

#### **NOTES**

# to Consolidated Financial Statements at December 31 2000

Centrale del Latte di Torino & C. S.p.A. Via Filadelfia 220 10137 Turin - Italy Tel. +39 011 3240200 - Fax +39 011 3240300 e-mail: posta @centralelatte.torino.it www.centralelatte.torino.it Paid-up share capital 20,600,000 euro Turin Chamber of Commerce no. 631/77 VAT no. IT 01934250018 Format and contents of the Financial Statements

The consolidated financial statements have been prepared in accordance with the provisions of the Civil Code and include the balance sheet (prepared in conformity with indications given in Articles 2424 and 2424bis of the Civil Code) and the income statement (prepared in conformity with indications given in Articles 2425 and 2425bis of the Civil Code), accompanied by the notes.

The purpose of these notes is to provide comments, analyses and, in certain cases, supplementary data to the financial statements and also information required by Article 2427 of the Civil Code, by other provisions of Law Decree 127/1991 or by prior laws. In addition, supplementary information is provided which is believed necessary in order to give a fair and correct representation of the Group's financial situation, even though such information is not required by any specific law.

In compliance with Consob notification no. 98083971 dated October 26 1998, the balance sheet and income statement are also given in euros, converted from lire using the fixed parity, in order to provide clearer and more complete information.

Area of consolidation

The consolidated financial statements at December 31 2000 include the financial statements at December 31 2000 of the Holding Company, Centrale del Latte di Torino & C. S.p.A., and its subsidiary company, Centro Latte Rapallo S.p.A.

Consolidation method adopted

The financial statements for the companies consolidated are essentially those prepared for each company's Board of Directors for presentation to the relevant shareholders' meeting. Where necessary they have been modified to harmonise them with accepted accounting principles and in order to conform to criteria for presentation established by the governing body of the Italian Institute of Chartered Accountants.

The consolidation has been prepared using the line-by-line method, given that the shareholding in the subsidiary company is 99.98% (details on page 32) and reflects the following adjustments and exceptions (details on page 32).

- 1) The book value of the Holding Company's shareholding has been offset against the shareholders' equity in the Holding Company itself, net of profit for the current year; the consolidation difference of 27,522,848,674 lire has been allocated as follows:
  - 24,810,000,000 lire representing the value of the Centro Latte Rapallo trademark, amortised over 20 years starting from the year ended December 31 1999;
  - 2,712,848,674 lire representing goodwill, amortised over 10 years starting from the year ended December 31 1999, inasmuch as it is directly related to the activities of the subsidiary company which are not subject to sudden changes in technology.
- 2) Consolidation adjustments have been made to reverse out provisions made solely for fiscal reasons:
  - reversal of accelerated amortisation and depreciation recorded by the Holding Company in the years 1997/1998/1999 and 2000 for a total of 1,470,360,536 lire;

- resumption of accelerated amortisation and depreciation up to December 31 2000 for fixed assets written off entirely during the year, for an amount totalling 322,000,000 lire.
- 3) Adjustments have been made to eliminate intra-group costs, revenues, payables and receivables (details on page 32). Profit on products sold to Centro Latte Rapallo S.p.A. and held by the latter in inventory have not been eliminated since the amount involved is insignificant.
- 4) Minority interests have not been mentioned given their insignificance in terms of value.

The evaluation criteria adopted for the consolidation do not differ from those used for the financial statements of the companies consolidated.

Given this, the consolidation criteria for the two companies consolidated are fully compatible and reflect the principle expressed in Article 2426 of the Civil Code.

In particular, accounts payable in foreign currency have been recorded using the exchange rate prevailing on the day they arose or the nearest day preceding this and did not require adjusting entries at year-end.

Accounts receivable are stated at their estimated realisable value.

Accounts payable are stated at their nominal value

Inventories of finished products are evaluated on the basis of their direct production cost plus the operations cost directly related to the products concerned. Inventories of products marketed, raw materials, supplementary materials and consumables have been evaluated at the average purchase cost prevailing during the year, in accordance with the provisions of Article 59, paragraph 3bis of the consolidated act.

Revenues and costs are reported in the financial statements on the basis of the period to which they pertain by means of relevant accruals, prepayments or deferrals.

It is confirmed that no financial charges have been made during the year to amounts reported as assets in the balance sheet

#### Furthermore:

- the memorandum accounts contain all commitments existing at the end of the year;
- the breakdown of revenues by geographical area is not significant inasmuch as it has been performed at regional level and in Liguria;
- there is no income other than dividends on the shareholdings, as prescribed by Article 2425 no. 15 of the Civil Code;
- no adjustments or accruals on the basis of regulations of a purely fiscal nature have been made;
- and, lastly, the Company has not issued any preference shares, bonds convertible into shares, securities or similar stocks.

#### Intangible fixed assets

Intangible fixed assets are recorded at purchase cost and amortised on a straight-line basis.

All such assets are amortised over five years with the exception of advertising costs, which are amortised over their useful life, estimated as being three years, and trademarks, which are amortised at an annual rate of 5%, and therefore over 20 years, bearing in mind their value to the Group.

Costs relating to the listing of the Holding Company, Centrale del Latte di Torino & C. S.p.A., on the Italian Stock Exchange have also been recorded as an asset. An annual amortisation rate of 20% has been applied and in the year reported the relevant amount has been calculated pro-rata on the basis of the months between the initial date of listing and the end of the financial year, namely, 2/12ths.

|                                | Analysis of intangible fixed assets at December 31 2000 |              |            |            |                   |           |            |  |  |
|--------------------------------|---|--------------|------------|------------|-------------------|-----------|------------|--|--|
| (in thousands of lire)         |   |              |            |            |                   |           |            |  |  |
|                                | Historical  | Reserve for  | Balance at | Acquisit.n | Disposals         | Amort.n   | Balance at |  |  |
|                                | Cost  | amortisation | 31/12/99   |            | and<br>write-offs |           | 31/12/00   |  |  |
| I - INTANGIBLE                 |   |              |            |            |                   |           |            |  |  |
| FIXED ASSETS                   |   |              |            |            |                   |           |            |  |  |
| 1) Share listing costs         | 0   | 0            | 0          | 2,999,456  |                   | 99,982    | 2,899,474  |  |  |
| 2) R & D and advertising costs | 7,131,018   | 6,872,172    | 258,846    | 84,302     |                   | 164,321   | 178,827    |  |  |
| 3) Industrial patents and      | 542,854   | 298,081      | 244,773    | 144,878    |                   | 117,083   | 272,568    |  |  |
| intellectual property rights   |   |              |            |            |                   |           |            |  |  |
| 4) Franchises, licenses,       | 26,310,538  | 1,315,789    | 24,994,749 | 5,715      |                   | 1,315,827 | 23,684,637 |  |  |
| trademarks and similar rights  |   |              |            |            |                   |           |            |  |  |
| 5) Goodwill                    | 8,748,757   | 5,078,622    | 3,670,135  | 0          |                   | 871,285   | 2,798,850  |  |  |
| 7) Other fixed assets          | 1,672,842   | 1,357,140    | 315,702    | 377,912    |                   | 240,618   | 452,996    |  |  |
| TOTAL                          | 44,406,009  | 14,921,804   | 29,484,205 | 3,612,263  |                   | 2,809,116 | 30,287,352 |  |  |

### Tangible fixed assets

Tangible fixed assets are recorded at purchase cost plus any directly related charges. The year-end balances are shown net of accumulated depreciation.

