SIX MONTHS REPORT
JUNE 30 ${ }^{\text {th }}, 2001$
EL.EN. GROUP

## Summary

1. GOVERNING BODIES OF THE COMPANY ..... 3
2. EXPLANATORY NOTES ..... 4
2.1. Description of the Group ..... 4
2.2. Results of the subsidiary companies ..... 5
2.3. Related parties ..... 7
2.4. Relations with associated companies included among the financial assets, but not included in the area of consolidation or evaluated with the method of shareholders' equity ..... 7
2.5. Consolidated income statement for the first semester 2001 .....  .8
2.6. Report on operations .....  .9
2.7. Consolidated Balance sheet and net financial position for the first semester 2001 ..... 12
2.8. Comments on Research and Development activities ..... 13
2.9. Other significant events of the quarter ..... 14
2.10. Problems related to the introduction of the Euro as monetary unit ..... 14
2.11. Significant events occurring after the end of the semester ..... 15
2.12. Short term outlook for company activities ..... 15
3. EL.EN. GROUP - CONSOLIDATED ACCOUNT CHARTS IN LIRE AS OF JUNE $30^{\mathrm{TH}}, 2001$ ..... 16
4. APPENDIX ..... 22
APPENDIX A ..... 39
Consolidated financial statements in Euro ..... 39
APPENDIX B ..... 45
El.En. S.p.A. financial statement in lira ..... 45
El.En. S.p.A. financial statements in Euro ..... 51

## 1. GOVERNING BODIES OF THE COMPANY

## Board of Directors

| Gabriele Clementi | President of the board |
| :--- | :--- |
| Barbara Bazzocchi | Deputy member |
| Andrea Cangioli | Deputy member |
| Francesco Muzzi | Board member |
| Paolo Blasi | Board member |
| Michele Legnaioli | Board member |
| Marco Canale | Board member |

## Internal auditors

| Vincenzo Pilla | President |
| :--- | :--- |
| Michele Masi | Auditor |
| Paolo Caselli | Auditor |

## External auditing firm

Reconta Ernst \& Young S.p.A.

## 2. EXPLANATORY NOTES

### 2.1. Description of the Group

El.En. SPA is the holding company of an industrial group involved in the design, production and distribution of laser sources and systems for a variety of applications.
The structure of the group as of June $30^{\text {th }}, 2001$ is represented in the following chart.


* Entirely consolidated
** Consolidated in relation to net worth
*** Kept at the cost


### 2.2. Results of the subsidiary companies

During the period under examination the group operated in the field of design, production and distribution of laser sources and systems; the main markets in which it operates are, as in the previous years, that related to medical and cosmetic laser systems and laser systems for industrial applications. Beside these two main markets, the group is also reporting sales for technical services supplied to its own customers and for research and development projects.

The following chart shows the turnover and the net income of the El.En. group's companies as of June $30^{\text {th }}, 2001$ compared with the same period of the previous year.

| Millions of lira | $\begin{gathered} \hline \text { Net turnover } \\ \mathbf{3 0 / 0 6 / 0 1} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Net turnover } \\ \mathbf{3 0 / 0 6 / 0 0} \\ \hline \end{gathered}$ | Var. <br> $\%$ | $\begin{gathered} \text { Net income } \\ \mathbf{3 0 / 0 6 / 0 1} \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Net income } \\ \mathbf{3 0 / 0 6 / 0 0} \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| El.En. S.p.A. | 15.836 | 14.990 | 5,65\% | 3.356 | 3.488 |
| Deka Mela Srl | 11.658 | 12.462 | -6,45\% | 1.051 | 2.053 |
| Cutlite Penta Srl | 6.636 | 5.349 | 24,07\% | (294) | 70 |
| Valfivre Italia Srl | 622 | 565 | 10,19\% | (1) | 36 |
| Deka Sarl | 885 | 933 | -5,12\% | (305) | (292) |
| Ot-Las Srl | 2.256 | 1.266 | 78,19\% | 158 | (29) |
| Neuma Laser Srl | 224 | 86 | 161,19\% | (24) | 0 |
| Deka Lms Gmbh | 424 |  |  | (55) |  |
| Consolidated results | 26.058 | 24.942 | 4,47\% | 2.349 | 3.547 |

## El.En. S.p.A.

El. En is the Group head and is involved in the design and manufacture of laser sources and laser equipment for medical, cosmetic and industrial purposes. Moreover, as head of the Group it defines the strategies used by the other companies in the Group and co-ordinates their operations. Since December $11^{\text {th }} 2000$, El. En stock has been quoted on the New Stock Market, managed by the Borsa Italiana S.p.A..
The increase in net income of El. En has coincided with the expansion of the operating structures of the company and an increase in the number of employees dedicated to research and development and other activities. For this reason the operating profit has dropped with respect to the last period. The financial management, thanks to the cash obtained when the company stock was quoted on the market and the decrease in the tax bite, due to the DIT discounts granted to companies being quoted on the market for the first time, made it possible to show a financial result which was substantially the same as that presented last year.

## Deka M.E.L.A. S.r.I.

This company sells laser equipment for medical and cosmetic purposes and related accessories throughout the world except in Spain, Argentina and Belgium where El.En. S.p.A. sells directly and France, where the products are sold by the French subsidiary company Deka S.a.r.l.

The first six months of 2001 were influenced by the uncertainties of the international markets, and in particular by the Japanese market, which has always been considered crucial for the activities of

Deka M.E.L.A. The recovery of market sectors in Italy did not compensate for the drop in sales abroad, and which for this reason showed a drop in gross income with respect to the first semester of 2000. Timing and the life cycle phase of some of the products also caused a decrease in profit from sales, which of course had an impact on the net financial results.

## Cutlite Penta S.r.I.

This company produces industrial laser systems for cutting and marking, thus completing the range of laser source products manufactured by El.En. Most of its products are destined for export to Europe and the rest of the world.
The company is now going through a phase of accelerated development, as demonstrated by the increase in gross income and the quantity of orders received. This situation of expansion has been reached thanks to aggressive selling policies and an increase in expenditure for personnel and components; this has brought about a drop in profits which is shown in the losses recorded for this semester.

## Valfivre Italia S.r.I.

This company creates prototypes for industrial lasers, and operates in the field of design and experimentation for the other companies of the group. Their activity has maintained the level of the preceding financial year, with a slight drop of profits which has determined an end result which is substantially the same as that of last year.

## Ot-Las S.r.l.

This company designs and produces special systems for CO2 laser marking for the decoration of large surfaces.

The financial year 2001 represents the reward for years of research aimed at perfecting the system used for marking large surfaces. This company is now the leader in the field and offers technological solutions which are the most advanced available on the market thanks to its collaboration with the Group head, El.En., which has perfected strategic components for them. These successes are reflected in the increase in gross income and profits.

## Neuma Laser S.r.l.

The company provides after-sales technical assistance for industrial laser systems and equipment sold by the companies belonging to the group and in particular those manufactured by the parent companies Cutlite Penta S.r.l. e Ot-Las S.r.1.. They also operate as a technical support for the commercial activities conducted in the Far East and in South America..
During the first semester of 2001 the company started conducting sales activities in South America for the systems manufactured by the Group and achieved interesting results, thanks in part to the expansion of its structures.

## Deka S.a.r.l.

This company distributes the medical and cosmetic laser equipment manufactured by El.En. in France and provides after-sales service for industrial, medical and cosmetic lasers. In the last few months the company has had to deal with the difficult situation on the French market, which has shown a sales volume below that which was expected and for which the sales force had been
prepared. The losses which were recorded are approximately the same as those shown in the first semester of 2000.
In any case there have been encouraging signs of recovery which have convinced the Group head to make up for the losses of the preceding financial year and to continue to invest in this company in order to maintain a position on this particular market which is considered important and with excellent development potential.

## Deka Lms Gmbh

Deka - Lms company was acquired in January of 2001, for the purpose of distributing in Germany the medical and cosmetic laser equipment manufactured by El.En. S.p.A..

The company has been in operation since March $1^{\text {st }}, 2001$ and during the first four months of activity had a gross income which was inferior to expectations and registered a net loss. The German market is still of fundamental strategic importance for the expansion of the Group and its seasonal nature, which is usually rewarding in the final months of the year, leave good hopes for a positive evolution of their activity.

### 2.3. Related parties

We attest that the following bodies are considered related parties of the group El.En.:

- The associates non included in the area of consolidation;
- Members of the board of directors;

The transactions with related parties have taken place at ordinary market conditions.

### 2.4. Relations with associated companies included among the financial assets, but not included in the area of consolidation or evaluated with the method of shareholders' equity

|  | LOANS RECEIVABLE |  | RECEIVABLES |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | < 1 YEAR | >1 YEAR | < 1 YEAR | > 1 YEAR |  |
| ASSOCIATED COMPANIES |  |  |  |  |  |
| QUANTA SYSTEM Srl | 13.501 .000 |  | 102.711.192 |  | 116.212.192 |
| M\&E CO. |  |  | 27.400 .080 |  | 27.400.080 |
| LASIT SrI |  |  | 3.798 .000 |  | 3.798 .000 |
| Total | 13.501.000 |  | 133.909.272 |  | 147.410.272 |


| ASSOCIATED COMPANIES |  | FINANCIAL PAYABLES |  | COMMERCIAL PAYABLES |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | <1 YEAR | > 1 YEAR | <1 YEAR | >1 YEAR |  |
| QUANTA FIN SrlQUANTA SYSTEM SrlLASIT |  | 1.170.000.000 |  | 60.420 .000 |  | 60.420 .000 |
|  |  |  | 61.425.000 |  | 1.231.425.000 |  |
|  |  |  | 1.200 .000 |  | 1.200 .000 |  |
|  |  |  | 2.520 .000 |  | 2.520 .000 |  |
|  |  | 1.170.000.000 |  | 125.565.000 |  | 1.295.565.000 |


| INTERCOMPANY COSTS OF PRODUCTION | PURCHASES <br> RAWMATER. | SERVICES <br> PROVIDED | OTHER | TOTAL |
| :--- | ---: | ---: | ---: | ---: |
| ASSOCIATED COMPANIES |  |  |  |  |
| QUANTA SYSTEM SrI | 51.350 .000 |  |  |  |
| LASIT Srl | 25.160 .000 | 1.260 .000 |  | 51.350 .000 |
|  | Total | 76.510 .000 | 1.260 .000 |  |


| INTERCOMPANY EARNINGS | SALES <br> ASSOCIATED COMPANIES | SERVICES <br> PROVIDED | TOTAL |  |
| :--- | :--- | ---: | ---: | ---: |
| QUANTA SYSTEM SrI |  |  |  |  |
|  | Total | 23.915 .000 | 590.000 | 24.505 .000 |

Financial debts for an amount of 30.628 .356 lira have been included in the financial statement of El.En. S.p.A. and refer to the seven year financing issued by the associated company Quanta Fin S.r.l.

The amounts shown above refer to operations which are inherent to the standard management practices of the company.

### 2.5. Consolidated income statement for the first semester 2001

Consolidated income statement for the first semester 2001 is shown below, compared with the first semester of 2000.

| Millions of lira | 30/06/01 | 30/06/00 |  |  | Var \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Net turnover from sales and services | 26.058 | 92,8\% | 24.942 | 91,9\% | 4,5\% |
| Variation in stock of finished goods and WIP | 1.730 | 6,2\% | 2.031 | 7,5\% | -14,8\% |
| Other revenues and income | 301 | 1,1\% | 164 | 0,6\% | 83,0\% |
| Value of production | 28.088 | 100,0\% | 27.137 | 100,0\% | 3,5\% |
| Costs for raw materials | (14.673) | 52,2\% | (10.832) | 39,9\% | 35,5\% |
| Variation in stock of raw material | 2.402 | 8,6\% | 1.428 | 5,3\% | 68,2\% |
| Other direct services | (2.819) | 10,0\% | (3.049) | 11,2\% | -7,5\% |
| Gross margin | 12.999 | 46,3\% | 14.684 | 54,1\% | -11,5\% |
| Other operating services and charges | (5.235) | 18,6\% | (3.491) | 12,9\% | 50,0\% |
| Added value | 7.763 | 27,6\% | 11.193 | 41,2\% | -30,6\% |
| For staff costs | (4.153) | 14,8\% | (3.117) | 11,5\% | 33,2\% |
| Gross operating profit | 3.611 | 12,9\% | 8.075 | 29,8\% | -55,3\% |
| Depreciation, amortisation and other accruals | (1.119) | 4,0\% | (506) | 1,9\% | 121,2\% |
| Net operating profit | 2.492 | 8,9\% | 7.569 | 27,9\% | -67,1\% |
| Net financial income (charges) | 1.188 | 4,2\% | (13) | 0,0\% | 0,0\% |
| Operating profit | 3.680 | 13,1\% | 7.557 | 27,8\% | -51,3\% |
| Value adjustments (devaluations) | 76 | 0,3\% | (52) | 0,2\% | -246,3\% |
| Extraordinary income (charges) | 109 | 0,4\% | 39 | 0,1\% | 183,6\% |
| Earning before taxes | 3.866 | 13,8\% | 7.543 | 27,8\% | -48,8\% |
| Income taxes on the income of the period | (1.291) | 4,6\% | (3.421) | 12,6\% | -62,2\% |
| Profit before interest of third parties | 2.574 | 9,2\% | 4.122 | 15,2\% | -37,6\% |
| Mionirity interest in income | (225) | 0,8\% | (575) | 2,1\% | -60,8\% |
| Net profit | 2.349 | 8,4\% | 3.547 | 13,1\% | -33,8\% |

### 2.6. Report on operations

The revenues for the second quarter have shown an increase with respect to the first quarter which reported sales volumes below expectations; at the end of the first semester the total turnover increased with respect to the first semester of the year 2000; the increase is still below expectations, mainly due to the uncertainty of the markets at the beginning of the year.

The gross margin of the second quarter is back to the levels achieved in recent years, even if the semester result shows a reduction with respect to the previous year. The level of operating and staff costs reflect a structure prepared for higher sales volumes than actually achieved during the semester, therefore reducing the operating profit with respect to the first semester of the previous year.

As at June $30^{\text {th }}, 2001$ sales may be classified as follows among the market segments covered by the group; sales volume is compared with the semester which ended on June $30^{\text {th }}, 2000$.

| (in millions of lira) | $30 / 06 / 01$ | $\mathbf{3 0 / 0 6 / 0 0}$ |  | Var \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Industrial systems and lasers | 9.876 | $38 \%$ | 7.578 | $30 \%$ | $30 \%$ |
| Medical and aesthetic lasers | 14.294 | $55 \%$ | 15.862 | $64 \%$ | $-10 \%$ |
| R \& D | 100 | $0 \%$ | 243 | $1 \%$ | $-59 \%$ |
| Service | 1.787 | $7 \%$ | 1.260 | $5 \%$ | $42 \%$ |
| Total | 26.058 | $100 \%$ | 24.942 | $100 \%$ | $4 \%$ |

The most significant segment, medical and cosmetic lasers, showed a $10 \%$ decrease in sales. The main cause for this decrease was the weakness of the international markets, particularly the Japanese and European markets; the semester was particularly difficult in France and in Germany, were the subsidiary companies involved in distribution reported disappointing sales volume and operating losses. Nevertheless, it should be noted that for both markets the second semester is traditionally more favourable, and that the volume of orders received and the introduction of new products in the range would tend to indicate better performances can be expected in the second semester.

