

**GEOX**

INTERIM REPORT  
FIRST QUARTER OF 2013



# CONTENTS

**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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## Company officers

### Board of Directors

<b>Name</b>	<b>Position and independent status (where applicable)</b>
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

<b>Name</b>	<b>Position</b>
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.



## **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 first six months, corresponding to the Spring/Summer sales period, is characterized by a concentration in the months of January, February and March, while the operating costs showed a more linear trend throughout the first six months.

It is important to remember, therefore, that the Income Statement relating to the First Quarter cannot be considered as a proportionate part of the whole financial period and the quarterly results of the period ending on March 31 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 March 31, 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 262.5 million, with a decrease of 20.4% (20.3% constant exchange rates) compared to Euro 330.0 million in the first three months of 2012;
- EBITDA of Euro 40.5 million, compared to Euro 72.3 million in the first three months of 2012, with a 15.4% margin;
- EBIT of Euro 30.7 million, compared to Euro 62.9 million in the first three months of 2012, with a 11.7% margin;
- Net income of Euro 19.0 million, compared to Euro 41.5 million of the first three months of 2012, with a 7.2% margin.

In the following table a comparison is made between the consolidated income statement for first quarter of 2013, first quarter of 2012 and the full year 2012:

(Thousands of Euro)	I quarter 2013	%	I quarter 2012	%	2012	%
<b>Net sales</b>	<b>262,545</b>	<b>100.0%</b>	<b>330,010</b>	<b>100.0%</b>	<b>807,615</b>	<b>100.0%</b>
Cost of sales	(138,800)	(52.9%)	(175,658)	(53.2%)	(419,522)	(51.9%)
<b>Gross profit</b>	<b>123,745</b>	<b>47.1%</b>	<b>154,352</b>	<b>46.8%</b>	<b>388,093</b>	<b>48.1%</b>
Selling and distribution costs	(15,118)	(5.8%)	(16,115)	(4.9%)	(43,379)	(5.4%)
General and administrative expenses	(68,339)	(26.0%)	(62,004)	(18.8%)	(251,907)	(31.2%)
Advertising and promotion	(9,610)	(3.7%)	(13,237)	(4.0%)	(45,777)	(5.7%)
<b>Operating result</b>	<b>30,678</b>	<b>11.7%</b>	<b>62,996</b>	<b>19.1%</b>	<b>47,030</b>	<b>5.8%</b>
Special items	-	0.0%	(130)	(0.0%)	(24,425)	(3.0%)
Net asset impairment	-	0.0%	-	0.0%	(2,640)	(0.3%)
<b>EBIT</b>	<b>30,678</b>	<b>11.7%</b>	<b>62,866</b>	<b>19.0%</b>	<b>19,965</b>	<b>2.5%</b>
Net interest	(1,674)	(0.6%)	(1,492)	(0.5%)	(2,251)	(0.3%)
<b>PBT</b>	<b>29,004</b>	<b>11.0%</b>	<b>61,374</b>	<b>18.6%</b>	<b>17,714</b>	<b>2.2%</b>
Income tax	(10,006)	(3.8%)	(19,887)	(6.0%)	(7,675)	(1.0%)
<i>Tax rate</i>	34%		32%		43%	
<b>Net income</b>	<b>18,998</b>	<b>7.2%</b>	<b>41,487</b>	<b>12.6%</b>	<b>10,039</b>	<b>1.2%</b>
<b>EPS (Earnings per shares)</b>	<b>0.07</b>		<b>0.16</b>		<b>0.04</b>	
<b>EBITDA</b>	<b>40,470</b>	<b>15.4%</b>	<b>72,262</b>	<b>21.9%</b>	<b>61,557</b>	<b>7.6%</b>
Special items	-		(130)		(24,425)	
<b>EBITDA adjusted</b>	<b>40,470</b>	<b>15.4%</b>	<b>72,392</b>	<b>21.9%</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

First quarter 2013 consolidated net sales decreased by 20.4% (-20.3% at constant exchange rates) to Euro 262.5 million.

