



# C e m b r e

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## Press release

### BOARD APPROVES RESULTS FOR THE 1<sup>ST</sup> QUARTER OF 2008

#### CEMBRE (a STAR listed company): SALES GROW IN THE 1<sup>ST</sup> QUARTER OF 2008

- Domestic sales and exports grew respectively by 3.4% and 9%
- Profit margins were negatively affected by the revision of the amortization period of finished and semi-finished goods inventories

Consolidated figures (€'000)	1 <sup>st</sup> Qtr. 2008	Sales margin %	1 <sup>st</sup> Qtr. 2007	Sales margin %	Change
<b>Sales</b>	25,609	100	24,022	100	6.6%
<b>Gross operating profit</b>	5,488	21.4	5,692	23.7	-3.6%
<b>Operating profit</b>	4,785	18.7	4,935	20.5	-3.0%
<b>Pre-tax profit</b>	4,407	17.2	4,870	20.3	-9.5%

Brescia, May 15, 2008 – The Board of Directors of Cembre Spa, chaired by the Managing Director Giovanni Rosani, approved at today's meeting the Consolidated Financial Statements **at March 31, 2008**.

In the 1<sup>st</sup> Quarter of 2008, **consolidated revenues** grew by 6.6% on the same period in 2007, from €24 million to €25.6 million.

Domestic sales for the 1<sup>st</sup> Quarter of 2008 amounted to €10.8 million, up 3.4%, while sales abroad were equal to €14.8 million, up 9% on the 1<sup>st</sup> Quarter of 2007.

In the 1<sup>st</sup> Quarter of 2008, a total of 42% of sales were represented by Italy, 45.2% by the rest of Europe and 12.8% by the rest of the world.

As a result of a survey carried out on the usage of plant and equipment, Cembre decided to revise the amortization period of the same to bring it into line with the expected useful life of the assets. The adjustment resulted in a €112 thousand reduction in the amortization expense for the quarter as compared with the amortization expense resulting from the application of depreciation schedules formerly in use. The longer useful life of plant and equipment resulting from the revision of estimates, generated a reduction in the hourly cost of the same used in the valuation of finished and semi-finished goods inventories and in the consequent reduction in the value of inventories of €734 thousand with respect to that assessed using former parameters. Profit margins were consequently negatively affected by the revision of amortization schedules.

**Consolidated gross operating profit** declined by 3.6% from €5.7 million in the 1<sup>st</sup> Quarter of 2007 (representing a 23.7% margin on sales), to €5.5 million (a 21.4% margin on sales) in the 1<sup>st</sup> Quarter of 2008. Gross operating profit was affected by the increase in the cost of raw materials and that of

personnel, as the number of employees grew from 525 to 539 and the labor contract for the metal and mechanical sector was renewed, granting a number of wage increases.

**Consolidated operating profit** for the 1<sup>st</sup> Quarter of 2008 amounted to €4.8 million, representing an 18.7% margin on sales, down 3% on €4.9 million in the 1<sup>st</sup> Quarter of 2007 (when it represented a 20.5% margin on sales).

**Consolidated pre-tax profit** for the first three months of 2008 amounted to €44 million, representing a 17.2% margin on sales, down 9.5% on €4.9 million in the 1<sup>st</sup> Quarter of 2007 (a 20.3% margin on sales). The decline is partly due to the negative foreign-exchange performance which determined losses amounting to €313 thousand.

The **consolidated net financial position** of the Group declined from positive €1.3 million at March 31, 2007, to an indebtedness of €0.3 million at March 31, 2008, due primarily to the strong capital expenditure made in the second half of 2007. With respect to December 31, 2007, the consolidated net financial position improved by €1.4 million.

*“In the 1<sup>st</sup> Quarter sales grew by 6.6% on the same period in 2007. Profit margins were negatively affected by the revision of depreciation schedules, in view of longer estimated useful lives of plant and equipment, that influenced the evaluation of finished and semi-finished goods inventories; these adjustments resulted in a reduction in hourly costs employed in the assessment of the value of inventories.”* – declared Cembre’s Managing Director, Giovanni Rosani – *“Net of the effect of the revision of useful lives, profit margins were in line with the 1<sup>st</sup> Quarter of 2007”* concluded Rosani.

#### **Information on the authorization to acquire own shares granted by the Shareholders’ Meeting of May 14, 2007**

Pursuant to article 144-bis, comma 4 of Issuers Regulations, it is acknowledged that no own shares were purchased by Cembre SpA pursuant to the authorization granted to the Board at the Shareholders’ Meeting held on May 14, 2007.

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*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 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 539 as of March 2008. Since 1992 its products have been certified by Lloyd's Register Quality Assurance for the design and production of accessories for cables, electrical connectors and their installation tools.*

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

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For further information please visit the Investor Relations section at [www.cembre.com](http://www.cembre.com)

**Attachments: Financial Statements at March 31, 2008**

The Quarterly Report at March 31, 2008 has not been audited.

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.

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.

# Cembre SpA

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

## Report on the Operations on the First Quarter 2007

### Consolidated Financial Statements

#### Consolidated Income Statement

(€'000)	1 <sup>st</sup> Quarter 2008	1 <sup>st</sup> Quarter 2007	Full Year 2007
Revenues from sales and services provided	25.609	24.022	93.417
Other revenues	107	90	821
<b>TOTAL REVENUES</b>	<b>25.716</b>	<b>24.112</b>	<b>94.238</b>
Cost of goods and merchandise	(8.996)	(10.749)	(39.955)
Cost of services received	(3.521)	(3.646)	(13.645)
Lease and rental costs	(248)	(266)	(1.084)
Personnel costs	(6.617)	(6.140)	(24.975)
Personnel costs from non recurring operations	-	-	1.026
Other operating costs	(162)	(108)	(471)
Change in inventories	(805)	2.376	6.176
Increase in assets due to internal construction	184	148	555
Write-down of receivables	(60)	(32)	(145)
Accruals to provisions for risks and charges	(3)	(3)	(10)
<b>GROSS OPERATING PROFIT</b>	<b>5.488</b>	<b>5.692</b>	<b>21.710</b>
Property, plant and equipment depreciation	(662)	(737)	(3.113)
Intangible asset amortization	(41)	(20)	(177)
<b>OPERATING PROFIT</b>	<b>4.785</b>	<b>4.935</b>	<b>18.420</b>
Financial income (expense)	(65)	(19)	(101)
Foreign exchange gains (losses)	(313)	(46)	(201)
<b>PROFIT BEFORE TAXES</b>	<b>4.407</b>	<b>4.870</b>	<b>18.118</b>

#### Consolidated Net Financial Position at March 31, 2007

(€'000)	March 31, 2008	March 31, 2007	Dec. 31, 2007
Cash and cash equivalents	5.836	4.560	4.549
Non-current financial liabilities	(73)	(57)	(86)
Current financial liabilities	(6.046)	(3.163)	(6.183)
<b>CONSOLIDATED NET FINANCIAL POSITION</b>	<b>(283)</b>	<b>1.340</b>	<b>(1.720)</b>