

**Comunicato Stampa**

**16 settembre 2014**

**Telit Communications PLC**

("Telit" o "la Società")

**Risultati Intermedi per il semestre chiuso al 30 giugno 2014**

**Ricavi in crescita del 27,4% e un significativo incremento del margine lordo**

Telit Communications PLC (AIM: TCM), leader globale nella comunicazione machine-to-machine, principale area tecnologica abilitante per l'Internet delle Cose, è lieta di annunciare i risultati intermedi per il semestre chiuso al 30 giugno 2014, che confermano la crescita della Società.

**Principali risultati finanziari<sup>1</sup>**

- I ricavi sono aumentati del 27,4% a 138,2 milioni di dollari (primo semestre 2013: 108,5 milioni di dollari).
- I ricavi della business unit m2mAIR, la piattaforma cloud di Servizi di Telit (Telit's Platform as a Service - PaaS), che offre soluzioni ad alto valore aggiunto e connettività, sono aumentati del 283% a 9,2 milioni di dollari (primo semestre 2013: 2,4 milioni di dollari).
- Il margine lordo è aumentato in modo significativo da 37,6% nel primo semestre 2013 a 39,5% nel primo semestre 2014.
- L'EBITDA rettificato è aumentato del 70% a 17,0 milioni di dollari (primo semestre 2013: 10,0 milioni di dollari).
- L'EBIT rettificato è aumentato dell'84,6% a 12,0 milioni di dollari (primo semestre 2013: 6,5 milioni di dollari).
- L'utile ante imposte rettificato è aumentato del 94,7% a 11,1 milioni di dollari (primo semestre 2013: 5,7 milioni di dollari).
- L'utile netto rettificato è aumentato del 67,4% a 10,0 milioni di dollari (primo semestre 2013: 6,0 milioni di dollari).
- L'utile per azione rettificato è aumentato del 55,2% a 9,0 centesimi (primo semestre 2013: 5,8 centesimi).
- I flussi di cassa netti da attività operative sono aumentati del 13,4% a 12,7 milioni di dollari (primo semestre 2013: 11,2 milioni di dollari).
- L'indebitamento netto al 30 giugno 2014 è aumentato a 14,6 milioni (l'indebitamento netto al 31 dicembre 2013 era di 11,7 milioni di dollari) principalmente dovuto a attività di M&A nel corso della prima metà del 2014.
- Il patrimonio netto al 30 giugno 2014 è aumentato del 24,4% a 98,8 milioni di dollari (il patrimonio netto al 31 dicembre 2013 era di 79,4 milioni di dollari).

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<sup>1</sup> For reconciliation from IFRS financial results to Adjusted financial results please refer to the table in page 4.

## **Principali dati operativi**

- I ricavi sono aumentati del 27,4% a 138,2 milioni di dollari (primo semestre 2013: 108,5 milioni di dollari). Per il quinto anno consecutivo, la Società ha registrato una crescita a doppia cifra.
- Il margine lordo è aumentato in modo significativo da 37,6% nel primo semestre 2013 a 39,5% nel primo semestre 2014, grazie al consolidato posizionamento della Società nel settore M2M, ai miglioramenti nel business hardware e all'integrazione dei servizi di connettività e cloud (PaaS), che hanno generato un più elevato margine lordo.
- L'utile lordo è cresciuto del 33,8% a 54,6 milioni di dollari (primo semestre 2013: 40,8 milioni di dollari).
- I costi operativi di ricerca e sviluppo (costi antecedenti la capitalizzazione e l'ammortamento dei costi di sviluppo generati internamente – v. nota 4, pagina 16) sono cresciuti di 10,0 milioni di dollari a 22,7 milioni di dollari (16,4% dei ricavi) rispetto ai 12,7 milioni nel primo semestre 2013 (11,7% dei ricavi). I costi di R&D sono aumentati principalmente grazie allo sviluppo di moduli 4G LTE, progettati per l'utilizzo nelle principali applicazioni M2M automotive e industrial, e ai continui investimenti nella business unit m2mAIR e PaaS.
- I costi delle vendite e del marketing sono cresciuti di 5,1 milioni di dollari a 23,5 milioni di dollari (17,0% dei ricavi) rispetto ai 18,4 milioni di dollari nel primo semestre 2013 (16,9% dei ricavi). L'aumento è principalmente dovuto all'investimento nel segmento automotive e nella business unit m2mAIR.
- I costi generali e amministrativi sono cresciuti di 1,6 milioni di dollari a 11,2 milioni di dollari, diminuendo in percentuale sui ricavi (8,1% dei ricavi) rispetto ai 9,6 milioni di dollari nel primo semestre 2013 (8,8% dei ricavi).
- Tutti i parametri finanziari, inclusi EBIT, PBT, EBITDA e flussi di cassa da attività operative, sono migliorati nel corso del primo semestre rispetto al corrispondente periodo nel 2013.
- Il patrimonio netto della Società è aumentato in modo significativo a 98,8 milioni di dollari al 30 giugno 2014 (al 31 dicembre 2013: 79,4 milioni di dollari). Questo aumento è principalmente dovuto alla continua generazione di profitti da parte della Società, e all'emissione di nuove azioni per l'acquisizione di ATOP da NXP e in relazione con l'esercizio delle opzioni.

