



**Fior di Bio**



## **Consolidated quarterly report at September 30 2002**

Centrale del Latte di Torino & C. S.p.A. – CLT Group  
Via Filadelfia 220  
10137 Turin - Italy  
Tel. +39 011 3240200 - Fax +39 011 3240300  
e-mail: [posta@centralelatte.torino.it](mailto:posta@centralelatte.torino.it)  
[www.centralelatte.torino.it](http://www.centralelatte.torino.it)  
Paid-up share capital 20,600,000 euros  
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VAT no. IT 01934250018

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# 1. Financial Statements

## 1.1 Balance sheet

<i>(in euros)</i>	30-09-02		30-09-01		31-12-01	
<b>Fixed assets</b>						
Tangible fixed assets	28,759,773		18,294,506		18,000,679	
Intangible fixed assets	23,090,030		14,597,313		14,297,896	
Investments and securities	1,850,292		1,884,763		1,884,763	
<b>Total fixed assets</b>	<b>53,700,095</b>	<b>90.8%</b>	<b>34,776,582</b>	<b>94.2%</b>	<b>34,183,338</b>	<b>102.6%</b>
<b>Working capital</b>						
Trade receivables	17,848,928		10,567,954		11,592,593	
Inventories	2,641,897		1,436,671		1,745,632	
Other current assets	8,186,952		5,839,920		6,306,406	
Prepaid expenses and accrued income	520,120		656,878		312,081	
Trade payables	(16,839,322)		(10,853,051)		(14,997,378)	
Other payables	(5,502,214)		(3,817,073)		(4,421,747)	
Taxes payable	(170,090)		(1,388,644)		(318,595)	
Accrued expenses and deferred income	(1,223,777)		(285,890)		(1,073,480)	
<b>Net working capital</b>	<b>5,462,494</b>	<b>9.2%</b>	<b>2,156,765</b>	<b>5.8%</b>	<b>(854,487)</b>	<b>-2.6%</b>
<b>TOTAL CAPITAL EMPLOYED</b>	<b>59,162,589</b>	<b>100.0%</b>	<b>36,933,347</b>	<b>100.0%</b>	<b>33,328,851</b>	<b>100.0%</b>
<b>Reserves for long-term liabilities</b>						
Reserve for employee severance indemnity	3,593,386		2,116,093		2,155,293	
Other provisions	233,181		-		-	
Provision for deferred taxes	283,000		319,937		259,000	
<b>Total long-term liabilities and reserves</b>	<b>4,109,567</b>	<b>6.9%</b>	<b>2,436,030</b>	<b>6.6%</b>	<b>2,414,293</b>	<b>7.2%</b>
<b>Financial position</b>						
Cash, banks and securities	(2,571,695)		(13,015,874)		(16,163,013)	
Treasury stock	(382,905)		(446,190)		(382,995)	
Receivables from controlling companies	-		(96,836)		(96,836)	
Payables to banks	18,195,547		11,978,786		12,191,101	
Medium/long-term financing	456,773		500,532		500,532	
<b>Net financial position</b>	<b>15,697,721</b>	<b>26.5%</b>	<b>(1,079,581)</b>	<b>-2.9%</b>	<b>(3,951,210)</b>	<b>-11.9%</b>
<b>Shareholders' equity</b>						
Share capital	20,600,000		20,600,000		20,600,000	
Reserves	15,893,202		14,982,132		15,100,662	
Net income (loss)	(258,352)		(5,233)		(834,894)	
<b>Total shareholders' equity</b>	<b>36,234,850</b>	<b>61.2%</b>	<b>35,576,898</b>	<b>96.3%</b>	<b>34,865,768</b>	<b>104.6%</b>
Capital and reserves attributable to minority interests	3,120,451	5.3%	-	0.0%	-	
<b>TOTAL OWN AND MINORITIES CAPITAL EMPLOYED</b>	<b>59,162,589</b>	<b>100.0%</b>	<b>36,933,347</b>	<b>100.0%</b>	<b>33,328,851</b>	<b>100.0%</b>