Footwear sales, which accounted for about 87% of consolidated sales, amounting to Euro 229.7 million, declined 19.7% compared to first quarter of 2012. Apparel sales, which represented 13% of consolidated sales, equal to Euro 32.9 million, declined 25.2%.

(Thousands of Euro)	I quarter 2013	%	I quarter 2012	%	Var. %
Footwear	229,650	87.5%	286,004	86.7%	(19.7%)
Apparel	32,895	12.5%	44,006	13.3%	(25.2%)
<b>Net sales</b>	<b>262,545</b>	<b>100.0%</b>	<b>330,010</b>	<b>100.0%</b>	<b>(20.4%)</b>

Sales in Italy, the Group's main market, which accounted for 34% of consolidated sales (40% in the first quarter of 2012) amounted to Euro 89.9 million showing a decrease of 31.7% compared with the same period of the previous year.

Sales in Europe, which accounted for 44% of Group revenues (42% in the first quarter of 2012) declined by 16.5% to Euro 115.9 million, compared with Euro 138.7 million of the first quarter of 2012.

North American sales amounted to Euro 13.5 million, substantially in line with the same period of previous year (+0.2% at constant exchange rates). Sales in the Other Countries declined by 6.2% (-5.3% at constant exchange rates) compared with the same period of previous year.

(Thousands of Euro)	I quarter 2013	%	I quarter 2012	%	Var. %
Italy	89,924	34.3%	131,633	39.9%	(31.7%)
Europe (*)	115,867	44.1%	138,706	42.0%	(16.5%)
North America	13,464	5.1%	13,513	4.1%	(0.4%)
Other countries	43,290	16.5%	46,158	14.0%	(6.2%)
<b>Net sales</b>	<b>262,545</b>	<b>100.0%</b>	<b>330,010</b>	<b>100.0%</b>	<b>(20.4%)</b>

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

In the first quarter of 2013, sales of the DOS channel, which represent 20% of Group revenues, grew 1.1% to Euro 53.2 million.

First quarter results have been characterized by a tough macro-economic climate which particularly affects the Mediterranean area. Furthermore during March, Group revenues have been negatively impacted by unfavorable weather conditions in Europe, which have delayed the beginning of the Spring/Summer season. The sales development in March should also be seen in light of very strong comparable sales development in the same months last year. As a result, comparable store sales of the DOS channel decreased by 17.8% in the first quarter of 2013 versus the same period of prior year.

During April, comparable store sales were substantially stable compared with the same period of the previous year. Comparable store sales of the DOS channel from January 1 to May 12 2013 were down 12.5%.



Sales by the franchising channel, which account for 24% of Group revenues, amount to Euro 62.8 million, with a decrease of 27.9%. This trend is due to three factors:

- the new openings offset the closures of unprofitable marginal stores;
- the reduced sell in concerning initial orders according to the new model (adopted from the current season) to manage franchisees in favour of replenishment and reorders to occur in the second quarter;
- the Group's decision to operate directly around 40 shops which were previously run by agents whose contracts have terminated.

Multibrand stores representing 56% of Group revenues (58% in the first quarter of 2012) amount to Euro 146.5 million. The change compared with the previous year is equal to -23.0% 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)	I quarter 2013	%	I quarter 2012	%	Var. %
<b>Multibrand</b>	<b>146,543</b>	<b>55.8%</b>	<b>190,234</b>	<b>57.6%</b>	<b>(23.0%)</b>
Franchising	62,846	23.9%	87,178	26.4%	(27.9%)
DOS*	53,156	20.2%	52,598	15.9%	1.1%
<b>Geox Shops</b>	<b>116,002</b>	<b>44.2%</b>	<b>139,776</b>	<b>42.4%</b>	<b>(17.0%)</b>
<b>Net sales</b>	<b>262,545</b>	<b>100.0%</b>	<b>330,010</b>	<b>100.0%</b>	<b>(20.4%)</b>

\* Directly Operated Store

As of March 2013, the overall number of Geox Shops was 1,210 of which 355 DOS. During first quarter 2013, 34 new Geox Shops were opened and 36 have been closed. New openings of first quarter 2013 include shops in Budapest, Valencia, Hong Kong, Beijing and Shanghai. As of April 30, 2013 the overall number of Geox Shops was 1,218.

