

# CONSOLIDATED HALF YEAR REPORT

# 30 JUNE 2003

**CSP GROUP** 

#### **CORPORATE BODIES**

#### **Board of Directors**

| Chairman and Managing director | Francesco                   | BERTONI (*)                  |
|--------------------------------|-----------------------------|------------------------------|
| Managing Director              | Enzo                        | BERTONI (*)                  |
| Managing Director              | Maria Grazia                | BERTONI (**)                 |
| Managing Director              | Carlo                       | BERTONI (**)                 |
| Directors                      | Massimo<br>Renato<br>Arturo | ARMANINI<br>ROSSI<br>TEDOLDI |

#### **Board of Statutory Auditors**

| Chairman           | Vanna         | STRACCIARI            |
|--------------------|---------------|-----------------------|
| Auditors           | Marco<br>Luca | MONTESANO<br>SAVOIA   |
| Alternate auditors | Paolo<br>Luca | BERTOCCO<br>GASPARINI |

#### **Independent Auditors**

Deloitte & Touche S.p.A

(\*) Notes on exercising power: powers of ordinary and extraordinary administration, except for those reserved to the Board of Directors as per the law or by-laws, with single signature.

(\*\*) Notes on exercising power: powers of ordinary administration.

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### DIRECTORS' REPORT ON GROUP OPERATIONS

The current difficult international economic climate continued in the first half of 2003 that had inevitable negative effects on the entire tights market.

In relation to the CSP Group the first half of the year show the following variations compared to the first half of 2002:

- lower sales of 10.36 million euro, equal in percentage terms to a reduction of 13.8%;
- a lower gross margin of 6.8 million euro, which as a percentage on sales reduces by 4.4 percentage points;
- a net loss of 7.39 million euro, equal to 11.4% of sales, compared to a net profit of 0.93 million euro, equal to 1.2% of sales, in the same period in the previous year.

The principal reasons for the negative performance in the first six months of 2003 are as follows:

- the sales were influenced by the <u>decrease in the tights market</u>, in particular, in our three principal markets, Italy, France and Russia, where we monitor consumer trends with specialized agencies such as GFK and Nielsen. The decrease in the tights category was particularly important in France, which registered 17% in the first half of 2003, compared to the same period in the previous year, in the mass distribution channel (source Nielsen);
- 2) the negative result in the period is historically influenced by a seasonal sales factor, which on average accounts for 45% of the annual revenues in the first six months of the year, compared to 55% in the second half of the year; as indicated in the following table which shows the averages sales per quarter:

| QUARTER                          | PERCENTAGE % |
|----------------------------------|--------------|
| 1st quarter                      | 25%          |
| 2 <sup>nd</sup> quarter          | 20%          |
| Total 1st six months             | 45%          |
| 3rd quarter                      | 25%          |
| 4th quarter                      | 30%          |
| Total 2 <sup>nd</sup> six months | 55%          |
| Total year                       | 100%         |

- 3) the <u>gross margin</u> was lower by 6.8 million euro and 4.4 percentage points on sales, for two principal reasons:
  - approximately 3.9 million euro attributable to the reductions in quantity and thus lower sales to cover the relative costs;
  - approximately 2.9 million euro attributable to unfavourable product mix;
- the months of May-June saw exceptionally high temperatures, which resulted in the advance <u>closing of</u> <u>the spring season</u> compared to the historical period and put an almost complete stop to the consumption of tights;
- 5) provisions were also made in the period for <u>extraordinary charges</u> of over 1 million euro, in relation to the reduction of personnel, equal to 63 units, in the subsidiary Le Bourget, through a Social Plan agreed with the personnel and trade union representatives.

### **Group performance**

### **Reclassified summary income statement**

| (in millions of Euro)                     |        | Period at<br>30 June 2003 |        | Period at<br>30 June 2002 |               | 31 December<br>2002 |  |
|---|--------|---------------------------|--------|---------------------------|---------------|---------------------|--|
|   | valori | %                         | valori | %                         | valori        | %                   |  |
| Net sales                                 | 64.99  | 100.0%                    | 75.35  | 100.0%                    | 159.52        | 100.0%              |  |
| Cost of Sales                             | 43.36  | 66.7%                     | 46.92  | <i>62.3%</i>              | 99.71         | <i>62.5%</i>        |  |
| Gross profit                              | 21.63  | 33.3%                     | 28.43  | 37.7%                     | 5 <b>9.81</b> | 37.5%               |  |
| Selling, general and administrative costs | 25.34  | <b>39.0</b> %             | 24.86  | 33.0%                     | 54.84         | 34.4%               |  |
| Operating profit                          | (3.71) | -5.7%                     | 3.57   | 4.7%                      | 4.97          | 3.1%                |  |
| Net financial charges                     | 1.90   | <i>2.9</i> %              | 1.98   | 2.6%                      | 3.96          | 2.5%                |  |
| Net other (income) and charges            | 1.83   | <b>2.8</b> %              | 0.54   | 0.7%                      | 2.33          | 1.4%                |  |
| Profit (loss) before taxes                | (7.44) | -11.5%                    | 1.05   | 1.4%                      | (1.32)        | - <b>0.8</b> %      |  |
| Income taxes                              | (*)    | (*)                       | (*)    | (*)                       | (2.81)        | -1.8%               |  |
| Net profit (loss) for the period          | (7.44) | -11.5%                    | 1.05   | 1.4%                      | (4.13)        | -2.6%               |  |
| Minority interests                        | 0.05   | 0.1%                      | (0.12) | -0.2%                     | (0.09)        | -0.1%               |  |
| Net profit (loss) for the Group           | (7.39) | -11.4%                    | 0.93   | 1.2%                      | (4.22)        | -2.6%               |  |

(\*)income taxes for the period are not calculated as of 30 June

The net revenues shown in the reclassified income statement differ from the net revenues in the consolidated financial statements for the six months principally due to the exclusion of the sales to third parties in order to maintain the normal production cycle (yarn sales and production materials). In order to provide a better representation of the activities of the Group, the comments below will make reference to the reclassified managerial accounts included in the present report.

**Net sales** – Net sales in the first half of the year passed from 75.35 million euro to 64.99 million euro with a decrease of 13.8%; this decrease is principally attributable to the decline in sales of stockings in the Russian market and the wholesale market in Italy, connected to the Russian market through the so-called "parallel sales", as well as the decrease of private label sales in France.

The following graphs show the breakdown of sales by product sector, brand and geographical area for the







#### PRODUCTS: % of sales at 30.06.2002

period under review compared with those of the same period of 2002:

BRANDS: % of sales at 30.06.2003

In the first six months of 2003 sales of hosiery declined by 21.1% compared to the same period in 2002, confirming the chronic trend in this type of merchandise, accentuated by the drop in consumption in the Russian market.

In the first six months of the year corsetry increased by 3.6% compared to 2002, while the seamless underwear and corsetry together passed from 32.9% to 38.5% of total turnover, in line with the diversification policy undertaken by the Group.



BRANDS: % of sales at 30.06.2002

In the first six months of 2003 Sanpellegrino suffered from the negative effects of the already mentioned drop in hosiery consumption in Russia and in the wholesale in Italy, where however the brand obtained positive results in the mass distribution channel both in stockings (+3.7%) and in seamless underwear (+27.0%). The brands Le Bourget and Lepel confirmed the value of sales made in the first half of 2002; in particular, the results achieved by the Le Bourget brand appears extremely positive in consideration of the recession that has characterized the French hosiery market.



As regards sales by geographical area, the first six months were characterised by a fall in sales in the three principal markets of the Group; in particular, Eastern Europe recorded a reduction of 5.27 million euro (-

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43.5%) while France, against the above-mentioned confirmation of the Le Bourget brand, saw a significant decline in private labels due to the non renewal of some contracts considered too costly.

Finally, in relation to the Italian market the fall in sales (- 4.7%) appears substantially in line with the general contraction in consumption.

**Gross profit** – the gross profit margin for the first half of the year was 33.3% compared to 37.7% in the same period in the previous year.

The lower margins are principally attributable to the lower volume of sales leading to a lower absorption of fixed costs, as well as greater use of promotional leverage to compensate for the poor state of the market.

**Selling, general and administrative costs** – Selling, general and administrative costs, totalling 25.34 million euro, represent 39.0% of net sales in the period, compared to 33.0% in the same period in the previous year. The increase compared to the first half of 2002, equal to 0.48 million euro, is principally attributable to higher advertising expenditure, up by 2.02 million euro, partially compensated by the decrease in personnel costs (in particular in France, where the rationalisation which began in 2002 has shown the first results) and other variable expenses related to the decrease in sales (mainly transport and sales costs).

The above-mentioned increase in advertising is principally due to scheduling changes of the advertising campaigns of the different brands of the Group; these costs for the full year are in line with the costs in previous years.

**Operating result** – The operating result in the first half of 2003 is a loss of 3.71 million euro, compared to an operating profit of 3.57 million euro in the same period in the previous year. This result is principally due to the above-mentioned reduction in the volume of sales and margins.

**Financial charges, net** - Net financial charges in the first half of 2003 amount to 1.90 million euro compared to 1.98 million euro in the same period in the previous year, in line with the substantial stability of the average indebtedness.

**Other net income and charges** – This caption, totalling 1.83 million euro compared to 0.54 million euro in the same period of 2002, refers for 0.79 million euro to the write-down of own shares held in portfolio, after their adjustment to market value at period-end (1.2668 Euro per share), and for 1.00 million euro to the provision for restructuring costs (Social Plan) at Le Bourget.

**Income taxes** – The interim financial statements do not include any provision for income taxes, as permitted by the applicable CONSOB regulations.

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### **Reclassified summary balance sheet**

| (in millions of Euro)                                   | 30 June 2003 | 31 December 2002 | 30 June 2002 |
|---|--------------|------------------|--------------|
| Current assets  | 106.58       | 127.78           | 117.97       |
| Current liabilities                                     | (38.79)      | (43.39)          | (49.78)      |
| Net working capital                                     | 67.79        | 84.39            | 68.19        |
| Equity investments (including own shares)               | 3.31         | 4.13             | 6.58         |
| Tangible and intangible fixed assets                    | 58.05        | 62.67            | 66.29        |
| Capital employed  | 129.15       | 151.19           | 141.06       |
| Other medium/long-term liabilities                      | (12.43)      | (11.64)          | (10.42)      |
| Net capital employed                                    | 116.72       | 139.55           | 130.64       |
| Net debt  | 69.73        | 83.69            | 69.53        |
| Shareholders' equity attributable to minority interests | 1.30         | 1.53             | 1.56         |
| Net equity  | 45.69        | 54.33            | 59.55        |
| Total   | 116.72       | 139.55           | 130.64       |

The following table shows the reclassified balance sheet of the Group:

**Working capital** - Net working capital at June 30, 2003 amounted to 67.79 million euro in line with the amount at June 30, 2002. The current assets reduce by 11.39 million euro due to the decrease in trade receivables, in relation to the fall in sales, and reductions in inventory following the implementation of the policy to contain inventory levels, reduced by 3.50 million euro.

The current liabilities reduce by 10.99 million euro principally due to the reduction in trade payables (- 9.33 million euro) as a consequence of the slowdown in production activity.

**Capital invested** - The capital invested passes from 141.06 million euro at June 30, 2002 to 129.15 million euro, principally caused by the decrease in fixed assets due to amortisation and the write-down in own shares held in portfolio.

**Net debt** - The net debt, as shown in the table below, is largely stable compared to the same period in the previous year.

The net financial position is comprised of:

| (in millions of Euro)                                | 30 June 2003 | 31 December 2002 | 30 June 2002 |
|--|--------------|------------------|--------------|
| Short-term bank borrowings                           | 45.47        | 54.74            | 41.70        |
| Current portion of medium/long-term debt             | 15.04        | 12.81            | 13.70        |
| Cash and banks                                       | (1.39)       | (0.78)           | (3.14)       |
| Net short-term borrowings                            | 59.12        | 66.77            | 52.26        |
|  |              |                  |              |
| Medium/long-term lending, net of the current portion | 10.61        | 16.92            | 17.27        |
| Net debt   | 69.73        | 83.69            | 69.53        |

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#### **Group performances company by company**

In relation to the results of the individual companies, the most significant aspects and events in the first half of the year are noted.

#### **Parent Company**

The loss of the Parent Company was equal to 3.82 million euro, amounting to 6.4% of sales. The Parent Company which, after the merger with Lepel, is organised in the two divisions of Sanpellegrino/Oroblù and Lepel, suffered the losses in the Sanpellegrino/Oroblù Division, as illustrated below.

#### Sanpellegrino / Oroblù Division

The Division suffered particularly from the decline in the sales of the Sanpellegrino brand, which halved sales in both the Russian market and in the wholesale channel in Italy, which is connected to Russia, through the "parallel sales". The difficulties in the Russian market are principally due to the revaluation of the Euro and the emergence of local brands and production.

#### Lepel Division

Lepel, which after the merger of January 27, 2003 became an operating Division, shows results in line with the first half of 2002, both in terms of sales and margins. The growth in the *Claudia Lemes* collection and the launch of the new *Revolution* brassiere were the most significant events from a commercial viewpoint.

#### The Le Bourget Group

The results of the French subsidiary are contrasting:

- positive for the performance of the Le Bourget brand, which held market share;
- negative for the necessary renunciation of the production of the private labels for French distribution chains, for the impossibility to practice prices below cost.

The loss was equal to 2.77 million euro, of which 1 million for the Social Plan, as already mentioned and also includes the costs relating to the liquidation of the Le Bourget Benelux subsidiary, no longer commercially relevant.