## 1.2 Income statement

<i>(in euros)</i>	3rd Qtr 2002		3rd Qtr 2001		30-09-02		30-09-01		31-12-01	
<i>Value of production</i>										
Revenues from sales and services	20,870,048	100.4%	14,282,660	100.7%	67,704,709	100.0%	45,613,330	99.9%	62,711,250	99.2%
Change in inventories	(211,298)	-1.0%	(196,562)	-1.4%	(445,013)	-0.7%	(246,925)	-0.5%	86,797	0.1%
Other income and revenues	123,509	0.6%	92,742	0.7%	446,226	0.7%	291,342	0.6%	434,202	0.7%
<b>Value of production</b>	<b>20,782,259</b>	<b>100.0%</b>	<b>14,178,840</b>	<b>100.0%</b>	<b>67,705,922</b>	<b>100.0%</b>	<b>45,657,747</b>	<b>100.0%</b>	<b>63,232,248</b>	<b>100.0%</b>
<i>Costs of production</i>										
Services	(4,299,248)	-20.7%	(3,126,861)	-22.1%	(15,284,286)	-22.6%	(9,797,871)	-21.5%	(14,223,199)	-22.5%
Raw materials	(12,181,126)	-58.6%	(8,191,250)	-57.8%	(39,313,799)	-58.1%	(26,107,758)	-57.2%	(36,783,470)	-58.2%
Other operating costs	(728,438)	-3.5%	(305,589)	-2.2%	(1,084,131)	-1.6%	(877,224)	-1.9%	(769,638)	-1.2%
<b>Added value</b>	<b>3,573,446</b>	<b>17.2%</b>	<b>2,555,140</b>	<b>18.0%</b>	<b>12,023,705</b>	<b>17.8%</b>	<b>8,874,894</b>	<b>19.4%</b>	<b>11,455,940</b>	<b>18.1%</b>
Personnel costs	(2,257,066)	-10.9%	(1,462,433)	-10.3%	(6,961,549)	-10.3%	(4,753,466)	-10.4%	(6,384,557)	-10.1%
<b>Gross operating margin</b>	<b>1,316,380</b>	<b>6.3%</b>	<b>1,092,707</b>	<b>7.7%</b>	<b>5,062,156</b>	<b>7.5%</b>	<b>4,121,428</b>	<b>9.0%</b>	<b>5,071,384</b>	<b>8.0%</b>
Provision and reserve for doubtful accounts	(6,600)	0.0%	(187,172)	-1.3%	(118,075)	-0.2%	(242,957)	-0.5%	(86,376)	-0.1%
Depreciation and amortisation of fixed assets	(1,631,020)	-7.8%	(984,290)	-6.9%	(4,786,918)	-7.1%	(2,966,477)	-6.5%	(4,367,822)	-6.9%
Provisions for contingencies	(1,200)	0.0%	-	0.0%	(29,208)	0.0%	-	0.0%	-	0.0%
<b>Operating income</b>	<b>(322,441)</b>	<b>-1.6%</b>	<b>(78,755)</b>	<b>-0.6%</b>	<b>127,956</b>	<b>0.2%</b>	<b>911,994</b>	<b>2.0%</b>	<b>617,186</b>	<b>1.0%</b>
Writedown of treasury stock in portfolio	(47,185)	-0.2%	-	0.0%	(90)	0.0%	-	0.0%	(277,907)	-0.4%
Writedown of investments	-	0.0%	-	0.0%	(35,548)	-0.1%	-	0.0%	-	0.0%
Interest and financial income	72,364	0.3%	154,171	1.1%	395,289	0.6%	571,842	1.3%	730,304	1.2%
Financial charges	(291,874)	-1.4%	(207,467)	-1.5%	(723,416)	-1.1%	(545,420)	-1.2%	(715,625)	-1.1%
Extraordinary income	32,167	0.2%	13,135	0.1%	1,069,588	1.6%	21,324	0.0%	142,113	0.2%
Extraordinary expense	(183,941)	-0.9%	(55,708)	-0.4%	(1,294,320)	-1.9%	(198,132)	-0.4%	(688,327)	-1.1%
<b>Income (loss) before taxes</b>	<b>(740,911)</b>	<b>-3.6%</b>	<b>(174,624)</b>	<b>-1.2%</b>	<b>(460,541)</b>	<b>-0.7%</b>	<b>761,608</b>	<b>1.7%</b>	<b>(192,256)</b>	<b>-0.3%</b>
Income taxes for the period	-	0.0%	-	0.0%	-	0.0%	(671,939)	-1.5%	-	0.0%
Prepaid (deferred) taxes	(8,000)	0.0%	(28,800)	-0.2%	(24,000)	0.0%	(94,903)	-0.2%	(23,403)	0.0%
Accruals for tax regulations	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
<b>Net total income (loss)</b>	<b>(748,911)</b>	<b>-3.6%</b>	<b>(203,424)</b>	<b>-1.4%</b>	<b>(484,541)</b>	<b>-0.7%</b>	<b>(5,233)</b>	<b>0.0%</b>	<b>(215,659)</b>	<b>-0.3%</b>
Minority interest income (loss)	(77,243)	-0.4%	-	0.0%	(226,189)	-0.3%	-	0.0%	-	0.0%
<b>Net income (loss) for year</b>	<b>(671,668)</b>	<b>-3.2%</b>	<b>(203,424)</b>	<b>-1.4%</b>	<b>(258,352)</b>	<b>-0.4%</b>	<b>(5,233)</b>	<b>0.0%</b>	<b>(215,659)</b>	<b>-0.3%</b>