	03-31-2013		12-31-2012		I quarter 2013		
	Geox Shops	of which DOS	Geox Shops	of which DOS	Net Openings	Openings	Closings
Italy	422	115	432	84	(10)	3	(13)
Europe (*)	344	144	350	135	(6)	6	(12)
North America	40	40	40	40	-	-	-
Other countries (**)	404	56	390	41	14	25	(11)
<b>Total</b>	<b>1,210</b>	<b>355</b>	<b>1,212</b>	<b>300</b>	<b>(2)</b>	<b>34</b>	<b>(36)</b>

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

(\*\*) Includes Under License Agreement Shops (123 as of March 31 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 52.9% compared to 53.2% of the first quarter of 2012, producing a gross margin of 47.1% (46.8% in the first quarter of 2012). The increase in gross profit is explained by steps taken in terms of product mix, channels and prices, which offset unfavorable trend of currencies, raw material prices and labour costs increases in supplier countries.

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

Selling and distribution expenses as a percentage of sales was 5.8%. (4.9% in the first quarter of 2012).

General and administrative expenses were equal to Euro 68.3 million, compared with Euro 62.0 million of the first quarter of 2012. General and administrative expenses, as a percentage of sales, were 26.0%, compared to 18.8% of the first quarter 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 41 stores previously managed by some franchisees during the first quarter 2013.

Advertising and promotions expenses were equal to 3.7% of sales compared to 4.0% of the first quarter of 2012.

The Group's operating result was Euro 30.7 million, 11.7% as a percentage of sales, compared with Euro 62.9 million of the first quarter of 2012 (19.0% as a percentage of sales).

## **EBITDA**

EBITDA was Euro 40.5 million, 15.4% of sales, compared to Euro 72.3 million (21.9%) of the first quarter of 2012.

## **Income taxes and tax rate**

Income taxes were equal to Euro 10.0 million, compared to Euro 19.9 million of the first quarter of 2012, with a tax rate of 34% compared with 32% of the first quarter of 2012.

## The Group's Financial Performance

The following table summarizes the reclassified consolidated balance sheet:

(Thousands of Euro)	March 31, 2013	Dec. 31, 2012	March 31, 2012
Intangible assets	67,530	67,827	72,056
Property, plant and equipment	70,042	68,090	63,098
Other non-current assets - net	51,836	50,899	34,209
<b>Total non-current assets</b>	<b>189,408</b>	<b>186,816</b>	<b>169,363</b>
<b>Net operating working capital</b>	<b>270,379</b>	<b>192,093</b>	<b>295,938</b>
<b>Other current assets (liabilities), net</b>	<b>(27,693)</b>	<b>(17,965)</b>	<b>(39,604)</b>
<b>Net invested capital</b>	<b>432,094</b>	<b>360,944</b>	<b>425,697</b>
Equity	424,836	402,836	483,306
Provisions for severance indemnities, liabilities and charges	10,850	12,254	9,748
Net financial position	(3,592)	(54,146)	(67,357)
<b>Net invested capital</b>	<b>432,094</b>	<b>360,944</b>	<b>425,697</b>

The Group balance sheet shows a net cash position of Euro 3.6 million.

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

(Thousands of Euro)	March 31, 2013	Dec. 31, 2012	March 31, 2012
Inventories	170,135	209,249	127,033
Accounts receivable	227,845	145,450	274,519
Accounts payable	(127,601)	(162,606)	(105,614)
<b>Net operating working capital</b>	<b>270,379</b>	<b>192,093</b>	<b>295,938</b>
<b>% of sales for the last 12 months</b>	<b>36.5%</b>	<b>23.8%</b>	<b>33.9%</b>
Taxes payable	(21,530)	(11,039)	(38,392)
Other non-financial current assets	34,921	35,303	30,016
Other non-financial current liabilities	(41,084)	(42,229)	(31,228)
<b>Other current assets (liabilities), net</b>	<b>(27,693)</b>	<b>(17,965)</b>	<b>(39,604)</b>

The ratio of net working capital to sales comes to 36.5% compared with 33.9% of the first quarter of 2012. This increase is due to:

- the extending payment terms granted to some clients;
- the increase in inventory mainly caused by the previous season (Fall/Winter 2012) and the Spring/Summer 2013 season currently on sales;
- the improvement of our handling of payment terms with suppliers.

