

**GEOX**

INTERIM REPORT  
FIRST NINE MONTHS OF 2013



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**Geox S.p.A.**

Registered Offices in Italy - Via Feltrina Centro 16, Biadene di Montebelluna (Treviso)

Share Capital - Euro 25,920,733.1 fully paid

Tax Code and Treviso Companies Register No. 03348440268

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# DIRECTORS' REPORT

## Company Officers

### Board of Directors

Name	Position and independent status (where applicable)
Mario Moretti Polegato	Chairman and Executive Director
Enrico Moretti Polegato	Vice Chairman and Executive Director
Giorgio Presca	CEO and Executive Director (*)
Renato Alberini	Director
Fabrizio Colombo	Independent Director
Alessandro Antonio Giusti	Director
Roland Berger	Independent Director
Claudia Baggio	Director
Lara Livolsi	Independent Director

(\*) Powers and responsibilities for ordinary and extraordinary administration, within the limits indicated by law and the Articles of Association, in compliance with the powers of the Shareholders' Meeting, the Board of Directors and the Executive Committee, in accordance with the Board of Directors' resolution of April 17, 2013.

### Board of Statutory Auditors

Name	Position
Francesco Gianni	Chairman
Francesca Meneghel	Statutory Auditor
Valeria Mangano	Statutory Auditor
Andrea Luca Rosati	Alternate Auditor
Giulia Massari	Alternate Auditor

### Independent Auditors

Deloitte & Touche S.p.A.

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## Directors' report

### Introduction

The market in which the Geox Group operates is characterized by seasonal phenomena, typical of the sector, leading to differences in the flow of costs and revenues in the various months of the year. In particular, the invoicing of products in the second six months, corresponding to the Fall/Winter sales period, is characterized by a concentration in the months of July, August and September, while the operating costs showed a more linear trend throughout the second six months.

It is important to remember, therefore, that the Income Statement relating to the first nine months cannot be considered as a proportionate part of the whole financial period and the quarterly results of the period ending on September 30 are not comparable with those as of June 30 and December 31.

From a financial point of view, the quarterly figures are also affected by the same seasonal phenomena. The figures as of September 30, in fact, compared to the figures as of June 30 and December 31 highlight a significantly higher net working capital.

## The Group's Economic Performance

### Economic results summary

The main results are outlined below:

- Net sales of Euro 618.1 million, with a decrease of 11.9% (-11.5% constant exchange rates) compared to Euro 701.4 million in the first nine months of 2012;
- EBITDA of Euro 31.1 million, compared to Euro 88.4 million in the first nine months of 2012, with a 5.0% margin;
- EBIT of Euro -4.3 million, compared to Euro 59.0 million in the first nine months of 2012, with a -0.7% margin;
- Net income of Euro -8.5 million, compared to Euro 36.0 million of the first nine months of 2012, with a -1.4% margin.

In the following table a comparison is made between the consolidated income statement:

