (iii) an increase in research and development costs of €19 million, (iv) an increase in selling, general and administrative costs of €9 million, (v) negative contribution from other supporting activities of €6 million, and (vi) positive foreign currency exchange impact of €15 million (including foreign currency hedging instruments) primarily driven by the strengthening of the U.S. Dollar compared to the Euro.

The positive product mix and price impact was primarily attributable to the combined positive effects from our personalization programs and the first deliveries of the Ferrari Monza SP1 and SP2.

## Net financial expenses

	For the three months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Net financial expenses	16	6	10	148.6%

Net financial expenses for the three months ended September 30, 2019 increased to €16 million compared to €6 million for the three months ended September 30, 2018, primarily driven by the partial repurchase of bonds following a cash tender offer in July, which resulted in €8 million of costs relating to the combined impact of the repurchase price and premium incurred, as well as previously unamortized issuance costs.

## Income tax expense/(benefit)

	For the three months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Income tax expense/(benefit)	42	(90)	132	n.m.

Income tax expense for the three months ended September 30, 2019 was €42 million compared to income tax benefit of €90 million for the three months ended September 30, 2018.

In September 2018, the Group signed an agreement with the Italian Revenue Agency in relation to the Patent Box tax regime, which provides a tax benefit for companies that generate income through the use, both direct and indirect, of copyrights, patents, trademarks, designs and know-how. The agreement relates to the five-year period from 2015 to 2019. The Group applied the Patent Box tax regime for the calculation of income taxes starting in the third quarter of 2018.

The effective tax rate net of IRAP was 17.9 percent for the three months ended September 30, 2019, (total effective tax rate of 20.0 percent) and benefited from the positive impact of the Patent Box benefit. The income tax benefit of €90 million for the three months ended September 30, 2018 included the positive impact of the Patent Box benefit relating to the years 2015 to 2017 of €141 million.



## Nine months ended September 30, 2019 compared to nine months ended September 30, 2018

The following is a discussion of the results of operations for the nine months ended September 30, 2019 compared to the nine months ended September 30, 2018. The presentation includes line items as a percentage of net revenues for the respective periods presented to facilitate period-to-period comparisons.

	For the nine months ended September 30,			
	2019	Percentage of net revenues	2018	Percentage of net revenues
	(€ million, except percentages)			
Net revenues	2,839	100.0 %	2,575	100.0 %
Cost of sales	1,367	48.2 %	1,224	47.6 %
Selling, general and administrative costs	255	9.0 %	240	9.3 %
Research and development costs	517	18.2 %	482	18.7 %
Other expenses, net	4	0.1 %	—	— %
Result from investments	2	0.1 %	2	0.1 %
<b>EBIT</b>	<b>698</b>	<b>24.6%</b>	<b>631</b>	<b>24.5%</b>
Net financial expenses	32	1.1 %	15	0.6 %
<b>Profit before taxes</b>	<b>666</b>	<b>23.5%</b>	<b>616</b>	<b>23.9%</b>
Income tax expense	133	4.7 %	20	0.7 %
<b>Net profit</b>	<b>533</b>	<b>18.8%</b>	<b>596</b>	<b>23.2%</b>

### Net revenues

	For the nine months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Cars and spare parts <sup>(1)</sup>	2,209	77.8 %	1,898	73.7 %	311	16.4 %
Engines <sup>(2)</sup>	157	5.5 %	227	8.8 %	(70)	(30.8)%
Sponsorship, commercial and brand <sup>(3)</sup>	394	13.9 %	380	14.7 %	14	3.8 %
Other <sup>(4)</sup>	79	2.8 %	70	2.8 %	9	12.7 %
<b>Total net revenues</b>	<b>2,839</b>	<b>100.0%</b>	<b>2,575</b>	<b>100.0%</b>	<b>264</b>	<b>10.3 %</b>

(1) Includes the net revenues generated from shipments of our cars, including any personalization revenue generated on these cars and sales of spare parts.

(2) 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.

(3) 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.

(4) Primarily relates to financial services activities and management of the Mugello racetrack.

Net revenues for the nine months ended September 30, 2019 were €2,839 million, an increase of €264 million, or 10.3 percent (an increase of 8.3 percent on a constant currency basis), from €2,575 million for the nine months ended September 30, 2018.

The increase in net revenues was attributable to the combination of (i) a €311 million increase in cars and spare parts, (ii) a €14 million increase in sponsorship, commercial and brand, and (iii) a €9 million increase in other net revenues, partially offset by (iv) a €70 million decrease in engines.

### Cars and spare parts

Net revenues generated from cars and spare parts were €2,209 million for the nine months ended September 30, 2019 an increase of €311 million, or 16.4 percent, from €1,898 million for the nine months ended September 30, 2018.

The €311 million increase in net revenues was composed of increases in all four of our main geographical regions, including: (i) a €125 million increase in EMEA, (ii) a €103 million increase in Mainland China, Hong Kong and Taiwan, (iii) a €59 million increase in Americas (including positive foreign currency translation impact driven by the strengthening of the U.S. Dollar compared to the Euro), and (iv) a €24 million increase in the Rest of APAC.

The increase in net revenues was primarily attributable to positive volume impact, greater contribution from our personalization programs and positive foreign currency impact, as well as deliveries of the FXX K EVO. In particular, total shipments increased by 902 cars compared to the prior year (or 13.2 percent), primarily attributable to a 16.7 percent increase in V8 models, and a 2.9 percent increase in V12 models. The increase in shipments was mainly driven by deliveries of the Ferrari Portofino, the 488 Pista, the 812 Superfast and the ramp up of the 488 Pista Spider, as well as the initial deliveries of the Ferrari Monza SP1 and SP2 towards the end of September. These effects were partially offset by lower shipments of the 488 Spider and 488 GTB, which concluded their lifecycles, as well as the effects of the LaFerrari Aperta, which finished its limited series run in 2018. Shipments during the period were impacted by a shift in geographical mix in favor of Mainland China as a result of the decision to accelerate deliveries in the first half of the year in advance of the early implementation of new emissions regulations.

### ***Engines***

Net revenues generated from engines were €157 million for the nine months ended September 30, 2019, a decrease of €70 million, or 30.8 percent, from €227 million for the nine months ended September 30, 2018. The €70 million decrease was attributable to a decrease in net revenues generated from the sale of engines to Maserati.

### ***Sponsorship, commercial and brand***

Net revenues generated from sponsorship, commercial agreements and brand management activities were €394 million for the nine months ended September 30, 2019, an increase of €14 million, or 3.8 percent, from €380 million for the nine months ended September 30, 2018. The increase was primarily attributable to higher revenues from Formula 1 racing activities and positive foreign currency exchange impact.

### ***Other***

Other net revenues, which primarily relate to our financial services activities and management of the Mugello racetrack, amounted to €79 million and €70 million for the nine months ended September 30, 2019 and 2018, respectively.

### **Cost of sales**

	For the nine months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Cost of sales	1,367	48.2%	1,224	47.6%	143	11.8%

Cost of sales for nine months ended September 30, 2019 was €1,367 million, an increase of €143 million, or 11.8 percent, from €1,224 million for the nine months ended September 30, 2018. As a percentage of net revenues, cost of sales was 48.2 percent, for the nine months ended September 30, 2019 compared to 47.6 percent for the nine months ended September 30, 2018.

The increase in cost of sales was primarily attributable to an increase in volumes and industrial costs and, to a lesser extent, negative foreign currency exchange impact and higher amortization and depreciation, partially offset by a decrease in costs related to lower engine volumes and a release of provisions related to favorable developments in emissions regulations that occurred in the third quarter of 2019.

## Selling, general and administrative costs

	For the nine months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Selling, general and administrative costs	255	9.0%	240	9.3%	15	6.3%

Selling, general and administrative costs for the nine months ended September 30, 2019 were €255 million, an increase of €15 million, or 6.3 percent, from €240 million for the nine months ended September 30, 2018. As a percentage of net revenues, selling, general and administrative costs were 9.0 percent for the nine months ended September 30, 2019 compared to 9.3 percent for the nine months ended September 30, 2018.

The increase in selling, general and administrative costs was primarily attributable to product launches for new cars in our product offering as well as costs incurred to support the organic growth of the business.

## Research and development costs

	For the nine months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
Research and development costs expensed during the period	423	14.9 %	397	15.4 %	26	6.5 %
Amortization of capitalized development costs	94	3.3 %	85	3.3 %	9	10.5 %
<b>Research and development costs</b>	<b>517</b>	<b>18.2%</b>	<b>482</b>	<b>18.7%</b>	<b>35</b>	<b>7.2%</b>

Research and development costs for the nine months ended September 30, 2019 were €517 million, an increase of €35 million, or 7.2 percent, from €482 million for the nine months ended September 30, 2018. As a percentage of net revenues, research and development costs were 18.2 percent for the nine months ended September 30, 2019 compared to 18.7 percent for the nine months ended September 30, 2018.

The increase of €35 million in research and development costs during the period was primarily to support innovation activities on our product range and components, as well as higher spending for Formula 1 racing activities.

## Other expenses, net

	For the nine months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Other expenses, net	4	—	4	n.m.

Other expenses, net for the nine months ended September 30, 2019 included other expenses of €17 million, mainly related to indirect taxes, provisions and other miscellaneous expenses, partially offset by income of €13 million, mainly related to a change in estimate of the risk and related provision associated with a legal dispute, based on developments that occurred in the first quarter of 2019, as well as other miscellaneous income.

Other expenses, net for the nine months ended September 30, 2018 included other income of €13 million, mainly due to a pronouncement on a prior year's legal dispute, and to a lesser extent rental income and miscellaneous income, partially offset by other expenses of €13 million, mainly related to indirect taxes, accruals for provisions and other miscellaneous expenses.

## EBIT

	For the nine months ended September 30,				Increase/(Decrease)	
	2019	Percentage of net revenues	2018	Percentage of net revenues	2019 vs. 2018	
	(€ million, except percentages)					
EBIT	698	24.6%	631	24.5%	67	10.5%

EBIT for the nine months ended September 30, 2019 was €698 million, an increase of €67 million, or 10.5 percent, from €631 million for the nine months ended September 30, 2018.

The increase in EBIT was attributable to the combined effects of (i) positive volume impact of €107 million, (ii) positive product mix and price impact of €6 million, (iii) an increase in research and development costs of €35 million, (iv) an increase in selling, general and administrative costs of €15 million, (v) negative contribution from other supporting activities of €37 million, and (vi) positive foreign currency exchange impact of €41 million (including foreign currency hedging instruments) primarily driven by the strengthening of the U.S. Dollar compared to the Euro.

The positive product mix and price impact was primarily attributable to the combined positive effects from our personalization programs and deliveries of the FXX K EVO, partially offset by the negative range models product mix.

## Net financial expenses

	For the nine months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Net financial expenses	32	15	17	112.9%

Net financial expenses for the nine months ended September 30, 2019 increased to €32 million compared to €15 million for the nine months ended September 30, 2018, primarily attributable to the net costs of hedging and foreign exchange losses of €9 million and the partial repurchase of bonds following a cash tender offer in July, which resulted in €8 million of costs relating to the combined impact of the repurchase price and premium incurred, as well as previously unamortized issuance costs.

## Income tax expense

	For the nine months ended September 30,		Increase/(Decrease)	
	2019	2018	2019 vs. 2018	
	(€ million, except percentages)			
Income tax expense	133	20	113	n.m.

Income tax expense for the nine months ended September 30, 2019 was €133 million compared to €20 million for the nine months ended September 30, 2018.

In September 2018, the Group signed an agreement with the Italian Revenue Agency in relation to the Patent Box tax regime, which provides a tax benefit for companies that generate income through the use, both direct and indirect, of copyrights, patents, trademarks, designs and know-how. The agreement relates to the five-year period from 2015 to 2019. The Group applied the Patent Box tax regime for the calculation of income taxes starting in the third quarter of 2018.

The effective tax rate (net of IRAP) was 17.4 percent for the nine months ended September 30, 2019 compared to 0.3 percent for the nine months ended September 30, 2018 (total effective tax rate of 20.0 percent and 3.2 percent for the nine months ended September 30, 2019 and 2018, respectively). Income taxes for the nine months ended September 30, 2018 included the positive impact of the Patent Box benefit relating to the years 2015 to 2017 of €141 million.