The value of these assets includes the revaluations indicated in the specific table below covering this aspect.

Depreciation charged to the income statement has been calculated in a systematic and consistent manner. It is based on rates believed to be representative of the estimated technical-financial useful life of the assets concerned and, furthermore, the annual charge is reduced by 50% for assets acquired during the year.

The rates applied are those allowed for fiscal purposes as stated in the Ministerial Decree dated December 31 1988 for assets acquired from financial year 1989

onwards, and in the Ministerial Decree dated October 29 1974 for assets acquired in prior years, as illustrated in the table below for homogeneous groups of assets.

The intangible fixed asset "work in progress and down payments" includes general plant and machinery for an overall amount of 3,030 million lire. This figure mainly concerns the new PET bottling line at the Turin plant which became operational in early 2001.

No amortisation was recorded for this asset, based on accounting principles and indications given in Article 67, paragraph 1 of the consolidated act.

Accelerated amortisation was calculated and charged by the subsidiary company but was reversed out in the consolidation.

The item "land and buildings" includes the original amount of 1,491,489,315 lire which is the result of the difference of the merger by incorporation of DEPLA S.r.l. in financial year 1999, allocated to the building located in Rapallo used as the new warehouse facility.

In accordance with Article 10 of Law 72 dated March 19 1983, it is confirmed that no monetary or financial revaluations have been made other than the mandatory ones established by Law 576 dated December 2 1975 and Law 72 dated March 19 1991 (see table below).

Ordinary maintenance and repair costs are charged to the income statement for the year in which they are sustained, whereas those of an extraordinary nature are capitalised.

The intangible fixed asset "work in progress" has been evaluated at cost plus directly associated expenses.

| (in thousands of line)                 | Analys             | sis of tangible          | fixed assets        | at Decemb    | per 31 2000              |                       |             |                     |
|--|--------------------|--------------------------|---------------------|--------------|--------------------------|-----------------------|-------------|---------------------|
| (in thousands of lire)                 | Historical<br>Cost | Reserve for depreciation | Balance at 31/12/99 | Acquisitions | Disposals and write-offs | Recovery accel. depr. | Depreciat.n | Balance at 31/12/00 |
| II - TANGIBLE<br>FIXED ASSETS          |                    |                          |                     |              |                          |                       |             |                     |
| 1) Land & buildings                    | 20,068,519         | 5,940,740                | 14,127,779          | 2,685,859    | 0                        | 0                     | 772,463     | 16,041,175          |
| 2) Plant & machinery                   | 31,042,241         | 20,167,202               | 10,875,039          | 3,602,862    | 5,162                    | 134,000               | 2,502,818   | 11,835,921          |
| 3) Ind., commercial & office equipment | 7,807,680          | 5,702,185                | 2,105,495           | 656,167      | 121,912                  | 100,000               | 637,527     | 1,902,223           |
| 4) Other fixed assets                  | 973,163            | 404,394                  | 568,769             | 214,891      | 0                        | 88,000                | 140,453     | 555,207             |
| 5) Work in progress & down payments    |                    |                          | 0                   | 3,030,964    |                          |                       |             | 3,030,964           |
| TOTAL                                  | 59,891,603         | 32,214,521               | 27,677,082          | 10,190,741   | 127,074                  | 322,000               | 4,053,261   | 33,365,490          |

### Revalued assets

The following table summarises assets subject to revaluation.

|  | Revalued assets at December 31 2000 |                                    |                                   |                                    |                                     |                                     |                    |                                |
|--|-------------------------------------|------------------------------------|-----------------------------------|------------------------------------|-------------------------------------|-------------------------------------|--------------------|--------------------------------|
| (in thousands of lire)                       |                                     |                                    |                                   |                                    |                                     |                                     |                    |                                |
|  | Original<br>historical<br>cost      | Revaluation<br>per<br>Law 576/1975 | Revaluation<br>per<br>Law 72/1983 | Revaluation<br>per<br>Law 413/1991 | Revaluation<br>merger<br>diff. 1990 | Revaluation<br>merger<br>diff. 1999 | Total revaluations | Revalued<br>historical<br>cost |
| B) FIXED ASSETS                              |                                     |                                    |                                   |                                    |                                     |                                     |                    |                                |
| II - Tangible fixed assets                   |                                     |                                    |                                   |                                    |                                     |                                     |                    |                                |
| 1) Land & buildings                          | 17,988,151                          | 63,148                             | 701,069                           | 1,730,698                          | 779,823                             | 1,491,489                           | 4,766,227          | 22,754,378                     |
| 2) Plant & machinery                         | 34,280,825                          | 0                                  | 225,116                           | 0                                  | 0                                   | 0                                   | 225,116            | 34,505,941                     |
| 3) Industrial, commercial & office equipment | 8,231,197                           | 3,000                              | 7,738                             | 0                                  | 0                                   | 0                                   | 10,738             | 8,241,935                      |
| 4) Other fixed assets                        | 1,100,054                           |                                    |                                   |                                    |                                     |                                     |                    | 1,100,054                      |
| 5) Work in progress & down payments          | 3,030,965                           |                                    |                                   |                                    |                                     |                                     | 0                  | 3,030,965                      |
| TOTAL  | 64,631,192                          | 66,148                             | 933,923                           | 1,730,698                          | 779,823                             | 1,491,489                           | 5,002,081          | 69,633,273                     |

The revaluations made by the two companies have been consolidated as the sum of the individual balance sheets included in the consolidation.

These were carried out in prior financial years on the basis of laws indicating certain mandatory revaluation, and as a result of voluntary operations of a financial nature.