(Thousands of Euro)	9 Months 2013	%	9 Months 2012	%	2012	%
<b>Net sales</b>	<b>618,098</b>	<b>100.0%</b>	<b>701,461</b>	<b>100.0%</b>	<b>807,615</b>	<b>100.0%</b>
Cost of sales	(331,829)	(53.7%)	(371,195)	(52.9%)	(419,522)	(51.9%)
<b>Gross profit</b>	<b>286,269</b>	<b>46.3%</b>	<b>330,266</b>	<b>47.1%</b>	<b>388,093</b>	<b>48.1%</b>
Selling and distribution costs	(38,787)	(6.3%)	(37,574)	(5.4%)	(43,379)	(5.4%)
General and administrative expenses	(205,355)	(33.2%)	(187,115)	(26.7%)	(251,907)	(31.2%)
Advertising and promotion	(27,861)	(4.5%)	(34,645)	(4.9%)	(45,777)	(5.7%)
<b>Operating result</b>	<b>14,266</b>	<b>2.3%</b>	<b>70,932</b>	<b>10.1%</b>	<b>47,030</b>	<b>5.8%</b>
Special items	(13,225)	(2.1%)	(11,887)	(1.7%)	(24,425)	(3.0%)
Net asset impairment	(5,298)	(0.9%)	-	0.0%	(2,640)	(0.3%)
<b>EBIT</b>	<b>(4,257)</b>	<b>(0.7%)</b>	<b>59,045</b>	<b>8.4%</b>	<b>19,965</b>	<b>2.5%</b>
Net interest	(3,512)	(0.6%)	(2,487)	(0.4%)	(2,251)	(0.3%)
<b>PBT</b>	<b>(7,769)</b>	<b>(1.3%)</b>	<b>56,558</b>	<b>8.1%</b>	<b>17,714</b>	<b>2.2%</b>
Income tax	(703)	(0.1%)	(20,511)	(2.9%)	(7,675)	(1.0%)
<i>Tax rate</i>	-9%	0%	36%	0%	43%	
<b>Net result</b>	<b>(8,472)</b>	<b>(1.4%)</b>	<b>36,047</b>	<b>5.1%</b>	<b>10,039</b>	<b>1.2%</b>
<b>EPS (Earnings per shares)</b>	<b>(0.03)</b>		<b>0.14</b>		<b>0.04</b>	
<b>EBITDA</b>	<b>31,071</b>	<b>5.0%</b>	<b>88,367</b>	<b>12.6%</b>	<b>61,557</b>	<b>7.6%</b>
Special items	(13,225)		(11,887)		(24,425)	
<b>EBITDA adjusted</b>	<b>44,296</b>	<b>7.2%</b>	<b>100,254</b>	<b>14.3%</b>	<b>85,982</b>	<b>10.6%</b>

EBITDA: is the operating profit plus depreciation, amortization and can be directly calculated from the financial statements as integrated by the notes.

#### Disclaimer

This Report, and in particular the section entitled "Outlook for operation and significant subsequent events", contains forward-looking statements. These statements are based on the Group's current expectations and projections about future events and, by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future, and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, including: volatility and deterioration of capital and financial markets, changes in commodity prices, changes in general economic conditions, economic growth and other changes in business conditions, changes in government regulation (in each case, in Italy or abroad), and many other factors, most of which are outside of the Group's control.

## Sales

Nine months 2013 consolidated net sales decreased by 11.9% (-11.5% at constant exchange rates) to Euro 618.1 million. Footwear sales, which accounted for about 87% of consolidated sales, amounting to Euro 538.8 million, declined 10.5% compared to nine months of 2012. Apparel sales, which represented 13% of consolidated sales, equal to Euro 79.3 million, declined 20.4%.

(Thousands of Euro)	9 Months 2013	%	9 Months 2012	%	Var. %
Footwear	538,764	87.2%	601,788	85.8%	(10.5%)
Apparel	79,334	12.8%	99,673	14.2%	(20.4%)
<b>Net sales</b>	<b>618,098</b>	<b>100.0%</b>	<b>701,461</b>	<b>100.0%</b>	<b>(11.9%)</b>

Sales in Italy, the Group's main market, which accounted for 32% of consolidated sales (37% in the nine months of 2012) amounted to Euro 198.9 million showing a decrease of 24.1% compared with the same period of the previous year.

Sales in Europe, which accounted for 44% of Group revenues (42% in the nine months of 2012) declined by 8.2% to Euro 271.8 million, compared with Euro 295.9 million of the nine months of 2012.

North American sales amounted to Euro 40.9 million, showing a decrease of 0.7%. Sales in the Other Countries increased by 3.9% (+6.0% at constant exchange rates) compared with the same period of previous year.

(Thousands of Euro)	9 Months 2013	%	9 Months 2012	%	Var. %
Italy	198,910	32.2%	261,898	37.3%	(24.1%)
Europe (*)	271,750	44.0%	295,898	42.2%	(8.2%)
North America	40,852	6.6%	41,127	5.9%	(0.7%)
Other countries	106,586	17.2%	102,538	14.6%	3.9%
<b>Net sales</b>	<b>618,098</b>	<b>100.0%</b>	<b>701,461</b>	<b>100.0%</b>	<b>(11.9%)</b>

(\*) Europe includes: Austria, Benelux, France, Germany, UK, Iberia, Scandinavia, Switzerland.

