



### HALF-YEAR FINANCIAL REPORT as at 30 June 2014

4 August 2014

MARR S.p.A.

Via Spagna, 20 – 47921 Rimini – Italy

Capital stock € 33.262.560 fully paid up

Tax code and Trade Register of Rimini 01836980365

R.E.A. Ufficio di Rimini n. 276618

Subject to the management and coordination of Cremonini S.p.A. – Castelvetro (MO)

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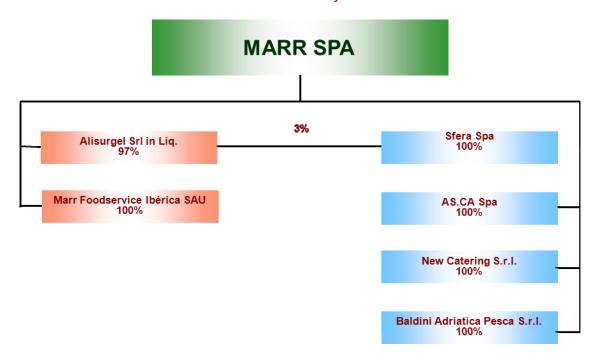
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### MARR GROUP ORGANISATION

### as at 30 June 2014



As at 30 June 2014 the structure of the Group differs from that at 31 December 2013 and from that at 30 June 2013 due to the sale by the parent company MARR S.p.A. of the holdings in the company Alisea Soc. Cons. a r.l., operating in the sector of catering under contract to hospitals (this company was no longer within the scope of consolidation of the Group) and to the merger by incorporation of EMI.GEL S.r.l. in New Catering S.r.l..

The MARR Group's activities are entirely dedicated to the foodservice distribution and are listed in the following table:

MARR S.p.A. Via Spagna n. 20 - Rimini	Marketing and distribution of fresh, dried and frozen food products for Foodservice operators.
AS.CA. S.p.A. Via dell'Acero n. I/A Santarcangelo di Romagna (Rn)	Marketing and distribution of fresh, dried and frozen food products for Foodservice operators.
NEW CATERING S.r.I. Via dell'Acero n. I/A – Santarcangelo di Romagna (Rn)	Marketing and distribution of foodstuff products to bars and fast food outlets.
BALDINI ADRIATICA PESCA S.r.I. Via dell'Acero n. I/A – Santarcangelo di Romagna (Rn)	Marketing and distribution of fresh and frozen seafood products.
SFERA S.p.A Via dell'Acero n. I/A Santarcangelo di Romagna (Rn)	Marketing and distribution of fresh, dried and frozen food products for Foodservice operators, by the going concern of "Lelli".
MARR FOODSERVICE IBERICA S.A.U. Calle Lagasca n. 106 1° centro - Madrid (Spagna)	Non-operating company.
ALISURGEL S.r.I. in liquidation Via Giordano Bruno n. 13 - Rimini	Non-operating company now being liquidated.

All the subsidiaries are consolidated on a line - by - line basis.

## INTERIM REPORT AS AT 30 JUNE 2014

### CORPORATE BODIES OF MARR S.p.A.

### **Board of Directors**

<u>Chairman</u> Ugo Ravanelli

Deputy Chairman Illias Aratri

Chief Executive Officer Francesco Ospitali

Chief Executive Officer Pierpaolo Rossi

Directors Giosué Boldrini

Claudia Cremonini

Vincenzo Cremonini

Lucia Serra

Independent Directors

Paolo Ferrari<sup>(1)(2)</sup>

Giuseppe Lusignani<sup>(1)(2)</sup>

Marinella Monterumisi<sup>(1)(2)</sup>

### Board of Statutory Auditors

Chairman Ezio Maria Simonelli

Auditors Davide Muratori

Simona Muratori

Alternate Auditors Stella Fracassi

Marco Frassini

Independent Auditors Reconta Ernst & Young S.p.A.

Manager responsible for the drafting of corporate accounting documents

Antonio Tiso

<sup>(1)</sup> Members of the Remuneration and Nomination committee pursuant to the Rules of Self-discipline

<sup>(2)</sup> Member of Control and Risk Committee

### **DIRECTORS' REPORT**

### Group performance and analysis of the results for the first half of 2014

As provided by the implementing regulation for Legislative Decree 58 dated 24 February 1998, concerning Issuers regulations, MARR has prepared this half-year financial report in accordance with the International Accounting Principle applicable for interim financial reporting, IAS 34 as approved by (EC) Regulation No. 1606/2002 of the European Parliament and Council dated 19 July 2002.

The Out-of-Home consumption market showed an improving trend in the first part of the year, and also on the basis of the most recent figures released by Confcommercio (July 2014), overall consumption for "Hotels, meals and out of home consumption" remained fairly stable in the first 5 months of the year, recording an increase of 1.4% in terms of value and 0.1% in terms of quantity in May.

However, the market context still has some elements of instability, as highlighted by the recent survey by Federalberghi (July 2014), according to which the presence of Italians in hotels fell by 0.3% in June, after positive results in April and May.

As regards the MARR Group, sales in the first six months to clients in the Street Market and the National Account categories reached 548.3 million Euros, an increase of +5.3% (+3.7% in the second quarter), compared to 520.7 million Euros in 2013. The organic component of the increase in sales to clients in the Street Market and the National Account categories amounted to +5.0% in the six months and +4.9% in the second quarter. The MARR Group thus recorded a better performance compared to that of its reference market in the first six months of 2014 as well, thereby strengthening its leadership.

As regard to the activity sector represented by "Distribution of food products to non-domestic catering", the sales can be analysed in terms of client categories as follows.

Sales in the "Street Market" category (restaurants and hotels not belonging to Groups or Chains) amounted to 388.0 million Euros during the six months (+4.1% compared to 372.7 million in 2013), while those in the second quarter amounted to 239.9 million, with an increase (entirely organic) of +5.0%.

Sales in the "National Account" category (operators of Chains and Groups and Canteens) amounted to 160.3 million Euros in the six months (+8.3% compared to 148.0 million in 2013). In the second quarter, the National Account category recorded sales of 77.6 million Euros (77.8 million in 2013), with an organic component of +4.6%.

Sales to clients in the "Wholesale" category (wholesalers) amounted to 123.8 million Euros in the first six months (101.2 million for the same period in 2013), of which 68.3 million in the second quarter (53.0 million for the same period in 2013).

Total sales of the half-year amounted to 672.1 million Euros, increasing by 8.1% compared to 622.0 million of the first half of 2013.

Below are the figures, re-classified according to current financial analysis procedures, with the income statement, statement of financial position and net financial position for the first half year of 2014 compared to the corresponding periods of the previous year.

net of the effects of the purchase of Scapa (February 2013) and the sale of the holding in Alisea (March 2014).

Il net of the sale of Alisea, a company operating in contracted catering to hospitals.

### Analysis of the re-classified income statement

MARR Consolidated (€thousand)	30.06.14 (6 months)	%	30.06.13 (6 months)	%	% Change
Revenues from sales and services	665,734	97.6%	616,620	97.6%	8.0
Other earnings and proceeds	16,610	2.4%	15,382	2.4%	8.0
Total revenues	682,344	100.0%	632,002	100.0%	8.0
Cost of raw and secondary materials, consumables and goods sold	(559,246)	-82.0%	(518,268)	-82.0%	7.9
Change in inventories	28,134	4.1%	27,713	4.3%	1.5
Services	(80,444)	-11.8%	(73,534)	-11.6%	9.4
Leases and rentals	(4,653)	-0.6%	(5,229)	-0.8%	(11.0)
Other operating costs	(925)	-0.1%	(1,204)	-0.2%	(23.2)
Value added	65,210	9.6%	61,480	9.7%	6.1
Personnel costs	(19,315)	-2.9%	(20,006)	-3.1%	(3.5)
Gross Operating result	45,895	6.7%	41,474	6.6%	10.7
Amortization and depreciation	(2,341)	-0.3%	(1,976)	-0.3%	18.5
Provisions and write-downs	(4,750)	-0.7%	(3,992)	-0.6%	19.0
Operating result	38,804	5.7%	35,506	5.6%	9.3
Financial income	1,187	0.2%	1,260	0.2%	(5.8)
Financial charges	(5,986)	-0.9%	(4,807)	-0.7%	24.5
Foreign exchange gains and losses	(89)	0.0%	14	0.0%	(735.7)
Value adjustments to financial assets	0	0.0%	0	0.0%	0.0
Result from recurrent activities	33,916	5.0%	31,973	5.1%	6.1
Non-recurring income	104	0.0%	0	0.0%	100.0
Non-recurring charges	0	0.0%	(1,069)	-0.2%	(100.0)
Profit before taxes	34,020	5.0%	30,904	4.9%	10.1
Income taxes	(11,590)	-1.7%	(10,616)	-1.7%	9.2
Total net profit	22,430	3.3%	20,288	3.2%	10.6
(Profit)/loss attributable to minority interests	0	0.0%	(291)	0.0%	(100.0)
Net profit attributable to the MARR Group	22,430	3.3%	19,997	3.2%	12.2

The consolidated results in the first half of 2014 business year are the followings: total revenues for an amount of 682.3 million Euros (632.0 million Euros in 2013); EBITDA<sup>III</sup> amounting to 45.9 million Euros (41.5 million Euros in 2013) and EBIT of 38.8 million Euros (35.5 million Euros in 2013).

The increase in total Revenues (+8.0%) is a consequence of the performance of sales in the individual client categories, as analysed previously.

As regards the operating costs, it must be pointed out that the increase in the percentage incidence of the Cost of sales (purchase cost of the goods plus the change in inventories) compared to 2013 is mainly attributable to the deconsolidation as of 31 March last of the company Alisea which, given that it operates in the preparation of meals for hospitals, had an lesser incidence in terms of the cost of raw materials compared to that for the Foodservice business in

III The EBITDA (Gross Operating Margin) is an economic indicator not defined by the IFRS adopted by MARR for the financial statements from 31 December 2005.

The EBITDA is a measure used by the company's management to monitor and assess its operational performance. The management believes that the EBITDA is an important parameter for measuring the Group's performance as it is not affected by the volatility due to the effects of various types of criteria for determining taxable items, the amount and characteristics of the capital used and the relevant amortization policies. Today (following the subsequent detailing of the development of the accounting procedures) the EBITDA (Earnings before interests, taxes, depreciation and amortization) is defined as the business year Profits/Losses gross of amortizations and depreciations, write downs and financial income and charges and income tax.

the true sense of the term and this can also be seen in the percentage reduction in terms of Total Revenues on the personnel costs.

As regards leases and rentals costs, it should be pointed out that the decrease of the percentage on the total revenues is related to the decrease of the lease of the going concerns Scapa and Lelli, the purchase of which was finalised respectively in March and May 2014, and to the less fees for the rent of the building of Carnemilia (July 2013), that was previously rented.

Contrarily, these investments explain the increase in absolute value of the amortizations, although the percentage incidence remains in line with that for 2013.

The item Provisions and write-downs includes for 4.5 million Euros (3.8 million Euros in 2013) the provision for bad debts and is in line, in percentage, both with the same period of the previous year and with the total value of 2013.

Net of the dynamics of operating costs described, the operating result (EBIT) for the period reached 38.8 million Euros, an increase of 3.3 million or +9.3% compared to the first quarter of 2013.

In terms of the net financial costs, the increase that was recorded is mainly ascribable to the repositioning of the debt to longer deadlines, undertaken as of the June 2013.

As regards the non-recurrent items, 1.1 million Euros in costs concerning the start-up of the former Scapa warehouses were accounted in the first quarter of 2013; these costs amounted to 1.9 million at the end of 2013. 104 thousand Euros in net non-recurrent income had already been accounted in the first quarter of 2014 related to the sale by MARR S.p.A. of its holdings in Alisea.

The total net profit as at 30 June 2014 amounted to 22.4 million Euros, and thus showed an increase compared to the first quarter of 2013, when it amounted to 20.3 million or 20.0 million net of the quotas belonging to third parties, which were no longer present after the sale of Alisea.

