



**Interim Report**  
**as at 31 March 2014**

**12 May 2014**

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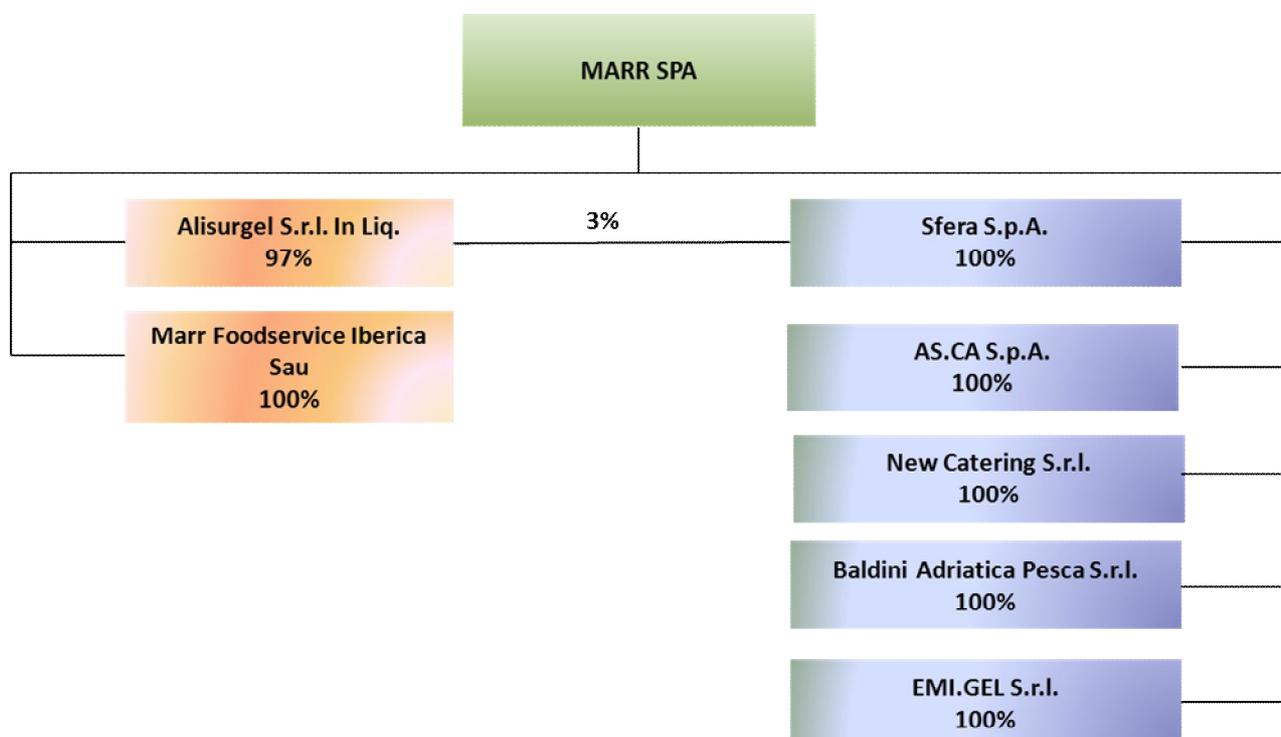
Corporate bodies of MARR S.p.A.

Interim report as at 31 March 2014

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## MARR GROUP ORGANISATION

at 31 March 2014



As at 31 March 2014 the structure of the Group differs from that at 31 December 2013 and from that at 31 March 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. As of the date of closure of this quarter, this company was no longer within the scope of consolidation of the Group.

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. 1/A Santarcangelo di Romagna (Rn)	Marketing and distribution of fresh, dried and frozen food products for Foodservice operators.
NEW CATERING S.r.l. Via dell'Acero n. 1/A – Santarcangelo di Romagna (Rn)	Marketing and distribution of foodstuff products to bars and fast food outlets.
BALDINI ADRIATICA PESCA S.r.l. Via dell'Acero n. 1/A – Santarcangelo di Romagna (Rn)	Marketing and distribution of fresh and frozen seafood products.
EMI.GEL. S.R.L. Via dell'Acero n. 1/A – Santarcangelo di Romagna (Rn)	Marketing and distribution of foodstuff products to bars and fast food outlets.
SFERA S.p.A. - Via dell'Acero n. 1/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.l. 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.

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

### Board of Directors

Chairman	Ugo Ravanelli
Chief Executive Officer	Francesco Ospitali
Chief Executive Officer	Pierpaolo Rossi
Directors	Illias Aratri
	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>

<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

### 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.
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Manager responsible for the drafting of corporate accounting documents	Antonio Tiso
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## DIRECTORS' REPORT

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

The interim report as at 31 March 2014, not audited, has 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, while for information and the purposes of this report, reference is made to article 154-ter of the Legislative Decree 58 dated 24 February 1998.

Although weak, the market context is improving, with expenditure for "Hotels, meals and out of home food consumption" recording a decrease of 1.4% in the first three months of the year, less than the -2.5% for 2013 (Confcommercio Studies Office, May 2014).

Sales of the MARR Group to customers of the Street Market and National Account categories increased, reaching 230.9 million Euros in the first quarter, an increase of 7.6% and an organic component of 5.2%.

