

# **Interim report as at September 30, 2012**

Buzzi Unicem S.p.A.

Registered Office in Casale Monferrato (AL) - Via Luigi Buzzi 6

Share Capital euro 123.636.658,80

Company Register of Alessandria no.00930290044

## CONTENTS

-	Interim management review	page	3 - 9
-	Consolidated financial statements	page	10 - 14
-	Notes to the consolidated financial statements	page	15 - 16

## **Interim management review**

International trade and world economy, which had been slowing down as early as in the second quarter, during the summer lost further strength. The deceleration mostly stems from the slackness of activities in the Eurozone and in those emerging countries whose economy is more affected by the demand coming from mature markets. In the United States, GDP slowed down in the second quarter and in the third quarter grew at the same pace as in the previous one; employment increase, although revised upwards, was contained and the rate of long-term unemployment is still high, while a positive element in the country's economic situation is the revival of real estate market, where prices have been rising since April. Conversely in the Eurozone, GDP decreased by 0.2% in the second quarter, after a zero growth in the first one. Quite differing trends continue to exist among the various countries, with a further decline recorded in Italy and Spain, stagnation in France and less growth in Germany. GDP's development was influenced by the weakness of domestic demand, curbed by lower household consumption and investment spending, whereas contribution of net exports remained positive. Following the announcements of the new methods of intervention by the ECB, in August and September the tensions on international financial markets relaxed, share and bond prices increased and their expected volatility declined. Looking ahead, market confidence will depend on several events linked to the possible aid requests by some economies in Europe, to the features of possible support programs and the continuation of readjustment actions in a context made more difficult by increased social tensions in the weaker countries. Notwithstanding the commodities hikes, inflation was virtually stable in mature markets, reflecting the softness of the cyclical phase, moderated in China while remained high in Russia and India. Growth forecasts, revised downwards, reflect the uncertainties on the development of the economic situation in the Eurozone and consequent to the possible fiscal cliff scenarios that would be triggered at the beginning of 2013 by the lack of several tax reliefs and the implementation of the public spending cuts agreed in August 2011.

The construction sector maintained a satisfactory trend in the United States of America, Russia and Mexico. Conversely, a sizeable contraction in sales volumes was confirmed in Italy and a slow-down phase began in Central Europe and in some markets of the Eastern Europe division.

Cement sales achieved by the group in the first nine months of 2012 stood at 20.8 million tons, down 3.0% compared to the same period of 2011. The most remarkable decline occurred in Italy, Central Europe, Poland, and the Czech Republic; in Ukraine volumes sold were virtually unchanged from the previous year, while shipments maintained a sustained pace in Russia, the United States of America and Mexico. Ready-mix concrete output equaled 10.3 million cubic meters, down 9.1% from 9M-11. An unfavorable trend was recorded mainly in Italy, the Netherlands and Eastern Europe.

In the first nine months, the trend of cement prices in local currency continued to be favorable in Ukraine, Italy and Russia. A positive difference consolidated also in the United States and Mexico. In Central Europe and in the Czech Republic no sizeable changes were recorded while in Poland price slightly decreased.

Ready-mix concrete prices showed a favorable inclination in Ukraine, United States, Italy and Mexico as compared to a weaker environment in Poland, Germany, the Czech Republic and the Netherlands.

Production costs were quite stable. The hikes in electric power costs were partially offset by the drop in fuel prices from the peaks reached in the previous year and by the continuous improvement programs implemented in all corporate functions. In the markets where capacity utilization improved, unit production costs were able to benefit from economies of scale, while the opposite took place in countries like Italy, where the production capacity remained decidedly underutilized, penalizing profitability.

Consolidated net sales increased by 1.7% from €2,109.4 million to €2,146.3 million and EBITDA stood at €368.7 million, up €38.6 million (+11.7%). Net of non-recurring items, EBITDA would have increased by €37.9 million (+11.7%). Thus recurring EBITDA to sales margin improved from 15.3% to 16.8%. Foreign exchange fluctuations accounted for an increase of €49.9 million in net sales and €8.9 million in EBITDA. Like-for-like, net sales would have been down by 0.9% while EBITDA would have increased by 9.1%. After depreciation, amortization and impairment charges of €169.8 million (€176.6 million in 9M-11), EBIT amounted to €198.9 million (€153.5 million in 2011). Net finance costs increased from €68.2 million to €85.3 million; higher was the contribution from equity-accounted associates (€2.9 million vs. €1.5 million). Profit before tax stood at €116.8 million versus €87.4 million at September 2011 (+33.5%). The income statement closed with a net profit for the period up by 40.4% to €85.0 million, of which €57.7 million attributable to owners of the company (vs. €38.6 million in 9M-11).