### Analysis of the re-classified statement of financial position

MARR Consolidated (€thousand)	30.06.14	31.12.13	30.06.13
Net intangible assets	106,242	99,980	99,981
Net tangible assets	69,208	68,282	53,289
Equity investments in other companies	300	304	296
Other fixed assets	36,583	36,951	35,296
Total fixed assets (A)	212,333	205,517	188,862
Net trade receivables from customers	425,993	400,210	438,047
Inventories	128,728	100,704	126,449
Suppliers	(321,410)	(274,334)	(342,689)
Trade net working capital (B)	233,311	226,580	221,807
Other current assets	44,669	56.196	48,192
Other current liabilities	(24,277)	(22,455)	(23,347)
Total current assets/liabilities (C)	20,392	33,741	24,845
Net working capital (D) = (B+C)	253,703	260,321	246,652
Other non current liabilities (E)	(1,007)	(438)	(256)
Staff Severance Provision (F)	(10,880)	(11,542)	(11,751)
Provisions for risks and charges (G)	(27,774)	(15,585)	(26,196)
Net invested capital (H) = $(A+D+E+F+G)$	426,375	438,273	397,311
Shareholders' equity attributable to the Group	(226,202)	(243,015)	(210,091)
Shareholders' equity attributable to minority interests	0	(1,127)	(835)
Consolidated shareholders' equity (I)	(226,202)	(244,142)	(210,926)
(Net short-term financial debt)/Cash	(60,270)	(29,541)	(69,506)
(Net medium/long-term financial debt)	(139,903)	(164,590)	(116,879)
Net financial debt (L)	(200,173)	(194,131)	(186,385)
Net equity and net financial debt (M) = (I+L)	(426,375)	(438,273)	(397,311)

### Analysis of the Net Financial Position<sup>™</sup>

The following represents the trend in Net Financial Position:

	MARR Consolidated			
	(€thousand)	30.06.14	31.12.13	30.06.13
Α.	Cash	8,485	8,056	12,718
	Cheques	40	36	261
	Bank accounts	51,820	24,578	35,114
	Postal accounts	241	154	69
B.	Cash equivalent	52,101	24,768	35,444
C.	Liquidity (A) + (B)	60,586	32,824	48,162
	Current financial receivable due to parent comany	6,193	2,633	4,630
	Current financial receivable due to related companies	0	0	0
	Others financial receivable	2,926	2,706	2,507
D.	Current financial receivable	9,119	5,339	7,137
E.	Current Bank debt	(62,233)	(40,920)	(85,407)
F.	Current portion of non current debt	(67,004)	(26,029)	(39,305)
	Financial debt due to parent company	0	0	0
	Financial debt due to related company	0	0	0
	Other financial debt	(738)	(755)	(93)
G.	Other current financial debt	(738)	(755)	(93)
Н.	Current financial debt (E) + (F) + (G)	(129,975)	(67,704)	(124,805)
<u> </u>	Net current financial indebtedness (H) + (D) + (C)	(60,270)	(29,541)	(69,506)
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J.	Non current bank loans	(108,926)	(133,945)	(116,879)
K.	Other non current loans	(30,977)	(30,645)	0
L.	Non current financial indebtedness (J) + (K)	(139,903)	(164,590)	(116,879)
Μ.	Net financial indebtedness (I) + (L)	(200,173)	(194,131)	(186,385)

The MARR's Group financial debt is affected by the business seasonality that requires higher net working capital during the summer period.

At the end of the first half year net financial indebtedness reached 200.2 million Euros (194.1 million as at 31 December 2013 and 186.4 million Euros as at 30 June 2013) and, as already explained, was affected by, in addition to the aforementioned seasonality of the cash flow requirements, also by the financial outgoing amounting to 15.5 million Euros for the purchase (July 2013) of the building of Carnemilia.

As regard the movements of the first half year of 2014, we point out that:

- On 12 March 2014, the closing of the purchase of the going concern of "Scapa" which involved the payment of a price amounting to 1.7 million Euros; this outgoing was netted by the credits for supplies made to Scapa up to the beginning of the going concern lease.

<sup>&</sup>lt;sup>IV</sup> The Net Financial Position used as a financial indicator of debts is represented by the total of the following positive and negative components of the Statement of financial position:

Positive short term components: cash and equivalents; items of net working capital collectables; financial assets.

Negative short and long term components: payables to banks; payables to other financiers, payables to leasing companies and factoring companies; payables to shareholders for loans.

- on 31 March 2014, the inflow of part of the sale price for the holdings in Alisea, for a total amount of 1.8 million Euros.
- On 28 May 2014, the closing by the subsidiary Sfera S.p.A. of the purchase of the going concern of "Lelli" which involved the payment of a price amounting to 3.8 million Euros.
- On 29 May 2014 dividends amounting to a total of 38.6 million Euros (38.2 million Euros in 2013) have been paid out.

As far as financial debt is concerned, we point out the following:

- In the month of February the Parent Company obtained an unsecured loan with Mediobanca Banca di Credito Finanziario S.p.A., granted on 7 February 2014 for a total amount of 25 million Euros and with due date in the month of July 2015. This loan is entirely classified as non current financial payables.
- In the month of May the subsidiary Sfera S.p.A. signed two new unsecured loans: one of this with Banca Popolare dell'Emilia Romagna for a total amount of 2.5 million Euros and amortization ending in November 2015 and one with Banca di Rimini Credito Cooperativo Soc. Coop. for 1 million Euros and amortization ending in April 2015.
- In the month of June, the Parent Company reimbursed, for 7.2 million Euros, the first instalment of the financing in pool with BNP Paribas, disbursed in the June 2013 for 85 million Euros (composed by a loan facility of 60 million Euros with due date in June 2018 and a revolving facility of 25 million Euros with due date in June 2016) and also integrated in the loan facility, under equal conditions, in October 2013, with additional 5 million Euros.

The net financial position as at 30 June 2014 is in line with the company objectives.

### Analysis of the Trade net working Capital

MARR Consolidated (€thousand)	30.06.14	31.12.13	30.06.13
Net trade receivables from customers Inventories	425,993 128,728	400,210 100,704	438,047 126,449
Suppliers	(321,410)	(274,334)	(342,689)
Trade net working capital	233,311	226,580	221,807

As at 30 June 2014 the trade net working capital amounts to 233.3 million Euros, increasing compared to 221.8 million of the same period of the previous year, this increase is due to the above sales growth.

Compared to December 31, 2013 and due to the business seasonality, at the end of the first half-year, the trade net working capital registered an increase of 6.7 million Euros (12.9 million Euros at the end of the first half year of 2013).

As regards the increase in revenues, the value of trade receivables and payables reduced compared to the same period of the previous year, as was the case at the end of the first quarter.

Although an increase in turnover was recorded, the value of the inventories increased by slightly more than 2 million Euros, which is the effect of the policies concerning frozen seafood stocks.

The trade net working capital remains in line with the company objectives.

### Re-classified cash-flow statement

MARR Consolidated (€thousand)	30.06.14	30.06.13
Net profit before minority interests  Amortization and depreciation  Change in Staff Severance Provision	22,430 2,341 (662)	20,288 1,976 786
Operating cash-flow	24,109	23,050
(Increase) decrease in receivables from customers (Increase) decrease in inventories Increase (decrease) in payables to suppliers (Increase) decrease in other items of the working capital	(25,783) (28,024) 47,076 25,215	(57,536) (27,713) 72,316 13,909
Change in working capital	18,484	976
Net (investments) in intangible assets Net (investments) in tangible assets Net change in financial assets and other fixed assets Net change in other non current liabilities	(6,324) (3,208) 372 892	(9) (2,617) (4,034) 312
Investments in other fixed assets	(8,268)	(6,348)
Free - cash flow before dividends	34,325	17,678
Distribution of dividends Capital increase Other changes, including those of minority interests	(38,585) 0 (1,782)	(38,175) 0 (664)
Casf-flow from (for) change in shareholders' equity	(40,367)	(38,839)
FREE - CASH FLOW	(6,042)	(21,161)
Opening net financial debt Cash-flow for the period	(194,131) (6,042)	(165,224)
Closing net financial debt	(200,173)	(186,385)

In the following table we provide a reconciliation between the "free-cash flow" of the previous table and the "increase (decrease) in cash flow" reported in the cash flow statement (indirect method) included in the following statements:

MARR Consolidated (€thousand)	30.06.14	30.06.13
Free - cash flow	(6,042)	(21,161)
(Increase) / decrease in current financial receivables	(3,780)	8,494
Increase / (decrease) in non-current net financial debt	(24,688)	63,410
Increase / (decrease) in current financial debt	62,271	(55,176)
Increase (decrease) in cash-flow	27,761	(4,433)

### Investments

As regards the investments made in the first half year, subdivided in the various categories as described below, it should be noted the following:

- the purchase of the Scapa going concern, finalised on 12 March 2014, implied the entry of tangible and intangible assets with an overall value of 1,129 thousand Euros, in addition to a goodwill of 2,107 thousand Euros;
- on 28 May 2014, the purchase by the subsidiary Sfera S.p.A. of the "Lelli" going concern implied the entry of tangible and intangible assets with an overall value of 429 thousand Euros, in addition to a goodwill of 3,983 thousand Euros;
- the fixed assets under development refer, for 606 thousand Euros, to the distribution centre in Sicilia.

The following is a summary of the net investments made in the first half of 2014:

(€thousand)	30.06.14 (6 months)
Intangible assets	
Patents and intellectual property rights	234
Goodwill	6,090
Total intangible assets	6,324
Tangible assets	
Land and buildings	687
Plant and machinery	1,118
Industrial and business equipment	255
Other assets	503
Fixed assets under development and advances	645
Total tangible assets	3,208
Total	9,532

### Other information

The Company neither holds nor has ever held shares or quotas of parent companies, even through third party persons and/or companies; consequently during the 2014 the company never purchased or sold the above-mentioned shares and/or quotas.

As at 30 June 2014 the company don't owns own shares.

During the half-year, the Company did not carry out atypical or unusual operations.

### Main events in the first half-year of 2014

On 12 March 2014, MARR S.p.A. signed the contract for the purchase of the Scapa going concern, whose activities it had managed since 23 February 2013 under a lease contract of going concern.

The purchase price net of the liabilities for employees and sales agents and of the lease costs of the going concern already paid was determined as 1.7 million Euros, and this amount has already been paid on signing of the contract.

Following the start of the management of the Scapa going concern, MARR has reorganised its logistical activities in the ex Scapa warehouses in Marzano (Pavia) and Pomezia (Rome), in which it has concentrated the distribution activities to National Account customers and created two significant storage platforms.

Thanks to Scapa, MARR also has access to a significant portfolio of customers and consolidated specialisation, especially in the National Account segment, and is thus able to increase the level of services offered to its own customers.

On 31 March 2014, MARR S.p.A. sold its holding (amounting to 55% of the share capital) in Alisea società consortile a responsibilità limitata to CIR Food Cooperativa Italiana di Ristorazione. Following the sale of the total holding in Alisea – a company operating in catering for hospitals and the total revenues of which amounted to 14.7 million Euros in 2013 – the activities of the MARR Group are focused on supplies to the foodservice segment.

The price of the sale was established as a total of 3,575 thousand Euros, of which 1,833 thousand were paid on the closing date, while the payment of the remaining 1,742 thousand Euros is subject to the definitive awarding of significant contracts for catering services.

On 28 April 2014, the extraordinary Shareholders' Meeting approved the proposal to increase the maximum number of members of the Board of Directors from 9 to 11, with the consequent amendment of art. 13, paragraph 1 of the company Corporate By Laws.

The same Shareholders' Meeting also decided on the appointment of the members of the Board of Directors and Board of Statutory Auditors, who will remain in office for three business years, and thus until the Shareholders' Meeting to be called for the approval of the 2016 financial statements.

Ugo Ravanelli (Chairman), Ilias Aratri, Giosuè Boldrini, Claudia Cremonini, Vincenzo Cremonini, Paolo Ferrari, Giuseppe Lusignani, Marinella Monterumisi, Francesco Ospitali, Pierpaolo Rossi and Lucia Serra were appointed members of the Board of Directors.

Ezio Maria Simonelli (Chairman), Davide Muratori, Simona Muratori, standing members, and Stella Fracassi and Marco Frassini, alternate members, were also appointed members of the Board of Statutory Auditors.

The Shareholders' Meeting approved the financial statements for the business year as at 31 December 2013 and the distribution to Shareholders of a gross dividend of 0.58 Euros with payment on 29 May, record date on 28 May and "ex coupon" (no. 10) on 26 May 2014.

The meeting of the Board of Directors, held after the Shareholders' Meeting, appointed as Chief Executive Officers Francesco Ospitali (with proxies for the commercial and logistics area) and Pierpaolo Rossi (with proxies for the administration and finance area) and assessed the possession of the independence requirements provided by the law and the Code of Self-Discipline of the Italian Stock Exchange for the three directors qualified as Independents.

On 28 May 2014, the subsidiary Sfera S.p.A. signed a contract for the purchase of the "Lelli" going concern, the management of which it had already taken over as of 3 September 2012 in a going concern leasing contract.

The merger by incorporation of the subsidiary EMI.GEL S.r.l. into the subsidiary New Catering S.r.l. became effective on I June 2014.

### Events occurred after the closing of the first half-year

No significant events occurred after the closing of the first half-year.

### Transactions with subsidiaries, associates, parent companies and affiliates

The following is some information on the shareholdings held, to supplement that already outlined in the introduction to this Directors' report.

With regard to the transactions with subsidiaries, associates, parents companies and affiliates, for which reference is made to the analyses contained in the explanatory notes to the interim condensed consolidated financial statements, it is pointed out that they are not atypical or unusual, being part of the normal course of activities of the companies in the Group. The following is a list of the types of ongoing relations:

Companies	Nature of Transactions
Subsidiaries	Trade and general services
Parent Company - Cremonini SpA	Trade and general services
Associated Companies	General services
Associated Companies - Cremonini Group's companies	Trade and general services

It must be pointed out that the value of the purchase of MARR Group consolidated goods by Cremonini S.p.A. and associates (identified in Appendix 2) represented 5.04% of the total consolidated purchases. All the commercial transactions and supply of services, etc. occurred at market values.