Excluding the impact of the Patent Box benefit relating to the years 2015 to 2017, the adjusted effective tax rate (net of IRAP) for the nine months ended September 30, 2018 would have been 23.3 percent. The decrease in adjusted effective tax rate

(net of IRAP) from 23.3 percent for the nine months ended September 30, 2018 to 17.4 percent for the nine months ended September 30, 2019 was primarily attributable to an increase in the Patent Box benefit for 2019 compared to 2018, as well as deductions related to eligible depreciation of fixed assets in accordance with tax regulations in Italy.

## **Liquidity and Capital Resources**

### ***Liquidity Overview***

We require liquidity in order to fund our business operations and meet our obligations. Short-term liquidity is required to purchase raw materials, parts and components for car production, as well as to fund selling, general, administrative, research and development, and other expenses. In addition to our general working capital and operational needs, we expect to use cash for capital expenditures to support our existing product range and broaden our future product portfolio. We make capital investments to support continuous product range renewal and expansion, as well as for initiatives to enhance manufacturing efficiency, improve capacity, and for maintenance and environmental compliance. We have increasingly incurred research and development expenditure to transition our product portfolio to hybrid technology. We fund our capital expenditure primarily with cash generated from our operating activities.

We centrally manage our operating cash management, liquidity and cash flow requirements with the objective of ensuring efficient and effective management of our funds. We believe that our cash generation together with our current liquidity will be sufficient to meet our obligations and fund our business and capital expenditures.

See the “*Net Debt and Net Industrial Debt*” section below for further details relating to our liquidity.

### ***Cyclical Nature of Our Cash Flows***

Our working capital is subject to month to month fluctuations due to, among other things, production and sales volumes, our financial services activities, as well as the timing of capital expenditure and tax payments. In particular, our inventory levels increase in the periods leading up to launches of new models, during the phase out of existing models and at the end of the second quarter when our inventory levels are generally higher to support the summer plant shutdown.

We generally receive payment for cars between 30 and 40 days after the car is shipped (except when we provide dealer financing or sell invoices to a factor) while we generally pay most suppliers between 60 and 90 days after we receive the raw materials or components. Additionally, we also receive advance payments from our customers, mainly for our hypercars and limited edition cars (and starting in the first quarter of 2019, our Icona cars). We maintain sufficient inventory of raw materials and components to ensure continuity of our production lines but delivery of most raw materials and components takes place monthly or more frequently in order to minimize inventories. The manufacture of one of our cars typically takes between 30 and 45 days, depending on the level of automation of the relevant production line, and the car is generally shipped to our dealers three to six days following the completion of production, although to ensure prompt deliveries in certain regions we may warehouse cars in local markets for longer periods of time. As a result of the above, including the advances received from customers for certain models, we generally receive payment for cars shipped before we are required to make payment for the raw materials and components used in manufacturing the cars.

Our investments for capital expenditure and research and development are, among other factors, influenced by the timing and number of new models launches. Our development costs, as well as our other investments in capital expenditure, generally peak in periods when we develop a significant number of new models to renew or expand our product range. Our research and development costs are also influenced by the timing of research costs for our Formula 1 activities, for which expenditure is generally higher in the first and last quarters of the year. We significantly increased our capital expenditure in 2018 and we expect our capital expenditure will continue to increase in 2019 to further our investments in hybrid technology and to support the expansion of our product range.

The payment of income taxes also affects our working capital. We have typically paid our income taxes in two advances. As a result of signing an agreement in September 2018 with the Italian Revenue Agency in relation to the Patent Box tax regime for the years 2015 to 2019, our income tax expense was significantly reduced in 2018 and we did not pay the first advance in relation to 2019 income taxes in the first nine months of 2019. The Group has applied for a new ruling with the Italian Revenue Agency in relation to the Patent Box tax regime for the period from 2020 to 2024, which provides a tax benefit for companies that generate income through the direct use of copyrights, patents, designs and know-how during that period. See Note 12 “*Income Tax Expense/(Benefit)*” to the Interim Condensed Consolidated Financial Statements for additional details related to the Patent Box.

## Cash Flows

The following table summarizes the cash flows from/(used in) operating, investing and financing activities for the nine months ended September 30, 2019 and 2018. For additional details of our cash flows, see our Interim Condensed Consolidated Financial Statements included elsewhere in this Interim Report.

	For the nine months ended September 30,	
	2019	2018
	(€ million, except share data)	
<b>Cash and cash equivalents at beginning of the period</b>	<b>794</b>	<b>648</b>
Cash flows from operating activities	949	619
Cash flows used in investing activities	(451)	(403)
Cash flows used in financing activities	(423)	(110)
Translation exchange differences	2	(1)
<b>Total change in cash and cash equivalents</b>	<b>77</b>	<b>105</b>
<b>Cash and cash equivalents at end of the period</b>	<b>871</b>	<b>753</b>

### *Operating Activities - Nine Months Ended September 30, 2019*

Our cash flows from operating activities for the nine months ended September 30, 2019 were €949 million, primarily the result of:

- (i) profit before taxes of €666 million adjusted to add back €238 million for depreciation and amortization expense, €32 million of net finance costs and €27 million of other non-cash expenses and income (including net gains on disposals of property, plant and equipment and intangible assets as well as non-cash result from investments) and €3 million in provisions accrued; and
- (ii) €188 million of cash related to the net change in other operating assets and liabilities, primarily attributable to advances received for the Ferrari Monza SP1 and SP2.

These cash inflows were partially offset by:

- (i) €96 million related to cash absorbed from the net change in inventories, trade receivables and trade payables, driven by cash absorbed by trade payables of €53 million, trade receivables of €36 million and inventories of €7 million, respectively;
- (ii) €58 million related to cash absorbed from receivables from financing activities, primarily attributable to an increase in the financial receivables portfolio;
- (iii) €27 million of net finance costs paid; and
- (iv) €24 million of income taxes paid.

### *Operating Activities - Nine Months Ended September 30, 2018*

Our cash flows from operating activities for the nine months ended September 30, 2018 were €619 million, primarily the result of:

- (i) profit before taxes of €616 million adjusted for €210 million for depreciation and amortization expense, €26 million related to other non-cash expenses and income (including net gains on disposals of property, plant and equipment and intangible assets as well as non-cash result from investments), €15 million related to net finance costs and €6 million in provisions accrued.

These cash inflows were partially offset by:

- (i) €71 million related to cash absorbed from receivables from financing activities, primarily attributable to an increase in the financial receivables portfolio;
- (ii) €59 million relating to cash absorbed by the change in other operating assets and liabilities, primarily attributable to the release of advances on the LaFerrari Aperta and the payment of employee bonuses;
- (iii) €25 million related to cash absorbed from the net change in inventories, trade receivables and trade payables, driven by cash absorbed by trade payables of €63 million, mainly due to seasonality and the scheduled summer shutdown, partially offset by cash generated from trade receivables of €33 million and cash generated from inventories of €5 million;
- (iv) €10 million of net finance costs paid; and
- (v) €89 million of income taxes paid.

*Investing Activities - Nine Months Ended September 30, 2019*

For the nine months ended September 30, 2019 our net cash used in investing activities was €451 million, primarily the result of

(i) €238 million for additions to intangible assets, mainly related to externally acquired and internally generated development costs, and (ii) €215 million of capital expenditures additions to property, plant and equipment, mainly related to plant and machinery for new models. These cash flows were partially offset by proceeds of €2 million from the disposal of property, plant and equipment. For a detailed analysis of additions to property, plant and equipment and intangible assets see “*Capital Expenditures*.”

*Investing Activities - Nine Months Ended September 30, 2018*

For the nine months ended September 30, 2018 our net cash used in investing activities was €248 million, primarily the result of

(i) €223 million for additions to intangible assets, mainly related to externally acquired and internally generated development costs, and (ii) €180 million of capital expenditures for additions to property, plant and equipment, mainly related to plant and machinery for new models. For a detailed analysis of additions to property, plant and equipment and intangible assets see “*Capital Expenditures*.”

*Financing Activities - Nine Months Ended September 30, 2019*

For the nine months ended September 30, 2019, net cash used in financing activities was €423 million, primarily the result of:

- (i) €315 million related to the cash tender offer to repurchase an aggregate nominal amount of €200 million of the 2021 Bond and an aggregate nominal amount of €115 million of the 2023 Bond;
- (ii) €303 million paid to repurchase common shares under the Company’s share repurchase program;
- (iii) €195 million of dividends paid, of which €2 million was to non-controlling interests; and
- (iv) €4 million related to the net change in bank borrowings and lease liabilities.

These cash outflows were partially offset by:

- (i) €298 million of net proceeds from the Company's issuance of 1.12 percent senior notes due August 2029 and 1.27 percent senior notes due August 2031, each having a principal of €150 million; and
- (ii) €89 million of proceeds net of repayments related to our revolving securitization programs in the U.S.;
- (iii) €7 million related to the net change in other debt.

#### *Financing Activities - Nine Months Ended September 30, 2018*

For the nine months ended September 30, 2018 net cash used in financing activities was €132 million, primarily the result of:

- (i) €135 million of dividends paid, of which €2 million was to non-controlling interests;
- (ii) €30 million paid to repurchase common shares under the Company's share repurchase program;
- (iii) €12 million related to the net change in other debt; and
- (iv) €2 million related to the net change in bank borrowings.

These cash outflows were partially offset by:

- (i) €69 million of proceeds net of repayments related to our revolving securitization programs in the U.S..

#### **Capital Expenditures**

Capital expenditures are defined as cash outflows that result in additions to property, plant and equipment and intangible assets. Capital expenditures for the nine months ended September 30, 2019 and 2018 were €453 million and €403 million, respectively.

The following table sets forth a breakdown of capital expenditures by category for each of the nine months ended September 30, 2019 and 2018:

	<b>For the nine months ended September 30,</b>	
	<b>2019</b>	<b>2018</b>
	(€ million, except share data)	
<b>Intangible assets</b>		
Externally acquired and internally generated development costs	228	216
Patents, concessions and licenses	8	6
Other intangible assets	2	1
<b>Total intangible assets</b>	<b>238</b>	<b>223</b>
<b>Property, plant and equipment</b>		
Industrial buildings	11	12
Plant, machinery and equipment	58	50
Other assets	13	5
Advances and assets under construction	133	113
<b>Total property, plant and equipment</b>	<b>215</b>	<b>180</b>
<b>Total capital expenditures</b>	<b>453</b>	<b>403</b>



### *Intangible assets*

Our total capital expenditures in intangible assets were €238 million and €223 million for the nine months ended September 30, 2019 and 2018, respectively.

The most significant investments relate to externally acquired and internally generated development costs. In particular, we make such investments to support the development of our current and future product offering. The capitalized development costs primarily include materials and personnel costs relating to engineering, design and development activities focused on content enhancement of existing cars and new models, including to transition our product portfolio to hybrid technology. We constantly invest in product development to ensure we can quickly and efficiently respond to market demand and/or technological breakthroughs and in order to maintain our position at the top of the luxury performance sports cars market.

The increase in externally acquired and internally generated development costs reflects the gradual introduction of hybrid technology into our product portfolio. We believe hybrid technology is relevant to providing continuing performance upgrades to our sports car customers, and will also help us capture the preferences of the urban, affluent purchasers of GT cars whom we are increasingly targeting.

For the nine months ended September 30, 2019 we invested €228 million in externally acquired and internally generated development costs, of which €122 million related to the development of models to be launched in future years and €106 million primarily related to the development of our current product portfolio and car components.

For the nine months ended September 30, 2018 we invested €216 million in externally acquired and internally generated development costs, of which €163 million related to the development of models to be launched in future years and €53 million related to the development of models in our current product portfolio and car components.

### *Property, plant and equipment*

Our total capital expenditures in property, plant and equipment were €215 million and €180 million for the nine months ended September 30, 2019 and 2018, respectively.

Our most significant investments primarily related to industrial tools needed for the production of cars and investments in car production lines (including those for models to be launched in future years), as well as expenditures related to our personalization programs and engine assembly lines. The increase in capital expenditures in advances and assets under construction reflects our focus on the hybridization and broadening of our product range and supporting future model launches.