#### Sanpellegrino Polska

The Polish company, held for 50%, shows a loss of 0.14 million euro, equal to 5.6% of sales, for two principal reasons:

- the reduction of the production orders from the Parent Company, due to the difficulty related to the production capacity situation;
- the trend in demand in Poland and neighbouring countries.

### **Intercompany and related party transactions**

No unusual transactions as defined by CONSOB were carried out during the first half of 2003.

Relationships between Group companies mainly involve transactions related to production and commercial activities, regulated at normal market conditions.

**Treasury shares** 

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In the first half of 2003 there were no sales or purchases of treasury shares. The Company continues to hold, since June 30, 2002, the same number of shares, equal to 2,358,850, and equivalent to 9.6% of the share capital. The value was further written-down in the period to adjust to market conditions. Currently the value recorded in the financial statements equal to 1.27 Euro, compares to a market value, at mid-September, of 1.40 Euro.

### Subsequent events to June 30, 2003

The principal events occurring after the period end are as follows:

<u>Personnel</u>: the formalization took place of the already announced "Plan Social" for the French subsidiary Le Bourget, which results in the reduction of 63 employees, commencing from September.

<u>Rationalisation of bank debt</u>: at the end of July, the Parent Company obtained a medium term loan of Euro 10 million from a primary banking institution, improving the ratio between short and medium/long term indebtedness.

<u>Suppliers</u>: agreement was made with the majority of the most important suppliers to change the payment terms to 120 days (previously an average of 90 days).

#### **Future outlook**

Some significant aspects relating to the second half of the year are listed below.

<u>Market</u>: the consumer data is now available, relating to the stocking and tights market, in Italy, of the first half of the year to June 30, 2003, recording a total reduction of 9.9%, compared to the previous year, with a reduction of 15% in the tights segment.

<u>Sales</u>: the market in recession reflects as a consequence on the quantity of the orders received, sales and order portfolio. In relation to the two summer months, July and August, this does not have a determining impact on the annual result (less than 15% of the total), but constitutes indicators of a negative market.

<u>Inventory</u>: the inventory of finished and semi-finished goods of the Parent Company was reduced by 3 million dozens at June 30, to a level of 2.6 million dozens at the end of August. Of even greater significant is the comparison with August 2002, when the stock amounted to 4.1 million dozens.

<u>Prices</u>: a price increase of 2% has been prepared on all articles that do not have a direct competitor comparison: the increases, already announced to the various sales channels, will commence from November. The impact will be modest for the current year, with greater impact in the following year.

<u>Presentation of new products</u>: the new Sanpellegrino BioComplex tights, met favourably by the market, will be promoted by an advertising campaign, in Italy and in Russia, in the period September -December 2003, taking advantage of the cosmetic positioning of the new products.

The sales budget for the entire second half of the year was already achieved and surpassed at the beginning of September.

The same products with moisturising, slimming and toning effects will be presented in France, with the brand Le Bourget (Supermarkets) and Le Bourget Paris (Large stores).

<u>Impact of new products</u>: the new products as a percentage of sales, in the first seven months of the year, were equal to 6% of the total quantity and 14% in value, as evidence of the possibility to apply higher prices and thus obtain higher margins on the new conception products.

<u>Diversification</u>: the offer of diversified products, which reached 30% of the total sales in 2002 and 38% of the total in 2003, was further enriched with seamless underwear articles for the brands Sanpellegrino and Oroblù

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and corsetry articles for the brand Lepel, presented to the sales force in the conventions at the beginning of September.

<u>Brand shops</u>: the Oroblù shop in the Commercial Centre of Orio al Serio is being completely restructured in September (under this new format a second shop will be opened in the Barilla Centre at Parma by the autumn).

The containment of the losses in the second half of 2003 will not avoid a negative result for the financial year 2003, for several principal reasons:

- the size of the losses in the first half of the year, are not easy to compensate in the second half of the year;
- the fiscal aspect, which has not been applied to the first half of the year but, even in the absence of profits, will result in the provision of IRAP (regional tax) and other taxes that will amount to a couple of million euro;
- the typical mechanism of our market and clothing in general, where the actions of the first half of the year substantially determine the results in the second half of the year;
- the corrective actions in the second half of this year will have an effect on the results of 2004, but will only marginally influence those of the second half of 2003.

For all of these reasons, the results for the full year 2003 may show a loss in line with the first half of the year and thus in the order of 10 million Euro, after taxes.

### The company objectives

The results for the previous two years and the first half of 2003 impose a series of actions which will permit

- the containment of the losses in the second half of 2003;
- the achieving of a pre-tax breakeven and before extraordinary items in 2004;
- the return to net profit, after taxes, in 2005.

### The actions programmed

The actions programmed for the elimination of the pre-tax losses and before extraordinary items (objective for 2004) and the return to profit after tax (objective 2005) can be summarized under three chapters:

- reduction of costs;
- improvement of the margins;
- stabilization of the sales.

The full actions to be taken have been analytically developed in a three-year Business Plan, which in summary provides for the following.

A. Lower costs by

- reduction of personnel: 63 employees in Le Bourget from 2004 in application of the already mentioned Plan Social, and approximately 100 in the other components of the Group, as a consequence of normal turn-over;
- containment of production capacity: 1 million dozen in Le Bourget from 2004 and 1.5 million dozen in the Parent Company within three years, with a total reduction from 8.2 to 5.7 million dozen in the production capacity;
- disposal of machinery no longer operatively necessary;
- reduction of distribution costs, modifying the sales format of the Large Stores;
- reduction of logistical costs, unifying warehouses of the Parent company and Lepel;
- containment of the promotional-advertising investments within 10% of sales;
- reduction of indebtedness by at least 5 million euro per year, due to the reduction in inventory and working capital in general;
- lower amortisation and depreciation costs due to the containment of the investments in production machinery, for over 2 million euro in three years.
- B. <u>Improved margins</u> due to

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- impact of diversification on total sales: the diversification, implemented in 2000, has achieved 38% of total sales in the first half of 2003 and is forecast to reach 50% within three years;
- launch of innovative products with higher margins than the existing margins, on models of the Sanpellegrino BioComplex products, in the tights collection and the Seamless underwear collection;
- proposal of fashion and fantasy articles, produced internally by the company, at higher margins than those currently achieved;
- updating of prices, on products less exposed to competitive pressures;
- taking advantage of the most profitable distribution channel, the Italian retail, distributing in addition to Oroblù also the brand Le Bourget;
- containment of the inventory, for one percentage point per year for two years.
- C. <u>Stabilization of the sales</u>, balance the forecast reduction of the tights market with
  - the launch of innovative products within the tights market;
  - the growth of the diversified sales;
  - a more efficient presence in the Russian market with the on-site packaging project;
  - an increase in advertising investments, which are a fundamental instrument for the development of the business: advertising, which today represents approximately 30% of the promotional-advertising budget, to reach half of the total budget, which will in any case be contained within 10% of the sales.

### **Results expected from the three-year plan**

The combined effects of lower costs and greater margins, deriving from the above actions, on stabilized sales, will place the company in a position to achieved, as announced

- economic equilibrium before taxes and extraordinary items in 2004;
- a net profit, after taxes in 2005;
- an appreciable profitability in 2006.

Ceresara, September 25, 2003

Chairman of the Board of Directors

Attachments:

- 1. Reclassified income statement
- 2. Reclassified balance sheet

#### **Reclassified Consolidated Statement of Income**

(figures in thousands of Euro)

| ,                                  |                     |                           |                          |
|------------------------------------|---------------------|---------------------------|--------------------------|
|                                    |                     |                           |                          |
|                                    | Period at           | Period at                 |                          |
|                                    | <b>30 June 2003</b> | 30 June 2002              | 31 December 2002         |
|                                    | CONSOLIDATED        | CONSOLIDATED              | CONSOLIDATED             |
|                                    |                     |                           |                          |
| Net sales                          | 64,667              | 74,990                    | 158,917                  |
| Income from royalties              | 321                 | 363                       | 602                      |
| NET REVENUES                       | 64,988              | 75,353                    | 159,519                  |
| COST OF SALES                      |                     |                           |                          |
| Purchases                          | 22,684              | 31,543                    | 55,252                   |
| Labour cost                        | 9,648               | 10,491                    | 19,443                   |
| Services                           | 7,426               | 7,620                     | 14,516                   |
| Depreciation and amortisation      | 3,459               | 3,777                     | 7,472                    |
| Other costs                        | 3,666               | 4,006                     | 7,472                    |
|                                    |                     |                           |                          |
| (Increase) decrease in inventories | (3,522)<br>43,361   | (10,513)<br><b>46,924</b> | (4,277)<br><b>99,705</b> |
| GROSS PROFIT                       | 21,627              | 28,429                    | 59,814                   |
| GR055 FROFII                       | 21,027              | 20,429                    | 35,814                   |
| SELLING, GENERAL AND               |                     |                           |                          |
| ADMINISTRATIVE EXPENSES            |                     |                           |                          |
| Labour cost                        | 7,067               | 7,591                     | 14,316                   |
| Advertising expenses               | 8,385               | 6,366                     | 18,551                   |
| Commissions (**)                   | 1,756               | 1,820                     | 3,022                    |
| Depreciation and amortisation      | 2,131               | 2,325                     | 4,642                    |
| Other expenses (**)                | 6,001               | 6,757                     | 14,316                   |
| Outer expenses ( )                 | 25,340              | 24,859                    | 54,847                   |
| ODED ATTING DD ODT                 | (2 512)             | 2.570                     | 4.067                    |
| OPERATING PROFIT                   | (3,713)             | 3,570                     | 4,967                    |
| Net Financial charges (income)     | 1,903               | 1,978                     | 3,958                    |
| Writedown (writeup) of investments | 0                   | 0                         | 0                        |
| Net other (income) and charges     | 685                 | (155)                     | 1,864                    |
|                                    | 2,588               | 1,823                     | 5,822                    |
| PROFIT (LOSS) BEFORE INCOME TAXES  |                     |                           |                          |
| AND EXTRAORDINARY ITEMS            | (6,301)             | 1,747                     | (855)                    |
| Extraordinary charges and (income) | 1,143               | 695                       | 466                      |
| Exhibiting y charges and (income)  |                     | 0,0                       | 400                      |
| PROFIT (LOSS) BEFORE INCOME TAXES  | (7,444)             | 1,052                     | (1,321)                  |
| Income taxes (*)                   | 0                   | 0                         | (2,810)                  |
| NET PROFIT (LOSS) FOR THE PERIOD   | (7,444)             | 1,052                     | (4,131)                  |
| Minority interests                 | 55                  | (125)                     | (88)                     |
|                                    |                     | 927                       |                          |
| NET PROFIT (LOSS) FOR THE GROUP    | (7,389)             | 927                       | (4,219)                  |

(\*) The figures at 30 June do not include income taxes.

(\*\*) Figures at 30 June 2002 have been reclassified for an amount of 315,000 Euro in order to make them comparable to the figures at 30 June 2003

#### **Reclassified Consolidated Balance Sheet - Assets**

(figures in thousands of Euro)

|  | 30 June 2003 | 31 December 2002 | 30 June2002  |
|--|--------------|------------------|--------------|
|  | CONSOLIDATED | CONSOLIDATED     | CONSOLIDATED |
| CURRENT ASSETS   |              |                  |              |
| Cash and banks   | 1,389        | 777              | 3,139        |
| Trade receivables  | 40,602       | 63,727           | 46,190       |
| Trade receivables due from subsidiary and associated companies | 100          | 100              | 235          |
| Other receivables  | 4,484        | 5,296            | 6,563        |
| Inventories  | 60,986       | 58,038           | 64,486       |
| Accrued income and prepaid expenses                            | 411          | 615              | 492          |
| Own shares   | 2,988        | 3,774            | 6,007        |
| TOTAL CURRENT ASSETS   | 110,960      | 132,327          | 127,112      |
| FIXED ASSETS   |              |                  |              |
| Financial fixed assets:  |              |                  |              |
| Financial receivables  | 311          | 332              | 459          |
| Equity investments   | 10           | 11               | 110          |
| Total financial fixed assets                                   | 321          | 343              | 569          |
| Tangible fixed assets  | 42,169       | 45,740           | 47,735       |
| Intangible fixed assets  | 15,884       | 16,942           | 18,558       |
| TOTAL FIXED ASSETS   | 58,374       | 63,025           | 66,862       |
| TOTAL ASSETS   | 169,334      | 195,352          | 193,974      |

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#### Reclassified Consolidated Balance Sheet - Liabilities and shareholders' equity

| (figures in | thousands | of | Euro) |
|-------------|-----------|----|-------|
|-------------|-----------|----|-------|

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|   | 30 June 2003<br>CONSOLIDATED | 31 December 2002<br>CONSOLIDATED | 30 June2002<br>CONSOLIDATED |
|---|------------------------------|----------------------------------|-----------------------------|
| CURRENT LIABILITIES                                   |                              |                                  |                             |
| Short-term bank borrowings                            | 45,471                       | 54,741                           | 41,698                      |
| Current portion of medium/long term debt              | 15,035                       | 12,805                           | 13,703                      |
| Trade payables due to third parties                   | 31,042                       | 35,614                           | 40,373                      |
| Trade payables due to subsidiary/associated companies | 0                            | 0                                | 6                           |
| Taxes payable   | 790                          | 2,161                            | 1,749                       |
| Other payables  | 6,774                        | 4,960                            | 7,392                       |
| Accrued liabilities and deferred income               | 191                          | 654                              | 257                         |
| TOTAL CURRENT LIABILITIES                             | 99,303                       | 110,935                          | 105,178                     |
| MEDIUM/LONG-TERM LIABILITIES                          |                              |                                  |                             |
| Medium/long-term debt,                                |                              |                                  |                             |
| net of the current portion                            | 10,612                       | 16,918                           | 17,271                      |
| Severance indemnities                                 | 7,023                        | 6,796                            | 6,416                       |
| Other provisions                                      | 5,404                        | 4,845                            | 4,007                       |
| TOTAL MEDIUM/LONG-TERM LIABILITIES                    | 23,039                       | 28,559                           | 27,694                      |
| TOTAL LIABILITIES                                     | 122,342                      | 139,494                          | 132,872                     |
| MINORITY INTERESTS IN CAPITAL AND RESERVES            | 1,304                        | 1,528                            | 1,555                       |
| SHAREHOLDERS' EQUITY                                  |                              |                                  |                             |
| Share capital   | 12,740                       | 12,740                           | 12,740                      |
| Legal reserve   | 1,359                        | 1,365                            | 1,365                       |
| Share premium reserve                                 | 18,076                       | 18,076                           | 18,076                      |
| Other reserves  | 20,902                       | 26,368                           | 26,439                      |
| Net profit (loss) for the period (*)                  | (7,389)                      | (4,219)                          | 927                         |
| TOTAL SHAREHOLDERS' EQUITY                            | 45,688                       | 54,330                           | 59,547                      |
| TOTAL LIABILITIES AND                                 |                              |                                  |                             |
| SHAREHOLDERS' EQUITY                                  | 169,334                      | 195,352                          | 193,974                     |

(\*) the figures at 30 June do not include income taxes.

