

#### PRESS RELEASE

## **RESULTS FOR THE SECOND QUARTER OF 2013**

**Net sales:** €148.3 million (€140.7 million in the seond quarter of 2012)

Adjusted EBITDA: €28.5 million (19.2% of sales); €2.1 million in the second quarter of 2012

Adjusted EBIT: €22.2 million , €23.6 million in thesecond quarter of 2012

Consolidated net profit: €12.5 million (8.5% of sales), €13.5 million in the second quarter of 2012)

#### **RESULTS FOR THE FIRST HALF OF 2013**

Net sales: €280.5 million (€279.2 million in the first half of 2012)

Adjusted EBITDA: €54.0 million (19.3% of sales), €9.0 million in the first half of 2012

Adjusted EBIT: €42.7 million, €48.6 million in thefirst half of 2012

Consolidated net profit: €25.3 million (9.0% of sales), €27.3 million in the first half of 2012 Net financial debt at 30 June 2013: €106.4 million(€139.8 million at 30 June 2012)

"We are very satisfied - stated the Chairman Fulvio Montipò - with having achieved results that are essentially in line with a record 2012 in a situation of extreme uncertainty for the world economy."

Sant'Ilario d'Enza (RE), 2 August 2013 – Interpump Group announces its results for the second quarter and first half of 2013, approved by the Board of Directors at their meeting today.

#### CONSOLIDATED RESULTS FOR THE SECOND QUARTER OF 2013

The consolidation scope for the second quarter of 2013 includes Hydrocontrol for a period of two months. This company was acquired in May 2013 and was not part of the Group in 2012.

**Net sales** for the second quarter of 2013 amounted to 148.3 million euros, an increase of 5.4% over the corresponding period in 2012 (140.7 million euros). There was a fall of 1.5% on a like for like basis.



Details of net sales for the second quarter by business sector and geographical area may be analysed as follows:

| (€/000)   | <u>Ital</u> y             | Rest <u>of</u><br><u>Europe</u> | North<br><u>America</u>    | Pacific<br><u>Area</u>                 | Rest of the World         | <u>Total</u>                              |
|---|---------------------------|---------------------------------|----------------------------|--|---------------------------|---|
| 2nd quarter 2013  |                           |                                 |                            |  |                           |   |
| Hydraulic Sector<br>Water Jetting Sector<br>Total                       | 15,488<br>6,092<br>21,580 | 21,810<br>20,271<br>42,081      | 20,577<br>30,210<br>50,787 | 5,388<br><u>8,691</u><br><u>14,079</u> | 15,282<br>4,448<br>19,730 | 78,545<br>69,712<br>148,257               |
| 2nd quarter 2012  |                           |                                 |                            |  |                           |   |
| Hydraulic Sector<br>Water Jetting Sector<br>Total continuing operations | 14,516<br>5,557<br>20,073 | 17,870<br>20,122<br>37,992      | 20,050<br>29,124<br>49,174 | 3,336<br>11,833<br>15,169              | 12,203<br>6,097<br>18,300 | 67,975<br><u>72,733</u><br><u>140,708</u> |
| Percentage changes 2013/2012  | 2                         |                                 |                            |  |                           |   |
| Hydraulic Sector<br>Water Jetting Sector<br>Total                       | +6.7%<br>+9.6%<br>+7.5%   | +22.0%<br>+0.7%<br>+10.8%       | +2.6%<br>+3.7%<br>+3.3%    | +61.5%<br>-26.6%<br>-7.2%              | +25.2%<br>-27.0%<br>+7.8% | +15.5%<br>-4.2%<br>+5.4%                  |
| Total changes on a like for like basis                                  | -1.2%                     | +0.3%                           | +0.7%                      | -20.4%                                 | +4.0%                     | -1.5%                                     |

On a like for like basis the Hydraulic Sector grew by 1.3%.

#### **PROFITABILITY**

Gross operating income (**EBITDA**) amounted to 27.9 million euros (18.9% of sales) compared to 29.1 million euros in the second quarter of 2012 when it represented 20.7% of sales. Excluding non-recurring costs relating to the reorganisation of the Hydraulic Sector, adjusted EBITDA amounted to 19.2% of sales (19.6% on a like for like basis). The following table sets out EBITDA by business sector:

|                      | 2nd quarter<br>2013<br>€/000 | % of<br>total<br>sales* | 2nd quarter<br>2012<br>€/000 | % of<br>total<br>sales* | Increase/<br>decrease |
|----------------------|------------------------------|-------------------------|------------------------------|-------------------------|-----------------------|
| Hydraulic Sector     | 11,313                       | 14.4%                   | 9,965                        | 14.7%                   | +13.5%                |
| Water Jetting Sector | 16,645                       | 23.8%                   | 19,158                       | 26.2%                   | -13.1%                |
| Other Sectors        | (11)                         | N/A                     | 26                           | N/A                     | N/A                   |
| Total                | <i>27,947</i>                | 18.9%                   | <i>29,149</i>                | 20.7%                   | -4.1%                 |

<sup>\* =</sup> Total sales also include sales to other companies in the consolidation scope while the analysis provided above reflects only sales outside the Group. Thus, for consistency, percentages are calculated as a proportion of total sales instead of as a proportion of those shown above.