Therefore, the leadership of the Group on the Italian market for the commercialisation and distribution of fresh, dried and frozen food products for operators in non-domestic catering, and therefore in the Foodservice sector, was strengthened.

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

Sales to customers in the Street Market category (restaurants and hotels not belonging to Groups or chains) amounted to 148.1 million Euros, an increase of 2.6% compared to the first quarter of 2013, which did however benefit from a more favourable calendar with the Easter festivities in late March to early April.

Sales to customers in the National Account category (operators of Chains and Groups and Canteens) reached 82.8 million Euros (70.2 million in 2013), with an increase of 17.9% and an organic component of 11.7%.

Sales to customers in the Wholesale category reached 55.5 million Euros in the first quarter of 2014, an increase compared to 48.3 million in 2013.

With total revenues amounting to 286.4 million Euros (262.8 million Euros in the first quarter of 2013), the total consolidated revenues for the first quarter amounted to 290.1 million Euros, an increase of 9.0% compared to 266.2 million Euros in 2013.

The operating profits also increased, with EBITDA of 13.4 million Euros (12.0 million in 2013) and EBIT of 10.2 million Euros (9.3 million in 2013).

The net result reached 5.0 million Euros compared to 4.8 million Euros in 2013 of which 104 thousand Euros is due to net and non-recurrent income from the sale by MARR S.p.A. of its holding in Alisea, a company operating in tenders for catering to hospitals.

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 quarter of 2014 compared to the corresponding periods of the previous year.

## Analysis of the re-classified income statement<sup>1</sup>

<b>MARR Consolidated</b> (€thousand)	<i>1st quarter</i> <i>2014</i>	%	<i>1st quarter</i> <i>2013</i>	%	% Change
Revenues from sales and services	283,210	97.6%	260,000	97.7%	8.9
Other earnings and proceeds	6,867	2.4%	6,204	2.3%	10.7
<b>Total revenues</b>	<b>290,077</b>	<b>100.0%</b>	<b>266,204</b>	<b>100.0%</b>	<b>9.0</b>
Cost of raw and secondary materials, consumables and goods sold	(246,032)	-84.8%	(229,788)	-86.3%	7.1
Change in inventories	18,750	6.5%	20,900	7.8%	(10.3)
Services	(36,751)	-12.7%	(32,401)	-12.2%	13.4
Leases and rentals	(2,410)	-0.8%	(2,468)	-0.9%	(2.4)
Other operating costs	(475)	-0.2%	(573)	-0.2%	(17.1)
<b>Value added</b>	<b>23,159</b>	<b>8.0%</b>	<b>21,874</b>	<b>8.2%</b>	<b>5.9</b>
Personnel costs	(9,713)	-3.4%	(9,846)	-3.7%	(1.4)
<b>Gross Operating result</b>	<b>13,446</b>	<b>4.6%</b>	<b>12,028</b>	<b>4.5%</b>	<b>11.8</b>
Amortization and depreciation	(1,144)	-0.4%	(976)	-0.4%	17.2
Provisions and write-downs	(2,092)	-0.7%	(1,772)	-0.6%	18.1
<b>Operating result</b>	<b>10,210</b>	<b>3.5%</b>	<b>9,280</b>	<b>3.5%</b>	<b>10.0</b>
Financial income	672	0.2%	618	0.2%	8.7
Financial charges	(2,883)	-1.0%	(2,212)	-0.8%	30.3
Foreign exchange gains and losses	(78)	0.0%	(14)	0.0%	457.1
Value adjustments to financial assets	0	0.0%	0	0.0%	0.0
<b>Result from recurrent activities</b>	<b>7,921</b>	<b>2.7%</b>	<b>7,672</b>	<b>2.9%</b>	<b>3.2</b>
Non-recurring income	104	0.0%	0	0.0%	100.0
Non-recurring charges	0	0.0%	0	0.0%	0.0
<b>Profit before taxes</b>	<b>8,025</b>	<b>2.7%</b>	<b>7,672</b>	<b>2.9%</b>	<b>4.6</b>
Income taxes	(2,966)	-1.0%	(2,901)	-1.1%	2.2
<b>Total net profit</b>	<b>5,059</b>	<b>1.7%</b>	<b>4,771</b>	<b>1.8%</b>	<b>6.0</b>
(Profit)/loss attributable to minority interests	0	0.0%	(146)	-0.1%	(100.0)
<b>Net profit attributable to the MARR Group</b>	<b>5,059</b>	<b>1.7%</b>	<b>4,625</b>	<b>1.7%</b>	<b>9.4</b>

As at 31 March 2014 the consolidated operating economic results are as follows: total revenues of 290.1 million Euros (+9.0%); EBITDA<sup>2</sup> of 13.4 million Euros (+11.8%); EBIT of 10.2 million Euros (+10.0%).

The % of incidence of the gross margin (Total Revenues net of the purchase costs for goods and change in inventories) on total revenues amount to 21.7% compared to 21.5% in the first quarter of 2013.

<sup>1</sup> It is specified that the reclassified income statement does not show the item "Other Profits/Losses net of the effect of taxation" reported in the "Comprehensive income statement", as required by IAS 1 revised applicable from 01 January 2009 onwards.

<sup>2</sup> 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.

As regards the operating costs, it should be pointed out that there was a percentage increase in the services item related to the increase in the volume of goods sold, while the item "leases and rentals" is substantially in line with the same period of the previous year in terms of absolute value. This 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 property where the Carnemilia Division carries out its business activities, owned by MARR as of 1 July 2013. The other operating costs are also stable.