In the nine months of 2013, sales of the DOS channel, which represent 33% of Group revenues, grew 18.7% to Euro 203.6 million.

Nine months results have been characterized by a tough macro-economic environment which particularly affects the Mediterranean area. Comparable store sales of the DOS channel decreased by 5.7% in the nine months of 2013 versus the same period of prior year. The improvement, compared with the negative trend of -7.6% of the first half, is mainly driven by comparable same store sales of the Fall/Winter collection which are substantially stable (also in October) compared with the same period of previous year.

Sales of the franchising channel, which account for 19.8% of Group revenues, amount to Euro 122.7 million, with a decrease of 28.8%. This trend is due to three factors:

- the reduced sell in concerning initial orders according to the new model (adopted from the current season) to manage franchisees in favor of replenishment and reorders;
- the Group's decision to operate directly 55 shops which were previously run by agents whose contracts have terminated;
- the decision to close stores with a performance not in line with the expected profitability.

Multibrand stores representing 47.2% of Group revenues (51% in the nine months of 2012) amount to Euro 291.8 million. The change compared with the previous year is equal to -18.4% and is mainly due to the difficult market conditions in Mediterranean countries with the consequent prudent business approach and selective cancellations of orders.

(Thousands of Euro)	9 Months 2013	%	9 Months 2012	%	Var. %
<b>Multibrand</b>	<b>291,812</b>	<b>47.2%</b>	<b>357,675</b>	<b>51.0%</b>	<b>(18.4%)</b>
Franchising	122,670	19.8%	172,291	24.6%	(28.8%)
DOS*	203,616	32.9%	171,495	24.4%	18.7%
<b>Geox Shops</b>	<b>326,286</b>	<b>52.8%</b>	<b>343,786</b>	<b>49.0%</b>	<b>(5.1%)</b>
<b>Net sales</b>	<b>618,098</b>	<b>100.0%</b>	<b>701,461</b>	<b>100.0%</b>	<b>(11.9%)</b>

\* Directly Operated Store

As of September 2013, the overall number of Geox Shops was 1,270 of which 434 DOS. During nine months 2013, 158 new Geox Shops were opened and 100 have been closed. New openings of nine months 2013 include shops in Beijing, Shanghai and Hong Kong.

	09-30-2013		12-31-2012		9 Months 2013		
	Geox Shops	of which DOS	Geox Shops	of which DOS	Net Openings	Openings	Closings
Italy	464	164	432	84	32	59	(27)
Europe (*)	357	157	350	135	7	26	(19)
North America	40	40	40	40	0	1	(1)
Other countries (**)	409	73	390	41	19	72	(53)
<b>Total</b>	<b>1,270</b>	<b>434</b>	<b>1,212</b>	<b>300</b>	<b>58</b>	<b>158</b>	<b>(100)</b>

(\*) Europe includes: Austria, Benelux, France, Germany, UK, Iberia, Scandinavia, Switzerland.

(\*\*) Includes Under License Agreement Shops (137 as of September 30 2013, 125 as of December 31 2012). Sales from these shops are not included in the franchising channel.

## **Cost of sales and Gross Profit**

Cost of sales, as a percentage of sales, was 53.7% compared to 52.9% of the nine months of 2012, producing a gross margin of 46.3% (47.1% in the nine months of 2012). The decrease in gross profit is explained by unfavorable trend of currencies, raw material prices and labour costs increases in supplier countries and higher promotional sales experienced during the nine months.

## **Operating expenses and Operating income (EBIT)**

Selling and distribution expenses as a percentage of sales was 6.3%. (5.4% in the nine months of 2012).

General and administrative expenses were equal to Euro 205.4 million, compared with Euro 187.1 million of the nine months of 2012. General and administrative expenses, as a percentage of sales, were 33.2%, compared to 26.7% of the nine months of 2012.