For more details of the incidence of the operations with these companies had on financial and economic situation in these consolidated financial statements, reference is made to Appendix 2 and to the Explanatory Notes.

### Outlook

After the first seven months, sales performance is in line with the objectives for the year.

The reference market is gradually improving, but there has not yet been a significant recovery in terms of out-of-home food consumption.

On its part, MARR is continuing to propose new sales offerings and after launching the "Un mondo di hamburger" line (quality hamburgers of national and international origin) has completed its proposal with a range of sauces, condiments, bread, vegetables and cheeses for hamburgers. This range also includes gluten free bread and vegetarian hamburgers. Recently, the offer of pizza-related products was re-launched with a dedicated line of products ("Pizza, Amore & Fantasia"), which includes a wide range of ingredients for the most varied toppings, a gluten free pizza base and also pizza making equipment, such as dough mixers.

In addition to representing one of the best traditions of Italian cuisine, pizza is the food par excellence, combining taste, convenience and quality raw materials. Pizzerias are a very important market segment, which, with an annual business volume of approximately 6 billion Euros (Fipe-Confcommercio 2013), represents more than 8% of the value of Foodservice in Italy.

On the basis of the positive results of the first six months, the company management has confirmed its directives, aimed at strengthening its market presence, keeping the management of the net trade working capital under control and confirming the levels of profitability achieved, increasing the service level offered, also by continuing to propose new sales initiatives and products offers.

With regard to the risks and uncertainties for the remaining six months of the business year, there were no significant events during the course of the first six months such as to imply a different assessment with respect to that already highlighted in the Directors Report on the financial statements as at 31 December 2013, which should be referred to for more details.

### Interim Condensed Consolidated Financial Statements

MARR Group

30 June 2014

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(€thousand)	Note	30.06.14	31.12.13
ASSETS			
Non-current assets			
Tangible assets	1	69,208	68,282
Goodwill	2	105,720	99,630
Other intangible assets	3	522	350
Investments in other companies		300	304
Non-current financial receivables	4	2,711	2,200
Deferred tax assets	5	10,956	10,201
Other non-current assets	6	38,058	36,537
Total non-current assets		227,475	217,504
Current assets	_		
Inventories	7	128,728	100,704
Financial receivables	8	9,119	5,339
relating to related parties		6,193	2,633
Financial instruments / derivative	0	0	0
Trade receivables	9	410,851	388,223
relating to related parties Tax assets	10	3,195	<i>5,098</i> 9,751
relating to related parties	10	9,753 <i>2.68</i> /	2,681
Cash and cash equivalents	11	60,586	32,824
Other current assets	12	34.916	46,445
relating to related parties	12	101	100
Total current assets		653,953	583,286
TOTAL ASSETS		881,428	800,790
LIABILITIES			
Shareholders' Equity			
Shareholders' Equity attributable to the Group	13	226,202	243,015
Share capital		33,263	33,263
Reserves		161,199	153,963
Retained Earnings		0	0
Profit for the period attributable to the Group		31,740	55,789
Shareholders' Equity attributable to minority		0	1,127
interests		O	1,127
Minority interests' capital and reserves		0	546
Profit for the period attributable to minority interests		227.202	58/
Total Shareholders' Equity		226,202	244,142
Non-current liabilities Non-current financial payables	14	136,304	161,588
Financial instruments / derivative	15	3,599	3,002
Employee benefits	16	10,880	11,542
Provisions for risks and costs	17	16,360	4,257
Deferred tax liabilities	18	11,414	11,328
Other non-current liabilities	19	1,007	438
Total non-current liabilities		179,564	192,155
Current liabilities			
Current financial payables	20	129,972	67,704
relating to related parties		0	0
Financial instruments/derivatives	21	3	0
Current tax liabilities	22	1,869	1,904
relating to related parties		0	0
Current trade liabilities	23	321,410	274,334
relating to related parties		8,243	8,769
Other current liabilities	24	22,408	20,551
relating to related parties		0	26
Total current liabilities		475,662	364,493
TOTAL LIABILITIES		881, <del>4</del> 28	800,790

## HALF-YEAR FINANCIAL REPORT AS AT 30 JUNE 2014

### CONSOLIDATED STATEMENT OF PROFIT OR LOSS

(€thousand)	Note	30.06.14	30.06.13
Revenues	25	665,734	616,620
relating to related parties		11,878	6,158
Other revenues	26	16,610	15,382
relating to related parties		105	80
Changes in inventories	7	28,134	27,713
Purchase of goods for resale and consumables	27	(559,246)	(518,268)
relating to related parties		(28,169)	(25,351)
Personnel costs	28	(19,315)	(21,075)
Amortization, depreciation and write-downs	29	(7,091)	(5,968)
Other operating costs	30	(86,022)	(79,967)
relating to related parties		(1,384)	(2,171)
Financial income and charges	31	(4,888)	(3,533)
relating to related parties		97	151
Income from subsidiaries disposal	32	104	С
Pre-tax profits		34,020	<i>30,904</i>
Taxes	33	(11,590)	(10,616)
Profits for the period		22,430	20,288
Profit for the period atributable to:			
Shareholders of the parent company		22,430	19,997
Minority interests		0	291
	_	22,430	20,288
basic Eamings per Share (euro)	34	0.34	0.30
diluted Eamings per Share (euro)	34	0.34	0.30

# HALF-YEAR FINANCIAL REPORT AS AT 30 JUNE 2014

### CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME

(€thousand)	Note	30.06.14	30.06.13
Profits for the period (A)		22,430	20,288
Items to be reclassified to profit or loss in subsequent periods:  Efficacious part of profits/(losses) on cash flow hedge			
instruments, net of taxation effect		(656)	(37)
Items not to be reclassified to profit or loss in subsequent periods:			
Actuarial (losses)/gains concerning defined benefit plans, net of taxation effect		0	(10)
Total Other Profits/Losses, net of taxes (B)	35	(656)	(47)
Comprehensive Income (A) + (B)		21,774	20,241
Comprehensive Income attributable to:			
Shareholders of the parent company		21,774	19,950
Minority interests	_	0	291
	_	21,774	20,241

(note 13)

# CONSOLIDATED STATEMENT OF CHANGES IN THE SHAREHOLDER'S EQUITY

Description	Share								Other received								Profite	Rucinece year	Total	Total
	Capital	Share premium reserve	Legal F	Revaluation	Shareholders contributions on capital	Extraordinary	Reserve for residual stock options	Reserve for exercised stock options		Cash-flow hedge reserve (d	Reserve ex art. 55 (dpr 597-917)	Reserve IAS 19	Total Reserves	Trading on share reserve	Reserve for profit (losses) on own share	Total Treasury Share	i b	profit (losses)	Group net equity	third party net equity
Balance at I January 2013	32,910	60,192	6,652	13	36,496	27,629		1,475	7,296	(9)	1,498	(176)	141,069	(3,467)	(01)	(3,477)	57,816		228,318	1,162
Allocation of 2012 profit						10,590							10,590				(10590)			
Distribution of parent company dividends																	(38,175)		(38,175)	
Distribution of subsidiaries company dividends																				(818)
Cash flow hedge																				
Effect of the trading of own shares																				
Other minor variations											(3)		(3)				-		(2)	
Consoldated comprehensive income (1/1 - 30/06/20/3); - Profit for the period - Other Profits! Losses, net of taxes										(37)		(01)	(47)				76661		(47)	291
Balance at 30 June 2013	32,910	60,192	6,652	13	36,496	38,219		1,475	7,296	(43)	1,495	(186)	151,609	(3,467)	(01)	(3,477)	29,049		210,091	835
Effect of the trading of own shares	353	3,156											3,156	3,467	01	3,477			986'9	
Other minor variations											(3)		(3)						(3)	
Consoldated comprehensive income (1/07-31/12/2013); - Profit for the period - Other Profits/Losses, net of taxes										(832)		32	(661)				26,740		26,740	290
Salance at 31 December 2013	33,263	63,348	6,652	13	36,496	38,219		1,475	7,296	(874)	1,492	(154)	153,963				55,789		243,015	1,127
Allocation of 2013 profit						8,187							8,187				(8,187)			
Distribution of parent company dividends																	(38585)		(38,585)	
Sale quote of the company Alisea									(4)				€				4			(1,127)
Other minor variations											(2)	(286)	(162)				289		(3)	
Consoldated comprehensive income (1/1 - 30/06/2014): - Profit for the period - Other Profits/Losses, net of taxes										(656)			(656)				22,430		22,430 (656)	
Balance at 30 lune 2014	33.263	63.348	6.652	13	36.496	46.406		1.475	7.292	(1.530)	1.487	(440)	161.199				31.740		226.202	

### CONSOLIDATED CASH FLOWS STATEMENT (INDIRECT METHOD)

Consolidated (€thousand)	30.06.14	30.06.13
Result for the Period	22,430	20,288
Adjustment:		
Amortization	2,341	1,976
Allocation of provison for bad debts	4,536	3,853
Allocation of provision for inventories	0	(100)
Capital profit/losses on disposal of assets relating to related parties	21 0	123 <i>0</i>
Financial (income) charges net of foreign exchange gains and losses relating to related parties	2,211 <i>(97)</i>	3,547 <i>(151)</i>
Foreign exchange evaluated (gains)/losses	85 9,194	9,440
Net change in Staff Severance Provision	102	786
(Increase) decrease in trade receivables	(34,084)	(53,625)
relating to related parties	(34,064)	, ,
(Increase) decrease in inventories	(28,158)	<i>(219)</i> (27,613)
Increase (decrease) in trade payables	50,105	72,316
relating to related parties	(526)	5,814
(Increase) decrease in other assets	7,470	(12,252)
relating to related parties  Increase (decrease) in other liabilities	(/) 3,488	<i>(513)</i> 2,843
relating to related parties	(26)	2,013
Net change in tax assets / liabilities	11,160	11,717
relating to related parties	0	0
Income tax paid	0	0
relating to related parties	0	0
Interest paid	(2,883)	(4,807)
relating to related parties	(1)	0
Interest received	672	1,260
relating to related parties	98	151
Foreign exchange gains	130	228
Foreign exchange losses	(215)	(269)
Cash-flow form operating activities	39,411	20,312
(Investments) in other intangible assets	(35)	(9)
(Investments) in tangible assets	(2,211)	(3,619)
Net disposal of tangible assets	340	879
Outgoing for (acquisition)/divestment of subsiaries or going concerns during the year	(5,415)	0
Dividends Received	1,715	0
Cash-flow from investment activities	(5,606)	(2,749)
Distribution of dividends	(38,585)	(38,175)
Other changes, including those of third parties	(1,110)	(664)
Net change in financial payables (excluding the new non-current loans received) relating to related parties	9,442 <i>0</i>	(90,266) <i>0</i>
New non-current loans received	28,500	98,500
relating to related parties	0	0
Net change in current financial receivables relating to related parties	(3,780) <i>(3,560)</i>	8,494 <i>8,647</i>
Net change in non-current financial receivables	(511)	115
Cash-flow from financing activities	(6,044)	(21,996)
Increase (decrease) in cash-flow	27,761	(4,433)
Opening cash and equivalents	32,825	52,595

### EXPLANATORY NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

### Structure and contents of the interim condensed consolidated financial statements

The interim condensed consolidated financial statements at 30 June 2014 have been prepared in accordance with the accounting policies and measurement criteria established by the International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and adopted by the European Commission according to the procedures in art. 6 of (EC) Regulation 1606/2002 of the European Parliament and Council dated 19 July 2002. In this case, IAS 34 (interim financial reporting) has been applied in the preparation of these interim condensed consolidated financial statements. These interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at 31December 2013.

The interim condensed consolidated financial statements for the half-year closing as at 30 June 2014 were authorised for publication by the Board of Directors on 4 August 2014.

The section entitled "Accounting policies" contains the reference to international accounting principles used.

For the purposes of the application of IFRS 8 it is noted that the Group operates in the "Distribution of food products to non-domestic catering" sector only.

This sector is subject to seasonal dynamics mainly linked to the flows of the tourist season, which are more concentrated in the summer months and during which the increase in activities, and therefore in net working capital, historically implies greater cash flows and the consequent increase in the financial requirements.

With regard to performance levels in the first half of 2014, see what described in the Directors' Report.

The interim condensed consolidated financial statements at 30 June 2014 have been prepared on the basis of the cost method except for the derivative financial instruments, which are recorded at fair value.

In observance of that provided by Consob, the figures in the Statement of profit or loss are provided for the 2014 half-year and the period between the start of the business year and the half-year end closing date (progressive); they are compared with the figures for the same periods of the previous business year. The figures in the Statement of financial position concerning the half-year end closing date are compared with the figures at the closing date of the previous business year. Therefore, the comments on the items on the Income Statement are made with reference to the same period for the previous year (30 June 2013) while those for the Statement of financial position are made comparing to the previous business year (31 December 2013).