EBITDA breakdown by geographical area is as follows:

EBITDA <i>million euro</i>	Year to date		Third quarter	
	Sep-12	Sep-11	Jul-Sep 12	Jul-Sep 12
Italy	2.7	8.3	4.0	1.4
United States of America	88.1	40.7	37.4	25.0
Germany	60.0	78.4	29.9	33.8
Luxembourg	10.7	26.4	4.5	5.1
Netherlands	-4.3	1.9	-2.6	0.1
Czech Republic	20.6	29.6	12.7	14.6
Poland	19.4	29.2	9.5	14.2
Ukraine	15.8	5.9	11.3	5.0
Russia	79.4	47.8	38.2	27.2
Mexico	76.3	61.9	26.6	20.5
Total consolidated	368.7	330.0	171.5	146.9

Cash flow was equal to €254.8 million (€237.1 million at September 2011). Net debt as at September 30, 2012 amounted to €1,094.9 million, down €48.2 million over year-end 2011. In the first nine months, the group invested a total of €106.5 million in property, plant and equipment, €28.8 million thereof for special projects. As at September 30, 2012, shareholders' equity, inclusive of non-controlling interest, stood at €2,935.9 million versus €2,844.8 million as at December 31, 2011. Consequently debt/equity ratio was equal to 0.37 (0.40 at 2011 year-end).

### **Italy**

In the second quarter of 2012 GDP fell at the same pace as in the first one (0.8% QoQ), posting a 2.6% contraction YoY. Although in the third quarter the decline was less sharp than in the first half, updated forecasts point to a GDP change equal to -2.4% in 2012 and still negative in 2013 (-0.2%).

Economic activity is still sustained by foreign trade but is suffering from the weakness of household and firm spending. Industrial production decreased in the summer months and investments continued to contract. In the third quarter consumer price inflation remained over 3%, nearly one point percentage of which reflects the increases in indirect taxes introduced in 2011. Construction investment continued to drop and the number of house sales plunged again. Also unemployment rate has worsened, with very negative dynamics mainly in the building sector and in the South of the country.

In such a context, cement consumption for the current year is expected to hit the highest annual decrease in percentage since the Second World War and the ready-mix concrete sector, already heavily penalized by the sizeable volumes contraction, is also suffering from the difficulties to access credit and the delayed payments by the public administration.

Our sales volumes of cement and clinker, including export, reported a 21.2%

decline from the same period a year earlier. Selling prices strengthened thanks to the price list increase applied at the beginning of the year posting a 16.1% progress over 9M-11. Ready-mix concrete sales were down 23.6% with prices up 5.0% compared with September 2011. On the costs front, fuels showed a favorable progressive trend (-10.8%) while the price of electric power incessantly surged (+10.2%). Overall net sales in Italy came in at €363.8 million, down 15.3% versus €429.5 million in the previous year. EBITDA stood at €2.7 million versus €8.3 million in 2011 (-67.8%). The 9M-11 figure however included other operating revenues equal to €13.5 million from the sale of CO2 emission rights. Recurring EBITDA to sales margin decreased to 0.7% from 1.9% in 2011.

### **Central Europe**

Although the German economy continues to benefit from international trade, the drop in demand coming from China and other emerging markets has progressively cooled down the previous impetus. GDP dynamics decreased to 0.3% from 0.5% in the first quarter and was sluggish also in the third quarter. The growth forecast for 2012 is estimated at just 0.8% vs. 3.0% in 2011. Construction investments increased mainly in the residential segment, showed a slight growth in the commercial one and remained weak in the public sector. Cement consumption in the country will be lower than that of the previous year by some percentage points, while exports to neighboring countries are expected to decline more conspicuously.

During the first nine months, cement volumes sold dropped by 8.5% from the same period a year earlier, with slightly higher prices (+1.5%). Ready-mix concrete sector recorded a virtually stable output (-0.9%) while prices slightly contracted (-1.6%). Overall net sales stood at €460.2 million versus €486.6 million in 9M-11 and EBITDA decreased by 23.4%, from €78.4 million to €60.0 million. Among production costs, fuels showed a slightly favorable trend (-1.7%) while electric power increased (+5.3%). During the first nine months, the company achieved other operating revenues equal to €1.8 million from the sale of CO2 emission rights (€3.9 million in 2011).