Thanks to a confirmed careful management policy, personnel costs, show a decrease in value and as incidence of total revenues.

The item Provisions and write-downs (amounting to 2.1 million Euros) include for 2.0 million Euros 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.

The result from recurrent activities, that at the end of the quarter amounts to 7.9 million Euros, has been affected by an increase of the net financial charges (+0.7 million Euros), related to both the increase in the cost of money and certain transactions undertaken in the second half of 2013 which involved, on one hand, the extending of the financial debt on longer term maturity and, on the other, an increased average indebtedness related to the financial outgoings for investments in properties instrumental to business activities.

As at 31 March 2014 the total net result reached 5.0 million (increasing by 6.0% compared to the same period of the previous year) and benefits for 104 thousand Euros of a non-recurrent income for the sale by MARR S.p.A. of its holding in Alisea, a company operating in tenders for catering to hospitals.

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

<b>MARR Consolidated</b> (€thousand)	<i>31.03.14</i>	<i>31.12.13</i>	<i>31.03.13</i>
Net intangible assets	102,078	99,980	100,023
Net tangible assets	68,976	68,282	53,647
Equity investments in other companies	300	304	296
Other fixed assets	38,576	36,951	34,627
<b>Total fixed assets (A)</b>	<b>209,930</b>	<b>205,517</b>	<b>188,593</b>
Net trade receivables from customers	379,823	400,210	381,294
Inventories	119,344	100,704	119,636
Suppliers	(249,713)	(274,334)	(266,004)
<b>Trade net working capital (B)</b>	<b>249,454</b>	<b>226,580</b>	<b>234,926</b>
Other current assets	47,555	56,196	47,172
Other current liabilities	(21,999)	(22,455)	(21,358)
<b>Total current assets/liabilities (C)</b>	<b>25,556</b>	<b>33,741</b>	<b>25,814</b>
<b>Net working capital (D) = (B + C)</b>	<b>275,010</b>	<b>260,321</b>	<b>260,740</b>
Other non current liabilities (E)	(902)	(438)	(157)
Staff Severance Provision (F)	(10,857)	(11,542)	(11,827)
Provisions for risks and charges (G)	(18,686)	(15,585)	(18,201)
<b>Net invested capital (H) = (A + D + E + F + G)</b>	<b>454,495</b>	<b>438,273</b>	<b>419,148</b>
Shareholders' equity attributable to the Group	(247,750)	(243,015)	(232,885)
Shareholders' equity attributable to minority interests	0	(1,127)	(1,308)
<b>Consolidated shareholders' equity (I)</b>	<b>(247,750)</b>	<b>(244,142)</b>	<b>(234,193)</b>
(Net short-term financial debt)/Cash	(50,454)	(29,541)	(149,786)
(Net medium/long-term financial debt)	(156,291)	(164,590)	(35,169)
<b>Net financial debt (L)</b>	<b>(206,745)</b>	<b>(194,131)</b>	<b>(184,955)</b>
<b>Net equity and net financial debt (M) = (I + L)</b>	<b>(454,495)</b>	<b>(438,273)</b>	<b>(419,148)</b>

## Analysis of the Net Financial Position<sup>3</sup>

The following represents the trend in Net Financial Position.

<b>MARR Consolidated</b> (€thousand)	<i>31.03.14</i>	<i>31.12.13</i>	<i>31.03.13</i>
A. Cash	5,273	8,056	6,267
Cheques	43	36	86
Bank accounts	25,077	24,578	204
Postal accounts	381	154	31,532
B. Cash equivalent	25,501	24,768	31,822
<b>C. Liquidity (A) + (B)</b>	<b>30,774</b>	<b>32,824</b>	<b>38,089</b>
Current financial receivable due to parent company	8,868	2,633	6,711
Current financial receivable due to related companies	0	0	0
Others financial receivable	2,895	2,706	2,259
<b>D. Current financial receivable</b>	<b>11,763</b>	<b>5,339</b>	<b>8,970</b>
E. Current Bank debt	(33,676)	(40,920)	(150,268)
F. Current portion of non current debt	(58,991)	(26,029)	(46,487)
Financial debt due to parent company	0	0	0
Financial debt due to related company	0	0	0
Other financial debt	(324)	(755)	(90)
G. Other current financial debt	(324)	(755)	(90)
<b>H. Current financial debt (E) + (F) + (G)</b>	<b>(92,991)</b>	<b>(67,704)</b>	<b>(196,845)</b>
<b>I. Net current financial indebtedness (H) + (D) + (C)</b>	<b>(50,454)</b>	<b>(29,541)</b>	<b>(149,786)</b>
J. Non current bank loans	(125,628)	(133,945)	(35,169)
K. Other non current loans	(30,663)	(30,645)	0
<b>L. Non current financial indebtedness (J) + (K)</b>	<b>(156,291)</b>	<b>(164,590)</b>	<b>(35,169)</b>
<b>M. Net financial indebtedness (I) + (L)</b>	<b>(206,745)</b>	<b>(194,131)</b>	<b>(184,955)</b>

The MARR's Group financial debt is affected by the business seasonality, that requires higher net working capital during the summer period. Historically, the indebtedness reaches its peak during the first half of the year, and then decreases at the end of the business year.