The following classifications have been used:

- "Statement of financial position" by current/non current items
- "Statement of profit or loss" by nature
- "Cash flows statement" (indirect method)

These classifications are deemed to provide information which is better suited to represent the economic and financial situation of the Group.

The figures are expressed in Euros.

The statements and tables contained in this interim condensed consolidated financial statements are shown in thousand Euros.

This report has been prepared using the principles and accounting policies illustrated below.

### Consolidation method

Consolidation is made by using the line-by-line method, which consists in recognizing all the items in the assets and liabilities in their entirety. The main consolidation criteria adopted to apply this method are the following:

- Subsidiaries have been consolidated as from the date when control was actually transferred to the Group, and are no longer consolidated as from the date when control was transferred outside the Group.
- Assets and liabilities, charges and income of the companies consolidated on a line-by-line basis, have been fully entered in the consolidated financial statements; the book value of equity investments has been written off

against the corresponding portion of shareholders' equity of the related concerns, by assigning to each single item of the statement of financial position's assets and liabilities, the current value as at the date of acquisition of control (purchase method as defined by IFRS 3, "Business combinations"). Any residual difference, if positive, is entered under "Goodwill" in the assets; if negative, in the income statement.

- Mutual debt and credit, costs and revenues relationships, between consolidated companies, and the effects of all significant transactions between these companies, have been written off.
- The portions of shareholders' equity and of the results for the period of minority shareholders have been shown separately in the consolidated shareholders' equity and income statement: this holding is determined on the basis of the percentage held in the fair value of the assets and liabilities recorded at the date of original takeover and in the changes in shareholders' equity after this date.
- Subsequently, the profits and losses are attributed to the minority shareholders on the basis of the percentage they hold and the losses are attributed to minorities even if this implies that the minority holdings have a negative balance.
- Changes in the shareholding of the parent company in a subsidiary which do not imply loss of control are accounted as equity transactions.
- If the parent company loses control over a subsidiary, it:
  - derecognises the assets (including any goodwill) and liabilities of the subsidiary,
  - derecognises the carrying amount of any non-controlling interest,
  - derecognises the cumulative translation differences recorded in equity,
  - recognises the fair value of the consideration received,
  - recognises the fair value of any investment retained,
  - recognises any surplus or deficit in the profit and loss,
  - re-classifies the parent's share of components previously recognised in other comprehensive income to profit and loss or retained earnings, as appropriate.

### Scope of consolidation

The interim condensed consolidated financial statements as at 30 June 2014 include the financial statements of the Parent Company MARR S.p.A. and those of the companies it either directly or indirectly controls. The complete list of shareholdings included in the consolidation area as at 30 June 2014, with an indication of the method of consolidation, is included in the Group Organisation section.

The interim condensed consolidated financial statements have been prepared on the basis of the financial statements as at 30 June 2014 prepared by the subsidiaries included in the scope of consolidation and adjusted, if necessary, in order to align them to the accounting Group policies and classification criteria, in accordance with IFRS.

The scope of consolidation as at 30 June 2014 differs with respect to 31 December 2013 and with respect to 30 June 2013 due to the exit from the scope itself of Alisea Soc. Cons. a r.l., operating in contracted catering to hospitals, following the sale by the parent company MARR S.p.A. of the totality of its holding in the company (amounting to 55% of the share capital) on 31 March 2014.

The price of the sale was established as 3,575 thousand Euros, of which 1,833 thousand were paid on the closing, while the payment of the remaining 1,742 thousand Euros is subject to the definitive awarding of significant contracts for catering services.

These interim financial statements include the economic data for Alisea up to 31 March 2014 which, with total revenues of 3.7 million Euros, recorded overall profits of 0.3 million Euros.

It should also be highlighted that the economic effect of deconsolidation is expressed in the item Income from subsidiaries disposal and amounts to a total of 104 thousand Euros, this transaction implied the offset from the balance sheet of the minorities.

### Corporate aggregations realised during the first half-year

The following aggregations were closed during the first half-year:

1) on 12 March 2014 MARR S.p.A. signed the final contract for the purchase of the going concern of Scapa Italia S.p.A. ("Scapa"), a company operating in the Foodservice distribution, with the following effects:

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Purchase consideration	(€thousand)
Table 1 and 1 and	1.742
Total purchase consideration	1,643
- Fair value of the net assets identifiable	(464)
Goodwill	2,107

The cost of aggregation has been determined on the basis of the accounting values reported in the acquisition agreement. The details of the provisional net assets acquired and goodwill are as follows.

Payables to sales agents and provision for supplementary client severance indemnity  Fair value of the net identifiable assets	(67) (464)	(67)
Tangible and intangible assets Payables to personnel and social security institutions	1,129 (1,526)	1,129 (1,526)
(€thousand)	Book value of acquired company	Fair value of the acquired assets and liabilities

The goodwill attributed to the purchase is justified by the strategic importance of the going concern purchased, in as much as it will enable MARR to access a significant portfolio of clients in the Structured Collective and Commercial Catering segments, strengthening its leadership.

The price paid for this acquisition amounts to 1,643 thousand Euros.

2) on 28 May 2014 the subsidiary Sfera S.p.A. signed the final contract for the purchase of the going concern of "Lelli" by Prass Italia S.r.l. in liquidation and in *concordato preventivo*, with the following effects:

Purchase consideration	(€thousand)
Total purchase consideration	3,767
- Fair value of the net assets identifiable	(216)
Goodwill	3,983

The cost of aggregation has been determined on the basis of the accounting values reported in the acquisition agreement. The details of the provisional net assets acquired and goodwill are as follows.

(€thousand)	Book value of acquired company	Fair value of the acquired assets and liabilities
Tangible assets	243	243
Intangible assets	186	186
Payables to personnel and social security institutions	(623)	(623)
Payables to sales agents and provision for supplementary client	, ,	, ,
severance indemnity	(65)	(22)
Fair value of the net identifiable assets	(259)	(216)

INTERIM REPORT AS AT 30 JUNE 2014

The goodwill attributed to the purchase is justified by the strategic importance of the going concern purchased, in as much as it enables the MARR Group to access a significant portfolio of clients in the area of Emilia to the north of Bologna and particularly loyal clients in the Cash&Carry segment.

The price paid for this acquisition amounts to 3,767 thousand Euros.

1) The merger by incorporation of the subsidiary EMI.GEL S.r.l. into the subsidiary New Catering S.r.l. became effective on I June 2014, with accounting and fiscal effects from I January 2014. It must be pointed out that this transaction did not alter the perimeter of the scope of consolidation of the Group, which thus remains unchanged, or the holdings within the Group itself, given that both the companies involved in the transaction were already 100% subsidiaries of MARR.

### Accounting policies

The criteria for assessment used for the purpose of predisposing the consolidated accounts up for the quarter closed on 31 March 2014 do not differ from those used for the drafting of the consolidated financial statements as at 31 December 2013, with the exception of the accounting principles, amendments and interpretations applicable as from 1st January 2014, that in any case are not affecting the current interim report.

- IFRS 10 "Consolidated financial statements" and IAS 27 "Separate financial statements (revised in 2011)". IFRS 10 replaces part of IAS 27 "Consolidated and separate financial statements" and also includes the problems raised in SIC 12 "Consolidation - Companies with specific destination". IFRS 10 establishes a single model of control applicable to all companies, including those with specific destination, and will require discretional assessments to determine which are the subsidiary companies and which must be consolidated by the parent company. Following the introduction of this new principle, IAS 27 will be limited to the accounting of subsidiary, jointly controlled and affiliate companies in the separate financial statements.
- IFRS 11 "Joint Arrangements" this principle replaces IAS 31 "Interest in joint ventures" and SIC 13 "Jointly-controlled Entities – non monetary contributions by ventures". IFRS 11 removes the option of accounting jointly controlled entities using proportionate consolidation but establishes the use of the net equity method.
- IFRS 12 "Disclosures of Involvement with Other Entities" this principle includes all the dispositions concerning disclosures previously included in IAS 27 concerning the consolidated financial statements as well as all of the disclosures that were included in IAS 31 and IAS 28 concerning the shareholdings of a company in subsidiary, jointly controlled or associated companies and in structured vehicles and also provides new information examples.
- IAS 28 "Investment in associated companies (revised in 2011)". As consequence of the new IFRS 11 and IFRS 12, this principle has been renamed "Investments in Associates and Joint Ventures" and describes the application of the net equity method to investments in joint venture in addition to associated companies.
- IAS 32 Compensation of financial assets and liabilities Changes to IAS 32". The changes clarify the meaning of "currently has a legal right to compensate". The changes also clarify the application of the criterion of compensation in IAS 32 in the case of regulating systems (such as centralised compensation systems for example) which apply gross non-simultaneous regulation mechanisms.
- IAS 39 "Novation of derivatives and continuation of hedge accounting Amendments to IAS 39". These amendments enable the continuation of hedge accounting when novation of a hedging derivative respects certain criteria.
- IAS 36 "Additional information on the recoverable value of non-financial assets Amendments to IAS 36". These amendments eliminate the consequences involuntarily introduced by IFRS 13 on the information required by IAS 36. Furthermore, these amendments require information on the recoverable value of the assets or CGU for which a reduction in value was recorded or "reversed" during the course of the business year (impairment loss).
- IFRIC 21 "Taxation". IFRIC 21 is applicable retroactively to all the payments imposed by the law by the Government, other than those already dealt with in other principles (for example by IAS 12 "Income tax" and fines or other sanctions for breaches of the law). This interpretation clarifies that an entity recognises a liability not before the occurrence of the event to which the payment is related, in accordance with the applicable law. The interpretation also clarifies that liability only accrues progressively if the event the payment is related to occurs during a timeframe provided by the law. As regards payments that are due only when a specific minimum threshold is exceeded, the liability is only recorded when the threshold is reached. This interpretation requires that such principles also be applied to intermediate financial statements.

We would also point out that on 12 December 2013, the IASB published the documents entitled "Annual Improvements to IFRSs: 2010 – 2012 cycle" and "Annual Improvements to IFRSs: 2011 – 2013 cycle" which acknowledge the changes to the principles in the framework of the annual process for their enhancement, focusing on the changes deemed necessary but not urgent.

The main changes which may be of significance to the Group refer to:

- IFRS 2 Payments based on shares: changes have been made to the definitions of "vesting condition" and "market condition" and the definitions of "performance condition" and "service condition" have been added, for the recording of benefits plans based on shares.
- IFRS 3 Corporate aggregations: the changes clarify that a potential payment classified as an asset or liability can be measured at fair value on any date of closure of a business year, with the effects attributed in the income statement, independently of the fact that the potential payment may be a financial instrument or a non-financial asset or liability. It is also clarified that the principle in question is not applicable to any transactions for the incorporation of a joint venture.
- IFRS 8 Operating sectors: the changes require that information be given on the valuations made by management in the application of the criteria for the aggregation of operating segments, including a description of the aggregated operating segments and the economic indicators considered in determining if these operating segments have "similar economic characteristics". The reconciliation between the total assets in the operating segments and total assets of the entity need only be provided if the total assets of the operating segments are properly supplied to the corporate management.
- IFRS 13 Measurement of fair value: changes have been made to the Basis for Conclusions of the principle to clarify that with the emission of IFRS 13 and consequent changes to IAS 39 and IFRS 9 remains implies that the short-term trade receivables and debts can be accounted without recording the effects of an actualisation, should these effects not be material.

The date of effectiveness of the proposed changes is for business years starting on 1 July 2014 or later. These changes have not yet been homologated by the European Union.

### Main estimates adopted by management and discretional assessments

The preparation of the interim condensed consolidated financial statements requires that the directors carry out discretional assessments, estimates and hypotheses that influence the value of revenues, costs, assets and liabilities, and the indication of potential liabilities at the time of the financial statements. However, uncertainty as to these hypotheses and estimates may lead to outcomes that will require future significant adjustments on the accounting value of these assets and/or liabilities.

### Estimates and hypotheses

Below is an outline of the key hypotheses concerning the future and other significant sources of uncertainty in estimates at the date of closure of the interim condensed consolidated financial statements that could be the cause of significant adjustment to the value of assets and liabilities in coming business years. The results achieved could differ from these estimates. The estimates and assumptions made are periodically revised and the effects of all changes are immediately reflected in the income statement.

- Estimates adopted in the actuarial calculation in order to determine the benefit plans defined in the context of post-employment obligations:
- The expected inflation rate is 2%;
- The discounting rate used is 2.5%;

 $<sup>^{</sup>m V}$  Average performance curve deriving from the IBOXX Eurozone Corporates AA index.

