## ACCOUNTING STATEMENTS

## Fourth quarter 2006 Income Statement

| (thousand of Euro) | IV Q 2006 | \% | IV Q 2005 | \% | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from sales and services | 132,239 | 100.0\% | 108,158 | 100.0\% | 22.3\% |
| Change in work in progress and semi finished goods | $(9,290)$ | (7.0\%) | $(9,052)$ | (8.4\%) | 2.6\% |
| Other revenues and income | 1,716 | 1.3\% | 1,633 | 1.5\% | 5.1\% |
| Value of production | 124,665 | 94.3\% | 100,739 | 93.1\% | 23.8\% |
| Raw materials | $(51,915)$ | (39.3\%) | $(42,573)$ | (39.4\%) | 21.9\% |
| Other operating expenses | $(25,779)$ | (19.5\%) | $(21,403)$ | (19.7\%) | 20.4\% |
| Added value | 46,971 | 35.5\% | 36,763 | 34.0\% | 27.8\% |
| Personnel expenses | $(24,515)$ | (18.5\%) | $(21,094)$ | (19.5\%) | 16.2\% |
| Gross operating margin | 22,456 | 17.0\% | 15,669 | 14.5\% | 43.3\% |
| Amortizations expense | $(2,889)$ | (2.2\%) | $(2,995)$ | (2.8\%) | (3.5\%) |
| Accruals to provisions | (519) | (0.4\%) | (451) | (0.4\%) | 15.1\% |
| Non recurrent revenues and expenses | 102 | 0.1\% | --- | --- | --- |
| Operating result | 19,150 | 14.5\% | 12,223 | 11.3\% | 56.7\% |
| Financial income and expense | (477) | (0.4\%) | (762) | (0.7\%) | (37.4\%) |
| Revenues and expenses on currency exchanges | 596 | 0.5\% | (489) | (0.5\%) | --- |
| Share of profit/loss of affiliated companies | 56 | 0.0\% | (158) | (0.1\%) | --- |
| Income before tax | 19,325 | 14.6\% | 10,814 | 10.0\% | 78.7\% |
| Taxes for the period | $(5,829)$ | (4.4\%) | $(3,215)$ | (3.0\%) | 81.3\% |
| Result of the period | 13,496 | 10.2\% | 7,599 | 7.0\% | 77.6\% |

Income Statement at December 31 ${ }^{t}$, 2006

| (thousand of Euro) | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ | \% | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | \% | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from sales and services | 396,636 | 100.0\% | 335,011 | 100.0\% | 18.4\% |
| Change in work in progress and semi finished goods | 7,874 | 2.0\% | $(1,837)$ | (0.5\%) | --- |
| Other revenues and income | 5,096 | 1.3\% | 5,439 | 1.6\% | (6.3\%) |
| Value of production | 409,606 | 103.3\% | 338,613 | 101.1\% | 21.0\% |
| Raw materials | $(173,023)$ | (43.6\%) | $(144,807)$ | (43.2\%) | 19.5\% |
| Other operating expenses | $(81,208)$ | (20.5\%) | $(70,005)$ | (20.9\%) | 16.0\% |
| Added value | 155,375 | 39.2\% | 123,801 | 37.0\% | 25.5\% |
| Personnel expenses | $(89,355)$ | (22.5\%) | $(82,365)$ | (24.6\%) | 8.5\% |
| Gross operating margin | 66,020 | 16.6\% | 41,436 | 12.4\% | 59.3\% |
| Amortizations expense | $(10,878)$ | (2.7\%) | $(10,890)$ | (3.3\%) | (0.1\%) |
| Accruals to provisions | $(2,625)$ | (0.7\%) | $(2,764)$ | (0.8\%) | (5.0\%) |
| Impairment loss | (497) | (0.1\%) | --- | --- | --- |
| Non recurrent revenues and expenses | 52,020 | 13.1\% | 27,782 | 8.3\% | 87.2\% |
| Operating result | $(1,692)$ | (0.4\%) | $(2,787)$ | (0.8\%) | (39.3\%) |
| Financial income and expense | 1,104 | 0.3\% | (714) | (0.2\%) | --- |
| Revenues and expenses on currency exchanges | (230) | (0.1\%) | (279) | (0.1\%) | (17.6\%) |
| Share of profit/loss of affiliated companies | 51,202 | 12.9\% | 24,002 | 7.2\% | 113.3\% |
| Income before tax | $(17,287)$ | (4.4\%) | $(7,949)$ | (2.4\%) | 117.5\% |
| Taxes for the period | 33,915 | 8.5\% | 16,053 | 4.8\% | 112.7\% |
| Result of the period | 396,636 | 100.0\% | 335,011 | 100.0\% | 18.4\% |