Amounts indicated under "land and buildings" only refer to buildings, given that land has never been subject to revaluation.

Amounts are shown gross before depreciation.

No revaluations were made during the past financial year.

The amounts include changes during the financial year.

Change in Reserves for Amortisation Of intangible Fixed assets

The table below summarises changes in reserves for amortisation of intangible fixed assets during the year ended December 31 2000.

| Changes in reserves for amortisation of intangible fixed assets |                                       |                                |                                       |  |  |  |  |
|---|---------------------------------------|--------------------------------|---------------------------------------|--|--|--|--|
| (in thousands of lire)  | Reserves for amortisation at 31/12/99 | Amortisation in financial year | Reserves for amortisation at 31/12/00 |  |  |  |  |
| Share listing costs   | 0                                     | 99,982                         | 99,982                                |  |  |  |  |
| R & D and advertising costs                                     | 6,872,172                             | 143,167                        | 7,015,339                             |  |  |  |  |
| New product advertising costs                                   | 47,937                                | 178,576                        | 226,513                               |  |  |  |  |
| Set-up and extension costs                                      | 227,512                               |                                |                                       |  |  |  |  |
| Patents and intellectual property rights                        | 298,081                               | 117,082                        | 415,163                               |  |  |  |  |
| Franchises, licenses, trademarks, etc.                          | 1,315,789                             | 1,315,827                      | 2,631,616                             |  |  |  |  |
| Goodwill  | 5,078,622                             | 871,286                        | 5,949,908                             |  |  |  |  |
| Maintenance cost for third-party assets                         | 1,309,203                             | 83,196                         | 1,392,399                             |  |  |  |  |
| TOTAL RESERVES FOR<br>INTANGIBLE FIXED ASSETS                   | 15,149,316                            | 2,809,116                      | 17,730,920                            |  |  |  |  |

Changes in reserves for depreciation of tangible fixed assets

The table below summarises the changes in reserves for depreciation of tangible fixed assets during the year ended December 31 2000.

| Changes in reserves for depreciation of tangible fixed assets |                                       |                                |                                       |  |  |  |  |
|---|---------------------------------------|--------------------------------|---------------------------------------|--|--|--|--|
| (in thousands of lire)  |                                       |                                |                                       |  |  |  |  |
|   | Reserves for depreciation at 31/12/99 | Depreciation in financial year | Reserves for depreciation at 31/12/00 |  |  |  |  |
| Land & buildings  | 5,940,738                             | 772,463                        | 6,713,201                             |  |  |  |  |
| Machinery & equipment   | 20,167,202                            | 2,502,819                      | 22,670,021                            |  |  |  |  |
| Industrial, commercial and office equipment                   | 5,702,185                             | 637,526                        | 6,339,711                             |  |  |  |  |
| Other fixed assets  | 404,394                               | 140,452                        | 544,846                               |  |  |  |  |
| TOTAL RESERVES FOR<br>TANGIBLE FIXED ASSETS                   | 32,214,519                            | 4,053,260                      | 36,267,779                            |  |  |  |  |

List of nonconsolidated investments Investments held by the two companies have been consolidated as the sum of the individual balance sheets included in the consolidation.

During the year ended December 31 2000 the subsidiary company, Centro Latte Rapallo S.p.A., sold its investment of 240,000 shares in the Genoa-based company, B.P.C. S.p.A., for a gain of approximately 48 million lire.

| List of non-consolidated investments            |          |          |  |  |  |  |  |
|---|----------|----------|--|--|--|--|--|
| (in thousands of lire)                          | 31/12/00 | 31/12/99 |  |  |  |  |  |
| III - FINANCIAL FIXED ASSETS 1) Investments in: |          |          |  |  |  |  |  |
| d) other companies                              |          |          |  |  |  |  |  |
| Consorzio Mediofidi Liguria                     | 600      | 600      |  |  |  |  |  |
| Unionfidi Piemonte                              | 250      | 250      |  |  |  |  |  |
| Soc.Consortile arl CELPI                        | 10       | 0        |  |  |  |  |  |
| SOGEA S.c.p.A Genoa                             | 2,000    | 2,000    |  |  |  |  |  |
| B.P.C. S.p.A Genoa                              | 0        | 240,000  |  |  |  |  |  |
| Consorzio Cooperativo Vallestura a.r.l.         | 50,250   | 50,250   |  |  |  |  |  |
| TOTAL   | 53,110   | 293,100  |  |  |  |  |  |

Breakdown of accounts receivable on the basis of due date The item " trade receivables" includes receivables deriving from normal sales transactions that are shown net of the relevant provisions for writedowns, details of which are given later in a specific table.

Intra-group sales transactions have been eliminated.

| Bro                          | Breakdown of accounts receivable on the basis of due date |                             |                       |                                 |                   |  |  |  |
|------------------------------|---|-----------------------------|-----------------------|---------------------------------|-------------------|--|--|--|
| (in thousands of lire)       |   |                             |                       |                                 |                   |  |  |  |
|                              | Short-term receivables                                    | Beyond 1 and within 5 years | Long-term receivables | Total receivables beyond 1 year | Total receivables |  |  |  |
| C) CURRENT ASSETS            |   |                             |                       |                                 |                   |  |  |  |
| II - Accounts receivable     |   |                             |                       |                                 |                   |  |  |  |
| 1) trade receivables         | 20,608,873  |                             |                       |                                 | 20,608,873        |  |  |  |
| 2) from holding company      | 187,500   |                             |                       |                                 | 187,500           |  |  |  |
| 5) from others               | 13,597,419  |                             |                       |                                 | 13,597,419        |  |  |  |
| TOTAL ACCOUNTS<br>RECEIVABLE | 34,393,792  |                             |                       |                                 | 34,393,792        |  |  |  |

The breakdown of the item "other receivables" is as follows:

- amount due from the Tax Authorities for V.A.T. of 5,814,651,000 lire;
- IRPEG and ILOR tax for a total of 339,224,000 lire;
- for guarantees received as surety for payments of the supplementary funds prescribed by Law 468/92 relating to dairy product campaigns for 1995/96 1996/97 1997/98 1998/99 1999/00, amounting to 5,000,927,375 lire;
- advance payments for IRPEG and IRAP taxes of 1,249,559,000 lire;
- IRPEG and IRAP tax prepayments of 29,140,000 lire;
- withholding tax credits on employee severance indemnity of 318,748,740 lire;
- tax credits on dividends of 146,795,635 lire;
- withholding tax on interest received of 44,431,381 lire;
- sale or return distributor accounts for an amount of 175,692,529 lire;
- advance payments for INAIL contributions of 11,703,886 lire;
- loans to employees of 11,566,000 lire;
- various security deposits amounting to 57,519,043 lire;
- miscellaneous receivables amounting to 33,346,080 lire;
- loans to distributors of 364,114,149 lire

Utilisation of and allocations to provisions for writedowns of accounts receivable

Changes in the provision for writedowns of accounts receivable during the year, recorded in the balance sheet as a direct deduction from the nominal value of trade receivables, were in accordance with accepted accounting and fiscal principles.