- The annual rate of increase of the severance plan is expected to be 3%;
- A 9% turnover of employees is expected.
- Estimates adopted in the actuarial calculation in order to determine the provision for supplementary clientele severance indemnity:
- The rate of voluntary turnover is expected to be 13% for MARR S.p.A., 7% for AS.CA S.p.A., 5% for New Catering S.r.I. and 11% for Sfera S.p.A.;
- The rate of corporate turnover is expected to be 2% for MARR. S.p.A., 10% for AS.CA S.p.A., 7% for New Catering S.r.l. and 4% for Sfera S.p.A.;
- The discounting rate used is 1.8%.

### • Estimates used in calculating deferred taxes

A significant discretional assessment is required by the directors in order to determine the total amount of deferred taxes receivable to be accounted. They must estimate the probable occurrence in time and the total value of future fiscally chargeable profits.

### Other

Other elements in the financial statements that were the object of estimate and assumptions by Management are inventory write-down, the determination of amortizations and evaluation of receivables and other assets.

These estimates, although supported by well defined corporate procedures, require hypotheses to be made mainly concerning the future realisable nature of the value of inventories, the probability of collecting in receivables and the solvency of creditors as well as the remaining useful lifetime of assets that may be influenced by both market performance and the information available to Management.

The non-financial instruments with an indefinite useful life are not amortized but subjected to impairment tests annually or whenever there is an indication of impairment. As at 30 June 2014, there was no indication of impairment of any of these instruments.

### Financial Risks Management

The financial risks to which the Group is exposed in the performance of its business activities are as follows:

- market risk (including currency risk, interest rate risk and price risk);
- credit risk;
- liquidity risk.

It is noted that at the time of drafting of this half-year financial report, no significant variations had occurred with regard to the management of these risks, with respect to that already illustrated in the financial statements as at 31 December 2013.

### Classes of financial instruments

The following items are reported in keeping with the accounting rules relative to financial instruments:

(€thousand)			30 June 2014	
Assets as per balance sheet		Loans and receivables	Derivatives used for hedging	Total
Derivative financial instruments		0	0	0
Non Current financial receivables		2,711	0	2,711
Other non-current assets		38,058	0	38,058
Current financial receivables		9,119	0	9,119
Current trade receivables		410,851	0	410,851
Current tax assets		9,753	0	9,753
Cash and cash equivalents		60,586	0	60,586
Other current receivables		34,916	0	34,916
	Total	565,994	0	565,994
		Other financial	Derivatives used for	
Liabilities as per balance sheet		liabilities	hedging	Total
Non-current financial payables		136,304	0	136,304
Current financial payables		129,972	0	129,972
Derivative financial instruments		0	3,602	3,602
	Total	266,276	3,602	269,878

(€thousand)		3	31 December 2013	
Assets as per balance sheet		Loans and receivables	Derivatives used for hedging	Total
Derivative financial instruments		0	0	0
Non Current financial receivables		2,200	0	2,200
Other non-current assets		36,537	0	36,537
Current financial receivables		5,339	0	5,339
Current trade receivables		388,223	0	388,223
Cash and cash equivalents		32,824	0	32,824
Other current receivables		46,445	0	46,445
-	Total	511,568	0	511,568
		Other financial	Derivatives used for	
Liabilities as per balance sheet		liabilities	hedging	Total
Non-current financial payables		161,588	0	161,588
Current financial payables		67,704	0	67,704
Derivative financial instruments		0	3,002	3,002
-	Total	229,292	3,002	232,294

In compliance with that required by IFRS 13, we would point out that the derived financial instruments, constituted by contracts for the coverage of exchange and interest rates, are classifiable as "Level 2" financial assets, in as much as the inputs which have a significant effect on the fair value registered are market figures observable directly (exchange and interest rate market). Similarly, as regards the non-current financial debts, are also classifiable as "Level 2" financial assets, in as much as the inputs influencing their fair value are market data which is directly observable.

As regards the other current and non current assets, see that stated in paragraphs 6 and 12 of these explanatory notes.

<sup>&</sup>lt;sup>VI</sup> The Group identifies as "Level I" financial assets and liabilities those for which the input which has a significant effect on the fair value registered are represented by prices listed on an active market for similar assets or liabilities and as "Level 3" financial assets and liabilities those for which the input is not based on observable market figures.

### Transactions with subsidiaries, associates, parent companies and affiliates

With regard to the nature of relationship with subsidiary, associated, holding and affiliated companies, refer to that illustrated in the Directors report.

It is noted that the operations with related parties were conducted in respect of the dispositions of the laws in force, on the basis of reciprocal economic convenience.

### Significant events in the first half of 2014 and events subsequent to the closing of the first half of 2014

With regard to the significant events which occurred during the half-year and events subsequent to the closing of the first half of 2014, refer to that illustrated in the Directors' report.

### Comments to the main items included in the consolidated statement of financial position

### **ASSETS**

### Non-current assets

### I. Tangible assets

(€thousand)	Balance at 30.06.14	Purchases / other movements	Net decreases	Depreciation	Balance at 31.12.13
Land and buildings	56,704	687	0	(936)	56,953
Plant and machinery	8,026	1,118	0	(869)	7,777
Industrial and business equipment	1,238	262	(7)	(127)	1,110
Other assets	2,595	858	(355)	(350)	2,442
Fixed assets under development and advances	645	645	0	0	0
Total tangible assets	69,208	3,570	(362)	(2,282)	68,282

With regard to the variation in the half year we point out that the purchase of the going concern Scapa implied the entry of tangible assets for a total amount for 1,116 thousand Euros, subdivided among the various categories as follows: 369 thousand Euros in the item "Land and buildings", 366 thousand Euros in the item "Other assets".

The purchase by the subsidiary Sfera of the going concern "Lelli" implied the entry of tangible assets for a total amount of 243 thousand Euros, mainly subdivided among the items "Plant and machinery" (66 thousand Euros), "Industrial and business equipment" (70 thousand Euros) and "Other assets" (95 thousand Euros).

In addition, other investments have been made to the plants and machineries in other distribution centres of the Parent Company, particularly with regard to the distribution centres in Sardegna (113 thousand Euros) and Sicilia (117 thousand Euros), which refers also 606 thousand Euros of "Fixed tangible assets under development and advances".

With regard to the decreases in the item "Other assets", amounting to 355 thousand Euros, we point out that they refer almost exclusively to the sale of motor

As indicated subsequently, in the commentary on the item current and non-current financial payables, mortgages are due for a total of 57,614 thousand Euros in favour of credit institutes registered to cover the mortgages granted on the properties in Uta (CA) – Macchiareddu locality, Santarcangelo di Romagna (RN) – Via dell'Acero 2 and 4 and Via del Carpino 4, San Michele al Tagliamento (VE) Via Plerote 6, Spezzano Albanese (CS) Coscile locality, Bottegone (PT), Francesco Toni 285/297 Street, Portoferraio (LI) via Degli Altifoni 29/31 and Bologna (BO) – Via Fantoni . 31 (value of which in the item Land and Buildings totally amounts to 36.2 million of Euros as at December 31, 2013).

### 2. Goodwill

(€thousand)	Balance at 30.06.14	Purchases / other movements	Balance at 31.12.13
Marr S.p.A. e Sfera S.p.A.(*)	86,827	2,107	84,720
Sfera S.p.A "Lelli" (*)	3,983	3,983	0
AS.CA S.p.a.	8,634	0	8,634
New Catering s.r.l.	3,706	1,489	2,217
Emi.gel S.r.l.	0	(1,489)	1,489
Baldini Adriatica Pesca s.r.l.	2,570	0	2,570
Total Goodwill	105,720	6,090	99,630

(\*) Goodwill related to the subsidiary Sfera S.p.A. (amounting 14,9 million Euros) is indicated together with the one of MARR S.p.A. related to the lease of the going concerns to the parent company. Therefore the goodwill generated during the half-year and related to the purchase of the Lelli's going concerne, is indicated separately.

Goodwill is not subject to amortization; the recoverability of its book value is determined at least each year and, in any case, whenever in the presence of events implying an impairment. Verification is made on the smallest aggregate upon which Management, either directly or indirectly, assesses the return on the investment, including the goodwill itself (*cash generating unit*); as concern the main hypothesis used for the determination of the recoverable value, refer to that explained in the notes to the financial statements as at 31 December 2013.

On the basis of the stability of the results of the MARR Group in the first half-year of 2014 there are no indications of loss of value of the assets.

With regard to the movements in the year, we point the following:

- the increase amounting to 2,107 thousand Euros of goodwill related to the Parent Company, generated by the purchase of the going concern Scapa, finalised on 12 March 2014;
- the increase amounting to 3,983 thousand Euros of goodwill related to the subsidiary Sfera S.p.A., generated by the purchase of the going concern Lelli, finalised on 28 May 2014.

It must be pointed out that on I June 2014, the subsidiary EMI.GEL S.r.l. was merged by incorporation into the subsidiary New Catering S.r.l.. As this was a merger between companies without any reciprocal holding relations but both 100% subsidiaries of MARR, the operation did not generate any merger differences and the goodwill of EMI.GEL was absorbed by New Catering.

For more details concerning these operations, see the paragraph entitled "Corporate aggregations realised during the course of the first half-year".

### 3. Other intangible assets

The variation in this item over the half-year is the following:

(€thousand)	Balance at 30.06.14	Purchases / other movements	Net decreases	Depreciation	Balance at 31.12.13
Concessions, licenses, trademarks and similar rights	478	234	0	(62)	306
Intangible assets under development and advances	8	0	0	0	8
Other intangible assets	36	0	0	0	36
Total Other Intangible Fixed Assets	522	234	0	(62)	350

### 4. Non-current financial receivables

As at 30 June 2014 the item amounts to 2,711 thousand Euros.

The item includes the quota beyond the year of interest-bearing financial receivables of the Parent Company towards the company Adria Market (205 thousand Euros), in addition to the portion over the year of receivables from truck drivers following the sale to the latter of the trucks transporting MARR goods (2,306 thousand Euros).

### 5. Deferred tax assets

As at 30 June 2014 this item refers almost totally to the taxation effect (Ires and Irap) calculated on the taxed provisions allocated by the Group and to the amortizations deductible in future business years, as illustrated below:

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
	10.002	0.202
On taxed provisions	10,083	9,292
On costs deductible in cash	96	115
On costs deductible in subsequent years	777	794
Pre-paid taxes	10,956	10,201

### 6. Other non-current assets

(€thousand)	Balance at 30.06.14	Balance at 31.12.13	
Non-current trade receivables	15,143	11,987	
Accrued income and prepaid expenses	2,450	2,780	
Other non-current receivables	20,465	21,770	
Total Other non-current assets	38,058	36,537	

The increase compared to 31 December 2013 in the item "Non-current trade receivables" (of which 3,043 thousand Euros was with an expiry date of over 5 years, as at 30 June 2014) mainly concerns the delays in payment of previous supplies on entry into force of art. 62 of Law 27 dated 2012, which establishes the terms of payment for supplies of food products.

The prepaid expenses (of which 250 thousand Euros was with an expiry date of over 5 years, as at 30 June 2014) are mainly linked to promotional contributions with clients of a multi-annual nature.

The item "Other non-current receivables" includes, in addition to receivables from State coffers for loss of clients of 4,442 thousand Euros, receivables from suppliers for 15,329 thousand Euros (17,408 thousand Euros as at 31 December 2013), totally expiring within 5 years.

There are no other assets with expiry dates over 5 years.

### Current assets

### 7. Inventories

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Finished goods and goods for resale		
Foodstuff	34,705	28,640
Meat	15,266	12,981
Seafood	73,099	48,785
Fruit and vegetables	54	26
Hotel equipment	1,783	1,506
	124,907	91,938
provision for write-down of inventories	(750)	(750)
Goods in transit	3,653	8,645
Packaging	918	871
Total Inventories	128,728	100,704

The inventories are not conditioned by obligations or other property rights restrictions.

As commented in Directors' Report the increase compared to 31 December 2013 is attributable to the business seasonality.

(€thousand)	Balance at 30.06.14	Consolidation change	Other Change	Balance at 31.12.13
Finished goods and goods for resale	124,907	(110)	33,079	91,938
Goods in transit	3,653	0	(4,992)	8,645
Packaging	918	0	47	87 I
	129,478	(110)	28,134	101,454
Provision for write-down of inventories	(750)	0	0	(750)
Total Inventories	128,728	(110)	28,134	100,704

### 8. Current financial receivables

The item "Current financial receivables" is composed of:

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Financial receivables from parent companies Receivables from loans granted to third parties	6,193 2,926	2,633 2,706
Total Current financial receivables	9,119	5,339

The Receivables for loans granted to third parties, all of which are interest-bearing, refer to: i) receivables towards truck drivers (amounting to 1,316 thousand Euros) consequent to the sale to the latter of the trucks used by them to transport MARR products; ii) service-supplying partners (310 thousand Euros); iii) other companies (1,300 thousand Euros) in order to strengthen the commercial relationships and to increase sales.

