



PRIMA INDUSTRIE GROUP
BOARD OF DIRECTORS' REPORT
ON THE CONSOLIDATED
FINANCIAL STATEMENTS
AS AT DECEMBER 31, 2001

This is a free translation from the Italian original into English

Board of Directors
February 14, 2002

PRIMA INDUSTRIE S.p.A. Paid-up Share Capital Euro 10,375,000
Company House of Turin
Register no. 3549/80
R.E.A. of Turin no. 582421

Registered office: Collegno (Turin)
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BOARD OF DIRECTORS (*)

Chairman of the Board
Aldo Palmeri

Managing Director (CEO)
Gianfranco Carbonato

Directors:

Giulia Della Rosa

Sandro D'Isidoro

Renato Russo

Francesco Takanen

(**) Giuseppe Morfino

(**) Paolo Mazzotto

Secretary

Giuseppe Favaloro

General Manager

Alberto Delle Piane

STATUTORY AUDITORS (*)** *President of the Statutory Auditors Committee*
Riccardo Formica

Active Auditors

Andrea Mosca

Roberto Petrignani

Substitute Auditors

Roberto Coda

Stefano Maria Ruggeri

INDEPENDENT AUDITORS PricewaterhouseCoopers S.p.A.

(*) Appointed by the Shareholders' Meeting of May 14, 1999 for the three years term 1999-2001

(**) Independent Directors appointed by the Shareholders' Meeting of May 11, 2001 for the term expiring December 31, 2001

(***) Appointed by the Shareholders' Meeting of May 11, 2001 for the three years term 2001-2003

DIRECTORS' POWER

The Board of Directors held on May 14, 1999 appointed Mr Gianfranco Carbonato Managing Director granting him all operating powers save those that the law reserves to the Board of Directors. Both, the Chairman and the Managing Director have the Company legal representation in accordance with article 23 of the Company bylaws.

PRIMA INDUSTRIE GROUP

BOARD OF DIRECTORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS AS AT DECEMBER 31, 2001

(Approved by the Company Board of Directors held on February 14, 2002)

INTRODUCTION

This quarterly report covering the Group consolidated financial information as at December 31, 2001 is prepared and it is divulged in accordance with article 2.6.2. of the New Market of the Italian Stock Exchange regulations and IA 2.4.1 of the Instructions and complies with article 82 of Consob rulings ex resolution 11971 and successive amendments. Datas related with the quarter under consideration have not been audited by PricewaterhouseCoopers SpA being not compulsory.

The information which follow have been prepared on same principles previously used by the Group for its interim and end-of-the year accounts. Therefore the comparison between the two periods 01/01/2001-12/31/2001 and 01/01/2000-12/31/2000 is homogeneous.

All figures are expressed in thousands of Euro unless otherwise specified.

The financial statements concerning Prima Industrie SpA (the Group leader alone) as at December 31, 2001 are also herewith enclosed.

THE GROUP ACTIVITY

During the period under consideration there have been no changes in the activity performed by Prima Industrie SpA nor by the other companies of the Group.

ACCOUNTING PRINCIPLES

During the period under examination, there have been no changes on the accounting principles and therefore data comparison is consistent with those of the past.

In drawing the accounts have not been made estimations which could have in anyway influenced the overall position of the Group.

However, estimation procedures eventually different from those normally practised still assure reliable information and communication to the market. Through the comment to the schedules which follows, is given explanation of such possible estimating procedures.

FORM AND CONTENT OF THE CONSOLIDATED ACCOUNTS

The companies involved with the consolidation process have been consolidated using the line-by-line method. In respect of December 31, 2000 are noticed the following variations within the area of consolidation:

- because of the full control of Prima Electronics SpA (from 60 percent to 100 percent of its capital) acquired by Prima Industrie SpA as the result of the share-exchange concluded between the two companies (see chapter of “most significant events”), the economic result of Prima Electronics for the year is now fully consolidated with the Group balance sheet;
- because of Prima US Inc. acquiring since April 1, 2001 some of the assets and liabilities of Laserdyne Inc. (a company of the GSI Lumonics Group) changing at the same time also its name into “Laserdyne Prima Inc.”, the overall patrimonial and economic structure changed accordingly.

Moreover, it must be reminded that the controlled company Convergent Prima Inc. (USA) is now consolidated for the all year (the 12 months of 2001) whilst the consolidation for the previous year involved only 8 months i.e. May-December.