## 2. Notes to the financial statements

### 2.1 Introduction

This quarterly report has been prepared in accordance with Article 82 of Consob resolution no. 11971 dated May 14 1992, supplemented by resolution no. 12475 of April 6 2000.

The quarterly report for the period ended September 30 2002 covers the results for the quarter in question with comparisons relating to the same period in 2001 and the financial statements for the year ended December 31 2001.

### 2.2 Consolidation area and evaluation criteria

The **consolidation area** includes the situation at September 30 2002 as regards the Parent company, Centrale del Latte di Torino & C. S.p.A., and its subsidiary companies, Centro Latte Rapallo S.p.A. and consolidated results of CLAV Finanziaria S.p.A. (CLT Group). Following finalisation of the acquisition of the remaining 50% in CLAV Finanziaria S.p.A. held by Centrale del Latte di Brescia S.p.A. on September 13 2002, the financial statements prepared by CLAV Finanziaria S.p.A., which include the consolidated financial statements of CLAV Industria S.p.A. that in turn include those for Centrale Latte Vicenza S.p.A. (hereinafter called CLAV), have now been consolidated on a line-by-line basis.

As for the financial statements of CLAV Finanziaria S.p.A., CLAV Industria S.p.A. and CLAV, it proved impossible to draw up the period accounts for the previous operating year: the former two companies, in fact, did not exist at the time (having been established in January 2002), while in the case of CLAV drafting the period report *a posteriori* would not have ensured sufficient and fair information.

Accordingly, the results as at the end of the third quarter of the previous year relate solely to the consolidated financial statements of Centrale del Latte di Torino & C. S.p.A. and Centro Latte Rapallo S.p.A., which was the company's only subsidiary at the time.

The 40% holding in Frascheri S.p.A. has not been consolidated as it does not meet the criteria established by Italian regulations.

#### Evaluation criteria

The evaluation criteria and the accounting principles adopted in preparing the financial statements of Centrale del Latte di Torino & C. S.p.A., Centro Latte Rapallo S.p.A. and CLAV Finanziaria S.p.A. are the same as those used in previous years.

The difference on consolidation arising from the elimination of the interest in CLAV from the assets of CLAV Industria S.p.A. and the shareholders' equity of the former municipality-owned company, amounting to 14.645 million euros, has been allocated, for 7.370 million euros to a plot of land belonging to CLAV and, for 7.275 million euros to trademarks owned by the same company. These two new assets appearing in the

balance sheet are confirmed by expert reports attesting their value and, for the trademarks, their depreciation period of 20 years.

The consolidation operation between the holding company, CLAV Finanziaria S.p.A., and the consolidated financial statements of CLAV Industria S.p.A. generated a consolidation reserve of 1.689 million euros.

### ***2.3 Comments on the income statement***

**The income statement** for the Group at the end of the third quarter of 2002 was heavily impacted by the acquisition of the Vicenza-based company and therefore cannot be compared with the statement relating to the same period of the previous year.

With the inclusion of CLAV in the consolidation area the Group gross operating margin (EBITDA) amounts to 5.062 million euros against 4.121 million in the prior year, an increase of 22.83%. This corresponds to 7.5% of the value of production (9% in the prior year), whereas operating income (EBIT) is 128 thousand euros or 0.2% compared with 911 thousand euros in 2001 (2%). This latter figure was negatively affected by higher amortisation on the Parent company's new investment and amortisation due to allocation of the consolidation in the CLAV Industria S.p.A. consolidated financial statements as mentioned in the previous section.

The net result shows a loss of 460 thousand euros after considering extraordinary expenses arising from the reorganisation of balance sheet items relating to the 2001 financial statements of CLAV for a net amount of 502 thousand euros.