### 9. Current trade receivables

This item is composed of:

(€thousand)	Balance at	Balance at
(Culousaliu)	30.06.14	31.12.13
Receivables from customers	443,838	419,555
Trade receivables from parent companies	23	35
Total current trade receivables from customers	443,861	419,590
Bad debt provision	(33,010)	(31,367)
Total current trade receivables from customers	410,851	388,223
(€thousand)	Balance at	Balance at
(Ctrousariu)	30.06.14	31.12.13
Trade receivables from customers	440,666	414,494
Receivables from Affiliated Consolidated Companies by the		
Cremonini Group	3,156	5,048
Receivables from Affiliated not Consolidated Companies by the		
Cremonini Group	16	13
Total current trade receivables	443,838	419,555

The receivables from customers due within the year, deriving in part from normal sales operations and in part from the supply of services, have been valued on the basis of that indicated above. Receivables are shown net of bad debt provision of 33,010 thousand Euros, as highlighted in the table below.

The receivables "from associated companies consolidated by the Cremonini Group" (3,156 thousand Euros) and "from associated companies not consolidated by the Cremonini Group" (16 thousand Euros), are analytically outlined, together with the corresponding payable items, in the table exposed in the Directors' Report. These receivables are all of a commercial nature.

Receivables in foreign currencies have been adjusted to the exchange rate valid on 30 June 2014.

The provision for bad debt as at 30 June 2014 is broken down as follows:

(€thousand)	Balance at 30.06.14	Increases	Consolidation change	Decreases	Balance at 31.12.13
<ul><li>Tax-deductible provision</li><li>Taxed provision</li><li>Provision for interest for late payments</li></ul>	1,377 30,799 834	1,294 3,242 0	(378) (254) 0	(2,097) (149) (15)	2,558 27,960 849
Total Provision for write-down of Receivables from customers	33,010	4,536	(632)	(2,261)	31,367

### 10. Tax assets

This item amount to 9,753 thousand Euros and include mainly the following:

- *Irpeg litigation*. (for 6,040 thousand Euros): with regard to this item, refer to what contained in the paragraph "Provisions for non current risks and charges".
- Receivables from the parent company for transferred Ires benefits for 2,681 thousand Euros; ", it should be noted that this item includes, in addition to the balance of the tax due for the business year, receivables for 1,550 thousand Euros for reimbursement of Ires for the years from 2007 to 2011 calculated on the Irap paid for the cost of employment and collaborators not deducted for said purpose, as per reimbursement claims sent in February 2013.

- Receivables from the government for ongoing reimbursement requests for 210 thousand Euros (the decrease of 130 thousand Euros, compared to 31 December 2013, is linked to the deconsolidation of the company Alisea).
- Receivables from the government for VAT for 181 thousand Euros.

### 11. Cash and cash equivalents

The balance represents the liquid assets available and the existence of ready cash and values on closure of the period.

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Cash and Cheques	8,524	8,092
Bank and postal accounts	52,062	24,732
Total Cash and cash equivalents	60,586	32,824

With regard to the changes to the net financial position, refer to the cash flows statement for the first half of 2014, and for its composition, refer to the comments in the paragraph "Analysis of the Net Financial Position" in Directors' Report.

### 12. Other current assets

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Accrued income and prepaid expenses	1,909	1,137
Other receivables  Total Other current assets	33,007 <b>34,916</b>	45,308 <b>46,445</b>

The item "Other receivables" is composed as follow.

(€thousand)	Balance at 30.06.14	Balance at 31.12.13	
Guarantee deposits	138	137	
Other sundry receivables	888	3,076	
Provision for write-down of receivables from others	(1,628)	(1,628)	
Receivables from social security institutions	508	298	
Receivables from agents	2,530	2,350	
Receivables from employees	53	26	
Receivables from insurance companies	932	621	
Advances to suppliers and supplier credit balances	29,494	40,343	
Advances to suppliers and supplier credit balances from			
Associates	92	85	
Total Other current receivables	33,007	45,308	

The item Advances to suppliers and supplier credit balances includes payments made to foreign suppliers (non-EU) for the purchase of goods with "f.o.b. clause" or advance payment on next fishing campaigns. Receivables from foreign suppliers in foreign currencies have been adjusted, if necessary, to the exchange rate valid on 30 June 2014.

The "Provision for write-down of receivables from others" mainly refers to receivables relating to suppliers and agents.

The decrease in the item Other sundry receivables is mainly linked to the closure of the purchase contracts for the "Scapa" and "Lelli" going concerns, of which in previous paragraphs.

### LIABILITIES

### 13. Shareholders' Equity

As regards the changes within the Shareholders' Equity, refer to the statement of changes in the shareholders' equity.

### Share Capital

The Share Capital as at 30 June 2014, amounting to 33,262,560 Euros, is represented by 66,525,120 MARR S.p.A. ordinary shares, entirely subscribed and paid up, with regular benefit, of a nominal value of 0.50 Euros.

### Share premium reserve

As at 30 June 2014 this reserve amounts to 63,348 thousand Euros and does not appear to have changed since 31 December 2013.

### Legal reserve

This Reserve amounts to 6,652 thousand Euros and does not appear to have changed since 31 December 2013.

### Shareholders' contributions on account of capital

This Reserve did not change in 2014 and amounts to 36,496 thousand Euros.

### Reserve for transition to IAS/IFRS

This is the reserve (amounting to 7,292 thousand Euros) set up following the first time adoption of the international accounting standards.

### Extraordinary Reserve

As at 30 June 2014, the increase of 8,187 thousand Euros, is attributable to the allocation of part of the profits for the year closed on 31 December 2013, as per shareholder meeting's decision made on 28 April 2014.

### Cash flow hedge reserve

As at 30 June 2014, this item amounted to a negative value of 1,530 thousand Euros and is linked to the stipulation of hedging contracts for interest and exchange rates undertaken for the specific hedging of certain loans, with variable rates and in foreign currency respectively.

As regards the movements in this reserve and the other profits/losses in the Statement of Comprehensive Income, see that described in the Consolidated Statement of Changes in the Shareholders' Equity and in paragraph 35 "Other profits/losses" in these explanatory notes.

### Reserve for exercised stock option

This reserve has not changed during the course of the half-year, as the plan was concluded in April 2007 and amounted to 1,475 thousand Euros.

### Reserve IAS19

As at 30 June 2014, this reserve amounts to a negative value of 440 thousand Euros and is composed of the value, net of the theoretical tax effect, of actuarial losses and gains regarding the evaluation of Staff Severance Provision as required by amendments to IAS principle 19 "Employee Benefits", effective for the business years starting on 1st January 2013. According to the IFRS these profits/losses have been entered in the net equity and their variation is highlighted (according to IAS 1 revised, in force from 1st January 2009) in the consolidated comprehensive income statement.

Whit regard to the reserves in taxation suspension (ex. Art. 55 DPR 917/86 and 597/73 reserve), amounting to 1,487 thousand Euros as at 30 June 2014, the relevant deferred tax liabilities have been accounted for.

On 28 April 2014 the Shareholders' meeting approved the MARR S.p.A. financial statements as at 31 December 2013 and consequently decided upon allocation of the business year profits, and the approval of a dividend of 0.58 Euros for each ordinary share with the right to vote.

### Non-current liabilities

### 14. Non-current financial payables

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Payables to banks - non-current portion Payables to other financial institutions - non-current portion Total non-current financial payables	105,327 30,977 <b>136,304</b>	130,943 30,645 161,588
(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Payables to banks (I-5 years) Payables to banks (over 5 years) Total payables to banks - non-current portion	103,056 2,271 105,327	127,476 3,467 130,943

The decrease in non-current payables to banks is the net effect of the classification of the expiring instalments among the current payables and of the stipulation of new loans, as listed hereafter:

- unsecured loan with Mediobanca Banca di Credito Finanziario S.p.A., signed by the Parent Company in the month of February and disbursed on 7 February 2014 for a total amount of 25 million Euros and with due date in the month of July 2015:
- unsecured loan with Banca Popolare dell'Emilia Romagna, signed by the subsidiary Sfera for a total amount of 2.5 million Euros and amortization ending in November 2015.

It must also be pointed out that, contrarily to the situation as at 31 December 2013, the ongoing loans with Cooperatieve Centrale Raiffeissen – Boerenleenbank B.A., with Banca Carige and with Banca Popolare di Milano have been entirely classified among the current financial payables as at 30 June 2014, for a total overall value of 43 million Euros expiring by the end of the year.

Finally, we point out that the value of payables to other financial institutions is composed by the private placement of a bond for US institutional investors, closed in the month of July 2013.

Below is the break-down of the security on mortgages on the Group's real estate:

Credit institutes	Guarantee	Amount	Property
5.0		7.170	
Pop.Crotone-nr. 64058	mortgage	/,1/2	Locality Coscile-Spezzano Albanese (CS)
Pop.Crotone-nr. 64057	mortgage	5,942	Locality Coscile-Spezzano Albanese (CS)
Carim - n. 410086 (*)	mortgage	4,500	Via Plerote-S.Michele al T. (VE)
Cassa di Risparmio di Pescia e Pistoia	mortgage	10,000	Via Francesco Toni 285/297 - Bottegone (PT)
			Via dell'Acero 2/4 e Voa del Carpino 4 - Sanatarcangelo di R (RN); Via Degli
Centrobanca	mortgage	20,000	Altiforni n. 29/3 I - Portoferraio (LI); locality Macchiareddu - Uta (CA)
Banca Popolare del Commericio e Industria	mortgage	10,000	_ Via Fantoni n. 31 - Bologna (BO)
Total		57,614	

<sup>(\*)</sup> Financing closed at the due date (30 June 2014) with mortgage still pending at the date of closing of the financial half-year report

It is pointed out that the ongoing loans with Centrobanca S.p.A., the loan in pool with ICCREA Banca d'Impresa S.p.A. and that one with BNP Paribas, the loan with Cooperatieve Centrale Raiffeisen — Boerenleenbank B.A. and the private placement in bond, provide for financial covenants that are calculated punctually on the basis of the MARR Group consolidated figures at the end of each business year (or half-yearly on the figures for the previous twelve months). For a detailed description of these covenants, please refer to the financial statement as at 31 December 2013.

With reference to the new loan of the Parent Company with Mediobanca, we point out that this provides for financial covenants that are calculated punctually on the basis of the MARR Group consolidated figures at the end of each business year (or half-yearly on the figures for the previous twelve months).

Net Debt / EBITDA < 3 Net Debt / Equity < 1,5

### EBITDA / Net financial charges > 4

Finally, it should be pointed out that the following derivative contracts are ongoing:

- Interest Rate Swap contract worth 5 million Euros stipulated with Veneto Banca, to partially hedge the loan in pool with BNP Paribas.
- Interest Rate Swap contract worth 12.5 million Euros stipulated with Ra.Bo Bank, to partially hedge the loan existing with the same institute.
- Cross Currency Swap contract, to totally hedge the exchange risk of US dollar on the Euro, with regard to the bond private placement, of the original value of 43 million Euros.

During the course of the half-year, a new Interest Rate Swap contract was stipulated for an initial value of 5 million Euros with Banca Popolare Commercio e Industria for the total hedging of the ongoing mortgage with the same bank. The effects of these contracts are described in paragraph 15 "Financial instruments / derivatives".

The comparison of the book values and related fair values of the non-current financial payables is as follows:

(€thousand)	Book Value		Fair Value	
	2014	2013	2014	2013
Payables to banks - non-current portion	105,327	130,943	101,971	126,424
Payables to other financial institutions - non-current portion	30,977	30,645	45,593	31,725
Total payables to other financial institutions - Non				
current portion	136,304	161,588	147,564	158,149

The difference between the fair value and the book value lies in the fact that the fair value is obtained by discounting back future cash flows, while the book value is determined by the amortised cost method.

### 15. Financial instruments / derivatives

The amount as at 30 June 2014, amounting to a total of 3,599 thousand Euros (3,002 thousand Euros as at 31 December 2013), represents:

- for 223 thousand Euros, the fair value of the Interest Rate Swap contracts stipulated by the Parent Company to specifically hedge the interest rate risk on certain variable rate loans;
- for 3,376 thousand Euros, the fair value of the Cross Currency Swap contracts stipulated by the Parent Company to hedge the risk of changes to the Dollar-Euro exchange rate, with reference to the bond private placement in US dollars finalised during the course of the business year.

It should be noted that the Cross Currency Swap contracts and the Interest Rate Swap contract with Banca Popolare Commercio e Industria (which fair value amounts to 86 thousand Euros as at 30 June 2014) expire beyond 5 years.

### 16. Employee benefits

The employment contract applied is that of companies operating in the "Tertiary, Distribution and Services" sector. As at 30 June 2014 this item amounts to 10,880 thousand Euros (11,542 thousand Euros as at 31 December 2013).

The decrease compared to 31 December 2013, net of the quota accrued during the period and the ordinary movements of this item, is linked to the sale by the Parent Company of the holdings in the company Alisea and the consequent deconsolidation of same, the employee severance fund of which amounted to 764 thousand Euros as at 31 December 2013.

