



Press Release

Ceresara (MN), April 29, 2005

**CSP INTERNATIONAL: AGM APPROVES
FINANCIAL STATEMENTS AS AT DECEMBER 31, 2004**

***CSP International ends 2004 with a net loss of Euro 8.6 million,
due to the loss recorded in the final quarter.***

***For 2005 the operational and extraordinary interventions are confirmed,
but achieving break-even appears problematic,
in view of the sales performance in the first quarter (-11.9%).***

The Shareholders of CSP International S.p.A., a company listed on the Italian Stock Exchange, producer of stockings, tights and underwear under the Sanpellegrino, Oroblù, Lepel and Le Bourget brands, today approved the **Consolidated and Parent Company Financial Statements for the year 2004**.

A summary of the consolidated results in 2004, expressed in absolute and percentage terms on sales, compared to 2003 is shown below:

- sales equal of Euro 126.8 million, compared to Euro 142.4 million in 2003; the decrease was equal to 10.9%.
- Ebitda of Euro 40.5 million, compared to Euro 46.0 million in 2003; the percentage decreases from 32.3% to 32.0%.
- a loss before taxes of Euro 8.9 million, compared to a loss of Euro 8.8 million in 2003.
- a Group loss after taxes and minority interests of Euro 8.6 million, compared to a loss of Euro 9.9 million in 2003.
- the net debt decreased from Euro 69.6 million in 2003 to Euro 60.1 million in 2004.

The loss recorded in 2004 was equal to the loss in the final quarter (Euro 8.6 million), in which a determining role was played by the decrease in sales, resulting in a significant lowering of the break-even point. In the first 9 months of 2004 the Group recorded a reduction of the losses to Euro 0.3 million, compared to a loss of Euro 5.8 million in the same period in the previous year.

The result in the final quarter of 2004 was principally impacted by the following factors:

- a strong reduction in the demand of tights in the final three months of the year, unforeseen in the monthly analysis registered by the GFK Institute, up to -22%;
- lower margins resulting from the higher advertising investments made in the final quarter of the year, compared to the final quarter of 2003.

Other factors had a negative impact for the full year:

- the chronic recession in the stockings/tights market;
- the reduction of sales of seamless underwear, the new technology that, after having reached sustained growth with up to a quarter of the total underwear market in a five-year period, saw an interruption in its growth;
- the tendency of lower prices, particularly in the Wholesale channel for seamless merchandise (due to the saturation of the offer) and in the brasserie market (due to the entry of new low-cost Chinese production);
- the emergence of local and Chinese competition in the Russian market, third by importance, after Italy and France, for the CSP International Group.

Despite the negative economic result and an overall very difficult market, some positive results were recorded in 2004 (as in previous year) of an operational nature relating to directly controllable factors, as follows.

AREA	2002	Diff. 03/02	2003	Diff. 04/03	2004
<i>Million Euro</i>					
Inventory	58.0	-10.9	47.1	-4	43.1
Working Capital	84.4	-15.6	68.8	-5.1	63.7
Financial debt	83.7	-14.1	69.6	-9.5	60.1
Financial charges	4.0	-0.7	3.3	-0.7	2.6
Cost of labour	33.8	-1.8	32.0	-1.5	30.5
Other expenses	13.6	-1.1	12.5	-0.4	12.0

Extraordinary operations

Extraordinary income of Euro 2.9 million contributed to the results of 2004 that was obtained without renouncing business aspects of a strategic nature.

In addition, there are extraordinary charges of Euro 0.4 million, relating to the integration of the two factories at Ceresara and Rivarolo del Re (tights) and the closure of the Lepel factory at Poggio Rusco (corsetry). These measures take effect from January 2005 and the savings are quantifiable as approximately Euro 2 million.

Plan for the current year

The 2005 Plan aims to the following strategic actions:

- improvement of margins through production reorganisation;
- reduction of costs, through staff reductions;
- reduction of operating expenses, deriving from procedural changes;
- reduction of non priority investments;
- sustain to sales, also through the opening of shops;
- extraordinary income.

The extraordinary income will derive from the sale of non-strategic assets. This will result in a permanent effect in reducing the organisational structure with benefits for future years on ordinary operations.

In fact, the sale of non-strategic assets will permit the integration and co-ordination of production sites and, in particular:

- the rationalisation of the production for stockings/tights;
- the delocalization for corsetry.

Performance I quarter 2005

The quarter recorded a decrease in sales of 11,9%: Euro 31.5 million compared to Euro 35.7 million in 2004 (these figures do not include Sanpellegrino Polska: starting from 2005 Sanpellegrino Polska has been excluded from the scope of consolidation).

The decrease in the sales is due to the market performance that, in the first two months of the year recorded the following decreases, compared to 2004 (source Institute GFK):

- quantity - 18.4% in January and - 12.9% in February;
- value - 22.5% in January and - 13.7% in February.

The recession in consumption is in fact more serious as there is an evident de-stocking tendency by the Retail sector and, in particular, by the Wholesale sector.