In Luxembourg economy maintained a positive trend, but the building business is expected to contract, resulting in a drop of cement domestic consumption; also exports to adjoining countries will face greater difficulties due to the slowdown of construction investments in the Eurozone. In the nine months, cement and clinker volumes sold fell by 9.0% with slightly lower average unit revenues (-0.6%). Overall net sales decreased from €86.3 million to €79.3 million (-8.1%) and EBITDA dropped from €26.4 million to €10.7 million (-59.5%). The 2011 figure, however, included €4.9 million of other operating revenues arising from the sale of CO2 emission rights vs. nil in the current year and €7.1 million of other non-recurring gains on disposal of an investment property. On the production costs front, increases were recorded in the price of both fuel (+7.2%) and electric power (+1.6%).

In the Netherlands, due to the recession of the country's economy, the construction industry maintained a negative profile. In the first nine months of

the year, volumes sold reached 0.61 million cubic meters of ready-mix concrete (-15.3% vs. 9M-11), with net sales amounting to €69.3, remarkably down from €83.4 million in 2011. EBITDA dropped to -€4.3 million from €1.9 million, with EBITDA to sales margin turned negative at -6.1%.

### **Eastern Europe**

The economic growth rates in Russia, Poland and the Czech Republic, remained overall positive, although with rather different dynamics. In Russia, where the International Monetary Fund predicts a GDP growth equal to +3.7% for 2012, Suchoi Log cement factory, after an excellent first half of the year, continued to increase output, closing the nine months with a volume progress of 18.0% from the beginning of the year. In Ukraine, where the propelling phase linked to the European Soccer Championship has faded out, after a good growth in the first half, demand slowed down during the summer and at the end of September cement sales were virtually in line with the previous year's (-1.0%). In the Czech Republic cement sale volumes remained weak posting a 12.5% decrease from a year earlier; a sharp turnabout occurred also in Poland, concomitant with the performance of the European Soccer Championship and the completion of the infrastructure works linked to the sport event. Nowiny cement plant, which had been running at full capacity for quite a long time, reported a 14.3% decrease in deliveries at the end of the third quarter. In the Czech Republic (unchanged) and in Poland (-3.3%) the average unit revenue dynamics showed no material differences compared to the first six months' trend. Equally in Ukraine (+19.9%) and Russia (+14.2%) the resilient trend of prices in local currency which had emerged as at the end of June consolidated. Ready-mix concrete sales in the area were down 11.2%, mainly as a consequence of difficult trading conditions in Poland. Prices remained rather stable in the countries where the group has a major vertical integration presence (the Czech Republic/Slovakia and Poland).

Overall net sales, driven by the favorable volume/price mix in Russia and Ukraine, increased by 6.9%, from €456.1 million to €487.5 million. EBITDA progressed by 20.2%, from €112.5 million to €135.2 million. The appreciation of the Russian ruble and the Ukrainian hryvnia more than offset the devaluation of the Polish zloty and the Czech koruna. Consequently, the translation of the results into euro had a favorable impact on net sales and EBITDA equal to €4.6 million and €1.1 million respectively. As for the production costs in the period, to be remarked a sizeable hike of electric power price in the Czech Republic (+16%), Ukraine (13.3%), Poland (+5.2%). Some pressure on fuel prices was reported in Ukraine (+5.4%), and the Czech Republic (+2.7%).

### **United States of America**

During the third quarter, GDP expanded at about the same pace as in the second one. The International Monetary Fund forecasts a GDP growth of 2.2% for the current year, in improvement from +1.8% realized in 2011. Unemployment rate decreased to 7.8% in September; the real estate market, where prices had been rising since April, showed resilience, although, pending the outcome of the presidential election, cautiousness has recently increased

about investment decisions.

After a buoyant first half of the year, in first nine months, group's cement volumes sold, although slowing down during summer, were up 10.0% from 9M-11 while ready-mix concrete output was virtually unchanged. Especially brilliant were sales in the South-West of the country, driven by strong activities in the exploration industry sector (shale gas) in addition to the residential one. The trend in average selling prices in local currency continued to be positive both for cement (+3.3%) and ready-mix concrete (+5.7%). Overall net sales totaled €510.3 million versus €416.0 million and EBITDA increased from €40.7 million to €88.1 million. The dollar strengthening positively impacted the two figures for €45.6 million and €7.9 million respectively. Net of non-recurring items, consisting of a €7.8 million gain on disposal of properties, EBITDA showed a progress of €40.7 million. The profitability improvement was attributable not only to the above volumes and prices trend, but also to the decrease of electric power costs which offset the hikes in fuel prices and the lower incidence of unit fixed costs due to a higher utilization of production capacity.