**EXPLANATORY NOTES** 

### 17. Provisions for non-current risks and charges

(€thousand)	Balance at 30.06.14	Provisions	Other movements	Uses	Balance at 31.12.13
Provision for supplementary dients severance indemnity	2,777	171	23	0	2,583
Provision for specific risk	1,717	43	0	0	1,674
Provision for taxes of the intermediate balance	11,866	11,866	0	0	0
Total Provisions for non-current risks and charges	16,360	12,080	23	0	4,257

The provision for supplementary clients severance indemnity has been allocated on the basis of a reasonable estimate of probable future liabilities, considering the available elements.

The "provision for taxes of the intermediate balance" covers the taxes due concerning the first half of 2014.

The "Provision for specific risks" covers probable liabilities connected to certain ongoing legal disputes.

With regard to the ongoing fiscal dispute following from the assessment by the Guardia di Finanza IV Group of San Lazzaro di Savena – BO (because of presumed breaches in terms of direct tax for the fiscal years 1993-1999 and VAT for the fiscal years 1998 and 1999; verification finalised in the month of June of the year 2000 and which main inspection is known as "C.R.C.") highlighted in the financial statement as of 31 December 2013, it should be pointed out that no developments occurred in the first half of the year.

It should be pointed that, on 10 February 2014, the CRC lawsuit was discussed in a public hearing, together with other fiscal disputes of less importance (disputes known as ex Battistini, concerning direct taxes, and Alisurgel, concerning registry fees), before the Supreme Court of Cassation. The law courts reserved the right to decide, and the filing of the relative sentences is awaited.

As concerns the ongoing dispute with Customs and Excise Office (arose during the course of 2007, concerning the payment of preferential customs duties on certain imports of fish products and for which, despite the appeals made by the Company being rejected, the judges in the initial proceedings ascertained the complete extraneousness of the Company as regards the claimed irregularities, as they are exclusively attributable to its own suppliers), it should be noted that in May 2013, the Company submitted an appeal to the Supreme Court of Cassation.

For more details regarding these disputes, refer to that disclosed in the explanatory notes to the financial statements as at 31 December 2013.

As at 30 June 2014 MARR S.p.A. had paid out 6,040 thousand Euros as redemption while awaiting judgement for taxes; the amount was classified as tax assets.

### 18. Deferred taxes liabilities

As at 30 June 2014, this item amounting to 11,414 thousand Euros, was composed as follows:

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
On goodwill amortisation reversal	6,073	5,705
On funds subject to suspended taxation	467	468
On leasing recalculation as per IAS 17	506	506
On actuarial calc. of severance provision fund	(56)	(59)
On fair value revaluation of land and buildings	4,018	4,021
On allocation of acquired companies' goodwill	810	816
On Cash Flow Hedge	(580)	(332)
Others	176	203
Deferred tax liabilities fund	11,414	11,328

### 19. Other non-current payables

This item amounted to 1,007 thousand Euros (438 thousand Euros as at 31 December 2013) and is composed of the quota over the year for deferred financial income from customers. There is no accrued income and prepaid expenses with expiry date over 5 years.

### Current liabilities

### 20. Current financial payables

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Payables to banks	129,237	66,949
Payables to other financial institutions	735	755
Total Current financial payables	129,972	67,704

For more details regarding the variation compared to the previous business year, see that outlined in the Directors' Report on management performance and on paragraph 14 "Non current financial payables".

In addition to what explained in the paragraph 14 of the present explanatory notes, it is noted that:

- in the month of May, the subsidiary Sfera S.p.A. signed an unsecured loan with Banca di Rimini Credito Cooperativo Soc. Coop. for an amount of I million Euros e amortization ending in April 2015 (entirely classified as current financial payables):
- on 30 June 2014 MARR reimbursed the final instalment of the mortgage with Carim, which residual debt amounted to 174 thousand Euros as at 31 December 2014.

### 21. Financial instruments / derivatives

As at 30 June 2014, the amount of 3 thousand Euros, concerns an operation for the hedging of interest rates undertaken on variable rate loans ongoing as at said date. These hedges have been entered as hedges on financial flows.

### 22. Current tax liabilities

This item relates to taxes payable the amount of which is determined and certain.

With regard to MARR S.p.A. the 2009 and following business years can still be verifiable by the fiscal authorities, by reason of the ordinary verification deadlines and excluding currently pending fiscal litigations.

The item, amounting to 1,869 thousand Euros, mainly refers to the payables for IRPEF for dependent employees and external collaborators, totalling 1,252 thousand Euros, in addition to payables for Irap for 382 thousand Euros.

### 23. Current trade liabilities

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Payables to suppliers Payables to associated Companies consolidated by the Cremonini Group	313,167 6,097	265,565 7.491
Payables to other Associated Companies	202	272
Trade payables to Parent Companies  Total current trade liabilities	321,410	274,334

The trade payables refer mainly to amounts for the purchase of goods for sale and payables to Sales Agents. They also include "Payables to Associated Companies consolidated by the Cremonini Group" for 6,097 thousand Euros and "Payables to Parent Companies" for 1,944 thousand Euros the details and analysis of which are reported in Directors' Report and "Payables to other Correlated Companies" for 202 thousand Euros

EXPLANATORY NOTES

### 24. Other current liabilities

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Accrued income and prepaid expenses due	1,813	1,929
Other payables	20,595	18,622
Total other current liabilities	22,408	20,551

The item "Accrued income and prepaid expenses due" includes mainly, for 1,070 thousand Euros, the item "Accrued income for emoluments to employees" including the allocations concerning leave accrued and not taken and the relevant costs, in addition to the item "Deferred income for interests from clients", for 331 thousand Euros.

The item "Other payables" mainly includes the following items:

- "Payables to personnel for emoluments" amounting to 6,311 thousand Euros, including the current remuneration to be paid as at 30 June 2014;
- "Advance payments from clients" amounting to 9,341 thousand Euros;
- "Payables to social security institutes" for 2,181 thousand Euros.

### Guarantees, securities and commitments

These are guarantees granted by both third parties and our companies for debts and other obligations.

Guarantees (totalling 47,619 thousand Euros).

These refer to:

- guarantees issued on behalf of MARR in favour of third parties (amounting to 41,606 thousand Euros) and are guarantees granted on our request by credit institutions to guarantee the correct and punctual execution of tender and other contracts of a duration of either within the year or over the year; as at 30 June 2014, this item included guarantees in favour of Alisea, deconsolidated as of 31 March 2014, which were still ongoing for a total of 826 thousand Euros (2,606 thousand Euros as at 31 December 2013).
- guarantees issued by the subsidiary Baldini Adriatica Pesca S.r.l. for 5 thousand Euros;
- guarantees issued by MARR S.p.A. in favour of financial institutes in the interest of subsidiary companies. This item amounted to a total of 6,008 thousand Euros as at 30 June 2014 and refers to credit lines granted to subsidiaries; it must be noted that as at 31 December 2013, this item amounted to 4,914 thousand Euros and included, in addition to that included in the table, the fidejussions in favour of Alisea the still ongoing part of which is now classified in the guarantees in favour of third parties, as already described.

On closure of the period, the following guarantees had been granted in favour of the following subsidiary companies:

(€thousand)	Balance at 30.06.14	Balance at 31.12.13
Guarantees		
Sfera S.p.A.	4,800	1,100
Baldini Adriatica Pesca S.r.l.	1,208	1,208
Total Guarantees	6,008	2,308

### Collaterals

Collaterals in favour of third parties refer mainly to mortgages on properties owned and are analysed in detail in the comment on the items "Non-current financial payables" and "Tangible Assets".

### Other risks and commitments

This item, amounting to 14,800 thousand Euros, refers to credit letters issued by certain credit institutes to guarantee obligations undertaken by the Group with our foreign suppliers.

### Comments to the main items included in the consolidated statement of profit or loss

### 25. Revenues

Revenues are composed of:

(€thousand)	30.06.14	30.06.13
Net revenues from sales - Goods	660,429	607,388
Revenues from Services	3,719	7,428
Other revenues from sales	114	235
Advisory services to third parties	24	13
Manufacturing on behalf of third		
parties	14	10
Rent income (typical management)	37	22
Other services	1,397	1,524
Total revenues	665,734	616,620

For a comment on the trend of the revenues from sales see the Directors' Report on management performance.

Revenues from services almost entirely concern to the first quarter of Alisea, which was deconsolidated as of 31 March 2014.

The breakdown of the revenues from sales of goods and from services by geographical area is as follows:

(€thousand)	30.06.14	30.06.13
Italy European Union	613,786 38,796	584,380 23,520
Extra-EU countries	13,152	8,720
Total	665,734	616,620

### 26. Other revenues

The Other revenues are broken down as follows:

(€thousand)	30.06.14	30.06.13
Contributions from suppliers and others	14,633	14,101
Other Sundry earnings and proceeds	603	473
Reimbursement for damages suffered	850	218
Reimbursement of expenses incurred	450	458
Recovery of legal taxes	31	8
Capital gains on disposal of assets	43	124
Total other revenues	16,610	15,382

The "Contributions from suppliers and others" consist mainly of contributions obtained from suppliers for the commercial promotion of their products with our customers. Their increase is mainly linked to the re-confirmation of the ability of the company in managing relations with its suppliers.

### 27. Purchase of goods for resale and consumables

This item is composed of:

(€thousand)	30.06.14	30.06.13
Purchase of goods	556,589	516,016
Purchase of packages and packing material	1,893	1,752
Purchase of stationery and printed paper	402	402
Purchase of promotional and sales materials and catalogues	80	90
Purchase of various materials	220	261
Discounts and rebates from suppliers	(110)	(477)
Fuel for industrial motor vehicles and cars	172	224
Total purchase of goods for resale and consumables	559,246	518,268

### 28. Personnel costs

As at 30 June 2014 the item amounts to 19,315 thousand Euros (21,075 thousand Euros as at 30 June 2013) and includes all expenses for employed personnel, including holiday and additional monthly salaries as well as related social security charges, in addition to the severance provision and other costs provided contractually.

This item shows a decrease related to the deconsolidation effective from 31 March 2014 of the company Alisea, for which the personnel costs amounted to 2,134 thousand Euros in the first half-year of 2013, compared to 1,057 thousand Euros in the first quarter of 2014.

Furthermore, the maintenance of a careful resource management policy has been confirmed, with specific reference to the management of leave and permits and overtime work.

Lastly, we would point out that the cost of employment in the first half of 2013 included non-recurrent charges amounting to 1.1 million Euros for the start-up of the former Scapa warehouses.

### 29. Amortizations, depreciations and write-downs

(€thousand)	30.06.14	30.06.13	
Depreciation of tangible assets	2,279	1,898	
Amortization of intangible assets	62	78	
Provisions and write-downs	4,750	3,992	
Total amortization and depreciation and write-downs	7,09 ا	5,968	

The Provisions and write-downs can be broken down as follows:

(€thousand)	30.06.14	30.06.13
Taxable provisions for bad debts	3,242	2,633
Non-taxable provisions for bad debts	1,294	1,220
Provision for risk and loss fund	43	0
Provision for supplementary clientele severance indemnity	171	139
Total provisions and write-downs	4,750	3,992

**EXPLANATORY NOTES** 

### 30. Other operating costs

(€thousand)	30.06.14	30.06.13
Operating costs for services	80,445	73,534
Operating costs for leases and rentals	4,653	5,229
Operating costs for other operating charges	924	1,204
Total other operating costs	86,022	79,967

The operating costs for services mainly include the following items: sale expenses, distribution and logistic costs of our products for 66,624 thousand Euros, processing by third parties and other technical services and logistics for 2,714 thousand Euros, costs for utilities for 4,619 thousand Euros, G&A costs for 3,316 thousand Euros and maintenance costs for 1,858 thousand Euros.

The operating costs for leases and rentals concern the rental fees for industrial buildings and amount to a total of 4,208 thousand Euros (4,486 thousand Euros as at 30 June 2013); their performance is the net result of the increased fees for the rent of the industrial warehouses in Marzano and Pomezia concerning the "ex-Scapa" activities (as of 23 February 2013) and the lesser fees paid for the rent of the real estate property where the activities of the Carnemilia Division are carried out (Via Francesco Fantoni, 31 – Bologna) and that is owned by MARR as of 1 July 2013.

Furthermore, it should be pointed out that the item "Lease of industrial buildings" includes, for 334 thousand Euros, the rental fees paid to the associate companies Le Cupole S.r.l. of Castelvetro (MO) for the rental of the property in which the branch MARR Uno carries out its activities (Via Spagna 20 – Rimini).

The operating costs for other operating charges mainly include the following items: "other indirect duties, taxes and similar costs" for 438 thousand Euros, expenses for credit recovery for 173 thousand Euros and "local council duties and taxes" for 155 thousand Euros.

### 31. Financial income and charges

(€thousand)	30.06.14	30.06.13
Financial charges Financial income	5,986 (1,187)	4,807 (1,260)
Foreign exchange (gains)/losses  Total financial (income) and charges	4,888	(14)

The net effect of foreign exchange mainly reflects the performance of the Euro compared to the US dollar, which is the currency for imports from non-EU countries.