### CONSOLIDATED FINANCIAL STATEMENTS AS AT 30 JUNE 2003 (FIGURES IN THOUSANDS OF EURO)

| ASSETS:<br>A) RECEIVABLES FROM SHAREHOLDERS:<br>B) FIXED ASSETS<br>1. Intungible fixed assets<br>3. industrial patents and intellectual<br>property rights<br>4. concessions, licences, trade marks<br>and similar rights<br>5. goodwill<br>6. intangibles in progress and advances<br>7. others<br>8. difference arising on consolidation<br>1. Tangible fixed assets<br>1. Intungible fixed assets<br>1. Equity investments in:<br>a) subsidiary companies<br>0. other companies<br>1. Equity investments in:<br>a) subsidiary companies<br>b) from associated companies<br>b. form associated companies<br>b. due within 12 months<br>3. Other securities<br>b) from associated companies<br>b. a. due within 12 months<br>3. Other securities<br>b. form associated companies<br>b. a. due within 12 months<br>3. Other securities<br>b. form associated companies<br>b. a. due within 12 months<br>3. Other securities<br>5. Sates<br>6. 62,49 66,726 | BALA  | NCE  | SHE    | ET                                   | 30.06.2003 | 31.12.2002 | 30.06.2002 |
|--|-------|------|--------|--------------------------------------|------------|------------|------------|
| B)       FIXED ASSETS       87       0       0         3.       industrial patents and intellectual property rights       283       381       652         4.       concessions, licences, trade marks and similar rights       1,666       2,181       2,696         5.       goodwill       123       148       172         6.       intangibles in progress and advances       1,140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12.421       13.416       14.424         Total I.       15.884       16.942       18.558         II.       Tangible fixed assets       1       19.170       19.636       19.934         2.       plant and machinery       20.157       22.898       24.816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1.905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total I.       Equity investments in:       1       1       10       11       122         1.       Equity inve   | ASSET | S:   |        |                                      |            |            |            |
| B)       FIXED ASSETS       87       0       0         3.       industrial patents and intellectual property rights       283       381       652         4.       concessions, licences, trade marks and similar rights       1,666       2,181       2,696         5.       goodwill       123       148       172         6.       intangibles in progress and advances       1,140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12.421       13.416       14.424         Total I.       15.884       16.942       18.558         II.       Tangible fixed assets       1       19.170       19.636       19.934         2.       plant and machinery       20.157       22.898       24.816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1.905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total I.       Equity investments in:       1       1       10       11       122         1.       Equity inve   |       |      |        |                                      |            |            |            |
| I.       Intangible fixed assets       87       0       0         3.       industrial patents and intellectual property rights       283       381       652         4.       concessions, licences, trade marks and similar rights       1,666       2,181       2,696         5.       goodwill       123       148       172         6.       intangibles in progress and advances       1,140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12,421       13,416       14,424         Total I.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total IL       42,169       45,740       47,735         III.       Financial fixed assets       10       11       122         1.       Equity investments in:       0  |       |      |        |                                      | 0          | 0          | 0          |
| 3.       industrial patents and intellectual property rights       283       381       652         4.       concessions, licences, trade marks and similar rights       1.666       2.181       2.696         5.       goodwill       123       148       172         6.       intangibles in progress and advances       1.140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12.421       13.416       14.424         Total I.       15.884       16.942       18.558         11.       land and buildings       19.170       19.636       19.934         2.       plant and machinery       20.157       22.898       24.816         3.       industrial and commercial equipment       785       959       1.108         4.       other fixed assets       1.905       2.080       1.664         5.       construction in progress and advances       152       167       2213         Total II.       Total II.       42.169       45.740       47.735         III.       Financial fixed assets       0       0       98       0       0       98         d.)  | B)    |      |        |                                      |            |            |            |
| 3.       industrial patents and intellectual property rights       283       381       652         4.       concessions, licences, trade marks and similar rights       1,666       2,181       2,696         5.       goodwill       123       1,448       172         6.       intangibles in progress and advances       1,140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12,421       13,416       14,424         Total I.       15,884       16,942       18,558         II.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total I.       42,169       45,740       47,735         III.       Financial fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152  |       | I.   | Intar  | ngible fixed assets                  |            |            |            |
| property rights         283         381         652           4.         concessions, licences, trade marks<br>and similar rights         1,666         2,181         2,696           5.         goodwill         123         1,140         668         4435           6.         intangibles in progress and advances         1,140         668         4435           7.         others         164         148         179           8.         difference arising on consolidation         12,421         13,416         14,424           Total I.         15,884         16,942         18,558           II.         Tangible fixed assets         19,170         19,636         19,934           2.         plant and machinery         20,157         22,898         24,816           3.         industrial and commercial<br>equipment         785         959         1,108           4.         other fixed assets         1,905         2,080         1,664           5.         construction in progress and<br>advances         152         167         213           III.         Financial fixed assets         152         167         213           III.         Financial receivables:         0         0         98  |       |      |        |                                      | 87         | 0          | 0          |
| property rights         283         381         652           4.         concessions, licences, trade marks<br>and similar rights         1,666         2,181         2,696           5.         goodwill         123         1,140         668         4435           6.         intangibles in progress and advances         1,140         668         4435           7.         others         164         148         179           8.         difference arising on consolidation         12,421         13,416         14,424           Total I.         15,884         16,942         18,558           II.         Tangible fixed assets         19,170         19,636         19,934           2.         plant and machinery         20,157         22,898         24,816           3.         industrial and commercial<br>equipment         785         959         1,108           4.         other fixed assets         1,905         2,080         1,664           5.         construction in progress and<br>advances         152         167         213           III.         Financial fixed assets         152         167         213           III.         Financial receivables:         0         0         98  |       |      | 3.     | industrial patents and intellectual  |            |            |            |
| and similar rights       1,666       2,181       2,696         5.       goodwill       123       148       172         6.       intangibles in progress and advances       1,140       668       435         7.       others       164       148       179         8.       difference arising on consolidation       12,421       13,416       14,424         Total I.       15,884       16,942       18,558         II.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total II.       Financial fixed assets       0       0       98         11.       Financial receivables:       0       0       98         12.       Total I.       10       11       112         Total I.       Equity investments in:       3       32       32       65         3. </td <td></td> <td></td> <td></td> <td></td> <td>283</td> <td>381</td> <td>652</td>   |       |      |        |                                      | 283        | 381        | 652        |
| 5. goodwill       123       148       172         6. intangibles in progress and advances       1,140       668       435         7. others       164       148       179         8. difference arising on consolidation       12,421       13,416       14,424         Total I.       15,884       16,942       18,558         II.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3. industrial and commercial equipment       785       959       1,108         4. other fixed assets       1,905       2,080       1,664         5. construction in progress and advances       152       167       2213         Total I.       Total I.       42,169       45,740       47,735         III.       Financial fixed assets       0       0       98         d) other companies       0       0       98       11       110         2.       Financial receivables:       9       10       11       112         b) from associated companies       32       32       32       65         3. Other securities       191       224  |       |      | 4.     |                                      | 1,666      | 2,181      | 2,696      |
| 7. others       164       148       179         8. difference arising on consolidation       12,421       13,416       14,424         Total I.       15,884       16,942       18,558         II.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total I.       Financial fixed assets       1905       2,080       1,664         1.       Equity investments in:       152       167       213         advances       152       167       213         III.       Financial fixed assets       0       0       98         d)       other companies       0       0       98         d)       other companies       10       11       110         2.       Financial receivables:       5       32       32       65         3.       Other securities       191       <  |       |      | 5.     |                                      | 123        | 148        |            |
| 8.       difference arising on consolidation       12,421       13,416       14,424         Total I.       15,884       16,942       18,558         II.       Tangible fixed assets       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total II.       Financial fixed assets       1       44,7735       44,7735         III.       Financial fixed assets       0       0       98       0       0       98       0       0       98       10       11       12         Total I.       10       11       110       12         Total I.       10       11       110         2.       Financial receivables:       0       0       11       110         2.       Financial receivables:       32       32       32       65         3.       Other securities       191       2  |       |      | 6.     | intangibles in progress and advances | 1,140      | 668        | 435        |
| Total I.         Instance  |       |      | 7.     | others                               | 164        | 148        | 179        |
| II.       Tangible fixed assets       19,170       19,636       19,934         1.       land and buildings       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total II.       42,169       45,740       47,735         III.       Financial fixed assets       0       0       98         d)       other companies       10       11       112         Total I.       10       11       110       11       110         2.       Financial receivables:       b.       32       32       65         3.       Other securities       191       224       258         3.       Other securities       191       224       258   |       |      | 8.     | difference arising on consolidation  | 12,421     | 13,416     | 14,424     |
| 1.       land and buildings       19,170       19,636       19,934         2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total II.       42,169       45,740       47,735         III.       Financial fixed assets       10       11       12         a)       subsidiary companies       0       0       98         d)       other companies       10       11       110         2.       Financial receivables:       32       32       65         3.       Other securities       191       224       258         Total II.       10       124       258         3.       Other securities       191       224       258         3.       Other securities       191       224       258         3.       Other securities       191       224       258   |       |      |        | Total I.                             | 15,884     | 16,942     | 18,558     |
| 2.       plant and machinery       20,157       22,898       24,816         3.       industrial and commercial equipment       785       959       1,108         4.       other fixed assets       1,905       2,080       1,664         5.       construction in progress and advances       152       167       213         Total II.       42,169       45,740       47,735         III.       Financial fixed assets       0       0       98         d)       other companies       0       111       112         Total I.       10       111       110         2.       Financial receivables:       32       32       65         3.       Other securities       191       224       258         Total III.       233       265       433   |       | II.  | Tang   | gible fixed assets                   |            |            |            |
| 3.industrial and commercial<br>equipment7859591,1084.other fixed assets1,9052,0801,6645.construction in progress and<br>advances152167213Total II.42,16945,74047,735III.Financial fixed assets0098d)other companies0098d)other companies1011110Construction in progress and<br>advances1.Equity investments in:<br>a)subsidiary companies00a)subsidiary companies0098d)other companies1011110Contal I.10111102.Financial receivables:<br>b, from associated companies3232653.Other securities191224258Total III.233267433  |       |      | 1.     | land and buildings                   | 19,170     | 19,636     | 19,934     |
| equipment       785       959       1,108         4. other fixed assets       1,905       2,080       1,664         5. construction in progress and advances       152       167       213         Total II.         Total II.       42,169       45,740       47,735         III.       Financial fixed assets       0       0       98         .1.       Equity investments in:       0       0       98         .1.       Equity investments in:       0       0       98         .1.       Equity investments in:       0       0       98         .1.       Total I.       10       11       12          Total I.       10       11       110         2.       Financial receivables:       0       11       110         .1.       Financial receivables:       32       32       65         .3.       Other securities       191       224       258         .3.       Other securities       191       224       258         .3.       Other securities       191       224       258   |       |      | 2.     | plant and machinery                  | 20,157     | 22,898     | 24,816     |
| 5.construction in progress and<br>advances152167213Total II.42,16945,74047,735III.Financial fixed assets42,16945,74047,735III.Equity investments in:<br>a) subsidiary companies0098d) other companies0098d) other companies1011112Total 1.10112.Financial receivables:<br>b. a. due within 12 months3232653.Other securities191224258Total III.233267433   |       |      | 3.     |                                      | 785        | 959        | 1,108      |
| advances152167213Total II.42,16945,74047,735III. Financial fixed assets142,16945,74047,7351. Equity investments in:0098d) other companies0098d) other companies1011112Total I.10111102. Financial receivables:5300b) from associated companies3232653. Other securities191224258Total III.233267433  |       |      | 4.     | other fixed assets                   | 1,905      | 2,080      | 1,664      |
| Total II.42,16945,74047,735III.Financial fixed assets142,16945,74047,7351.Equity investments in:<br>a) subsidiary companies0098d) other companies1011112Total I.10111102.Financial receivables:<br>b.a. due within 12 months3232653.Other securities191224258Total II.233267433  |       |      | 5.     | construction in progress and         |            |            |            |
| III.Financial fixed assetsImage: constraint of the securitiesImage: constraint of the securities1.Equity investments in:0098a)subsidiary companies0098d)other companies101112Total 1.10111102.Financial receivables:1011110b)from associated companies3232653.Other securities191224258Total III.233267  |       |      |        | advances                             | 152        | 167        | 213        |
| 1.Equity investments in:<br>a) subsidiary companies0098d) other companies101112Total 1.10111102.Financial receivables:<br>b.a. due within 12 months3232653.Other securities191224258Total III.233267433  |       |      |        | Total II.                            | 42,169     | 45,740     | 47,735     |
| a)subsidiary companies0098d)other companies101112Total 1.10111102.Financial receivables:<br>b.a. due within 12 months3232653.Other securities191224258Total III.233267433  |       | III. | Fina   | ncial fixed assets                   |            |            |            |
| d) other companies101112Total 1.10111102.Financial receivables:<br>b. from associated companies<br>b.a. due within 12 months3232653.Other securities<br>Total III.191224258Total III.233267433   |       |      | 1.     | Equity investments in:               |            |            |            |
| Total 1.10111102.Financial receivables:<br>b) from associated companies<br>b.a. due within 12 months3232653.Other securities<br>Total III.191224258Total III.233267433   |       |      |        | a) subsidiary companies              | 0          | 0          | 98         |
| 2. Financial receivables:<br>b) from associated companies<br>b.a. due within 12 months3232653. Other securities191224258Total III.233267   |       |      |        | d) other companies                   | 10         | 11         | 12         |
| b) from associated companies<br>b.a. due within 12 months 32 32 65<br>3. Other securities 191 224 258<br>Total III. 233 267 433  |       |      |        | Total 1.                             | 10         | 11         | 110        |
| b.a. due within 12 months     32     32     65       3. Other securities     191     224     258       Total III.     233     267     433  |       |      | 2.     | Financial receivables:               |            |            |            |
| 3. Other securities       191       224       258         Total III.       233       267       433   |       |      |        | b) from associated companies         |            |            |            |
| Total III.         233         267         433   |       |      |        | b.a. due within 12 months            | 32         | 32         | 65         |
|  |       |      | 3.     | Other securities                     | 191        | 224        | 258        |
| TOTAL FIXED ASSETS (B)     58,286     62,949     66,726  |       |      |        | Total III.                           | 233        | 267        | 433        |
|  |       | TOTA | AL FIX | ED ASSETS (B)                        | 58,286     | 62,949     | 66,726     |

