



C e m b r e

Joint-stock Company
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Press Release

BOARD APPROVES THE REPORT FOR THE 3rd QUARTER OF 2011

CEMBRE (A STAR LISTED COMPANY): IN THE FIRST NINE MONTHS OF 2011 CONSOLIDATED TURNOVER IS UP 15.1% AND PRE-TAX PROFIT GROWS 16%

- The consolidated net financial position improves further to a surplus of €12.8 million
- Consolidated sales for the 3rd Quarter decline slightly (down 0.9%)
- The Board resolved the acquisition of industrial property adjacent to Cembre's main complex in Brescia

(€'000)	First nine months 2011	Sales margin %	First nine months 2010	Sales margin %	% change	3 rd Qtr. 2011	Sales margin	3 rd Qtr. 2010	Sales margin	% change
Sales	77,650	100	67,468	100	15.1%	23,815	100	24,027	100	-0.9%
Gross operating profit (Ebitda)	16,426	21.2	14,508	21.5	13.2%	4,925	20.7	6,010	25.0	-18.1%
Operating profit (Ebit)	14,278	18.4	12,441	18.4	14.8%	4,170	17.5	5,302	22.1	-21.4%
Profit before taxes	14,400	18.5	12,418	18.4	16.0%	4,320	18.1	5,138	21.4	-15.9%

Brescia, November 11, 2011 - The Board of Directors of Cembre Spa – a company listed in the STAR segment of the Milan Stock Exchange and one of the largest European manufacturers of electrical connectors and tools for their installation – chaired by its Chairman and Managing Director Giovanni Rosani, approved at today's meeting the Report on the 3rd Quarter of 2011.

Consolidated sales for the first nine months of 2011 grew by 15.1% on the same period in 2010, up from €67.5 million to €77.7 million. In the 3rd Quarter of 2011, **consolidated revenues** declined slightly (down 0.9%) on the 3rd Quarter of 2010 from €24 million to €23.8 million.

In the first nine months of 2011, a total of 44.6% of sales were represented by Italy (43.4% in the first nine months of 2010), 42.6% by the rest of Europe (43.8% in the first nine months of 2010) and 12.8% by the rest of the world (12.8% in the first nine months of 2010).

In the same period, domestic sales grew by 18.3% and exports were up by 12.7% on the first nine months of 2010, while in the 3rd Quarter of 2011, domestic sales declined by 3.5% and exports grew by 1.1% on the 3rd Quarter of 2010.

Consolidated gross operating profit (Ebitda) for the first nine months of 2011 amounted to €16.4 million, representing a 21.2% margin on sales, up 13.2% on the first nine months of 2010 when it amounted to €14.5 million, representing a 21.5% margin on sales.

Gross operating profit for the 3rd Quarter declined by 18.1%, from €6 million in the 3rd Quarter of 2010 (representing a 25% margin on sales), to €4.9 million in the 3rd Quarter of 2011 (representing a

20.7% margin on sales). The decline in the Ebitda margin registered in the 3rd Quarter is due mainly to the increase in the percentage weight of personnel costs on sales due to the increase in the average number of employees from 537 in the first nine months of 2010 to 584 in the corresponding period in 2011.

Consolidated operating profit (Ebit) for the first nine months of 2011 amounted to €14.3 million, corresponding to an 18.4% margin on sales, up 14.8% on €12.4 million in the first nine months of 2010 (18.4% of sales).

Consolidated operating profit declined instead from €5.3 million (22.1% of sales) in the 3rd Quarter of 2010, to €4.2 million (17.5% of sales) in the 3rd Quarter of 2011.

Consolidated profit before taxes for the first nine months of 2011 amounted to €144 million, corresponding to an 18.5% margin on sales, up 16% on €12.4 million in the first nine months of 2010 (18.4% of sales).

Consolidated profit before taxes for the quarter declined by 15.9% from €5.1 million (21.4% of sales) in the 3rd Quarter of 2010, to €4.3 million (18.1% of sales) in the 3rd Quarter of 2011.