## **Acquisizioni**

Nel mese di aprile 2014, abbiamo completato l'acquisizione del ramo d'azienda Automotive Telematics On-board unit Platform (ATOP) di NXP Semiconductors (Nasdaq NXPI). ATOP è una soluzione dedicata per il segmento automotive, che consente di implementare servizi telematici come l'eCall, grazie a un'applicazione unica, compatta e dal costo contenuto. La gamma di prodotti ATOP è in grado di ridurre le complessità e minimizzare i costi di progettazione dei veicoli, migliorando la sicurezza dei dati dei clienti e la compliance normativa. Allo stesso tempo, abbiamo lanciato Telit Automotive Solutions, una nuova business unit focalizzata esclusivamente sui mercati Automotive OEM e Tier-one.

La business unit ATOP è stata completamente integrata nella divisione Telit Automotive Solutions, ampliando la market reach attraverso soluzioni che fanno leva sull'elevata conoscenza in campo

engineering e sales, in particolare RFIs software-centric degli OEM del segmento Automotive e Telematics.

La Società ha ottenuto la certificazione globale automotive ISO/TS16949 nel mese di luglio 2012, e vanta un portafoglio prodotti tra i più ampi del settore, con un focus particolare sulle tecnologie avanzate come LTE e HSPA+.

Gli analisti del mercato prevedono una ulteriore crescita dell'M2M nel settore automotive nei prossimi anni. Secondo il report "Cellular Modules for M2M" della società di analisi HIS™ Technology, pubblicato nel mese di maggio 2014, il segmento sosterrà un CAGR di 35,3% (2012-2018) con volumi che spaziano dagli 11,6 milioni nel 2013 ai 16,4 milioni nel 2014, fino ai 52,2 milioni nel 2018. La società attribuisce la forte crescita a tre principali driver: la ripresa globale economica sostenuta, la legislazione governativa (come l'eCall in Europa, il Contran 345 in Brasile, l'ERA GLONASS in Russia) e l'espansione dell'LTE a livello globale.

Commentando i risultati, Oozu Cats, CEO di Telit, ha detto: "Il primo semestre 2014 è stato ricco di conquiste per Telit. Abbiamo ottenuto un forte incremento delle vendite e dei profitti, insieme a una decisa crescita del margine lordo e dei ricavi da servizi, che hanno raggiunto i 9,2 milioni di dollari in sei mesi. Le nostre acquisizioni strategiche negli ultimi anni hanno aggiunto entrate ricorrenti al business tradizionale di Telit e ci aspettiamo un aumento del loro impatto nei prossimi anni.

L'acquisizione del business ATOP ha contribuito alla creazione di una divisione dedicata al settore Automotive, per cogliere al meglio le opportunità del mercato e realizzare la nostra strategia di crescita per diventare leader del mercato in questo segmento. Insieme a una rilevante customer base, ATOP aggiunge ulteriori competenze nelle piattaforme automotive, che vanno ad ampliare il nostro già consolidato know-how.

Il nostro duro lavoro e i significativi investimenti effettuati nel corso degli ultimi anni hanno creato una piattaforma leader per l'Internet of Things (IoT), grazie alla quale continueremo a capitalizzare le grandi opportunità di questo mercato, continuando a ampliare la nostra market share. Siamo molto soddisfatti dell'approccio ONE STOP. ONE SHOP che stiamo offrendo ai nostri clienti IoT, e siamo certi che il posizionamento di Telit sia ancora più consolidato per continuare a operare come provider leader globale di soluzioni m2m.

La Società rimane fiduciosa in merito alle previsioni per il resto del 2014 e per il futuro. La nostra forte posizione sul mercato M2M insieme alla nostra business unit m2mAIR ci consentirà di crescere ulteriormente, e di migliorare le nostre performance finanziarie".

Below are the key financial results for H1 2014 compared to H1 2013 and FY 2013:

	<b>H1 2014 \$'000</b>	<b>H1 2013 \$'000</b>	<b>FY 2013 \$'000</b>
Revenue	138,180	108,504	243,224
Gross profit	54,559	40,813	92,482
<i>Gross profit margin</i>	39.5%	37.6%	38.0%
Operating expenses	(46,366)	(34,389)	(78,346)
Operating profit	8,193	6,424	14,136
<b>Profit before tax</b>	<b>7,277</b>	<b>5,595</b>	<b>11,951</b>
<b>Profit for the period</b>	<b>6,347</b>	<b>5,689</b>	<b>10,886</b>

Reconciliation of operating profit, profit before tax and net profit to the adjusted figures:

	<b>H1 2014 \$'000</b>	<b>H1 2013 \$'000</b>	<b>FY 2013 \$'000</b>
<b>Operating profit</b>	<b>8,193</b>	<b>6,424</b>	<b>14,136</b>
Share based payments	1,052	291	742
Non-recurring (income) expenses	685	(1,410)	1,229
Amortization – acquired intangibles	2,101	1,243	2,688
<b>Adjusted EBIT</b>	<b>12,031</b>	<b>6,548</b>	<b>18,795</b>
Depreciation and amortization	4,991	3,473	8,106
<b>Adjusted EBITDA</b>	<b>17,022</b>	<b>10,021</b>	<b>26,901</b>
<b>Profit before tax (PBT)</b>	<b>7,277</b>	<b>5,595</b>	<b>11,951</b>
Share based payments	1,052	291	742
Non-recurring (income) expenses	685	(1,410)	1,229
Amortization – acquired intangibles	2,101	1,243	2,688
<b>Adjusted PBT</b>	<b>11,115</b>	<b>5,719</b>	<b>16,610</b>
<b>Profit for the period attributable to the owners of the Company</b>	<b>6,354</b>	<b>5,791</b>	<b>10,933</b>
Share based payments	1,052	291	742
Non-recurring (income) expenses	685	(1,410)	1,229
Amortization – acquired intangibles	2,101	1,243	2,688
Change in deferred taxes, net	(200)	54	(126)
<b>Adjusted profit for the period attributable to the owners of the Company</b>	<b>9,992</b>	<b>5,969</b>	<b>15,466</b>

The calculations of adjusted basic and adjusted diluted earnings per ordinary share are based on the following results and numbers of shares:

	<b>H1 2014 \$'000</b>	<b>H1 2013 \$'000</b>	<b>FY 2013 \$'000</b>
Adjusted profit for the period attributable to the owners of the Company	9,992	5,969	15,466
<b>Number of Shares</b>			
Basic weighted average number of equity shares	111,219,567	103,555,093	103,826,885
Diluted weighted average number of equity shares	116,337,684	109,625,717	111,067,069
Adjusted basic earnings per share (in USD cents)	9.0	5.8	14.9
Adjusted diluted earnings per share (in USD cents)	8.6	5.4	13.9

**Per ulteriori informazioni:**

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**CHIEF EXECUTIVE'S STATEMENT AND REVIEW**

**Introduction**

I am pleased to announce the Company's consolidated unaudited interim results for the first half of 2014 and to report continued growth compared to the first half of 2013. This growth helped Telit strengthen its position as a leading M2M module supplier worldwide, with a market share of about 30% according to the company's own analysis of the industrial internet market.

Many of the wireless M2M module providers seek to differentiate themselves by focusing on specific technology standards. Telit is one of the very few vendors to support many different cellular technologies, including GSM/GPRS, CDMA, UMTS/HSPA and LTE, while catering to the arena of short range RF technologies with offerings including ZigBee and proprietary RF mesh, as well as ready-to-use GPS and GNSS modules. Further, Telit offers a unique proposition of value added services including connectivity allowing the company to be a "one stop shop" for its customers.

During the first half of 2014 the Company continued on a strong growth trend in number of units shipped, resulting in higher Gross Profit, higher Adjusted EBITDA and higher Adjusted Profit Before Tax compared to those achieved in the first half of 2013.

Continued growth in the number of new customers contributed to the revenue growth achieved in the period. Due to continued revenue growth from its broad customer base, Telit's dependency on major customers continues to be low with the top 10 customers contributing 36% of total revenues during the first half (H1 2013: 33%).

The split of revenues on a geographical basis for the six months ended 30 June 2014 and 30 June 2013 is as follows:

	<b>H1 2014 (M\$)</b>	<b>% of Total Revenues</b>	<b>H1 2013 (M\$)</b>	<b>% of Total Revenues</b>
EMEA	58.1	42.0%	52.1	48.0%
Americas	65.9	47.7%	45.7	42.1%

APAC	14.2	10.3%	10.7	9.9%
<b>Total</b>	<b>138.2</b>	<b>100%</b>	<b>108.5</b>	<b>100%</b>

The continued development of Telit's global footprint is evidenced by the geographical division of revenues for H1 2014. Revenues in EMEA increased by \$6 million, representing 42% of the overall revenue for the six months. Operations in the Americas continued with significant revenue growth of \$20.2 million during the period. APAC also showed an increase of \$3.5 million in revenues and a corresponding increase in its share of total revenues.

Basic and diluted earnings per share for the period were 5.7 and 5.5 cents respectively in H1 2014, compared to basic and diluted earnings per share of 5.6 and 5.2 cents respectively in H1 2013.

Adjusted basic and Adjusted diluted earnings per share for the period were 9.0 and 8.6 cents respectively in H1 2014, compared to Adjusted basic and Adjusted diluted earnings per share of 5.8 and 5.4 cents respectively in H1 2013.