On a like for like basis the EBITDA of the Hydraulic Sector was 10.0 million euros (14.5% of sales), an increase of 0.4%.



Operating income (**EBIT**) amounted to 21.2 million euros (14.3% of sales) compared to 23.6 million euros in the second quarter of 2012 (16.8% of sales). EBIT was affected by non-recurring costs of 1.0 million euros (costs of 0.5 and accruals of 0.5; the latter do not affect EBITDA); excluding these non-recurring costs, adjusted EBITDA amounted to 14.9% of sales.

The second quarter ended with **consolidated net profit** of 12.5 million euros, or 8.5% of sales (13.5 million euros in the second quarter of 2012).

Basic earnings per share were 0.117 euros (0.143 euros in the second quarter of 2012).

### RESULTS FOR THE FIRST HALF OF 2013

**Net sales** for the first half of 2013 amounted to 280.5 million euros, an increase of 0.5% over the corresponding period in 2012 when they totalled 279.2 million euros (-3.0% on a like for like basis).

Details of sales by business sector and geographical area are as follows:

1st half 2013

|                              |               |               |                |               | Rest of       |                |
|------------------------------|---------------|---------------|----------------|---------------|---------------|----------------|
|                              |               | Rest of       | North          | Pacific       | the           |                |
| (€/000)                      | <u>Italy</u>  | <u>Europe</u> | <u>America</u> | <u>Area</u>   | World         | <u>Total</u>   |
| Hydraulic Sector             | 28,527        | 38,928        | 39,538         | 7,783         | 28,742        | 143,518        |
| Water Jetting Sector         | 11,059        | 40,466        | 59,638         | 17,980        | 7,860         | 137,003        |
| Total                        | <u>39,586</u> | <u>79,394</u> | <u>99,176</u>  | <u>25,763</u> | <u>36,602</u> | <u>280,521</u> |
| 1st half 2012                |               |               |                |               |               |                |
| Hydraulic Sector             | 29,243        | 35,215        | 40,537         | 6,800         | 25,908        | 137,703        |
| Water Jetting Sector         | 10,688        | 40,338        | 56,890         | 24,109        | <u>9,431</u>  | 141,456        |
| Total                        | 39,931        | 75,553        | 97,427         | 30,909        | 35,339        | 279,159        |
| Percentage changes 2013/2012 |               |               |                |               |               |                |
| Hydraulic Sector             | -2.4%         | +10.5%        | -2.5%          | +14.5%        | +10.9%        | +4.2%          |
| Water Jetting Sector         | +3.5%         | +0.3%         | +4.8%          | -25.4%        | -16.7%        | -3.1%          |
| Total                        | -0.9%         | +5.1%         | +1.8%          | -16.6%        | +3.6%         | +0.5%          |
| Total changes on a like for  |               |               |                |               |               |                |
| like basis                   | -5.3%         | -0.2%         | +0.5%          | -23.1%        | +1.6%         | -3.0%          |

On a like for like basis the Hydraulic Sector fell by 2.8%.

## **PROFITABILITY**

Gross operating income (**EBITDA**) amounted to 53.4 million euros (19.0% of sales) compared to 59.0 million euros in the first half of 2012 when it represented 21.1% of sales. Excluding non-recurring costs relating to the reorganisation of the Hydraulic Sector, EBITDA amounted to 19.3% of sales (19.5% on a like for like basis). The following table sets out EBITDA by business sector:



|                      | 1st half 2013<br>€/000 | % of<br>total<br>sales* | 1st half 2012<br>€/000 | % of<br>total<br>sales* | Increase/<br>decrease |
|----------------------|------------------------|-------------------------|------------------------|-------------------------|-----------------------|
| Hydraulic Sector     | 20,797                 | 14.5%                   | 21,732                 | 15.8%                   | -4.3%                 |
| Water Jetting Sector | 32,546                 | 23.7%                   | 37,159                 | 26.2%                   | -12.4%                |
| Other Sectors        | <u>15</u>              | N/A                     | <u>86</u>              | N/A                     | N/A                   |
| Total                | 53,358                 | 19.0%                   | <i>58,977</i>          | 21.1%                   | -9.5%                 |

<sup>\* =</sup> Total sales also include sales to other companies in the consolidation scope while the analysis provided above reflects only sales outside the Group. Thus, for consistency, percentages are calculated as a proportion of total sales instead of as a proportion of those shown above.

On a like for like basis the EBITDA of the Hydraulic Sector was 19.5 million euros (14.6% of sales), a decrease of 10.3%.