In particular, provisions made for disputed accounts receivable and those covered by Article 25 of Presidential Decree 42/1988 have been totally and directly deducted from the relevant asset values and are therefore reported at zero value in the balance sheet.

| Utilisation of and allo   | cations to provisions f | or writedown of a | ccounts receivabl | e           |
|---|-------------------------|-------------------|-------------------|-------------|
| (in thousands of lire)  |                         |                   |                   |             |
|   | Balance                 | Increases         | Decreases         | Balance     |
|   | at 31/12/99             |                   |                   | at 31/12/00 |
| * Provision for writedown of taxed accounts receivable              | 167,902                 | 30,000            | 0                 | 197,902     |
| * Provision for writedowns of accounts receivable 0.5%              | 222,740                 | 152,934           | 4,933             | 370,741     |
| TOTAL PROVISION FOR   | 390,642                 | 182,934           | 4,933             | 568,643     |
| WRITEDOWNS  |                         |                   |                   |             |
| * Provision for writedown of disputed accounts receivable           | 131,480                 | 61                | 11,073            | 120,468     |
| * Provision for writedown of accounts receivable Art. 25 PD 42/988  | 46,022                  | 0                 | 0                 | 46,022      |
| TOTAL PROVISION FOR<br>WRITEDOWN OF DISPUTED<br>ACCOUNTS RECEIVABLE | 177,502                 | 61                | 11,073            | 166,490     |
| TOTAL   | 568,144                 | 182,995           | 16,006            | 735,133     |

# Changes in shareholders ' equity

The table below summarises the changes in shareholders' equity during the year ended December 31 2000 and were the result of the following actions.

- Resolution of the Ordinary Shareholders' Meeting of the Company held on May 9 2000 to allocate net profit for 1999 as follows: 10,724,734 lire to the legal reserve and 203,769,935 lire to the extraordinary reserve.
- Resolution of the Extraordinary Shareholders' Meeting of the Company held on July 18 2000 to convert the share capital from lire to euros, with conversion of the nominal share value from 4,000 lire rounded down to 2.06 euro that, as a consequence, reduced the share capital to 14,677,500 euro (28,420 million lire) and resulted in a credit of the excess to the legal reserve for an amount of 80 million lire, equal to 41,522 euro.
- On November 3 2000 and following the Italian Stock Exchange notification no. 1288 dated October 12 2000 and Consob notification no. 76766 dated October 17 2000, the Company's shares were listed on the Stock exchange. As a result of a global offering of 3,449,500 shares, of which 2,875,000 were newly issued at a price of 6.80 euro including a premium of 4.74 euro, the share capital of the Company increased from 14,677,500 euro to 20,600,000 euro.

|                                   | Changes in shareholders' equity |               |               |             |  |  |  |  |
|-----------------------------------|---------------------------------|---------------|---------------|-------------|--|--|--|--|
| (in thousands of lire)            | Balance                         | Increases and | Decreases and | Balance     |  |  |  |  |
|                                   | at 31/12/99                     | Allocations   | utilisation   | at 31/12/00 |  |  |  |  |
| A) SHAREHOLDERS' EQUITY           |                                 |               |               |             |  |  |  |  |
| I - Share capital                 | 28,500,000                      | 11,467,559    | 80,397        | 39,887,162  |  |  |  |  |
| II - Share premium reserve        | 1,900,000                       | 26,386,519    |               | 28,286,519  |  |  |  |  |
| III - Revaluation reserve         | 380,521                         |               |               | 380,521     |  |  |  |  |
| IV - Legal reserve                | 478,128                         | 91,122        |               | 569,250     |  |  |  |  |
| VII - Other reserves              | 1,123,967                       | 651,892       | 789,351       | 986,508     |  |  |  |  |
| VII - Net profit carried forward  | 475,875                         |               | 475,875       | 0           |  |  |  |  |
| IX - Profit (loss) for the period | (402,908)                       |               |               | (402,908)   |  |  |  |  |
| TOTAL SHAREHOLDERS' EQUITY        | 32,455,583                      | 38,597,092    | 1,345,623     | 69,707,052  |  |  |  |  |

Breakdown of share capital

| Num  | ber and nomin | al value of e | each category          | of shares              |                          |         |
|--|---------------|---------------|------------------------|------------------------|--------------------------|---------|
|  | SITUAT        | TION          | CHA                    | NGES                   | SITUATION<br>AT 31/12/00 |         |
|  | AT 31/1       | 2/99          | IN THE                 | E YEAR                 |                          |         |
|  | Number        | Nominal       | Number                 | Nominal                | Number                   | Nominal |
|  | of shares     | value         | of shares              | value                  | of shares                | value   |
|  |               | lire          |                        |                        |                          | euro    |
| * Ordinary shares  | 28,500,000    | 1,000         |                        |                        |                          |         |
| 1 for 4 consolidation And conversion of nominal value From lire to euro (Extraordinary shareholders' meeting 18/07/00) |               |               | 7,125,000<br>7,125,000 | lire 4000<br>euro 2.06 |                          |         |
| Public issue and listing on the Italian Telematic Stock Exchange November 3 2000 * Ordinary shares                     |               |               | 2,875,000              | euro 2.06              | 10,000,000               | 2.06    |

Utilisation of and allocations to provisions for risks and charges The following table summarises changes in provisions for risks and charges in the year ended December 31 2000.

| Utilisation of and allocations to provisions for risks and charges |                        |                           |                           |                        |  |  |  |
|--|------------------------|---------------------------|---------------------------|------------------------|--|--|--|
| (in thousands of lire)   |                        |                           |                           |                        |  |  |  |
|  | Balance<br>at 31/12/99 | Increases and Allocations | Decreases and utilisation | Balance<br>at 31/12/00 |  |  |  |
| B) PROVISIONS FOR RISKS AND<br>CHARGES                             |                        |                           |                           |                        |  |  |  |
| 2) For current year taxes  | 0                      | 0                         | 0                         | 0                      |  |  |  |
| 3) Other provisions  | 200,000                | 0                         | 200,000                   | 0                      |  |  |  |
| 4) Deferred taxes  | 464,570                | 141,954                   | 132,825                   | 473,699                |  |  |  |
| TOTAL PROVISIONS FOR<br>RISKS AND CHARGES                          | 664,570                | 141,954                   | 332,825                   | 473,699                |  |  |  |

Utilisation of and allocations to the provision for employee severance indemnity The table below summarises changes in the provision for employee severance indemnity during the financial year ended December 31 2000.