The industrial laser segment shows a $30 \%$ increase, mainly obtained during the second quarter.
Earnings from assistance and sales of spare parts to clients achieved the growth rate which had been foreseen and which was derived from the expansion of the clientele base that has taken place in recent years.

The sales volume deriving from research projects and research expense reimbursements which had been contracted with research institutions and financed by MURST (University Scientific and Technological Research Office) suffered a further decrease with respect to the previous year's revenues, as will be explained in detail in the R\&D section.

The following chart shows the consolidated sales according to geographical distribution.

| (in millions of lira) | $30 / 06 / 01$ | $30 / 06 / 00$ |  | Var \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Italy | 15.847 | $61 \%$ | 13.190 | $53 \%$ | $20 \%$ |
| Europe | 3.886 | $15 \%$ | 4.939 | $20 \%$ | $-21 \%$ |
| Rest of the world | 6.325 | $24 \%$ | 6.813 | $27 \%$ | $-7 \%$ |
| Total | 26.058 | $100 \%$ | 24.942 | $100 \%$ | $4 \%$ |

As previously mentioned, the international markets did not help in the expansion of the sales volume, which was achieved only by means of domestic sales. In any case, encouraging results have been obtained in markets like Brazil and Canada, which in the past have been negligible for the group, and Korea, which was back to the sales volumes reported before the financial crisis that suddenly froze the market.

Notwithstanding the decrease of $10 \%$, the medical/cosmetical laser market is still the most significant. Within this market, total sales are shown below, divided according to the specific market segments.

| (in millions of lira) | 30/06/01 | $30 / 06 / 00$ |  | Var \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Surgical CO2 | 1.503 | $11 \%$ | 1.811 | $11 \%$ | $-17 \%$ |
| Physiotherapy | 821 | $6 \%$ | 918 | $6 \%$ | $-11 \%$ |
| Aesthetic | 9.278 | $65 \%$ | 10.583 | $67 \%$ | $-12 \%$ |
| Dental | 1.481 | $10 \%$ | 751 | $5 \%$ | $97 \%$ |
| Other medical lasers | 904 | $6 \%$ | 673 | $4 \%$ | $34 \%$ |
| Accessories | 306 | $2 \%$ | 1.126 | $7 \%$ | $-73 \%$ |
| Total | 14.294 | $100 \%$ | 15.862 | $100 \%$ | $-10 \%$ |

The general revenue decrease, mainly due to difficult market conditions, has two exceptions: dental market sales doubled as an effect of the successful relations with Anthos Impianti, distributor in Italy for this sector, which profited from the presence of the new range of products which were placed on the market at the end of the year 2000; moreover, the introduction on the market of the dye laser for treating vascular lesions determined the increase in the category of "other medical lasers".

The following chart shows a classification of sales in the industrial laser systems market.

| (in millions of lira) | $30 / 06 / 01$ |  | $30 / 06 / 00$ |  | Var \% |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Cutting | 5.971 | $60 \%$ | 4.879 | $64 \%$ | $22 \%$ |  |
| Marking | 2.769 | $28 \%$ | 1.578 | $21 \%$ | $75 \%$ |  |
| Laser sources | 953 | $10 \%$ | 775 | $10 \%$ | $23 \%$ |  |
| Welding | 184 | $2 \%$ | 345 | $5 \%$ | $-47 \%$ |  |
| Total | 9.876 | $100 \%$ | 7.578 | $100 \%$ | $30 \%$ |  |

The brilliant results obtained in the industrial market are primarily due to the success of the special high power marking systems for very large surfaces, a sector in which the Group offers a highly innovative product range which has shown its first results in terms of revenue in the second quarter and confirms the potential for growth. A positive trend is reported in both cutting and laser sources, with an increase over $20 \%$, where the tendency for strong growth was apparent mainly during the second quarter. The welding sector, on the other hand, shows the predicted decrease in sales.

Gross margin accounted for about 12.999 million Lira, decreasing with respect to the first semester of 2000 as an effect of the lower impact on the Value of Production which dropped to $46,3 \%$ from the $54,1 \%$ of the first semester 2000. The reduction of gross margin percentage is influenced by the phase of the life cycle of certain products of the medical sector which forced a price reduction, and to the aggressive sales strategy pursued in the industrial market segment for the acquisition of a share of the market. In any case the gross margin remains on an excellent level, particularly if we consider that the low contribution of research revenues, used mainly for reimbursement of staff costs, have a strong impact on gross margin percentage.

The other operating services and charges accounted for (5.235) million Lira with a $18,6 \%$ impact on Value of Production, increasing over the $12,9 \%$ of the first semester 2000. The causes of the trend of this percentage are to be found mainly in the amount of the Value of Production, which was lower than predicted, whereas the costs reflect a structure organised and prepared for higher volumes of activity. This cost aggregate showed an increase during the first semester of 2000 also on account of the total consolidation of the new German facility and the expenses for the intensified marketing and promotional activity incurred by Deka M.E.L.A. Srl for the Italian medical and cosmetic laser market and by Cutlite Penta Srl for the industrial laser cutting applications market.

Staff costs account for (4.153) million Lira, with an impact on Value of Production rising to $14,8 \%$ over the $11,5 \%$ of the first semester 2000. The average staff consisted of 93 employees during the first semester 2000 and 108 during the first semester 2001. Most new employees were hired to work in the Research and Development sector and in Sales, although some new personnel were hired for administrative and manufacturing positions.

The Gross Operating Profit (EBITDA) accounts for 3.611 million lira, with an impact of 12,9\%, down from the $29,8 \%$ of the previous period. This decrease is due in part to the reduction of the Gross Margin, both as total amount and percentage of the Value of Production, and in part to the high level of the operating and staff costs which are set for a structure designed for a volume of activity higher than the one accounted for in the first semester 2000.

Depreciation and amortisation showed considerably higher amounts than in the corresponding period of the previous year, in part due to the depreciation of the costs sustained for the IPO on the New Stock Market (Nuovo Mercato).

The operating profit (EBIT) is therefore 2.492 million lira, with an impact of $8,9 \%$ on Value of Production, markedly influenced by the causes explained in the previous paragraphs and showing a decrease in the amounts ( 7.569 million lira and $27,9 \%$ ) of the previous period.

The net financial income is positive ( 1.188 million lira), due to the amount of cash in banks retained after the share capital increases effected during the past year, as shown in the net financial position.

Earning before taxes is in the black ( 3.866 million lira circa). This result includes the relevant share of the net result for the semester of the companies which are consolidated with respect to their net worth (Lasit Srl, Quanta System Srl, Quanta fin Srl), for a total amount of around 70 million lira.

Net profit accounted for about 2.574 million lira. This result is influenced by a reduction in the percentage of income taxes.

### 2.7. Consolidated Balance sheet and net financial position for the first semester

 2001| Millions of lira | 30/06/01 | 30/06/00 |
| :---: | :---: | :---: |
| Intangible assets | 3.600 | 47 |
| Tangible assets | 7.696 | 6.818 |
| Equity investments | 2.160 | 1.960 |
| Other investmetns | 702 | 871 |
| Total fixed assets (A) | 14.159 | 9.696 |
| Stocks | 16.901 | 11.287 |
| Trade Debtors | 17.616 | 11.302 |
| Other debtors | 4.116 | 1.706 |
| Total current assets (B) | 38.633 | 24.295 |
| Trade creditors | (13.340) | (9.808) |
| Other debitors | (6.357) | (3.960) |
| Total current liabilities (C) | (19.697) | (13.768) |
| Net working capital (D) $=\mathrm{B}+\mathrm{C}$ | 18.936 | 10.527 |
| Employee severance indemnity | (1.227) | (999) |
| Other provisions | (2.352) | (1.689) |
| Mid and long terms Creditors (E) | (3.580) | (2.688) |
| Net invested capital (A + D + E) | 29.516 | 17.535 |
| Group shareholders' equity | 85.143 | 32.456 |
| Minority interest on equity | 2.907 | 2.100 |
| Net medium and long term financial debts | 5.488 | 6.173 |
| Net short term financial debts (*) | (64.023) | (23.194) |
| Shareholders' equity and financial debts | 29.516 | 17.535 |
| Memorandum accounts |  |  |
| Real guarantees | 6.549 | 6.549 |
| Stocks held by third paries | 3.019 | 1.878 |
| Tangible assets held by third paries | 730 | 814 |
| Total memorandum accounts | 10.298 | 9.240 |


| Millions of lira | 30/06/01 | 30/06/00 |
| :---: | :---: | :---: |
| Financial liabilities due within 12 months | 688 | 666 |
| Cash in banks and on hand | (64.711) | (23.860) |
| Total | (64.023) | (23.194) |

The following chart shows the net financial position of the group on June 30, 2001 compared with December $31^{\text {st }}, 2000$ and March $31^{\text {st }}, 2001$.

| Net financial position |  |  |  |
| :--- | ---: | ---: | ---: |
| Millions of lira | $30 / 06 / 01$ | $31 / 12 / 00$ | $30 / 06 / 00$ |
| Financial mid and long term debts | $(5.488)$ | $(5.819)$ | $(6.173)$ |
| Financial mid and long term debts | $(5.488)$ | $(5.819)$ | $(6.173)$ |
| Financial liabilijes due within 12 months | $(688)$ | $(778)$ | $(666)$ |
| Cash in banks and on hand | 64.711 | 69.427 | 23.860 |
| Net financial short term position | 64.023 | $\mathbf{6 8 . 6 4 8}$ | $\mathbf{2 3 . 1 9 4}$ |
| Total financial net position | 58.535 | $\mathbf{6 2 . 8 3 0}$ | $\mathbf{1 7 . 0 2 1}$ |

The net financial position is in the black for more than 58 billion lira.
The exceptional availability of cash, to be used for the expansion of the Group's business, with extraordinary M\&A operations if needed, counteracts the mid- and long- term indebtedness of the group, related to the financing of research and development expenditure and for the acquisition of the plant in which the holding company and the subsidiary companies Cutlite Penta Srl, Valfivre Italia Srl e Deka M.E.L.A. Srl operate.

The closing of the negotiations for Deka- Lms, which required a consolidated total investment of around 1 billion lira, and the increase of the net working capital both in final stock and in trade debtors, are the major causes of the reduction of cash in bank registered in this quarter.

This strong financial position has had a positive effect on the financial income of the group, and has made its contribution to the net profit. The retained cash is mostly invested in short-term financial instruments, in order to have it available for strategic M\&A operations.

### 2.8. Comments on Research and Development activities

During the first month of the year 2001 as in the previous years, the group has undertaken an intense activity of research and development, for the purpose of creating innovative products and new applications both in the medical and industrial fields. R\&D plays a fundamental role in the policy of the Group, and the ability to introduce on the markets new innovative products for a wide range of applications has always been the strategic focus of our activity.

The R\&D activities are partially financed by contracts underwritten with research centers and the MURST (University Scientific and Technological Research Office), as well as by contributions on staff costs that can be granted in the form of tax credits.

Among the various research activities undertaken this semester, the most significant have been the definition of the beam and of the optical components for laser systems for the application of laser technology in the conservation of works of art, and those created as new applications for known technologies which, during the month of June 2001, determined the introduction on the market of a new range of innovative products for the medical sector.

Moreover, clinical trials and experimentation for the documentation and scientific confirmation of the efficacy of certain laser treatments has been undertaken for highly innovative laser applications.

| (Millions of lira) | $\mathbf{3 0 / 0 6 / 0 1}$ |
| :--- | ---: |
| Costs for personnel and general expenses | 1.543 |
| Costs for instruments and equipment | 13 |
| Costs for building of prototypes | 105 |
| Costs for technological consultants | 121 |
| Services provided | 20 |
| Total | $\mathbf{1 . 8 0 2}$ |

The total amount for expenses sustained is approx. 7\% of the consolidated turnover and about $11 \%$ of the turnover of El.En. SpA., which pays most of the R\&D expenses.

For the costs listed in the chart the Group obtained revenues for reimbursement of expenses or for research programs for a total amount of lira 172 million lira: this amount should be considered extraordinarily low. The causes of this decrease in research revenues are due to the impossibility of accounting for expense reimbursements, on expenses already sustained as of June $30^{\text {th }}, 2001$ for state financed research programs, before the final approval and payment by the federal office.

### 2.9. Other significant events of the quarter

On May $8^{\text {th }}$, 2001, a citation called Processo Verbale di Constatazione (PVC) was delivered to the Company after an inspection begun by the Guardia di Finanza (Internal Revenue Service) on January $23^{\text {rd }}, 2001$. This citation was related to the presumed failure to pay the full amounts due for certain taxes (IRPEG, IRAP, IVA) for a total of 1.252.000.000 lira approximately. The company, though convinced of the correctness of its operations, decided, as a precautionary measure, to set aside a reserve fund of 800.000 .000 lira in the eventuality that the issuance of judicial acts require payment in relation to the above mentioned citation. The amount has been accounted for in the year 2000 financial report.

No other notable event of particular relevance took place in the second quarter 2001.

### 2.10. Problems related to the introduction of the Euro as monetary unit

The parent company, El En and the subsidiary companies plan to make the conversion of Capital Stock from Lira to Euro by December $19^{\text {th }}, 2001$.

Although the software programs of the companies belonging to the Group are able to make the switch over from Lira to Euro, they will be replaced by new accounting and management software programs which have already been implemented starting in September of 2001. For this purpose the Group head has planned an investment of 160 million Lira overall for 2001. It is expected that all operations related to the conversion of files from Lira to Euro will be completed by December $10^{\text {th }}, 2001$, at an estimated cost of 20,000 Euro.

### 2.11. Significant events occurring after the end of the semester

On July $20^{\text {th }}$, 2001, the Board of Directors of the associated company Quanta Fin S.r.l. voted to make a special distribution of revenues utilizing the sums available in the account of the shareholders' equity. This distribution was made proportionally with respect to the amount of stock owned. The amount attributed to El. En S. p.A was 800.000 .000 lira, and it comported recognition of the limited tax credit described in art. 105, comma 1, let. b) of D.P.R. December 22 ${ }^{\text {nd }}, 1986$, n. 917 for 449.856 .391 Lira.

The operation was effected by means of the partial cancellation of the financing loan which was granted by the associated company Quanta Fin S.r.l. to the Group head El.En. S.p.A. and becomes due on June $30^{\text {th }} 2003$.

### 2.12. Short term outlook for company activities

Plans made by the management for the current year predict a growth of the activities of the Group, in particular in the industrial laser applications market, for which the expected growth rate is higher than for the other market sectors.

Both in the medical and industrial sector, the outlook is extremely optimistic due to the success of our new products, some of which, like the laser marking system for large surfaces, have already contributed to profits in the first semester. In the medical/cosmetic market, the release of intense pulsed-light hair removal systems and laser systems for treating cellulite have already brought about a revival of sales in Japan, and they are expected to be our leading products in the next financial periods.

The main objective for the next financial year is the penetration of the international markets by means of special marketing and advertising activities. The change in the international political and economic situation after the dramatic events of September 11 ${ }^{\text {th }}, 2001$, and the possible consequences on the markets on which the company depends have not yet become fully manifest. Even now an attitude of increased caution on the part of those operating in this sector is already evident and in some cases has penalized the sales of the Group. Although we believe that this situation might lead to a re-evaluation of the growth objectives which had been proposed earlier, we still believe that the outlook is good for a positive trend in the volume of sales.