#### **Mexico** (50% consolidation)

After a favorable start in 2012, with GDP growth equaling 4.6%, the country's economy kept a constant pace of progress. The International Monetary Fund predicts a GDP growth of 3.8% for the whole year 2012 and of 3.5% for 2013. The recovery in the economy of the United States of America had positive effects on the development of exports and strengthened the expatriates' remittances, guaranteeing a sound source of strong currency. Building-related activities were favored by conspicuous infrastructure investments and by the good trend of the residential segment. In the first nine months, Corporación Moctezuma's cement volumes increased by 8.9%, with selling prices in local currency showing a favorable trend (+5.9%). Ready-mix concrete sales were even more buoyant (+11.9%) and prices progressed by 2.4%. Net sales increased by 13.8%, from €176.9 million to €201.3 million and EBITDA was up 23.3%, from €61.9 million to €76.3 million. The devaluation of the Mexican peso was modest (-1.5%) and had no material impact on the translation of the results into euro. The improvement of EBITDA to sales margin was attributable not only to the volume/price effect but also to the sizeable decrease of fuel costs (-14.7%).

#### **Outlook**

In Italy, although selling prices improved, the strong contraction in volumes and the consequent underutilization of production capacity make profitability recovery unlikely in the last quarter of the year.

Central Europe shall close the year with a drop in net sales, as compared with 2011, which in any case had posted especially good results, and recurring EBITDA margin in clear decline.

The Eastern Europe area features favorable operating conditions in the non-EU countries (mainly in Russia), which will continue to more than offset the weaker results expected from both Poland and the Czech Republic, and should



confirm the profitability improvement so far obtained.

In the United States of America, cement demand is gradually recovering from the years 2009-2011 lows, accompanied by stronger selling prices. We think that operating margins improvement is sustainable also in the last part of the year and thanks to the weight this country has in the group, the resulting benefit will be the most important in absolute value.

In Mexico, we expect the favorable mix of volumes, prices and costs to continue also in fourth quarter and thus we remain prudentially confident that the EBITDA margin reached in the first nine months will be confirmed.

Overall, based on the results reported in the third quarter just closed, we think that for the full financial year 2012 consolidated EBITDA will be higher than initially assumed and likely total about €450 million. Such an estimate supposes that normal seasonal weather occur in the last part of the year as compared with a 2011 when mild temperatures lasted up to mid-December.

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The Board of Directors, in the meeting of November 8, 2012, pursuant to articles 70 and 71 of Consob Regulation on 11971/99 resolved to avail itself of the faculty of making exception to the obligations to publish the Information Documents required in the event of significant transactions of mergers, spin-offs, capital increases by means of the conferral of assets in kind, acquisitions and disposals.

Casale Monferrato, November 8, 2012

for the Board of Directors  
Alessandro Buzzi  
(Chairman)

## CONSOLIDATED BALANCE SHEET

	(thousands of euro)		
	Sep 30, 2012	Jun 30, 2012	Dec 31, 2011
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	589,228	589,719	588,607
Other intangible assets	11,796	11,306	10,245
Property, plant and equipment	3,293,908	3,345,785	3,334,646
Investment property	20,567	21,078	21,209
Investments in associates	201,117	204,088	207,893
Available-for-sale financial assets	5,329	5,348	5,243
Deferred income tax assets	54,723	62,224	44,469
Defined benefit plan assets	43,512	39,048	41,894
Derivative financial instruments	4,383	4,400	1,698
Other non-current assets	52,904	54,655	60,350
	<b>4,277,467</b>	<b>4,337,651</b>	<b>4,316,254</b>
<b>Current assets</b>			
Inventories	415,650	409,116	404,480
Trade receivables	547,312	561,294	487,412
Other receivables	112,590	124,362	107,050
Available-for-sale financial assets	165,027	55,028	11
Derivative financial instruments	318	1,301	4,216
Cash and cash equivalents	807,317	472,202	592,028
	<b>2,048,214</b>	<b>1,623,303</b>	<b>1,595,197</b>
Assets held for sale	13,752	14,677	17,421
<b>Total Assets</b>	<b>6,339,433</b>	<b>5,975,631</b>	<b>5,928,872</b>