#### C) CURRENT ASSETS

| Total III.         Liquid funds:         1.       cash at banks and post offices         2.       cheques         3.       cash and equivalents on hand         Total IV.         L CURRENT ASSETS (C)         RUED INCOME AND PREPAYMENTS | 2,988<br>1,261<br>66<br>62<br>1,389<br>110,637<br>411   | 571<br>131<br>75<br>  | 3,053<br>50<br>36<br><b>3,139</b><br><b>126,756</b><br><b>492</b>  |
|--|---|---|--|
| <ol> <li>Liquid funds:</li> <li>cash at banks and post offices</li> <li>cheques</li> <li>cash and equivalents on hand</li> </ol> Total IV.   | 1,261<br>66<br>62<br><b>1,389</b>   | 571<br>131<br>75<br>777<br>131,788  | 50<br>36<br><b>3,139</b>   |
| Liquid funds:<br>1. cash at banks and post offices<br>2. cheques<br>3. cash and equivalents on hand  | 1,261<br>66<br>62   | 571<br>131<br>75  | 50<br>36   |
| Liquid funds:<br>1. cash at banks and post offices<br>2. cheques   | 1,261<br>66   | 571<br>131  | 50   |
| Liquid funds:<br>1. cash at banks and post offices<br>2. cheques   | 1,261   | 571   |  |
| Liquid funds:  |   |   | 3,053  |
|  | 2,988   | 5,774   |  |
| Total III.   | 2,988   | 5,774   |  |
|  | 1   | 3,774   | 6,007  |
| 5. own shares  | 2,988   | 3,774   | 6,007  |
| Current financial assets   |   |   |  |
| Total II.  | 45,274  | 69,199  | 53,124   |
| Total 5.   | 4,572   | 5,372   | 6,699  |
| 5.b. due beyond 12 months  | 88  | 76  | 135  |
| 5.a. due within 12 months  | 4,484   | 5,296   | 6,564  |
| 5. others:   |   |   |  |
| 3.a. due within 12 months  | 100   | 100   | 235  |
| 3. associated companies  |   |   |  |
| 1.a. due within 12 months  | 40,602  | 63,727  | 46,190   |
| 1. trade accounts:   |   |   |  |
| Receivables:   |   | ,   | - ,  |
| Total I.   | 60,986  | 58.038  | <br>64,486   |
| 5. advances  | 0   | 0   | 210  |
| 4. finished products and goods   | 35,888  | 32,130  | 35,528   |
| <ol> <li>semi-finished products, work-in-<br/>progress</li> </ol>  | 17,026  | 17,680  | 19,498   |
| 1. raw, ancillary and consumable materials   | 8,072   | 8,228   | 9,250  |
| Inventories:   |   |   |  |
|  | <ol> <li>raw, ancillary and consumable materials</li> <li>semi-finished products, work-in-progress</li> <li>finished products and goods</li> <li>advances</li> </ol> Total I. Receivables: <ol> <li>trade accounts:         <ol> <li>a. due within 12 months</li> <li>associated companies</li> <li>a. due within 12 months</li> </ol> Social Action 12 months Social Action 12 months Social S</li></ol> | Inventories:8,0721.raw, ancillary and consumable materials8,0722.semi-finished products, work-in-<br>progress17,0264.finished products and goods35,8885.advances0Total I.Receivables:60,9861.trade accounts:<br>1.a.40,6023.associated companies<br>3.a.1005.others:<br>5.a.1005.others:<br>5.a.4,4845.b.due within 12 months4,4844.5.b.due beyond 12 months4,457 | Inventories:       1.       raw, ancillary and consumable materials       8,072       8,228         2.       semi-finished products, work-in-progress       17,026       17,680         4.       finished products and goods       35,888       32,130         5.       advances       0       0         Total I.       60,986       58,038         Receivables:       1.a.       60,986       58,038         1.       trade accounts:       40,602       63,727         3.       associated companies       100       100         3.a.       due within 12 months       100       100         5.       others:       5.a.       4,484       5,296         5.b.       due beyond 12 months       4,484       5,296 |

| LIAB | LITIES |  | 30.06.2003 | 31.12.2002 | 30.06.2002 |
|------|--------|--|------------|------------|------------|
| A)   | SHAF   | EHOLDERS' EQUITY:                                  |            |            |            |
|      | I.     | Share capital                                      | 12,740     | 12,740     | 12,740     |
|      | II.    | Share premium reserve                              | 18,076     | 18,076     | 18,076     |
|      | III.   | Revaluation reserves                               | 13,023     | 13,023     | 13,023     |
|      | IV.    | Legal reserve                                      | 1,359      | 1,364      | 1,364      |
|      | V.     | Reserve for own shares in portfolio                | 2,988      | 3,774      | 6,007      |
|      | VI.    | Statutory reserves                                 | 454        | 494        | 131        |
|      | VII.   | Other reserves:                                    |            |            |            |
|      |        | a. undistributed profit                            | 7,460      | 5,776      | 4,592      |
|      |        | b. capital grants reserve                          | 206        | 206        | 206        |
|      |        | total VII.   | 7,666      | 5,982      | 4,798      |
|      | VIII.  | Profit carried forward                             | (3,229)    | 3,097      | 2,481      |
|      | IX.    | Net profit (loss) for the year                     | (7,389)    | (4,219)    | 927        |
|      | TOTA   | L SHAREHOLDERS' EQUITY (A)                         | 45,688     | 54,331     | 59,547     |
|      |        | MINORITY INTERESTS IN CAPITAL AND RESERVES         | 1,304      | 1,528      | 1,555      |
| B)   | RESE   | RVES FOR CONTINGENCIES AND OTHER CHARGES:          |            |            |            |
|      | 1.     | pensions and similar commitments                   | 625        | 625        | 625        |
|      | 2.     | taxation   | 2,363      | 2,562      | 1,886      |
|      | 3.     | other  | 2,416      | 1,657      | 1,496      |
|      |        | L RESERVES FOR CONTINGENCIES AND OTHER<br>RGES (B) | 5,404      | 4,844      | 4,007      |
| C)   | RESE   | RVE FOR SEVERANCE INDEMNITIES                      | 7,023      | 6,796      | 6,410      |
| D)   | PAYA   | ABLES:   |            |            |            |
|      | 3.     | banks:   |            |            |            |
|      |        | a. due within 12 months                            | 60,506     | 67,546     | 55,401     |
|      |        | b. due beyond 12 months                            | 10,612     | 16,918     | 17,271     |
|      |        | Total 3.   | 71,118     | 84,464     | 72,672     |
|      | 5.     | advances   |            |            |            |
|      |        | a. due within 12 months                            | 265        | 41         | (          |
|      | 6.     | trade accounts:                                    |            |            |            |
|      |        | a. due within 12 months                            | 31,042     | 35,614     | 40,373     |
|      | 11.    | taxes payable:                                     |            |            |            |
|      |        | a. due within 12 months                            | 790        | 2,161      | 1,749      |
|      | 12.    | social security institutions                       |            |            |            |
|      |        | a. due within 12 months                            | 1,447      | 2,005      | 1,715      |
|      | 13.    | other payables:                                    |            |            |            |
|      |        | a. due within 12 months                            | 5,062      | 2,913      | 5,677      |
|      | TOTA   | L PAYABLES (D)                                     | 109,724    | 127,198    | 122,192    |

### E) ACCRUED LIABILITIES AND DEFERRED INCOME

#### TOTAL LIABILITIES

(\*) The figures at 30 June do not include income taxes.

| 191     | 655     | 257     |
|---------|---------|---------|
| 169,334 | 195,352 | 193,974 |
| ======  | ======= | ======= |

| MEMORANDUM ACCOUNTS                     | 30.06.2003 | 31.12.2002       | 30.06.2002          |
|---|------------|------------------|---------------------|
|   |            |                  |                     |
| - Sureties in favor of third parties    | 13,953     | 13,117           | 12,620              |
| - Commitments for the purchase of goods | 748        | 602              | 1,197               |
| - Guarantee given to third parties      | 6,249      | 21,308           | 5,577               |
| - Third party assets                    | 138        | 8                | 32                  |
| -Total                                  | 21,088     | 35,035<br>====== | <br>19,426<br>===== |
|   |            |                  |                     |

| <u>STA'</u> | <u>TEME</u> | NT OF INCOME   | 1st half<br>2003 | 1st half<br>2002 | 2002       |
|-------------|-------------|--|------------------|------------------|------------|
| A)          | PRO         | DUCTION VALUE  |                  |                  |            |
| ,           | 1.          | Revenues from sale of goods and services   | 66,052           | 77,321           | 162,669    |
|             | 2.          | Changes in inventories of work-in-progress, semi-finished                            |                  |                  |            |
|             |             | and finished products  | 3,710            | 10,522           | 5,316      |
|             | 4.          | Additions to fixed assets by internal production                                     | 0                | 0                | 5          |
|             | 5.          | Other income:  |                  |                  |            |
|             |             | <ul><li>a. other income</li><li>b. operating grants</li></ul>                        | 837<br>0         | 751<br>0         | 1,427<br>0 |
|             | TOT         | AL PRODUCTION VALUE (A)  | 70,599           | 88,594           | 169,417    |
| 3)          | PRO         | DUCTION COSTS  |                  |                  |            |
|             | 6.          | Raw, ancillary and consumable materials  |                  |                  |            |
|             |             | and goods  | 24,028           | 33,807           | 58,926     |
|             | 7.          | Services   | 26,264           | 25,109           | 54,953     |
|             | 8.          | Use of third party assets  | 415              | 450              | 859        |
|             | 9.          | Labour costs:  |                  |                  |            |
|             |             | a. wages and salaries  | 11,339           | 12,492           | 23,139     |
|             |             | b. social security contributions   | 4,629            | 4,805            | 9,067      |
|             |             | c. severance indemnities   | 620              | 668              | 1,293      |
|             |             | e. other costs   | 1                | 3                | 24         |
|             |             | Total 9.   | 16,589           | 17,968           | 33,523     |
|             | 10.         | Depreciation, amortisation and writedowns:   |                  |                  |            |
|             |             | a. amortisation of intangible fixed assets   | 1,737            | 1,907            | 3,816      |
|             |             | b. depreciation of tangible fixed assets   | 3,853            | 4,195            | 8,298      |
|             |             | c. other writedowns of fixed assets  | 18               | 16               | 40         |
|             |             | d. writedown of doubtful accounts included in current assets and of liquid funds     | 184              | 411              | 727        |
|             |             | Total 10.  | 5,792            | 6,529            | 12,881     |
|             | 11.         | Changes in inventories of raw, ancillary and consumable materials and goods          | 188              | 9                | 1,038      |
|             | 12.         | Provisions for contingencies and other charges                                       | 52               | 48               | 1,050      |
|             | 12.         | Other operating expenses   | 1,006            | 1,122            | 2,165      |
|             |             | AL PRODUCTION COSTS (B)  | 74,334           | 85,042           | 164,450    |
|             | 1012        | LE FRODUCTION COSTS (B)  |                  |                  |            |
|             | DIFF        | RENCE BETWEEN PRODUCTION VALUE AND PRODUCTION CC                                     | OST (3,735)      | 3,552            | 4,967      |
| C)          |             | NCIAL INCOME AND (CHARGES)   |                  |                  |            |
|             | 16.         | Other financial income:  |                  |                  |            |
|             |             | c. income from securities held as current assets not representing equity investments | 0                | 0                | 31         |
|             |             | d. other than above:   |                  |                  |            |
|             |             | d. from third parties  | 199              | 445              | 409        |
|             |             | Total 16.  | 199              | 445              | 440        |