Net financial position at December 31 ${ }^{\text {st }}, 2006$

| (thousand of Euro) | December <br> $\mathbf{3 1}$ <br> $\mathbf{2 0 0 6}$ | September <br> $\mathbf{3 0}$ <br> $\mathbf{2 0 0 6}$ | June <br> $\mathbf{3 0}$ | December <br> $\mathbf{3 1}$ |
| :--- | :---: | :---: | :---: | :---: |
| Financial assets: | 35,378 | 23,592 | 38,672 | 31,210 |
| - Liquid assets | 35,328 | 23,529 | 38,609 | 31,210 |
| - Short term financing credits due by parent company | 50 | 63 | 63 | 0 |
| Short term financial debts | $(2,336)$ | $(6,027)$ | $(3,079)$ | $(3,266)$ |
| Short term bank debts | $(9,109)$ | $(14,444)$ | $(17,685)$ | $(20,550)$ |
| Short term net financial position | $\mathbf{2 3 , 9 3 3}$ | $\mathbf{3 , 1 2 1}$ | $\mathbf{1 7 , 9 0 8}$ | $\mathbf{7 , 3 9 4}$ |
| Medium/long term financial debts | $(8,217)$ | $(9,240)$ | $(12,546)$ | $(13,942)$ |
| Medium/long term bank debts | $(642)$ | $(686)$ | $(7,129)$ | $(17,354)$ |
| Medium/long term net financial position | $\mathbf{( 8 , 8 5 9 )}$ | $\mathbf{( 9 , 9 2 6 )}$ | $\mathbf{( 1 9 , 6 7 5 )}$ | $\mathbf{( 3 1 , 2 9 6 )}$ |
| Total financial position | $\mathbf{1 5 , 0 7 4}$ | $\mathbf{( 6 , 8 0 5 )}$ | $\mathbf{( 1 , 7 6 7 )}$ | $\mathbf{( 2 3 , 9 0 2 )}$ |

## Balance sheet figures

|  | December | December |
| :--- | :---: | :---: |
|  | $\mathbf{3 1}$ | $\mathbf{3 1}$ |
|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ |
| Intangible assets | 36,035 | 23,673 |
| Tangible assets | 49,984 | 59,572 |
| Other non current assets | 10,829 | 9,100 |
| Non-current assets | $\mathbf{9 6 , 8 4 8}$ | $\mathbf{9 2 , 3 4 5}$ |
| Inventories | 88,232 | 72,798 |
| Trade receivables | 115,021 | 97,960 |
| Other receivables | 9,994 | 7,464 |
| Cash and cash equivalents | 35,378 | 31,210 |
| Current assets | $\mathbf{2 4 9 , 2 4 9}$ | $\mathbf{2 0 9 , 4 3 2}$ |
| TOTAL ASSETS | $\mathbf{3 4 6 , 0 9 7}$ | $\mathbf{3 0 1 , 7 7 7}$ |
| Shareholders' equity | 135,692 | 105,293 |
| Minority interest | 357 | 343 |
| Total equity | $\mathbf{1 3 6 , 0 4 9}$ | $\mathbf{1 0 5 , 6 3 6}$ |
| Bank loans | 8,859 | 31,296 |
| Retirement benefit obligation | 15,885 | $\mathbf{1 5 , 0 9 0}$ |
| Other payables | 11,388 | 9,772 |
| Non-current liabilities | $\mathbf{3 6 , 1 3 2}$ | $\mathbf{5 6 , 1 5 8}$ |
| Trade and other payables | 162,471 | 116,167 |
| Bank overdrafts, loans and obligations under finance leases | 11,445 | 23,816 |
| Current liabilities | $\mathbf{1 7 3 , 9 1 6}$ | $\mathbf{1 3 9 , 9 8 3}$ |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{3 4 6 , 0 9 7}$ | $\mathbf{3 0 1 , \mathbf { 7 7 7 }}$ |