### **Innovation and expansion**

Telit is committed to continued investment in R&D and new technologies which will enable it to offer a wide spectrum of mobile communications and related services to respond to the requirements of customers from all market segments and geographies. During H1 2014 the Company achieved the following:

- Acquisition of ATOP division of NXP and integration of this division into the Telit Automotive business unit. Following this acquisition 2 new R&D centres, in Belgium and France, were added to the 6 existing R&D sites, increasing the overall number of Telit R&D personnel to over 350 professionals.
- Following the ATOP acquisition, a new product line of automotive connectivity modules was added to the Telit portfolio expanding its offering for this market segment. The new products offer embedded security features and processing power.
- Continued investment and development of the m2mAIR Mobile managed services business, which provides Telit with a recurring revenue stream in addition to the revenues achieved by the Company from its established module business. The m2mAIR Mobile offering covers all customer connectivity needs, including subscription management, remote module management, security, reporting and monitoring, supply of SIM cards, rate plans and customer support. With Telit's wireless module technology, these services enable M2M solution providers to easily create and manage their M2M applications, reducing total cost of ownership (TCO) necessary to operate and support M2M user-applications while ensuring the highest network quality and reliability. The m2mAIR Mobile offering is currently available for European and North American customers with rollouts in other regions scheduled for later this year.
- The ILS Technology (ILST) management, engineering and support staff (September 2013 acquisition) was integrated into and created the m2mAir Cloud services unit, expanding Telit's successful "ONE STOP. ONE SHOP." market approach with solutions to boast a broader offering in value added services. With ILST enabling m2mAIR Cloud, Telit expanded the reach of m2mAIR much deeper into Internet-side services where M2M adopters have been seeking better, more integrated solutions, particularly for on-boarding M2M assets to Cloud enabled IT infrastructures in low entry-cost, PaaS service models.
- The Company continued the development of third generation multi-constellation GNSS modules which dramatically improve navigation performance by providing access to both the Russian GLONASS global navigation satellite system and Chinese Beidou, supplementing GPS. Third generation modules offer improved performance and power consumption.
- The Company has continued sustained investments in the development of its flagship xE910 family of wireless modules featuring a single, compact form factor that is interchangeable so that solution providers and integrators can easily deploy their applications under most of the top

regional cellular networks, with ubiquitous, cost effective coverage for M2M connected assets and consumer electronics devices worldwide. Based on a Land-Grid-Array (LGA) form factor with a footprint of just 795mm<sup>2</sup> and a total size of 28.2 x 28.2 x 2.2mm, the Telit xE910 family's uniform design gives customers the ability to choose between global or regional cellular technologies depending upon the location and requirements of a specific application for optimum data rates and module costs. Supporting GSM/GPRS, UMTS/HSPA+ and CDMA/EV-DO and LTE cellular technologies, the xE910 family also allows applications to be easily upgraded, such as when migrating from 2G to 3.5G, while maintaining the core design of an application or device throughout its lifecycle.

- In H1 2014 the company completed the certification of LE910 variants for the US market, which include a single mode LTE variant for Verizon Wireless and a multi-mode LTE variant for the AT&T network. Certifications and Interoperability Testing are also under way for other regional variants of LTE products in several of Telit's product families in regions including the EU, Japan and Korea.

### **Employees**

With the stated objective of continued expansion to support and strengthen its position as one of the world's leading M2M/IoT technology providers, Telit leverages the hard work and dedication of its workforce distributed around the globe and which remains crucial to Telit's success. I would like to thank the Company's employees, management team and my fellow directors for their commitment to the Company and its success. Their dedication is an invaluable asset to the Company.

The number of employees of the Group is as follows:

	<b>30 June 2014</b>	<b>31 December 2013</b>	<b>30 June 2013</b>
<b>Total Employees</b>	<b>733</b>	<b>641</b>	<b>557</b>

### **Market Opportunity**

The ABI Research report on M2M embedded modules, released in June 2014, analyzing market trends and developments in regions around the world has forecast that the market will continue enjoying strong growth over the coming years.

Telit serves the total available market (TAM) of cellular M2M modules and services, and segments the market to improve focus and strategy execution. Industrial M2M, our core segment is comprised of application areas engaged in industrial scale, mature operations. This includes all M2M applications in Automotive OEM; Commercial Telematics; Automated Meter Infrastructure/Reading; Telemetry applications including fixed asset management , "track and trace," with cellular connectivity which is not integrated into vehicles; Point-of-Sales & Vending systems; as well as large portions of Security & Surveillance and Telematics including usage-based auto insurance, broadband-to-the-car, and stolen vehicle recovery.

As we map Telit's Industrial M2M segment onto that used by ABI Research in its June 2014 report for M2M embedded modules, the research firm's adjusted estimates are as follows: the number of shipped



M2M embedded modules for the Industrial M2M segment will reach 137 million by 2019, representing a 2014-2019 CAGR of 25%. With similar adjustments, the report also projects an average annual decline in the average selling (ASP) of 5% for 2G modules, of 5% for 3G modules, and of 9% for LTE modules between 2014-19. This results in a monetary value increase of the Industrial M2M segment with a CAGR of 27% in 2014-19, with total annual revenues for M2M modules reaching \$3.1 billion in 2019. This unusual behaviour of a higher CAGR in revenues than units shipped is due to the fact that older 2G technology modules rapidly decrease volume in the total mix of shipped units in the coming years, according to the report. And with ASP for 3G units at 2.5 times the ASP of 2G and 4G ASP nearly 5 times 2G, the growth in revenues easily outpaces the growth in units shipped.

Cellular M2M connectivity services revenues, according to a study by ABI Research released in July 2014, are forecast to grow at 28% CAGR 2014-19 globally reaching annual revenues of \$18.9 billion in 2019. Asia-Pacific is expected to be the leading region in revenue growth with 34% CAGR 2014-19 reaching revenues of \$5.9 billion in 2019; Europe at 25%, North America at 28% and LATAM at 20% CAGR for the same period.