## For the Board of Directors

## The President

Dr. Ing. Gabriele Clementi

## 3. EL.EN. GROUP - CONSOLIDATED ACCOUNT CHARTS IN LIRE AS OF JUNE 30 ${ }^{\text {TH }}$, 2001.




|  | LIABILITIES |  |  | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A) | CAPITAL AND RESERVES: of the Group |  |  |  |  |  |
| I | Subscribed capital |  |  | 4.600.000.000 | 4.600.000.000 | 2.800 .000 .000 |
| II | Share premium account |  |  | 66.272 .731 .513 | 66.272.731.513 | 17.100.000.000 |
| III | Revaluation reserve |  |  |  |  |  |
| IV | Legal reserve |  |  | 518.197.044 | 302.819.695 | 302.819 .695 |
| V | Reserve for own shares |  |  |  |  |  |
| VI | Reserves provided for by the aricles of association |  |  |  |  |  |
| VII | Other reserves: |  |  |  |  |  |
| - | Extraordinary reserve |  |  | 4.699.538.543 | 2.388.737.307 | 2.735 .801 .603 |
| - | Reserve for contributions on capital account |  |  | 826.123 .000 | 826.123 .000 | 1.545.068.562 |
| - | Reserve for deposits on loss covering account |  |  |  |  |  |
| - | Reserve for anticipated exceding depreciations |  |  |  |  |  |
| - | Reserve for contribution on capital account |  |  |  |  |  |
| - | Riserve for evaluation of investments in shareholders' equity |  |  |  |  |  |
| - | Reserve for difference of currency conversion |  |  |  |  |  |
| - | Undivided profits of parent companies and other reserves |  |  | 3.057.006.644 | 1.935.466.173 | 1.458.279.562 |
| - | Reserve of consolidation |  |  | 2.820.438.763 | 2.518.788.962 | 2.967.584.829 |
| i) | Other reserves |  |  |  |  |  |
| VIII | Profits (loss) brought forward |  |  |  |  |  |
| IX | Profit (loss) for the financial year |  |  | 2.348.749.259 | 5.817.144.021 | 3.546.891.845 |
|  | Net total capital and reserves of the Group |  |  | 85.142.784.766 | 84.661.810.671 | 32.456.446.096 |
|  | Of third parties: |  |  |  |  |  |
| X | Capital and reserves of third paries |  |  | 2.682.057.798 | 1.524.222.504 | 1.524.222.503 |
| XI | Proft (loss) of third paries |  |  | 225.301 .528 | 1.017.262.320 | 575.455 .773 |
|  | Net total balance sheet of third parties |  |  | 2.907.359.326 | 2.541.484.824 | 2.099.678.276 |
|  |  |  |  |  |  |  |
|  | Net total balance sheet |  |  | 88.050.144.092 | 87.203.295.495 | 34.556.124.372 |
| B) | PROVISIONS FOR RISKS AND CHARGES: |  |  |  |  |  |
| 1) | provisions for pensions and similar obligations |  |  | 485.966 .866 | 445.208 .488 | 422.047 .870 |
| 2) | provisions for taxation |  |  | 237.152 .916 | 424.827.924 | 454.247 .280 |
| 3) | others |  |  | 1.629.071.197 | 1.618.451.197 | 812.927.501 |
|  | consolid. provision for risks and future charges |  |  |  |  |  |
|  | Total provisions for risks and charges |  |  | 2.352.190.979 | 2.488.487.609 | 1.689.222.651 |
|  |  |  |  |  |  |  |
| C) | EMPLOYEE SEVERANCE INDEMNITY |  |  | 1.227.399.578 | 1.095.839.847 | 998.647 .772 |
|  | due and payable after the next fiscal year |  |  |  |  |  |
| D) | CREDITORS 30/06/01 | 31/12/00 | 30/06/00 |  |  |  |
| 1) | debenture loans $\quad 1.200 .000 .000$ | 1.200.000.000 | 1.200.000.000 | 1.200.000.000 | 1.200.000.000 | 1.200.000.000 |
| 2) | converible debenture loans |  |  |  |  |  |
| 3) | amounts owed to banks 1.808.995.908 | 2.017.715.744 | 2.252.335.968 | 2.227.060.910 | 2.565.842.329 | 2.657.266.864 |
| 4) | amounts owed to other financersadvances | 1.430.816.715 | 1.550.500.581 | 1.578.910.581 | 1.696.410.703 | 1.811.776.558 |
| 5) |  |  |  | 477.869 .903 | 400.840 .822 | 408.995.444 |
| 6) | amounts owed to suppliers |  |  | 13.214.001.667 | 11.690.792.924 | 9.503 .848 .155 |
| 7) | debts represented by bills of exchange |  |  |  |  |  |
| 8) | amounts owed to non-consolidated subsid |  |  |  |  |  |
| 9) | amounts owed to non consolidated associs 1.170.000.000 | 1.170.000.000 | 1.170.000.000 | 1.295.565.000 | 1.193.303.520 | 1.474.187.180 |
| 10) | amounts to parent companies |  |  |  |  |  |
| 11) | amounts owed to tax administration |  |  | 764.945 .554 | 919.306 .466 | 1.976.289.777 |
| 12) | amounts owed to Social Security institutions |  |  | 593.865 .336 | 538.303 .887 | 427.480 .414 |
| 13) | other creditors |  |  | 4.167.013.603 | 899.281 .780 | 1.134.830.008 |
| Total cr | editors 5.487.924.771 | 5.818.532.459 | 6.172.836.549 | 25.519.232.554 | 21.104.082.431 | 20.594.674.400 |

## E) ACCRUALS AND DEFERRED INCOME

| - accruals and deferred incomes - liabilifies | 353.719 .769 | 333.486 .648 |  |
| :--- | :--- | :--- | :--- |
| - discount on loans |  | 12.520 .001 |  |
| Total accruals and deferred incomes | 353.719 .769 | 333.486 .648 | 12.520 .001 |
| TOTAL LIABILITIES | 117.502 .686 .972 | 112.225 .192 .030 | 57.851 .189 .196 |


| MEMORANDUM ACCOUNTS | 30106/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: |
| A) Guarantees lent: <br> 1) to third parties: <br> - real guarantees |  |  |  |
| - real guarantees | 6.548 .530 .000 | 6.569.086.750 | 6.548.530.000 |
| Total | 6.548 .530 .000 | 6.569.086.750 | 6.548 .530 .000 |
| B) OTHER MEMORANDUM ACCOUNTS |  |  |  |
| - Inventory atthird paries | 3.018.698.348 | 2.360.573.192 | 1.878.371.267 |
| - Sources of income at third parties | 730.278 .814 | 866.894.562 | 813.506 .702 |
| Total | 3.748.977.162 | 3.227.467.754 | 2.691.877.969 |
|  |  |  |  |
| Total memorandum accounts | 10.297.507.162 | 9.796.554.504 | 9.240 .407 .969 |



| CONSOLIDATED PROFIT AND LOSS ACCOUNT (cont'd.) | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |



## 4. APPENDIX

## 1) Criteria used for drawing up the report

The six months report and the consolidated accounting charts which follow have been drawn up in conformity with the regulations established by CONSOB and approved by vote 11.971 on May $14^{\text {th }}, 1999$ and later modifications. The techniques used for consolidation, the accounting principles and the evaluation criteria are the same as those described in and used for the consolidated annual report. The data relating to the preceding semester, when required for a better comprehension of the six months report, have been reclassified.

The situation at the end of the semester for each of the individual subsidiary companies used for the consolidation, have been opportunely reclassified and adjusted in order to align them with the accounting principles and the evaluation criteria of the Group head, which are in accordance with those described in articles 2423 and following of the civil code.

## 2) Area of consolidation

The consolidated financial statement of El.En. group includes the annual report of the parent company and of the Italian and foreign companies of which El. En controls directly or indirectly the majority of votes which can be exercised in an ordinary assembly.

On account of the acquisition of the equity investment in Deka Lms Gmbh on January $23^{\text {rd }}, 2001$ the area of consolidation forming the basis of this report is as follows:

| Company name: of Group Head: | Headquarters | Subscr.capital | Percentage held: |  |  | Consolidated percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Direct | Indirect | Total |  |
| El.En. Spa | Calenzano (FI) | 4.600.000.000 | - | - | - | - |
| Subsidiary companies: |  |  |  |  |  |  |
| Deka M.E.L.A. Srl | Calenzano (FI) | 78.000 .000 | 70,00\% |  | 70,00\% | 70,00\% |
| Cutite Penta Srl | Calenzano (FI) | 199.000.000 | 53,50\% |  | 53,50\% | 53,50\% |
| Valfivre Italia Srl | Calenzano (FI) | 92.000 .000 | 99,00\% |  | 99,00\% | 99,00\% |
| Deka Sarl | Vienne (F) | 147.640 .354 | 98,00\% |  | 98,00\% | 98,00\% |
| Ot-las Srl | Calenzano (FI) | 110.000.000 |  | 51,00\% | 51,00\% | 27,29\% |
| Neuma Laser Srl | Calenzano (FI) | 90.000 .000 |  | 100,00\% | 100,00\% | 40,39\% |
| Deka Lms Gmbh | Freising (G) | 99.910.699 | 50,98\% |  | 50,98\% | 50,98\% |

The equity investment of Deka S.a.r.l. increases from $60 \%$ during the preceding financial year to $98 \%$ this year, following the payment made by the Group head El.En. S.p.A. implementing the decision made to make up for the losses and reconstitute the share capital of the subsidiary company, both for the amount due to it as parent company as well as for the quota which was not optioned by the other share holders.

The following chart shows the main entries of Deka LMS Gmbh's balance sheet closed on June, 30 2001, net of intra group amounts.

| Intangibile fixed assets | 568.005 .986 |
| :--- | ---: |
| Tangibile fixed assets | 458.266 .577 |
| Stocks | 228.379 .435 |
| Debtors | 260.194 .903 |
| Cash at bank and in hand | 215.463 .709 |
| Creditors | 113.149 .520 |

For Deka S.a.r.l. and Deka Lms Gmbh the amount of share capital is expressed in lira on the basis of the equivalent in EURO with respect to the French Franc for Deka S.a.r.l. and to the German Mark for Deka Lms Gmbh.

For the period under consideration in this report, no variations in the activities of the El. En Group have occurred.

El.En. S.p.A. holds investments in other companies which operate in the same sector, but which they do not control. The results of these companies, therefore, are not totally integrated into the statement, but they are consolidated using the system of liabilities and shareholders' equity.

The following equity investments, which represent fixed assets in associated companies have been evaluated using the system of liabilities and shareholders equity:

| Company name: <br> Lasit Srl <br> Quanta Fin Srl <br> Quanta System Srl | Headquarters | Subscr.capital | Percentage held: |  |  | Consolidated percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Direct | Indirect | Total |  |
|  | Vico Equense (NA) | 450.000.000 | 50,00\% |  | 50,00\% | 50,00\% |
|  | Milano | 20.000.000 | 50,00\% |  | 50,00\% | 50,00\% |
|  | Milano | 700.000 .000 | 30,00\% |  | 30,00\% | 30,00\% |
| M\&E Co. | Delaware (USA) | 19.215 .600 | 50,00\% |  | 50,00\% | 50,00\% |
| Actis Srl | Firenze | 20.000.000 | 12,00\% |  | 12,00\% | 12,00\% |

Equity investments in M\&E Co. and Actis S.r.l. have been kept at cost because the two companies are not yet active and their inclusion in the area of consolidation would be irrelevant for representing the financial and economic position.

## 3) Reference data

The six months financial statement is prepared on the basis of the financial and economic situation related to the first semester of 2001 of the companies belonging to the El. En. Group. al primo semestre 2001 delle società del gruppo El.En.

## Analysis of the different entries in the financial statement:

## Assets

## B) Fixed assets

## I - Intangible assets

The balance of intangible assets at the beginning and at the end of the financial year was composed as follows:

| CATEGORIES | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ | Increments | Revaluations (Devaluations) | Other operations | Amortisation | $\begin{aligned} & \hline \text { Balance } \\ & 30 / 06 / 01 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Formation and expansion expenses | 2.866.893.436 | 3.162 .000 |  |  | -355.920.952 | 2514.134 .484 |
| Costs of research,develop.,advertis Patents and rights to use patents of others |  |  |  |  |  |  |
| Conc., licens, trademarks and similar rights | 5.218 .588 | 19.338.424 |  |  | -4.538.329 | 20.018.683 |
| Goodwill |  | 587.603.016 |  |  | -19.597.030 | 568.005 .986 |
| Intangible assets in progress and payments on accounts |  |  |  |  |  |  |
| Other | 27.897.330 | 53.465 .784 |  |  | -20.213.673 | 61.149 .441 |
| Difference from consolidation |  | 460.062 .565 |  |  | -23.003.128 | 437.059.437 |
| Total | 2.900.009.354 | 1.123.631.789 |  |  | -423.273.112 | 3.600.368.031 |

The amount shown under the heading "goodwill" is related to the price paid by the subsidiary Deka Lms Gmbh for the acquisition of the distributing activity for medical equipment in Germany. The amount shown under the heading "difference from consolidation" on the other hand is a consequence of the purchase by the Group head of $50,98 \%$ of the German company and represents the difference between the purchase price and the amount of the total shareholders' equity on the date of purchase.

The period of amortisation used for both items has been evaluated in accordance with the amount of time in which benefits will be felt from the position on the market and the know-how which has been acquired with these two operations.

The amount shown under the heading of "formation and expansion expenses" consists mainly of the capitalisation of the charges incurred during the financial period of 2000 by the Group head, El. En S.p.A. for quotation on the new stock market.

The chart below shows in detail, by year, the costs sustained for formation and expansion expenses.

|  | Past <br> cost | Accumulated <br> amortisations | Remaining <br> Value |
| :--- | ---: | ---: | ---: |
| Year 1997 - formation and expansion expenses | 2.573 .200 | -2.313 .765 | 259.435 |
| Year 2000 - formation and expansion expenses | 3.582 .973 .496 | -1.071 .946 .846 | 2.511 .026 .650 |
| Year 2001 - formation and expansion expenses | 3.162 .000 | -313.601 | 2.848 .399 |
| Total | 3.588 .708 .696 | -1.074 .574 .212 | 2.514 .134 .484 |

## II - Tangible assets

Changes which took place in the fixed assets during the financial period, along with the reference data for preceding periods are shown below:

| COST | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ | Increments | Revaluations (Devaluations) | Other operations | (Disposals) | $\begin{aligned} & \hline \text { Balance } \\ & 30 / 06 / 01 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| land and buildings | 5.672.738.092 | 15.785 .300 |  |  |  | 5.688.523.392 |
| equipment and machinery | 908.566 .454 | 171.777 .772 |  | 12.520.669 | -200.752.858 | 892.112.037 |
| industrial and commercial devices | 1.831.303.709 | 704.186.067 |  | 10.000.000 | -29.501.970 | 2.515.987.806 |
| other | 2.785.128.606 | 380.510 .529 |  | -8.673.333 | -94.058.346 | 3.062.907.456 |
| fixed assets in prog. and part payment | 22.520 .669 | 22.980.919 |  | -22.520.669 |  | 22.980.919 |
| Total | 11.220.257.530 | 1.295.240.587 |  | -8.673.333 | -324.313.174 | 12.182.511.610 |

The most significant item under this heading is the real estate complex in Via Baldanzese in Calenzano where the Group head and three of the subsidiaries have their offices.

