

## PRESS RELEASE

### The Shareholders' General Meeting approves the 2004 Financial Statements.

- **Total consolidated revenues were 1,993.1 mln/€ (+11.6%), EBITDA came to 125.1 mln/€(+6.3%) and EBIT was 69.8 mln/€(+13%).**
- **Group consolidated net profit was 8.0 million Euros, which was an improvement compared to the adjusted 2003 result\* (in 2003 the net profit of 29.5 mln/€included the extraordinary profit of 32.6 mln/€following the sale of a minority share in Marr).**
- **Gross dividend of 0.061 Euros per share.**

The Cremonini S.p.A. Shareholders' Meeting unanimously approved its annual financial statements and consolidated financial statements as at 31st December 2004 today in Castelvetro di Modena.

#### Main consolidated financial results in 2004

In 2004, total consolidated revenues for the Group were 1,993.1 million euros, an increase of 11.6% over the 2003 figure of 1,786.2 million euros.

Gross operating margin (EBITDA) was 125.1 million euros, an increase of 6.3% (against 117.7 million euros in 2003), whereas operating profit (EBIT) rose by 13.0% to 69.8 million euros (compared to 61.8 million euros in 2003).

Confirming the Group's positive trend, profits from ordinary operations, before the effect of all extraordinary components, amounted to 47.0 million euros, an increase of 30.7% (over the 2003 figure of 35.9 million euros).

Group consolidated net profit came to 8.0 million Euros, which was an improvement compared to the adjusted result for 2003\*, considering that the 2003 net profit of 29.5 million Euros included the net extraordinary profit of 32.6 million Euros following the sale of a minority share in the subsidiary Marr S.p.A.

#### Gross dividend

Considering these results, the Shareholders' General Meeting has proposed distribution of a gross dividend of 0.137 Euro per share, which shall be paid on 20<sup>th</sup> May (with the coupon n. 4 on 17<sup>th</sup> May). The total of dividends amounts to approximately 17.5 million euros.

Such a dividend corresponds to a payout ratio of about 59% of the consolidated net profit for the year.

#### Results from the three business areas

All three business areas contributed to the Group revenue growth in 2004.

The distribution sector in particular continued to grow, and revenues came to 794.8 million Euros, an increase of 6.8% (744.2 mln/€ in 2003). EBITDA amounted to 49.7 million Euros (46.0 mln/€ in 2003), while EBIT came to 38.9 million Euros (34.4 mln/€ in 2003).

The production sector had total revenues of 1,005.2 million Euros, a rise of 16.9% (859.9 mln/€ in 2003). EBITDA was 51.5 million Euros (52.6 mln/€ in 2003), while EBIT was 20.1 million Euros (21.8 mln/€ in 2003).

The catering sector also performed well, showing a revenue increase of 14.1% reaching 268.2 million Euros (235.1 mln/€ in 2003). All main profitability indicators also grew: EBITDA reached 26.5 million Euros (22.3 mln/€ in 2003), while EBIT came to 16.8 million Euros (13.2 mln/€ in 2003).

---

\* Consolidated net profit minus net extraordinary gains



### **The equity position on the 31st December 2004**

Group Net Debt was 425.8 million Euros which was an improvement, not only when compared to the 496.0 million Euros of the 30th September 2004, but also to the 451.1 million Euros on the 31st December 2003, and confirms the Group's increased ability to generate cash-flow.

This result is even more impressive if we bear in mind that during the year the Group spent 60.6 million Euros on investments and also paid dividends amounting to 21.0 million Euros.

### **Other decisions**

The Assembly also elected the Board of Directors and the Statutory Auditors for the three-year period 2005 – 2007.

In particular, it approved the appointment of Paolo Lualdi (whose concise Curriculum Vitae is available from the Company) to the role of Director to replace Ugo Ravanelli, while the other Directors were confirmed in their positions (Luigi Cremonini - Chairman - Paolo Sciumè – Vice-Chairman -, Vincenzo Cremonini - Managing Director -, Valentino Fabbian, Giorgio Pedrazzi, Edoardo Rossini and Mario Rossetti).

As new representatives for the Statutory Auditors it appointed Alessandro Artese (Chairman), Giovanni Zanasi and Ezio Maria Simonelli (Auditors) as well as Claudio Malagoli and Alberto Baraldi (Deputy Auditors).

The Assembly also renewed the authorisation for the purchase and sale of treasury stock.

***Cremonini**, employs around 6,000 staff, and is one of the most important food companies in Europe, active in three business areas: production, distribution and catering.*

The Group generated total revenues of 1.993,1 million Euros in 2004 and is market leader in Italy for the production of beef and meat-based products (**Montana**) and in the marketing and distribution of food products to the food-service industry (**Marr**). They also have an important presence in the catering sector and in particular, are leaders in Italy for catering both on-board trains and at railway stations (**Chef Express**).

Castelvetro di Modena, 30<sup>th</sup> Aprile 2005



**GRUPPO CREMONINI**