### **Shares and options outstanding**

During the period, the Company issued 6,579,189 new ordinary shares of 1 pence each, due to an exercise of options under the Company's share option plan; 218,334 options lapsed and 23,774 options were cancelled due to cashless net exercise (starting from June 2014, all options under the Company's share option plans are exercised on a cashless basis). In addition, the Company issued 2,255,943 new ordinary shares of 1 pence each in April 2014 as part of the consideration for the ATOP acquisition. Following the above-mentioned issuances, the Company's total issued share capital on 30 June 2014 consisted of 113,427,822 ordinary shares. No shares are held in treasury. The number of outstanding options, as at 30 June 2014, was 11,518,090 comprising 4.14% of the Company's share capital on a fully diluted and cashless exercise basis (based on the closing price of the Company's shares on AIM on 30 June 2014, which was 216p).

### **Strategy**

Having successfully integrated the recently acquired businesses into the Company's global organization, and with our significant market share, Telit is confident in the sustained growth of its market position and its role as a leading global player in the IoT space which is fundamentally enabled by the M2M technology which has been the Company's focus for over a decade. Telit remains committed to continued implementation of its strategy which is to grow through a four-pronged approach:

- Organically alongside the general growth in the M2M industry;
- Recurring income from our valued added services unit which will leverage long-standing market and customer relationships for Telit's cloud platform services business unit which is a leading provider of a ready-to-use, off-the-shelf, cloud platform to on-board M2M-connected devices to enterprise IT systems and machines for business-critical use;
- Development of our automotive division, corner stoned by our acquisition of NXP's Automotive Telematics Onboard unit Platform ("ATOP"); and

- Appropriate acquisition opportunities to the extent that these become available.

**Outlook**

The outlook for the rest of 2014 and the future looks positive for the M2M industry and promising for Telit. Our strong position in the M2M market together with our m2mAIR business unit is expected to lead Telit to further growth and further improvement in our financial results.

Telit intends to continue to take advantage of the considerable opportunities arising from this growing global market. 2014 has started well, and I look forward to providing further news of the Group's progress over the coming months.

Oozi Cats, Chief Executive

15 September 2014

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Six months ended 30 June		Year ended 31 December
	2014	2013	2013
	Unaudited		Audited
	\$'000	\$'000	\$'000
Revenue	138,180	108,504	243,224
Cost of sales	(83,621)	(67,691)	(150,742)
<b>Gross profit</b>	<b>54,559</b>	<b>40,813</b>	<b>92,482</b>
Research and development expenses, net <sup>2</sup>	(13,054)	(*) (10,179)	(24,049)
Selling and marketing expenses	(23,484)	(18,337)	(38,617)
Administrative expenses	(11,239)	(9,575)	(22,348)
Other operating income, net	1,411	(*) 3,702	6,668
<b>Operating profit</b>	<b>8,193</b>	<b>6,424</b>	<b>14,136</b>
Investment income	1	4	25
Finance costs	(917)	(833)	(2,210)
<b>Profit before income taxes</b>	<b>7,277</b>	<b>5,595</b>	<b>11,951</b>
Tax income/(expense)	(930)	94	(1,065)
<b>Profit for the period</b>	<b>6,347</b>	<b>5,689</b>	<b>10,886</b>
<b>Other comprehensive income/(loss)</b>			
Foreign currency translation differences	121	(1,295)	1,092
<b>Total comprehensive income /(loss) for the period</b>	<b>6,468</b>	<b>4,394</b>	<b>11,978</b>
<b>Profit / (loss) attributable to:</b>			
Owners of the Company	6,354	5,791	10,933
Non-controlling interest	(7)	(102)	(47)
<b>Profit for the period</b>	<b>6,347</b>	<b>5,689</b>	<b>10,886</b>
<b>Total comprehensive income /(loss) attributable to:</b>			
Owners of the Company	6,469	4,477	12,033
Non-controlling interest	(1)	(83)	(55)
<b>Total comprehensive income /(loss) for the period</b>	<b>6,468</b>	<b>4,394</b>	<b>11,978</b>
<b>Basic earnings per share (in USD cents)</b>	<b>5.7</b>	<b>5.6</b>	<b>10.5</b>
<b>Diluted earnings per share (in USD cents)</b>	<b>5.5</b>	<b>5.2</b>	<b>9.8</b>
<b>Basic weighted average number of equity shares</b>	<b>111,219,567</b>	<b>103,555,093</b>	<b>103,826,885</b>
<b>Diluted weighted average number of equity shares</b>	<b>116,337,684</b>	<b>109,625,717</b>	<b>111,067,069</b>

(\*) The Company has reclassified an amount of \$ 2,292K which was shown as grant income in the six months to June 2013 so that in June 2014 it is shown within other operating income instead of as a reduction from the research and development expenses, in order to provide consistent presentation to the amount presented for the year ended 31 December 2013 and for the six months ended 30 June 2014.

<sup>2</sup> For a breakdown of research and development expenses, net, please refer to note 4 on page 16.