At September 30, 2019, the Group had contractual commitments for the purchase of property, plant and equipment amounting to €110 million.

### ***Net Debt and Net Industrial Debt***

Due to different sources of cash flows used for the repayment of debt between industrial activities and financial services activities, and the different business structure and leverage implications, Net Industrial Debt, together with Net Debt, are the primary measures used by us to analyze our capital structure and financial leverage. We believe the presentation of Net Industrial Debt aids management and investors in their analysis of the Group's financial position and financial performance and to compare with other companies. Net Industrial Debt is defined as total debt less cash and cash equivalents (Net Debt), further adjusted to exclude the debt and cash and cash equivalents related to our financial services activities (Net Debt of Financial Services Activities). Starting in 2019 we changed the definition of Net Industrial Debt. See "*Non-GAAP Financial Measures*" above for further information.

The following table sets forth a reconciliation of Net Debt and Net Industrial Debt at September 30, 2019 and December 31, 2018.

	At September 30, 2019	At December 31, 2018
	(€ million, except share data)	
Cash and cash equivalents	871	794
<b>Total liquidity</b>	<b>871</b>	<b>794</b>
Bonds	(883)	(1,198)
Asset-backed financing (Securitizations)	(810)	(683)
Notes	(299)	—
Lease liabilities <sup>(1)</sup>	(62)	—
Borrowings from banks	(36)	(36)
Other Debt	(18)	(10)
<b>Total Debt</b>	<b>(2,108)</b>	<b>(1,927)</b>
<b>Net Debt (A)</b>	<b>(1,237)</b>	<b>(1,133)</b>
Net Debt of Financial Services Activities (B)	(868)	(763)
<b>Net Industrial Debt (A-B)</b>	<b>(369)</b>	<b>(370)</b>

(1) As a result of adopting IFRS 16 - Leases on January 1, 2019, the Group recognized right-of-use assets and related lease liabilities of €63 million in relation to leases which had previously been classified as operating leases under IAS 17. For further details please refer to Note 3 in the Interim Condensed Consolidated Financial Statements.

Following a cash tender offer, on July 16, 2019 the Company executed a partial repurchase of the 2023 Bond and 2021 Bond for aggregate nominal amounts of €115 million and €200 million respectively. On July 31, 2019, the Company issued 1.12 percent senior notes due August 2029 (“2029 Notes”) and 1.27 percent senior notes due August 2031 (“2031 Notes”) through a private placement to certain US institutional investors, each having a principal of €150 million. The net proceeds from the issuances amounted to €298 million.

For further details on total debt, see Note 23 “Debt” to the Interim Condensed Consolidated Financial Statements included elsewhere in this document.

#### *Cash and cash equivalents*

Cash and cash equivalents amounted to €871 million at September 30, 2019 compared to €794 million at December 31, 2018. See “Free Cash Flow and Free Cash Flow from Industrial Activities” and “Cash Flows” for further details.

Approximately 73 percent of our cash and cash equivalents were denominated in Euro at September 30, 2019 (approximately 78 percent at December 31, 2018). Our cash and cash equivalents denominated in currencies other than the Euro are available mostly to Ferrari S.p.A. and certain subsidiaries which operate in areas other than Europe. Cash held in such countries may be subject to transfer restrictions depending on the jurisdictions in which these subsidiaries operate. In particular, cash held in China (including in foreign currencies), which amounted to €113 million at September 30, 2019 (€78 million at December 31, 2018), is subject to certain repatriation restrictions and may only be repatriated as dividends or capital distributions. We do not currently believe that such transfer restrictions have an adverse impact on our ability to meet our liquidity requirements.

The following table sets forth an analysis of the currencies in which our cash and cash equivalents were denominated at the dates presented.

	<b>At September 30,</b>	<b>At December 31,</b>
	<b>2019</b>	<b>2018</b>
	(€ million, except share data)	
Euro	634	616
Chinese Yuan	108	73
U.S. Dollar	89	50
Japanese Yen	13	24
Other currencies	27	31
<b>Total</b>	<b>871</b>	<b>794</b>

Cash collected from the settlement of receivables or credit lines pledged as collateral under securitization programs is subject to certain restrictions regarding its use and is primarily applied to repay principal and interest of the related funding. Such cash amounted to €36 million at September 30, 2019 (€26 million at December 31, 2018).

*Total available liquidity*

Total available liquidity (defined as cash and cash equivalents plus undrawn committed credit lines) at September 30, 2019 was €1,371 million (€1,294 million at December 31, 2018).

The following table summarizes our total available liquidity:

	<b>At September 30,</b>	<b>At December 31,</b>
	<b>2019</b>	<b>2018</b>
	(€ million, except share data)	
Cash and cash equivalents	871	794
Undrawn committed credit lines	500	500
<b>Total available liquidity</b>	<b>1,371</b>	<b>1,294</b>

The undrawn committed credit lines relates to a revolving credit facility. For further details, see Note 23 “*Debt*” in the Interim Condensed Consolidated Financial Statements included elsewhere in this document.

### ***Free Cash Flow and Free Cash Flow from Industrial Activities***

Free Cash Flow and Free Cash Flow from Industrial Activities are two of our primary performance indicators to measure the Group's performance. These measures are presented by management to aid investors in their analysis of the Group's financial performance and to compare the Group's financial performance with that of other companies. Free Cash Flow is defined as cash flows from operating activities less investments in property, plant and equipment and intangible assets. Free Cash Flow from Industrial Activities is defined as Free Cash Flow adjusted to exclude the operating cash flow from our financial services activities (Free Cash Flow from Financial Services Activities). Starting in 2019 we changed the definition of Free Cash Flow and Free Cash Flow from Industrial Activities. See "*Non-GAAP Financial Measures*" above for further information.

The following table sets forth our Free Cash Flow and Free Cash Flow from Industrial Activities for the nine months ended September 30, 2019 and 2018.

	<b>For the nine months ended September 30,</b>	
	<b>2019</b>	<b>2018</b>
	(€ million, except share data)	
Cash flows from operating activities	949	619
Investments in property, plant and equipment and intangible assets	(453)	(403)
<b>Free Cash Flow</b>	<b>496</b>	<b>216</b>
Free Cash Flow from Financial Services Activities	(63)	(48)
<b>Free Cash Flow from Industrial Activities</b>	<b>559</b>	<b>264</b>

Free Cash Flow from Industrial Activities for the nine months ended September 30, 2019 was €559 million, an increase of €295 million compared to €264 million for the nine months ended September 30, 2018. The increase in Free Cash Flow from Industrial Activities was primarily attributable to an increase in Adjusted EBITDA, a positive change in other operating assets and liabilities driven by advances received for the Ferrari Monza SP1 and SP2, as well as a decrease in taxes paid, partially offset by an increase in capital expenditures.

Free Cash Flow for the nine months ended September 30, 2019 was €496 million, an increase of €280 million compared to €216 million for the nine months ended September 30, 2018. For an explanation of the drivers in Free Cash Flow see "*Cash Flows*" above.

## Outlook

Upgraded 2019 Guidance:

- **Net revenues: ~Euro 3.7 billion** (*from > Euro 3.5 billion*)
- **Adjusted EBITDA: ~Euro 1.27 billion** (*from Euro 1.2-1.25 billion*)
- **Adjusted EBIT: ~Euro 0.92 billion** (*from Euro 0.85-0.9 billion*)
- **Adjusted diluted EPS: Euro 3.70-3.75<sup>(1)</sup> per share** (*from Euro 3.50-3.70<sup>(2)</sup> per share*)
- **Industrial free cash flow: > Euro 0.6 billion** (*from > Euro 0.55 billion*)

*(1) Calculated using the weighted average diluted number of common shares for 2019 as at October 25, 2019 of 187,864 thousand and excluding net profit attributable to non-controlling interests.*

*(2) Calculated using the weighted average diluted number of common shares for 2018 and excluding net profit attributable to non-controlling interests.*

**FERRARI N.V.**  
**INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**  
**AT AND FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2019**

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**FERRARI N.V.**  
**INTERIM CONSOLIDATED INCOME STATEMENT**  
**for the three and nine months ended September 30, 2019 and 2018**  
**(Unaudited)**

		For the three months ended September 30,		For the nine months ended September 30,	
	Note	2019	2018	2019	2018
		(€ thousand)			
Net revenues	6	915,314	838,180	2,838,974	2,574,836
Cost of sales	7	425,457	400,994	1,367,449	1,223,202
Selling, general and administrative costs	8	96,153	86,874	255,427	240,265
Research and development costs	9	162,374	143,634	517,282	482,435
Other expenses/(income), net	10	5,517	4,160	3,346	(421)
Result from investments		1,011	604	2,401	1,950
<b>EBIT</b>		<b>226,824</b>	<b>203,122</b>	<b>697,871</b>	<b>631,305</b>
Net financial expenses	11	15,629	6,286	32,093	15,075
<b>Profit before taxes</b>		<b>211,195</b>	<b>196,836</b>	<b>665,778</b>	<b>616,230</b>
Income tax expense/(benefit)	12	42,240	(91,001)	133,156	19,719
<b>Net profit</b>		<b>168,955</b>	<b>287,837</b>	<b>532,622</b>	<b>596,511</b>
<b>Net profit attributable to:</b>					
<i>Owners of the parent</i>		<i>167,851</i>	<i>286,922</i>	<i>528,246</i>	<i>594,827</i>
<i>Non-controlling interests</i>		<i>1,104</i>	<i>915</i>	<i>4,376</i>	<i>1,684</i>
<b>Basic earnings per common share (in €)</b>	13	0.90	1.52	2.82	3.15
<b>Diluted earnings per common share (in €)</b>	13	0.90	1.51	2.81	3.14

The accompanying notes are an integral part of the Interim Condensed Consolidated Financial Statements.

**FERRARI N.V.**  
**INTERIM CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
**for the three and nine months ended September 30, 2019 and 2018**  
**(Unaudited)**

		For the three months ended September 30,		For the nine months ended September 30,	
	Note	2019	2018	2019	2018
		(€ thousand)			
Net profit		168,955	287,837	532,622	596,511
Items that may be reclassified to the consolidated income statement in subsequent periods:					
(Losses)/Gains on cash flow hedging instruments	20	(21,916)	1,698	(20,442)	(11,146)
Exchange differences on translating foreign operations	20	7,210	281	8,061	4,213
Related tax impact	20	6,108	(473)	5,680	3,110
Total items that may be reclassified to the consolidated income statement in subsequent periods		(8,598)	1,506	(6,701)	(3,823)
Total other comprehensive (loss)/income, net of tax	20	(8,598)	1,506	(6,701)	(3,823)
Total comprehensive income		160,357	289,343	525,921	592,688
Total comprehensive income attributable to:					
Owners of the parent		159,211	288,566	521,424	591,112
Non-controlling interests		1,146	777	4,497	1,576

The accompanying notes are an integral part of the Interim Condensed Consolidated Financial Statements.



**FERRARI N.V.**  
**INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**at September 30, 2019 and at December 31, 2018**  
**(Unaudited)**

	Note	At September 30, 2019	At December 31, 2018
(€ thousand)			
<b>Assets</b>			
Goodwill		785,182	785,182
Intangible assets	14	778,651	645,797
Property, plant and equipment	15	996,116	850,550
Investments and other financial assets	16	36,910	32,134
Deferred tax assets		63,329	60,744
<b>Total non-current assets</b>		<b>2,660,188</b>	<b>2,374,407</b>
Inventories	17	390,848	391,064
Trade receivables	18	250,060	211,399
Receivables from financing activities	18	980,765	878,496
Current tax receivables	18	70,849	128,234
Other current assets	18	107,769	64,295
Current financial assets	19	8,202	10,174
Cash and cash equivalents		871,399	793,664
<b>Total current assets</b>		<b>2,679,892</b>	<b>2,477,326</b>
<b>Total assets</b>		<b>5,340,080</b>	<b>4,851,733</b>
<b>Equity and liabilities</b>			
Equity attributable to owners of the parent		1,386,846	1,348,722
Non-controlling interests		7,494	5,117
<b>Total equity</b>	20	<b>1,394,340</b>	<b>1,353,839</b>
Employee benefits		76,883	86,575
Provisions	22	161,096	182,539
Deferred tax liabilities		62,815	39,142
Debt	23	2,108,141	1,927,167
Other liabilities	24	872,184	589,743
Other financial liabilities	19	30,366	11,342
Trade payables	25	607,794	653,751
Current tax payables		26,461	7,635
<b>Total equity and liabilities</b>		<b>5,340,080</b>	<b>4,851,733</b>

The accompanying notes are an integral part of the Interim Condensed Consolidated Financial Statements.