The column "increases" includes allocations made for personnel employed as at December 31 2000, in addition to the revaluation of the provision itself.

Advances against employee severance indemnity made during the course of 2000 are included in the column "decreases".

The changes indicated include allocations to and utilisation of the provision during the year and are therefore inclusive of employment terminated during the financial year itself.

The provision is in conformity with Article 2120 of the Civil Code and has been updated to reflect regulations applying to our sector as regards the position of individual employees in the workforce.

| Utilisation of and allocations to the provision for employee severance indemnity |                        |                              |                           |                        |  |  |  |
|--|------------------------|------------------------------|---------------------------|------------------------|--|--|--|
| (in thousands of lire)   | Balance<br>at 31/12/99 | Increases and<br>Allocations | Decreases and utilisation | Balance<br>at 31/12/00 |  |  |  |
| C) PROVISION FOR<br>EMPLOYEE SEVERANCE<br>INDEMNITY                              | 3,708,252              | 649,456                      | 425,243                   | 3,932,465              |  |  |  |

Breakdown of accounts payable on the basis of due date

Details of medium and long-term bank loans are as follows:

- Loan granted by San Paolo IMI on April 2 1998 of 600,000,000 lire. Debt outstanding at December 31 2000 amounts to 124,968,220 lire.
- Loan granted by Centrobanca on May 14 1998 of 5,000,000,000 lire.

  Debt outstanding at December 31 2000 amounts to 4,594,000,000 lire.

  The above last is accompanied by a prostance of the heidling last disc. Via E

The above loan is guaranteed by a mortgage on the building located in Via Filadelfia 200, Turin, in the amount of 11,000,000,000 lire.

- Loan granted by Banca di Roma on October 2 2000 of 3,000,000,000 lire. Debt outstanding at December 31 2000 amounts to 3,000,000,000 lire.
- Loan granted by Banca Commerciale Italiana on October 17 2000 of 4,000,000,000 lire.

Debt outstanding at December 31 2000 amounts to 4,000,000,000 lire.

- Mortgage granted by Mediocredito Ligure; debt outstanding at December 31 2000 amounts to 836,033,187 lire.
- Mortgage granted by Banca Commerciale Italiana; debt outstanding at December 31 2000 amounts to 686,942,115 lire.
- Mortgage granted by Credito Italiano; debt outstanding at December 31 2000 amounts to 261,978,409 lire.

The situation can therefore be summarised as follows:

|                        |      | within 12<br>months | between 1 and 5 years | beyond<br>5 years |
|------------------------|------|---------------------|-----------------------|-------------------|
| (in thousands of lire) |      |                     |                       |                   |
| San Paolo IMI          | lire | 124,968             |                       |                   |
| Centrobanca            | lire | 254,000             |                       |                   |
| Comit                  | lire | 709,000             |                       |                   |
| Mediocredito Ligure    | lire | 204,783             |                       |                   |
| Comit                  | lire | 253,849             |                       |                   |
| Credito Italiano       | lire | 127,768             |                       |                   |
| Centrobanca            | lire |                     | 1,548,000             |                   |
| Comit                  | lire |                     | 3,291,000             |                   |
| Banca di Roma          | lire |                     | 3,000,000             |                   |
| Mediocredito Ligure    | lire |                     | 631,250               |                   |
| Comit                  | lire |                     | 433,093               |                   |
| Credito Italiano       | lire |                     | 134,211               |                   |
| Centrobanca            | lire |                     |                       | 2,792,000         |
| Total                  | lire | 1,674,368           | 9,037,554             | 2,792,000         |

• The "payable to other financing sources" refers to a loan granted by Minindustria on July 17 1996 - Special Revolving Fund for Technological Innovation as per Law

46 dated February 17 1982 - for a duration of 15 years, with repayments due during the last 10 years of this period.

The outstanding debt at December 31 2000 amounts to 969,166,000 lire. Last instalment due on July 17 2012.

• The term "notes payable" refers to a leasing contract with right to purchase, in accordance with Law 1329 dated November 28 1965 (Sabatini Law), signed on June 15 1999 by the Company and Mariani S.a.s., which refers to the supply of a mechanisation system.

The residual debt at December 31 2000 amounts to 713,068,468 lire.

Repayment will be by means of 10 half-yearly notes.

Last payment due on May 30 2004.

• The item "tax liabilities" refers to the following entries in the accounts:

| liabilities for IRPEF tax withheld on employee compensation        | 312,038,544 lire     |
|--|----------------------|
| liability for withholding tax on Directors' emoluments             | 5,100,000 lire       |
| liability for withholding tax on professional fees                 | 23,302,780 lire      |
| liabilities for other taxes  | 305,948,560 lire     |
| liabilities for IRPEG and IRAP taxes for the current year          | 888,000,000 lire     |
| When compared with the financial year ended December 31            | 1999, the item "tax  |
| liabilities" no longer includes accrued liabilities for the supple | mentary amount due   |
| under EEC Law 468/92 (milk quota) concerning the dairy campa       | igns for a number of |

This liability has been reclassified to "other payables" as indicated in detail below.