At the end of the first quarter net financial indebtedness reached 206.7 million Euros (194.1 million as at 31 December 2013 and 184.9 million Euros as at 31 March 2013) and, as already explained, was affected by, in addition to the aforementioned seasonality of the cash flow requirements, also by the financial outgoing occurred in the second half of 2013 for investments in facilities instrumental to the business activities.

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

<sup>3</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 12 March 2014, the closing of the purchase of the going concern of Scapa and the related 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.
- 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.

As far as financial debt is concerned, we point out that during the quarter, 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 totally classified among the non current financial payables.

The net financial position as at 31 March 2014 remains in line with the company objectives.

### Analysis of the Trade net working Capital

<b>MARR Consolidated</b> (€thousand)	<b>31.03.14</b>	<b>31.12.13</b>	<b>31.03.13</b>
Net trade receivables from customers	379,823	400,210	381,294
Inventories	119,344	100,704	119,636
Suppliers	(249,713)	(274,334)	(266,004)
<b>Trade net working capital</b>	<b>249,454</b>	<b>226,580</b>	<b>234,926</b>

As at 31 March 2014 the trade net working capital amounts to 249.4 million Euros, increasing compared to 234.9 million of the same period of the previous year.

Also compared to 31 December 2013, due to the business seasonality, the trade net working capital at the end of the first quarter increased of 22.9 million Euros (26.1 million Euros at the end of the first quarter of 2013).

Reduction of days of receivables and days of inventory is due to the increase of revenues of the quarter while the value of trade receivables and inventories was substantially in line with the values as at 31 March 2013.

The value of payables to suppliers decreases from 266.0 million Euros as at 31 March 2013 to 249.7 million Euros to 31 March 2014.

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

## Re-classified cash-flow statement

<b>MARR Consolidated</b>	<i>31.03.14</i>	<i>31.03.13</i>
(€thousand)		
Net profit before minority interests	5,059	4,771
Amortization and depreciation	1,144	976
Change in Staff Severance Provision	(685)	862
<b>Operating cash-flow</b>	<b>5,518</b>	<b>6,609</b>
(Increase) decrease in receivables from customers	20,387	(783)
(Increase) decrease in inventories	(18,640)	(20,900)
Increase (decrease) in payables to suppliers	(24,621)	(4,369)
(Increase) decrease in other items of the working capital	11,163	5,144
<b>Change in working capital</b>	<b>(11,711)</b>	<b>(20,908)</b>
Net (investments) in intangible assets	(2,127)	(9)
Net (investments) in tangible assets	(1,811)	(2,015)
Net change in financial assets and other fixed assets	(1,621)	(3,365)
Net change in other non current liabilities	587	14
<b>Investments in other fixed assets</b>	<b>(4,972)</b>	<b>(5,375)</b>
<b>Free - cash flow before dividends</b>	<b>(11,165)</b>	<b>(19,674)</b>
Distribution of dividends	0	0
Capital increase	0	0
Other changes, including those of minority interests	(1,449)	(57)
<b>Cash-flow from (for) change in shareholders' equity</b>	<b>(1,449)</b>	<b>(57)</b>
<b>FREE - CASH FLOW</b>	<b>(12,614)</b>	<b>(19,731)</b>
Opening net financial debt	(194,131)	(165,224)
Cash-flow for the period	(12,614)	(19,731)
<b>Closing net financial debt</b>	<b>(206,745)</b>	<b>(184,955)</b>

## Investments

As regards the investments made in the first quarter, subdivided between the various categories as described below, it should be noted that the Scapa going concern was purchased on 12 March 2014, which 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.

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

<i>(€thousand)</i>	<i>31.03.14</i> <i>(3 months)</i>
<b><i>Intangible assets</i></b>	
Patents and intellectual property rights	21
Concessions, licenses, trademarks and similar rights	0
Other intangible assets	0
Goodwill	2,107
<b>Total intangible assets</b>	<b>2,128</b>
<b><i>Tangible assets</i></b>	
Land and buildings	369
Plant and machinery	690
Industrial and business equipment	65
Other assets	483
Fixed assets under development and advances	203
<b>Total tangible assets</b>	<b>1,810</b>
<b>Total</b>	<b>3,938</b>

## 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 first quarter of 2014 the company never purchased or sold the above-mentioned shares and/or quotas.

As at 31 March 2014 the company don't owns own shares.

During the quarter, the Company did not carry out atypical or unusual operations.

## Main events in the first quarter 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 responsabilità limitata to CIR Food Cooperativa Italiana di Ristorazione. Following the sale of 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.

## Events occurred after the closing of the first quarter of 2014

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.

In addition, 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 2014, record date on 28 May and "ex coupon" (no. 10) on 26 May 2013.

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.

## Outlook

The performance of sales to the Street Market and National accounts customers in April was positive, also due to the better trends over the Easter period compared to the previous year, enabling the growth in the first quarter to be consolidated.

Also on the basis of the positive results in the first quarter, company management has confirmed its orientations, aimed at strengthening its market presence, keeping the management of the net trade working capital under control and confirming the levels of profitability reached, enhancing the level of the service offered.