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	30 June		31 December
	2014	2013	2013
	Unaudited		Audited
	\$'000	\$'000	\$'000
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	67,234	35,078	49,459
Property, plant and equipment	19,572	12,667	16,182
Other long term assets	819	538	807
Deferred tax asset	4,149	3,780	3,954
	<u>91,774</u>	<u>52,063</u>	<u>70,402</u>
<b>Current assets</b>			
Inventories	24,274	17,127	18,520
Trade receivables	68,413	50,969	63,118
Other current assets	17,641	17,192	14,338
Deposits – restricted cash	307	370	291
Cash and cash equivalents	21,308	18,831	23,886
	<u>131,943</u>	<u>104,489</u>	<u>120,153</u>
<b>Total assets</b>	<u>223,717</u>	<u>156,552</u>	<u>190,555</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
<b>Shareholders' equity</b>			
Share capital	1,933	1,849	1,791
Share premium account	90,509	78,607	78,678
Other reserve	(2,727)	(2,993)	(2,993)
Merger reserve	1,235	1,235	1,235
Translation reserve	(3,752)	(6,281)	(3,867)
Retained earnings	11,587	(1,412)	4,181
<b>Equity attributable to owners of the Company</b>	<u>98,785</u>	<u>71,005</u>	<u>79,025</u>
<b>Non-controlling interest</b>	<u>-</u>	<u>339</u>	<u>367</u>
<b>Total equity</b>	<u>98,785</u>	<u>71,344</u>	<u>79,392</u>
<b>Non-current liabilities</b>			
Other loans	19,980	13,457	22,134
Post-employment benefits	4,219	3,720	3,780
Deferred tax liabilities	16	27	21
Provisions	3,107	2,412	2,236
Other long-term liabilities	334	659	369
	<u>27,656</u>	<u>20,275</u>	<u>28,540</u>
<b>Current liabilities</b>			
Short-term borrowings from banks and other lenders	16,250	13,853	13,790
Trade payables	62,893	37,910	51,860
Provisions	2,187	1,663	1,217
Other current liabilities	15,946	11,507	15,756
	<u>97,276</u>	<u>64,933</u>	<u>82,623</u>
<b>Total equity and liabilities</b>	<u>223,717</u>	<u>156,552</u>	<u>190,555</u>

## CONSOLIDATED STATEMENT OF CASH FLOWS

	Six months ended 30 June		Year ended 31 December
	2014	2013	2013
	Unaudited		Audited
	\$'000	\$'000	\$'000
<b>CASH FLOWS – OPERATING ACTIVITIES</b>			
Profit for the period	6,347	5,689	10,886
Adjustments for:			
Depreciation of property, plant and equipment	1,814	1,141	2,800
Amortization of intangible assets	5,280	3,477	7,994
Loss (gain) on sale of property, plant and equipment	(49)	11	(37)
Fair value of preferential rate loan	307	-	(3,754)
Increase in provision for post-employment benefits	113	177	(50)
Finance costs, net	916	758	2,185
Tax (income)/expense	930	(94)	1,065
Decrease in fair value of earn out	-	(1,600)	(1,667)
Share-based payment charge	1,052	291	742
Operating cash flows before movements in working capital	16,710	9,850	20,164
Decrease / (increase) in trade receivables	(7,449)	4,881	(3,807)
Increase in other current assets	(2,556)	(5,129)	(3,678)
Decrease / (increase) in inventories	(1,994)	4,271	3,776
(Decrease) / increase in trade payables	11,103	(469)	11,487
Decrease in other current liabilities	(2,472)	(1,198)	(273)
(Decrease) / increase in provisions and other long term liabilities	713	(198)	320
Cash from operations	14,055	12,008	27,989
Income tax paid	-	-	(741)
Interest received	1	4	25
Interest paid	(1,363)	(824)	(1,901)
<b>Net cash from operating activities</b>	<b>12,693</b>	<b>11,188</b>	<b>25,372</b>
<b>CASH FLOWS - INVESTING ACTIVITIES</b>			
Acquisition of business	(2,100)	-	(9,509)
Settlement of earn out	-	-	(1,149)
Acquisition of property, plant and equipment	(4,291)	(1,516)	(4,847)
Proceed from disposal of property, plant and equipment	61	82	51
Acquisition of intangible assets	(1,415)	(1,405)	(*) (3,320)
Capitalized development expenditures	(11,887)	(4,417)	(*) (11,177)
Increase in restricted cash deposits	(8)	(26)	56
<b>Net cash used in investing activities</b>	<b>(19,640)</b>	<b>(7,282)</b>	<b>(29,895)</b>

(\*) Reclassified.

