



Joint-stock Company  
 Main Office: Via Serenissima, 9 – 25135 Brescia  
 VAT no: 00541390175  
 Share Capital: € 8.840.000 fully paid up  
 Registration no: 00541390175  
 tel.: +39 0303692.1 fax: +39 0303365766

## Press Release

### BOARD APPROVES THE 3<sup>rd</sup> QUARTER 2012 INTERIM REPORT

#### CEMBRE (A STAR LISTED COMPANY): IN THE 3<sup>rd</sup> QUARTER OF 2012 CONSOLIDATED TURNOVER IS UP 1.6%

AND THE NET FINANCIAL POSITION IMPROVES TO A SURPLUS OF €1.6 MILLION.

- Turnover for the first nine months of 2012 was stable (-0.3%)

(€'000)	First nine months 2012	Sales margin %	First nine months 2011	Sales margin %	% change	3 <sup>rd</sup> Qtr. 2012	Sales margin	3 <sup>rd</sup> Qtr. 2011	Sales margin	% change
<b>Sales</b>	77,406	100	77,650	100	-0.3%	24,185	100	23,815	100	1.6%
<b>Gross operating profit (Ebitda)</b>	14,987	19.4	16,426	21.2	-8.8%	4,692	19.4	4,925	20.7	-4.7%
<b>Operating profit (Ebit)</b>	12,274	15.9	14,278	18.4	-14.0%	3,765	15.6	4,170	17.5	-9.7%
<b>Profit before taxes</b>	12,270	15.9	14,400	18.5	-14.8%	3,690	15.3	4,320	18.1	-14.6%
<b>Net profit</b>	8,460	10.9	9,643	12.4	-12.3%	2,770	11.5	3,065	12.9	-9.6%
<b>Net financial position</b>	1,631		12,784							

*Brescia, November 14, 2012* - The Board of Directors of Cembre Spa – a company listed in the *STAR* segment of the Milan Stock Exchange and one of the largest European manufacturers of electrical connectors and tools for their installation – chaired by its Chairman and Managing Director Giovanni Rosani, approved at today's meeting the 3<sup>rd</sup> Quarter 2012 Interim Report.

Consolidated sales for the first nine months of 2012 were in line with the same period in 2011 (-0.3%), down slightly from €77.7 million to €77.4 million. In the 3<sup>rd</sup> Quarter of 2012, **consolidated revenues** grew instead by 1.6% on the 3<sup>rd</sup> Quarter of 2011 from €23.8 million to €24.2 million.

In the first nine months of 2012, 39.5% of Group sales were represented by Italy (as compared with 44.6% in the first nine months of 2011), 45.6% by the rest of Europe (42.6% in the first nine months of 2011), and the remaining 14.9% by the rest of the World (12.8% in the first nine months of 2011). In the same period, domestic sales declined by 11.7% and exports were up 6.7% on the corresponding period in 2011, while in the 3<sup>rd</sup> Quarter of the year, exports grew by 4% and domestic sales declined by 2% on the corresponding period in 2011.

**Consolidated gross operating profit** (Ebitda) for the first nine months of 2012 amounted to €15 million, corresponding to a 19.4% margin on sales, down 8.8% on €16.4 million reported in the first nine months of 2011 (21.2% of sales).

Gross operating profit for the 3<sup>rd</sup> Quarter of 2012 amounted to €4.7 million, corresponding to a 19.4% margin on sales, down 4.7% on €4.7 million reported in the 3<sup>rd</sup> Quarter of 2011 (20.7% of sales). The decline in the Ebitda margin registered in the 3<sup>rd</sup> Quarter is due mainly to the increase in the percentage weight of personnel costs on sales resulting from the increase in the number of employees from 584 at September 30, 2011 to 605 at September 30, 2012. In particular, the average number of employees of UK subsidiary Cembre Ltd. grew in the period from 73 to 93 due to the introduction of a second production shift to satisfy growing demand from the UK market.

**Consolidated operating profit** (Ebit) for the first nine months of 2012 amounted to €12.3 million (a 15.9% margin on sales), down 14% on €14.3 million in the first nine months of 2011 (when it represented an 18.4% margin on sales). Consolidated operating profit for the 3<sup>rd</sup> Quarter of 2012 amounted to €3.8 million, representing a 15.6% margin on sales, down 9.7% on €4.2 million in the 3<sup>rd</sup> Quarter of 2011, when it represented a 17.5% margin on sales.