**Net revenues** for the Group rose to 67.705 million euros against 45.613 million in the previous year, which represents an increase of 48.4%. To provide a clearer picture of revenue trends in the course of the quarter in question, consolidated revenues for Centrale del Latte di Torino & C. S.p.A. and Centro Latte Rapallo S.p.A. only are shown below for purposes of comparison and indicate a growth of 6% without considering revenues for CLAV included in the total consolidation.

<i>(in euros)</i>	<b>3rd Qtr 2002</b>	<b>3rd Qtr 2001</b>	<b>Change over quarter</b>		<b>30-09-02</b>	<b>30-09-01</b>	<b>Change %</b>	<b>CLAV Values</b>	<b>Total consolidated 30-09-02</b>	<b>Change %</b>
Fresh milk	7,256,800	7,322,842	(66,042)	-0.9%	24,179,643	23,971,347	0.9%	5,268,112	29,447,755	22.8%
UHT milk	3,220,767	3,137,992	82,775	2.6%	10,244,184	9,786,342	4.7%	6,134,120	16,378,304	67.4%
Yoghurt	423,170	447,252	(24,082)	-5.4%	1,328,408	1,350,535	-1.6%	4,218,150	5,546,558	310.7%
Bulk milk and cream	500,599	412,133	88,466	21.5%	1,465,979	1,467,771	-0.1%	169,137	1,635,116	11.4%
Fior di Bio line	157,679	-	157,679	100.0%	581,777	-	100.0%	-	581,777	100.0%
Other packaged products	3,405,153	2,962,441	442,712	14.9%	10,551,570	9,037,336	16.8%	3,563,628	14,115,198	56.2%
<b>Total</b>	<b>14,964,168</b>	<b>14,282,660</b>	<b>681,508</b>	<b>4.8%</b>	<b>48,351,561</b>	<b>45,613,330</b>	<b>6.0%</b>	<b>19,353,147</b>	<b>67,704,708</b>	<b>48.4%</b>

### ***Geographical breakdown***

With the inclusion of the Vicenza-based company in the consolidation area the CLT Group now extends over a number of Italian regions in areas (Northwest and Northeast) marked by some of the highest per capita GDP rates in Europe and that show a growth rate for GDP above the national average in Italy.

<i>(in euros)</i>	<b>Piedmont</b>		<b>Liguria</b>		<b>Veneto</b>		<b>Other</b>	<b>Total</b>	
Fresh milk	15,365,638	49.4%	8,814,005	54.7%	5,268,112	27.2%	-	29,447,755	43.5%
UHT milk	9,279,974	29.8%	964,210	6.0%	6,134,120	31.7%	-	16,378,304	24.2%
Yoghurt	1,157,102	3.7%	171,306	1.1%	4,218,150	21.8%	-	5,546,558	8.2%
Bulk milk and cream	275,435	0.9%	57,548	0.4%	169,137	0.9%	1,132,996	1,635,116	2.4%
Fior di Bio line	309,836	1.0%	271,941	1.7%	-	0.0%	-	581,777	0.9%
Other packaged products	4,705,870	15.1%	5,845,700	36.3%	3,563,628	18.4%	-	14,115,198	20.8%
<b>Total</b>	<b>31,093,855</b>	<b>100.0%</b>	<b>16,124,710</b>	<b>100.0%</b>	<b>19,353,147</b>	<b>100.0%</b>	<b>1,132,996</b>	<b>67,704,708</b>	<b>100.0%</b>

**Fresh milk and UHT milk.** In terms of sales volume these product segments remained essentially stable.

**Yoghurt.** The yoghurt segment grew by 310% over the same period last year as a result of the excellent position in terms of turnover and market share of CLAV. The weight of this segment as a percentage of total consolidated turnover now stands at 8.2%.

**Fior di Bio.** In the third quarter of 2002 the new biological agriculture product line recorded a turnover of 157 thousand euros while the total for the nine-month period reached 581 thousand euros.

The widening of the product range and the support afforded by well thought-out advertising and marketing campaigns have resulted in encouraging signs of growth and have provided access to specialist stores, including a biological products supermarket, the biggest in Italy, recently opened in Turin.

The acquisition of CLAV will enable expansion of sales of the biological product range to Veneto using the existing distribution network which, in the meantime, will be reorganised and strengthened.