# **CONSOLIDATED STATEMENT OF CASH FLOWS** (continued)

	<b>Six months ended 30 June</b>		<b>Year ended 31 December</b>
	<b>2014</b>	<b>2013</b>	<b>2013</b>
	<b>Unaudited</b>		<b>Audited</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
<b>CASH FLOWS - FINANCING ACTIVITIES</b>			
Proceeds from exercise of options	3,086	246	259
Acquisition of minority interest	(100)	-	-
Proceeds from other loans	-	6,540	19,301
Repayment of other loans	(2,084)	(1,474)	(2,361)
Short-term borrowings from banks and other lenders	3,869	(10,791)	(10,870)
<b>Net cash (used in)/from financing activities</b>	<b>4,771</b>	<b>(5,479)</b>	<b>6,329</b>
<b>(Decrease)/increase in cash and cash equivalents</b>	<b>(2,176)</b>	<b>(1,573)</b>	<b>1,806</b>
<b>Cash and cash equivalents-balance at beginning of period</b>	<b>23,886</b>	<b>21,044</b>	<b>21,044</b>
<b>Effect of exchange rate differences</b>	<b>(402)</b>	<b>(640)</b>	<b>1,036</b>
<b>Cash and cash equivalents-balance at end of period</b>	<b>21,308</b>	<b>18,831</b>	<b>23,886</b>

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

### Six months ended 30 June 2014 (Unaudited)

	Share capital \$'000	Share premium \$'000	Merger reserve \$'000	Other reserve \$'000	Translation reserve \$'000	Retained earnings \$'000	Total \$'000	Non-controlling interest \$'000	Total \$'000
<b>Balance at 1 January 2014</b>	1,791	78,678	1,235	(2,993)	(3,867)	4,181	79,025	367	79,392
<b>Total comprehensive income for the period</b>									
Profit for the period	-	-	-	-	-	6,354	6,354	(7)	6,347
Foreign currency translation differences	-	-	-	-	115	-	115	6	121
Total comprehensive income for the period	-	-	-	-	115	6,354	6,469	(1)	6,468
<b>Transaction with owners:</b>									
Issue of shares	90	8,797	-	-	-	-	8,887	-	8,887
Exercise of options	52	3,034	-	-	-	-	3,086	-	3,086
Purchase of minority interest	-	-	-	266	-	-	266	(366)	(100)
Share based payment charge	-	-	-	-	-	1,052	1,052	-	1,052
<b>Total transactions with owners</b>	142	11,831	-	266	-	1,052	13,291	(366)	12,925
<b>Balance at 30 June 2014</b>	<b>1,933</b>	<b>90,509</b>	<b>1,235</b>	<b>(2,727)</b>	<b>(3,752)</b>	<b>11,587</b>	<b>98,785</b>	<b>-</b>	<b>98,785</b>

### Six months ended 30 June 2013 (Unaudited)

	Share capital \$'000	Share premium \$'000	Merger reserve \$'000	Other reserve \$'000	Translation reserve \$'000	Retained earnings \$'000	Total \$'000	Non-controlling interest \$'000	Total \$'000
<b>Balance at 1 January 2013</b>	1,781	78,429	1,235	(2,993)	(4,967)	(7,494)	65,991	422	66,413
<b>Total comprehensive income for the period</b>									
Profit for the period	-	-	-	-	-	5,791	5,791	(102)	5,689
Foreign currency translation differences	-	-	-	-	(1,314)	-	(1,314)	19	(1,295)
Total comprehensive income for the period	-	-	-	-	(1,314)	5,791	4,477	(83)	4,394
<b>Transaction with owners:</b>									
Exercise of options	68	178	-	-	-	-	246	-	246
Share based payment charge	-	-	-	-	-	291	291	-	291
<b>Total transactions with owners</b>	68	178	-	-	-	291	537	-	537
<b>Balance at 30 June 2013</b>	<b>1,849</b>	<b>78,607</b>	<b>1,235</b>	<b>(2,993)</b>	<b>(6,281)</b>	<b>(1,412)</b>	<b>71,005</b>	<b>339</b>	<b>71,344</b>

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (continued)

Year ended 31 December 2013 (Audited)

	Share capital \$'000	Share premium \$'000	Merger reserve \$'000	Other reserve \$'000	Translation reserve \$'000	Retained earnings \$'000	Total \$'000	Non- controlling interest \$'000	Total \$'000
<b>Balance at 1 January 2013</b>	1,781	78,429	1,235	(2,933)	(4,967)	(7,494)	65,991	422	66,413
<b>Total comprehensive income/(loss) for the period</b>									
Profit/(loss) for the year	-	-	-	-	-	10,933	10,933	(47)	10,886
Foreign currency translation differences	-	-	-	-	1,100	-	1,100	(8)	1,092
<b>Total comprehensive income/(loss) for the period</b>	-	-	-	-	1,100	10,933	12,033	(55)	11,978
<b>Transaction with owners:</b>									
Issuance of shares	10	249	-	-	-	-	259	-	259
Exercise of options	-	-	-	-	-	742	742	-	742
Share based payment charge	-	-	-	-	-	-	-	-	-
<b>Total transactions with owners</b>	10	249	-	-	-	742	1,001	-	1,001
<b>Balance at 31 December 2013</b>	<b>1,791</b>	<b>78,678</b>	<b>1,235</b>	<b>(2,993)</b>	<b>(3,867)</b>	<b>4,181</b>	<b>79,025</b>	<b>367</b>	<b>79,392</b>