Operating income (**EBIT**) amounted to 41.5 million euros (14.8% of sales) compared to 48.6 million euros in the first half of 2012 (17.4% of sales). This result was affected by non-recurring costs of 1.2 million euros (costs of 0.7 and accruals of 0.5; the latter do not affect EBITDA); excluding these non-recurring costs adjusted EBITDA amounted to 15.2% of sales.

Net profit amounted to 25.3 million euros (27.3 million euros in the first half of 2012). Basic earnings per share were 0.240 euros (0.288 euros in the first half of 2012).

Capital employed rose from 499.4 million euros at 31 December 2012 to 573.7 million euros at 30 June 2013. The increase is mainly due to the acquisition of Hydrocontrol, which led to a rise of 56.3 million euros in capital employed. Non-annualised ROCE was 7.2% (9.7% in the first half of 2012); the decrease is due to the fact that only two months' results of Hydrocontrol were consolidated compared to the whole of the capital employed for the acquisition of the company. Excluding the above, ROCE would have been 8.0%. Non-annualised ROE was 5.8% (8.2% in the first half of 2012), affected by the capital increase of 56.9 million euros that took place in the second half of 2012 and by the acquisition of Hydrocontrol since, as the result of the transfer of 4,500,000 treasury shares for the purchase, a further capital increase of 30.1 million euros was carried out, while the results of Hydrocontrol were only consolidated for two months. Excluding the above ROE would have been 7.3%.

**Net financial debt** at 30 June 2013 amounted to 106.4 million euros compared to 74.5 million euros at 31 December 2012. The increase is due to the acquisition of Hydrocontrol (22.9 million euros) and the distribution of a dividend (18.0 million euros). The amount does not include commitments to acquire additional interests (put-options) in subsidiaries for 32.9 million euros (28.0 million euros 31 December 2012).

**Net cash** of 37.3 million euros was generated by operations in the first half of 2013 (42.2 million euros in the first half of 2012). Free cash flow was 7.2 million euros (20.5 million euros in the first half of 2012). It should be noted that a higher level of capital expenditure was incurred in 2013, of which 4.7 million euros regarding the building of the new Hammelmann factory. It should also be emphasised that the Group took the decision in December 2012 not to carry out any more factoring of receivables without recourse. At 30 June 2012 on the other hand receivables of 6.1 million euros had been factored; accordingly adjusting the change in working capital for the first half of 2012 by this amount, free cash flow for the first half of 2012 would have been 14.4 million euros.

"We are very satisfied - stated the Chairman Fulvio Montipò - with having achieved results that are essentially in line with a record 2012 in a situation of extreme uncertainty for the world economy."



Sant'Ilario d'Enza (RE), 2 August 2013

On behalf of the Board of Directors Chairman Fulvio Montipò

The manager responsible for drafting company accounting documents, Carlo Banci, declares pursuant to the terms of section 2, article 154(2) of the Financial Services Act that the accounting disclosures in the present release correspond to the contents of the underlying documents, the accounting books and the accounting entries.

Sant'Ilario d'Enza (RE), 2 August 2013

Manager responsible for drafting company accounting documents Carlo Banci

For further information please contact:

Moccagatta Associati Tel.+39 02 8645.1695 Fax +39 02 8645.2082 segreteria@moccagatta.it

www.interpumpgroup.it

## **Financial statements**

## **Consolidated balance sheet**

| (€/000)                          | 30/06/2013 | 31/12/2012 |
|----------------------------------|------------|------------|
| ASSETS                           |            |            |
| Current assets                   |            |            |
| Cash and cash equivalents        | 100,181    | 115,069    |
| Trade receivables                | 129,028    | 96,371     |
| Inventories                      | 156,310    | 131,692    |
| Tax receivables                  | 6,174      | 6,705      |
| Derivative financial instruments | 124        | 306        |
| Other current assets             | 7,466      | 6,675      |
| Total current assets             | 399,283    | 356,818    |
| Non-current assets               |            |            |
| Property, plant and equipment    | 148,007    | 112,527    |
| Goodwill                         | 238,576    | 225,921    |
| Other intangible assets          | 25,434     | 22,146     |
| Other financial assets           | 1,811      | 1,840      |
| Tax receivables                  | 3,066      | 2,802      |
| Deferred tax assets              | 19,712     | 16,707     |
| Other non-current assets         | 760        | 971        |
| Total non-current assets         | 437,366    | 382,914    |
| Assets available for sale        | 2,480      | 2,121      |
| Total assets                     | 839,129    | 741,853    |