The increase shown for investments in tangible assets is related chiefly to equipment used for sales demonstrations and clinical experiments for the medical/cosmetic sector, and in particular for the new German subsidiary, as well as for the purchase of new equipment for the research laboratory which was made necessary in part by the addition of new staff members. During this financial period no single investment of an extraordinary nature or for an exceptional amount was made.

The aliquots of amortisation used correspond to ordinary fiscal aliquots and are adapted to the financial period in question.

| AMORTISATION PROVISIONS | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ | Amortisations amount | Devaluation | Other operations | (Disposals) | $\begin{aligned} & \hline \text { Balance } \\ & 30 / 06 / 01 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| land and buildings | 592.016 .895 | 84.626 .410 |  |  |  | 676.643 .305 |
| equipment and machinery | 333.148 .420 | 44.690 .903 |  |  | -103.546.429 | 274.292.894 |
| industrial and commercial devices | 1.262.183.102 | 165.751.441 |  | -33 | -1.844.368 | 1.426.090.142 |
| other | 1.860.049.773 | 251.397.025 |  | 68.618 .507 | -70.621.913 | 2.109.443.392 |
| Total | 4.047.398.190 | 546.465.779 |  | 68.618.474 | -176.012.710 | 4.486.469.733 |

The amount shown under the heading "other" also identifies the costs related to material goods as specified by art. 67, which are inferior in value to one million lira, spent during the period for different operating expenses, and therefore not included among the amortisations.

| NET VALUE | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ | Increments | (Amortisations and devaluation) | Other operations | (Disposals) | Balance 30/06/01 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| land and buildings | 5.080.721.197 | 15.785.300 | -84.626.410 |  |  | 5.011.880.087 |
| equipment and machinery | 575.418 .034 | 171.777.772 | -44.690.903 | 12.520.669 | -97.206.429 | 617.819 .143 |
| industrial and commercial devices | 569.120 .607 | 704.186.067 | -165.751.441 | 10.000.033 | -27.657.602 | 1.089.897.664 |
| other | 925.078 .833 | 380.510 .529 | -251.397.025 | -77.291.840 | -23.436.433 | 953.464 .064 |
| fixed assets in prog. and part payment | 22.520.669 | 22.980.919 |  | -22.520.669 |  | 22.980.919 |
| Total | 7.172.859.340 | 1.295.240.587 | -546.465.779 | -77.291.807 | -148.300.464 | 7.696.041.877 |

## III - Equity investments

The analysis of the financial assets (equity investments) is as follows:

|  | Variation | Var. $\%$ |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Equity investments in: | $30 / 06 / 01$ |  |  |  |
| subsidiary not completely consolidated companies | 1.928 .651 .180 | 1.705 .238 .711 | 223.412 .469 | $13,10 \%$ |
| other companies | 82.935 .340 | 82.435 .340 | 500.000 | $0,61 \%$ |
| other equity investments | 148.530 .000 | 172.687 .970 | -24.157 .970 | $-13,99 \%$ |
| Total | 2.160 .116 .520 | 1.960 .362 .021 | 199.754 .499 | $10,19 \%$ |

The other stocks are CCTs entered on the financial statement of the head company of the Group El.En. S.p.A. and bound by a warranty of bank guarantees (fidejussions).

The companies which are associates of the Group head El.En. S.p.A., Quanta System S.r.l., Quantafin S.r.l. and Lasit S.r.l., are not required to present quarterly statements and have drawn up a six months report in order to permit consolidation according to the actual financial position as of June $30^{\text {th }}$ 2001. Investments in the M\&E Co. and Actis S.r.l. have been maintained at cost since the two companies are not yet operative.

Consolidation of the associated companies has been made using the shareholders' equity system and is shown on the chart below.

| Lasit Srl <br> Quanta Fin Srl <br> Quanta System Srl | Past <br> cost | $\begin{gathered} \hline \text { Amount C.R. } \\ \text { on } 31 / 12 / 00 \end{gathered}$ | Variation during the period | $\begin{gathered} \text { Amount C.R. } \\ \text { on } 30 / 06 / 01 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 214.565.024 | 662.929.202 | 31.679 .659 | 694.608.861 |
|  | 81.089.953 | 1.004.598.768 | 12.034.505 | 1.016.633.273 |
|  | 202.500.000 | 179.184.418 | 26.216.828 | 205.401.246 |
|  | 498.154.977 | 1.846.712.388 | 69.930.992 | 1.916.643.380 |

Financial charges for the period for the securities entered among the assets
No financial charge has been entered among the assets.

## C) Current assets

## I -Inventory

Analysis of inventory is as follows:

| Stocks | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Raw material, consumables and goods for sale | 8.459.748.548 | 5.489.089.249 | 2.970.659.299 | 54,12\% |
| Work in progress and seminfinished products | 4.248.914.477 | 3.074.679.658 | 1.174.234.819 | 38,19\% |
| Finished products and goods for resale | 4.008.619.368 | 2.600.567.263 | 1.408.052.105 | 54,14\% |
| Payments on account | 184.017 .580 | 122.601 .333 | 61.416.247 | 50,09\% |
| Total | 16.901.299.973 | 11.286.937.503 | 5.614.362.470 | 49,74\% |

Break-down of inventory is shown on the following chart:

| Raw materials | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Optical components | 1.142.827.964 | 746.084.824 | 396.743 .140 | 53,18\% |
| Electrical and electronic components | 3.498.386.255 | 2.749.234.245 | 749.152.010 | 27,25\% |
| Mechanical components | 2.709.350.993 | 1.472.229.405 | 1.237.121.588 | 84,03\% |
| Hydraulic components | 479.291 .423 | 257.613.000 | 221.678 .423 | 86,05\% |
| Various materials | 81.735.025 | 62.176 .000 | 19.559.025 | 31,46\% |
| Fittings and fixtures | 883.483 .432 | 411.708.886 | 471.774 .546 | 114,59\% |
| minus: devaluation provision | -335.326.544 | -209.957.111 | -125.369.433 | 59,71\% |
| Total | 8.459.748.548 | 5.489.089.249 | 2.970.659.299 | 54,12\% |

The sharp rise shown in the quantity of final inventory of raw materials reflects the intent of the company to increase their inventory in order to better respond to the changing requirements of the market.

Analysis of the inventory of semi-finished products is shown below:

| Semifinished products | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| High voltage power supplies | 678.634 .837 | 590.800 .026 | 87.834.811 | 14,87\% |
| Assembled electronic boards | 522.732.635 | 83.427 .450 | 439.305 .185 | 526,57\% |
| Mechanical units | 297.827.913 | 351.522.342 | -53.694.429 | -15,27\% |
| Electrical units | 538.207 .414 | 333.699 .228 | 204.508.186 | 61,29\% |
| Hydraulic units | 156.261 .967 | 34.473.925 | 121.788.042 | 353,28\% |
| Cavities and half-assembled sources | 225.378.956 | 47.899 .344 | 177.479 .612 | 370,53\% |
| Systems being assembled | 1.829.870.755 | 1.632.857.343 | 197.013.412 | 12,07\% |
| Total | 4.248.914.477 | 3.074.679.658 | 1.174.234.819 | 38,19\% |

The sharp rise shown for semi-finished products is a result of the Group's policy of jobbing out the simplest part of the manufacturing process.

Break-down of the inventory of semi-finished products is as follows:

| Finished products | $30 / 06 / 01$ | $30 / 06 / 00$ | Variation |  |
| :--- | ---: | ---: | ---: | ---: |
| Medical lasers | 1.813 .569 .386 | 1.266 .547 .341 | 547.022 .045 | $43,19 \%$ |
| Industrial laser sources | 356.967 .977 | 337.634 .381 | 19.333 .596 | $5,73 \%$ |
| Medical fitings and accessories | 758.423 .979 | 190.051 .077 | 568.372 .902 | $299,06 \%$ |
| Other finished products |  | 25.695 .746 | -25.695 .746 | $-100,00 \%$ |
| Other medical accessories | 105.753 .198 | 297.314 .177 | -191.560 .979 | $-64,43 \%$ |
| Industrial laser systems | 1.059 .888 .868 | 571.867 .173 | 488.021 .695 | $85,34 \%$ |
| minus:devaluation provision | -85.984 .040 | -88.542 .632 | 2.558 .592 | $-2,89 \%$ |
| Total | 4.008 .619 .368 | 2.600 .567 .263 | 1.408 .052 .105 | $54,14 \%$ |

The increase in the quantity of finished products is represented chiefly by medical laser equipment and accessories; inventory of these items has been increased in order to provide better service to the clientele both in terms of delivery time as well as for the availability of products for demonstration purposes.

Final inventory as of June $30^{\text {th }}, 2001$, if evaluated at its present price, would be worth approx. 330 million lira more than the value shown on the balance sheet.

## II - Accounts receivable

Accounts receivable can be broken down as follows.

| Debtors: <br> trade debtors <br> amounts owed by non-consolidated associated companies other debtors <br> Total | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 17.468.384.016 | 10.981.693.506 | 6.486.690.510 | 59,07\% |
|  | 147.410.272 | 320.526 .092 | -173.115.820 | -54,01\% |
|  | 4.587.002.033 | 2.394.031.869 | 2.192.970.164 | 91,60\% |
|  | 22.202.796.321 | 13.696.251.467 | 8.506.544.854 | 62,11\% |

Receivables from associated non-consolidated companies consist of short term financing to Quanta System S.r.l. for 13.501 .000 lira and trade receivables from Quanta System S.r.l. for 102.711.192, lira, from Lasit S.r.l. for 3.798 .000 lira, and from M\&E Co. for 27.400.080 lira.

Trade receivables from clients can be broken down as follows:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| clients in Italy | 11.010.344.023 | 8.113.291.461 | 2.897.052.562 | 35,71\% |
| EC clients | 3.229.405.210 | 2.127.645.075 | 1.101.760.135 | 51,78\% |
| extra EC clients | 3.690.286.259 | 1.047.944.589 | 2.642.341.670 | 252,15\% |
| minus: devaluation provision for debtors | -461.651.476 | -307.187.619 | -154.463.857 | 50,28\% |
| Total | 17.468.384.016 | 10.981.693.506 | 6.486.690.510 | 59,07\% |

The total amount of trade receivables from clients has risen along with the increased business volume of the Group.

Accounts receivable with a duration of over five years have not been entered in the financial statement.

Break-down of the other accounts receivable is as follows:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| becoming payable within the next fiscal year |  |  |  |  |
| Witholding taxes | 3.065.767 | 54.400 | 3.011 .367 | 5535,60\% |
| Other loans | 5.903.640 | 5.903.640 |  |  |
| Corporation Tax | 338.527 .336 | 105.793.438 | 232.733 .898 | 219,99\% |
| VAT credits | 2.868.359.909 | 1.184.906.741 | 1.683.453.168 | 142,07\% |
| Deposits | 41.002.500 | 11.752 .119 | 29.250.381 | 248,89\% |
| Prepayments to suppliers | 317.309 .050 | 126.227.773 | 191.081 .277 | 151,38\% |
| Other receivables | 310.513.058 | 88.765 .797 | 221.747.261 | 249,81\% |
|  | 3.884.681.260 | 1.523.403.908 | 2.361.277.352 | 155,00\% |
| becoming payable after the next fiscal year |  |  |  |  |
| SP tax accounts | 34.907.454 | 36.702 .295 | -1.794.841 | -4,89\% |
| Insurances a/policy TFM | 272.664 .000 | 261.000.000 | 11.664 .000 | 4,47\% |
| Credits for anticipated taxes | 382.117.005 | 572.925.666 | -190.808.661 | -33,30\% |
| Other receivables | 12.632 .314 |  | 12.632 .314 |  |
|  | 702.320.773 | 870.627.961 | -168.307.188 | -19,33\% |
|  |  |  |  |  |
| Total | 4.587.002.033 | 2.394.031.869 | 2.192.970.164 | 91,60\% |

The financial year closed with a Value Added Tax (IVA) credit which had risen sharply over the preceding year, due to the Group's intense export activity. Deferred taxes paid in advance have been entered among the receivables payable after the next financial period.

## III - Investments which are not permanent

These investments consist of quoted stocks and debenture loans. Changes in these investments are shown on the chart below.

| Investments which are not permanent : | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Fondi Genercomit | 1.400.064.171 | 1.400.064.171 |  |  |
| Mediobanca ZC 96/11 | 864.000.000 | 758.400 .000 | 105.600 .000 | 13,92\% |
| Total | 2.264.064.171 | 2.158.464.171 | 105.600.000 | 4,89\% |

The financial activities shown above constitute a temporary use of cash made by the subsidiary, Deka M.E.L.A. S.r.l. The debenture loans are Obbligazioni Zero Coupon Mediobanca 1996-2011, and the other bonds are two Genercomit mutual finds: treasury and short-term. The changes which have affected the debenture loans are related to the payment of the issue difference pertaining to the financial year and the adjustment of the value which is made in conformity with the price change.

## IV - Cash at bank and in hand

Cash at bank and in hand can be broken down as follows:

| Cash at Bank and in hand: bank and postal current accounts cash on hand | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 62.411.826.786 | 21.676.663.372 | 40.735.163.414 | 187,92\% |
|  | 34.667.303 | 25.040.910 | 9.626 .393 | 38,44\% |
| Total | 62.446.494.089 | 21.701.704.282 | 40.744.789.807 | 187,75\% |

The increase in cash available is a direct consequence of the two increases in paid capital which were made by the Group head, El.En. S.p.A., during the preceding financial year: the first in the month of May 2000, which saw the Banca Toscana S.p.A become one of the shareholders and the second in the month of December 2000, when the stocks of El. En S.p.A. were first quoted on the new stock market..

## D) Prepayments and accrued income assets

The break-down of pre-payments and accrued income assets is as follows:


The amounts shown among the pre-payments and accrued income assets according to the accounting principles being used do not represent phenomena of particular interest or importance for the activity of the Company.