The following table gives a reclassified consolidated cash flow statement:

(Thousands of Euro)	I quarter 2013	I quarter 2012	2012
<b>Net income</b>	<b>18,998</b>	<b>41,487</b>	<b>10,039</b>
Depreciation, amortization and impairment	9,792	9,396	41,592
Other non-cash items	3,781	2,431	10,907
	<b>32,571</b>	<b>53,314</b>	<b>62,538</b>
Change in net working capital	(83,237)	(80,001)	19,661
Change in other current assets/liabilities	6,637	28,377	(15,208)
<b>Cash flow from operations</b>	<b>(44,029)</b>	<b>1,690</b>	<b>66,991</b>
Capital expenditure	(11,764)	(13,943)	(48,146)
Disposals	367	83	1,408
<b>Net capital expenditure</b>	<b>(11,397)</b>	<b>(13,860)</b>	<b>(46,738)</b>
<b>Free cash flow</b>	<b>(55,426)</b>	<b>(12,170)</b>	<b>20,253</b>
Dividends	-	-	(41,473)
<b>Change in net financial position</b>	<b>(55,426)</b>	<b>(12,170)</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	(55,426)	(12,170)	(21,220)
Translation differences	880	592	798
<b>Final net financial position - prior to fair value adjustment of derivatives</b>	<b>3,246</b>	<b>66,636</b>	<b>57,792</b>
Fair value adjustment of derivatives	346	721	(3,646)
<b>Final net financial position</b>	<b>3,592</b>	<b>67,357</b>	<b>54,146</b>

In the first quarter of 2013, capital expenditures were equal to Euro 11.8 million (Euro 13.9 million in the first quarter of 2012) of which Euro 8.6 million for new store openings and store refurbishment.

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

(Thousands of Euro)	March 31, 2013	Dec. 31, 2012	March 31, 2012
Cash and cash equivalents	62,050	63,867	74,177
Current financial assets - excluding derivatives	80	75	90
Bank borrowings and current portion of long-term loans	(60,335)	(7,336)	(8,548)
Current financial liabilities - excluding derivatives	(4)	(4)	(12)
<b>Net financial position - current portion</b>	<b>1,791</b>	<b>56,602</b>	<b>65,707</b>
Non-current financial assets	1,517	1,351	1,287
Long-term loans	(62)	(161)	(358)
<b>Net financial position - non-current portion</b>	<b>1,455</b>	<b>1,190</b>	<b>929</b>
<b>Net financial position - prior to fair value adjustment of derivatives</b>	<b>3,246</b>	<b>57,792</b>	<b>66,636</b>
Fair value adjustment of derivatives	346	(3,646)	721
<b>Net financial position</b>	<b>3,592</b>	<b>54,146</b>	<b>67,357</b>

## Significant events during the quarter

No particularly significant events occurred during the quarter other than those already mentioned in the preceding paragraphs.

## Forecast for operations and significant subsequent events

In first quarter 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 lower promotions during the sales period and 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 believes that it has to take a very prudent view of what overall turnover is likely to be in the first half, with the result that sales are now expected to decline by around 10%.


As for the second half of 2013, management is assuming that the wholesale channel, which is focused on Europe, will still show signs of weakness. The target, set by the management, of maintaining the sales in the second half of the year is therefore strictly linked to the new openings program of monobrand stores, both directly operated and in franchising and on the assumption of comparable same store sales at least equal to those of the same period of previous year. However, opening new stores, not yet be up to speed, will have an impact on operating margin during the year.