The increase is mainly due to costs of opening and running of new directly operated stores (DOS) including the conversion to directly operated stores of 55 stores previously managed by some franchisees during the nine months of 2013.

Advertising and promotions expenses were equal to 4.5% of sales compared to 4.9% of the nine months of 2012.

In the nine months 2013, non-recurring expenses, special items, were recorded for Euro 13.2 million deriving from the implementation of a wide rationalization plan aimed at specialization and focalization to the footwear business, which is the company's core business. Furthermore, the specialization of the apparel line will be focused on outerwear.

In particular, special items include Euro 5.6 million for the rationalization of the workforce and sales force in countries, which are more impacted by the difficult macro economic situation, in favor of investments in countries experiencing growth and development. Euro 7.6 million of special items refer to closure and rationalization of some DOS and franchise stores which are strategic for the improvement of the Geox know-how in the retail network management. The main objectives of the company include the extension of the know-how gained in the retail network also to the franchise channel and the increase of the network profitability and efficiency.

Moreover, the Group has registered Euro 5.3 million related mainly to stores which are planned to be closed and stores asset impairment that given the uncertain macro economic environment are not certain to be recovered.

The operating result is equal to -4.3 compared with Euro 59.0 million (8.4% on sales) of the nine months of 2012.

The operating result adjusted, excluding special items mentioned above and asset impairment, is equal to 14.3 (2.3% as a percentage of sales) compared with Euro 70.9 million (10.1% on sales) of the nine months of 2012.

## **EBITDA**

EBITDA was Euro 31.1 million, 5.0% of sales, compared to Euro 88.4 million (12.6% on sales) of the nine months of 2012.

EBITDA adjusted excluding special items, is equal to Euro 44.3 million, 7.2% of sales, compared to Euro 100.3 million of the nine months of 2012 (14.3% on sales).

## **Income taxes and tax rate**

Income taxes were equal to Euro 0.7 million, compared to Euro 20.5 million of the nine months of 2012.

## The Group's Financial Performance

The following table summarizes the reclassified consolidated balance sheet:

(Thousands of Euro)	Sept. 30, 2013	Dec. 31, 2012	Sept. 30, 2012
Intangible assets	64,866	67,827	69,077
Property, plant and equipment	62,749	68,090	66,231
Other non-current assets - net	58,976	50,899	50,215
<b>Total non-current assets</b>	<b>186,591</b>	<b>186,816</b>	<b>185,523</b>
<b>Net operating working capital</b>	<b>238,550</b>	<b>192,093</b>	<b>249,360</b>
<b>Other current assets (liabilities), net</b>	<b>(21,199)</b>	<b>(17,965)</b>	<b>(49,220)</b>
<b>Net invested capital</b>	<b>403,942</b>	<b>360,944</b>	<b>385,663</b>
Equity	377,000	402,836	435,522
Provisions for severance indemnities, liabilities and charges	9,924	12,254	10,553
Net financial position	17,018	(54,146)	(60,412)
<b>Net invested capital</b>	<b>403,942</b>	<b>360,944</b>	<b>385,663</b>

The Group balance sheet shows a negative financial position of Euro 17.0 million.

The following table shows the mix and changes in net working capital and other current assets (liabilities):

(Thousands of Euro)	Sept. 30, 2013	Dec. 31, 2012	Sept. 30, 2012
Inventories	205,180	209,249	142,782
Accounts receivable	166,038	145,450	236,224
Accounts payable	(132,668)	(162,606)	(129,646)
<b>Net operating working capital</b>	<b>238,550</b>	<b>192,093</b>	<b>249,360</b>
<b>% of sales for the last 12 months</b>	<b>32.9%</b>	<b>23.8%</b>	<b>30.4%</b>
Taxes payable	(13,841)	(11,039)	(31,044)
Other non-financial current assets	32,632	35,303	23,962
Other non-financial current liabilities	(39,990)	(42,229)	(42,138)
<b>Other current assets (liabilities), net</b>	<b>(21,199)</b>	<b>(17,965)</b>	<b>(49,220)</b>

The ratio of net working capital to sales comes to 32.9% compared with 30.4% of the nine months of 2012. This change is due to:

- the extending payment terms granted to some clients;
- the increase in inventory mainly caused by the increase of inventories of next season Spring/Summer 2014, the previous season (Spring/Summer 2013) and the season currently on sales (Fall/Winter 2013) currently on sales.
- the improvement of our handling of payment terms with suppliers.