**FERRARI N.V.**  
**INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS**  
**for the nine months ended September 30, 2019 and 2018**  
**(Unaudited)**

	<b>For the nine months ended September 30,</b>	
	<b>2019</b>	<b>2018</b>
	(€ thousand)	
<b>Cash and cash equivalents at beginning of the period</b>	<b>793,664</b>	<b>647,706</b>
<b>Cash flows from operating activities:</b>		
Profit before taxes	665,778	616,230
Amortization and depreciation	237,727	210,142
Provision accruals	2,935	6,662
Result from investments	(2,401)	(1,950)
Net finance costs	32,093	15,075
Other non-cash expenses, net	30,044	28,261
Net gains on disposal of property, plant and equipment and intangible assets	(74)	(138)
Change in inventories	(7,430)	5,200
Change in trade receivables	(35,962)	32,670
Change in trade payables	(53,273)	(62,769)
Change in receivables from financing activities	(58,201)	(71,748)
Change in other operating assets and liabilities	188,460	(59,161)
Finance income received	2,266	1,725
Finance costs paid	(28,886)	(11,916)
Income tax paid	(24,274)	(89,109)
<b>Total</b>	<b>948,802</b>	<b>619,174</b>
<b>Cash flows used in investing activities:</b>		
Investments in property, plant and equipment	(214,446)	(180,196)
Investments in intangible assets	(238,456)	(223,280)
Proceeds from the sale of property, plant and equipment and intangible assets	2,333	654
<b>Total</b>	<b>(450,569)</b>	<b>(402,822)</b>
<b>Cash flows used in financing activities:</b>		
Repayment of bonds	(315,395)	—
Proceeds from the issuance of notes	298,316	—
Proceeds from securitizations net of repayments	89,385	69,321
Net change in other debt	6,844	(12,171)
Net change in lease liabilities	(2,412)	—
Net change in bank borrowings	(1,754)	(2,009)
Share repurchases	(303,285)	(30,131)
Dividends paid to owners of the parent	(192,664)	(133,095)
Dividends paid to non-controlling interest	(2,120)	(2,040)
<b>Total</b>	<b>(423,085)</b>	<b>(110,125)</b>
Translation exchange differences	2,585	(571)
<b>Total change in cash and cash equivalents</b>	<b>77,733</b>	<b>105,656</b>
<b>Cash and cash equivalents at end of the period</b>	<b>871,397</b>	<b>753,362</b>

The accompanying notes are an integral part of the Interim Condensed Consolidated Financial Statements.

**FERRARI N.V.**  
**INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**for the nine months ended September 30, 2019 and 2018**  
**(Unaudited)**

	Share capital	Retained earnings and other reserves	Cash flow hedge reserve	Currency translation differences	Remeasurement of defined benefit plans	Equity attributable to owners of the parent	Non-controlling interests	Total
	(€ thousand)							
<b>At December 31, 2017</b>	<b>2,504</b>	<b>746,341</b>	<b>6,434</b>	<b>31,814</b>	<b>(8,415)</b>	<b>778,678</b>	<b>5,258</b>	<b>783,936</b>
Net profit	—	594,827	—	—	—	594,827	1,684	596,511
Other comprehensive (loss)/income	—	—	(8,036)	4,321	—	(3,715)	(108)	(3,823)
Dividends to owners of the parent	—	(133,939)	—	—	—	(133,939)	—	(133,939)
Dividends to non-controlling interests	—	—	—	—	—	—	(2,040)	(2,040)
Share-based compensation	—	20,328	—	—	—	20,328	—	20,328
Share repurchases	—	(30,131)	—	—	—	(30,131)	—	(30,131)
<b>At September 30, 2018</b>	<b>2,504</b>	<b>1,197,426</b>	<b>(1,602)</b>	<b>36,135</b>	<b>(8,415)</b>	<b>1,226,048</b>	<b>4,794</b>	<b>1,230,842</b>

	Share capital	Retained earnings and other reserves	Cash flow hedge reserve	Currency translation differences	Remeasurement of defined benefit plans	Equity attributable to owners of the parent	Non-controlling interests	Total
	(€ thousand)							
<b>At December 31, 2018</b>	<b>2,504</b>	<b>1,319,478</b>	<b>(2,992)</b>	<b>37,850</b>	<b>(8,118)</b>	<b>1,348,722</b>	<b>5,117</b>	<b>1,353,839</b>
Net profit	—	528,246	—	—	—	528,246	4,376	532,622
Other comprehensive (loss)/income	—	—	(14,762)	7,940	—	(6,822)	121	(6,701)
Dividends to owners of the parent	—	(193,238)	—	—	—	(193,238)	—	(193,238)
Dividends to non-controlling interests	—	—	—	—	—	—	(2,120)	(2,120)
Share-based compensation	—	13,223	—	—	—	13,223	—	13,223
Share repurchases	—	(303,285)	—	—	—	(303,285)	—	(303,285)
Special voting shares issuance <sup>(1)</sup>	69	(69)	—	—	—	—	—	—
<b>At September 30, 2019</b>	<b>2,573</b>	<b>1,364,355</b>	<b>(17,754)</b>	<b>45,790</b>	<b>(8,118)</b>	<b>1,386,846</b>	<b>7,494</b>	<b>1,394,340</b>

(1) See Note 20 "Equity" for additional details.

The accompanying notes are an integral part of the Interim Condensed Consolidated Financial Statements.

## NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### 1. BACKGROUND AND BASIS OF PRESENTATION

#### *Background*

Ferrari is among the world's leading luxury brands. The activities of Ferrari N.V. (herein referred to as "Ferrari" or the "Company" and together with its subsidiaries the "Group") and its subsidiaries are focused on the design, engineering, production and sale of luxury performance sports cars. The cars are designed, engineered and produced in Maranello and Modena, Italy and sold in more than 60 markets worldwide through a network of 166 authorized dealers operating 187 points of sale. The Ferrari brand is licensed to a selected number of producers and retailers of luxury and lifestyle goods, with Ferrari branded merchandise also sold through a network of 20 Ferrari-owned stores and 25 franchised stores (including 15 Ferrari Store Junior), as well as on the Group's website. To facilitate the sale of new and pre-owned cars, the Group provides various forms of financing to clients and dealers, including through cooperation and other agreements. Ferrari also participates in the Formula 1 World Championship through Scuderia Ferrari. The activities of Scuderia Ferrari are the core element of Ferrari marketing and promotional activities and an important source of innovation to support the technological advancement of Ferrari range models.

### 2. AUTHORIZATION OF INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS AND COMPLIANCE WITH INTERNATIONAL FINANCIAL REPORTING STANDARDS

These Interim Condensed Consolidated Financial Statements of Ferrari N.V. were authorized for issuance on November 4, 2019, and have been prepared in accordance with *IAS 34 - Interim Financial Reporting*. The Interim Condensed Consolidated Financial Statements should be read in conjunction with the Group's consolidated financial statements at and for the year ended December 31, 2018 (the "Consolidated Financial Statements"), which have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and IFRS as endorsed by the European Union. There is no effect on these Interim Condensed Consolidated Financial Statements resulting from differences between IFRS as issued by the IASB and IFRS as adopted by the European Union. The designation IFRS also includes International Accounting Standards ("IAS") as well as all interpretations of the International Financial Reporting Interpretations Committee ("IFRIC" and "SIC"). The accounting policies adopted in the preparation of the Interim Condensed Consolidated Financial Statements are consistent with those used at December 31, 2018, except as described in the section "New standards and amendments effective from January 1, 2019".

### 3. BASIS OF PREPARATION FOR INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The preparation of the Interim Condensed Consolidated Financial Statements requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities as well as the disclosure of contingent liabilities. If in the future such estimates and assumptions, which are based on management's best judgment at the date of these Interim Condensed Consolidated Financial Statements, deviate from the actual circumstances, the original estimates and assumptions will be modified as appropriate in the period in which the circumstances change. Reference should be made to the section "*Use of estimates*" in the Consolidated Financial Statements for a detailed description of the more significant valuation procedures used by the Group.

Moreover, in accordance with IAS 34, certain valuation procedures (in particular those of a more complex nature regarding matters such as any impairment of non-current assets) are only carried out in full during the preparation of the annual financial statements when all of the information required is available, except in the event that there are indications of impairment, in which case an immediate assessment is necessary. In the same way, the actuarial valuations that are required for the determination of employee benefit provisions are also usually carried out during the preparation of the annual consolidated financial statements, except in the event of significant market fluctuations or significant plan amendments, curtailments, or settlements.

## New standards and amendments effective from January 1, 2019

The following new standards and amendments effective from January 1, 2019 were adopted by the Group.

### IFRS 16 - Leases

#### Transition impact

The Group applied the simplified transition approach and has therefore recognized the impacts of adoption at January 1, 2019 without restating comparative figures for the period prior to adoption. The Group elected to use the exemptions permitted on transition for short term leases (contracts in which the lease terms ends within 12 months of the date of initial application) and lease contracts for which the underlying asset is of low value.

Upon adoption, the Group recognized right-of-use assets and corresponding lease liabilities in relation to leases which had previously been classified as operating lease under IAS 17, measured at the present value of the remaining lease payments over the lease term that have not been paid at the date of adoption, discounted using the Group's incremental borrowing rate as of January 1, 2019, being the rate that the Group would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions. At January 1, 2019 this rate ranged from 1 percent to 5 percent based primarily on the country of the lessee and the remaining lease term of the underlying leased assets. The lease term includes both the non-cancellable periods for which the Group has the right to use the underlying assets and also any renewal periods if the Group is reasonably certain to exercise the related renewal option.

As of January 1, 2019, after considering the exemptions mentioned above, the Group had non-cancellable operating lease commitments of approximately €74,930 thousand. Of these commitments, the Group recognized right-of-use assets and related lease liabilities of €63,535 thousand.

The main contracts within the scope of IFRS 16 for which the Group is lessee primarily relate to Ferrari stores (included within other assets) and industrial buildings.

	At September 30, 2019	At January 1, 2019
	(€ thousand)	
Industrial buildings	16,179	17,226
Plant, machinery and equipment	6,784	10,011
Other assets	36,351	36,298
<b>Right-of-use assets</b>	<b>59,314</b>	<b>63,535</b>

  

	At January 1, 2019
	(€ thousand)
Non-cancellable operating lease commitments	74,930
Lease contracts for which the underlying asset is of low value	(1,008)
Lease contracts for which the lease terms ends within 12 months	(2,420)
Discount of remaining lease payments	(7,967)
<b>Lease liabilities</b>	<b>63,535</b>

Upon adoption the Group did not recognize any deferred tax assets or liabilities in respect of temporary differences arising on initial recognition of right-of-use assets and lease liabilities as the initial recognition does not affect accounting profit or taxable profit.

For the nine months ended September 30, 2019 the impact of adopting the new standard resulted in the recognition of €12,647 thousand of depreciation of right-of-use assets and €892 thousand of financial expenses. Lease expenses that would have been recognized in the income statement under the previous lease standard, IAS 17, would have been €13,036 thousand.

There were no impacts arising on the application of IFRS 16 from the Group's activities as lessor.

#### *Lease accounting policy*

With the adoption of IFRS 16, the Group recognizes a right-of-use asset and a corresponding lease liability at the date at which the leased asset is available for use. Each lease payment is allocated between the principal liability and finance costs. Finance costs are charged to the income statement over the lease period using the effective interest rate method. The right-of-use asset is depreciated on a straight-line basis over the lease term.

Right-of-use assets are measured at cost comprising the following: (i) the amount of the initial measurement of lease liability; (ii) any lease payments made at or before the commencement date less any lease incentives received; (iii) any initial direct costs and, if applicable, (iv) restoration costs. Payments associated with short-term leases and leases of low-value assets are recognized as an expense in the income statement on a straight-line basis.