Given the current situation, the Geox Group has reacted with measures aimed to generate cash and boost gross margins, which are confirmed by the orders book in terms of product mix, channels and prices. Furthermore, significant investments related to new shop openings, management hiring and commercial structure improvements in Russia, Eastern Europe and Asia will allow us to achieve the important potential growth opportunity in these markets, where the Group's presence is still limited, but rapidly growing. These investments will however lead to pressure on 2013 fiscal year operating margins.

On April 17, the Shareholder's Meeting of Geox SpA approved the 2012 financial statements and distribution of a dividend of 0.06 Euro per share, appointed the Board of Directors, the Board of Statutory Auditors who will remain in office for the period 2013-2015 and the Independent Auditors for the period 2013-2021.

Biadene di Montebelluna, May 15, 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)	I quarter 2013	I quarter 2012	2012
<b>Net sales</b>	<b>262,545</b>	<b>330,010</b>	<b>807,615</b>
Cost of sales	(138,800)	(175,658)	(419,522)
<b>Gross profit</b>	<b>123,745</b>	<b>154,352</b>	<b>388,093</b>
Selling and distribution costs	(15,118)	(16,115)	(43,379)
General and administrative expenses	(68,339)	(62,004)	(251,907)
Advertising and promotion	(9,610)	(13,237)	(45,777)
Special items	-	(130)	(24,425)
Net asset impairment	-	-	(2,640)
<b>EBIT</b>	<b>30,678</b>	<b>62,866</b>	<b>19,965</b>
Net interest	(1,674)	(1,492)	(2,251)
<b>PBT</b>	<b>29,004</b>	<b>61,374</b>	<b>17,714</b>
Income tax	(10,006)	(19,887)	(7,675)
<b>Net income</b>	<b>18,998</b>	<b>41,487</b>	<b>10,039</b>
Earnings per share [Euro]	0.07	0.16	0.04
Diluted earnings per share [Euro]	0.07	0.16	0.04

## Consolidated statement of comprehensive income

(Thousands of Euro)	I quarter 2013	I quarter 2012	2012
<b>Net income</b>	<b>18,998</b>	<b>41,487</b>	<b>10,039</b>
Net gain (loss) on Cash Flow Hedge, net of tax	3,382	(6,686)	(11,901)
Currency translation	(380)	1,992	1,706
Net gain (loss) on actuarial defined-benefit plans	-	-	(636)
<b>Net comprehensive income</b>	<b>22,000</b>	<b>36,793</b>	<b>(792)</b>



## Consolidated statement of financial position

(Thousands of Euro)	March 31, 2013	Dec. 31, 2012	March 31, 2012
<b>ATTIVO:</b>			
Intangible assets	67,530	67,827	72,056
Property, plant and equipment	70,042	68,090	63,098
Deferred tax assets	33,061	34,349	27,868
Non-current financial assets	1,517	1,351	1,287
Other non-current assets	21,022	18,695	9,069
<b>Total non-current assets</b>	<b>193,172</b>	<b>190,312</b>	<b>173,378</b>
Inventories	170,135	209,249	127,033
Accounts receivable	227,845	145,450	274,519
Other non-financial current assets (A)	34,921	35,303	30,016
Current financial assets	3,875	2,366	4,770
Cash and cash equivalents	62,050	63,867	74,177
<b>Current assets</b>	<b>498,826</b>	<b>456,235</b>	<b>510,515</b>
<b>Total assets</b>	<b>691,998</b>	<b>646,547</b>	<b>683,893</b>
<b>LIABILITIES AND EQUITY:</b>			
Share capital	25,921	25,921	25,921
Reserves	379,917	366,876	415,898
Net income	18,998	10,039	41,487
<b>Equity</b>	<b>424,836</b>	<b>402,836</b>	<b>483,306</b>
Employee severance indemnities	2,421	2,406	2,033
Provisions for liabilities and charges	8,429	9,848	7,715
Long-term loans	62	161	358
Other long-term payables	2,247	2,145	2,728
<b>Total non-current liabilities</b>	<b>13,159</b>	<b>14,560</b>	<b>12,834</b>
Accounts payable	127,601	162,606	105,614
Other non-financial current liabilities	41,084	42,229	31,228
Taxes payable (B)	21,530	11,039	38,392
Current financial liabilities	3,453	5,941	3,971
Bank borrowings and current portion of long-term loans	60,335	7,336	8,548
<b>Current liabilities</b>	<b>254,003</b>	<b>229,151</b>	<b>187,753</b>
<b>Total liabilities and equity</b>	<b>691,998</b>	<b>646,547</b>	<b>683,893</b>