In terms of expanding its sales initiatives, a positive trend was recorded following to the recent launch of the “Un mondo di hamburger” line (quality hamburgers of different national and international origin), that enabled to meet an increasing requirement of clients with respect to products capable of combining the quality of raw materials with convenience. The strategy of offering exclusive innovative products under its own brand name has once again been effective, gaining the loyalty of the clients.

Interim Consolidated  
Financial Statements

MARR Group

Interim Report  
as at 31 March 2014

## STATEMENT OF CONSOLIDATED FINANCIAL POSITION

<i>(€ thousand)</i>	<i>31.03.14</i>	<i>31.12.13</i>	<i>31.03.13</i>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Tangible assets	68,976	68,282	53,647
Goodwill	101,737	99,630	99,630
Other intangible assets	341	350	393
Investments in other companies	300	304	296
Non-current financial receivables	2,528	2,200	3,113
Deferred tax assets	10,481	10,201	9,819
Other non-current assets	41,953	36,537	27,251
<b>Total non-current assets</b>	<b>226,316</b>	<b>217,504</b>	<b>194,149</b>
<b>Current assets</b>			
Inventories	119,344	100,704	119,636
Financial receivables	11,763	5,339	8,966
<i>relating to related parties</i>	<i>8,868</i>	<i>2,633</i>	<i>6,711</i>
Financial instruments / derivative	0	0	4
Trade receivables	363,437	388,223	375,738
<i>relating to related parties</i>	<i>3,818</i>	<i>5,098</i>	<i>2,647</i>
Tax assets	9,717	9,751	10,397
<i>relating to related parties</i>	<i>2,681</i>	<i>2,681</i>	<i>2,518</i>
Cash and cash equivalents	30,774	32,824	38,089
Other current assets	37,838	46,445	36,775
<i>relating to related parties</i>	<i>59</i>	<i>100</i>	<i>840</i>
<b>Total current assets</b>	<b>572,873</b>	<b>583,286</b>	<b>589,605</b>
<b>TOTAL ASSETS</b>	<b>799,189</b>	<b>800,790</b>	<b>783,754</b>
<b>LIABILITIES</b>			
<b>Shareholders' Equity</b>			
Shareholders' Equity attributable to the Group	247,750	243,015	232,885
<i>Share capital</i>	<i>33,263</i>	<i>33,263</i>	<i>32,910</i>
<i>Reserves</i>	<i>153,347</i>	<i>153,963</i>	<i>141,010</i>
<i>Retained Earnings</i>	<i>0</i>	<i>0</i>	<i>(3,477)</i>
<i>Profit for the period attributable to the Group</i>	<i>61,140</i>	<i>55,789</i>	<i>62,442</i>
Shareholders' Equity attributable to minority interests	0	1,127	1,308
<i>Minority interests' capital and reserves</i>	<i>0</i>	<i>546</i>	<i>1,162</i>
<i>Profit for the period attributable to minority interests</i>	<i>0</i>	<i>581</i>	<i>146</i>
<b>Total Shareholders' Equity</b>	<b>247,750</b>	<b>244,142</b>	<b>234,193</b>
<b>Non-current liabilities</b>			
Non-current financial payables	152,853	161,588	35,169
Financial instruments/derivatives	3,438	3,002	0
Employee benefits	10,857	11,542	11,827
Provisions for risks and costs	7,310	4,257	7,004
Deferred tax liabilities	11,376	11,328	11,197
Other non-current liabilities	902	438	157
<b>Total non-current liabilities</b>	<b>186,736</b>	<b>192,155</b>	<b>65,354</b>
<b>Current liabilities</b>			
Current financial payables	92,989	67,704	196,757
<i>relating to related parties</i>	<i>0</i>	<i>0</i>	<i>0</i>
Financial instruments/derivatives	2	0	88
Current tax liabilities	1,393	1,904	1,209
<i>relating to related parties</i>	<i>0</i>	<i>0</i>	<i>0</i>
Current trade liabilities	249,713	274,334	266,004
<i>relating to related parties</i>	<i>12,523</i>	<i>8,769</i>	<i>10,528</i>
Other current liabilities	20,606	20,551	20,149
<i>relating to related parties</i>	<i>0</i>	<i>26</i>	<i>0</i>
<b>Total current liabilities</b>	<b>364,703</b>	<b>364,493</b>	<b>484,207</b>
<b>TOTAL LIABILITIES</b>	<b>799,189</b>	<b>800,790</b>	<b>783,754</b>

## CONSOLIDATED STATEMENT OF PROFIT AND LOSS

<i>(€thousand)</i>	Note	1st quarter 2014	1st quarter 2013
Revenues	1	283,210	260,000
<i>relating to related parties</i>		5,833	2,935
Other revenues	2	6,867	6,204
<i>relating to related parties</i>		55	31
Other non-recurring revenues and income	3	104	0
<i>relating to related parties</i>		0	0
Changes in inventories		18,750	20,900
Purchase of goods for resale and consumables	4	(246,032)	(229,788)
<i>relating to related parties</i>		(13,190)	(10,912)
Personnel costs	5	(9,713)	(9,846)
Amortization, depreciation and write-downs	6	(3,236)	(2,748)
Other operating costs	7	(39,636)	(35,442)
<i>relating to related parties</i>		(673)	(1,113)
Financial income and charges	8	(2,289)	(1,608)
<i>relating to related parties</i>		33	112
<b><i>Pre-tax profits</i></b>		<b>8,025</b>	<b>7,672</b>
Taxes	9	(2,966)	(2,901)
<b><i>Profits for the period</i></b>		<b>5,059</b>	<b>4,771</b>
Profit for the period attributable to:			
Shareholders of the parent company		5,059	4,625
Minority interests		0	146
		<b>5,059</b>	<b>4,771</b>
basic Earnings per Share (euro)	10	0.08	0.07
diluted Earnings per Share (euro)	10	0.08	0.07

## CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME

<i>(€thousand)</i>	<i>Note</i>	<b>1st quarter 2014</b>	1st quarter 2013
<b><i>Profits for the period (A)</i></b>		<b>5,059</b>	<b>4,771</b>
<i>Items to be reclassified to profit or loss in subsequent periods:</i>			
Efficacious part of profits/(losses) on cash flow hedge instruments, net of taxation effect		(322)	(55)
<i>Items not to be reclassified to profit or loss in subsequent periods:</i>			
Actuarial (losses)/gains concerning defined benefit plans, net of taxation effect		0	(3)
<b><i>Total Other Profits/Losses, net of taxes (B)</i></b>	<b>11</b>	<b>(322)</b>	<b>(58)</b>
<b><i>Comprehensive Income (A) + (B)</i></b>		<b>4,737</b>	<b>4,713</b>
Comprehensive Income attributable to:			
Shareholders of the parent company		4,737	4,567
Minority interests		0	146
		<b>4,737</b>	<b>4,713</b>

## CONSOLIDATED STATEMENT OF CHANGES IN THE SHAREHOLDER'S EQUITY

Description	Share Capital	Other reserves											Profits carried over from consolidated	Business year profit (losses)	Total Group net equity	Total third party net equity				
		Share premium reserve	Legal reserve	Revaluation reserve	Shareholders contributions on capital	Extraordinary reserve	Reserve for residual stock options	Reserve for exercised stock options	Reserve for transition to Ias/Ifrs	Cash-flow hedge reserve	Reserve ex art. 55 (dpr 597-917)	Reserve IAS 19					Total Reserves	Trading on share reserve	Reserve for profit (losses) on own share	Total own shares
<b>Balance at 1 January 2013</b>	<b>32.910</b>	<b>60.192</b>	<b>6.652</b>	<b>13</b>	<b>36.496</b>	<b>27.629</b>		<b>1.475</b>	<b>7.296</b>	<b>(6)</b>	<b>1.498</b>	<b>(176)</b>	<b>141.069</b>	<b>(3.467)</b>	<b>(10)</b>	<b>(3.477)</b>	<b>57.816</b>		<b>228.318</b>	<b>1.162</b>
Other minor variations											(2)		(1)				1			
Consolidated comprehensive income (1/1 -31/03/13):																				
- Profit for the period																		4.625		4.625
- Other Profits/Losses, net of taxes													(55)		(3)					(58)
<b>Balance at 31 March 2013</b>	<b>32.910</b>	<b>60.192</b>	<b>6.652</b>	<b>13</b>	<b>36.496</b>	<b>27.629</b>		<b>1.475</b>	<b>7.296</b>	<b>(60)</b>	<b>1.496</b>	<b>(179)</b>	<b>141.010</b>	<b>(3.467)</b>	<b>(10)</b>	<b>(3.477)</b>	<b>62.442</b>		<b>232.885</b>	<b>1.308</b>
Allocation of 2012 profit						10.590							10.590				(10.590)			
Distribution of parent company dividends																	(38.175)			(38.175)
Distribution of subsidiaries company dividends																				
Effect of the trading of own shares	353	3.156											3.156	3.467	10	3.477				6.986
Other minor variations											(4)		(5)							(5)
Consolidated comprehensive income (1/04-31/12/13):																				
- Profit for the period																		42.112		42.112
- Other Profits/Losses, net of taxes													(814)		25					(788)
<b>Balance at 31 December 2013</b>	<b>33.263</b>	<b>63.348</b>	<b>6.652</b>	<b>13</b>	<b>36.496</b>	<b>38.219</b>		<b>1.475</b>	<b>7.296</b>	<b>(874)</b>	<b>1.492</b>	<b>(154)</b>	<b>153.963</b>				<b>55.789</b>		<b>243.015</b>	<b>1.127</b>
Sale quote of the company Alsea										(4)			(4)				4			(1.127)
Other minor variations													(4)	(286)						(2)
Consolidated comprehensive income (1/1 -31/03/2014):																				
- Profit for the period																		5.059		5.059
- Other Profits/Losses, net of taxes													(322)							(322)
<b>Balance at 31 March 2014</b>	<b>33.263</b>	<b>63.348</b>	<b>6.652</b>	<b>13</b>	<b>36.496</b>	<b>38.219</b>		<b>1.475</b>	<b>7.292</b>	<b>(1.196)</b>	<b>1.488</b>	<b>(440)</b>	<b>153.347</b>				<b>61.140</b>		<b>247.750</b>	