- The accounts payable item "for social security contributions" includes contributions due on salaries and wages.
- The item "other payables" includes:

| payables for emoluments to Board Members                | 12,040,000 lire    |
|---|--------------------|
| payables for emoluments to Statutory Auditors           | 63,941,400 lire    |
| payables for salaries and wages                         | 265,717,881 lire   |
| payables for employee loan repayments to banks          | 3,430,460 lire     |
| payables for employee union dues                        | 3,022,562 lire     |
| milk producers' withholdings per Law 88/88 (milk quota) | 150,441,732 lire   |
| miscellaneous payables                                  | 44,668,610 lire    |
| EEC supplementary withholding                           |                    |
| 1995/96 dairy campaign                                  | 1,397,280,525 lire |
| EEC supplementary withholding                           |                    |
| 1996/97 dairy campaign                                  | 302,268,686 lire   |
| EEC supplementary withholding                           |                    |
| 1997/98 dairy campaign                                  | 1,149,662,512 lire |
| EEC supplementary withholding                           |                    |
| 1998/99 dairy campaign                                  | 1,846,628,420 lire |
| EEC supplementary withholding                           |                    |
| 1999/00 dairy campaign                                  | 787,656,953 lire   |
| EEC supplementary withholding                           |                    |
| 2000/01 dairy campaign                                  | 142,153,251 lire   |
|   |                    |

The accounts payable concerning the above supplementary withholdings are not tax liabilities for the Group inasmuch as they are due from individual producers. The Group has received guarantees covering these payables in the amount of 5,000,927,977 lire and has withheld 624,722,369 lire. It should be noted that as a result of new calculations prepared by the competent authorities, the total amount of fines has reduced considerably.

| Breakdown of accounts payable on the basis of due date |                     |                             |                    |                              |                |
|--|---------------------|-----------------------------|--------------------|------------------------------|----------------|
| (in thousands of lire)                                 |                     |                             |                    |                              |                |
|  | Short-term payables | Beyond 1 and within 5 years | Long-term payables | Total payables beyond 1 year | Total payables |
| D) ACCOUNTS PAYABLE                                    |                     |                             |                    |                              |                |
| 3) to banks  |                     |                             |                    |                              |                |
| for mortgages  | 1,674,368           | 9,037,554                   | 2,792,000          | 11,829,554                   | 13,503,922     |
| for overdrafts   | 4,076,414           |                             |                    | 0                            | 4,076,414      |
| 4) to other financing sources                          |                     |                             | 969,166            | 969,166                      | 969,166        |
| 5) advance payments made                               | 602,219             |                             |                    | 0                            | 602,219        |
| 6) trade payables                                      | 24,858,865          |                             |                    | 0                            | 24,858,865     |
| to suppliers of systems                                | 2,098,876           | 2,580,000                   |                    | 2,580,000                    | 4,678,876      |
| 7) notes payable                                       | 203,734             | 509,335                     |                    | 509,335                      | 713,069        |
| 11) tax liabilities                                    | 1,534,384           |                             |                    | 0                            | 1,534,384      |
| 12) social security contributions                      | 493,305             |                             |                    | 0                            | 493,305        |
| 13) other accounts payable                             | 6,168,913           |                             |                    | 0                            | 6,168,913      |
| TOTAL ACCOUNTS<br>PAYABLE                              | 41,711,078          | 12,126,889                  | 3,761,166          | 15,888,055                   | 57,599,133     |

Breakdown of accrued income and prepaid expenses Accruals and prepayments have been recorded in the balance sheet on the basis of accounting principles and the year to which they pertain.

| Breakdown of accrued income and prepaid expenses |                        |  |
|--|------------------------|--|
| (in thousands of lire)                           | Balance<br>at 31/12/00 |  |
| D) ACCRUED INCOME AND PREPAID EXPENSES           |                        |  |
| a) costs   |                        |  |
| Long-term financing costs                        |                        |  |
| * long-term costs for San Paolo IMI financing    | 4,821                  |  |
| * long-term costs for Centrobanca financing      | 71,094                 |  |
| * long-term costs Sabatini Law                   | 74,548                 |  |
| Total long-term financing costs                  | 150,463                |  |
| b) miscellaneous                                 |                        |  |
| Prepaid expenses                                 |                        |  |
| * VAT guarantee policies                         | 141,538                |  |
| * leasing of machinery                           | 1,667                  |  |
| * maintenance instalments                        | 3,273                  |  |
| * insurance                                      | 1,620                  |  |
| * leasing of software                            | 910                    |  |
| * rental costs                                   | 7,012                  |  |
| * commissions on financing                       | 21,245                 |  |
| * expenses for guarantees                        | 234,533                |  |
| * advertising expenses                           | 37,605                 |  |
| * prepayment to INAIL                            | 10,334                 |  |
| * other personnel costs                          | 6,084                  |  |
| * other prepaid expenses                         | 125                    |  |
| Total prepaid expenses                           | 465,946                |  |
| Accrued income                                   |                        |  |
| b) interest on securities                        | 128,705                |  |
| TOTAL ACCRUED INCOME<br>AND PREPAID EXPENSES     | 745,114                |  |

Breakdown of accrued expenses and deferred income

Accruals and deferrals have been recorded in the balance sheet on the basis of accounting principles and the year to which they pertain.

| Breakdown of accrued expenses and deferred income |             |  |
|---|-------------|--|
| (in thousands of lire)                            | Balance     |  |
| E) + GCDVIED EVIDENCEG AND DEFENDED DIGONE        | at 31/12/00 |  |
| E) ACCRUED EXPENSES AND DEFERRED INCOME           |             |  |
| b) miscellaneous                                  |             |  |
| Accrued expenses                                  |             |  |
| * accrued personnel expenses                      | 608,418     |  |
| * interest on bank financing                      | 75,050      |  |
| * tax on contest with prizes                      | 7,356       |  |
| * insurance premiums                              | 6,347       |  |
| * advertising and miscellaneous expenses          | 6,737       |  |
| Total accrued expenses                            | 703,908     |  |
| Deferred income                                   |             |  |
| * operating grants (FEOGA)                        | 107,774     |  |
| * grants from suppliers                           | 31,647      |  |
| Total deferred income                             | 139,421     |  |
| TOTAL ACCRUED EXPENSES                            | 843,329     |  |
| AND DEFERRED INCOME                               | ·           |  |

Breakdown On financial Income and expenses

| Financial income and interest         |         |        |  |
|---------------------------------------|---------|--------|--|
| (in thousands of lire)                | 2000    | 1999   |  |
| FINANCIAL INCOME                      |         |        |  |
| Income from shareholdings             |         |        |  |
| '* other income                       |         |        |  |
| dividends from shareholdings          | 0       | 350    |  |
| tax credits on dividends/other income | 146,796 | 0      |  |
| Total income from shareholdings       | 146,796 | 350    |  |
| Other financial income                |         |        |  |
| * miscellaneous income                |         |        |  |
| from others                           |         |        |  |
| bank interest                         | 162,363 | 14,845 |  |
| interest on securities                | 179,048 | 0      |  |
| interest on overdue trade receivables | 2,482   | 1,843  |  |
| interest on VAT reimbursement         | 8,076   | 4,450  |  |
| interest on employee loans            | 1,419   | 976    |  |
| other income                          | 9,044   | 8,402  |  |
| Total other financial income          | 362,432 | 30,516 |  |
| TOTAL FINANCIAL INCOME                | 509,228 | 30,866 |  |