| (€/000)   | 30/06/2013 | 31/12/2012 |
|---|------------|------------|
| LIABILITIES   |            |            |
| Current liabilities                                   |            |            |
| Trade payables  | 73,551     | 53,612     |
| Payables to banks                                     | 21,633     | 10,614     |
| Interest bearing financial payables (current portion) | 79,151     | 87,303     |
| Derivative financial instruments                      | 618        | 781        |
| Taxes payable   | 7,507      | 6,655      |
| Other current liabilities                             | 53,621     | 27,342     |
| Provisions for risks and charges                      | 4,791      | 4,653      |
| Total current liabilities                             | 240,872    | 190,960    |
| Non-current liabilities                               |            |            |
| Interest bearing financial payables                   | 105,846    | 91,701     |
| Liabilities for employee benefits                     | 11,955     | 11,008     |
| Deferred tax liabilities                              | 27,197     | 22,456     |
| Non-current tax payables                              | 4          | 17         |
| Other non-current liabilities                         | 17,400     | 27,496     |
| Provisions for risks and charges                      | 1,499      | 1,339      |
| Total non-current liabilities                         | 163,901    | 154,017    |
| Total liabilities                                     | 404,773    | 344,977    |
| SHAREHOLDERS' EQUITY                                  |            |            |
| Share capital   | 55,151     | 52,796     |
| Legal reserve   | 11,323     | 10,157     |
| Share premium reserve                                 | 133,654    | 105,514    |
| Reserve for valuation of hedging derivatives          |            |            |
| at fair value   | (125)      | (333)      |
| Translation reserve                                   | (8,662)    | (8,243)    |
| Other reserves  | 236,480    | 231,152    |
| Group shareholders' equity                            | 427,821    | 391,043    |
| Non-controlling interests                             | 6,535      | 5,833      |
| Total shareholders' equity                            | 434,356    | 396,876    |
| Total shareholders' equity and liabilities            | 839,129    | 741,853    |

## Consolidated income statement for the first half-year

| (€/000)   | 2013           | 2012      |
|---|----------------|-----------|
| Net sales   | 280,521        | 279,159   |
| Cost of sales   | (176,752)      | (172,786) |
| Gross industrial margin   | 103,769        | 106,373   |
| % of net sales  | 37.0%          | 38.1%     |
| Other operating income  | 4,202          | 4,470     |
| Distribution expenses   | (29,350)       | (27,222)  |
| General and administrative expenses                             | (35,368)       | (34,199)  |
| Other operating costs   | (1,720)        | (803)     |
| EBIT  | 41,533         | 48,619    |
| % of net sales  | 14.8%          | 17.4%     |
| Financial income  | 4,195          | 2,462     |
| Financial charges   | (6,019)        | (6,560)   |
| Adjustment of investments accounted for using the equity method | (102)          | (88)      |
| Profit for the period before taxes                              | 39,607         | 44,433    |
| Income taxes  | (14,291)       | (17,163)  |
| Consolidated profit for the period from continuing operations   | 25,316         | 27,270    |
| % of net sales  | 9.0%           | 9.8%      |
| Profit from activities to be sold from discontinued operations  | -              | 19        |
| Consolidated profit for the period                              | 25,316         | 27,289    |
| Attributable to:  |                |           |
| Owners of the parent  | 24,716         | 26,650    |
| Non-controlling interests of subsidiaries                       | 600            | 639       |
| Consolidated profit for the period                              | 25,316         | 27,289    |
| EDIED A   | <b>52.25</b> 9 | 50 055    |
| EBITDA  | 53,358         | 58,977    |
| % of net sales  | 19.0%          | 21.1%     |
| Shareholders' equity  | 434,356        | 331,192   |
| Net debt  | 106,449        | 139,816   |
| Debt for the purchase of investments                            | 32,920         | 28,990    |
| Capital employed  | 573,725        | 499,998   |
| Non-annualized ROCE   | 7.2%           | 9.7%      |
| Non-annualized ROE  | 5.8%           | 8.2%      |
| Basic earnings per share  | 0.240          | 0.288     |

EBITDA\* = EBIT + Depreciation + Amortization + Accruals

ROCE = EBIT/ Capital employed

ROE = Consolidated profit for the period / Consolidated shareholders' equity

<sup>\* =</sup> Since EBITDA is not an accounting measure either as part of Italian accounting principles or as part of international accounting standards (IAS/IFRS), the calculation of this item may vary. EBITDA is a measure used by the company's management to monitor and assess its operating performance. Management believes that EBITDA is an important parameter for measuring the company's operating performance as it is not affected by the various criteria that may be used to determine taxable income, the amount and characteristics of capital employed and the relative depreciation and amortisation policies. The criteria used by the company to determine EBITDA may not be consistent with that used by other companies/groups and the amount obtained may not be comparable with that calculated by them.