**Consolidated profit before taxes** for the first nine months of 2012 amounts to €12.3 million, representing a 15.9% margin on sales, down 14.8% on the profit before taxes reported in the first nine months of 2011, amounting to €14.4 million and corresponding to an 18.5% margin on sales. Profit before taxes for the 3<sup>rd</sup> Quarter of 2012 amounts to €3.7 million, corresponding to a 15.3% margin on sales, down 14.6% on €4.3 in the 3<sup>rd</sup> Quarter of 2011, when it amounted to an 18.1% margin on sales.

**Net profit** for the first nine months of 2012 amounted to €8.5 million, representing a 10.9% margin on sales, down 12.3% on €9.6 million in the 3<sup>rd</sup> Quarter of 2011, when it represented a 12.4% margin on sales.

Net profit for the 3<sup>rd</sup> Quarter of 2012 amounted to €2.8 million, representing an 11.5% margin on sales, down 9.6% on €3.1 million in the 3<sup>rd</sup> Quarter of 2011, when it represented a 12.9% margin on sales.

**The consolidated net financial position** at September 30, 2012 amounted to a surplus of €16 million, improving on June 30, 2012, when it amounted to a deficit of €1.6 million. The consolidated net financial position at September 30, 2011 amounted to a surplus of €12.8 million. In the 4<sup>th</sup> Quarter of 2011, the parent company made capital investments amounting to €11.8 million consisting primarily in the acquisition of an industrial area adjacent to the Company's main complex and advances paid on the construction of a new automated warehouse.

*“Sales for the first nine months of the year were in line with the corresponding period in 2011, and in October turnover remained stable on October 2011. We expect sales for November and December to grow slightly on the respective months in 2011, and thus turnover for the whole year to remain unchanged or grow slightly on 2011 – commented the Chairman and Managing Director, Giovanni Rosani. “At the end of October, Cembre’s consolidated net financial position amounted to a surplus of €2.1 million, a level that confirms the financial solidity of the Group”, continued Giovanni Rosani.*

*Cembre designs, manufactures and distributes electrical connectors and cable accessories. It enjoys a leadership position in Italy and significant market shares in the rest of Europe. It is also the world's largest producer of connector installation tools (mechanical, pneumatic and hydraulic) and tools for cable shearing. The products it has developed for connection to the rail and for other railway applications are used by the main companies in this sector round the world. Cembre owes its success to an insistence on innovative, high-quality products, a broad and thorough collection, and an extensive distribution network both in Italy and abroad.*

*Founded in Brescia in 1969, the Cembre Group is now a full-fledged international force. Along with the parent company in Brescia it has seven subsidiaries: five trading companies (in Germany, France, Spain, the United States and Norway) and two manufacturing and trading subsidiaries (Cembre Ltd. in Birmingham, U.K. and General Marking S.r.l. in Bergamo), for a total workforce of 605 as of September 2012. Since 1990 its products have been certified by Lloyd's Register Quality Assurance for the design and production of accessories for cables, electrical connectors and tools for their installation.*

*Cembre has been listed on the Italian Stock Exchange since December 15, 1997, and on the STAR section since September 24, 2001.*

**Contacts: Peroni e Vitale Comunicazione**

*Ferruccio Peroni (Peroni e Vitale Comunicazione) Mob. +39 335 6974871 [f.peroni@peronievitale.it](mailto:f.peroni@peronievitale.it)*

*Claudio Bornati (Cembre S.p.A.) +39 030 36921 [BornatiC@cembre.com](mailto:BornatiC@cembre.com)*

For further information please visit the Investor Relation section in the [www.cembre.com](http://www.cembre.com) site.

**The manager responsible for preparing the Company's financial reports, Claudio Bornati, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.**

**Attachments: Financial Statements at September 30, 2012**

In the present press release use is made of certain alternative performance indicators that are not envisaged in IFRS-EU accounting principles, and whose significance and content are illustrated below, in line with the CESR/05-178b recommendation published on November 3, 2005:

Gross operating profit (EBITDA): defined as the difference between sales revenues and costs for materials, of services received, and the net balance of operating income and charges. It represents the profit before depreciation, amortization and write-downs, cash flow from financial activities and taxes.

Operating profit (EBIT): defined as the difference between Gross operating profit and the value of depreciation, amortization and write-downs. It represents the profit achieved before financial activities and taxes.

Net financial position: represents the algebraic sum of cash and cash equivalents, financial receivables and current and non-current financial debt.

The present Interim Report for the 3<sup>rd</sup> Quarter of 2012 has not been audited.