|    | 17.  | Interest and other financial charges:               | 1       |         |         |
|----|------|---|---------|---------|---------|
|    |      | d. from third parties                               | (1,854) | (2,274) | (4,056) |
|    | TOT  | AL FINANCIAL INCOME AND (CHARGES) (C)               | (1,655) | (1,829) | (3,616) |
| D) | ADJI | JSTMENTS TO THE VALUE OF FINANCIAL ASSETS:          |         |         |         |
|    | 19.  | Writedowns:   |         |         |         |
|    |      | c. of securities booked under current assets        |         |         |         |
|    |      | not held as equity investments                      | (786)   | 0       | (2,233) |
|    |      |   | (142)   | 0       | (80)    |
|    |      | Total 19.   | (928)   | 0       | (2,313) |
|    | TOTA | AL ADJUSTMENTS TO THE VALUE OF FINANCIAL ASSETS (D) | (928)   | 0       | (2,313) |
| E) | NON  | -RECURRING INCOME AND CHARGES:                      |         |         |         |
|    | 20.  | Non-recurring income                                |         |         |         |
|    |      | b. other non-recurring income                       | 110     | 67      | 455     |
|    | 21.  | Non-recurring charges:                              |         |         |         |
|    |      | c. other non-recurring charges                      | (1,234) | (738)   | (814)   |
|    | TOT  | AL NON-RECURRING INCOME AND (CHARGES) (E)           | (1,124) | (671)   | (359)   |
|    | PRO  | FIT BEFORE TAXES (A-B+/-C+/-D+/-E)                  | (7,442) | 1,052   | (1,321) |
|    | 22.  | Income taxes for the year                           | (*)     | (*)     | (2,810) |
|    |      | 26. NET PROFIT FOR THE YEAR                         | (7,442) | 1,052   | (4,131) |
|    | (PRC | FIT) LOSS FOR THE YEAR ATTRIBUTABLE TO MINORITY IN  | 53      | (125)   | (88)    |
|    |      | NET PROFIT FOR THE YEAR ATTRIBUTABLE TO TH          | (7,389) | 927     | (4,219) |
|    |      | -   | I       |         |         |

 $(\ast)$  The figures at 30 June do not include income taxes.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED JUNE 30, 2003

#### COMMENTS ON THE CONSOLIDATED FINANCIAL STATEMENTS

The first six-month interim financial statements for 2003 have been prepared using the formats established by articles 2424 and 2425 of the civil code. The notes thereto have been drawn up in compliance with CONSOB resolution No. 11971 of May 14, 1999 and subsequent legislation.

The attached financial statements have been presented on a comparative basis with June 30, 2002 and December 31, 2002.

All of the amounts in the explanatory notes are expressed in thousands of Euro.

#### FORM AND CONTENT OF THE HALF YEAR CONSOLIDATED FINANCIAL STATEMENTS

The six-month interim consolidated financial statements are comprised of the consolidated balance sheet, the consolidated statement of income, and the explanatory notes thereto, and are accompanied by the Director' report on the operations of the Group.

The accounting principles used for the preparation of the financial statements as of June 30, 2003 are the same as those adopted for the financial statements as of December 31, 2002.

These financial statements have been adjusted, where necessary, in order to eliminate any adjustments made solely for fiscal purposes (accelerated depreciation) and to align them with the accounting policies as per article 2426 of the Italian Civil Code, consistently applied throughout the Group, as interpreted and supplemented by the accounting principles recommended by the Italian Accounting Profession or, in the absence thereof, by the International Accounting Standards Committee (IASC), assimilated in Italy by CONSOB.

A reconciliation between shareholders' equity and the net result as of June 30, 2003 reported in the financial statements of CSP International Industria Calze S.p.A. and the consolidated amounts at the same date, has been presented in the commentary on consolidated shareholders' equity.

#### **CONSOLIDATION AREA**

The consolidated financial statements as of June 30, 2003 include the line-by-line consolidation of the Parent Company's financial statements at that date and those of the following companies in which the Group directly or indirectly holds the majority of the voting rights:

| Name                | Registered office                | Share capital  | % of control   | % total held |
|---------------------|----------------------------------|----------------|----------------|--------------|
| CSP International   | Via Piubega, 5/c                 | Euro           | Parent Company |              |
| Industria Calze SpA | 46040 Ceresara (MN)              | 12,740,000     |                |              |
| Le Bourget S.A.     | Rue J.P. Saltiel- 02230- Fresnoy | Euro 1,531,856 | 99.97%         | 99.97%       |
|                     | Le Grand (F)                     |                |                |              |
| BO.MO. Srl          | Via San Martino 8/12             | Euro 93,600    | 60%            | 60%          |
| (1)                 | Fraz. Borgo Poncarale            |                |                |              |
|                     | 25020 Poncarale (BS)             |                |                |              |
| Sanpellegrino-Poska | Ul. Lodska, 27                   | Zloty          | 50%            | 50%          |
| Sp.z o.o.           | 95-050 Konstantynow (Lodz) (PL)  | 9,006,400      |                |              |

(1) Owned by Le Bourget S.A.

On January 22, 2003 the merger by incorporation was completed of the company Lepel S.r.l., a 100% subsidiary, into CSP International Industria Calze S.p.A. in accordance with the provisions of article 2504 of the Civil Code. For accounting and fiscal purposes the effective date of the merger has retrospective effect on January 1, 2003. In addition, the consolidation area changed compared to December 31, 2002 as a consequence of the liquidation of Le Bourget Benelux, a company held by Le Bourget S.A.

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#### **CONSOLIDATION PRINCIPLES**

The consolidation principles used for the six-month interim financial statements are the same as those adopted for the consolidated financial statements as of December 31, 2002.

The exchange rates used to translate the financial statements of the Polish subsidiary are as follows:

| Currency     | Average | Period-end |
|--------------|---------|------------|
| Polish Zloty | 4.2729  | 4.4775     |

#### ACCOUNTING PLOICIES

The accounting principles used for the preparation of the balance sheet and statement of income as of June 30, 2003 are the same as those adopted for the consolidated financial statements as of December 31, 2002, with the exception of the following:

Income taxes for the period: the six month interim financial statements do not include any provision for income taxes, nor deferred tax assets and liabilities as permitted by CONSOB regulations. These amounts will be provided for at year-end.

#### **OTHER INFORMATIONRMAZIONI**

**Exceptions allowed under article 2423, paragraph 4** - No exceptions have been made in the application of the accounting principles, as permitted in certain circumstances under article 2423, paragraph 4 of the Civil Code.

### **BALANCE SHEET**

#### COMMENTS ON THE PRINCIPAL ASSET ACCOUNTS

### **B. FIXED ASSETS**

#### **B.I- Intangible assets**

The movements in intangible assets in the period are shown below:

|                                       | Gross value |               |                           |            |  |  |  |  |  |
|---------------------------------------|-------------|---------------|---------------------------|------------|--|--|--|--|--|
|                                       | Balance at  | Increases     | Other                     | Balance at |  |  |  |  |  |
|                                       | 01.01.03    | 1st half 2003 | movements.                | 30.06.03   |  |  |  |  |  |
|                                       |             |               | 1 <sup>st</sup> half 2003 |            |  |  |  |  |  |
| Set-up and expansion costs            | 0           | 97            | 0                         | 97         |  |  |  |  |  |
| Industrial patents and intellectual   |             |               |                           |            |  |  |  |  |  |
| property rights                       | 4.362       | 49            | 0                         | 4.411      |  |  |  |  |  |
| Concessions, licences, trade marks&   |             |               |                           |            |  |  |  |  |  |
| similar rights                        | 10.368      | 0             | 0                         | 10.368     |  |  |  |  |  |
| Goodwill                              | 246         | 0             | 0                         | 246        |  |  |  |  |  |
| Construction in progress and advances | 668         | 472           | 0                         | 1.140      |  |  |  |  |  |
| Other                                 | 596         | 51            | 0                         | 647        |  |  |  |  |  |
| Consolidation difference              | 19.950      | 10            | 0                         | 19.960     |  |  |  |  |  |
| Total                                 | 36.190      | 679           | 0                         | 36.869     |  |  |  |  |  |

| Accumulated amortisation              |             |               |               |             |             |  |  |
|---------------------------------------|-------------|---------------|---------------|-------------|-------------|--|--|
|                                       | Balance     | Amortisation  | Other         | Balance     | Balance     |  |  |
|                                       | at 01.01.03 | 1st half 2003 | movements.    | at 30.06.03 | at 30.06.03 |  |  |
|                                       |             |               | 1st half 2003 |             |             |  |  |
| Set-up and expansion costs            | 0           | (10)          |               | (10)        | 87          |  |  |
| Industrial patents and intellectual   |             |               |               |             |             |  |  |
| property rights                       | (3.980)     | (148)         | 0             | (4.128)     | 283         |  |  |
| Concessions, licences, trade marks&   |             |               |               |             |             |  |  |
| similar rights                        | (8.187)     | (515)         | 0             | (8.702)     | 1.666       |  |  |
| Goodwill                              | (98)        | (25)          | 0             | (123)       | 123         |  |  |
| Construction in progress and advances | 0           | 0             | 0             | 0           | 1.140       |  |  |
| Other                                 | (449)       | (34)          | 0             | (483)       | 164         |  |  |
| Consolidation difference              | (6.534)     | (1.005)       | 0             | (7.539)     | 12.421      |  |  |
| Total                                 | (19.248)    | (1.737)       | 0             | (20.985)    | 15.884      |  |  |

The principal additions in the period relate to the advances paid for implementation by the Parent Company of the new integrated IT system based on the SAP platform which began during the previous year and should be completed by the end of 2003, as well as the charges related to the above-mentioned merger operation.

Intangible fixed assets at June 30, 2003 include 1,658 thousand Euro for the revaluation of the Lepel brand carried out in accordance with Law no. 342/2000 and the consolidation difference arising on the acquisition of the Le Bourget Group (8,606 thousand Euro) and Lepel S.r.l. (3,276 thousand Euro).

The amortisation rates applied are as follows:

|                              | Rate   |
|------------------------------|--------|
| - Software                   | 33.33% |
| - Brands                     | 20%    |
| - Consolidation difference   | 10%    |
| - Set-up and expansion costs | 20%    |
| - Goodwill                   | 20%    |
| - Deferred charges           | 20%    |

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#### **B.II-** Tangible fixed assets

Attachment 2 shows the movements, the increases and decreases, in tangible fixed assets.

| Gross value                  |             |             |             |              |             |  |  |  |
|------------------------------|-------------|-------------|-------------|--------------|-------------|--|--|--|
|                              | Balance     | Additions   | Disposals   | Other        | Balance     |  |  |  |
|                              | at 01.01.03 | 1st half 03 | 1st half 03 | movements.   | at 30.06.03 |  |  |  |
|                              |             |             |             | 1st half. 03 |             |  |  |  |
|                              |             |             |             | (1)          |             |  |  |  |
| Land and buildings           | 30.669      | 2           | 0           | (63)         | 30.608      |  |  |  |
| Plant and machinery          | 61.706      | 395         | (309)       | (171)        | 61.621      |  |  |  |
| Equipment                    | 12.950      | 6           | (406)       | (18)         | 12.532      |  |  |  |
| Other assets                 | 7.999       | 340         | (387)       | (8)          | 7.944       |  |  |  |
| Construction in progress and | 167         | 3           | (8)         | (10)         | 152         |  |  |  |
| advances                     |             |             |             |              |             |  |  |  |
| Total                        | 113.491     | 746         | (1.110)     | (270)        | 112.857     |  |  |  |

| Accumulated depreciation              |             |                         |             |              |             |                    |
|---------------------------------------|-------------|-------------------------|-------------|--------------|-------------|--------------------|
|                                       | Balance     | Amort.                  | Utilisation | Other        | Balance     | Balance            |
|                                       | at 01.01.03 | 1 <sup>st</sup> half 03 | 1st half 03 | movements    | al 30.06.03 | at <b>30.06.03</b> |
|                                       |             |                         |             | 1st half. 03 |             |                    |
|                                       |             |                         |             | (1)          |             |                    |
| Land and buildings                    | (11.033)    | (426)                   | 0           | 21           | (11.438)    | 19.170             |
| Plant and machinery                   | (38.808)    | (2.897)                 | 191         | 50           | (41.464)    | 20.157             |
| Equipment                             | (11.991)    | (168)                   | 405         | 7            | (11.747)    | 785                |
| Other assets                          | (5.919)     | (362)                   | 238         | 4            | (6.039)     | 1.905              |
| Construction in progress and advances | 0           | 0                       | 0           | 0            | 0           | 152                |
| Total                                 | (67.751)    | (3.853)                 | 834         | 82           | (70.688)    | 42.169             |

(1) The column comprises reclassifications, revaluations, write-downs and currency differences on the conversion of financial statements in foreign currency

The most significant additions relate to investments made by the Parent Company for the purchase of machinery dedicated to seamless underwear production.