# Statement of consolidated comprehensive income for the first half year

| •   |               | •             |
|---|---------------|---------------|
| (€/000)   | 2013          | 2012          |
| Consolidated profit for the half year (A)   | 25,316        | 27,289        |
| Other consolidated income which will subsequently be reclassified to consolidated profit for the period |               |               |
| Cash flow hedge accounting for derivatives hedging interest rate risk:                                  |               |               |
| - Gains (losses) on derivatives for the period  | -             | -             |
| - Less: Adjustment for gains (losses) reclassified to the income statement                              | -             | -             |
| - Less: Adjustment for the recognition of fair value in equity in the                                   |               | •             |
| previous period   | <u>330</u>    | <u>309</u>    |
| Total   | 330           | 309           |
| Cash flow hedge accounting for derivatives hedging currency risk:                                       |               |               |
| - Gains (losses) on derivatives for the period  | 43            | (40)          |
| - Less: Adjustment for gains (losses) reclassified to the income statement                              | (91)          | 334           |
| - Less: Adjustment for the recognition of fair value in equity in the                                   | ,             |               |
| previous period   |               | <u>(15)</u>   |
| Total   | (48)          | 279           |
| Gains (losses) on translating the financial statements of foreign companies                             | (392)         | 2,803         |
| Gains (losses) from companies accounted for using the equity method                                     | (59)          | 47            |
| Related taxation  | <u>(74)</u>   | <u>(187)</u>  |
| Total other consolidated income which will subsequently be  | 11-17         | 1==,7         |
| reclassified to consolidated profit for the period, net of the tax                                      |               |               |
| effect (B)  | <u>(243)</u>  | <u>3,251</u>  |
| Consolidated comprehensive income for the first half year (A) +   | 25 072        | 20.540        |
| <b>(B)</b>  | <u>25,073</u> | <u>30,540</u> |
| Attributable to:  |               |               |
| Owners of the parent  | 24,505        | 29,743        |
| Non-controlling interests of subsidiaries   | 568           | 797           |
| Consolidated comprehensive income for the period  | 25,073        | 30,540        |

## Consolidated income statement for the second quarter

| Net sales         148.257         140.708           Cost of sales         (94.372)         (87.558)           Gross industrial margin         53.885         53.150           % of net sales         36.3%         37.8%           Other operating income         2,340         2,425           Distribution expenses         (15,278)         (13,965)           General and administrative expenses         (18,425)         (17,240)           Other operating costs         (1,371)         (725)           EBIT         21,151         23,645           % of net sales         14.3%         16.8%           Financial income         2,126         1,319           Financial charges         (3,555)         (2,969)           Adjustment of investments accounted for using the equity method         (73)         (165)           Profit for the period before taxes         (7,117)         (8,307)           Consolidated profit for the period from continuing operations         12,532         13,523           % of net sales         8.5%         9.6%           Profit from activities to be sold from discontinued operations         -         22           Consolidated profit for the period         12,532         13,545 |
|--|
| Cost of sales         (94.372)         (87.558)           Gross industrial margin         53.885         53.150           % of net sales         36.3%         37.8%           Other operating income         2,340         2,425           Distribution expenses         (15,278)         (13,965)           General and administrative expenses         (18,425)         (17,240)           Other operating costs         (1,371)         (725)           EBIT         21,151         23,645           % of net sales         14.3%         16.8%           Financial income         2,126         1,319           Financial charges         (3,555)         (2,969)           Adjustment of investments accounted for using the equity method         (73)         (165)           Profit for the period before taxes         19,649         21,830           Income taxes         (7,117)         (8,307)           Consolidated profit for the period from continuing operations         12,532         13,523           % of net sales         8.5%         9.6%           Profit from activities to be sold from discontinued operations         -         22   |
| % of net sales       36.3%       37.8%         Other operating income       2,340       2,425         Distribution expenses       (15,278)       (13,965)         General and administrative expenses       (18,425)       (17,240)         Other operating costs       (1,371)       (725)         EBIT       21,151       23,645         % of net sales       14.3%       16.8%         Financial income       2,126       1,319         Financial charges       (3,555)       (2,969)         Adjustment of investments accounted for using the equity method       (73)       (165)         Profit for the period before taxes       19,649       21,830         Income taxes       (7,117)       (8,307)         Consolidated profit for the period from continuing operations       12,532       13,523         % of net sales       8.5%       9.6%         Profit from activities to be sold from discontinued operations       -       22   |
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| Other operating costs         (1,371)         (725)           EBIT         21,151         23,645           % of net sales         14.3%         16.8%           Financial income         2,126         1,319           Financial charges         (3,555)         (2,969)           Adjustment of investments accounted for using the equity method         (73)         (165)           Profit for the period before taxes         19,649         21,830           Income taxes         (7,117)         (8,307)           Consolidated profit for the period from continuing operations         12,532         13,523           % of net sales         8.5%         9.6%           Profit from activities to be sold from discontinued operations         -         22   |
| EBIT         21,151         23,645           % of net sales         14.3%         16.8%           Financial income         2,126         1,319           Financial charges         (3,555)         (2,969)           Adjustment of investments accounted for using the equity method         (73)         (165)           Profit for the period before taxes         19,649         21,830           Income taxes         (7,117)         (8,307)           Consolidated profit for the period from continuing operations         12,532         13,523           % of net sales         8.5%         9.6%           Profit from activities to be sold from discontinued operations         -         22   |
| % of net sales       14.3%       16.8%         Financial income       2,126       1,319         Financial charges       (3,555)       (2,969)         Adjustment of investments accounted for using the equity method       (73)       (165)         Profit for the period before taxes       19,649       21,830         Income taxes       (7,117)       (8,307)         Consolidated profit for the period from continuing operations       12,532       13,523         % of net sales       8.5%       9.6%         Profit from activities to be sold from discontinued operations       -       22  |
| Financial income       2,126       1,319         Financial charges       (3,555)       (2,969)         Adjustment of investments accounted for using the equity method       (73)       (165)         Profit for the period before taxes       19,649       21,830         Income taxes       (7,117)       (8,307)         Consolidated profit for the period from continuing operations       12,532       13,523         % of net sales       8.5%       9.6%         Profit from activities to be sold from discontinued operations       -       22   |
| Financial charges (3,555) (2,969) Adjustment of investments accounted for using the equity method (73) (165)  Profit for the period before taxes 19,649 21,830  Income taxes (7,117) (8,307)  Consolidated profit for the period from continuing operations % of net sales 8.5% 9.6%  Profit from activities to be sold from discontinued operations - 22  |
| Adjustment of investments accounted for using the equity method Profit for the period before taxes 19,649 21,830 Income taxes (7,117) Consolidated profit for the period from continuing operations % of net sales 8.5% 9.6% Profit from activities to be sold from discontinued operations - 22   |
| Profit for the period before taxes19,64921,830Income taxes(7,117)(8,307)Consolidated profit for the period from continuing operations12,53213,523% of net sales8.5%9.6%Profit from activities to be sold from discontinued operations-22   |
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| % of net sales 8.5% 9.6%  Profit from activities to be sold from discontinued operations - 22  |
| Profit from activities to be sold from discontinued operations <u>22</u>   |
|  |
| Consolidated profit for the period 12,532 13,545   |
|  |
| Attributable to:   |
| Owners of the parent 12,283 13,221   |
| Non-controlling interests of subsidiaries 249 324  |
| Consolidated profit for the period 12,532 13,545   |
| EBITDA from continuing operations 27,947 29,149  |
| % of net sales 18.9% 20.7%   |
| Shareholders' equity 434,356 331,192   |
| Net debt 106,449 139,816   |
| Debt for the purchase of investments 32,920 28,990   |
| Capital employed         573,725         499,998   |
| Non-annualized ROCE 3.7% 4.7%  |
| Non-annualized ROE 2.9% 4.1%   |
| Basic earnings per share 0.117 0.143   |