## Cembre S.p.A.

Registered Office: Via Serenissima 9, Brescia, Italy  
Share Capital: Euro 8,840,000 (fully paid-up)  
Registration no: FC 00541390175 (Commercial Register of Brescia)

### 3<sup>rd</sup> Quarter 2012 Interim Report

#### Consolidated Statement of Financial Position

	Sept. 30, 2012	Dec. 31, 2011
<i>(euro '000)</i>		
<b>ASSETS</b>		
<b>A) NON-CURRENT ASSETS</b>		
Tangible assets	56.024	50.012
Intangible assets	946	698
Financial assets available for sale	5	5
Other non-current assets	13	22
Deferred tax assets	2.003	1.872
<b>TOTAL NON-CURRENT ASSETS</b>	<b>58.991</b>	<b>52.609</b>
<b>B) CURRENT ASSETS</b>		
Inventories	37.245	37.022
Trade receivables	24.945	24.451
Tax receivables	160	494
Other receivables	1.709	812
Cash and cash equivalents	6.815	8.986
<b>TOTAL CURRENT ASSETS</b>	<b>70.874</b>	<b>71.765</b>
<b>C) NON-CURRENT ASSETS AVAILABLE FOR SALE</b>	<b>-</b>	<b>-</b>
<b>TOTAL ASSETS(A+B+C)</b>	<b>129.865</b>	<b>124.374</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
<b>A) SHAREHOLDERS' EQUITY</b>		
Capital stock	8.840	8.840
Reserves	81.968	72.889
Net profit	8.460	11.400
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>99.268</b>	<b>93.129</b>
<b>B) NON-CURRENT LIABILITIES</b>		
Non-current financial liabilities	-	-
Employee Severance Indemnity and other personnel benefits	2.499	2.609
Provisions for risks and charges	79	82
Deferred tax liabilities	2.686	2.672
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>5.264</b>	<b>5.363</b>
<b>C) CURRENT LIABILITIES</b>		
Current financial liabilities	5.184	6.664
Liabilities on derivative instruments	-	47
Trade payables	11.773	12.398
Tax payables	1.597	720
Other payables	6.779	6.053
<b>TOTAL CURRENT LIABILITIES</b>	<b>25.333</b>	<b>25.882</b>
<b>D) LIABILITIES ON ASSETS HELD FOR DISPOSAL</b>	<b>-</b>	<b>-</b>
<b>TOTAL LIABILITIES (B+C+D)</b>	<b>30.597</b>	<b>31.245</b>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY (A+B+C+D)</b>	<b>129.865</b>	<b>124.374</b>

## Cembre S.p.A.

Registered Office: Via Serenissima 9, Brescia, Italy  
Share Capital: Euro 8,840,000 (fully paid-up)  
Registration no: FC 00541390175 (Commercial Register of Brescia)

### 3<sup>rd</sup> Quarter 2012 Interim Report

#### Consolidated Statement of Comprehensive Income

	Nine months 2012	Nine months 2011
<i>(euro '000)</i>		
Revenues from sales and services provided	77.406	77.650
Other revenues	514	310
<b>TOTAL REVENUES</b>	<b>77.920</b>	<b>77.960</b>
Cost of goods and merchandise	(28.145)	(35.736)
Change in inventories	(12)	7.231
Cost of services received	(10.579)	(10.203)
Lease and rental costs	(1.021)	(989)
Personnel costs	(22.789)	(21.593)
Other operating costs	(646)	(535)
Increase in assets due to internal construction	405	418
Write-down of receivables	(139)	(96)
Accruals to provisions for risks and charges	(7)	(31)
<b>GROSS OPERATING PROFIT</b>	<b>14.987</b>	<b>16.426</b>
Tangible asset depreciation	(2.439)	(1.950)
Intangible asset amortization	(274)	(198)
<b>OPERATING PROFIT</b>	<b>12.274</b>	<b>14.278</b>
Financial income	22	103
Financial expenses	(81)	(28)
Foreign exchange gains (losses)	55	47
<b>PROFIT BEFORE TAXES</b>	<b>12.270</b>	<b>14.400</b>
Income taxes	(3.810)	(4.757)
<b>NET PROFIT FROM ORDINARY ACTIVITIES</b>	<b>8.460</b>	<b>9.643</b>
<b>NET PROFIT FROM ASSETS HELD FOR DISPOSAL</b>	<b>-</b>	<b>-</b>
<b>NET PROFIT</b>	<b>8.460</b>	<b>9.643</b>
Conversion differences included in equity	399	(48)
<b>COMPREHENSIVE INCOME</b>	<b>8.859</b>	<b>9.595</b>