Lease liabilities are measured at the net present value of the following: (i) fixed lease payments, (ii) variable lease payments that are based on an index or a rate and, if applicable, (iii) amounts expected to be payable by the lessee under residual value guarantees, and (iv) the exercise price of a purchase option if the lessee is reasonably certain to exercise that option. Lease liabilities do not include any non-lease components that may be included in the related contracts.

Lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the Group's incremental borrowing rate is used, being the rate that the Group would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Some lease contracts contain variable payment terms that are linked to sales generated from Ferrari stores. Variable lease payments that depend on sales are recognized in the income statement in the period in which the condition that triggers those payments occurs.

Extension and termination options are included in a number of leases related to Ferrari stores, warehouses and machinery and equipment of the Group. In determining the lease term, management considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated).

#### ***IFRIC Interpretation 23 - Uncertainty over Income Tax Treatments***

The Group adopted *IFRIC Interpretation 23 - Uncertainty over Income Tax Treatments*. The interpretation provides requirements regarding how to reflect uncertainties in accounting for income taxes. The interpretation is effective on or after January 1, 2019. There was no effect from the adoption of this interpretation.

#### ***Amendments to IFRS 9 - Financial Instruments***

The Group adopted *Amendments to IFRS 9 - Financial Instruments*. These amendments allow, under certain conditions, for a prepayable financial asset with negative compensation payments to be measured at amortized cost or at fair value through other comprehensive income. The amendments also contain a clarification relating to the accounting for a modification or exchange of a financial liability measured at amortized cost that does not result in the derecognition of the financial liability. The amendments are effective on or after January 1, 2019. There was no effect from the adoption of these amendments.

#### ***Amendments to IAS 28 - Long-term Interests in Associates and Joint Ventures***

The Group adopted *Amendments to IAS 28 - Long-term Interests in Associates and Joint Ventures*. These amendments clarify that an entity applies IFRS 9 to long-term interests in an associate or joint venture that form part of the net investment in the associate or joint venture but to which the equity method is not applied. The amendments are effective on or after January 1, 2019. There was no effect from the adoption of these amendments.

#### ***Amendments to IAS 19 - Employee Benefits***

The Group adopted *Amendments to IAS 19 - Employee Benefits*. These amendments require that when there is a change to a defined benefit plan (an amendment, curtailment or settlement) the company use the adopted assumptions from the

remeasurement of a net defined benefit liability or asset to determine current service cost and net interest for the remainder of the reporting period after the change to the plan. The amendments are effective on or after January 1, 2019. There was no effect from the adoption of these amendments.

### ***Annual Improvements to IFRSs 2015-2017 Cycle***

The Group adopted *Annual Improvements to IFRSs 2015-2017 Cycle*. The improvements have amended four standards with effective date of January 1, 2019: i) *IFRS 3 - Business Combinations*, in relation to obtaining control of a business which was previously accounted for as an interest in a joint operation; ii) *IFRS 11 - Joint Arrangements*, in relation to obtaining joint control of a business which was previously accounted for as a joint operation; iii) *IAS 12 - Income Taxes*, clarifying the treatment of taxes in relation to dividend payments; and iv) *IAS 23 - Borrowing Costs*, clarifying the treatment of borrowings which were previously capitalized when the related asset is ready for its intended use or sale. There was no effect from the adoption of these amendments.

### **New standards, amendments and interpretations not yet effective**

The standards, amendments and interpretations issued by the International Accounting Standards Board (“IASB”) that will have mandatory application in 2019 or subsequent years are listed below:

In May 2017 the IASB issued *IFRS 17 - Insurance Contracts* which establishes principles for the recognition, measurement, presentation and disclosure of insurance contracts issued as well as guidance relating to reinsurance contracts held and investment contracts with discretionary participation features issued. IFRS 17 is effective on or after January 1, 2021 with early adoption allowed if IFRS 15 - Revenue from Contracts with Customers and IFRS 9 - Financial Instruments are also applied. The Group does not expect any impact from the adoption of this standard.

In October 2018 the IASB issued narrow scope amendments to *IFRS 3 - Business Combinations* to improve the definition of a business. The amendments aim to help companies determine whether an acquisition made is of a business or a group of assets. The amended definition emphasizes that the output of a business is to provide goods and services to customers, whereas the previous definition focused on returns in the form of dividends, lower costs or other economic benefits to investors and others. In addition to amending the definition of a business, supplementary guidance is provided. These amendments are effective on or after January 1, 2020. The Group does not expect any material impact from the adoption of these amendments.

In October 2018 the IASB issued amendments to *IAS 1 - Presentation of Financial Statements* and *IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors* to clarify the definition of ‘material’, as well as how materiality should be applied by including in the definition guidance that is included elsewhere in IFRS standards. In addition, the explanations accompanying the definition have been improved and the amendments ensure that the definition of material is consistent across all IFRS standards. These amendments are effective on or after January 1, 2020. The Group does not expect any material impact from the adoption of these amendments.

In September 2019 the IASB issued amendments to *IFRS 9 - Financial Instruments*, *IAS 39 - Financial Instruments: Recognition and Measurement* and *IFRS 7 - Financial Instruments: Disclosures*, collectively the “Interest Rate Benchmark Reform”. These amendments modify certain hedge accounting requirements in order to provide relief from potential effects of the uncertainty caused by the interbank offered rates (IBOR) reform, and require companies to provide additional information to investors about their hedging relationships that are directly affected by these uncertainties. These amendments are effective on or after January 1, 2020. The Group does not expect any material impact from the adoption of these amendments.

### ***Review of the Conceptual Framework for Financial Reporting***

In March 2018 the IASB revised the *Conceptual Framework for Financial Reporting*, effective immediately for the IASB and the IFRS Interpretations Committee when setting future standards, and effective for annual reporting periods on or after January 1, 2020 for companies that use the *Conceptual Framework* to develop accounting policies when no IFRS Standard applies to a particular transaction, with early application permitted. Key changes include (i) increasing the prominence of stewardship in the objective of financial reporting; (ii) reinstating prudence as a component of neutrality, defined as the exercise of caution when making judgements under conditions of uncertainty; (iii) defining a reporting entity; (iv) revising the definitions of an asset and a liability; (v) removing the probability threshold for recognition, and adding guidance on derecognition; (vi) adding guidance on the information provided by different measurement bases, and explaining factors to consider when selecting

a measurement basis; and (vii) stating that profit or loss is the primary performance indicator and income and expenses in other comprehensive income should be recycled where the relevance or faithful representation of the financial statements would be enhanced. The Group does not expect a material impact from the adoption of the revised *Conceptual Framework*.

## Scope of consolidation

With effect from May 31, 2018, Ferrari Financial Services S.p.A., which at December 31, 2017 was a fully-owned subsidiary of Ferrari S.p.A., was merged with and into Ferrari S.p.A..

## 4. FINANCIAL RISK FACTORS

The Group is exposed to various financial risks, including financial market risk (relating mainly to foreign currency exchange rates and interest rates), credit risk and liquidity risk. The Interim Condensed Consolidated Financial Statements do not include all the information and notes on financial risk management required in the annual consolidated financial statements. For a detailed description of the financial risk factors and financial risk management of the Group, reference should be made to Note 31 of the Consolidated Financial Statements at and for the year ended December 31, 2018.

## 5. OTHER INFORMATION

The principal foreign currency exchange rates used to translate other currencies into Euro were as follows:

	2019		2018		
	Average for the nine months ended September 30,	At September 30,	Average for the nine months ended September 30,	At September 30,	At December 31,
U.S. Dollar	1.1236	1.0889	1.1942	1.1576	1.1450
Pound Sterling	0.8835	0.8857	0.8841	0.8873	0.8945
Swiss Franc	1.1179	1.0847	1.1611	1.1316	1.1269
Japanese Yen	122.5696	117.5900	130.9253	131.2300	125.8500
Chinese Yuan	7.7135	7.7784	7.7789	7.9662	7.8751
Australian Dollar	1.6077	1.6126	1.5761	1.6048	1.6220
Canadian Dollar	1.4935	1.4426	1.5372	1.5064	1.5605
Singapore Dollar	1.5332	1.5060	1.6003	1.5839	1.5591
Hong Kong Dollar	8.8074	8.5368	9.3628	9.0579	8.9675

## 6. NET REVENUES

Net revenues are as follows:

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)		(€ thousand)	
Revenues from:				
Cars and spare parts	707,845	616,413	2,209,262	1,898,477
Engines	46,186	70,284	156,924	226,858
Sponsorship, commercial and brand	135,121	127,771	393,934	379,514
Other	26,162	23,712	78,854	69,987
<b>Total net revenues</b>	<b>915,314</b>	<b>838,180</b>	<b>2,838,974</b>	<b>2,574,836</b>

Other net revenues primarily relate to financial services activities and management of the Mugello racetrack.



## 7. COST OF SALES

Cost of sales for the three months ended September 30, 2019 and 2018 amounted to €425,457 thousand and €400,994 thousand, respectively, and for the nine months ended September 30, 2019 and 2018 amounted to €1,367,449 thousand and €1,223,202 thousand, respectively, consisting mainly of the cost of materials, components and labor expenses related to the manufacturing and distribution of cars and spare parts, including the engines sold to Maserati and engines rented to other Formula 1 racing teams. The remaining costs principally include depreciation, amortization, insurance and transportation costs. Cost of sales also includes warranty and product-related costs, which are estimated and recorded at the time of shipment.

Interest and other financial expenses from financial services activities included within cost of sales for the three months ended September 30, 2019 and 2018 amounted to €11,056 thousand and €8,432 thousand, respectively, and for the nine months ended September 30, 2019 and 2018 amounted to €35,514 thousand and €23,012 thousand, respectively.

## 8. SELLING, GENERAL AND ADMINISTRATIVE COSTS

Selling costs for the three months ended September 30, 2019 and 2018 amounted to €53,046 thousand and €44,091 thousand, respectively, and for the nine months ended September 30, 2019 and 2018 amounted to €134,220 thousand and €123,566 thousand, respectively, consisting mainly of costs for sales personnel, marketing and events, and retail stores. Marketing and events expenses consist primarily of costs in connection with trade and auto shows, media and client events for the launch of new models, as well as sponsorship and indirect marketing costs incurred through the Formula 1 racing team, Scuderia Ferrari.

General and administrative costs for the three months ended September 30, 2019 and 2018 amounted to €43,107 thousand and €42,783 thousand, respectively, and for the nine months ended September 30, 2019 and 2018 amounted to €121,207 thousand and €116,699 thousand, respectively, consisting mainly of administration and other general expenses that are not directly attributable to manufacturing, sales or research and development activities.

## 9. RESEARCH AND DEVELOPMENT COSTS

Research and development costs are as follows:

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)			
Research and development costs expensed during the period	129,421	112,950	423,363	397,472
Amortization of capitalized development costs	32,953	30,684	93,919	84,963
<b>Total research and development costs</b>	<b>162,374</b>	<b>143,634</b>	<b>517,282</b>	<b>482,435</b>

The main component of research and development costs expensed during the period related to research and development expenses to support the innovation of our product range and components, in particular, in relation to hybrid technology and Formula 1 activities. Research and development costs also include amortization of capitalized development costs.

## 10. OTHER EXPENSES, NET

Other expenses, net for the three months ended September 30, 2019 included other expenses of €6,794 thousand, mainly related to indirect taxes and other miscellaneous expenses, partially offset by other income of €1,277 thousand, mainly related to rental income and other miscellaneous income.

Other expenses, net for the nine months ended September 30, 2019 included other expenses of €16,219 thousand, mainly related to indirect taxes, provisions and other miscellaneous expenses, partially offset by other income of €12,873 thousand, mainly related to a change in estimate of the risk and related provision associated with a legal dispute based on developments that occurred in the first quarter of 2019, as well as other miscellaneous income.