**Operating costs.** Notwithstanding the inclusion of CLAV the quarter covered by this report does not reveal any particularly critical situations in the operating area. The percentage incidence of operating costs on net turnover is essentially stable if only the two companies based in Piedmont and Liguria are considered for comparative purposes. This, despite increases in advertising and marketing activities to support the new biological agriculture product line and for the relaunch and support for CLAV trademarks and products that contributed to a rise in the incidence of services costs to 22.6% compared with 21.5% for the same period last year. Promotional support given to Large-scale Distribution also increased considerably.

A marked increase is observed instead in consolidated amortisation, on account both of higher investments made by the Parent company in the course of the previous year and of amortisation relating to part of the consolidation difference attributed to CLAV trademarks amounting to 182 thousand euros.

**Extraordinary income and expenses** recorded in the three-month period in question arises from the reorganisation of CLAV balance sheet items relating to prior operating years that amount to 502 thousand euros:

**Financial income.** Use of cash funds and the sale of portfolio securities to finalise the acquisition of CLAV led to a reduction in interest income that dropped from 572 thousand euros at September 30 2001 to 395 thousand at September 30 2002.

In addition to Centrale del Latte di Torino & C. S.p.A. and Centro Latte Rapallo S.p.A. interest charges, **financial expenses** include a share of interest payable, amounting to 130 thousand euros, on a loan granted to CLAV Industria S.p.A. for the acquisition of shares in CLAV.

#### **Adjustments to financial fixed assets**

During the quarter covered by this report the Parent company wrote down the value of treasury stock in portfolio, evaluated at the average price in the month of September equal to 2.54 euros. The total value recorded for treasury stock in portfolio amounts to 382.905 euros.

## **2.4 Financial position**

The net financial position of the Group at September 30 2002, as briefly described in the table below, shows a downturn compared to the same period of the previous year. This situation is mainly the result of including the debts of CLAV Industria S.p.A. in the consolidated financial statements. Among the liabilities concerned is the loan granted to the latter for the acquisition of 100% of the shares in Centrale Latte Vicenza S.p.A. for 5.2 million euros and utilisation of cash funds for a total of 6,750,000 euros to finalise the acquisition of the remaining 50% of CLAV Finanziaria S.p.A.

#### **Current consolidated financial position**

<i>(in euros)</i>	<b>30-09-02</b>	<b>30-09-01</b>	<b>31-12-01</b>
Liquid assets	2,571,695	6,293,896	9,315,413
Securities not included in financial fixed assets	-	6,721,978	6,847,599
Treasury stock	382,905	446,190	382,995
Receivables from controlling companies	-	96,836	96,836
	<b>2,954,600</b>	<b>13,558,900</b>	<b>16,642,843</b>
Payables to banks	(18,195,547)	(11,978,786)	(12,191,101)
Payables to other financing sources	(456,773)	(500,532)	(500,532)
	<b>(18,652,321)</b>	<b>(12,479,318)</b>	<b>(12,691,633)</b>
<b>Net financial position</b>	<b>(15,697,721)</b>	<b>1,079,582</b>	<b>3,951,210</b>

## **3. Comments on operations**

As mentioned above, the situation for the period ending 30.09.02 was characterised by the acquisition of CLAV and the relative consolidation and adjustment operations. To ensure a better understanding of the



situation of the Group and its member companies summary tables are given below illustrating the accounts of each individual operating company:

***Centrale del Latte di Torino & C. S.p.A.***

<i>(in euros)</i>	<b>30-09-02</b>		<b>30-09-01</b>		<b>31-12-01</b>	
Revenues (*)	37,357,591	99.7%	35,295,591	99.8%	48,722,945	99.0%
Change in inventories	(244,967)	-0.7%	(236,620)	-0.7%	47,001	0.1%
Other income and revenues	368,736	1.0%	297,399	0.8%	431,352	0.9%
<b>Value of production</b>	<b>37,481,361</b>	<b>100.0%</b>	<b>35,356,370</b>	<b>100.0%</b>	<b>49,201,298</b>	<b>100.0%</b>
<b>Gross operating margin</b>	<b>2,775,179</b>	<b>7.4%</b>	<b>2,747,577</b>	<b>7.8%</b>	<b>3,288,648</b>	<b>6.7%</b>
<b>Operating income</b>	<b>636,569</b>	<b>1.7%</b>	<b>717,519</b>	<b>2.0%</b>	<b>675,346</b>	<b>1.4%</b>
<b>Income (loss) before taxes</b>	<b>879,399</b>	<b>2.3%</b>	<b>807,534</b>	<b>2.3%</b>	<b>139,353</b>	<b>0.3%</b>