## CASH FLOWS STATEMENT (INDIRECT METHOD)

<b>Consolidated</b> (€thousand)	<b>31.03.14</b>	<b>31.03.13</b>
Result for the Period	5,059	4,771
<i>Adjustment:</i>		
Amortization	1,144	976
Allocation of provision for bad debts	2,017	1,691
Allocation of provision for inventories	0	50
Capital profit/losses on disposal of assets <i>relating to related parties</i>	30 0	49 0
Financial (income) charges net of foreign exchange gains and losses <i>relating to related parties</i>	2,211 (33)	1,594 (112)
Foreign exchange evaluated (gains)/losses	(75)	(114)
Dividends Received	0	0
	5,327	4,246
Net change in Staff Severance Provision	79	862
(Increase) decrease in trade receivables <i>relating to related parties</i>	15,849 1,280	(2,876) 720
(Increase) decrease in inventories	(18,774)	(20,950)
Increase (decrease) in trade payables <i>relating to related parties</i>	(21,592) 3,754	(4,369) 2,275
(Increase) decrease in other assets <i>relating to related parties</i>	1,306 41	(2,487) (739)
Increase (decrease) in other liabilities <i>relating to related parties</i>	1,441 (26)	1,358 0
Net change in tax assets / liabilities <i>relating to related parties</i>	2,269 0	2,933 0
Income tax paid <i>relating to related parties</i>	0 0	0 0
Interest paid <i>relating to related parties</i>	(2,883) 0	(2,212) 0
Interest received <i>relating to related parties</i>	672 33	618 112
Foreign exchange gains	75	114
Foreign exchange losses	0	0
<b>Cash-flow from operating activities</b>	<b>(11,172)</b>	<b>(17,992)</b>
(Investments) in other intangible assets	(8)	(9)
(Investments) in tangible assets	(890)	(2,600)
Net disposal of tangible assets	164	536
Financial flow of the business year for the acquisition of subsidiaries or going concerns (net of the cash acquired)	(1,677)	0
Financial flow of the business year for the sale of subsidiaries or going concerns (net of the cash sold)	1,715	0
<b>Cash-flow from investment activities</b>	<b>(696)</b>	<b>(2,073)</b>
Other changes, including those of third parties	(776)	(57)
Net change in financial payables (excluding the new non-current loans received) <i>relating to related parties</i>	(7,654) 0	(1,436) 0
New non-current loans received <i>relating to related parties</i>	25,000 0	0 0
Net change in current financial receivables <i>relating to related parties</i>	(6,424) (6,235)	6,661 6,566
Net change in non-current financial receivables	(328)	391
<b>Cash-flow from financing activities</b>	<b>9,818</b>	<b>5,559</b>
<b>Increase (decrease) in cash-flow</b>	<b>(2,050)</b>	<b>(14,506)</b>
Opening cash and equivalents	32,824	52,595
<b>Closing cash and equivalents</b>	<b>30,774</b>	<b>38,089</b>

## EXPLANATORY NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

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

The interim report as at 31 March 2014 has 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, while for information and the purposes of this report, reference is made to article 154-ter of the Legislative Decree 58 dated 24 February 1998.

In the "Accounting policies" section, the international accounting principles adopted in the drawing up of the quarterly report as at 31 March 2014 do not differ from those used in the drawing up of the consolidated financial statements as at 31 December 2013, excepted for the amendments and interpretations effective from the 1<sup>st</sup> January 2014.

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; as regards performance levels in the first quarter of 2014, see that described in the Directors' Report on management performance.

The consolidated financial statements as at 31 March 2014 show, for comparison purposes, for the statement of profit or loss the figures for the first quarter of 2013 and for the statement of financial position the figures as at 31 December 2013 and at 31 March 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)

It is believed that these classifications provide information which better represent the economic and financial situation of the company.

The figures are expressed in Euros.

The statements and tables contained in this quarterly report are shown in thousands of Euros.

The interim report is not subject to auditing.

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 31 March 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 31 March 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 31 March 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 31 March 2014 differs with respect to 31 December 2013 and with respect to 31 March 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 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 Other non-recurrent revenues and amounts to a total of 104 thousand Euros. This transaction implied the offset from the balance sheet of the minorities, as of these financial statements.

## Corporate aggregations realised during the first quarter

We point out that 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:

<i>Purchase consideration</i>	(€thousand)
Total purchase consideration	1,643
Fair value of the net assets identifiable (as in the contract)	(464)
<b>Goodwill</b>	<b>2,107</b>

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.

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

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 1.7 million Euros.

## 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 1<sup>st</sup> 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 discretionary 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 and will enter into force for business years starting on 1<sup>st</sup> January 2014 or later.
- 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. This principle will enter into force for business years starting on 1<sup>st</sup> January 2014 or later and have not any impact on the financial position or results of the Group.
- 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. The changes will enter into force for business years starting on 1 January 2013 or later.
- 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. These changes will enter into force for the business years starting on 1 January 2014 and subsequently.

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 is 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 discretionary assessments**

The figures herein are partly derived from estimates and assumptions made by the top Management, variations in which are currently unpredictable and could affect the economic and equity situation of the Group.

These estimates do not differ significantly from those usually used in the drafting of annual and consolidated accounts.