	(thousands of euro)		
	Sep 30, 2012	Jun 30, 2012	Dec 31, 2011
<b>EQUITY</b>			
<b>Equity attributable to owners of the company</b>			
Share capital	123,637	123,637	123,637
Share premium	458,696	458,696	458,696
Other reserves	198,897	228,197	164,945
Retained earnings	1,918,113	1,866,394	1,875,981
Treasury shares	(4,768)	(4,768)	(6,180)
	<b>2,694,575</b>	<b>2,672,156</b>	<b>2,617,079</b>
Non-controlling interest	241,329	230,515	227,724
<b>Total Equity</b>	<b>2,935,904</b>	<b>2,902,671</b>	<b>2,844,803</b>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Long-term debt	1,425,558	1,246,838	1,247,855
Derivative financial instruments	20,060	13,786	13,837
Employee benefits	309,894	316,029	315,791
Provisions for liabilities and charges	123,327	123,847	121,123
Deferred income tax liabilities	425,234	435,636	427,152
Other non-current liabilities	14,311	14,937	15,400
	<b>2,318,384</b>	<b>2,151,073</b>	<b>2,141,158</b>
<b>Current liabilities</b>			
Current portion of long-term debt	515,998	363,914	402,413
Short-term debt	100,316	65,948	78,560
Derivative financial instruments	1,414	416	151
Trade payables	235,281	258,576	263,597
Income tax payables	17,893	25,773	19,723
Provisions for liabilities and charges	39,868	40,769	42,365
Other payables	174,375	166,491	136,102
	<b>1,085,145</b>	<b>921,887</b>	<b>942,911</b>
<b>Total Liabilities</b>	<b>3,403,529</b>	<b>3,072,960</b>	<b>3,084,069</b>
<b>Total Equity and Liabilities</b>	<b>6,339,433</b>	<b>5,975,631</b>	<b>5,928,872</b>

## CONSOLIDATED INCOME STATEMENT

(thousands of euro)

	July-September		January-September	
	2012	2011	2012	2011
<b>Net sales</b>	<b>795,396</b>	<b>770,001</b>	<b>2,146,261</b>	<b>2,109,352</b>
Changes in inventories of finished goods and work in progress	(433)	(13,689)	589	(27,738)
Other operating income	12,418	15,209	54,236	74,715
Raw materials, supplies and consumables	(324,808)	(316,083)	(911,355)	(927,025)
Services	(182,518)	(186,026)	(526,719)	(525,499)
Staff costs	(110,606)	(105,004)	(334,721)	(319,756)
Other operating expenses	(17,972)	(17,496)	(59,630)	(54,000)
<b>Operating cash flow (EBITDA)</b>	<b>171,478</b>	<b>146,912</b>	<b>368,661</b>	<b>330,049</b>
Depreciation, amortization and impairment charges	(56,566)	(55,897)	(169,756)	(176,559)
<b>Operating profit (EBIT)</b>	<b>114,911</b>	<b>91,015</b>	<b>198,905</b>	<b>153,490</b>
Gains on disposal of investments	(125)	(1)	218	595
Finance revenues	10,042	2,734	44,711	51,234
Finance costs	(33,066)	(24,901)	(129,976)	(119,402)
Equity in earnings of associates	2,978	2,452	2,896	1,530
<b>Profit before tax</b>	<b>94,740</b>	<b>71,299</b>	<b>116,754</b>	<b>87,447</b>
Income tax expense	(27,851)	(22,639)	(31,732)	(26,870)
<b>Profit for the period</b>	<b>66,889</b>	<b>48,660</b>	<b>85,022</b>	<b>60,577</b>
<b>Attributable to:</b>				
Owners of the company	54,420	38,918	57,714	38,588
Non-controlling interest	12,469	9,742	27,308	21,989

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	(thousands of euro)			
	July-September		January-September	
	2012	2011	2012	2011
<b>Profit for the period</b>	<b>66,889</b>	<b>48,660</b>	<b>85,022</b>	<b>60,577</b>
Currency translation differences	(28,314)	45,284	41,425	(82,771)
Income taxes relating to components of other comprehensive income	460	(529)	139	250
<b>Other comprehensive income for the period, net of tax</b>	<b>(27,854)</b>	<b>44,755</b>	<b>41,564</b>	<b>(82,521)</b>
<b>Total comprehensive income for the period</b>	<b>39,035</b>	<b>93,415</b>	<b>126,586</b>	<b>(21,944)</b>
<b>Attributable to:</b>				
Owners of the company	24,466	92,292	88,694	(29,782)
Non-controlling interest	14,569	1,123	37,892	7,838