(\*) Sales revenues include inter-group sales

***Centro Latte Rapallo S.p.A.***

<i>(in euros)</i>	<b>30-09-02</b>		<b>30-09-01</b>		<b>31-12-01</b>	
Revenues (*)	16,188,110	99.5%	15,281,589	99.9%	20,806,589	99.0%
Change in inventories	(3,731)	-0.0%	(10,304)	-0.0%	39,796	0.1%
Other income and revenues	79,393	0.5%	23,604	0.1%	40,105	0.9%
<b>Value of production</b>	<b>16,263,772</b>	<b>100.0%</b>	<b>15,295,230</b>	<b>100.0%</b>	<b>20,886,490</b>	<b>100.0%</b>
<b>Gross operating margin</b>	<b>1,286,974</b>	<b>7.9%</b>	<b>1,373,853</b>	<b>8.9%</b>	<b>1,782,736</b>	<b>8.5%</b>
<b>Operating income</b>	<b>637,680</b>	<b>3.9%</b>	<b>613,911</b>	<b>4.0%</b>	<b>672,691</b>	<b>3.2%</b>
<b>Income (loss) before taxes</b>	<b>578,138</b>	<b>3.6%</b>	<b>502,597</b>	<b>3.3%</b>	<b>528,330</b>	<b>2.5%</b>

(\*) Sales revenues include inter-group sales

***CLAV Industria S.p.A. (consolidated)***

<i>(in euros)</i>	<b>30-09-02</b>	
Revenues (*)	19,353,147	100.9%
Change in inventories	(196,315)	-1.0%
Other income and revenues	26,410	0.1%
<b>Value of production</b>	<b>19,183,242</b>	<b>100.0%</b>
<b>Gross operating margin</b>	<b>1,000,004</b>	<b>5.2%</b>
<b>Operating income</b>	<b>(620,713)</b>	<b>-3.2%</b>
<b>Income (loss) before taxes</b>	<b>(1,262,525)</b>	<b>-6.6%</b>

(\*) Sales revenues do not include any inter-group operations

As regards the associated company, Frasccheri S.p.A., results at June 30 2002 show a net turnover of 3.731 million euros, which is essentially stable compared with the same period in the prior year. Gross operating margin (EBITDA) rose from 40 thousand euros (1.1% of value of production) in the previous year to 150 thousand euros, or 4% .

#### **4. Future trends**

The forecast for the last quarter of the year, and consequently for 2002 as a whole, will be in line with results reported to date. Internal growth will continue, as will the reorganisation, relaunch of business and marketing activities and progressive broadening of the product portfolio of the new Centrale del Latte di Vicenza S.p.A. subsidiary, to harmonise it with other Group companies. The aim of these actions is to improve the operating results of the Vicenza-based company and bring them into line with results traditionally achieved by the Group.