## 11. NET FINANCIAL EXPENSES

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)			
<b>Financial income</b>				
Related to:				
Industrial activities (A)	11,788	5,696	28,370	25,302
Financial services activities (reported within net revenues)	17,168	13,350	50,472	38,067
<b>Financial expenses and expenses from derivative financial instruments and foreign currency exchange rate differences</b>				
Related to:				
Industrial activities (B)	(27,417)	(11,982)	(60,463)	(40,377)
Financial services activities (reported within cost of sales)	(11,056)	(8,432)	(35,514)	(23,012)
<b>Net financial expenses relating to industrial activities (A - B)</b>	<b>(15,629)</b>	<b>(6,286)</b>	<b>(32,093)</b>	<b>(15,075)</b>

Net financial expenses primarily related to the net costs of hedging and net foreign exchange losses, interest expenses on debt, and for the three months and nine months ended September 30, 2019 also the effects of the partial repurchase of bonds of €8,142 thousand following a cash tender offer in July (in particular the repurchase price and premium incurred, as well as previously unamortized issuance costs).

## 12. INCOME TAX EXPENSE/(BENEFIT)

Income tax expense/(benefit) is as follows:

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)			
Current tax expense	29,592	29,320	97,687	122,570
Deferred tax expense	12,219	20,187	28,876	36,990
Taxes relating to prior periods	429	(140,508)	6,593	(139,841)
<b>Total income tax expense/(benefit)</b>	<b>42,240</b>	<b>(91,001)</b>	<b>133,156</b>	<b>19,719</b>

Income tax expense amounted to €42,240 thousand for the three months ended September 30, 2019 compared to income tax benefit of €91,001 thousand for the three months ended September 30, 2018, and income tax expense of €133,156 thousand for the nine months ended September 30, 2019 compared to income tax expense of €19,719 thousand for the nine months ended September 30, 2018.

In September 2018, the Group signed an agreement with the Italian Revenue Agency in relation to the Patent Box tax regime, which provides a tax benefit for companies that generate income through the use, both direct and indirect, of copyrights, patents, trademarks, designs and know-how. The agreement relates to the five-year period from 2015 to 2019. The Group applied the Patent Box tax regime for the calculation of income taxes starting in the third quarter of 2018.

Taxes relating to prior periods recognized in 2019 are primarily attributable to agreements reached with the Italian Revenue Agency for the settlement of previous years' claims, and taxes related to prior periods recognized in 2018 are primarily related to the Patent Box tax benefit for the years 2015 to 2017.

The effective tax rate (net of IRAP) was 17.4 percent and 0.3 percent for the nine months ended September 30, 2019 and 2018, respectively, (total effective tax rate of 20.0 percent and 3.2 percent for the nine months ended September 30, 2019 and 2018, respectively). Income taxes for the nine months ended September 30, 2018 included the positive impact of the Patent Box benefit relating to the years 2015 to 2017 of €141 million.

Excluding the impact of the Patent Box benefit relating to the years 2015 to 2017, the adjusted effective tax rate (net of IRAP) for the nine months ended September 30, 2018 would have been 23.3 percent. The decrease in adjusted effective tax rate (net of IRAP) from 23.3 percent for the nine months ended September 30, 2018 to 17.4 percent for the nine months ended September 30, 2019 was primarily attributable to an increase in the Patent Box benefit for 2019 compared to 2018, as well as deductions related to eligible depreciation of fixed assets in accordance with tax regulations in Italy.

IRAP (current and deferred) for the nine months ended September 30, 2019 and 2018 amounted to €17,632 thousand and €17,750 thousand, respectively. IRAP is only applicable to Italian entities and is calculated on a measure of income defined by the Italian Civil Code as the difference between operating revenues and costs, before financial income and expense, and in particular before the cost of fixed-term employees, credit losses and any interest included in lease payments. IRAP is calculated using financial information prepared under Italian accounting standards. IRAP is applied on the tax base at 3.9 percent for each of the nine months ended September 30, 2019 and 2018, respectively.

Deferred tax assets and liabilities of the individual consolidated companies are offset within the interim consolidated statement of financial position when a legally enforceable right to offset exists.

### 13. EARNINGS PER SHARE

#### *Basic earnings per share*

Basic earnings per share is calculated by dividing the profit attributable to equity holders of Ferrari by the weighted average number of common shares in issue. The following table provides the amounts used in the calculation of basic earnings per share for the periods presented:

		For the three months ended September 30,		For the nine months ended September 30,	
		2019	2018	2019	2018
Profit attributable to owners of the parent	€ thousand	167,851	286,922	528,246	594,827
Weighted average number of common shares	thousand	186,504	188,646	187,196	188,712
<b>Basic earnings per share</b>	<b>€</b>	<b>0.90</b>	<b>1.52</b>	<b>2.82</b>	<b>3.15</b>

#### *Diluted earnings per share*

For the three and nine months ended September 30, 2019, the weighted average number of shares for diluted earnings per share was increased to take into consideration the theoretical effect of the potential common shares that would be issued under the Company's equity incentive plans (assuming 100 percent of the related awards vested). See Note 21 for additional details on the equity incentive plans.

The following table provides the amounts used in the calculation of diluted earnings per share for the three months and nine months ended September 30, 2019 and 2018:

		For the three months ended September 30,		For the nine months ended September 30,	
		2019	2018	2019	2018
Profit attributable to owners of the parent	€ thousand	167,851	286,922	528,246	594,827
Weighted average number of common shares for diluted earnings per share	thousand	187,302	189,434	187,994	189,500
<b>Diluted earnings per share</b>	<b>€</b>	<b>0.90</b>	<b>1.51</b>	<b>2.81</b>	<b>3.14</b>

Basic and diluted earnings per share for the three and nine months ended September 30, 2018 include the positive impact of the Patent Box benefit relating to the years 2015 to 2017. For further details see Note 12 *“Income Tax Expense/ (Benefit)”*.

#### 14. INTANGIBLE ASSETS

	Balance at December 31, 2018	Additions	Amortization	Translation differences and other	Balance at September 30, 2019
			(€ thousand)		
<b>Intangible assets</b>	<b>645,797</b>	<b>238,456</b>	<b>(104,753)</b>	<b>(849)</b>	<b>778,651</b>

Additions of €238,456 thousand for the nine months ended September 30, 2019 primarily related to externally acquired and internally generated development costs for new and existing models.

#### 15. PROPERTY, PLANT AND EQUIPMENT

	Balance at December 31, 2018	Impact of IFRS 16 adoption	Balance at January 1, 2019	Additions	Disposals	Depreciation	Translation differences and other	Balance at September 30, 2019
				(€ thousand)				
<b>Property, plant and equipment</b>	<b>850,550</b>	<b>63,535</b>	<b>914,085</b>	<b>214,446</b>	<b>(2,259)</b>	<b>(132,974)</b>	<b>2,818</b>	<b>996,116</b>

Additions of €214,446 thousand for the nine months ended September 30, 2019 were mainly comprised of additions to advances and assets under construction, as well as plant, machinery and equipment, primarily related to car production and engine assembly lines (including those for models to be launched in future years), industrial tools used for the production of cars, and our personalization programs.

At September 30, 2019 the Group had contractual commitments for the purchase of property, plant and equipment amounting to €110,297 thousand (€146,281 thousand at December 31, 2018).

As a result of adopting *IFRS 16 - Leases* on January 1, 2019, the Group recognized right-of-use assets of €63,535 thousand (and related lease liabilities) in relation to leases which had previously been classified as operating leases under IAS 17. For further details please refer to Note 3 *“New standards and amendments effective from January 1, 2019-IFRS 16 - Leases”*.

#### 16. INVESTMENTS AND OTHER FINANCIAL ASSETS

The composition of investments and other financial assets is as follows:

	<b>At September 30, 2019</b>	<b>At December 31, 2018</b>
	(€ thousand)	
Investments accounted for using the equity method	28,894	25,972
Other securities and financial assets	8,016	6,162
<b>Total investments and other financial assets</b>	<b>36,910</b>	<b>32,134</b>

#### *Investments accounted for using the equity method*

Investments accounted for using the equity method relate to the Group's investment in FFS GmbH and changes were as follows:

	(€ thousand)
<b>Balance at January 1, 2019</b>	25,972
Proportionate share of net profit for the period from January 1, 2019 to September 30, 2019	2,922
<b>Balance at September 30, 2019</b>	<b>28,894</b>

#### *Other securities and financial assets*

Other securities and financial assets primarily include Series C Liberty Formula One shares (the "Liberty Media Shares") of Liberty Media Corporation (the group responsible for the promotion of the Formula 1 World Championship), which are measured at fair value and amounted to €7,006 thousand at September 30, 2019 (€5,142 thousand at December 31, 2018).

### **17. INVENTORIES**

	<b>At September 30, 2019</b>	<b>At December 31, 2018</b>
	(€ thousand)	
Raw materials	81,632	74,053
Semi-finished goods	102,342	84,576
Finished goods	206,874	232,435
<b>Total inventories</b>	<b>390,848</b>	<b>391,064</b>

The amount of inventory writedowns recognized as an expense within cost of sales was €11,718 thousand and €7,024 thousand for the nine months ended September 30, 2019 and 2018, respectively.

### **18. CURRENT RECEIVABLES AND OTHER CURRENT ASSETS**

	<b>At September 30, 2019</b>	<b>At December 31, 2018</b>
	(€ thousand)	
Receivables from financing activities	980,765	878,496
Trade receivables	250,060	211,399
Current tax receivables	70,849	128,234
Other current assets	107,769	64,295
<b>Total</b>	<b>1,409,443</b>	<b>1,282,424</b>

### *Receivables from financing activities*

Receivables from financing activities are as follows:

	At September 30, 2019	At December 31, 2018
	(€ thousand)	
Client financing	955,994	851,209
Dealer financing	24,771	27,287
<b>Total</b>	<b>980,765</b>	<b>878,496</b>

Receivables from financing activities relate entirely to the financial services portfolio in the United States and are generally secured on the title of cars or other guarantees.

## 19. CURRENT FINANCIAL ASSETS AND OTHER FINANCIAL LIABILITIES

	At September 30, 2019	At December 31, 2018
	(€ thousand)	
Financial derivatives	3,483	6,788
Other financial assets	4,719	3,386
<b>Current financial assets</b>	<b>8,202</b>	<b>10,174</b>

The following table provides the analysis of derivative assets and liabilities at September 30, 2019 and December 31, 2018.

	At September 30, 2019		At December 31, 2018	
	Positive fair value	Negative fair value	Positive fair value	Negative fair value
	(€ thousand)			
Cash flow hedge:				
Foreign currency derivatives	2,941	(29,896)	3,240	(10,853)
Interest rate caps	132	—	555	—
<b>Total cash flow hedges</b>	<b>3,073</b>	<b>(29,896)</b>	<b>3,795</b>	<b>(10,853)</b>
Other foreign currency derivatives	321	(470)	1,023	(489)
Interest rate caps	89	—	1,970	—
<b>Derivatives assets/(liabilities)</b>	<b>3,483</b>	<b>(30,366)</b>	<b>6,788</b>	<b>(11,342)</b>

At September 30, 2019 and December 31, 2018, all foreign currency derivatives had a maturity of twelve months or less.

Foreign currency derivatives which do not meet the requirements to be recognized as cash flow hedges are presented as other foreign currency derivatives. Interest rate caps relate to derivative instruments required as part of certain securitization agreements.

## 20. EQUITY

### *Share capital*

At September 30, 2019 the fully paid up share capital of the Company was €2,573 thousand, consisting of 193,923,499 common shares and 63,349,111 special voting shares, all with a nominal value of €0.01 (€2,504 thousand at December 31, 2018 consisting of 193,923,499 common shares and 56,497,618 special voting shares, all with a nominal value of €0.01). At September 30, 2019, the Company held in treasury 8,057,574 common shares and 1,140 special voting shares, while at December 31, 2018

the Company held in treasury 6,002,843 common shares and 4,744 special voting shares. The increase in common shares held in treasury primarily reflects the repurchase of shares by the Company through its share repurchase program, partially offset by shares assigned under equity incentive plans. As per the resolution of the Annual General Meeting of Shareholders on April 12, 2019 which approved to cancel all special voting shares in the share capital of the Company held in treasury as of that date, on August 29, 2019 the Company completed the cancellation process of 3,902 special voting shares.