EBITDA\* = EBIT + Depreciation + Amortization + Accruals

ROCE = EBIT/ Capital employed

ROE = Consolidated profit for the period / Consolidated shareholders' equity

<sup>\* =</sup> Since EBITDA is not an accounting measure either as part of Italian accounting principles or as part of international accounting standards (IAS/IFRS), the calculation of this item may vary. EBITDA is a measure used by the company's management to monitor and assess its operating performance. Management believes that EBITDA is an important parameter for measuring the company's operating performance as it is not affected by the various criteria that may be used to determine taxable income, the amount and characteristics of capital employed and the relative depreciation and amortisation policies. The criteria used by the company to determine EBITDA may not be consistent with that used by other companies/groups and the amount obtained may not be comparable with that calculated by them.

# Statement of consolidated comprehensive income for the second quarter

| (€/000)   | 2013            | 2012                 |
|---|-----------------|----------------------|
| Consolidated profit for the second quarter (A)  | 12,532          | 13,545               |
| Other consolidated income which will subsequently be reclassified to consolidated profit for the period                               |                 |                      |
| Cash flow hedge accounting for derivatives hedging interest rate risk:  |                 |                      |
| - Gains (losses) on derivatives for the period  | -               | -                    |
| - Less: Adjustment for gains (losses) reclassified to the income statement  | _               | _                    |
| - Less: Adjustment for the recognition of fair value in equity in the   |                 |                      |
| previous period   | <u>130</u>      | <u>158</u>           |
| Total   | 130             | 158                  |
| Cash flow hedge accounting for derivatives hedging currency risk:   | 150             | (9.6)                |
| <ul><li>Gains (losses) on derivatives for the period</li><li>Less: Adjustment for gains (losses) reclassified to the income</li></ul> | 158             | (86)                 |
| statement   | (2)             | 28                   |
| - Less: Adjustment for the recognition of fair value in equity in the previous period   | _4              | (73)                 |
| Total   | 160             | $\frac{(73)}{(131)}$ |
| Gains (losses) on translating the financial statements of foreign   |                 | , ,                  |
| companies   | (6,125)         | 8,210                |
| Gains (losses) from companies accounted for using the equity method   | (29)            | 37                   |
| Related taxation  | <u>(84)</u>     | <u>(5)</u>           |
| Total other consolidated income which will subsequently be  |                 |                      |
| reclassified to consolidated profit for the period, net of the tax  | ( <b>5</b> 049) | 9.260                |
| effect (B)  | <u>(5,948)</u>  | <u>8,269</u>         |
| Consolidated comprehensive income for the second quarter (A) $+ \left( B \right)$   | <u>6,584</u>    | <u>21,814</u>        |
| Attributable to:  |                 |                      |
| Owners of the parent  | 6,563           | 21,316               |
| Non-controlling interests of subsidiaries   | 21              | 498                  |
| Consolidated comprehensive income for the period  | 6,584           | 21,814               |