The following table gives a reclassified consolidated cash flow statement:

<b>(Thousands of Euro)</b>	<b>9 Months 2013</b>	<b>9 Months 2012</b>	<b>2012</b>
<b>Net result</b>	<b>(8,472)</b>	<b>36,047</b>	<b>10,039</b>
Depreciation, amortization and impairment	35,328	29,322	41,592
Other non-cash items	10,885	3,848	10,907
	<b>37,741</b>	<b>69,217</b>	<b>62,538</b>
Change in net working capital	(72,462)	(39,078)	19,661
Change in other current assets/liabilities	7,996	26,618	(15,208)
<b>Cash flow from operations</b>	<b>(26,725)</b>	<b>56,757</b>	<b>66,991</b>
Capital expenditure	(28,063)	(34,429)	(48,146)
Disposals	552	987	1,408
<b>Net capital expenditure</b>	<b>(27,511)</b>	<b>(33,442)</b>	<b>(46,738)</b>
<b>Free cash flow</b>	<b>(54,236)</b>	<b>23,315</b>	<b>20,253</b>
Dividends	(15,552)	(41,473)	(41,473)
<b>Change in net financial position</b>	<b>(69,788)</b>	<b>(18,158)</b>	<b>(21,220)</b>
<b>Initial net financial position - prior to fair value adjustment of derivatives</b>	<b>57,792</b>	<b>78,214</b>	<b>78,214</b>
Change in net financial position	(69,788)	(18,158)	(21,220)
Translation differences	503	338	798
<b>Final net financial position - prior to fair value adjustment of derivatives</b>	<b>(11,493)</b>	<b>60,394</b>	<b>57,792</b>
Fair value adjustment of derivatives	(5,525)	18	(3,646)
<b>Final net financial position</b>	<b>(17,018)</b>	<b>60,412</b>	<b>54,146</b>

During the period Euro 15.6 million dividend were distributed (Euro 41.5 million in the nine months of 2012). Capital expenditures were Euro 27.5 million (Euro 33.4 million in the nine months of 2012) of which 17.3 million for new store openings and store refurbishment.

The following table gives a breakdown of the net financial position:

(Thousands of Euro)	Sept. 30, 2013	Dec. 31, 2012	Sept. 30, 2012
Cash and cash equivalents	35,700	63,867	67,185
Current financial assets - excluding derivatives	69	75	836
Bank borrowings and current portion of long-term loans	(48,800)	(7,336)	(8,685)
Current financial liabilities - excluding derivatives	(11)	(4)	(6)
<b>Net financial position - current portion</b>	<b>(13,042)</b>	<b>56,602</b>	<b>59,330</b>
Non-current financial assets	1,611	1,351	1,323
Long-term loans	(62)	(161)	(259)
<b>Net financial position - non-current portion</b>	<b>1,549</b>	<b>1,190</b>	<b>1,064</b>
<b>Net financial position - prior to fair value adjustment of derivatives</b>	<b>(11,493)</b>	<b>57,792</b>	<b>60,394</b>
Fair value adjustment of derivatives	(5,525)	(3,646)	18
<b>Net financial position</b>	<b>(17,018)</b>	<b>54,146</b>	<b>60,412</b>

### Significant events during the quarter

None.

### Forecast for operations and significant subsequent events

In the first nine months of 2013, the macroeconomic and financial environment has become increasingly difficult in Europe, especially in the Mediterranean area, with the introduction of growing austere fiscal policies, restrictions on access to credit for commercial distribution and a deterioration in consumer expectations. In this context, management decided to adopt prudent policies with a view to containing business risk, rationalization of the wholesale accounts, maintaining strong control over working capital and focus on margins. This led, among other things, to selective cancellations of orders of customers in financial difficulty.