The following table summarizes the changes in the number of outstanding common shares and outstanding special voting shares of the Company for the nine months ended September 30, 2019:

	Common Shares	Special Voting Shares	Total
<b>Balance at December 31, 2018</b>	<b>187,920,656</b>	<b>56,492,874</b>	<b>244,413,530</b>
Common shares repurchased under share repurchase program <sup>(1)</sup>	(2,325,100)	—	(2,325,100)
Common shares assigned under equity incentive plans <sup>(2)</sup>	270,369	—	270,369
Special voting shares allocation <sup>(3)</sup>	—	6,855,097	6,855,097
<b>Balance at September 30, 2019</b>	<b>185,865,925</b>	<b>63,347,971</b>	<b>249,213,896</b>

(1) Includes shares repurchased between January 1, 2019 and September 30, 2019 based on the transaction trade date, for a total consideration of €303,285 thousand, including transaction costs.

(2) During 2019, approximately 230 thousand performance share units and 40 thousand retention restricted share units vested under the Equity Incentive Plan 2016-2020 as a result of certain performance or retention requirements being achieved. As a result, a corresponding number of common shares, which were previously held in treasury, were assigned to participants of the plan. See Note 21 "Share-Based Compensation" for additional details.

(3) Relates to the issuance and the de-registration of certain special voting shares under the Company's special voting shares terms and conditions.

### **Other comprehensive income/(loss)**

The following table presents other comprehensive income/(loss):

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)			
(Losses)/Gains on cash flow hedging instruments arising during the period	(24,077)	(2,014)	(32,695)	(6,976)
Losses/(Gains) on cash flow hedging instruments reclassified to the consolidated income statement	2,161	3,712	12,253	(4,170)
<b>Gains/(Losses) on cash flow hedging instruments</b>	<b>(21,916)</b>	<b>1,698</b>	<b>(20,442)</b>	<b>(11,146)</b>
Exchange differences on translating foreign operations arising during the period	7,210	281	8,061	4,213
<b>Total items that may be reclassified to the consolidated income statement in subsequent periods</b>	<b>(14,706)</b>	<b>1,979</b>	<b>(12,381)</b>	<b>(6,933)</b>
<b>Total other comprehensive income/(loss)</b>	<b>(14,706)</b>	<b>1,979</b>	<b>(12,381)</b>	<b>(6,933)</b>
Related tax impact	6,108	(473)	5,680	3,110
<b>Total other comprehensive income/(loss), net of tax</b>	<b>(8,598)</b>	<b>1,506</b>	<b>(6,701)</b>	<b>(3,823)</b>

Gains and losses on cash flow hedging instruments relate to changes in the fair value of derivative financial instruments used for cash flow hedging purposes.

The tax effects relating to other comprehensive loss are as follows:

	For the nine months ended September 30,					
	2019			2018		
	Pre-tax balance	Tax impact	Net balance	Pre-tax balance	Tax impact	Net balance
	(€ thousand)					
(Losses)/Gains on cash flow hedging instruments	(20,442)	5,680	(14,762)	(11,146)	3,110	(8,036)
Exchange gains on translating foreign operations	8,061	—	8,061	4,213	—	4,213
<b>Total other comprehensive income/(loss)</b>	<b>(12,381)</b>	<b>5,680</b>	<b>(6,701)</b>	<b>(6,933)</b>	<b>3,110</b>	<b>(3,823)</b>

## 21. SHARE-BASED COMPENSATION

### Equity Incentive Plan 2016-2020

During the first nine months of 2019, 230,282 performance share units (“PSUs”) and 40,087 retention restricted share units (“RSUs”) vested as the total shareholders’ return (“TSR”) and the service condition were achieved. As a result, a corresponding number of common shares, which were previously held in treasury, were assigned to participants of the plan. See Note 22 “Share-Based Compensation” to the Consolidated Financial Statements for further details relating to the Equity Incentive Plan 2016-2020.

### Equity Incentive Plan 2019-2021

Under a new equity incentive plan approved in 2019, approximately 157,500 PSUs and 105,800 RSUs, which each represent the right to receive one Ferrari common share, were awarded to the Executive Chairman, the Chief Executive Officer, all members of the Senior Management Team (“SMT”) and other key members of the Group (“Equity Incentive Plan 2019-2021”). The PSUs and RSUs cover a three-year performance period from 2019 to 2021. At September 30, 2019, none of the PSUs or RSUs were forfeited or vested.

### Share-based compensation expense

Including awards granted in prior periods, total expense for the PSU and RSU awards for the nine months ended September 30, 2019 and 2018 amounted to €13,223 thousand and €20,328 thousand, respectively. At September 30, 2019 unrecognized compensation expense amounted to approximately €22,584 thousand and will be recognized over the remaining performance period until 2021. The total number of PSU awards and RSU awards outstanding at September 30, 2019 under all equity incentive plans were approximately 614 thousand and 184 thousand, respectively.

## 22. PROVISIONS

Provisions are as follows:

	At September 30, 2019	At December 31, 2018
	(€ thousand)	
Warranty and recall campaigns provision	105,481	111,129
Legal proceedings and disputes	25,785	37,154
Other risks	29,830	34,256
<b>Total provisions</b>	<b>161,096</b>	<b>182,539</b>

The provision for other risks primarily relates to disputes and matters which are not subject to legal proceedings, including contract related disputes with suppliers, employees and other parties.



Movements in provisions are as follows:

	Balance at December 31, 2018	Additional provisions	Utilization	Translation differences and other	Balance at September 30, 2019
	(€ thousand)				
Warranty and recall campaigns provision	111,129	16,609	(25,265)	3,008	105,481
Legal proceedings and disputes	37,154	1,853	(13,402)	180	25,785
Other risks	34,256	11,127	(16,266)	713	29,830
<b>Total provisions</b>	<b>182,539</b>	<b>29,589</b>	<b>(54,933)</b>	<b>3,901</b>	<b>161,096</b>

Utilization of the provision for legal proceedings and disputes mainly relates to a change in the estimate of the risk and related provision associated with a legal dispute based on developments in the first quarter of 2019. Utilization of the provision for other risks includes a release of provisions related to favorable developments in emissions regulations that occurred in the third quarter of 2019.

## 23. DEBT

	Balance at December 31, 2018	Impact of IFRS 16 adoption	Balance at January 1, 2019	Proceeds from borrowings	Repayments of borrowings	Interest accrued/ (paid) and other	Translation differences	Balance at September 30, 2019
	(€ thousand)							
Bonds	1,198,109	—	1,198,109	—	(315,395)	541	—	883,255
Asset-backed financing (Securitizations)	682,581	—	682,581	221,907	(132,522)	(100)	38,518	810,384
Notes	—	—	—	298,316	—	622	—	298,938
Leases liabilities	673	63,535	64,208	11,265	(13,677)	—	373	62,169
Borrowings from banks	35,984	—	35,984	—	(1,754)	(10)	1,541	35,761
Other debt	9,820	—	9,820	24,690	(17,846)	—	970	17,634
<b>Total debt</b>	<b>1,927,167</b>	<b>63,535</b>	<b>1,990,702</b>	<b>556,178</b>	<b>(481,194)</b>	<b>1,053</b>	<b>41,402</b>	<b>2,108,141</b>

### *Bonds*

#### *2023 Bond*

On March 16, 2016, the Company issued 1.5 percent coupon notes due March 2023, having a principal of €500 million. The bond was issued at a discount for an issue price of 98.977 percent, resulting in net proceeds of €490,729 thousand after the debt discount and issuance costs. The net proceeds were used, together with additional cash held by the Company, to fully repay a €500 million bank loan. The bond is unrated and was admitted to trading on the regulated market of the Irish Stock Exchange. Following a cash tender offer, on July 16, 2019 the Company executed the repurchase of these notes for an aggregate nominal amount of €115,395 thousand. The amount outstanding at September 30, 2019 of €384,078 thousand includes accrued interest of €3,125 thousand (€500,197 thousand including €5,938 thousand of accrued interest at December 31, 2018).

#### *2021 Bond*

On November 16, 2017, the Company issued 0.25 percent coupon notes due January 2021, having a principal of €700 million. The bond was issued at a discount for an issue price of 99.557 percent, resulting in net proceeds of €694,172 thousand after the debt discount and issuance costs. The net proceeds were primarily used to repay a €700 million bank loan. The bond is unrated and was admitted to trading on the regulated market of the Irish Stock Exchange. Following a cash tender offer, on July 16, 2019 the Company executed the repurchase of these notes for an aggregate nominal amount of €200,000 thousand. The amount outstanding at September 30, 2019 of €499,177 thousand includes accrued interest of €884 thousand (€697,912 thousand including €1,678 thousand of accrued interest at December 31, 2018).

### *Asset-backed financing (Securitizations)*

As a means of diversifying its sources of funds, the Group sells certain of its receivables originated by its financial services activities in the US through asset-backed financing or securitization programs (the terms asset-backed financing and securitization programs are used synonymously throughout this document), without transferring the risks typically associated with such receivables. As a result, the receivables sold through securitization programs are still consolidated until collection from the customer. As of September 30, 2019, the following revolving securitization programs were in place:

- revolving securitization program for funding of up to \$550 million by pledging retail financial receivables in the United States as collateral (increased from \$500 million effective from July 12, 2019). The notes bear interest at a rate per annum equal to the aggregate of LIBOR plus a margin of 65 basis points. As of September 30, 2019 total proceeds net of repayments from the sales of financial receivables under the program were \$550 million (\$424 million at December 31, 2018). The securitization agreement requires the maintenance of an interest rate cap.
- revolving securitization program for funding of up to \$250 million by pledging leasing financial receivables in the United States as collateral. The notes bear interest at a rate per annum equal to the aggregate of LIBOR plus a margin of 65 basis points. As of September 30, 2019, total proceeds net of repayments from the sales of financial receivables under the program were \$221 million (\$223 million at December 31, 2018). The securitization agreement requires the maintenance of an interest rate cap.
- revolving securitization program for funding of up to \$135 million by pledging credit lines to Ferrari customers secured by personal vehicle collections and personal guarantees in the United States as collateral. The notes bear interest at a rate per annum equal to the aggregate of LIBOR plus a margin of 115 basis points. As of September 30, 2019 total proceeds net of repayments from the sales of financial receivables under the program were \$111 million (\$134 million at December 31, 2018).

The funding limits of the revolving securitization programs have been progressively increased since inception as the related receivables portfolios have increased.

Cash collected from the settlement of receivables or credit lines pledged as collateral under securitization programs is subject to certain restrictions regarding its use and is primarily applied to repay principal and interest of the related funding. Such cash amounted to €36,214 thousand at September 30, 2019 (€26,497 thousand at December 31, 2018).

## **Notes**

### ***2029 and 2031 Notes***

On July 31, 2019, the Company issued 1.12 percent senior notes due August 2029 (“2029 Notes”) and 1.27 percent senior notes due August 2031 (“2031 Notes”) through a private placement to certain US institutional investors, each having a principal of €150 million. The net proceeds from the issuances amounted to €298,316 thousand and are to be primarily used towards general corporate purposes, including the funding of capital expenditures. The amounts outstanding of the 2029 Notes and 2031 Notes at September 30, 2019 were €149,451 thousand and €149,487 thousand, including accrued interest of €280 thousand and €318 thousand, respectively.

### ***Lease liabilities***

As a result of adopting *IFRS 16 - Leases* on January 1, 2019, the Group recognized right-of-use assets and related lease liabilities of €63,535 thousand in relation to leases which had previously been classified as operating leases under IAS 17. For further details please refer to Note 3 “*New standards and amendments effective from January 1, 2019-IFRS 16 - Leases*”.

### ***Borrowings from banks***

Borrowings from banks at September 30, 2019 mainly relate to financial liabilities of FFS Inc to support financial services activities, and in particular (i) €32,264 thousand (€30,694 thousand at December 31, 2018) relating to a U.S. Dollar denominated credit facility for up to \$50 million (drawn down for \$35 million at September 30, 2019) and bearing interest at LIBOR plus a range of between 65 and 75 basis points; (ii) other borrowings from banks of €3,497 thousand (€5,290 thousand at December 31, 2018) relating to various short and medium term credit facilities.

### Revolving credit facility

The Company has a revolving credit facility of €500 million (the “RCF”). At September 30, 2019 and December 31, 2018 the RCF was undrawn. Proceeds of the RCF may be used from time to time for general corporate and working capital purposes of the Group. The RCF matures in November 2020.

### ***Other debt***

Other debt mainly relates to funding for operating activities of the Group.