Breakdown of financial charges and interest

| Financial charges and interest          |           |           |  |
|---|-----------|-----------|--|
| (in thousands of lire)                  | 2000      | 1999      |  |
|   |           |           |  |
| FINANCIAL CHARGES AND                   |           |           |  |
| INTEREST                                |           |           |  |
| Financial costs                         |           |           |  |
| from holding company                    |           |           |  |
| costs for guarantees                    | 0         | 56,975    |  |
| Total financial costs from holding      |           |           |  |
| company                                 | 0         | 56,975    |  |
| Other financial charges                 |           |           |  |
| from others                             |           |           |  |
| interest on mortgages and loans         | 892,082   | 685,809   |  |
| interest on overdrafts                  | 368,164   | 203,829   |  |
| interest to suppliers                   | 22,441    | 36,001    |  |
| dividend warrants                       | 86,645    | 0         |  |
| discounts on agrarian bills             | 0         | 163,196   |  |
| collection expenses                     | 34,834    | 27,943    |  |
| costs of guarantees                     | 95,299    | 31,830    |  |
| Total other financial charges           | 1,499,465 | 1,148,608 |  |
| TOTAL FINANCIAL CHARGES<br>AND INTEREST | 1,499,465 | 1,205,583 |  |

Breakdown of extraordinary income

| Extraordinary income                    |         |         |  |
|---|---------|---------|--|
| (in thousands of lire)                  | 2000    | 1999    |  |
| EXTRAORDINARY INCOME                    |         |         |  |
| gains on disposals                      |         |         |  |
| * plant and machinery                   | 218     | 7,425   |  |
| * equipment                             | 1,900   | 5       |  |
| * furniture and normal office equipment | 2       | 20      |  |
| * electronic equipment                  | 285     | 892     |  |
| * vehicles and internal transport       | 21,500  | 33,578  |  |
| * motor cars                            | 4,500   | 0       |  |
| * from sale of shareholding             |         |         |  |
| B.Pop.Lodi                              | 0       | 11,117  |  |
| Total gains on disposals                | 28,405  | 53,037  |  |
| b) miscellaneous                        |         |         |  |
| * extraordinary income from             |         |         |  |
| holding company                         | 187,500 |         |  |
| * contingent asset income               | 334,654 | 110,391 |  |
| TOTAL EXTRAORDINARY                     | 550,559 | 163,428 |  |
| INCOME                                  |         |         |  |

As regards the above income, it should be mentioned that it includes the amount of 251 million lire for the regional capital grant (FEOGA) within the framework of a complex investment plan introduced in the 1997-1998 period for the technological restructuring and updating of the Turin plant.

| Extraordinary expenses                  |         |         |  |  |
|---|---------|---------|--|--|
| (in thousands of lire)                  | 2000    | 1999    |  |  |
| EXTRAORDINARY EXPENSES                  |         |         |  |  |
| losses on disposals                     |         |         |  |  |
| * buildings                             | 0       | 3,840   |  |  |
| * plant and machinery                   | 0       | 60,301  |  |  |
| * furniture and normal office equipment | 0       | 898     |  |  |
| * electronic equipment                  | 1,614   | 4,015   |  |  |
| * losses on sale of securities          | 1,985   | 0       |  |  |
| Total losses on disposals               | 3,599   | 69,054  |  |  |
| prior year taxes                        |         |         |  |  |
| * taxes to be assessed miscellaneous    | 0       | 254,679 |  |  |
| * contingent liability expenses         | 29,371  | 111,080 |  |  |
| * extraordinary expenses                | 611,759 | 158,528 |  |  |
| Total miscellaneous                     | 641,130 | 524,287 |  |  |
| TOTAL EXTRAORDINARY EXPENSES            | 644,729 | 593,341 |  |  |

It should be noted that the item "extraordinary expenses" includes costs amounting to 226,875,000 lire for the preparation of studies, associated and other costs concerning participation in bids for privatisation of the companies Centrale del Latte di Milano, Centrale del Latte di Vicenza and Centrale del Latte di Salerno.

Breakdown of sundry production costs

| Sundry production costs                           |           |           |  |  |
|---|-----------|-----------|--|--|
| (in thousands of lire)                            |           |           |  |  |
|   | 2000      | 1999      |  |  |
| SUNDRY PRODUCTION COSTS                           |           |           |  |  |
| * Current year taxes                              | 371,307   | 416,986   |  |  |
| * Emoluments to directors and statutory auditors  | 383,541   | 401,999   |  |  |
| * Membership fees                                 | 109,919   | 83,895    |  |  |
| * Magazine subscriptions and books                | 10,999    | 14,075    |  |  |
| * Gifts   | 118,103   | 109,312   |  |  |
| * Business expenses                               | 48,400    | 19,188    |  |  |
| * Fines and penalties                             | 2,453     | 7,197     |  |  |
| * Losses on accounts receivable and exchange rate | 1,265     | 1,418     |  |  |
| * Grants to ONLUS                                 | 22,568    | 8,850     |  |  |
| * Miscellaneous                                   | 66,633    | 31,154    |  |  |
| * Advertising                                     | 0         | 850,955   |  |  |
| * Contest prizes                                  | 742,379   | 492,624   |  |  |
| * Market research                                 | 72,380    | 15,470    |  |  |
| * Legal and notarial expenses                     | 37,528    | 43,043    |  |  |
| * Leasing payments                                | 52,701    | 78,693    |  |  |
| * Training courses                                | 15,125    |           |  |  |
| TOTAL SUNDRY PRODUCTION COSTS                     | 2,055,301 | 2,574,859 |  |  |

Advertising expenses for the year 2000 have been included under "services".

Number of employees by category

| Number of employees by category |                          |                          |  |
|---------------------------------|--------------------------|--------------------------|--|
|                                 | workforce<br>at 31/12/00 | workforce<br>at 31/12/99 |  |
| Management                      | 9                        | 9                        |  |
| Supervisors                     | 5                        | 2                        |  |
| Clerical                        | 54                       | 47                       |  |
| Intermediate                    | 1                        | 2                        |  |
| Workers                         | 74                       | 83                       |  |
| TOTAL                           | 143                      | 143                      |  |

Emoluments
paid to
Directors
and
Statutory
Auditors
(in accordance
with Article 78
of Consob
resolution no.
11971 dated
May 14 1999)

Information concerning the emoluments and salaries paid to Board Members and Statutory Auditors is given by category as opposed to by individual, in accordance with Article 78 of Consob resolution no. 11971 dated May 14 1999.