## LIABILITIES

## A) Shareholders' equity

## Break-down of shareholders' equity

The chart below shows the main changes which have taken place in the shareholders' equity accounts during the last semester.

| NET CAPITAL AND RESERVES: | $\begin{gathered} \hline \text { BALANCE } \\ 31 / 12 / 99 \end{gathered}$ | Result | Dividends distributed | Other operations | Result | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subscribed capital | 2.400.000.000 |  |  | 2.200.000.000 |  | 4.600.000.000 |
| Share premium account |  |  |  | 66.272.731.513 |  | 66.272.731.513 |
| Legal reserve | 104.503.014 | 198.316.681 |  |  |  | 302.819.695 |
| Other reserves: |  |  |  |  |  |  |
| Extraordinary reserve | 284.336.669 | 2.468.016.934 |  | -363.616.296 |  | 2.388.737.307 |
| Reserve for contribution on capital account | 1.545.068.562 |  |  | -718.945.562 |  | 826.123.000 |
| Undivided profits of subsidiaries and other reserves |  | 1.608.192.818 |  | 327.273 .355 |  | 1.935.466.173 |
| Reserve of consolidation | 2.820.438.763 |  |  | -301.649.801 |  | 2.518.788.962 |
| Profits (loss) brought forward |  | 1.300.000.000 | -1.300.000.000 |  |  |  |
| Profits (loss) for the financial year | 5.574.526.433 | -5.574.526.433 |  |  | 5.817.144.021 | 5.817.144.021 |
| Net total C.\&R. of the group | 12.728.873.441 |  | -1.300.000.000 | 67.415.793.209 | 5.817.144.021 | 84.661.810.671 |
| of third parties: |  |  |  |  |  |  |
| Capital and reserves of third parties | 864.034.669 | 1.179.937.833 | -519.749.998 |  |  | 1.524.222.504 |
| Profit (loss) of third parties | 1.179.937.833 | -1.179.937.833 |  |  | 1.017.262.320 | 1.017.262.320 |
| Net total C.\&R. of third parties | 2.043.972.502 |  | -519.749.998 |  | 1.017.262.320 | 2.541.484.824 |
|  |  |  |  |  |  |  |
| Net total capital andapital and reserves | 14.772.845.943 |  | -1.819.749.998 | 67.415.793.209 | 6.834.406.341 | 87.203.295.495 |


| NET CAPITAL AND RESERVES: | $\begin{gathered} \hline \text { Balance } \\ 31 / 12 / 00 \\ \hline \end{gathered}$ | Allocation of prior year profit | Dividends | Other operations | Result | Balance <br> 30/06/01 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subscribed capital | 4.600.000.000 |  |  |  |  | 4.600.000.000 |
| Share premium account | 66.272.731.513 |  |  |  |  | 66.272.731.513 |
| Legal reserve | 302.819.695 | 215.377.349 |  |  |  | 518.197.044 |
| Other reserves: |  |  |  |  |  |  |
| Extraordinary reserve | 2.388.737.307 | 2.310.801.236 |  |  |  | 4.699.538.543 |
| Reserve for contribution on capital | 826.123.000 |  |  |  |  | 826.123.000 |
| Undivided profits of subsidiaries | 1.935.466.173 | 1.509.597.036 |  | -388.056.565 |  | 3.057.006.644 |
| Reserve of consolidation | 2.518.788.962 |  |  | 301.649.801 |  | 2.820.438.763 |
| Other reserves |  |  |  |  |  |  |
| Profits (loss) brought forward |  | 1.781.368.400 | -1.781.368.400 |  |  |  |
| Profits (loss) for the financial year | 5.817.144.021 | -5.817.144.021 |  |  | 2.348.749.259 | 2.348.749.259 |
| Net total C.\&R. of the group | 84.661.810.671 |  | -1.781.368.400 | -86.406.764 | 2.348.749.259 | 85.142.784.766 |
| of third parties: |  |  |  |  |  |  |
| Capital and reserves of third paries | 1.524.222.504 | 1.017.262.320 | -496.500.000 | 637.072 .974 |  | 2.682.057.798 |
| Profit (loss) of third parties | 1.017.262.320 | -1.017.262.320 |  |  | 225.301 .528 | 225.301 .528 |
| Net total C.\&R. of third parties | 2.541.484.824 |  | -496.500.000 | 637.072 .974 | 225.301.528 | 2.907.359.326 |
|  |  |  |  |  |  |  |
| Net total capital and reserves | 87.203.295.495 |  | -2.277.868.400 | 550.666.210 | 2.574.050.787 | 88.050.144.092 |

The shareholders' assembly of the Group head, El.En. S.p.A. held on June $29^{\text {th }}, 2001$ voted to distribute the profits of the financial year as follows: 215.377 .349 lira as legal reserve, 2.310.801.236 lira as extraordinary reserve and 1.781.368.400 lira for distribution as dividends.

The other changes in the shareholders' equity of the Group are related to a reclassification of undivided profits and consolidation reserves for the purpose of finding a better use for the relative components.

The increase in the investment in Deka S.a.r.l. and the acquisition of the investment in Deka Lms Gmbh did not alter the consolidation reserves.

## Other reserves

Reserves for contributions in capital account entered on the balance sheet of the head company, El.En. S.p.A., can be broken down as follows:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| EME contribution on capital account |  | 350.000 .000 | -350.000.000 | -100,00\% |
| DIFF3 contribution on capital account | 291.716 .500 | 291.716 .500 |  |  |
| CESVIT contribution on capital account | 6.000.000 | 10.947.000 | -4.947.000 | -45,19\% |
| Art 4 contribution on capital account |  | 8.553 .000 | -8.553.000 | -100,00\% |
| CCIAA contribution on capital account | 7.535 .500 | 7.535 .500 |  |  |
| EU contribution on capital account | 520.871 .000 | 847.699 .000 | -326.828.000 | -38,55\% |
| Other contributions on capital account |  | 28.617.562 | -28.617.562 | -100,00\% |
| Total | 826.123.000 | 1.545.068.562 | -718.945.562 | -46,53\% |

The variations which are shown are related to the free increase in Capital which was voted by the extraordinary assembly of El.En. S.p.A held on July $7^{\text {th }}, 2000$.

## Chart comparing the statement of the Group head with the consolidated statement.

The chart which follows compares the balance sheet and the net shareholders' equity of the Group head with the corresponding consolidated amounts.


## B) Provisions for contingencies and other liabilities

Funds set aside for contingencies and other liabilities are composed as follows:

| pension costs and similar <br> for taxation consolidation reserve for future risks and charges other: | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \end{aligned}$ | Provision | (Utilisat.) | Other Operations | Balance 30/06/01 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 445.208.488 | 40.758.378 |  |  | 485.966.866 |
|  | 424.827.924 |  | -187.675.008 |  | 237.152.916 |
|  |  |  |  |  |  |
|  |  | 10.620.000 |  |  |  |
| Reserve for guarantee on the products | 108.801.479 |  |  |  | 119.421.479 |
| Reserve for risks and charges | 800.000.000 |  |  |  | 800.000.000 |
| Other minor reserves | 709.649 .718 |  |  |  | 709.649 .718 |
| Total other reserves | 1.618.451.197 | 10.620 .000 |  |  | 1.629.071.197 |
| Total | 2.488.487.609 | 51.378.378 | -187.675.008 |  | 2.352.190.979 |

The provision for severance indemnity is made up of the indemnity for end-of-term for administrators and the indemnity fund for clients and agents.

The fund for product warranty has been calculated on the basis of the costs of spare parts and assistance under warranty incurred during the previous financial period, adapted to the sales volume for the same year.

## C) Severance pay for employees

The chart below shows the changes which have taken place during this financial period.

| Balance <br> $31 / 12 / 00$ | Provision | (Utilisat.) | Other <br> Operations | Balance <br> $30 / 06 / 01$ |
| :--- | ---: | ---: | ---: | ---: |
| 1.095 .839 .847 | 166.925 .994 | -35.366 .263 |  | 1.227 .399 .578 |

The amounts shown for this reserve correspond to the actual amounts owed by the company to employees on the dates shown, net from advance payments.

## D) Amounts owed

## Break down of amounts owed

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| debentures | 1.200.000.000 | 1.200.000.000 |  |  |
| amounts owed to banks | 2.227.060.910 | 2.657.266.864 | -430.205.954 | -16,19\% |
| amounts owed to other financiers | 1.578.910.581 | 1.811.776.558 | -232.865.977 | -12,85\% |
| advances | 477.869 .903 | 408.995.444 | 68.874 .459 | 16,84\% |
| amounts owed to suppliers | 13.214.001.667 | 9.503.848.155 | 3.710.153.512 | 39,04\% |
| amounts owed to subsidiary companies | 1.295.565.000 | 1.474.187.180 | -178.622.180 | -12,12\% |
| amounts owed to tax administration | 764.945 .554 | 1.976.289.777 | -1.211.344.223 | -61,29\% |
| amounts owed to Social Security Institutions | 593.865.336 | 427.480 .414 | 166.384 .922 | 38,92\% |
| other creditors | 4.167.013.603 | 1.134.830.008 | 3.032.183.595 | 267,19\% |
| Total | 25.519.232.554 | 20.594.674.400 | 4.924.558.154 | 23,91\% |

Amounts owed to suppliers have increased along with the production volume and longer terms of payment granted by suppliers.

The sharp drop in sums owed to tax authorities, which is shown net from the relative credits for payments on account, is also due to the effect of the Dual Income Tax (DIT) and the facilitated aliquots granted to companies whose stock is quoted.

Other debts toward include those to shareholders for dividends for an amount of 1.781.368.400 lira for the Group head, El.En. S.p.A., for 450.000 .000 lira for the subsidiary Deka Mela S.r.l. and for 46.500 .000 lira for the subsidiary Cutlite Penta S.r.l.

## Financial debts

The ordinary debenture loan for 1.200 .000 .000 lira is to be reimbursed in a single payment by December 31st, 2006, and pays a fixed interest rate of $9,75 \%$ which is adjusted annually on December $31^{\text {st }}$.

Mid-term debts to banks are made up of a ten-year mortgage loan issued by the Cassa di Risparmio of Florence, contracted for 3.200 .000 .000 lira, to be reimbursed in fixed six-month instalments of 200.000.000 lira starting on March $31^{\text {st }}$, 1999, with an interest rate equivalent to the quarterly RIBOR plus a spread of $0.95 \%$ with interest paid quarterly.

Mid-term debts to other financers consist of IMI facilitated financing for applied research and can be broken down as follows:

## Reference DIFF 3

Multi-year financing granted for 943.147 .618 lira at the fixed annual rate of $3,70 \%$, last instalment on July $1^{\text {st }}, 2008$

## Reference TMR 4

Multi-year financing granted for 953.479.293 lira at the fixed annual rate of $3,70 \%$, last instalment on July $1^{\text {st }}, 2008$.

The seven-year financing from associated companies for 1.170 .000 .000 lira was issued for the associated company Quanta Fin S.r.l. at the following conditions:
To be reimbursed in a single payment on June $30^{\text {th }}$, 2003 with an option for reimbursement, even partial, in advance.
Annual payment of interest on June $30^{\text {th }}$ of each year. Interest rate equivalent to TUS $+1 \%$ as registered at the beginning of the year. As of January $1^{\text {st }}, 2000$ the BCE rate replaced the TUS rate.

The amount under the heading "other financing" refers to a loan contracted by the subsidiary company Ot-las S.r.l. for the purchase of as motor vehicle.

The chart below is a summary of the paragraphs above and also shows the dates when the amounts must be paid.

|  | Expiration | Rate | $\begin{gathered} \hline \text { Remain. On } \\ 30 / 06 / 01 \end{gathered}$ | Amount foll.f.year | Amount within 5 years | Amount beyond 5 years |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Debentures | 31/12/2006 | 9,75\% | 1.200.000.000 |  |  | 1.200.000.000 |
| CRF loan | 07/03/2006 | Ribor + ,95\% | 2.200.000.000 | 400.000.000 | 1.600.000.000 | 200.000 .000 |
| Financing IMI DIFF3 | 01/07/2008 | 3,70\% | 797.325 .424 | 101.766.434 | 446.513 .379 | 249.045.611 |
| Financing IMI TMR 4 | 01/07/2008 | 3,70\% | 753.165 .157 | 139.795.284 | 613.369 .873 |  |
| Financing Quanta Fin | 30/06/2003 | BCE + 1\% | 1.170.000.000 |  | 1.170.000.000 |  |
| Other financings | 02/12/2002 | 6,25\% | 26.167.984 | 17.172.076 | 8.995 .908 |  |
| Total |  |  | 6.146.658.565 | 658.733.794 | 3.838.879.160 | 1.649.045.611 |

## Changes in long term financing

During the financial period the following changes have taken place in relation to mid- and longterm financing. The amounts shown include the quota of short<term capital and do not include the amounts owed for interest.

|  | $\begin{aligned} & \hline \text { Balance } \\ & 31 / 12 / 00 \\ & \hline \end{aligned}$ | Taking into Charge | Reimbursem. (subsistenc.) | Other Operation | Balance <br> 30/06/01 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Debentures | 1.200.000.000 |  |  |  | 1.200.000.000 |
| CRF loan | 2.400 .000 .000 |  | -200.000.000 |  | 2.200 .000 .000 |
| Financing IMI DIFF3 | 846.826 .514 |  | -49.501.090 |  | 797.325 .424 |
| Financing IMI TMR 4 | 821.164.189 |  | -67.999.032 |  | 753.165 .157 |
| Financing Quanta Fin | 1.170.000.000 |  |  |  | 1.170.000.000 |
| Other financings | 34.360 .841 |  | -8.192.857 |  | 26.167.984 |
| Total | 6.472.351.544 |  | -325.692.979 |  | 6.146.658.565 |

## Debts guaranteed by real estate property

The building in Via Baldanzese, 17 has a ten year mortgage on it, which was issued by the Cassa di Risparmio of Florence, as described in the preceding paragraphs.

## E) Accruals and deferred income

Liabilities derived from accruals and deferred income are broken down in the following chart:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Accrued liabilities: |  |  |  |  |
| Other | 27.236.621 |  | 27.236.621 |  |
| Total accrued liabilities | 27.236.621 |  | 27.236.621 |  |
| Deferred income: |  |  |  |  |
| Contributions on staff expense account | 16.666.667 |  | 16.666.667 |  |
| Taxation credits | 286.038.946 |  | 286.038.946 |  |
| Other | 23.777.535 | 12.520.001 | 11.257.534 | 89,92\% |
| Total deferred income | 326.483.148 | 12.520.001 | 313.963 .147 | 2507,69\% |
| Total | 353.719.769 | 12.520.001 | 341.199.768 | 2725,24\% |

The accrued income liabilities also refer to the charges which must be paid in the form of tax credits and entered in the balance sheet subtracting them from the tax debts.

## Memorandum

The memorandum lists the inventory which is deposited with third parties for work, repair, technical assistance, demonstration, and clinical experimentation and the equipment consigned to third parties for demonstration and clinical trials.
Property guarantees given to third parties consist of a mortgage of 6.400.000.000 lira on the property in Calenzano, as collateral on the loan from the Cassa di Risparmio of Florence issued for 3.200.000.000 lira and the residual value as of June 30th, 2001 for 2.200.000.000 lira; of 148.530.000 lira in state securities retained in favour of the Cassa di Risparmio of Florence for the bank guarantee issued in order to obtain financing granted by MURST and issued by IMI.

## Profit and Loss Account

## A) Value of the production

## Break down of revenue by activity category

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Sales medical laser systems | 14.293.831.896 | 15.861.730.259 | -1.567.898.363 | -9,88\% |
| Sales industrial laser sources | 952.586 .000 | 775.427.171 | 177.158.829 | 22,85\% |
| Sales of spare parts | 1.579.378.766 | 1.027.134.146 | 552.244 .620 | 53,77\% |
| Consulting and research | 100.000 .000 | 242.500 .000 | -142.500.000 | -58,76\% |
| Sales industrial systems | 8.923.911.999 | 6.802.224.822 | 2.121.687.177 | 31,19\% |
| Other sales and services | 208.033.927 | 232.727.138 | -24.693.211 | -10,61\% |
| Total | 26.057.742.588 | 24.941.743.536 | 1.115.999.052 | 4,47\% |

The medical/cosmetic sector, though down by $10 \%$, remains the most important area of activity in terms of income.