There are also similar recession trends in the foreign markets. In Russia, where the data is available from the GFK Institute, the consumption in January 2005 was 22% lower than January 2004 in quantity and 21% in value.

Despite the fact that the internal figures of the group report decreases, the market share of Sanpellegrino and Oroblù are improving market share, as indicated from the following data (source GFK Institute).

Sanpellegrino + Oroblù Stockings/tights market	Half Year ended February 2004	Half Year ended February 2005
Quantity %	7.4	7.7
Value	8.9	9.5
Price index	120	123

Also the Lepel market share of underwear recorded growth compared to the previous year: in this case the GFK data available refers to the year 2004.

	TOTAL WOMEN'S UNDERWEAR MARKET		BRASSIERE MARKET	
	2003	2004	2003	2004
Value of Lepel share	3.1%	3.9%	6.3%	6.3%
Volumes of Lepel share	2.1%	2.6%	6.6%	6.7%

Outlook 2005

In light of these results and the observations in the previous points, the break-even objective for the year 2005 appears problematic, as this would require at least the following conditions:

- no further losses in sales during the year;
- concentrate in the year 2005 of all of the extraordinary operations expected for the two year period 2005-2006.

The significant loss in sales in the first quarter of the year, which continues also in April, if not inverted in the following months, would render difficult the reaching of this objective.

General outlook

The actions taken by the company are at three levels simultaneously:

- A. The first level is the management, in the best possible manner in relation to the market situation, the brands and the relative distribution channels.
- B. The second level is the sale of non strategic assets in order to
 - record extraordinary income, to be included in the year 2005;
 - reduce fixed costs, also for the years after 2005;
 - rationalise the internal production for stockings/tights and permit the outsourcing of production for all of the other merchandise.
- C. The third level is the research for strategic solutions to the problems of the market/company, that is now made necessary by the current market changes in course.

Dividends

In consideration of the results for 2004, the Shareholders' Meeting has approved the proposal of the Board of Directors not to distribute dividends.

Star Segment

The Board of Directors, meeting today after the Shareholders' Meeting, deliberated the request for exclusion from the STAR segment of Borsa Italiana with the following conditions:

- it is priority to concentrate all of the efforts and resources of the company to the achievement of the Plan that must return the Group to financial equilibrium;
- some compliance requests by Star listing appear not to be in line with the flexibility required by our plan and by the current operating priorities;
- consequently, the Company will renounce to the specialist, after the decision of Borsa Italiana;
- CSP international, as a company listed on Borsa Italiana, will continue to maintain in place all of the Corporate Governance procedures and best practices adopted up to the present moment.

Adoption of the IAS/IFRS

According to the Consob communication concerning the adoption of the IAS/IFRS, we inform that

- 1) CSP has completed the identification of the main impacts on administrative, reporting and informative processes deriving from the introduction of the IAS and is proceeding with the necessary interventions on the company processes and systems to adopt the new administrative principles.
- 2) At present, the quantification of the adjustments of the initial amounts of the consolidated patrimonial balance at the date of transition (1st January 2004) is almost completed, while the re-elaborations of the consolidated economic-patrimonial situation at 31st December 2004 and the infra-year 2004 (only for comparative use) are being started.
- 3) On the base of the present progress of the project, CSP Group will adopt the new IAS from the Consolidate Financial Statements at 30 June 2005.
- 4) The auditing firm Deloitte & Touche S.p.A. has been entrusted with the audit of the results of the transition process.

Corporate events

The calendar of corporate events for 2005 is provided below:

Board of Directors	Contents
Friday May 13, 2005	Results I quarter 2005
Wednesday September 28, 2005	Results I half-year 2005
Friday November 11, 2005	Results III quarter 2005

Reclassified Consolidated Statement of Income

(figures in thousands of Euro)

	31 December 2004 CONSOLIDATED	31 December 2003 CONSOLIDATED
Net sales	126,338	141,840
Income from royalties	451	543
NET REVENUES	126,789	142,383
COST OF SALES		
Purchases	40,519	41,511
Labour cost	16,283	18,154
Services	12,447	13,195
Depreciation and amortisation	6,011	6,621
Other costs	6,647	6,681
(Increase) decrease in inventories	4,369	10,201
	86,276	96,363
GROSS PROFIT	40,513	46,020
SELLING, GENERAL AND ADMINISTRATIVE COSTS		
Labour cost	14,191	13,854
Advertising expenses	15,523	16,401
Commissions	3,052	3,475
Depreciation and amortisation	4,906	4,269
Other expenses	12,038	12,473
	49,710	50,472
OPERATING PROFIT	(9,197)	(4,452)
Financial charges (income), net	2,583	3,257
Other (income) and charges	(276)	(128)
	2,307	3,129
PROFIT (LOSS) BEFORE INCOME TAXES AND EXTRAORDINARY ITEMS	(11,504)	(7,581)
Extraordinary charges and (income)	(2,594)	1,191
PROFIT (LOSS) BEFORE INCOME TAXES	(8,910)	(8,772)
Income taxes	276	(1,523)
NET PROFIT (LOSS) FOR THE YEAR	(8,634)	(10,295)
Minority interests	(10)	365
NET PROFIT (LOSS) FOR THE GROUP	(8,644)	(9,930)
EBITDA (Operating Profit + Depreciation and amortisation)	1,720	6,438