The increase in financial charges is attributable to the repositioning (in June 2013) of the financial payables to longer expiries and an increased average indebtedness, related to the absorption of the operating capital by effect of the increase in sales and the outgoings for both investments in tangible assets instrumental to activities and the purchase of the "Scapa" and "Lelli" going concerns finalised in the first half-year of 2014.

### 32. Income from subsidiaries disposal

The item amounts to 104 thousand Euros and represents the net income deriving from the sale of the holding in Alisea Soc. Cons. a r.l. by the Parent company and the relevant deconsolidation from the Group financial statements, as better described in the Directors' Report and in the introduction to this report.

### 33. Taxes

(€thousand)	30.06.14	30.06.13
Ires-Ires charge transferred to Parent Company Irap Net provision for deferred tax liabilities	9,872 2,178 (460)	8,787 2,083 (254)
Total taxes	11,590	10,616

### 34. Earnings per share

The following table is the calculation of the basic and diluted Earnings:

(Euros)	30.06.14	30.06.13
Basic Earnings Per Share	0.34	0.30
Diluted Earnings Per Share	0.34	0.30

It must be pointed out that the calculation is based on the following data:

### Earnings:

(€thousand)	30.06.14	30.06.13
Profit for the period Minority interests	22,430 0	20,288 (291)
Profit used to determine basic and diluted earnings per share	22,430	19,997
Number of shares:		
(number of shares)	30.06.14	30.06.13
Weighted average number of ordinary shares used to determine basic earning per share Adjustments for share options	66,525,120 0	65,819,473 0
Weighted average number of ordinary shares used to determine diluted earning per share	66,525,120	65,819,473

### 35. Other profits/losses

The other profits/losses accounted for in the consolidated statement of other comprehensive income consist of the effects produced and reflected in the period with reference to the following items:

- effective part of the operations for: hedging interest rates related to variable rate loans existing at the date; hedging exchange risk rate related to the bond in US dollars closed with an operation of private placement in the month of July 2013; effective part of the term exchange purchase transactions carried out by the Group to hedge the underlying goods purchasing operations. The value indicated, amounting to a total loss of 656 thousand Euros in the first half-year of 2014 (-37 thousand Euros in the same period of the previous year), is shown net of the taxation effect (that amounts to approximately +249 thousand Euros as at 30 June 2014).

According to the IFRS these profits/losses have been entered in the net equity and highlighted (according to IAS 1 revised, in force from 1<sup>st</sup> January 2009) in the consolidated comprehensive income statement.

### Net financial position

The following table represents the trend in Net Financial Position:

	MARR Consolidated			
	(€thousand)	30.06.14	31.12.13	30.06.13
Α.	Cash	8,485	8,056	12,718
	Cheques	40	36	261
	Bank accounts	51,820	24,578	35,114
	Postal accounts	241	154	69
В.	Cash equivalent	52,101	24,768	35,444
C.	Liquidity (A) + (B)	60,586	32,824	48,162
	Current financial receivable due to parent comany	6,193	2,633	4,630
	Current financial receivable due to related companies	0	0	0
	Others financial receivable	2,926	2,706	2,507
D.	Current financial receivable	9,119	5,339	7,137
E.	Current Bank debt	(62,233)	(40,920)	(85,407)
F.	Current portion of non current debt	(67,004)	(26,029)	(39,305)
	Financial debt due to parent company	0	0	0
	Financial debt due to related company	0	0	0
	Other financial debt	(738)	(755)	(93)
G.	Other current financial debt	(738)	(755)	(93)
Н.	Current financial debt (E) + (F) + (G)	(129,975)	(67,704)	(124,805)
<u>l.</u>	Net current financial indebtedness $(H) + (D) + (C)$	(60,270)	(29,541)	(69,506)
J.	Non current bank loans	(108,926)	(133,945)	(116,879)
K.	Other non current loans	(30,977)	(30,645)	0
L.	Non current financial indebtedness (J) + (K)	(139,903)	(164,590)	(116,879)
Μ.	Net financial indebtedness (I) + (L)	(200,173)	(194,131)	(186,385)

The net financial position as at 30 June 2014 remained in line with the company objectives.

0 0 0

Rimini, 4 August 2014

The Chairman of the Board of Directors

Ugo Ravanelli

## HALF-YEAR FINANCIAL REPORT AS AT 30 JUNE 2014

### **Appendices**

These appendices contain additional information compared to that reported in the Notes, of which they constitute an integral part.

- Appendix I List of equity investments, including those falling within the scope of consolidation as at 30 June 2014.
- Appendix 3 List of receivables/payables and revenues/costs to correlated companies as at 30 June 2014.

MARR S.D.A. GROUP
LIST OF EQUITY INVESTMENTS INCLUDING THOSE FALLING WITHIN
THE SCOPE OF CONSOLIDATION AT 30 JUNE 2014

## COMPANIES CONSOLIDATED ON A LINE-BY-LINE BASIS:

COLITIONIES CONSOLIDATED ON A CITAC-BI -CITAC BASIS.	DI-LINE DASIS.				
- Parent Company:					
MARR S.p.A.	Rimini	33,263			
- Subsidiaries:					
Alisurgel S.r.I. in liq.	Rimini	01	%0'.26	97.0% Sfera S.p.A.	3.0%
Sfera S.p.A.	Santarcangelo di R. (RN)	220	%0'001		
AS.CA. S.p.A.	Santarcangelo di R. (RN)	518	%0:001		
Marr Foodservice Iberica S.A.u.	Madrid (Spain)	009	%0:001		
New Catering S.r.l.	Santarcangelo di R. (RN)	34	%0:001		
Baldini Adriatica Pesca S.r.l.	Santarcangelo di R (RN)	01	%0:001		

### EQUITY INVESTMENTS VALUED AT COST:

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	KMINI
	<u>r</u>
C C	Centro Agro-Allmentare Mminese 5,5,4.

# LIST OF RECEIVABLES/PAYABLES AND REVENUES/COSTS TO RELATED COMPANIES AS AT 30 JUNE 2014

(ethousand)		Ē	FINANCIAL R	RELATIONS	NS						ECONOMIC RELATIONS	ELATION	SI		
COMPANY			:LES		PAYABLES	S			REV ENUES				STSCO		
	Trade		Other Financial	Trade	Trade Other Financial	Financial	Sale of good:	s Services	Other revenues	Sale of goods Services Other revenues Financial Income	Purchase of good	s Service	s Leases and rentals	Purchase of goods   Services   Leases and rentals   Other operating charges   Financial charges	Financial charges
From parent companies Cremonini Spa (*)	23	2,687	6,193	1,944	0		- 2	<u> </u>		86		554			
Total	23	2,687	6,193	1,944	0	0	2	0	0	86		0 554	0	0	_
From non-consolidated subsidiaries Total	0	0	0	0	0	0	0	0	0	0		0	0	0	0
From associated companies	0	0	0	0	0	0	0		0	0		0	0	0	0
From affiliated companies Consolidated by Cremonini Group Bell Carni St. I. (ex tabber Str) Chef Express S.p.A. (ex Noto S.p.A.)	1,027						2,925		(26)			12			
Consorzio Centro Cormero. Ingrosso Carni S.r.I. Fiorani & C. S.p.a.				9								· · ·			
Frimo S.a.m. Ges.Car. S.r.l.															
Global Service Logistics S.r.I. Global Service S.r.I. Guardamidio S.r.I.		4		468								387		5	
Inalca Algerie S.a.r.l. Inter Inalca Anocla Ida	152														
Inaica Brazzaville Sari Inaica Kinchasa Sari	243														
Inaba Missa data:	7						80	~							
Inalca S.p.a. Interior S.r.I	20	10		5,098			136	<u> </u>	51		25,896	6 23			
Marr Russia Ilc															
Italia Alimentari (ex Montana Alimentari S.p.a.) Real Beef S.r.I.	4	69 ——		524					89		2,265	2			
Roadhouse Grill Roma S.r.J.	129						281	1							
Koadnouse Grill Ralia S.r.i. Salumi D'Emilia S.r.i.	- /c'1						0,470								
Tecno-Star Due S.r.I.															
Avirail Italia S.p.a. Time Vending S.r.I.	N	12					Ω	0	12						
Not consolidated by Cremonini Group															
Farmservice S.r.l.	<del>4</del> c						33								
Le Cupole S.r.I. Prometex Sam	1												334		
														1	
Tota	Total 3,172	95	0	6,097	0	0	11,866	^	105	0	28,169	9 422	334	2	0

<sup>(\*)</sup> The ten in the Other Payabbes column relates to the RES charge transferred from MARR within the scope of the National Consolidated tax base (including the receivables for for reimbursement claims for the years from 2007 to 2011 calculated on the cost of employment not deducted by Iransferred to Cremonini within the scope of the Group VAT liquidation.

(\*\*) The total amount of trade receivables are reclassified under "Receivables from customer" and "Supplers" respectively

## HALF-YEAR FINANCIAL REPORT AS AT 30 JUNE 2014

### STATEMENT OF CONDENSED CONSOLIDATED FINANCIAL STATEMENT PURSUANT TO ART. 154-BIS PARAGRAPH 2 OF LEGISLATIVE DECREE 58 DATED 24 FEBRUARY 1998

- I. The undersigned Pierpaolo Rossi in the quality of Chief Executive Officer, and Antonio Tiso, in the quality of Manager responsible for the drafting of the corporate accounting documents of MARR S.p.A., hereby certify, also taking into account that provided by art. 154-bis, paragraphs 3 and 4, of Legislative Decree 58 dated 24 February 1998:
- the adequacy in relation to the characteristics of the company and
- the effective application,
- of the management and accounting procedures for the drafting of the interim condensed consolidated financial statement, during the first half-year 2014.
- 2. The assessment of the adequacy of the management and accounting procedures for the drafting of the interim condensed consolidated financial statement as at 30 June 2014 was based on a process defined by MARR S.p.A. in coherence with the Internal Control Integrated Framework model issued by the Committee of Sponsoring Organizations of the Treadway Commission, which is an internationally accepted general reference framework.
- 3. It is also certified that:
- a) the interim condensed consolidated financial statements:
- are prepared in conformity with the internationally applicable accounting principles recognised in the European Community pursuant to regulation (EC) 1606/2002 of the European Parliament and Council dated 19 July 2002;
- correspond to the findings in the accounts books and documents;
- are suited to providing a truthful and correct representation of the equity, economic and financial situation of the author and the group of companies included in the scope of consolidation;
- b) the interim directors' report on management includes a reliable analysis of the significant events occurred in the first half of 2014 business year and of their effect on the interim condensed consolidated financial statement, together with a description of the main risks and uncertainties to which they are exposed for the remaining six months of the business year. The intermediate report on management also includes a credible analysis of the information on the significant operations with related parties.

Rimini, 4 August 2014

Pierpaolo Rossi

Antonio Tiso

Chief Executive Officer

Manager responsible for the drafting of corporate accounting documents



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### Auditors' review report on the interim condensed consolidated financial statements (Translation from the original Italian text)

To the Shareholders of MARR S.p.A.

- We have reviewed the interim condensed consolidated financial statements, comprising the consolidated statement of financial position, the consolidated statements of profit or loss, the consolidated statement of other comprehensive income, the consolidated statement of changes in shareholders' equity and cash flows and the related explanatory notes, of MARR S.p.A. and its subsidiaries (the "MARR Group") as of June 30, 2014. Management of MARR S.p.A. is responsible for the preparation of the interim condensed consolidated financial statements in conformity with the International Financial Reporting Standards applicable to interim financial reporting (IAS 34) as adopted by the European Union. Our responsibility is to issue this review report based on our review.
- We conducted our review in accordance with review standards recommended by Consob (the Italian Stock Exchange Regulatory Agency) in its Resolution no. 10867 of July 31, 1997. Our review consisted mainly of obtaining information on the accounts included in the interim condensed consolidated financial statements and the consistency of the accounting principles applied, through discussions with management, and of applying analytical procedures to the financial data presented in these consolidated financial statements. Our review did not include the application of audit procedures such as tests of compliance and substantive procedures on assets and liabilities and was substantially less in scope than an audit conducted in accordance with generally accepted auditing standards. Accordingly, we do not express an audit opinion on the interim condensed consolidated financial statements as we expressed on the annual consolidated financial statements.

With respect to the consolidated financial statements of the prior year and the interim condensed consolidated financial statements of the corresponding period of the prior year, presented for comparative purposes, which have been restated in accordance with IAS 1 (2007), reference should be made to our reports issued on March 31, 2014 and on August 2, 2013, respectively.

Based on our review, nothing has come to our attention that causes us to believe that the interim condensed consolidated financial statements of MARR Group as of June 30, 2014 are not prepared, in all material respects, in conformity with the International Financial Reporting Standards applicable to interim financial reporting (IAS 34) as adopted by the European Union.

Bologna, August 4, 2014

Reconta Ernst & Young S.p.A. Signed by: Andrea Nobili, Partner

This report has been translated into the English language solely for the convenience of international readers