## 24. OTHER LIABILITIES

An analysis of other liabilities is as follows:

	<b>At September 30, 2019</b>	<b>At December 31, 2018</b>
	(€ thousand)	
Deferred income	336,431	271,817
Advances and security deposits	331,163	145,394
Accrued expenses	107,681	81,408
Payables to personnel	32,364	25,434
Social security payables	23,612	18,209
Other	40,933	47,481
<b>Total other liabilities</b>	<b>872,184</b>	<b>589,743</b>

Deferred income primarily includes amounts received under maintenance and power warranty programs of €216,919 thousand at September 30, 2019 and €204,987 thousand at December 31, 2018, which are deferred and recognized as net revenues over the length of the maintenance program. Deferred income also includes amounts collected under various other agreements, which are dependent upon the future performance of a service or other act of the Group. The increase in deferred income during the period primarily relates to the seasonality of racing activities, in line with prior years.

Advances and security deposits at September 30, 2019 and at December 31, 2018 primarily include advances received from clients for the purchase of our hypercars and limited edition cars, and at September 30, 2019 also our Icona cars. Upon shipment of such cars, the advances are recognized as revenue. The increase primarily relates to advances received for the Ferrari Monza SP1 and SP2.

## 25. TRADE PAYABLES

Trade payables of €607,794 thousand at September 30, 2019 (€653,751 thousand at December 31, 2018) are entirely due within one year. The carrying amount of trade payables is considered to be equivalent to their fair value.

## 26. FAIR VALUE MEASUREMENT

IFRS 13 establishes a three level hierarchy for the inputs to the valuation techniques used to measure fair value by giving the highest priority to quoted prices (unadjusted) in active markets for identical assets and liabilities (level 1 inputs) and the lowest priority to unobservable inputs (level 3 inputs). In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy at the lowest level input that is significant to the entire measurement.

Levels used in the hierarchy are as follows:

Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets and liabilities that the Group can access at the measurement date.

Level 2 inputs are inputs other than quoted prices included within level 1 that are observable for the assets or liabilities, either directly or indirectly.

Level 3 inputs are unobservable inputs for the assets and liabilities.

### *Assets and liabilities that are measured at fair value on a recurring basis*

The following table shows the fair value hierarchy for financial assets and liabilities that are measured at fair value on a recurring basis at September 30, 2019 and at December 31, 2018:

At September 30, 2019					
	Note	Level 1	Level 2	Level 3	Total
(€ thousand)					
Cash and cash equivalents		871,399	—	—	871,399
Investments and other financial assets - Liberty Shares	16	7,006	—	—	7,006
Current financial assets	19	—	3,483	—	3,483
<b>Total assets</b>		<b>878,405</b>	<b>3,483</b>	<b>—</b>	<b>881,888</b>
Other financial liabilities	19	—	30,366	—	30,366
<b>Total liabilities</b>		<b>—</b>	<b>30,366</b>	<b>—</b>	<b>30,366</b>

  

At December 31, 2018					
	Note	Level 1	Level 2	Level 3	Total
(€ thousand)					
Cash and cash equivalents		793,664	—	—	793,664
Investments and other financial assets - Liberty Shares	16	5,142	—	—	5,142
Current financial assets	19	—	6,788	—	6,788
<b>Total assets</b>		<b>798,806</b>	<b>6,788</b>	<b>—</b>	<b>805,594</b>
Other financial liabilities	19	—	11,342	—	11,342
<b>Total liabilities</b>		<b>—</b>	<b>11,342</b>	<b>—</b>	<b>11,342</b>

There were no transfers between fair value hierarchy levels for the periods presented.

The fair value of current financial assets and other financial liabilities relates to derivative financial instruments and is measured by taking into consideration market parameters at the balance sheet date, using valuation techniques widely accepted in the financial business environment. In particular, the fair value of foreign currency derivatives (forward contracts, currency swaps and options) and interest rate caps is determined by taking the prevailing foreign currency exchange rate and interest rates, as applicable, at the balance sheet date.

The par value of cash and cash equivalents usually approximates fair value due to the short maturity of these instruments, which consist primarily of bank current accounts.

***Assets and liabilities not measured at fair value on a recurring basis***

For financial instruments represented by short-term receivables and payables, for which the present value of future cash flows does not differ significantly from carrying value, the Group assumes that carrying value is a reasonable approximation of the fair value. In particular, the carrying amount of current receivables and other current assets and of trade payables and other liabilities approximates their fair value.

The following table represents carrying amount and fair value for the most relevant categories of financial assets and financial liabilities not measured at fair value on a recurring basis:

	Note	At September 30, 2019		At December 31, 2018	
		Carrying amount	Fair Value	Carrying amount	Fair Value
(€ thousand)					
Receivables from financing activities	18	980,765	980,765	878,496	878,496
<b>Total assets</b>		<b>980,765</b>	<b>980,765</b>	<b>878,496</b>	<b>878,496</b>
Debt	23	2,108,141	2,127,319	1,927,167	1,921,937
<b>Total liabilities</b>		<b>2,108,141</b>	<b>2,127,319</b>	<b>1,927,167</b>	<b>1,921,937</b>

## 27. RELATED PARTY TRANSACTIONS

Pursuant to IAS 24, the related parties of the Group are entities and individuals capable of exercising control, joint control or significant influence over the Group and its subsidiaries, companies belonging to Fiat Chrysler Automobiles N.V., together with its subsidiaries (the FCA Group) and the Exor Group, unconsolidated subsidiaries of the Group, associates and joint ventures. In addition, members of the Ferrari Group Board of Directors, Board of Statutory Auditors and executives with strategic responsibilities and their families are also considered related parties.

The Group carries out transactions with related parties on commercial terms that are normal in the respective markets, considering the characteristics of the goods or services involved. Transactions carried out by the Group with these related parties are primarily of a commercial nature and, in particular, these transactions relate to:

*Transactions with FCA Group companies*

- the sale of engines and car bodies to Maserati S.p.A. (“Maserati”) which is controlled by the FCA Group;
- the purchase of engine components for the use in the production of Maserati engines from FCA US LLC, which is controlled by the FCA Group;
- the purchase of automotive lighting and automotive components from Magneti Marelli S.p.A., Automotive Lighting Italia S.p.A., Sistemi Sospensioni S.p.A. and Magneti Marelli Powertrain Slovakia s.r.o. (which form part of “Magnetit Marelli”), which were controlled by the FCA Group until May 2, 2019 when FCA completed the sale of Magneti Marelli. Following the sale, Magneti Marelli (which subsequently operates under the name “Marelli”) is no longer a related party;
- transactions with other FCA Group companies, mainly relating to the services provided by FCA Group companies, including human resources, payroll, tax, customs and procurement of insurance coverage and sponsorship revenues.

*Transactions with Exor Group companies*

- the Group incurs rental costs from Iveco Group companies related to the rental of trucks used by the Formula 1 racing team;
- the Group earns sponsorship revenue from Iveco S.p.A.

### Transactions with other related parties

- the purchase of components for Formula 1 racing cars from COXA S.p.A., controlled by Piero Ferrari;
- consultancy services provided by HPE S.r.l., controlled by Piero Ferrari;
- sponsorship agreement relating to Formula 1 activities with Ferretti S.p.A.;
- sale of cars to certain members of the Board of Directors of Ferrari N.V. and Exor.

In accordance with IAS 24, transactions with related parties also include compensation to Directors, the Audit Committee and managers with strategic responsibilities.

The amounts of transactions with related parties recognized in the consolidated income statement are as follows:

	For the nine months ended September 30,					
	2019			2018		
	Net revenues	Costs <sup>(1)</sup>	Net financial expenses/(income)	Net revenues	Costs <sup>(1)</sup>	Net financial expenses/(income)
	(€ thousand)					
<b>FCA Group companies</b>						
Maserati	103,322	2,690	—	176,331	2,298	—
FCA US LLC	—	12,518	—	—	24,720	—
Magneti Marelli <sup>(2)</sup>	352	10,444	—	1,172	30,283	—
Other FCA Group companies	6,677	5,856	1,262	5,594	5,615	1,203
<b>Total FCA Group companies</b>	<b>110,351</b>	<b>31,508</b>	<b>1,262</b>	<b>183,097</b>	<b>62,916</b>	<b>1,203</b>
Exor Group companies (excluding the FCA Group)	212	303	(3)	240	128	—
Other related parties	490	9,971	25	819	9,170	—
<b>Total transactions with related parties</b>	<b>111,053</b>	<b>41,782</b>	<b>1,284</b>	<b>184,156</b>	<b>72,214</b>	<b>1,203</b>
<b>Total for the Group</b>	<b>2,838,974</b>	<b>1,626,222</b>	<b>32,093</b>	<b>2,574,836</b>	<b>1,463,046</b>	<b>15,075</b>

(1) Costs include cost of sales, selling, general and administrative costs and other expenses/(income), net.

(2) FCA completed the sale of Magneti Marelli on May 2, 2019, following which Magneti Marelli (which subsequently operates under the name "Marelli") is no longer a related party.

Non-financial assets and liabilities originating from related party transactions are as follows:

	At September 30, 2019				At December 31, 2018			
	Trade receivables	Trade payables	Other current assets	Other liabilities	Trade receivables	Trade payables	Other current assets	Other liabilities
	(€ thousand)							
<b>FCA Group companies</b>								
Maserati	34,104	10,963	—	23,590	39,077	6,099	—	30,594
FCA US LLC	—	2,119	—	—	135	6,332	—	—
Magneti Marelli <sup>(1)</sup>	—	—	—	—	2,774	9,427	—	—
Other FCA Group companies	1,022	2,879	548	1,279	5,896	4,689	1,481	44
<b>Total FCA Group companies</b>	<b>35,126</b>	<b>15,961</b>	<b>548</b>	<b>24,869</b>	<b>47,882</b>	<b>26,547</b>	<b>1,481</b>	<b>30,638</b>
Exor Group companies (excluding the FCA Group)	220	21	294	239	377	13	—	4
Other related parties	29	2,155	1,770	2,576	208	1,999	5	—
<b>Total transactions with related parties</b>	<b>35,375</b>	<b>18,137</b>	<b>2,612</b>	<b>27,684</b>	<b>48,467</b>	<b>28,559</b>	<b>1,486</b>	<b>30,642</b>
<b>Total for the Group</b>	<b>250,060</b>	<b>607,794</b>	<b>107,769</b>	<b>872,184</b>	<b>211,399</b>	<b>653,751</b>	<b>64,295</b>	<b>589,743</b>

(1) FCA completed the sale of Magneti Marelli on May 2, 2019, following which Magneti Marelli (which subsequently operates under the name "Marelli") is no longer a related party.

Current financial assets at September 30, 2019 included €3,944 thousand with the FCA Bank group (nil at December 31, 2018). There were no other financial assets or financial liabilities originating from related party transactions at September 30, 2019 and December 31, 2018.

## 28. ENTITY-WIDE DISCLOSURES

The following table presents an analysis of net revenues by geographic location of the Group's customers for the three and nine months ended September 30, 2019 and 2018:

	For the three months ended September 30,		For the nine months ended September 30,	
	2019	2018	2019	2018
	(€ thousand)			
Italy	98,143	115,106	287,606	348,422
Rest of EMEA	377,503	332,759	1,171,961	1,043,932
Americas <sup>(1)</sup>	265,320	225,144	767,592	697,112
Mainland China, Hong Kong and Taiwan	65,749	62,435	305,915	206,506
Rest of APAC <sup>(2)</sup>	108,599	102,736	305,900	278,864
<b>Total net revenues</b>	<b>915,314</b>	<b>838,180</b>	<b>2,838,974</b>	<b>2,574,836</b>

(1) Americas includes the United States of America, Canada, Mexico, the Caribbean and Central and South America.

(2) Rest of APAC mainly includes Japan, Australia, Singapore, Indonesia, South Korea, Thailand and Malaysia.

## 29. SUBSEQUENT EVENTS

The Group evaluated subsequent events through November 4, 2019, which is the date the Interim Condensed Consolidated Financial Statements were authorized for issuance, and identified the following matters:

Under the common share repurchase program, from October 1, 2019 to October 25, 2019, the Company has purchased an additional 316,283 common shares for total consideration of €43.3 million. At October 25, 2019 the Company held in treasury an aggregate of 8,373,857 common shares.