The industrial laser sector, meaning laser systems and sources, shows an increase of $30 \%$, almost all of which occurred in the second part of the semester.

## Break down by geographical area

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Sales in Italy | 15.846.748.749 | 13.190.009.341 | 2.656.739.408 | 20,14\% |
| Sales other EU countries | 3.886.079.454 | 4.938.652.028 | -1.052.572.574 | -21,31\% |
| Sales outside EU | 6.324.914.385 | 6.813.082.167 | -488.167.782 | -7,17\% |
| Total | 26.057.742.588 | 24.941.743.536 | 1.115.999.052 | 4,47\% |

The break down shown above demonstrates that the reduction in revenue from foreign sales is more than compensated for by the growth of the domestic market.

## Other revenue

Break down of other types of income is shown on the chart below.

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Profits on commercial exchanges | 137.787.502 | 58.151 .508 | 79.635.994 | 136,95\% |
| Recovery for accidents and insurance reimbursements | 4.411 .000 | 11.066 .600 | -6.655.600 | -60,14\% |
| Expense recovery | 12.814 .447 | 10.918.698 | 1.895 .749 | 17,36\% |
| Capital gains on ordinary property conveyances | 59.706 .900 | 16.200 .000 | 43.506 .900 | 268,56\% |
| Other income | 51.130 .814 | 44.787 .465 | 6.343 .349 | 14,16\% |
| Contribution on fiscal year account and on capital account | 35.000 .000 | 23.333.333 | 11.666.667 | 50,00\% |
| Total | 300.850.663 | 164.457.604 | 136.393.059 | 82,94\% |

## B) Production costs

## Purchases of raw and subsidiary materials, consumables and goods

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Purchase of raw materials | 13.557.011.464 | 10.257.618.426 | 3.299.393.038 | 32,17\% |
| Purchase of finished products | 696.223 .488 | 380.866 .160 | 315.357 .328 | 82,80\% |
| Purchase of consumable materials | 2.230 .625 | 2.230 .625 |  |  |
| Purchase of packaging materials | 73.614 .648 | 38.143.474 | 35.471.174 | 92,99\% |
| Purchase of stationery | 46.439.353 | 48.336.725 | -1.897.372 | -3,93\% |
| Purchase of fuels | 82.664.283 | 35.762 .223 | 46.902 .060 | 131,15\% |
| Purchase of advertising materials | 43.885.393 | 23.543.925 | 20.341.468 | 86,40\% |
| Transports on purchases | 159.466 .255 | 126.025.188 | 33.441 .067 | 26,54\% |
| Other purchase expenses | 47.604 .684 | 26.578.140 | 21.026.544 | 79,11\% |
| Other purchases | 101.796.245 | 176.692 .403 | -74.896.158 | -42,39\% |
| Total | 14.810.936.438 | 11.115.797.289 | 3.695.139.149 | 33,24\% |

## Break down of expenses for services

| Expenses for work in progress at third parties User services | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
|  | 934.675 .441 | 1.119.827.045 | -185.151.604 | -16,53\% |
|  | 189.399 .250 | 122.100.094 | 67.299 .156 | 55,12\% |
| Consuling and technical services | 758.708.545 | 516.957 .318 | 241.751 .227 | 46,76\% |
| Maintenance | 119.720 .285 | 140.946 .792 | -21.226.507 | -15,06\% |
| Services and commercial advices | 935.076 .516 | 668.381 .192 | 266.695.324 | 39,90\% |
| Transport | 288.792.235 | 222.362 .829 | 66.429 .406 | 29,87\% |
| Insurance | 65.207 .968 | 42.315 .904 | 22.892.064 | 54,10\% |
| Travel and overnight expenses | 530.493 .353 | 436.007 .517 | 94.485 .836 | 21,67\% |
| Commissions | 1.215.255.460 | 1.143.360.418 | 71.895 .042 | 6,29\% |
| Promotion and advertising expenses | 403.432 .856 | 205.278.029 | 198.154.827 | 96,53\% |
| Royalies | 201.662.840 | 269.088.043 | -67.425.203 | -25,06\% |
| Other services | 1.525.363.854 | 849.448.319 | 675.915 .535 | 79,57\% |
| Total | 7.167.788.603 | 5.736.073.500 | 1.431.715.103 | 24,96\% |

## Break down of operating expenses

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Different taxes than ones on the income | 25.696.573 | 37.602 .045 | -11.905.472 | -31,66\% |
| Associating contributions | 22.871 .943 | 10.025 .495 | 12.846 .448 | 128,14\% |
| Newspaper and magazine subscriptions | 15.385 .355 | 6.307 .523 | 9.077 .832 | 143,92\% |
| Expenses for vehicle | 90.213 .713 | 122.516.870 | -32.303.157 | -26,37\% |
| Bad debts not provided for | 38.674 .219 |  | 38.674.219 |  |
| Capital losses on ordinary possession conveyance | 80.596.429 | 15.130.572 | 65.465 .857 | 432,67\% |
| Purchase of consumables with value lower than 1 million | 75.855 .857 | 59.034.631 | 16.821.226 | 28,49\% |
| Losses on commercial exchanges | 90.187 .889 | 109.962.371 | -19.774.482 | -17,98\% |
| Fines | 1.169.340 | 2.143 .500 | -974.160 | -45,45\% |
| Other minor charges | 171.752 .264 | 80.156.788 | 91.595.476 | 114,27\% |
| Total | 612.403.582 | 442.879 .795 | 169.523 .787 | 38,28\% |

Among the costs sustained for purchases, the sharp increase in purchases for raw materials is reflected, for one thing, in the increase in inventory which was registered at the end of the financial period.
Among the items registered the increase of marketing and promotional expenses incurred both for the medical/cosmetic sector (by Deka M.E.L.A. S.r.l.) and for the industrial market (by Cutlite Penta S.r.l.) should be noted. Under the heading "Other services" the following items have been included: salaries due to the administrators and internal auditors, expenses for legal, fiscal and organisational consultation and the expense incurred for quotation on the stock market.

## C) Financial income and charges

Financial income is broken down on the chart below:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| from investments which are not equity investments |  |  |  |  |
| FROM INVESTMENTS |  |  |  |  |
| Interests | 3.783 .701 | 2.845 .567 | 938.134 | 32,97\% |
| Total | 3.783.701 | 2.845.567 | 938.134 | 32,97\% |
| from non-permanent investments which are not equity investments |  |  |  |  |
| FROM INVESTMENTS |  |  |  |  |
| Interests |  | 1.890 .011 | -1.890.011 | -100,00\% |
| incomes from negotiation |  | 44.890 .891 | -44.890.891 | -100,00\% |
| FROM OTHER INVESTMENTS |  |  |  |  |
| Other | 34.794 .667 | 34.794 .667 |  |  |
| Total | 34.794.667 | 81.575.569 | -46.780.902 | -57,35\% |
| incomes different from the previous ones: |  |  |  |  |
| Interests - assets - to banks | 1.234.100.046 | 89.919.021 | 1.144.181.025 | 1272,46\% |
| Other financial incomes | 161.966.568 | 62.060 .043 | 99.906 .525 | 160,98\% |
| Total | 1.396.066.614 | 151.979.064 | 1.244.087.550 | 818,59\% |
|  |  |  |  |  |
| Total | 1.434.644.982 | 236.400 .200 | 1.198.244.782 | 506,87\% |

"Interest from banks" derives from the sums which have been cashed in for increase in paid-in capital made by the Group head, El.En. S.p.A.

Under the heading "from other investments" we have entered the issue difference for ZC Mediobanca 1996/2011 bonds deriving from the investment made by the subsidiary Deka M.E.L.A. S.r.l.

The other financial incomes include, among others, the amount of interest assets on sales made by Cutlite Penta S.r.l. with purchase facilitated to the client by the "Sabatini Law", which have a precise corresponding sum shown under the heading of financial charges.

Composition of interest amounts owed and financial charges can be broken down as follows.

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Financial charges on: |  |  |  |  |
| debentures | 58.500 .000 | 58.500 .000 |  |  |
| Bank debts for account ovedraft | 2.169 .212 | 6.830 .011 | -4.660.799 | -68,24\% |
| Bank debts for medium- and long-term loans | 96.970.843 | 96.094 .554 | 876.289 | 0,91\% |
| Other financial charges: |  |  |  |  |
| bank's charges | 12.175.716 |  | 12.175 .716 |  |
| other | 46.137 .696 | 67.673 .451 | -21.535.755 | -31,82\% |
| Total | 215.953.467 | 229.098.016 | -13.144.549 | -5,74\% |

Financial charges towards non-consolidated associated companies have been entered for an amount of 30.628 .356 lira, related to the seven-year financing issued by Quanta Fin S.r.l. to the Group head El.En. S.p.A..

## D) Value adjustments for financial activities

The adjustment for an amount of 69.930 .992 lira entered under D18 a) of the profit and loss account is due to the application of the shareholders' equity method for evaluating the equity investments in associated companies which are not totally consolidated..

## E) Exceptional financial income and charges

## Composition of the exceptional income

Exceptional income is shown on the chart below:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| extraordinary income |  |  |  |  |
| Miscellaneous losses | 59.406 .408 | 48.553.454 | 10.852 .954 | 22,35\% |
| Correction of prior year errors | 85.501 .779 |  | 85.501 .779 |  |
| Other extraordinary income | 12.433 .878 |  | 12.433 .878 |  |
| Total | 157.342 .065 | 48.553 .454 | 108.788.611 | 224,06\% |

Exceptional charges are shown on the chart below:

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Extraordinary charges: |  |  |  |  |
| Miscellaneous gains | 12.643 .929 | 9.958 .368 | 2.685 .561 | 26,97\% |
| Total | 12.643 .929 | 9.958 .368 | 2.685.561 | 26,97\% |
| Taxation related to the previous fiscal years |  |  |  |  |
| Other taxes related to the previous years | 35.270 .000 |  | 35.270 .000 |  |
| Total | 35.270 .000 |  | 35.270 .000 |  |
|  |  |  |  |  |
| Total | 47.913.929 | 9.958 .368 | 37.955.561 | 381,14\% |

## Income taxes

| Description: | $30 / 06 / 01$ | $30 / 06 / 00$ | Variation |  |
| :--- | ---: | ---: | ---: | ---: |
| IRPEG | 991.296 .032 | 3.027 .626 .547 | -2.036 .330 .515 | $-67,26 \%$ |
| IRAP | 339.497 .000 | 634.031 .628 | -294.534 .628 | $-46,45 \%$ |
| DEFERRED (ANTICIPATED) IRPEG | -35.154 .580 | -216.146 .668 | 180.992 .089 | $-83,74 \%$ |
| DEFERRED (ANTICIPATED) IRAP | -4.150 .193 | -24.827 .658 | 20.677 .464 | $-83,28 \%$ |
| Total direct taxes | 1.291 .488 .259 | 3.420 .683 .849 | -2.129 .195 .590 | $-62,24 \%$ |

The fiscal expenses related to this financial period have been influenced by the effects of the Dual Income Tax (DIT) which determines a lower percentage of taxable income.

## Other information

The number of company workers employed in each category is listed below in accordance with the law

|  | 30/06/01 | 30/06/00 | Variation | Var. \% |
| :---: | :---: | :---: | :---: | :---: |
| Workers | 26,0 | 23,0 | 3,0 | 13,04\% |
| Intermediate employees | 1,0 | 4,0 | -3,0 | -75,00\% |
| Employees | 76,0 | 63,0 | 13,0 | 20,63\% |
| Executives | 5,0 | 3,0 | 2,0 | 66,67\% |
| Total | 108,0 | 93,0 | 15,0 | 16,13\% |

## APPENDIX A

## Consolidated financial statements in Euro

| BALANCE SHEET - ASSETS | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: |
| A) subscribed unpaid capital <br> - Called party <br> - Uncalled party |  |  |  |
| Total subscribed unpaid capital |  |  |  |
| B) FIXED ASSETS: |  |  |  |
| I Intangible fixed assets: |  |  |  |
| 1) costs for formation and expansion | 1.298 .442 | 1.480 .627 | 2.007 |
| 2) costs for research, development and adverising |  |  | 1.129 |
| 3) patents and rights to use patents of others |  |  |  |
| 4) concessions, licenses, trademarks and similar rights | 10.339 | 2.695 | 3.298 |
| 5) goodwill | 293.351 |  |  |
| 6) intangible assets in progress and payments on accounts |  |  |  |
| 7) other | 31.581 | 14.408 | 17.792 |
| 8) difference from consolidation | 225.722 |  |  |
| Total | 1.859 .435 | 1.497 .730 | 24.226 |
| II Tangible fixed assets: |  |  |  |
| 1) land and buildings | 2.588.420 | 2.623.974 | 2.647 .143 |
| 2) equipment and machinery | 319.077 | 297.179 | 265.208 |
| 3) industrial and commercial equipment | 562.885 | 293.926 | 241.068 |
| 4) other | 492.423 | 477.763 | 367.761 |
| 5) intangible assets in progress and payments on accounts | 11.869 | 11.631 |  |
| Total | 3.974.674 | 3.704.473 | 3.521 .180 |
| III Investments: |  |  |  |
| 1) Equity investments in: <br> a) subsidiary companies |  |  |  |
| b) associated companies | 996.065 | 959.949 | 880.682 |
| c) parent companies |  |  |  |
| d) other companies | 42.833 | 42.574 | 42.574 |
| 2) Credits: due and payable by the next fiscal year |  |  |  |
| $30 / 06 / 01-31 / 12 / 00 \longrightarrow 306$ |  |  |  |
| a) non-consolidated subsidiary companies c |  |  |  |
| b) non-consolidated associated companies ( |  |  |  |
| c) parent companies |  |  |  |
| d) other companies |  |  |  |
| 3) other investments | 76.709 | 87.326 | 89.186 |
| 4) own shares |  |  |  |
| Total | 1.115.607 | 1.089.849 | 1.012.442 |
|  |  |  |  |
| Total fixed assets | 6.949.716 | 6.292 .052 | 4.557 .849 |