Given that these problems are generally expected to linger on in 2013, especially in commercially important countries like Italy, Spain, Portugal and Greece, management is assuming that, in the second half, the wholesale channel, which is focused on Europe, will still show signs of weakness and comparable same store sales of DOS stores could be slightly lower compared to the same period of prior year.

Given the current situation, the Geox Group has reacted with significant investments related to new shop openings, commercial structure improvements in Asia, Eastern Europe and Russia which will allow us to achieve the important potential growth opportunities in these markets, where the Group's presence is still limited, but in rapid and positive development.

These factors, combined with the need of implementing promotional initiatives to support sales, and in particular the continuing weakness of the wholesale channel and the consequent greater importance of the DOS channel will however lead to pressure on operating margins in the second half of 2013 compared with the same period of prior year.

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The management has therefore implemented strong actions to focus on core business aimed at simplifying operations and has consequently reorganized and rationalized the structure of the Group in order to achieve cost reduction. Furthermore, it has accelerated specific actions to optimize the retail network with the closure of no performing stores.

Given these assumptions, the Management assumes a decline in sales year-end, compared to the previous year, in the order of 6.5-7%, depending largely on the actual performance of comparable sales and re-orders in the fourth quarter. In terms of profitability, the management assumes an EBITDA% at about 3-3.5%. The actual trend of sales, D&A estimated at about euro 42 million for the full year 2013 and non-recurring extraordinary expenses, already fully recorded in the first nine months of operations related to reorganization, rationalization and impairment of fixed assets (asset impairment) will lead to an operating loss for the year-end of about 4.5-5% which will decrease in term of net loss with a percentage on sales of about 4%.

Milan, November 14, 2013

On behalf of the Board of Directors  
Chairman  
Dr. Mario Moretti Polegato



CONSOLIDATED  
FINANCIAL  
STATEMENTS  
AND  
EXPLANATORY  
NOTES

## Consolidated income statement

(Thousands of Euro)	9 Months 2013	9 Months 2012	2012
<b>Net sales</b>	<b>618,098</b>	<b>701,461</b>	<b>807,615</b>
Cost of sales	(331,829)	(371,195)	(419,522)
<b>Gross profit</b>	<b>286,269</b>	<b>330,266</b>	<b>388,093</b>
Selling and distribution costs	(38,787)	(37,574)	(43,379)
General and administrative expenses	(205,355)	(187,115)	(251,907)
Advertising and promotion	(27,861)	(34,645)	(45,777)
Special items	(13,225)	(11,887)	(24,425)
Net asset impairment	(5,298)	-	(2,640)
<b>EBIT</b>	<b>(4,257)</b>	<b>59,045</b>	<b>19,965</b>
Net interest	(3,512)	(2,487)	(2,251)
<b>PBT</b>	<b>(7,769)</b>	<b>56,558</b>	<b>17,714</b>
Income tax	(703)	(20,511)	(7,675)
<b>Net result</b>	<b>(8,472)</b>	<b>36,047</b>	<b>10,039</b>
Earnings per share [Euro]	(0.03)	0.14	0.04
Diluted earnings per share [Euro]	(0.03)	0.14	0.04

## Consolidated statement of comprehensive income

(Thousands of Euro)	9 Months 2013	9 Months 2012	2012
<b>Net income</b>	<b>(8,472)</b>	<b>36,047</b>	<b>10,039</b>
- Net gain (loss) on Cash Flow Hedge, net of tax	(1,822)	(7,452)	(11,901)
- Currency translation	205	1,703	1,706
- Net gain (loss) on actuarial defined-benefit plans (*)	(195)	-	(636)
<b>Net comprehensive income</b>	<b>(10,284)</b>	<b>30,298</b>	<b>(792)</b>