## Comments on the main items of the consolidated income statement

### 1. Revenues

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Revenues from sales - Goods	290,086	266,163
Adjustments to Revenues	(11,345)	(10,768)
Revenues from Services	3,651	3,731
Other revenues from sales	111	121
Manufacturing on behalf of third parties	4	4
Rent income (typical management)	11	6
Other services	692	743
<b>Total revenues</b>	<b>283,210</b>	<b>260,000</b>

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

Revenues from services almost entirely concern 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:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Italy	262,342	244,367
European Union	15,280	10,460
Extra-EU countries	5,588	5,173
<b>Total</b>	<b>283,210</b>	<b>260,000</b>

### 2. Other revenues

The Other revenues are broken down as follows:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Contributions from suppliers and others	6,126	5,670
Other Sundry earnings and proceeds	207	191
Reimbursement for damages suffered	284	78
Reimbursement of expenses incurred	205	212
Recovery of legal taxes	15	4
Capital gains on disposal of assets	30	49
<b>Total other revenues</b>	<b>6,867</b>	<b>6,204</b>

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.

### 3. Other non-recurring revenues and income

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.

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

This item is composed of:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Purchase of goods	244,777	228,823
Purchase of packages and packing material	830	761
Purchase of stationery and printed paper	178	156
Purchase of promotional and sales materials and catalogues	28	64
Purchase of various materials	124	117
Discounts and rebates from suppliers	(1)	(244)
Fuel for industrial motor vehicles and cars	96	111
<b>Total purchase of goods for resale and consumables</b>	<b>246,032</b>	<b>229,788</b>

### 5. Personnel costs

As at 31 March 2014 the item amounts to 9,713 thousand Euros (9,846 thousand Euros as at 31 March 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.

The performance of the Personnel cost is linked to a careful management of the resources and particularly in terms of management of leave and permits and overtime work.

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

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Depreciation of tangible assets	1,115	940
Amortization of intangible assets	29	36
Provisions and write-downs	2,092	1,772
<b>Total amortization and depreciation</b>	<b>3,236</b>	<b>2,748</b>

The item "Provisions and depreciation" is mainly related to the provision for bad debt.

## 7. Other operating costs

The details of the "Other operating costs" are as follows:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Operating costs for services	36,751	32,401
Operating costs for leases and rentals	2,410	2,468
Operating costs for other operating charges	475	573
<b>Total other operating costs</b>	<b>39,636</b>	<b>35,442</b>

The operating costs for services mainly include the following items: sale expenses, distribution and logistic costs for our products for 30,184 thousand Euros (26,665 thousand Euros in the first quarter of 2013), utility costs for 2,124 thousand Euros (2,016 thousand Euros in the first quarter of 2013), portage costs and other costs for the handling of goods for 568 thousand Euros (598 thousand Euros in the first quarter of 2013), third party works for 631 thousand Euros (628 thousand Euros in the first quarter of 2013) and maintenance costs amounting to 937 thousand Euros (856 thousand Euros in the first quarter of 2013).

The operating costs for leases and rentals concern the rental fees for industrial buildings and amount to a total of 2,110 thousand Euros (2,095 thousand Euros as at 31 March 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 167 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 279 thousand Euros, expenses for credit recovery for 82 thousand Euros and "local council duties and taxes" for 70 thousand Euros.

## 8. Financial income and charges

Details of "Financial income and charges" are as follows:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Financial charges	2,883	2,212
Financial income	(672)	(618)
Foreign exchange (gains)/losses	78	14
<b>Total financial (income) and charges</b>	<b>2,289</b>	<b>1,608</b>

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 costs, as already commented on in the Directors' Report, is related to both the increase in the cost of money and certain transactions undertaken during the second half of 2013 which involved, on one hand, the extending of the financial debt in longer-term maturity and, on the other, an increased average indebtedness related to the financial outgoings for investments in properties vital to business activities.

## 9. Taxes

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Ires-Ires charge transferred to Parent Company	2,278	2,355
Irap	841	720
Net provision for deferred tax liabilities	(153)	(174)
<b>Total taxes</b>	<b>2,966</b>	<b>2,901</b>

## 10. Earnings per share

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

<i>(Euros)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Basic Earnings Per Share	0.08	0.07
Diluted Earnings Per Share	0.08	0.07

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

Earnings:

<i>(€thousand)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Profit for the period	5,059	4,771
Minority interests	0	(146)
Profit used to determine basic and diluted earnings per share	<b>5,059</b>	<b>4,625</b>

Number of shares:

<i>(number of shares)</i>	<b>1st quarter 2014</b>	1st quarter 2013
Weighted average number of ordinary shares used to determine basic earning per share	66,525,120	65,819,473
Adjustments for share options	0	0
Weighted average number of ordinary shares used to determine diluted earning per share	<b>66,525,120</b>	<b>65,819,473</b>

## 11. Other profits/losses

The other profits/losses accounted for in the consolidated statement of other comprehensive income consists 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 322 thousand Euros in the first quarter of 2014 (- 55 thousand Euros in the same period of the previous year), is shown net of the taxation effect (that amounts to approximately 122 thousand Euros as at 31 March 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.

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Rimini, 12 May 2014

The Chairman of the Board of Directors  
Ugo Ravanelli

**STATEMENT BY THE RESPONSIBLE FOR THE DRAFTING OF CORPORATE ACCOUNTING DOCUMENTS PURSUANT TO ART. 154-BIS PARAGRAPH 2 OF LEGISLATIVE DECREE 58 DATED 24 FEBRUARY 1998**

The manager responsible for preparing the company's financial reports, Antonio Tiso, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this interim report corresponds to the document results, books and accounting records.

Rimini, 12 May 2014

Antonio Tiso  
Manager responsible for the drafting  
of corporate accounting documents