Tangible fixed assets at June 30, 2003 include revaluations made in compliance with specific legislations, as follows:

| Land & buildings                      | 2,550  |
|---------------------------------------|--------|
| Plant and machinery                   | 15,307 |
| Equipment                             | 59     |
| Other assets                          | 83     |
| Construction in progress and advances | 0      |
| Total                                 | 17,999 |

The depreciation has been calculated using rates which reflect the residual useful lives of the related assets. The rates applied are as follows:

|                                 | Rate       |
|---------------------------------|------------|
| - Buildings                     | 3% - 15%   |
| - Plant and machinery           | 5% - 17.5% |
| - Industrial equipment          | 10% - 25%  |
| - Electronic office machines    | 15% - 33%  |
| - Office furniture and fittings | 10% - 33%  |
| - Vehicles                      | 20% - 25%  |

The Parent Company has provided assets free of charge to third parties, namely portable PCs and printers on loan to sales representatives for 288 thousand Euro as at 30 June 2003 and furniture held by customers of 125 thousand

Euro and machinery by sub-contractors of 5 thousand Euro.

### C. CURRENT ASSETS

#### C.I. Inventory

Inventories are comprised of:

|                    | 30/06/03 | 31/12/02 | 30/06/02 |
|--------------------|----------|----------|----------|
| Gross value        | 65.1     | 61.22    | 67.8     |
| Write-down reserve | (4.18    | (3.18    | (3.37    |
| Net value          | 60.98    | 58.03    | 64.48    |

The reduction in inventories compared to June 30, 2002, equal to 3,500 thousand of Euro, is principally attributable to the current inventory containment policy.

#### C.II.1. Trade receivables

Trade receivables are comprised of:

|                                   | 30/06/03 | 31/12/02 | 30/06/02 |
|-----------------------------------|----------|----------|----------|
| Trade receivables – Italy         | 26.233   | 27.288   | 26.532   |
| Trade receivables - France        | 1.90     | 8.77     | 2.85     |
| Trade receivables - Overseas      | 7.61     | 9.12     | 10.137   |
| Bills subject to collection       | 10.942   | 22.460   | 11.379   |
| Customers - invoices to be issued | 480      | 571      | 559      |
| Credit notes to be issued         | (4.232   | (2.487)  | (2.068   |
| Provision for doubtful debts      | (2.347   | (2.005)  | (3.199   |
| Total                             | 40.602   | 63.727   | 46.190   |

The decrease in trade receivables at June 30, 2003 compared to the same period in the previous year is in line with the level of sales in the period.

Trade receivables due from overseas customers do not include any significant exposures towards countries at risk. All amounts are due within 12 months.

The movements during the period in the provision for doubtful debts are as follows:

|                              | 01/01/03 | Provision | Utilisation | 30/06/03 |
|------------------------------|----------|-----------|-------------|----------|
| Provision for doubtful debts | 2.005    | 380       | (38)        | 2.347    |

During the period, the provision was increased on the basis of future forecast losses on receivables outstanding at June 30, 2003.

#### **C.II.5.** Other receivables

The balance includes various receivables comprised as follows:

|                                     | 30/06/03 | 31/12/02 | 30/06/02 |
|-------------------------------------|----------|----------|----------|
| VAT credits                         | 1.511    | 2.404    | 2.981    |
| Advances on income taxes            | 1.449    | 1.039    | 1.671    |
| Advances to suppliers               | 275      | 217      | 17       |
| Deferred tax assets                 | 1.014    | 1.014    | 1.480    |
| Other current receivables           | 212      | 601      | 386      |
| Foreign VAT credits                 | 23       | 21       | 29       |
| Total other current receivables     | 4.484    | 5.296    | 6.564    |
| Guarantee deposits                  | 88       | 76       | 135      |
| Total other non-current receivables | 88       | 76       | 135      |
| Total other receivables             | 4.572    | 5.372    | 6.699    |

Other receivables decreased compared to June 30, 2002 by 2,127 thousand Euro, principally due to the reduction of VAT credits.

#### **C.III.5** Treasury shares

As of June 30, 2003, the Parent Company owned 2,358,850 of its own shares, with a par value of Euro 1,226.6 thousand, corresponding to 9.628% of the share capital. In the period under examination no purchase or sales transactions took place of own shares.

At June 30, 2003 a write-down of 786 thousand Euro was made to adjust the value of the shares held in portfolio to



the market value, equal to 1.2668 Euro per share. The investment of liquidity in own shares was authorised by the ordinary shareholders' meeting held on April 30, 2003, with a limit of 10% of the share capital. This authorization is valid for a period of eighteen months and enables the Company to buy and sell shares at prices ranging between Euro 0.30 and Euro 3.00. Against the treasury shares a reserve of a similar amount is recorded in the shareholders' equity.

Due to the recovery of the financial markets after the end of the six-month interim period, the valuation of the treasury shares held in portfolio at the market values at the date of the preparation of the present report would have resulted in a lower write-down of approximately 400 thousand Euro.

#### C.IV. Liquid funds

They represent cash on hand and in bank current accounts June 30, 2003.

#### **D. PREPAYMENT AND ACCRUED INCOME**

The account is made up of:

|                                | 30/06/03 | 31/12/02 | 30/06/02 |
|--------------------------------|----------|----------|----------|
| Prepaid insurance              | 150      | 0        | 124      |
| Prepaid television advertising | 132      | 265      | 0        |
| Prepayments                    | 82       | 138      | 343      |
| Other                          | 47       | 212      | 25       |
| Total                          | 411      | 615      | 492      |

#### COMMENTSON THE PRINCIPAL LIABILITY ACCOUNTS

#### ■ A. SHAREHOLDERS' EQUITY

The principal changes in the period relate to the dividend distribution of the Parent Company for 1,107 thousand Euro, to the result for the period and the foreign exchange differences on the conversion of the financial statements of the Polish subsidiary.

Attachment no. 1 shows the details of the changes.

#### **Reconciliation between statutory and consolidated financial statements**

A reconciliation between the net profit and shareholders' equity recorded in the statutory financial statements of the Parent Company CSP International Industria Calze S.p.A. and the corresponding consolidated amounts is shown below:

|   | Result<br>1st half<br>2003 | Shareholder<br>s' equity<br>30.06.2003 | Result<br>1st half 2002 | Shareholder<br>s' equity<br>30.12.2002 |
|---|----------------------------|--|-------------------------|--|
| As per the financial statements of the Parent<br>Company (*)  | (3.823)                    | 51.590                                 | (1.854)                 | 56.520                                 |
| Increase (Decrease)   |                            |  |                         |  |
| Difference between the equity of consolidated<br>subsidiaries carried at cost in the Parent<br>Company's financial statements and the respective<br>book values of the investments, net of<br>amortisation of the consolidation differences | (3.545)                    | (5.993)                                | (2.767)                 | (5.156)                                |
| Reversal of the excess merger deficit compared to the consolidation difference  | 190                        | (2.665)                                |                         |  |
| Elimination of adjustments of a fiscal nature (mainly accelerated depreciation))  | 113                        |  |                         |  |
| Other consolidation adjustments As per the consolidated financial statements (*)  | (324)<br>(7.389)           | , ,                                    | (322)<br>(4.219)        | (937)<br>54.331                        |

(\*) the results of the six-month interim accounts to June 30, 2003 do not include income taxes

#### **B. RESERVE FOR CONTINGENCIES AND CHARGES**

The changes in this account are shown below:

|                                   | 01/01/03 | Provision | Utilisation | 30/06/03 |
|-----------------------------------|----------|-----------|-------------|----------|
| Reserve for pensions and similar  | 625      | 0         | 0           | 625      |
| Taxation reserve                  | 2.562    | 0         | (199)       | 2.363    |
| Others :                          |          |           |             |          |
| - Exchange fluctuation reserve    | 8        | 0         | 0           | 8        |
| -Reserve for future contingencies | 223      | 8         | (16)        | 215      |
| -Agents' supplementary indemnity  | 914      | 103       | (31)        | 986      |
| reserve.                          |          |           |             |          |
| -Restructuring reserve            | 0        | 1.000     | 0           | 1.000    |
| -Other provisions                 | 512      | 114       | (419)       | 207      |
| Total other                       | 1.657    | 1.225     | (466)       | 2.416    |
| Total reserves for contingencies  | 4.844    | 1.225     | (665)       | 5.404    |
| and charges                       |          |           |             |          |

The most significant provision made in the first six months of 2003 relates to the provision of 1,000 thousand Euro made by the Company Le Bourget in relation to the "Social Plan" which will result in the reduction in the workforce

of 63 employees in the French factory.

### **C. EMPLOYEE LEAVING INDEMNITY**

The change in the period was as follows:

|                              | 01/01/03 | Provision | Utilisation | 30/06/03 |
|------------------------------|----------|-----------|-------------|----------|
| - Employee leaving indemnity | 6.796    | 571       | (344)       | 7.023    |

### **D. PAYABLE**

#### **D.3.** Payables to banks

Indebtedness to banks at June 30, 2003 amounts to 71,118 thousand Euro.

The breakdown of amounts due to banks by repayment period is as follows:

|                         | 30/06/03 | 31/12/02 | 30/06/02 |
|-------------------------|----------|----------|----------|
| Current payables        | 45.471   | 54.541   | 41.559   |
| Loans                   |          |          |          |
| - due within 1 year     | 15.035   | 13.005   | 13.842   |
| - due from 1 to 5 years | 10.612   | 16.918   | 17.271   |
| - due over 5 years      | 0        | 0        | 0        |
| Total                   | 71.118   | 84.464   | 72.672   |

The indebtedness to credit institutions at June 30, 2003, taking into consideration the liquid funds, is substantially in line with the same period in the previous year.

#### **D.6.** Trade payables

Trade payables reduced by 9,331 thousand Euro compared to the first six months of 2002 due to factors relating to the timing of purchases and the implementation of the above-mentioned inventory reduction policy.

#### ■ D.11. Taxes payable

The account, equal to 790 thousand Euro, is prevalently comprised of employee retention contributions (417 thousand Euro) and reduced by 959 thousand Euro compared to June 30, 2002 principally due to the payment by the Parent Company of the third and final instalment of the substitute tax on asset revaluations (Law 342 of 21.11.2000).

#### **D.12.** Payments to social security institutions t

The account, equal to 1,447 thousand Euro, principally relates to the social security contributions for employees (1,380 thousand Euro).

#### **D.13 Other payables** They are comprised of:

|                      | 30/06/03 | 31/12/02 | 30/06/02 |
|----------------------|----------|----------|----------|
| Payable to employees | 4.314    | 2.236    | 4.888    |
| Other payables       | 748      | 677      | 789      |
| Total                | 5.062    | 2.913    | 5.677    |

### ■ E. ACCRUED LIABILITIES AND DEFERRED INCOME

The account, equal to 191 thousand Euro, relates principally to accrued bank interest payable.

#### MEMORANDUM ACCOUNTS

Guarantees given to third parties -- The caption relates to guarantees granted to third parties.

**Purchase commitments --** At June 30, 2003, there are commitments based on signed contracts for the purchase of tangible fixed assets amounting to Euro 748 thousand. These commitments refer principally to the adoption of a new IT system (hardware and software) and the purchase of machinery.

**Guaranteed trade receivables** – relates to forms of guarantees given by the French subsidiary to the banking system in relation to loans received.

Third party assets – relates to third party goods for re-packaging and re-dyeing, and goods (men's socks) held in deposit.

### INCOME STATEMENT COMMENTS ON THE PRINCIPAL INCOME STATMENT ACCOUNTS

For a more detailed analysis of the income statement, of the factors that influenced the operations in the period and the important events after the period-end supplementing the current notes, reference should be made to the Directors' report on operations.

#### ■ A. PRODUCTION VALUE

#### ■ A.1. Revenues from sale of goods and services

Revenues are analysed by geographical area and by type of product below:

|                                   | 1st half 2003 | 1st half 2002 | Year 2002 |
|-----------------------------------|---------------|---------------|-----------|
| - Italy:                          |               |               |           |
| -stockings                        | 15.045        | 16.933        | 37.414    |
| -seamless underwear               | 5.972         | 5.624         | 11.169    |
| -corsetry                         | 13.725        | 13.495        | 24.453    |
| -yarn/other                       | 672           | 1.606         | 2.574     |
| - France:                         |               |               |           |
| -stockings                        | 12.940        | 15.119        | 40.347    |
| -seamless underwear               | 915           | 541           | 1.44      |
| -yarn/other                       | 140           | 142           | 254       |
| - Other Western Europe countries: |               |               |           |
| -stockings                        | 5.571         | 6.102         | 12.697    |
| -seamless underwear               | 1.897         | 1.506         | 2.685     |
| -corsetry                         | 289           | 553           | 1.184     |
| -yarn/other                       | 88            | 116           | 212       |
| Eastern Europe:                   |               |               |           |
| -stockings                        | 5.924         | 10.932        | 19.72     |
| -seamless underwear               | 1.570         | 2.861         | 4.98      |
| -corsetry                         | 490           | 7             | 260       |
| -yarn/other                       | 36            | 450           | 670       |
| - Non-European countries:         |               |               |           |
| -stockings                        | 612           | 1.180         | 2.200     |
| -seamless underwear               | 99            | 137           | 27        |
| -corsetry                         | 60            | 0             | 6.        |
| -yarn/other                       | 7             | 17            | 30        |
| Total                             | 66.052        | 77.321        | 162.669   |
| Summary by activity               |               |               |           |
| -stockings                        | 40.092        | 50.266        | 112.393   |
| -seamless underwear               | 10.453        | 10.669        | 20.56     |
| -corsetry                         | 14.564        | 14.055        | 25.96     |
| -yarn/other                       | 943           | 2.331         | 3.75      |
| Total                             | 66.052        | 77.321        | 162.669   |

Revenues are shown net of returns, discounts and allowances.