Six Months Report June $30^{\text {th }} 2001$

| CONSOLIDATED BALANCE SHEET -ASSETS (follows) |  |  |  | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| C) CURRENT ASSETS |  |  |  |  |  |  |
| I Stocks: |  |  |  |  |  |  |
| 1) | raw material, consumables and goods for sale |  |  | 4.369 .096 | 3.128 .457 | 2.834 .878 |
|  | work in progress and components |  |  | 2.194.381 | 1.878.757 | 1.587 .940 |
| 3) contracts in progress |  |  |  |  |  |  |
| 4) | finished products and goods for resale |  |  | 2.070 .279 | 1.582 .059 | 1.343 .081 |
|  | payments on accounts |  |  | 95.037 | 155.734 | 63.318 |
| Total |  |  |  | 8.728.793 | 6.745 .007 | 5.829 .217 |
| II debtors: $\begin{array}{r}\text { due and } \\ \\ \end{array}$ |  | le by the next fis |  |  |  |  |
|  |  | 31/12/00 | 30/06/00 |  |  |  |
| 1) | trade debtors |  |  | 9.021 .667 | 7.086.282 | 5.671 .571 |
| 2) | amounts owed by non-consol. subsid. |  |  |  |  |  |
| 3) | amounts owed by non consol. assoc. |  |  | 76.131 | 69.447 | 165.538 |
|  | amounts owed by parent companies |  |  |  |  |  |
| 5) | other debtors 362.718 | 420.947 | 449.642 | 2.368 .989 | 1.888 .344 | 1.236 .414 |
|  | Total 362.718 | 420.947 | 449.642 | 11.466 .787 | 9.044 .073 | 7.073.524 |
| III Investments which are not permanent |  |  |  |  |  |  |
| 1) subsidiary companies |  |  |  |  |  |  |
| 2) associated companies |  |  |  |  |  |  |
| 3) parent companies |  |  |  |  |  |  |
| 4) other companies |  |  |  |  |  |  |
| 5) own shares |  |  |  |  |  |  |
| 6) | other investments |  |  | 1.169 .292 | 1.148 .055 | 1.114.754 |
|  | Total |  |  | 1.169.292 | 1.148.055 | 1.114.754 |
| IV cash at bank and in hand: |  |  |  |  |  |  |
| 1) bank and postal current accounts |  |  |  | 32.233 .019 | 34.696 .096 | 11.195.062 |
| 2) bank cheques |  |  |  |  |  |  |
| 3) | cash on hand |  |  | 17.904 | 11.666 | 12.933 |
|  | Total |  |  | 32.250.923 | 34.707 .762 | 11.207 .995 |
|  |  |  |  |  |  |  |
| Total current assets |  |  |  | 53.615 .795 | 51.644 .897 | 25.225 .489 |
| D) | PREPAYMENTS AND ACCRUED INCOMES: <br> prepayments and accrued income assets premium on loans |  |  | 119.563 | 22.524 | 94.308 |
|  | Total prepayments and accrued income |  |  |  | 119.563 | 22.524 | 94.308 |
|  |  |  |  |  |  |  |  |
| TOTAL ASSETS |  |  |  | 60.685 .073 | 57.959.473 | 29.877 .646 |


|  | LIABILITIES |  |  | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A) CAPITAL AND RESERVES: |  |  |  |  |  |  |
| I | Subscribed capital |  |  | 2.375.702 | 2.375.702 | 1.446.079 |
| II | Share premium account |  |  | 34.227 .009 | 34.227 .009 | 8.831 .413 |
| III | Revaluation reserve |  |  |  |  |  |
| IV | Legal reserve |  |  | 267.626 | 156.393 | 156.393 |
| V | Reserve for own shares |  |  |  |  |  |
| VI | Reserves provided for by the aricles of association |  |  |  |  |  |
| VII Other reserves: |  |  |  |  |  |  |
| - | Extraordinary reserve |  |  | 2.427.109 | 1.233 .680 | 1.412.924 |
| - | Reserve for contributions on capital account |  |  | 426.657 | 426.657 | 797.961 |
| - Reserve for deposits on loss covering account |  |  |  |  |  |  |
| - Reserve for anticipated exceding depreciations |  |  |  |  |  |  |
| Reserve for contribution on capital account |  |  |  |  |  |  |
| Riserve for evaluation of investments in shareholders' equity |  |  |  |  |  |  |
| Reserve for difference of currency conversion |  |  |  |  |  |  |
| - | Undivided profits of parent companies and other reserves |  |  | 1.578 .812 | 999.585 | 753.139 |
| - | Reserve of consolidation |  |  | 1.456 .635 | 1.300 .846 | 1.532.630 |
| i) Other reserves |  |  |  |  |  |  |
| VIII | Profits (loss) brought forward |  |  |  |  |  |
|  | Profit (loss) for the financial year |  |  | 1.213 .028 | 3.004.305 | 1.831 .817 |
|  | Net total capital and reserves of the Group |  |  | 43.972.579 | 43.724.177 | 16.762 .356 |
| Of third parties: |  |  |  |  |  |  |
| X | Capital and reserves of third paries |  |  | 1.385.167 | 787.195 | 787.195 |
| XI | Proft (loss) of third paries |  |  | 116.359 | 525.372 | 297.198 |
| Net total balance sheet of third parties |  |  |  | 1.501 .526 | 1.312.567 | 1.084.393 |
|  |  |  |  |  |  |  |
| Net total balance sheet |  |  |  | 45.474.104 | 45.036.744 | 17.846 .749 |
| B) PROVISIONS FOR RISKS AND CHARGES: |  |  |  |  |  |  |
| 1) | provisions for pensions and similar obligations |  |  | 250.981 | 229.931 | 217.970 |
| 2) | provisions for taxation |  |  | 122.479 | 219.405 | 234.599 |
| 3) | others |  |  | 841.345 | 835.860 | 419.842 |
| 4) consolid. provision for risks and future charges |  |  |  |  |  |  |
| Total provisions for risks and charges |  |  |  | 1.214 .805 | 1.285 .196 | 872.411 |
|  |  |  |  |  |  |  |
| C) | EMPLOYEE SEVERANCE INDEMNITY |  |  | 633.899 | 565.954 | 515.759 |
| due and payable after the next fiscal year |  |  |  |  |  |  |
| D) | CREDITORS 30/06/01 | 31/12/00 | 30/06/00 |  |  |  |
| 1) | debenture loans $\quad 619.748$ | 619.748 | 619.748 | 619.748 | 619.748 | 619.748 |
| 2) convertible debenture loans |  |  |  |  |  |  |
| 3) | amounts owed to banks 934.268 | 1.042 .063 | 1.163 .234 | 1.150.181 | 1.325.147 | 1.372.364 |
| 4) | amounts owed to other financers 676.005 | 738.955 | 800.767 | 815.439 | 876.123 | 935.705 |
| 5) | advances |  |  | 246.799 | 207.017 | 211.229 |
| 6) | amounts owed to suppliers |  |  | 6.824.462 | 6.037.791 | 4.908 .328 |
| 7) debts represented by bills of exchange |  |  |  |  |  |  |
| 8) amounts owed to non-consolidated subsidi |  |  |  |  |  |  |
| 9) | amounts owed to non consolidated associa 604.255 | 604.255 | 604.255 | 669.103 | 616.290 | 761.354 |
| 10) amounts to parent companies |  |  |  |  |  |  |
| 11) | amounts owed to tax administration |  |  | 395.061 | 474.782 | 1.020.668 |
| 12) | amounts owed to Social Security institutions |  |  | 306.706 | 278.010 | 220.775 |
| 13) | other creditors |  |  | 2.152 .083 | 464.440 | 586.091 |
| Total cr | editors 2.834 .276 | 3.005.021 | 3.188.004 | 13.179.584 | 10.899.348 | 10.636 .262 |
| E) | ACCRUALS AND DEFERRED INCOME accruals and deferred incomes - liabilities discount on loans |  |  | 182.681 | 172.231 | 6.466 |
| Total accruals and deferred incomes |  |  |  | 182.681 | 172.231 | 6.466 |
|  |  |  |  |  |  |  |
| TOTAL LIABILITIES |  |  |  | 60.685.073 | 57.959.473 | 29.877.646 |


| MEMORANDUM ACCOUNTS | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: |
| A) Guarantees lent: <br> 1) to third parties: |  |  |  |
| - real guarantees | 3.382.033 | 3.392.650 | 3.382.033 |
| Total | 3.382.033 | 3.392.650 | 3.382.033 |
| B) OTHER MEMORANDUM ACCOUNTS |  |  |  |
| - Inventory at hird paries | 1.559 .028 | 1.219.134 | 970.098 |
| - Sources of income at hird parties | 377.158 | 447.714 | 420.141 |
| Total | 1.936 .186 | 1.666 .848 | 1.390.239 |
|  |  |  |  |
| Total memorandum accounts | 5.318.219 | 5.059.498 | 4.772.272 |

Six Months Report June $30^{\text {th }} 2001$

|  | PROFIT AND LOSS ACCOUNT | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: | :---: |
| A) | (+) VALUE OF PRODUCTION: |  |  |  |
| 1) | net turnover from sales and services | 13.457.701 | 25.955.183 | 12.881 .336 |
| 2) | variation in stocks of finished goods and in work in progress | 759.686 | 1.388 .945 | 1.048.689 |
| 3) | variations on contracts in progress |  |  |  |
| 4) | work performed for own purposes and capitalised | 133.580 | 40.152 |  |
| 5) | other revenues and incomes |  |  |  |
|  | Other revenues and incomes | 137.300 | 161.191 | 72.885 |
|  | Grants received pertaining to the current year | 18.076 | 37.874 | 12.051 |
| Total |  | 14.506 .343 | 27.583.345 | 14.014.959 |
| B) | Costs of production: |  |  |  |
| 6) | for raw materials, consumables and goods for sale | -7.649.210 | -11.348.804 | -5.740.830 |
| 7) | for services | -3.701.854 | -6.009.395 | -2.962.435 |
| 8) | for use of assets owned by others | -70.277 | -96.086 | -39.916 |
| 9) | for staff costs: |  |  |  |
|  | wages and salaries | -1.566.318 | -2.387.327 | -1.196.758 |
| b) | social security costs | -492.155 | -772.894 | -347.649 |
|  | provisions for severance indemnity | -86.210 | -141.423 | -65.587 |
| d) | pension costs and similar |  |  |  |
| e) | other costs relating to staff |  | -52 | -52 |
| 10) | value adjustment: |  |  |  |
| a) | amortisation of intangible assets | -218.602 | -391.430 | -11.053 |
| b) | depreciation of tangible assets | -282.226 | -480.269 | -226.517 |
|  | other depreciations of assets |  |  |  |
| d) | Allowance for doubtful debtors included in current assets and other accounts included in cash at bank and or | -71.461 | -92.835 | -23.651 |
| 11) | variations in stock of raw materials, consumables and gooods for sale | 1.240 .638 | 1.220.637 | 737.519 |
| 12) | amounts provided for risk provisions | -5.485 | -416.018 |  |
| 13) | other accruals |  |  |  |
| 14) | other operating charges | -316.280 | -443.268 | -228.728 |
| Total |  | -13.219.440 | -21.359.164 | -10.105.657 |
|  |  |  |  |  |
| (A-B) | Difference between value and costs of production | 1.286 .903 | 6.224.181 | 3.909.302 |
| C) | FINANCIAL INCOMES AND CHARGES: |  |  |  |
| 15) ${ }^{\text {a) }}$ | (+) incomes from equity investments: |  |  |  |
|  | in non-consolidated companies of the group |  |  |  |
|  | in associated companies |  |  |  |
|  | in other companies |  |  |  |
| 16) | ${ }^{+}+$other financial income |  |  |  |
| a)--- | from loans forming part of fixed assets: to third parties |  |  |  |
|  | to subsidiary companies |  |  |  |
|  | to parent companies |  |  |  |
|  | from other permanent investments other than equity investments | 1.954 | 3.371 | 1.470 |
|  | from other investments which are not permanent | 17.970 | 63.059 | 42.130 |
| d) | from other investments than the previous ones: |  |  |  |
|  | to third paries | 721.008 | 344.853 | 78.491 |
|  | to non-consolidated associated companies |  |  |  |
|  | to parent companies |  |  |  |
| 17) | financial incomes and charges |  |  |  |
| a) | to third parties | -111.531 | -207.393 | -118.319 |
| b) | to non-consolidated subsidiary companies | -15.818 | -26.339 | -10.434 |
| c) | to parent companies |  |  |  |
| Total |  | 613.583 | 177.551 | -6.662 |


| CONSOLIDATED PROFIT AND LOSS ACCOUNT (cont'd.) | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |


| D) | VALUE ADJUSTMENTS OF FINANCIAL ACTIVITIES |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 18) | (+) revaluations: |  |  |  |
| a) | of equity investments | 36.116 | 47.471 |  |
| b) | of permanent investments which are not equity investments |  |  |  |
| c) | of non-permanent investments which are not equity investments | 3.267 | 5.542 |  |
| 19) (-) devaluations: |  |  |  |  |
| a) | of equity investments |  |  | -17.133 |
| b) | of permanent investments which are not equity investments |  |  |  |
| c) | of non-permanent investments which are not equity investments |  |  | -9.789 |
|  | Total | 39.383 | 53.013 | -26.922 |
| E) EXTRAORDINARY INCOME AND CHARGES |  |  |  |  |
| 20) (+) extraordinary income: |  |  |  |  |
| a) | income | 81.260 | 31.789 | 25.076 |
| b) | capital gains from disposal of assets |  |  |  |
| 21) (-) extraordinary charges: |  |  |  |  |
| a) | charges | -6.530 | -12.223 | -5.143 |
| b) capital losses from disposal of assets |  |  |  |  |
|  | taxes pertaining to prior years | -18.215 |  |  |
| Total |  | 56.515 | 19.566 | 19.933 |
|  |  |  |  |  |
| Profit and loss before income taxes |  | 1.996.384 | 6.474 .311 | 3.895 .651 |
| $22)$-) income taxes on the income of the period: |  |  |  |  |
| a) | current | -687.297 | -3.028.859 | -1.891.089 |
| b) | deferred | 20.299 | 84.225 | 124.453 |
| 23) | Net total profit and loss | 1.329 .386 | 3.529.677 | 2.129 .015 |
|  | (profit) loss of the fiscal year of third parties | -116.359 | -525.372 | -297.198 |
|  | Profit (loss) of the fiscal year of the Group | 1.213 .027 | 3.004.305 | 1.831.817 |

## APPENDIX B

## El.En. S.p.A. financial statement in lira

A) subscribed unpaid capital

- Called party
- Uncalled party



| BALANCE SHEET - LIABILITIES | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |

## A) CAPITAL AND RESERVES:

| 1 | Subscribed capital | 4.600.000.000 | 4.600.000.000 | 2.800 .000 .000 |
| :---: | :---: | :---: | :---: | :---: |
| 11 | Share premium account | 66.272 .731 .513 | 66.272.731.513 | 17.100.000.000 |
| III | Revaluation reserve |  |  |  |
| IV | Legal reserve | 518.197 .044 | 302.819 .695 | 302.819 .695 |
| V | Reserve for own shares |  |  |  |
| VI | Reserves provided for by the articles of association |  |  |  |
| VII | Other reserves: |  |  |  |
| - | Extraordinary reserve | 4.699.538.543 | 2.388.737.307 | 2.735.801.603 |
| - | Reserve for contributions on capital account | 826.123 .000 | 826.123 .000 | 1.545.068.562 |
| - | Reserve for deposits on loss covering account |  |  |  |
| - | Reserve for anticipated exceding depreciations |  |  |  |
| - | Reserve for contribution on capital account |  |  |  |
| - | Reserve ___ |  |  |  |
| - | Other reserves |  |  |  |
| VIII | Profits (loss) brought forward |  |  |  |
| IX | Profit (loss) for the financial year | 3.355.835.531 | 4.307.546.985 | 3.487.688.401 |
|  | Total capital and reserves | 80.272.425.631 | 78.697.958.500 | 27.971.378.261 |


| B) | PROVISIONS FOR RISKS AND CHARGES: |  |  |  |
| :--- | :--- | ---: | ---: | ---: |
| 1) | provisions for pensions and similar obligations |  |  |  |
| 2) | provisions for taxation | 301.618 .419 | 286.618 .419 |  |
| 3) | others | 87.764 .067 | 186.987 .191 | 249.954 .419 |
|  |  | 919.421 .479 | 1.003 .930 .308 |  |
|  | Total provisions for risks and charges | 1.308 .803 .965 | 1.477 .535 .918 | 630.290 .311 |


| C) | EMPLOYEE SEVERANCE INDEMNITY | 740.231 .919 | 667.491 .239 |
| :--- | :--- | :--- | :--- |


| D) | CREDITORS: | due and payable after the next fiscal year |  |  | 1.200.000.000 | 1.200.000.000 | 1.200.000.000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30/06/01 | 31/12/00 | 30/06/00 |  |  |  |
| 1) | debenture loans | 619.748 | 619.748 | 619.748 |  |  |  |
| 2) | converible debenture loans |  |  |  |  |  | 1.200.000.000 |
| 3) | amounts owed to banks | 1.800.000.000 | 2.000.000.000 | 2.200.000.000 | 2.200 .000 .000 | 2.435.352.132 | 2.600 .000 .000 |
| 4) | amounts owed to other financers | 1.308.928.863 | 1.430.816.715 | 1.550.500.581 | 1.550.490.581 | 1.667.990.703 | 1.783.356.558 |
| 5) | advances received |  |  |  | 29.580 .951 | 12.169 .110 | 9.071 .078 |
| 6) | amounts owed to suppliers |  |  |  | 8.301.941.834 | 8.337.603.030 | 6.042.207.740 |
| 7) | debts represented by bills of exchange |  |  |  |  |  |  |
| 8) | amounts owed to subsidiary companies |  |  |  | 680.283.040,00 | 610.554.997,00 | 824.107.660,00 |
| 9) | amounts owed to associated companies | 1.170.000.000 | 1.170.000.000 | 1.170.000.000 | 1.232.625.000 | 1.193.303.520 | 1.396.512.380 |
| 10) | amounts to parent companies |  |  |  |  |  |  |
| 11) | amounts owed to tax administration |  |  |  | 337.702 .753 | 313.360 .351 | 1.174.702.908 |
| 12) | amounts owed to Social Security instiutions |  |  |  | 330.636.372 | 297.363.515 | 232.714.860 |
| 13) | other creditors |  |  |  | 2.983.845.019 | 622.558 .874 | 746.157.559 |
|  | Total creditors | 5.478.928.863 | 5.800 .816 .715 | 6.120 .500 .581 | 18.847.105.550 | 16.690.256.232 | 16.008.830.743 |

E) ACCRUALS AND DEFERRED INCOME
$\begin{array}{ll}\text { accruals and deferred incomes - liabilities } & 268.594 .471 \quad 283.659 .438\end{array}$
discount on loans

| Total accruals and deferred incomes | 266.594 .471 | 283.659 .438 |  |
| :---: | ---: | ---: | ---: |
|  |  |  |  |
| TOTAL LIABILITIES | 101.435 .161 .536 | 97.816 .901 .327 | 45.217 .394 .963 |


| MEMORANDUM ACCOUNTS | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: |
| A) GUARANTEES LENT: |  |  |  |
| 1) to third parties: |  |  |  |
| d) real guarantees | 6.548.530.000 | 6.548 .530 .000 | 6.548 .530 .000 |
| Total guarantees lent | 6.548 .530 .000 | 6.548 .530 .000 | 6.548 .530 .000 |
| B) OTHER MEMORANDUM ACCOUNTS |  |  |  |
| - Stocks at third parties | 2.480.904.230 | 2.085.466.382 | 1.596.107.267 |
| - Sources of income at third paries | 585.378 .814 | 394.425.814 | 323.081 .716 |
| Total other memorandum accounts | 3.066.283.044 | 2.479.892.196 | 1.919.188.983 |
|  |  |  |  |
| TOTAL MEMORANDUM ACCOUNTS | 9.614.813.044 | 9.028.422.196 | 8.467.718.983 |


| PROFIT AND LOSS ACCOUNT | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |


| A) | (+) VALUE OF PRODUCTION: |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 1) | net turnover from sales and services | 15.836.249.362 | 29.554.693.934 | 14.989.506.593 |
|  | variation in stocks of finished goods and in work in progress | 1.010.758.736 | 2.632.630.439 | 1.724.949.200 |
|  | variations on contracts in progress |  |  |  |
|  | work performed for own purposes and capitalised | 190.953.000 | 77.744.343 |  |
| 5) | other revenues and incomes |  |  |  |
| a) | Other revenues and incomes | 198.885.546 | 397.574 .683 | 154.039 .823 |
| b) | Grants received pertaining to the current year | 10.000.000 | 23.333.334 | 23.333.334 |
|  | Total | 17.246.846.644 | 32.685.976.733 | 16.891.828.950 |
| B) | (-) COSTS OF PRODUCTION: |  |  |  |
|  | for raw materials, consumables and goods for sale | -9.960.357.479 | -16.476.808.495 | -8.253.169.242 |
|  | for services | -3.666.450.359 | -5.960.959.576 | -2.925.181.767 |
|  | for use of assets owned by others | -3.034.800 | -5.507.000 | -2.700.000 |
| 9) | for staff costs: |  |  |  |
| a) | wages and salaries | -1.785.294.683 | -2.732.167.411 | -1.364.497.404 |
| b) | social security costs | -565.169.150 | -872.498.407 | -357.465.591 |
|  | provisions for severance indemnity | -106.691.798 | -166.728.854 | -78.050.185 |
| d) | pension costs and similar |  |  |  |
|  | other costs relating to staff |  |  |  |
|  | value adjustment |  |  |  |
|  | amortisation of intangible assets | -375.277.038 | -746.408.668 | -13.876.969 |
| b) | depreciation of tangible assets | -388.421.931 | -668.797.221 | -303.628.068 |
|  | other depreciations of assets |  |  |  |
| d) | Allowance for doubtful debtors included in current assets and other accounts included in cash at bank and or. | -65.694.375 | -68.628.849 | -26.936.761 |
|  | variations in stock of raw materials, consumables and gooods for sale | 1.436.752.709 | 2.239.489.776 | 973.088 .557 |
|  | amounts provided for risk provisions | -10.620.000 | -805.523.696 |  |
| 13) | other accruals |  |  |  |
| 14) | other operaing charges | -252.643.704 | -501.430.282 | -236.411.833 |
|  | Total | -15.742.902.608 | -26.765.968.683 | -12.588.829.263 |
| (A-B) | DIFFERENCE BETWEEN VALUE AND COSTS OF PRODUCTION | 1.503.944.036 | 5.920.008.050 | 4.302.999.687 |

C) FINANCIAL INCOMES AND CHARGES:
15) (+) incomes from equity investments:
$\begin{array}{llll}\text { a) in subsidiary companies } & 1.751 .587 .302 & 1.794 .045 .825 & 1.794 .045 .825\end{array}$
b) in associated companies
c) in other companies
16) (+) other financial income
a) from loans forming part of fixed assets:
to third parties

- to subsidiary companies
- to associated companies
to parent companies
b) from other permanent investments other than equity investments $\quad 3.783 .701 \quad 6.527 .877 \quad 2.845 .567$
c) from other investments which are not permanent
d) from other investments than the previous ones:
$\begin{array}{llll}- \text { to third paries } & \text { 1.292.824.791 } & 524.551 .201 & 56.064 .907\end{array}$
- to subsidiary companies
- to associated companies
- to parent companies

17) financial incomes and charges

| a) to third paries | -167.606 .575 | -316.712 .110 | -154.594 .554 |
| :--- | :--- | :--- | :--- |
| b) to subsidiary companies | -19.276 .616 | -14.486 .954 |  |

$\begin{array}{llll}\text { b) to subsidiary companies } & -14.486 .954 \\ \text { c) to associated companies } & -30.628 .356 & -50.999 .178 & -20.202 .534\end{array}$
d) to parent companies

Total
2.875.619.554
1.963.849.787 1.689 .385 .045

| PROFIT AND LOSS ACCOUNT (follows) | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |


| VALUE ADJUSTMENTS OF FINANCIAL ACTIVITIES |  |  |  |
| :---: | :---: | :---: | :---: |
| (+) revaluations: |  |  |  |
| of equity investments |  |  |  |
| of permanent investments which are not equity investments |  |  |  |
| of non-permanent investments which are not equity investments |  |  |  |
| 19) (-) devaluations: |  |  |  |
| a) of equity investments | -45.720.625 | -166.136.128 |  |
| of permanent investments which are not equity investments |  |  |  |
| c) of non-permanent investments which are not equity investments |  |  |  |
| Total of value adjustments $\quad-45.720 .625 \sim-166.136 .128$ |  |  |  |
| EXTRAORDINARY INCOME AND CHARGES |  |  |  |
| (+) extraordinary income: |  |  |  |
| a) income | 49.513.873 | 21.001.938 | 17.334 .706 |
| capital gains from disposal of assets |  |  |  |
| 21) (-) extraordinary charges: |  |  |  |
| charges | -5.275.897 | -15.978.725 | -4.103.000 |
| b) capital losses from disposal of assets |  |  |  |
| taxes pertaining to prior years |  |  |  |
| Total of extraordinary income and charges 44.237 .976 5.023 .213 13.231 .706 |  |  |  |
|  |  |  |  |
| Profit and loss before income taxes | 4.378.080.941 | 7.722.744.922 | 6.005.616.438 |
| 22) (-) income taxes on the income of the period: |  |  |  |
| a) current | -1.029.439.000 | -3.684.117.000 | -2.730.509.000 |
| b) deferred | 7.193 .590 | 268.919.063 | 212.580.963 |
| Total income taxes on the income of the period | -1.022.245.410 | -3.415.197.937 | -2.517.928.037 |
|  |  |  |  |
| 23) PROFIT (LOSS) FOR THE FINANCIAL PERIOD | 3.355.835.531 | 4.307.546.985 | 3.487.688.401 |

## El.En. S.p.A. financial statements in Euro

A) subscribed unpaid capital

- Called party
- Uncalled party



| BALANCE SHEET - LIABILITIES | $30 / 06 / 01$ | $31 / 12 / 00$ |
| :--- | :--- | :--- |

## A) CAPITAL AND RESERVES:

| 1 | Subscribed capital | 2.375.702 | 2.375.702 | 1.446 .079 |
| :---: | :---: | :---: | :---: | :---: |
| 11 | Share premium account | 34.227.009 | 34.227.009 | 8.831 .413 |
| III | Revaluation reserve |  |  |  |
| IV | Legal reserve | 267.626 | 156.393 | 156.393 |
| V | Reserve for own shares |  |  |  |
| VI | Reserves provided for by the articles of association |  |  |  |
| VII | Other reserves: |  |  |  |
| - | Extraordinary reserve | 2.427.109 | 1.233 .680 | 1.412.924 |
| - | Reserve for contributions on capital account | 426.657 | 426.657 | 797.961 |
| - | Reserve for deposits on loss covering account |  |  |  |
| - | Reserve for anticipated exceding depreciations |  |  |  |
| - | Reserve for contribution on capital account |  |  |  |
| - | Reserve |  |  |  |
| - | Other reserves |  |  |  |
| VIII | Profits (loss) brought forward |  |  |  |
| IX | Profit (loss) for the financial year | 1.733 .144 | 2.224 .663 | 1.801 .241 |
|  | Total capital and reserves | 41.457 .248 | 40.644 .104 | 14.446 .011 |


E) ACCRUALS AND DEFERRED INCOME
accruals and deferred incomes - liabilities
$137.685 \quad 146.498$
discount on loans

| Total accruals and deferred incomes | 137.685 | 146.498 |
| :---: | :---: | :---: |
|  |  |  |
| TOTAL LIABILITIES | 52.386 .889 | 50.518 .212 |


| MEMORANDUM ACCOUNTS | 30/06/01 | 31/12/00 | 30/06/00 |
| :---: | :---: | :---: | :---: |
| A) Guarantees lent: |  |  |  |
| 1) to third parties: |  |  |  |
| d) real guarantees | 3.382.033 | 3.382.033 | 3.382.033 |
| Total guarantees lent | 3.382.033 | 3.382.033 | 3.382.033 |
| B) OTHER MEMORANDUM ACCOUNTS |  |  |  |
| - Stocks at hird parties | 1.281.280 | 1.077.054 | 824.321 |
| - Sources of income at hird parties | 302.323 | 203.704 | 166.858 |
| Total other memorandum accounts | 1.583.603 | 1.280 .758 | 991.178 |
|  |  |  |  |
| TOTAL MEMORANDUM ACCOUNTS | 4.965.637 | 4.662 .791 | 4.373.212 |


| PROFIT AND LOSS ACCOUNT | $30 / 06 / 01$ | $31 / 12 / 00 \quad 30 / 06 / 00$ |
| :--- | :--- | :--- |


C) FINANCIAL INCOMES AND CHARGES:
15) (+) incomes from equity investments:

| a) in subsidiary companies | 904.619 | 926.547 |
| :--- | :--- | :--- |

b) in associated companies
c) in other companies
16) (+) other financial income
a) from loans forming part of fixed assets:

- to third parties
- to subsidiary companies
- to associated companies
- to parent companies
b) from other permanent investments other than equity investments $1.954<3.371$
c) from other investments which are not permanent $\quad 13.280 \quad 13.280$
d) from other investments than the previous ones:
$\begin{array}{lrr}\text { - to third paries } & 667.688 & 270.908 \\ \text { - to subsidiary companies } & 13.252 & 28.955\end{array}$
to subsidiary companies
- to associated companies
- to parent companies

17) financial incomes and charges
a) to third paries $\quad-86.562 \quad-163.568 \quad-79.841$
b) to subsidiary companies $\quad-9.956 \quad-7.482$
c) to associated companies $\quad-15.818 \quad-26.339 \quad-10.434$
d) to parent companies

| VALUE ADJUSTMENTS OF FINANCIAL ACTIVITIES |  |  |  |
| :---: | :---: | :---: | :---: |
| (+) revaluations: |  |  |  |
| of equity investments |  |  |  |
| of permanent investments which are not equity investments |  |  |  |
| of non-permanent investments which are not equity investments |  |  |  |
| 19) (-) devaluations: |  |  |  |
| a) of equity investments | -23.613 | -85.802 |  |
| of permanent investments which are not equity investments |  |  |  |
| c) of non-permanent investments which are not equity investments |  |  |  |
| Total of value adjustments $\quad-23.613{ }^{\text {a }}$ ( |  |  |  |
| EXTRAORDINARY INCOME AND CHARGES |  |  |  |
| 20) (+) extraordinary income: |  |  |  |
| a) income | 25.572 | 10.847 | 8.953 |
| b) capital gains from disposal of assets |  |  |  |
| (-) extraordinary charges: |  |  |  |
| a) charges | -2.725 | -8.252 | -2.119 |
| capital losses from disposal of assets |  |  |  |
| c) taxes pertaining to prior years |  |  |  |
|  | 22.847 | 2.595 | 6.834 |
|  |  |  |  |
| Profit and loss before income taxes | 2.261 .090 | 3.988 .466 | 3.101 .642 |
| 22) (-) income taxes on the income of the period: |  |  |  |
| a) current | -531.661 | -1.902.688 | -1.410.190 |
| b) deferred | 3.715 | 138.885 | 109.789 |
| Total income taxes on the income of the period | -527.946 | -1.763.803 | $-1.300 .401$ |
|  |  |  |  |
| 23) PROFIT (LOSS) FOR THE FINANCIAL PERIOD | 1.733 .144 | 2.224.663 | 1.801 .241 |