The **consolidated net financial position** improved from a surplus of €9.6 million at June 30 2011, to a surplus of €12.8 million at September 30, 2011. The net financial position at September 30, 2010 was equal to a surplus of €9.1 million.

The Board of Directors of Cembre resolved **the acquisition of industrial property** adjacent to the main Brescia industrial complex to be used to expand and streamline production. The expected investment of €9.35 million will be financed using liquidity available at the parent company level and will thus not affect the company's financial position which will remain in balance after the purchase.

“The sales performance for the first nine months of the year – up 15.1% on the corresponding period of 2010 – is satisfactory. Growth in turnover for the year as a whole, however, is set to decline slightly as we predict a sales performance for the last quarter of 2011 in line with the solid turnover reported in the last quarter of 2010 – commented the Chairman and Managing Director, Giovanni Rosani. Sales for the first ten months of the year grew by 14.9% on the corresponding period in 2010” concluded Giovanni Rosani.

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

Founded in Brescia in 1969, the Cembre Group is now a full-fledged international force. Along with the parent company in Brescia it has seven subsidiaries: five trading companies (in Germany, France, Spain, the United States and Norway) and two manufacturing and trading subsidiaries (Cembre Ltd. in Birmingham, U.K. and General Marking S.r.l. in Bergamo), for a total workforce of 584 as of September 2011. Since 1990 its products have been certified by Lloyd's Register Quality Assurance for the design and production of accessories for cables, electrical connectors and tools for their installation.

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

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For further information please visit the Investor Relation section in the www.cembre.com site.

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

Attachments: Financial Statements at September 30, 2011

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

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

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

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

The present Interim Report for the 3rd Quarter of 2011 has not been audited.

Cembre S.p.A.

Registered Office: Via Serenissima 9, Brescia, Italy

Share Capital: Euro 8,840,000 (fully paid-up)

Registration no: FC 00541390175 (Commercial Register of Brescia)

Consolidated Financial Statements for the 3rd Quarter of 2011

Consolidated Income Statement

<i>(euro '000)</i>	Nine Months 2011	Nine Months 2010	Full Year 2010	3 rd Quarter 2011	3 rd Quarter 2010
Revenues from sales and services provided	77.650	67.468	93.934	23.815	24.027
Other revenues	310	263	404	67	89
TOTAL REVENUES	77.960	67.731	94.338	23.882	24.116
Cost of goods and merchandise	(35.736)	(24.946)	(35.667)	(9.504)	(8.252)
Change in inventories	7.231	161	738	949	(762)
Cost of services received	(10.203)	(8.653)	(11.630)	(3.294)	(2.749)
Lease and rental costs	(989)	(877)	(1.184)	(357)	(291)
Personnel costs	(21.593)	(18.729)	(26.145)	(6.697)	(5.928)
Other operating costs	(535)	(516)	(704)	(159)	(170)
Increase in assets due to internal construction	418	425	592	133	71
Write-down of receivables	(96)	(82)	(160)	(26)	(23)
Accruals to provisions for risks and charges	(31)	(6)	(8)	(2)	(2)
GROSS OPERATING PROFIT	16.426	14.508	20.170	4.925	6.010
Property, plant and equipment depreciation	(1.950)	(1.903)	(2.556)	(684)	(653)
Intangible asset amortization	(198)	(164)	(235)	(71)	(55)
OPERATING PROFIT	14.278	12.441	17.379	4.170	5.302
Financial income	103	32	61	25	19
Financial expenses	(28)	(59)	(68)	(9)	13
Foreign exchange gains (losses)	47	4	64	134	(196)
PROFIT BEFORE TAXES	14.400	12.418	17.436	4.320	5.138

Consolidated Net Financial Position at September 30, 2011

<i>(euro '000)</i>	Sept. 30, 2011	Jun. 30, 2011	Dec. 31, 2010
Cash and cash equivalents	14.141	11.795	14.697
Non-current financial liabilities	-	-	(4)
Current financial liabilities	(1.357)	(2.210)	(1.024)
CONSOLIDATED NET FINANCIAL POSITION	12.784	9.585	13.669