\* Items not reclassifiable in Income Statement

## Consolidated statement of financial position

(Thousands of Euro)	Sept. 30, 2013	Dec. 31, 2012	Sept. 30, 2012
<b>ASSETS:</b>			
Intangible assets	64,866	67,827	69,077
Property, plant and equipment	62,749	68,090	66,231
Deferred tax assets	41,968	34,349	32,787
Non-current financial assets	1,611	1,351	1,323
Other non-current assets	19,093	18,695	19,887
<b>Total non-current assets</b>	<b>190,287</b>	<b>190,312</b>	<b>189,305</b>
Inventories	205,180	209,249	142,782
Accounts receivable	166,038	145,450	236,224
Other non-financial current assets	32,632	35,303	23,962
Current financial assets	1,312	2,366	5,018
Cash and cash equivalents	35,700	63,867	67,185
<b>Current assets</b>	<b>440,862</b>	<b>456,235</b>	<b>475,171</b>
<b>Total assets</b>	<b>631,149</b>	<b>646,547</b>	<b>664,476</b>
<b>LIABILITIES AND EQUITY:</b>			
Share capital	25,921	25,921	25,921
Reserves	359,551	366,876	373,554
Net income	(8,472)	10,039	36,047
<b>Equity</b>	<b>377,000</b>	<b>402,836</b>	<b>435,522</b>
Employee severance indemnities	2,517	2,406	1,970
Provisions for liabilities and charges	7,407	9,848	8,583
Long-term loans	62	161	259
Other long-term payables	2,085	2,145	2,459
<b>Total non-current liabilities</b>	<b>12,071</b>	<b>14,560</b>	<b>13,271</b>
Accounts payable	132,668	162,606	129,646
Other non-financial current liabilities	39,990	42,229	42,138
Taxes payable	13,841	11,039	31,044
Current financial liabilities	6,779	5,941	4,170
Bank borrowings and current portion of long-term loans	48,800	7,336	8,685
<b>Current liabilities</b>	<b>242,078</b>	<b>229,151</b>	<b>215,683</b>
<b>Total liabilities and equity</b>	<b>631,149</b>	<b>646,547</b>	<b>664,476</b>

## Consolidated statement of cash flows

(Thousands of Euro)	9 Months 2013	9 Months 2012	2012
<b>CASH FLOW FROM OPERATING ACTIVITIES:</b>			
<b>Net result</b>	<b>(8,472)</b>	<b>36,047</b>	<b>10,039</b>
<b>Adjustments to reconcile net income to net cash provided (used) by operating activities:</b>			
Depreciation and amortization and impairment	35,328	29,322	41,592
Increase in (use of) deferred taxes and other provisions	11,529	1,626	13,260
Provision for employee severance indemnities, net	(73)	(149)	(339)
Other non-cash items	(571)	2,371	(2,014)
	<b>46,213</b>	<b>33,170</b>	<b>52,499</b>
<b>Change in assets/liabilities:</b>			
Accounts receivable	(48,374)	(89,648)	(154)
Other assets	3,424	(2,767)	(12,051)
Inventories	5,487	54,091	(10,121)
Accounts payable	(29,575)	(3,521)	29,936
Other liabilities	1,698	10,198	(2,432)
Taxes payable	2,874	19,187	(725)
	<b>(64,466)</b>	<b>(12,460)</b>	<b>4,453</b>
<b>Operating cash flow</b>	<b>(26,725)</b>	<b>56,757</b>	<b>66,991</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES:</b>			
Capital expenditure on intangible assets	(7,931)	(12,477)	(17,500)
Capital expenditure on property, plant and equipment	(20,132)	(21,952)	(30,646)
	<b>(28,063)</b>	<b>(34,429)</b>	<b>(48,146)</b>
Disposals	552	987	1,408
(Increase) decrease in financial assets	(254)	(808)	(75)
<b>Cash flow used in investing activities</b>	<b>(27,765)</b>	<b>(34,250)</b>	<b>(46,813)</b>
<b>CASH FLOW FROM (USED IN) FINANCING ACTIVITIES:</b>			
Increase (decrease) in short-term bank borrowings, net	2,498	1,115	711
Loans:			
- Proceeds	40,000	-	(195)
- Repayments	(99)	(98)	-
Dividends	(15,552)	(41,473)	(41,473)
<b>Cash flow used in financing activities</b>	<b>26,847</b>	<b>(40,456)</b>	<b>(40,957)</b>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(27,643)</b>	<b>(17,949)</b>	<b>(20,779)</b>
<b>Cash and cash equivalents, beginning of the period</b>	<b>63,867</b>	<b>84,794</b>	<b>84,794</b>
Effect of translation differences on cash and cash equivalents	(524)	340	(148)
<b>Cash and cash equivalents, end of the period</b>	<b>35,700</b>	<b>67,185</b>	<b>63,867</b>
<b>Supplementary information to the cash flow statement:</b>			
- Interest paid during the period	1,709	2,090	2,712
- Interest received during the period	783	1,285	1,728
- Taxes paid during the period	7,807	11,192	17,052