Total revenues have reduced by 11,269 thousand Euro compared to the same period in the previous year, almost exclusively relating to stockings, while the sales of seamless underwear and corsetry remain substantially in line with the same period in 2002.

Analysing the sale of stockings by geographic area, the most significant reduction was in Eastern Europe (principally in the Russian market) with a decrease of 5,008 thousand Euro.

#### A.5.a. Other income

This item is made up as follows:

|                                 | 1st half 2003 | 1st half 2002 | Year 2002 |
|---------------------------------|---------------|---------------|-----------|
| Transport & production expenses | 154           | 68            | 120       |
| recharged to customers          |               |               |           |
| Advertising contributions       | 82            | 82            | 276       |
| Expenses recharged customers    | 21            | 29            | 54        |
| Royalty income                  | 321           | 363           | 602       |
| Gains on disposal of assets     | 23            | 85            | 90        |
| Over provisions and similar     | 56            | 122           | 283       |
| Other                           | 180           | 2             | 2         |
| Total                           | 837           | 751           | 1.427     |

#### **B. PRODUCTION COSTS**

#### **B.6.** Costs of raw, ancillary and consumable materials and goods

This item is made up as follows:

|                                    | 1st half 2003 | 1st half 2002 | Year 2002 |
|------------------------------------|---------------|---------------|-----------|
| Raw materials                      | 20.273        | 28.434        | 47.865    |
| Packaging and consumable materials | 3.755         | 5.373         | 11.061    |
| Total                              | 24.028        | 33.807        | 58.926    |

The decrease in the cost of raw materials compared with the first half of 2002 is mainly the result of the reduction in inventories and in the reduction of volumes sold.

#### **B.7.** Services

This item is made up as follows:

|                            | 1st half 2003 | 1st half 2002 | Year 2002 |
|----------------------------|---------------|---------------|-----------|
| - Outside contractors      | 7.304         | 7.393         | 14.074    |
| - Advertising              | 8.548         | 6.580         | 19.017    |
| - Agents and merchandising | 2.566         | 3.125         | 6.199     |
| - Transport                | 1.968         | 1.766         | 3.795     |
| - Power and heating        | 2.048         | 2.242         | 3.984     |
| - Other                    | 3.830         | 4.003         | 7.884     |
| Total                      | 26.264        | 25.109        | 54.953    |

The cost for services increased compared to June 30, 2002, in particular in relation to greater advertising investments in 2003 following a different scheduling campaign in support of the brands. For the full year these investments will be in line with previous years.

There was also a reduction in costs relating to agents (559 thousand Euro) correlated to the sales performance.

#### **B.9.** Labour costs

This caption includes all the costs incurred on an on-going basis which directly concern employees, as detailed in the income statement.

|                   | 01/01/03 | New recruits | Leaving | 30/06/03 | Average |
|-------------------|----------|--------------|---------|----------|---------|
| - Senior Managers | 15       | 0            | (1)     | 14       | 14      |
| - Managers        | 51       | 1            | 0       | 52       | 52      |
| - White collar    | 359      | 7            | (29)    | 337      | 348     |
| - Blue collar     | 934      | 14           | (50)    | 898      | 916     |
| Total             | 1.359    | 22           | (80)    | 1.301    | 1.330   |

Movements in staff numbers during the period are set out below:

The new recruits and leavers categories also include internal promotions.

#### **B.10.** Amortisation, depreciation and write-downs

They are comprised of:

|   | 1st half 2003 | 1st half 2002 | Year 2002 |
|---|---------------|---------------|-----------|
| - Software                                      | 148           | 323           | 644       |
| - Goodwill                                      | 25            | 25            | 49        |
| - Set-up and expansion costs                    | 10            | 0             | C         |
| - Deferred charges                              | 24            | 25            | 54        |
| - Brands  | 515           | 517           | 1.032     |
| - Consolidation differences                     | 1.005         | 1.005         | 2.014     |
| - Other   | 10            | 12            | 23        |
| Total   | 1.737         | 1.907         | 3.816     |
| <b>b.</b> Depreciation of tangible fixed assets |               |               |           |
|   | 1st half 2003 | 1st half 2002 | Year 2002 |
| - Buildings and light constructions             | 426           | 480           | 842       |
| - Plant/machinery                               | 2.897         | 3.131         | 6.286     |
| - Equipment                                     | 168           | 228           | 438       |
| - Furniture, office machines.                   | 97            | 102           | 209       |
| - Electronic office machines.                   | 161           | 117           | 281       |
| - Cars  | 64            | 80            | 134       |
| - Vehicles                                      | 29            | 42            | 66        |
|   | 11            | 15            | 42        |
| - Minor assets.                                 | 11            | 15            | 42        |

#### **d**. Write-down of receivables

The item "Write-down of receivables and liquid funds" consists of the provision required to adjust the value of receivables to their estimated realisable value.

#### **B.12.** Provision for contingencies and charges

This item relates to the provision for the agents' supplementary indemnity maturing in the period.

### **B.14.** Other operating expenses

|                                | 1st half 2003 | 1st half 2002 | Year 2002 |
|--------------------------------|---------------|---------------|-----------|
| - Entertaining                 | 48            | 69            | 155       |
| - Membership fees              | 81            | 90            | 194       |
| - Stationery & other materials | 132           | 128           | 266       |
| - Non deductible VAT on gifts  | 20            | 19            | 43        |
| - Taxes and duties             | 554           | 634           | 1.160     |
| - Losses on the sale of assets | 77            | 82            | 86        |
| - General expenses             | 57            | 37            | 113       |
| - Other charges                | 37            | 63            | 148       |
| Total                          | 1.006         | 1.122         | 2.165     |

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#### C. FINANCIAL INCOME ANDF CHARGES

#### **C.16.d.d.** Other financial income from third parties

| This item is made up as follows:  | 1st half 2003 | 1st half 2002 | Year 2002 |
|-----------------------------------|---------------|---------------|-----------|
| - Interest on current accounts    | 5             | 16            | 19        |
| - Interest from customers         | 3             | 11            | 19        |
| - Exchange gains                  | 31            | 375           | 134       |
| - Other interest income           | 153           | 10            | 237       |
| - Gains on disposal of securities | 0             | 31            | 0         |
| - Discounts & rounding            | 7             | 2             | 0         |
| Total                             | 199           | 445           | 409       |

The item 'other interest income' includes (142 thousand Euro) the interest calculated on overdue receivables at June 30, 2003 (as per Law 231 of October 9, 2002), while the corresponding write-down of a similar amount was recorded in the account 'write-down of financial receivables'.

#### C.17.d Interest and other financial charges from third parties

#### This item is made up as follows: 1st half 2003 1st half 2002 - Interest on current accounts 549 393 397 410 Interest on borrowings 502 - Interest on loans 730 - Other interest and charges 264 343 Provision for exchange fluctuations 35 ( 376 Exchange losses 129

The interest charges in the first half of 2003 are substantially in line with those corresponding to the same period in the previous year, in line with the average indebtedness in the period.

1.854

The most significant changes compared to the first half of 2002 are the exchange gains and losses principally relating to the consolidation of the Company Sanpellegrino Polska.

#### **D.19.c.** Write-down of securities recorded under current assets and not representing equity investments

The amount of this write-down relates to the treasury shares of the Parent Company held in portfolio, as better described in the account item 'C III 5.' in the balance sheet.

#### ■ E.21.c. Extraordinary charges

The account relates principally to the provisions made by the Company Le Bourget in relation to the implementation of the restructuring plan which will result in the reduction of 63 employees in France (1,000 thousand Euro) and the liquidation of the Company Le Bourget Benelux (180 thousand Euro).

Ceresara, September 25, 2003

The Chairman of the Board of Directors

Year 2002

2.274

705

1.082

1.381

707

173 **4.056** 

#### **ATTACHMENTS**

Total

These attachments contain supplementary information to that provided in the Notes, of which they form an integral part.

This information is included in the following attachments:

- 1. Schedule of changes in shareholders' equity for the period ended June 30, 2003
- 2. Cash flow statement as at June 30, 2003

<u>Attachment n. 1</u>

#### STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

#### AS AT 30 JUNE 2003

#### (in thousands of Euro)

| Description<br>Balances at 1 January 2002                  | Share<br>capital<br>12,740 | Share<br>premium<br>18,076 | Reserve for<br>own shares<br>3,774 | Revaluation<br>reserves<br>13,023 | Legal<br>reserve<br>1,364 | Other<br>reserves<br>9,573 | Net profit<br>(loss) for the<br>year<br>(4,219) | equity  |
|--|----------------------------|----------------------------|------------------------------------|-----------------------------------|---------------------------|----------------------------|---|---------|
| Coverage of of 2002 loss                                   |                            |                            |                                    |                                   |                           |                            |   |         |
| <ul> <li>Allocation to "profit carried forward"</li> </ul> |                            |                            |                                    |                                   |                           | (4,219)                    | 4,219   | -       |
| - Dividends  |                            |                            |                                    |                                   |                           | (1,107)                    |   | (1,107) |
| Decrease in reserve for own shares                         |                            |                            | (786)                              |                                   |                           | (1,107)                    |   | (1,107) |
| Exchange differences                                       |                            |                            | (700)                              |                                   |                           | (152)                      |   | (152)   |
| Other changes  |                            |                            |                                    |                                   | (5)                       | 10                         |   | 5       |
| Net profit (loss) as at 30 June 2003                       |                            |                            |                                    |                                   | (0)                       | 10                         | (7,389)   | (7,389) |
| · · · · · · · · · · · · · · · · · · ·                      |                            |                            |                                    |                                   |                           |                            | (1,207)   | (1,000) |
| Balances at 30 June 2003                                   | 12,740                     | 18,076                     | 2,988                              | 13,023                            | 1,359                     | 4,891                      | (7,389)   | 45,688  |

(\*) The figures at 30 June 2003 do not include income taxes.

### STATEMENT OF CONSOLIDATED CASH FLOW

#### (in thousands of Euro)

|    |   | 30 June 2002 | 31 December 2002 |
|----|---|--------------|------------------|
| A. | OPENING NET FINANCIAL POSITION  | (66,769)     | (57,771)         |
| B. | CASH FLOWS FROM (FOR) OPERATING ACTIVITIES                                    |              |                  |
|    | Net profit (loss) for the year  | (7,389)      | (4,219)          |
|    | Depreciation, amortization and writedowns                                     | 5,590        | 12,114           |
|    | Net change in severance indemnities for employees and agents                  | 299          | 773              |
|    | Net change in allowances for risks and charges                                | 488          | 421              |
|    | Cash flows from operating activities before changes in working capital        | (1,012)      | <i>9,08</i> 9    |
|    | (Increase) decrease in trade receivables                                      | 23,125       | 2,218            |
|    | (Increase) decrease in inventories  | (2,948)      | (3,772)          |
|    | Increase (decrease) in trade and other payables                               | (4,592)      | (3,803)          |
|    | Increase (decrease) in own shares   | 786          | 1,605            |
|    | Changes in other working capital items  | 1,004        | (1,088)          |
|    | Total changes in working capital  | 17,375       | (4,840)          |
|    |   | 16,363       | 4,249            |
|    |   | ,            |                  |
| C. | CASH FLOWS FROM (FOR) INVESTMENT ACTIVITIES                                   |              |                  |
|    | (Purchase) disposal of fixed assets:  |              |                  |
|    | Intangible  | (679)        | (1,043)          |
|    | Tangible  | (282)        | (4,437)          |
|    | Financial   | 34           | 203              |
|    |   | (927)        | (5,277)          |
| D. | CASH FLOWS FROM (FOR) FINANCING ACTIVITIES                                    |              |                  |
|    |   |              |                  |
|    | New loans net of the current portion of loans transferred to current payables | (6,306)      | (6,439)          |
|    | Dividends paid  | (1,107)      | (1,108)          |
|    | Other changes in shareholders' equity, and changes in minority interests      | (371)        | (423)            |
|    |   | (7,784)      | (7,970)          |
| F  | TOTAL CACH ELOWS FOR THE VEAD (D. C. D.)                                      |              |                  |
| E. | TOTAL CASH FLOWS FOR THE YEAR (B+C+D)   | 7,652        | (8,998)          |
|    |   |              |                  |
|    |   |              |                  |



# HALF YEAR FINANCIAL STATEMENTS OF THE PARENT COMPANY

# AS AT

# 30 JUNE 2003

CSP INTERNATIONAL INDUSTRIA CALZE S.p.A.