## 5. Parent company financial statements

### 5.1 Balance sheet

<i>(in euros)</i>	<b>30-09-02</b>		<b>30-09-01</b>		<b>31-12-01</b>	
<b>Fixed assets</b>						
Tangible fixed assets	12,021,719		13,288,675		13,006,223	
Intangible fixed assets	2,054,104		2,317,624		2,273,546	
Investments	32,667,156		19,193,294		19,193,294	
<b>Total fixed assets</b>	<b>46,742,979</b>	<b>95.3%</b>	<b>34,799,593</b>	<b>95.3%</b>	<b>34,473,062</b>	<b>103.0%</b>
<b>Working capital</b>						
Trade receivables	9,208,091		8,915,698		10,273,754	
Inventories	1,147,217		1,092,702		1,358,518	
Other current assets	5,179,128		5,068,070		5,364,177	
Prepaid expenses and accrued income	252,742		562,250		292,731	
Trade payables	(8,637,470)		(9,267,068)		(13,205,146)	
Other payables	(3,776,120)		(3,259,921)		(3,936,942)	
Taxes payable	(94,800)		(120,139)		(139,108)	
Accrued expenses and deferred income	(973,116)		(1,284,124)		(1,017,115)	
<b>Net working capital</b>	<b>2,305,672</b>	<b>4.7%</b>	<b>1,707,468</b>	<b>4.7%</b>	<b>(1,009,131)</b>	<b>-3.0%</b>
<b>TOTAL CAPITAL EMPLOYED</b>	<b>49,048,651</b>	<b>100.0%</b>	<b>36,507,061</b>	<b>100.0%</b>	<b>33,463,932</b>	<b>100.0%</b>
<b>Reserves for long-term liabilities</b>						
Reserve for employee severance indemnity	1,624,671		1,542,532		1,558,611	
<b>Total long-term liabilities and reserves</b>	<b>1,624,671</b>	<b>3.3%</b>	<b>1,542,532</b>	<b>4.2%</b>	<b>1,558,611</b>	<b>4.7%</b>
<b>Financial position</b>						
Cash, banks and securities	(1,046,020)		(12,764,231)		(15,812,150)	
Treasury stock	(382,905)		(446,190)		(382,995)	
Receivables from controlling companies	-		(96,836)		(96,836)	
Payables to banks	11,102,254		10,830,808		11,282,292	
Medium/long-term financing	456,773		500,532		500,532	
<b>Net financial position</b>	<b>10,130,103</b>	<b>20.7%</b>	<b>(1,975,916)</b>	<b>-5.4%</b>	<b>(4,509,157)</b>	<b>-13.5%</b>
<b>Shareholders' equity</b>						
Share capital	20,600,000		20,600,000		20,600,000	
Reserves	15,814,478		15,939,908		15,939,908	
Net income (loss)	879,399		400,537		(125,430)	
<b>Total shareholders' equity</b>	<b>37,293,877</b>	<b>76.0%</b>	<b>36,940,445</b>	<b>101.2%</b>	<b>36,414,478</b>	<b>108.8%</b>
<b>TOTAL OWN AND MINORITIES CAPITAL EMPLOYED</b>	<b>49,048,651</b>	<b>100.0%</b>	<b>36,507,061</b>	<b>100.0%</b>	<b>33,463,932</b>	<b>100.0%</b>

