



## **PRESS RELEASE**

**CREMONINI GROUP: consolidated pre-tax profit of 4.4 million euros in the first quarter of 2004.**

**Total revenues of 427.3 million euros (+16.3%).**

**EBITDA at 22.6 million euros (+17.3%) and EBIT at 8.4 million euros (+41.1%).**

The Cremonini S.p.A. Board of Directors approved the company's March 31, 2004 quarterly report today in Castelvetro di Modena, announcing results which exceeded expectations at the opening of the year.

### **Principal consolidated economic results**

In the first quarter of 2004 the Cremonini Group earned revenues totalling 427.3 million euros, up 16.3% over the 2003 figure of 367.5 million euros.

In the same time period, gross operating margin (EBITDA) also grew, to 22.6 million euros, a 17.3% rise over the 2003 figure of 19.3 million euros, while operating profit (EBIT) amounted to 8.4 million euros, up 41.1% over the 2003 figure of 6.0 million euros.

Profit from normal operations, prior to inclusion of all extraordinary components, was 5.1 million euros, whereas the previous year's financial statements had revealed a loss of 0.8 million euros.

Consolidated pre-tax profits amounted to 4.4 million euros, as compared to a loss of 3.4 million euros in 2003. Group pre-tax profits calculated without minority shares equalled 2.0 million euros, as compared to a loss of 4.0 million in 2003.

### **Results in the three business sectors**

Positive trends in all the Group's sectors of business\* were confirmed in the first quarter of 2004, with particularly strong growth in the restaurant sector. In detail:

(mln/euro)	PRODUCTION			DISTRIBUTION			RESTAURANTS		
	1Q 03	1Q 04	%	1Q 03	1Q 04	%	1Q 03	1Q 04	%
TURNOVER	193.1	227.6	+17,9	135.6	153.7	+13.4	47.6	61.8	+29.8
EBITDA	10.4	11.6	+10,9	5.4	5.6	+3.3	4.1	6.1	+49.4
EBIT	3.4	3.8	+12,1	2.1	2.8	+32.3	2.2	3.5	+55.9

\* Note that the Group's consolidated figures include not only operative lines of business but the results of the parent company, not shown here.



### **Net financial position**

The Group's net financial position, historically higher in the first quarter due to seasonality in the production and distribution sectors, decreased by 50.7 million euros (-9.2%) in the first quarter to settle at 498.6 million euros as of March 31, 2004, as compared to 549.3 million euros on March 31, 2003.

### **Estimates for the 2004 financial year**

In the light of the results achieved in the first quarter, the Cremonini Group has decided to raise its estimate of the increase in revenues expected in the 2004 financial year from +6% to + 9%.

The Board of Director has appointed Mario Rossetti - Independent Director – as a member of the Internal Control and Corporate Governance Committee

With about 5,500 employees, **Cremonini** is one of Europe's major food groups, operating in three business areas: foodservice distribution, production and restaurant services.

With total revenues of 1,786.2 million euros in 2003, the Group is Italy's unchallenged leader in the production of beef and processed beef-based products (**Montana**), and in the sale and distribution of food products (**Marr**) for the foodservice sector. It is also an important presence in the restaurant sector, and is Italy's leading provider of catering services on board trains and in railway stations (**Chef Express**).

Castelvetro di Modena, May 14, 2004