# Consolidated cash flow statement for the first half year

| •  |                     |                   |
|--|---------------------|-------------------|
| (€/000)  | 2013                | 2012              |
| Cash flows from operating activities   |                     |                   |
| Profit before taxes and capital losses from discontinued operations  | 39,607              | 44,433            |
| Adjustments for non-cash items:  |                     |                   |
| Losses (gains) on the sale of fixed assets   | (630)               | (644)             |
| Losses (gains) on the sale of investments  | -                   | (155)             |
| Amortisation and depreciation  | 10,733              | 9,731             |
| Costs recognized in the income statement relative to stock options that do not involve monetary outflows for the Group | 552                 | 436               |
| Losses (profits) from investments  | 102                 | 88                |
| Net change in risk provisions and allocations to employee benefit provisions   | (67)                | (53)              |
| Expenditures for tangible assets to be leased  | (2,946)             | (2,568)           |
| Proceeds from the disposal of leased tangible assets   | 1,206               | 1,883             |
| Net financial charges  | 1,824               | 4,098             |
| Other  | 7                   | (19)              |
|  | 50,388              | 57,230            |
| (Increase) decrease in trade receivables and other current assets  | (20,002)            | (7,909)           |
| (Increase) decrease in inventories   | (6,549)             | (9,797)           |
| Increase (decrease) in trade payables and other current liabilities  | 12,590              | 3,926             |
| Interest paid  | (2,790)             | (3,811)           |
| Realised exchange differences  | 385                 | 29                |
| Taxes paid   | (10,661)            | (11,262)          |
| Net cash from operating activities   | 23,361              | 28,406            |
| Cash flows from investing activities   |                     |                   |
| Payments for the purchase of investments net of cash received and gross of treasury                                    |                     |                   |
| shares transferred   | (40,545)            | (18,163)          |
| Net proceeds from the Hydrocontrol concentration operation   | 1,400               | -                 |
| Sale of non-controlling interests  | - (15.405)          | 294               |
| Capital expenditure on property, plant and equipment   | (15,427)            | (8,927)           |
| Proceeds from the sale of tangible assets  | 258                 | 1,742             |
| Increase in intangible assets  | (1,371)             | (1,258)           |
| Proceeds from the disposal of financial fixed assets   | 970                 | 1,713             |
| Financial income received  | 1,047               | 915               |
| Other Net cash used in investing activities  | (53,507)            | (163)<br>(23,847) |
| -  | (00,007)            | (20,017)          |
| Cash flows from financing activities  Disbursement (repayment) of loans  | (6.170)             | (1.49)            |
| Dividends paid   | (6,179)<br>(18,464) | (148)<br>(11,647) |
| Payment for the purchase of treasury shares  | (1,672)             | (6,905)           |
| Disposal of treasury shares to acquire investments   | 30,132              | 1,704             |
| Proceeds from the sale of treasury shares to stock option beneficiaries  | 1,483               | 1,704             |
| Disbursement (repayment) of loans to unconsolidated subsidiaries   | (88)                | 33                |
| Payment of finance lease instalments (principal)   | (1,296)             | (1,320)           |
| Net cash from (used in) financing activities   | 3,916               | (16,288)          |
| -  |                     |                   |
| Net increase (decrease) in cash and cash equivalents   | (26,230)            | (11,729)          |

| (€/000)   | 2013                          | 2012                           |
|---|-------------------------------|--------------------------------|
| Net increase (decrease) in cash and cash equivalents  | (26,230)                      | (11,729)                       |
| Increase (decrease) in cash from discontinued operations  | -                             | 20                             |
| Translation differences for cash held by non-EU companies   | 92                            | 462                            |
| Opening cash and cash equivalents of GITOP (company consolidated on a line-by-line basis for the first time)  | 231                           | -                              |
| Cash and cash equivalents at the beginning of the period  | 104,455                       | 100,306                        |
| Cash and cash equivalents at the end of the period  | 78,548                        | 89,059                         |
| Cash and cash equivalents may be analysed as follows:   | 30/06/2013                    | 31/12/2012                     |
|   | €/000                         | €/000                          |
| Cash and cash equivalents as per the balance sheet Payables to banks (for overdrafts and advances subject to collection) Cash and cash equivalents as per the cash flow statement | 100,181<br>(21,633)<br>78,548 | 115,069<br>(10,614)<br>104,455 |