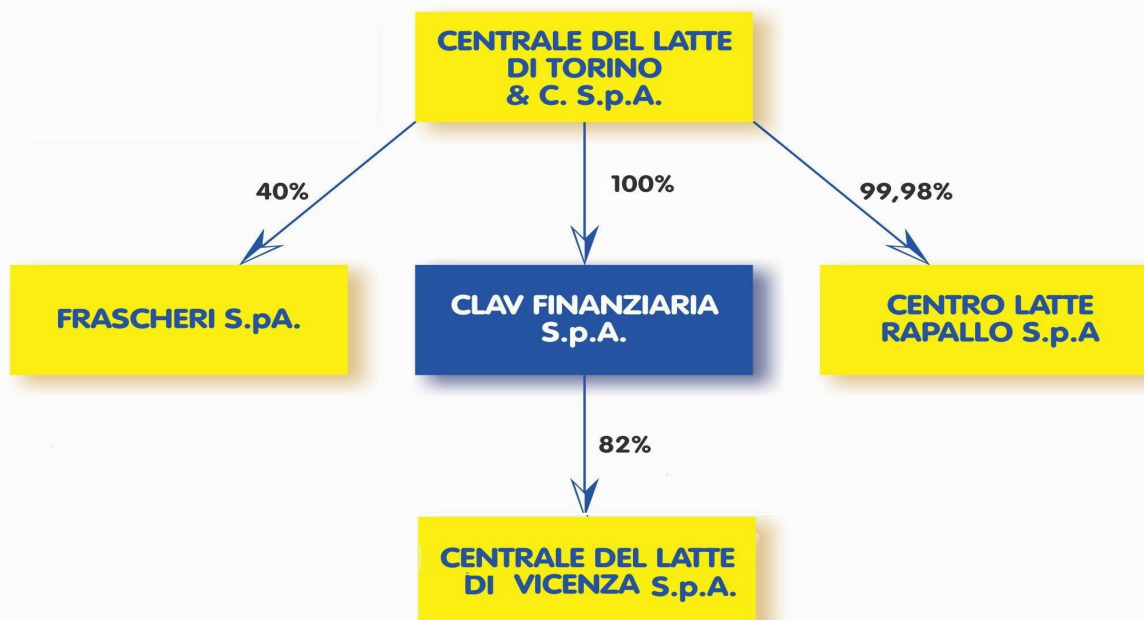
## 5.2 Income statement

<i>(in euros)</i>	3rd Qtr 2002		3rd Qtr 2001		30-09-02		30-09-01		31-12-01	
<i>Value of production</i>										
Revenues from sales and services	11,336,255	100.7%	10,778,631	100.8%	37,357,591	99.7%	35,295,591	99.8%	48,722,945	99.0%
Change in inventories	(160,426)	-1.4%	(177,279)	-1.7%	(244,967)	-0.7%	(236,620)	-0.7%	47,001	0.1%
Other income and revenues	82,709	0.7%	94,576	0.9%	368,736	1.0%	297,399	0.8%	431,352	0.9%
<b>Value of production</b>	<b>11,258,538</b>	<b>100.0%</b>	<b>10,695,928</b>	<b>100.0%</b>	<b>37,481,361</b>	<b>100.0%</b>	<b>35,356,370</b>	<b>100.0%</b>	<b>49,201,298</b>	<b>100.0%</b>
<i>Costs of production</i>										
Services	(2,473,772)	-22.0%	(2,101,870)	-19.7%	(7,790,873)	-20.8%	(6,900,250)	-19.5%	(9,884,854)	-20.1%
Raw materials	(6,976,777)	-62.0%	(6,795,615)	-63.5%	(22,861,415)	-61.0%	(21,904,543)	-62.0%	(30,900,954)	-62.8%
Other operating costs	(143,619)	-1.3%	(159,489)	-1.5%	(423,203)	-1.1%	(412,228)	-1.2%	(568,184)	-1.2%
<b>Added value</b>	<b>1,664,370</b>	<b>14.8%</b>	<b>1,638,953</b>	<b>15.3%</b>	<b>6,405,870</b>	<b>17.1%</b>	<b>6,139,349</b>	<b>17.4%</b>	<b>7,847,305</b>	<b>15.9%</b>
Personnel costs	(1,157,267)	-10.3%	(1,020,498)	-9.5%	(3,630,690)	-9.7%	(3,391,772)	-9.6%	(4,558,658)	-9.3%
<b>Gross operating margin</b>	<b>507,104</b>	<b>4.5%</b>	<b>618,455</b>	<b>5.8%</b>	<b>2,775,179</b>	<b>7.4%</b>	<b>2,747,577</b>	<b>7.8%</b>	<b>3,288,648</b>	<b>6.7%</b>
Provision and reserve for doubtful accounts	2,203	0.0%	(185,496)	-1.7%	(45,000)	-0.1%	(225,271)	-0.6%	(44,549)	-0.1%
Depreciation and amortisation of fixed assets	(704,145)	-6.3%	(608,985)	-5.7%	(2,093,611)	-5.6%	(1,804,787)	-5.1%	(2,568,753)	-5.2%
<b>Operating income</b>	<b>(194,838)</b>	<b>-1.7%</b>	<b>(176,026)</b>	<b>-1.6%</b>	<b>636,569</b>	<b>1.7%</b>	<b>717,519</b>	<b>2.0%</b>	<b>675,346</b>	<b>1.4%</b>
Writedown of treasury stock in portfolio	(47,185)	-0.4%	-	0.0%	(90)	0.0%	-	0.0%	(277,907)	0.0%
Writedown of investments	-	0.0%	-	0.0%	(35,548)	-0.1%	-	0.0%	-	0.0%
Interest and financial income	53,804	0.5%	152,078	1.4%	446,392	1.2%	690,753	2.0%	846,978	1.7%
Financial charges	(169,992)	-1.5%	(182,319)	-1.7%	(458,403)	-1.2%	(462,534)	-1.3%	(610,323)	-1.8%
Extraordinary income	43,214	0.4%	13,135	0.1%	932,402	2.5%	21,324	0.1%	142,113	0.3%
Extraordinary expense	(33,471)	-0.3%	(42,839)	-0.4%	(641,922)	-1.7%	(159,528)	-0.5%	(636,854)	-1.3%
<b>Income (loss) before taxes</b>	<b>(348,468)</b>	<b>-3.1%</b>	<b>(235,971)</b>	<b>-2.2%</b>	<b>879,399</b>	<b>2.3%</b>	<b>807,534</b>	<b>2.3%</b>	<b>139,353</b>	<b>0.3%</b>

## 6. SIGNIFICANT EVENTS AFTER THE CLOSE OF THE QUARTER

On October 24 2002 the merger was signed between CLAV Industria S.p.A. and Centrale Latte Vicenza S.p.A. and the new company will now be known as **Centrale del Latte di Vicenza S.p.A.** The effects of this operation will commence from November 1 2002.

After the close of the quarter the average market value of the Parent company's shares over the past 30 days dropped to 2.231 euros per share, which is below the average value seen for September.



Turin, November 12 2002

Chairman of the Board of Directors  
Luigi LUZZATI