VIA PIUBEGA, 5C - 46040 CERESARA (MN) - ITALY Tel. (0376) 8101 - Fax (0376) 87573

### CSP S.p.A.

#### CSP INTERNATIONAL INDUSTRIA CALZE S.P.A.

#### FINANCIAL STATEMENTS (FIGURES IN THOUSANDS OF EURO)

| BAL      | ANC          | E SH     | EET   | 30.06.2003 (#)   | 31.12.2002 | 30.06.2002       |
|----------|--------------|----------|---|------------------|------------|------------------|
| ASSE     | TS:          |          |   |                  |            |                  |
| A)<br>B) | RECI<br>FIXE |          | BLES FROM SHAREHOLDERS:<br>SETS                       | 0                | 0          | 0                |
| ,        | I.           |          | ngible fixed assets                                   | 87               | 0          | 0                |
|          |              | 3.       | industrial patents and intellectual                   |                  |            |                  |
|          |              | 4.       | property rights<br>concessions, licences, trade marks | 265              | 358        | 625<br>0         |
|          |              | 5.       | and similar rights<br>goodwill                        | 1,658<br>6,065   | 148        | 172              |
|          |              | 6.       | difference arising on consolidation                   | 1,140            | 668        | 435              |
|          |              | 7.       | others  | 164              |            | 173              |
|          |              | -        | Total I.  | 9,379            | 1,321      | 1,405            |
|          | II.          |          | gible fixed assets                                    | 10.000           | 15 792     | 16.020           |
|          |              | 1.<br>2. | land and buildings                                    | 16,929<br>14,813 | 15,782     | 16,029<br>19,800 |
|          |              | 2.<br>3. | plant and machinery<br>industrial and commercial      | 14,615           | 17,417     | 19,800           |
|          |              | 5.       | equipment   | 162              | 249        | 301              |
|          |              | 4.       | other fixed assets                                    | 825              | 811        | 648              |
|          |              | 5.       | construction in progress and advances                 | 68               | 68         | 89               |
|          |              |          | Total II.   | 32,797           | 34,327     | 36,867           |
|          | III.         | Fina     | ncial fixed assets                                    |                  | 0 1,027    | 20,007           |
|          |              | 1.       | Equity investments in:                                |                  |            |                  |
|          |              |          | a) subsidiary companies                               | 14,425           | 35,456     | 35,456           |
|          |              |          | d) other companies                                    | 4                | 3          | 3                |
|          |              |          | Total 1.  | 14,429           | 35,459     | 35,459           |
|          |              | 2.       | Financial receivables:                                |                  |            |                  |
|          |              |          | b) from associated companies                          | 32               | 32         |                  |
|          |              | 3.       | b.a. due within 12 months<br>Other securities         | 190              | 52<br>149  | 65<br>176        |
|          |              | 5.       | Total III.  | 14,651           | 35,640     | 35,700           |
|          | тот          | AL FI    | XED ASSETS (B)  | 56,827           | 71,288     | 73,972           |
| C)       |              |          | ASSETS  |                  | ,          |                  |
|          | I.           | Inve     | entories:   |                  |            |                  |
|          |              | 1.       | raw, ancillary and consumable materials               | 7,133            | 4,962      | 5,470            |
|          |              | 2.       | semi-finished products, work-in-<br>progress          | 12,220           | 13,831     | 14,527           |
|          |              | 4.       | finished products and goods                           | 22,862           | 17,900     | 21,223           |
|          |              | Tot      | al I.   | 42,215           | 36,693     | 41,220           |
|          | II.          |          | eivables:   |                  |            | ,                |
|          |              | 1.       | trade accounts:                                       |                  |            |                  |
|          |              |          | 1.a. due within 12 months                             | 34,329           | 32,215     | 30,200           |
|          |              | 2.       | subsidiary companies                                  | 0.001            | 0.016      | 0.077            |
|          |              | 3.       | 2.a. due within 12 months<br>associated companies     | 8,821            | 8,916      | 9,277            |
|          |              |          | 3.a. due within 12 months                             | 100              | 100        | 235              |
|          |              | 5.       | others:<br>5.a. due within 12 months                  | 3,706            | 3,041      | 4,413            |
|          |              |          | 5.b. due beyond 12 months                             | 26               | 5,041      | 4,413            |
|          |              |          | Total 5.  | 3,732            | 3,047      | 4,443            |
|          |              | Tot      | al II.  | 46,982           | 44,278     | 44,155           |
|          | III.         |          | rent financial assets                                 |                  | ,          |                  |
|          |              | 5.       | own shares  | 2,988            | 3,774      | 6,007            |
|          |              | Tot      | al III.   | 2,988            |            | 6,007            |
|          | IV.          |          | ai funds:   | £,300            | 5,774      | 0,007            |
|          |              | 1.       | cash at banks and post offices                        | 1,097            | 256        | 4                |
|          |              | 3.       | cash and equivalents on hand                          | 22               | 24         | 12               |
|          |              | Tot      | al IV.  | 1,119            | 280        | 16               |
|          | тот          |          | JRRENT ASSETS (C)                                     | 93,304           | 85,025     | 91,398           |
| D.       |              |          | INCOME AND PREPAYMENTS                                | 306              |            | 131              |
| TOTA     | AL AS        | SETS     |   | 150,437          | 156,609    | 165,501          |
|          |              |          |   |                  |            |                  |

### CSP S.p.A.

| • >   | LITIES     | 5  | 30.06.2003 (#) | 31.12.2002 | 30.06.2002 |
|-------|------------|--|----------------|------------|------------|
| A)    | SHAR       | EHOLDERS' EQUITY:                                  |                |            |            |
|       | I.         | Share capital                                      | 12,740         | 12,740     | 12,740     |
|       | II.        | Share premium reserve                              | 18,076         | 18,076     | 18,076     |
|       | III.       | Revaluation reserves                               | 13,023         | 13,023     | 13,023     |
|       | IV.        | Legal reserve                                      | 1,359          | 1,359      | 1,359      |
|       | V.         | Reserve for own shares in portfolio                | 2,988          | 3,774      | 6,007      |
|       | VI.        | Statutory reserves                                 | 0              | 0          | 0          |
|       | VII.       | Other reserves:                                    |                |            |            |
|       |            | a. undistributed profit                            | 7,021          | 9,196      | 6,963      |
|       |            | b. capital grants reserve                          | 206            | 206        | 206        |
|       |            | total VII.   | 7,227          | 9,402      | 7,169      |
|       | VIII.      | Profit carried forward                             | 0              | 0          | 0          |
|       | IX.        | Net profit (loss) for the year                     | (3,823)        | (1,854)    | 4,257      |
|       | ΤΟΤΑ       | L SHAREHOLDERS' EQUITY (A)                         | 51,590         | 56,520     | 62,631     |
|       |            |  |                |            |            |
| B)    | RESE       | RVES FOR CONTINGENCIES AND OTHER CHARGES:          |                |            |            |
|       | 2.         | taxation   | 260            | 253        | 283        |
|       | 3.<br>TOTA | other  | 991            | 694        | 872        |
|       |            | L RESERVES FOR CONTINGENCIES AND OTHER<br>RGES (B) | 1,251          | 947        | 1,155      |
| C)    | RESE       | RVE FOR SEVERANCE INDEMNITIES                      |                |            |            |
|       |            |  | 6,813          | 5,253      | 4,942      |
| D)    | PAYA       | BLES:  |                |            |            |
|       | 3.         | banks:   |                |            |            |
|       |            | a. due within 12 months                            | 50,508         | 49,683     | 46,861     |
|       |            | b. due beyond 12 months                            | 8,361          | 13,582     | 13,786     |
|       |            | Total 3.   | 58,869         | 63,265     | 60,647     |
|       | 6.         | trade accounts:                                    |                |            |            |
|       |            | a. due within 12 months                            | 27,151         | 24,738     | 28,710     |
|       | 8.         | subsidiary companies                               |                |            |            |
|       |            | a. importi esigibili entro 12m                     | 542            | 2,247      | 2,607      |
|       | 9.         | associated companies                               |                |            |            |
|       |            | a. due within 12 months                            | 0              | 0          | 6          |
|       | 11.        | taxes payable:                                     |                |            |            |
|       |            | a. due within 12 months                            | 553            | 1,732      | 1,578      |
|       | 12.        | social security institutions                       |                |            |            |
|       |            | a. due within 12 months                            | 598            | 720        | 487        |
|       | 13.        | other payables:                                    |                |            |            |
|       |            | a. due within 12 months                            | 2,975          | 648        | 2,603      |
|       | тота       | L PAYABLES (D)                                     | 90,688         | 93,350     | 96,638     |
| E)    | ACCR       | RUED LIABILITIES AND DEFERRED INCOME               | 95             | 539        | 135        |
| TOTAL | LIAE       | BILITIES   | 150,437        | 156,609    | 165,501    |

(\*) The figures at 30 June do not include income taxes.

| 30.06.2003 (#) | 31.12.2002    | 30.06.2002                        |
|----------------|---------------|-----------------------------------|
| 12 052         | 12 117        | 12,620                            |
|                | - / ·         | 12,020                            |
| 138            | 8             | 32                                |
|                |               |                                   |
| 14,839         | 13,727        | 13,849                            |
|                | 13,953<br>748 | 13,953 13,117<br>748 602<br>138 8 |

| <u>STA</u> | TEM  | ENT OF INCOME   | 1st half 2003<br>(#) | 1st half<br>2002 | 2002    |
|------------|------|---|----------------------|------------------|---------|
| A)         | PROI | DUCTION VALUE   |                      |                  |         |
|            | 1.   | Revenues from sale of goods and services  | 62,500               | 57,286           | 114,277 |
|            | 2.   | Changes in inventories of work-in-progress, semi-finished<br>and finished products                | (2,675)              | 6,249            | 2,231   |
|            | 5.   | Other income:   |                      |                  |         |
|            |      | a. other income   | 792                  | 615              | 1,595   |
|            | TOTA | AL PRODUCTION VALUE (A)   | 60,617               | 64,150           | 118,103 |
| B)         | PROI | DUCTION COSTS   |                      |                  |         |
|            | 6.   | Raw, ancillary and consumable materials<br>and goods  | 23,182               | 28,266           | 50,439  |
|            | 7.   | Services  | 22,177               | 14,574           | 33,752  |
|            | 8.   | Use of third party assets   | 114                  | 43               | 66      |
|            | 9.   | Labour costs:   |                      |                  |         |
|            |      | a. wages and salaries   | 7,768                | 6,646            | 12,394  |
|            |      | b. social security contributions  | 2,609                | 2,217            | 4,089   |
|            |      | c. severance indemnities  | 611                  | 511              | 1,043   |
|            |      | e. other costs  | 1                    | 0                | 20      |
|            |      |   |                      |                  |         |
|            |      | Total 9.  | 10,989               | 9,374            | 17,546  |
|            | 10.  | Depreciation, amortisation and writedowns:  |                      |                  |         |
|            |      | a. amortisation of intangible fixed assets  | 1,136                | 361              | 739     |
|            |      | b. depreciation of tangible fixed assets  | 3,899                | 3,929            | 7,865   |
|            |      | d. writedown of doubtful accounts<br>included in current assets and of liquid funds               | 161                  | 278              | 593     |
|            |      | Total 10.   | 5,196                | 4,568            | 9,197   |
|            | 11.  | Changes in inventories of raw, ancillary and<br>consumable materials and goods                    | 137                  | 1,217            | 1,725   |
|            | 12.  | Provisions for contingencies and other charges  | 52                   | 37               | 83      |
|            | 14.  | Other operating expenses  | 431                  | 399              | 668     |
|            |      | AL PRODUCTION COSTS (B)   | 62,278               | 58,478           | 113,476 |
|            |      | RENCE BETWEEN PRODUCTION VALUE AND PRODUCTION COSTS (   | (1,661)              | 5,672            | 4,627   |
| C)         |      | NCIAL INCOME AND (CHARGES)  |                      |                  |         |
|            | 16.  | Other financial income:   |                      |                  |         |
|            |      | <li>c. income from securities held as current assets<br/>not representing equity investments</li> | 0                    | 0                | 31      |
|            |      | d. other than above:  |                      |                  |         |
|            |      | d. from third parties   | 173                  | 67               | 88      |
|            |      | Total 16.   | 173                  | 67               | 119     |
|            | 17.  | Interest and other financial charges:   |                      |                  |         |
|            |      | d. from third parties   | (1,408)              | (1,483)          | (2,903) |
|            | TOTA | AL FINANCIAL INCOME AND (CHARGES) (C)   | (1,235)              | (1,416)          | (2,784) |
| D)         |      | STMENTS TO THE VALUE OF FINANCIAL ASSETS:   |                      |                  |         |
| ,          | 19.  | Writedowns:   |                      |                  |         |
|            |      | c. of securities booked under current assets  |                      |                  |         |
|            |      | not held as equity investments  | (786)                | 0                | (2,233) |
|            |      |   | (142)                | 0                | (48)    |
|            |      | Total 19.   | (928)                | 0                | (2,281) |
|            | TOTA | L ADJUSTMENTS TO THE VALUE OF FINANCIAL ASSETS (D)  | (928)                | 0                | (2,281) |
| E)         |      | RECURRING INCOME AND CHARGES:   | (720)                | 0                | (2,201) |
|            | 20.  | Non-recurring income  |                      |                  |         |
|            |      | b. other non-recurring income   | 1                    | 1                | 2       |
|            |      | AL NON-RECURRING INCOME AND (CHARGES) (E)   | 1                    | 1                | 2       |
|            |      | TT BEFORE TAXES (A-B+/-C+/-D+/-E)   | (3,823)              | 4,257            | (436)   |
|            | 22.  | Income taxes for the year   | (*)                  | (*)              | (1,418) |
|            |      | 26. NET PROFIT FOR THE YEAR   | (3,823)              | 4,257            | (1,854) |

(\*) The figures at 30 June do not include income taxes. (#) Figures at 30 June 2003 include figures of Lepel S.r.l, absorbed in CSP with effect from 1st January 2003