## Consolidated statement of cash flows

(Thousands of Euro)	I quarter 2013	I quarter 2012	2012
<b>CASH FLOW FROM OPERATING ACTIVITIES:</b>			
<b>Net income</b>	<b>18,998</b>	<b>41,487</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	9,792	9,396	41,592
Increase in (use of) deferred taxes and other provisions	3,021	(329)	13,260
Provision for employee severance indemnities, net	19	(77)	(339)
Other non-cash items	741	2,837	(2,014)
	<b>13,573</b>	<b>11,827</b>	<b>52,499</b>
<b>Change in assets/liabilities:</b>			
Accounts receivable	(86,479)	(122,293)	(154)
Other assets	(3,576)	2,430	(12,051)
Inventories	38,436	69,314	(10,121)
Accounts payable	(35,194)	(27,022)	29,936
Other liabilities	(333)	(659)	(2,432)
Taxes payable	10,546	26,606	(725)
	<b>(76,600)</b>	<b>(51,624)</b>	<b>4,453</b>
<b>Operating cash flow</b>	<b>(44,029)</b>	<b>1,690</b>	<b>66,991</b>
<b>CASH FLOW USED IN INVESTING ACTIVITIES:</b>			
Capital expenditure on intangible assets	(3,284)	(7,953)	(17,500)
Capital expenditure on property, plant and equipment	(8,480)	(5,990)	(30,646)
	<b>(11,764)</b>	<b>(13,943)</b>	<b>(48,146)</b>
Disposals	367	83	1,408
(Increase) decrease in financial assets	(170)	(26)	(75)
<b>Cash flow used in investing activities</b>	<b>(11,567)</b>	<b>(13,886)</b>	<b>(46,813)</b>
<b>CASH FLOW FROM (USED IN) FINANCING ACTIVITIES:</b>			
Increase (decrease) in short-term bank borrowings, net	38,990	1,708	711
Loans:			
- Proceeds	14,197	-	(195)
Dividends	-	-	(41,473)
<b>Cash flow used in financing activities</b>	<b>53,187</b>	<b>1,708</b>	<b>(40,957)</b>
<b>Increase (decrease) in cash and cash equivalents</b>	<b>(2,409)</b>	<b>(10,488)</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	592	(129)	(148)
<b>Cash and cash equivalents, end of the period</b>	<b>62,050</b>	<b>74,177</b>	<b>63,867</b>
<b>Supplementary information to the cash flow statement:</b>			
- Interest paid during the period	416	1,304	2,712
- Interest received during the period	286	382	1,728
- Taxes paid during the period	2,521	586	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 Dec. 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 income	-	-	-	1,706	(11,901)	-	(636)	10,039	(792)
<b>Balance at Dec. 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)	-
Net comprehensive income	-	-	-	(380)	3,382	-	-	18,998	22,000
<b>Balance at March 31, 2013</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>16</b>	<b>1,295</b>	<b>1,661</b>	<b>334,083</b>	<b>18,998</b>	<b>424,836</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 Dec. 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)	-
Recognition of cost stock option plans	-	-	-	-	-	85	-	-	85
Net comprehensive income	-	-	-	1,992	(6,686)	-	-	41,487	36,793
<b>Balance at March 31, 2012</b>	<b>25,921</b>	<b>5,184</b>	<b>37,678</b>	<b>682</b>	<b>3,128</b>	<b>5,925</b>	<b>363,301</b>	<b>41,487</b>	<b>483,306</b>



## **Explanatory Notes**

The economic/financial results of the Group as at March 31, 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 March 31, 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.