CSP GROUP

Reclassified Consolidated Balance Sheet - Assets
(figures in thousands of Euro)

Allegato n. 2

	31 December 2004 CONSOLIDATED	31 December 2003 CONSOLIDATED
CURRENT ASSETS		
Cash and banks	3,752	1,065
Trade receivables	51,923	55,131
Due from subsidiary and associated companies	0	100
Other receivables	4,828	2,899
Inventories	43,103	47,141
Accrued income and prepaid expenses	1,175	1,297
Own shares	0	3,316
TOTAL CURRENT ASSETS	104,781	110,949
FIXED ASSETS		
Financial fixed assets:		
Financial receivables	168	241
Equity investments	135	11
Total financial fixed assets	303	252
Tangible fixed assets	32,418	38,792
Intangible fixed assets	12,243	14,988
TOTAL FIXED ASSETS	44,964	54,032
TOTAL ASSETS	149,745	164,981

Reclassified Consolidated Balance Sheet - Liabilities and shareholders' equity
(figures in thousands of Euro)

	31 December 2004 CONSOLIDATED	31 December 2003 CONSOLIDATED
CURRENT LIABILITIES		
Short-term bank borrowings	28,772	42,787
Current portion of medium/long term debt	6,515	11,604
Trade payables due to third parties	31,039	30,328
Due to subsidiary/associated companies	0	0
Taxes payable	845	2,071
Other payables	5,127	5,086
Accrued liabilities and deferred income	336	324
TOTAL CURRENT LIABILITIES	72,634	92,200
MEDIUM/LONG-TERM LIABILITIES		
Medium/long-term debt, net of the current portion	23,578	16,278
Bonds	5,000	0
Severance indemnities	7,449	7,239
Other provisions	5,381	5,224
TOTAL MEDIUM/LONG-TERM LIABILITIES	41,408	28,741
TOTAL LIABILITIES	114,042	120,941
MINORITY INTERESTS IN CAPITAL AND RESERVES	1,090	935
SHAREHOLDERS' EQUITY		
Share capital	12,740	12,740
Legal reserve	1,359	1,359
Share premium reserve	18,076	18,076
Other reserves	11,082	20,860
Net profit (loss) for the year	(8,644)	(9,930)
TOTAL SHAREHOLDERS' EQUITY	34,613	43,105
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	149,745	164,981

CSP International: Innovation in Hosiery and Underwear

CSP International S.p.A. was founded in 1973 at Ceresara (Mantua), in the hosiery district, where two-thirds of Europe's are produced. It heads up a Group that is an industry leader in the stockings, tights and underwear sector, ranking third in Europe and eighth in the world by sales in its own reference market. The Group, realizing sales of 150 million euro, including licenses, has more than 1,100 employees, plants in Italy, France and Poland, and distributes its products in 50 countries throughout the world, generating half of its turnover abroad.

The CSP International Group produces tights, stockings for men and women, male and female seamless underwear (a new technology), corsetry, underwear and swimming costumes.

Its brands are aimed at different consumer targets:

- **Sanpellegrino:** *this is the historical brand, which offers functional products with the best quality/price ratio;*
- **Oroblù:** *this brand has a higher quality and image and is sold through the best international department stores;*
- **Le Bourget:** *this is the most prestigious French hosiery brand, which specialises in fashion trends;*
- **Lepel:** *this is the leading brand for corsetry in Italy, offering comfort and elegance at the best possible price.*

The following is a rundown of the most important events in the last decade of the CSP International Group:

1994 - *beginning of sales on the Russian market;*

1995 - *launch of the tights Brazil Effect – Shock Up;*

1996 - *Sanpellegrino advertising with Antonio Banderas and Valeria Mazza as testimonials;*

1997 - *quotation on the official list of the Italian Stock Exchange;*

1998 - *incorporation of Sanpellegrino Polska, a 50/50 joint-venture with a Polish partner;*

1999 - *acquisition of 100% of Le Bourget, the third largest manufacturer of tights in France;*

- *start of diversification into seamless underwear;*

2000 - *acquisition of 55% of Lepel, the first step in the diversification into corsetry;*

2001 - *acquisition of the other 45% of Lepel;*

- *admission into the STAR segment of the Italian Stock Exchange;*

2002 - *approval of the project of Lepel merger in CSP International;*

2003 - *launch of innovative cosmetic tights, Sanpellegrino BioComplex L'Angelica and Oroblù BioAction Transvital;*

2004 - *start of licences in complementary markets, as underwear, knitwear and bathsuits;*

2005 - *internal production rationalization for hosiery and delocalization for corsetry.*

CSP International's mission is to produce and distribute the best possible products in the quality segment of the market, innovating its core business (tights) and diversifying into underwear and apparel.

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