The Board of Directors, comprising nine members and nominated by the shareholders' meeting held on May 9 1999, will remain effective up to the time of approval of financial statements for the year ending December 31 2001.

The Board of Statutory Auditors, comprising three effective and three supplementary members, will remain effective up to the time of approval of financial statements for the year ending December 31 2002.

|                           | <b>Emoluments from</b>   | Salaries from  | <b>Emoluments from</b>                            | Salaries from                                   |  |
|---------------------------|--|--|---|---|--|
| (in thousands of lire)    | Emoluments from<br>Centrale del Latte<br>di Torino & C. S.p.A. | Salaries from<br>Centrale del Latte<br>di Torino & C. S.p.A. | Emoluments from<br>Centro Latte<br>Rapallo S.p.A. | Salaries from<br>Centro Latte<br>Rapallo S.p.A. |  |
| Board of Directors        |  |  |   |   |  |
| * Chairman                |  |  |   |   |  |
| Luigi LUZZATI             | 48,000   | 0  | 0   | 146,667   |  |
| * Vice Chairman           |  |  |   |   |  |
| Antonio Felice FORCHINO   | 79,560   | 0  | 30,000  | 109,560   |  |
| * Executive Vice Chairman |  |  |   |   |  |
| Managing Director         |  |  |   |   |  |
| Riccardo POZZOLI          | 120,000  | 197,501  | 0   | 0   |  |
| * Managing Director       |  |  |   |   |  |
| Aroldo LUZZATI            | 60,000   | 0  | 50,000  | 162,445   |  |
| * Board Member            |  |  |   |   |  |
| Adele ARTOM               | 3,500  | 0  | 0   | 0   |  |
| * Board Member            |  |  |   |   |  |
| Germano TURINETTO         | 2,500  | 0  | 0   | 0   |  |
| * Board Member            |  |  |   |   |  |
| Pietro Angelo CERRI       | 2,040  | 0  | 0   | 0   |  |
| * Board Member            |  |  |   |   |  |
| Ermanno RESTANO           | 1,500  | 0  | 0   | 0   |  |
| * Board Member            |  |  |   |   |  |
| Alessandro MARINA         | 2,500  | 0  | 0   | 0   |  |
| TOTAL                     | 319,600  | 197,501  | 80,000  | 418,672   |  |

| (in thousands of lire | )                |                    | Emoluments from<br>Centrale del Latte<br>di Torino & C. S.p.A. |
|-----------------------|------------------|--------------------|--|
| Statutory Board of    | Auditors         |                    |  |
| * Chairman            |                  | Alessandro RAYNERI | 26,367   |
| * Board Member        |                  | Giovanni D'AMELIO  | 18,970   |
| * Board Member        | up to May 8 2000 | Gianfranco GURLINO | 5,956  |
| * Board Member        | from May 9 2000  | Vittoria ROSSOTTO  | 12,648   |
| TOTAL                 |                  |                    | 63,941   |

## Subsidiary companies

| Subsidiary companies   |               |                      |                             |            |  |
|--|---------------|----------------------|-----------------------------|------------|--|
| (in thousands of lire)   | Share capital | Shareholders' equity | Profit (loss)<br>for period | %<br>owned | value of shareholding in<br>holding company balance<br>sheet |
| Centro Latte Rapallo S.p.A. Via Nino Bixio 20/1 Chiavari - Italy Headquarters: Via S.Maria del campo 175 Rapallo (Genoa) - Italy | 5,000,000     | 6,492,113            | 275,831                     | 99.98      | 33,566,840   |
| TOTAL  | 5,000,000     | 6,492,113            | 275,831                     | 99.98      | 33,566,840   |

Reconciliation of statutory and consolidated financial statements

| Reconciliation of statutory and consolidated financial statements |            |            |               |               |                 |
|---|------------|------------|---------------|---------------|-----------------|
| (in thousands of lire)  |            |            |               |               |                 |
|   | Holding    | Holding    | Consolidation | Consolidation | Consolidated    |
|   | Company    | Company    | adjustments   | adjustments   | Fin. Statements |
| BALANCE SHEET   |            |            |               |               |                 |
| Intangible fixed assets   |            |            |               |               |                 |
| Trademark Centro Latte Rapallo                                    |            |            | 24,810,000    |               | 24,810,000      |
| Goodwill Centro Latte Rapallo                                     |            |            | 2,712,849     |               | 2,712,849       |
| Shareholding in subsidiary  | 33,566,840 |            |               | (33,566,840)  | 0               |
| Accounts receivable   |            |            |               |               |                 |
| from subsidiary   | 2,650,024  |            |               | (2,650,024)   | 0               |
| from holding company  |            | 32,352     |               | (32,352)      | 0               |
| Accounts payable  |            |            |               |               |                 |
| to subsidiary   | 22,960     |            | (22,960)      |               | 0               |
| to holding company  |            | 2,659,416  | (2,659,416)   |               | 0               |
| Shareholders' equity  |            |            |               |               |                 |
| Share capital   | 39,887,162 | 5,000,000  |               | (5,000,000)   | 39,887,162      |
| Legal reserve   | 569,250    | 492,113    |               | (492,113)     | 569,250         |
| Other reserves  | 29,994,777 | 1,000,000  | 448,120       | (1,789,350)   | 29,653,547      |
| Profit (loss) for period  | 880,819    | 275,831    | (8,222,589)   | 6,663,032     | (402,907)       |
| Shareholders' equity  | 71,332,008 | 6,767,944  | (7,774,469)   | (618,431)     | 69,707,052      |
| INCOME STATEMENT  |            |            |               |               |                 |
| Sales revenues  | 84,087,437 | 35,730,336 | (6,161,726)   | 122,964       | 113,779,011     |
| Other revenues  | 729,976    | 153,659    | (34,210)      |               | 849,425         |
| Purchases of raw and supp. materials                              | 53,238,419 | 21,602,623 | (122,964)     | 6,195,936     | 68,768,070      |
| Amortisation intangible fixed assets                              | 592,980    | 704,351    | (1,511,785)   |               | 2,809,116       |
| Depreciation tangible fixed assets                                | 3,302,531  | 1,094,860  |               | 344,131       | 4,053,260       |
| Income from shareholdings   |            |            |               |               |                 |
| in subsidiaries   | 249,950    | 0          | (249,950)     |               | 0               |
| Deferred taxes  | 0          | 0          | (141,954)     |               | (141,954)       |
| Total   |            |            | (8,222,589)   | 6,663,031     |                 |