# NOTES TO THE INTERIM FINANCIAL STATEMENT AT 30 JUNE 2014 (Unaudited)

1. The Company was incorporated and registered in England and Wales as a public limited company on 30 November 2004 under the Companies Act 1985.
2. The interim financial statements include the results of operations and the financial position of the Company and its subsidiaries (together the "Group") as at and for the six months ended 30 June 2014. The consolidated interim financial statements of the Company have been prepared in accordance with the recognition and measurement criteria of IFRS and the disclosure requirements of the AIM Rules using the accounting policies set out in the Group's 31 December 2013 statutory accounts. The AIM Rules do not require compliance with the requirements of IAS 34 "Interim Financial Statements" and these consolidated interim financial statements have not been prepared in compliance with the disclosure requirements of that standard. The consolidated interim financial statements have not been audited or reviewed and do not constitute the Company's statutory accounts within the meaning of Section 435 of the Companies Act 2006. The financial information for the year ended 31 December 2013 is derived from the statutory accounts for that year, which have been delivered to the Registrar of Companies. The report of the auditors was (i) unqualified, (ii) did not include a reference to any matters to which the auditors drew attention by way of emphasis without qualifying their report, and (iii) did not contain a statement under section 498 (2) or (3) of the Companies Act 2006.
3. The Directors have not declared an interim dividend.
4. Research and development expenses, net, were:

	<b>H1 2014</b>	<b>H1 2013</b>	<b>FY 2013</b>
	<b>\$'000</b>	<b>\$'000</b>	<b>\$'000</b>
Research and development operating expenses	22,710	12,660	31,439
Capitalized development expenses	(11,887)	(4,417)	(11,177)
Amortization of internally generated development costs	2,231	1,936	3,787
<b>Research and development expenses, net</b>	<b>13,054</b>	<b>(*) 10,179</b>	<b>24,049</b>

- (\*) The Company has reclassified an amount of \$ 2,292K which was shown as grant income in the six months to June 2013 so that in June 2014 it is shown within other operating income instead of as a reduction from the research and development expenses, in order to provide consistent presentation to the amount presented for the year ended 31 December 2013 and for the six months ended 30 June 2014.

5. Net debt position:

	H1 2014	H1 2013	FY 2013
	\$'000	\$'000	\$'000
Cash and cash equivalent	21,308	18,831	23,886
Restricted cash deposits	307	370	291
Working capital borrowings (1)	(13,390)	(11,355)	(10,960)
Long term loan (2)	(6,726)	(6,540)	(7,482)
Governmental loan (3)	(12,059)	(5,065)	(13,060)
Mortgage loan (4)	(4,055)	(4,350)	(4,422)
<b>Net debt</b>	<b>(14,615)</b>	<b>(8,109)</b>	<b>(11,747)</b>

- (1) Short term borrowings, less than one year, arising from invoice advances used for working capital.
- (2) Representing two long term loans from banks in Italy- (i) for \$6.5 million, received in June 2013, with interest at a rate of Euribor 3 months plus 3.25% and repayable in 20 quarterly instalments that commenced in September 2013; and (ii) for \$1.3 million, received in December 2013, with an interest rate of Euribor 6 months plus + 5.5% and is repayable in 6 semi-annual instalments that will commence in December 2020.
- (3) Representing two preferential long term loans (i) for \$7.7 million, received in December 2013, with a fixed-rate of 0.5% and repayable in 14 semi-annual instalments that will commence in December 2016, supported by the Italian MISE (Ministry of Economic Development) to develop an innovative platform for the application of M2M technologies; and (ii) for \$6.1 million, received in March 2007, with a fixed-rate of 0.75% and repayable in 10 annual instalments that commenced in March 2009, supported by the Ministry of Trade and Commerce in Italy, provided in connection with the Group's business development program in Sardinia.
- (4) Representing a preferential rate loan from a regional fund in Italy provided in connection with the Group's acquisition of the campus used for the Company's main R&D facility in Trieste, Italy. The mortgage loan, received at January 2012, is denominated in Euro, carries interest at a rate of 80% of Euribor 6 months and is repayable in 30 semi-annual instalments that commenced in June 2012.

6. On August 11, 2014, our subsidiaries Telit Communications SpA and Telit Wireless Solutions, Inc. amicably resolved the legal proceedings with Mentor Graphics Corporation and its Irish subsidiary, described in note 21C to the Company's 2013 annual report. The parties entered into a settlement agreement, which fully and finally settled all disputes among the parties, and dismissed all claims and counterclaims in the case with prejudice.
7. In August 2014, M2M Solutions LLC ("M2M") filed (but has not yet served the Company with) an additional complaint (the "Additional Claim") to the one detailed in note 21D to the Company's 2013 annual report (the "Original Claim"). The Additional Claim pertains to an alleged infringement by the Company and other named defendants of a patent allegedly owned by M2M and closely related to the patent asserted by M2M in the Original Claim. If and when served, the Company intends to defend against the Additional Claim vigorously. Also, between May and August 2014, the parties exchanged opening, rebuttal and reply expert reports (infringement and damages) in the Original Claim. The parties are discussing the possibility of consolidating these actions. In the opinion of the Company's management based, among other things, on the opinion of its legal and economic advisers, no provision is considered necessary in relation to the Original Claim or the Additional Claim.