# Statement of changes in shareholders' equity

|  | Share<br>capital | Legal<br>reserve | Share<br>premium<br>reserve | valuation of<br>hedging<br>derivatives at<br>fair value | Translation<br>reserve | Other<br>reserves | Group<br>shareholde<br>rs' equity | Non-<br>controlling<br>interests | Total    |
|--|------------------|------------------|-----------------------------|---|------------------------|-------------------|-----------------------------------|----------------------------------|----------|
| At 1 January 2012  | 47,936           | 10,157           | 64,719                      | (1,086)   | (2,908)                | 190,879           | 309,697                           | 5,463                            | 315,160  |
| Recognition in the income statement of the fair value of the stock options granted and |                  |                  |                             |   |                        |                   |                                   |                                  |          |
| exercisable  | -                | -                | 436                         | -   | -                      | -                 | 436                               | -                                | 436      |
| Purchase of treasury shares  | (589)            | -                | (6,316)                     | -   | -                      | -                 | (6,905)                           | -                                | (6,905)  |
| Transfer of treasury shares to stock option beneficiaries                              | 275              | -                | 1,720                       | -   | -                      | -                 | 1,995                             | -                                | 1,995    |
| Transfer of treasury shares as payment for investments                                 | 156              | -                | 1,548                       | -   | -                      | -                 | 1,704                             | -                                | 1,704    |
| Dividends distributed  | -                | -                | -                           | -   | -                      | (11,145)          | (11,145)                          | (342)                            | (11,487) |
| Dividends approved   | -                | -                | -                           | -   | -                      | -                 | -                                 | (55)                             | (55)     |
| Classification of the investment in Hydrocar Roma as assets held for sale              | -                | -                | -                           | -   | -                      | -                 | -                                 | (196)                            | (196)    |
| Comprehensive income for the first half of 2012  | -                | -                | -                           | 401   | 2,692                  | 26,650            | 29,743                            | 797                              | 30,540   |
| At 30 June 2012  | 47,778           | 10,157           | 62,107                      | (685)   | (216)                  | 206,384           | 325,525                           | 5,667                            | 331,192  |
| Recognition in the income statement of the fair value of the stock options granted and |                  |                  |                             |   |                        |                   |                                   |                                  |          |
| exercisable  | -                | -                | 436                         | -   | -                      | -                 | 436                               | -                                | 436      |
| Purchase of treasury shares  | (817)            | -                | (8,105)                     | -   | -                      | -                 | (8,922)                           | -                                | (8,922)  |
| Transfer of treasury shares to stock option beneficiaries                              | 6                | -                | 24                          | -   | -                      | -                 | 30                                | -                                | 30       |
| Capital increase following the exercising of warrants                                  | 5,829            | -                | 51,052                      | -   | -                      | -                 | 56,881                            | -                                | 56,881   |
| Dividends distributed  | -                | -                | -                           | -   | -                      | -                 |                                   | (29)                             | (29)     |
| Comprehensive income for the second half of 2012                                       | -                | -                | -                           | 352   | (8,027)                | 24,768            | 17,093                            | 195                              | 17,288   |
| At 31 December 2012  | 52,796           | 10,157           | 105,514                     | (333)   | (8,243)                | 231,152           | 391,043                           | 5,833                            | 396,876  |
| Recognition in the income statement of the fair value of the stock options granted and |                  |                  |                             |   |                        |                   |                                   |                                  |          |
| exercisable  | -                | -                | 552                         | -   | -                      | -                 | 552                               | -                                | 552      |
| Purchase of treasury shares  | (137)            | -                | (1,535)                     | -   | -                      | -                 | (1,672)                           | -                                | (1,672)  |
| Transfer of treasury shares to stock option beneficiaries                              | 152              | -                | 1,331                       | -   | -                      | -                 | 1,483                             | -                                | 1,483    |
| Transfer of treasury shares as payment for investments                                 | 2,340            | -                | 27,792                      | -   | -                      | -                 | 30,132                            | -                                | 30,132   |
| Dividends distributed  | -                | -                | -                           | -   | -                      | (18,029)          | (18,029)                          | (435)                            | (18,464) |
| Allocation of residual 2012 profits  | -                | 1,166            | -                           | -   | -                      | (1,166)           | -                                 | -                                | -        |
| Purchase of an additional interest in Penta Africa                                     | -                | -                | -                           | -   | -                      | (193)             | (193)                             | -                                | (193)    |
| Purchase of Hydrocontrol   | -                | -                | -                           | -   | -                      | -                 | -                                 | 569                              | 569      |
| Comprehensive income for the first half of 2013  | -                | -                | -                           | 208   | (419)                  | 24,716            | 24,505                            | 568                              | 25,073   |
| At 30 June 2013  | 55,151           | 11,323           | 133,654                     | (125)   | (8,662)                | 236,480           | 427,821                           | 6,535                            | 434,356  |

Reserve for