## CONSOLIDATED NET FINANCIAL POSITION

(thousands of euro)

	Sep 30, 2012	Jun 30, 2012	Dec 31, 2011
Cash and short-term financial assets:			
- Cash and cash equivalents	807,317	472,202	592,028
- Derivative financial instruments	318	1,301	4,216
- Other current financial receivables	179,033	70,534	7,770
Short-term financial liabilities:			
- Current portion of long-term debt	(515,998)	(363,915)	(402,413)
- Short-term debt	(100,316)	(65,948)	(78,560)
- Derivative financial instruments	(1,414)	(416)	(151)
- Other current financial liabilities	(32,638)	(27,544)	(14,647)
<b>Net short-term cash</b>	<b>336,303</b>	<b>86,215</b>	<b>108,244</b>
Long-term financial assets:			
- Derivative financial instruments	4,384	4,400	1,698
- Other non-current financial receivables	13,189	13,636	12,588
Long-term financial liabilities:			
- Long-term debt	(1,425,558)	(1,246,838)	(1,247,855)
- Derivative financial instruments	(20,060)	(13,786)	(13,837)
- Other non-current financial liabilities	(3,174)	(3,201)	(3,906)
<b>Net debt</b>	<b>(1,094,917)</b>	<b>(1,159,574)</b>	<b>(1,143,069)</b>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

This interim report for the nine months ended 30 September 2012 has been drawn up in compliance with art. 154 ter of Legislative Decree 58/1998. It has been prepared in accordance with International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB) and endorsed by the European Commission and the accounting policies adopted are consistent with those of the annual financial statements for the year ended 31 December 2011, to which please refer for additional information.

The preparation of the interim report requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, the disclosure of contingent assets and liabilities at the closing date and the reported amounts of revenues and expenses for the period. In case in the future such estimates and assumptions, based on the best knowledge of the management, should significantly differ from the actual circumstances, they would be modified accordingly in the relevant period in which they change. Income tax expense is accrued using the tax rate that would be applicable to expected total annual profit or loss.

The items of the consolidated income statement and balance sheet at 30 September 2012 are consistent with the previous year's corresponding ones.

The changes occurred in the scope of consolidation during the first nine months of 2012 do not alter, overall, in a material way, the comparability with the previous period.

For the outlook please refer to the section "Interim management review".

\* \* \*

Equity attributable to owners of the company increased by €77.5 million from 31 December 2011. The change is mainly the result of the following developments: an increase due to profit for the period (€57.7 million) and translation differences (€31.0 million); a decrease due to dividends paid (€10.3 million) and transactions with non-controlling interest (€1.5 million).

\* \* \*

The increase of 1.7% in net sales compared to the same period of 2011 is due to favorable currency effect for 2.3%, to additions in the scope of consolidation for 0.3% and to unfavorable trading conditions (volumes and prices effect) for 0.9%.

## Segment information

The breakdown of net sales, operating cash flow and operating profit by geographical area is the following:

<i>thousands of euro</i>	<i>Italy</i>	<i>Central Europe</i>	<i>Eastern Europe</i>	<i>USA</i>	<i>Mexico</i>	<i>Unallocated items and adjustments</i>	<i>Total</i>
<b>Nine months ended 30 September 2012</b>							
Segment revenue	360,975	588,454	487,457	510,258	201,265	(2,148)	2,146,261
Intersegment revenue	(117)	(521)	-	-	-	638	-
Revenue from external customers	360,858	587,933	487,457	510,258	201,265	(1,510)	2,146,261
Operating cash flow	2,108	66,439	135,158	88,071	76,330	554	368,660
Operating profit	(28,620)	28,394	98,225	33,498	65,665	1,743	198,905

<i>thousands of euro</i>	<i>Italy</i>	<i>Central Europe</i>	<i>Eastern Europe</i>	<i>USA</i>	<i>Mexico</i>	<i>Unallocated items and adjustments</i>	<i>Total</i>
<b>Nine months ended 30 September 2012</b>							
Segment revenue	426,337	633,002	456,107	415,980	176,863	1,063	2,109,352
Intersegment revenue	-	(1,700)	-	-	-	1,700	-
Revenue from external customers	426,337	631,302	456,107	415,980	176,863	2,763	2,109,352
Operating cash flow	7,118	106,683	112,465	40,728	62,350	705	330,049
Operating profit	(26,286)	67,955	71,787	(10,997)	49,852	1,179	153,490

\* \* \*

*The manager responsible for preparing the company's financial reports, Silvio Picca, 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.*