## Consolidated statements of changes in equity

(Thousands of Euro)	Share capital	Legal reserve	Share premium reserve	Translation reserve	Cash flow hedge reserve	Stock option reserve	Retained earnings	Net income	Group equity
<b>Balance at December 31, 2011</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>(1,310)</b>	<b>9,814</b>	<b>5,840</b>	<b>313,314</b>	<b>49,987</b>	<b>446,428</b>
Allocation of 2011 result	-	-	-	-	-	-	49,987	(49,987)	-
Distribution of dividends	-	-	-	-	-	-	(41,473)	-	(41,473)
Recognition of cost stock option plans	-	-	-	-	-	(4,179)	2,852	-	(1,327)
Net comprehensive result	-	-	-	1,706	(11,901)	-	(636)	10,039	(792)
<b>Balance at December 31, 2012</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>396</b>	<b>(2,087)</b>	<b>1,661</b>	<b>324,044</b>	<b>10,039</b>	<b>402,836</b>
Allocation of 2012 result	-	-	-	-	-	-	10,039	(10,039)	-
Distribution of dividends	-	-	-	-	-	-	(15,552)	-	(15,552)
Net comprehensive result	-	-	-	205	(1,822)	-	(195)	(8,472)	(10,284)
<b>Balance at Sept. 30, 2013</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>601</b>	<b>(3,909)</b>	<b>1,661</b>	<b>318,336</b>	<b>(8,472)</b>	<b>377,000</b>

(Thousands of Euro)	Share capital	Legal reserve	Share premium reserve	Translation reserve	Cash flow hedge reserve	Stock option reserve	Retained earnings	Net income	Group equity
<b>Balance at December 31, 2011</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>(1,310)</b>	<b>9,814</b>	<b>5,840</b>	<b>313,314</b>	<b>49,987</b>	<b>446,428</b>
Allocation of 2011 result	-	-	-	-	-	-	49,987	(49,987)	-
Distribution of dividends	-	-	-	-	-	-	(41,473)	-	(41,473)
Recognition of cost stock option plans	-	-	-	-	-	269	-	-	269
Net comprehensive result	-	-	-	1,703	(7,452)	-	-	36,047	30,298
<b>Balance at Sept. 30, 2012</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>393</b>	<b>2,362</b>	<b>6,109</b>	<b>321,828</b>	<b>36,047</b>	<b>435,522</b>

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## **Explanatory Notes**

The economic/financial results of the Group as at September 30, 2013 and for the periods of comparison were prepared on the basis of Annex 3D to the Issuers' Regulations no. 11971 of May 14, 1999, and subsequent amendments and additions.

The quarterly statement as at September 30, 2013, which is not subject to auditing by the Auditing firm, was prepared in accordance with the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and the relative standards of interpretation (IFRIC) in force at the time the Statement was drawn up.

The accounting standards and valuation criteria adopted are the same as those used for the preparation of the annual consolidated financial statements.

### **Statement by the manager responsible for the preparation of the company's financial documents**

The manager responsible for preparing the Company's financial reports, Mr. Livio Libralesso, declares, in accordance with paragraph 2 article 154 bis of the Testo Unico della Finanza, that the accounting information contained in this document corresponds to the results documented in the books, accounting and other records of the company.