Companies directly controlled or controlled through other controlled companies have all been fully consolidated. Other participations have been evaluated with the net asset method.

ELESTA AG, acquired on July 1, 2000 as at December 31, 2001 was held only for 60 percent of its capital and was not consolidated (it is classified as a financial activity not representing immobilisation) because is in course of being transferred to a third party. In any case its performance would have not significantly affected the financial and economical position of the Group.

The economic transactions between the consolidated companies of the Group and those evaluated with the net asset method do not generated any significant impact on the Group result.

MOST SIGNIFICANT EVENTS

CAPITAL INCREASE FOR THE PURPOSE OF ACQUIRING 40 PERCENT OF PRIMA ELECTRONICS CAPITAL THROUGH A SHARES EXCHANGE OPERATION

On December 18, 2001 Prima Industrie increased its capital (as resolved by the Shareholders assembly of December 4, 2001) by issuing 240,000 new ordinary shares of Euro 2.5 each (possession 1/1/2001) which were offered au-pair in exchange to the minority shareholders of Prima Electronics SpA for an equal number of Prima Electronics shares representing 40 percent of the Company capital to be conferred into Prima Industrie. Therefore, with this exchange Prima Industrie, who already held 60 percent of Company capital, acquired Prima Electronics full control. Hence, the operation (effective date 1/1/2001) will now allow the consolidation of the entire Prima Electronics yearly profit with consequent positive impact on the profit per share of the Group (considering Prima Electronics higher profitability) though the dilution of Prima Industrie share capital (limited to about 5.78 percent).

In consequence of the above Prima Industrie capital is now represented by no. 4,150,000 ordinary shares of Euro 2.5 each at nominal value for a total amount of Euro 10,375,000.

PURCHASING OF OWN SHARES

The Shareholders' Meeting of December 4, 2001 also authorised the Company Board of Directors to eventually purchase from the market Company own shares to a maximum of 200,000 (approximately 4.8 percent of the Company paid up capital) during the 18 months period starting from the date of the resolution. This may be useful in case market condition will make it advisable.

ACCOMPLISHMENT OF THE PAYMENT TO GSI LUMONICS FOR LASERDYNE

At the end of the year was made the last payment of the outstanding balance related with the acquisition of Laserdyne completed early January 2002 for an amount of approximately Euro 1.2 million. As at December 31, 2001 this Company went already through a restructuring process which implied a rationalisation of the production lines and a staff reduction of 18 units. Nevertheless, because of the uncertain condition of the country economy a further intervention on the Company is now underway for the purpose of reducing costs further and make the Company to achieve its break-even as soon as possible.

COMMERCIAL TREND

As for Prima Industrie alone, during the year 2001 were acquired customers orders for a value of Euro 68,091 thousand as against Euro 62,673 thousand for the previous year thanks to the excellent performance of the month of December (30 machines which is twice as much of the standard average).

At the end of the period the order backlog for the laser machines only was therefore important though slightly lower than previous year (Euro 18,627 thousand as against Euro 19,994 thousand as at December 31, 2000).

In terms of consolidation the order backlog as at December 31, 2001 was Euro 30,006 thousands which compares with Euro 34,189 thousand at December 31, 2000. The automotive, aerospace and electronics market suffered serious difficulties.

The 2001 trend of new order acquisition confirms however, a satisfying strength of our reference market also during periods not particularly favourable and this becomes evident in comparing the above with the year 2000 which was particularly good.

RESEARCH AND DEVELOPMENT

Never in the past like this year the Group was committed with the development of so many projects (laser generators, cnc, new industrial applications, technological improvement of the existing products). This is translated into an investment of Euro 6,119 thousands as against Euro 4,132 thousand for the year 2000. The new products, realised with a view to renew and extending the range offered to the market, are in part already completed.

SHORT-TERM EVOLUTION

The world-wide slow down of the economic trend already noticed during the last few months of 2001 does not favour a full recovery of the international markets badly hit also by the criminal events of last September so making more difficult to figure-out a reasonable short-term scenery. Also for the Prima Group which operates on international basis, it is therefore essential to carefully take into account the uncertain situation prevailing on the world economic panorama expecting recovery signals by the second half of 2002.

However, the Group takes advantage of the fact that, operating in the sector of high technology for industrial laser applications, this is historically less sensitive to the change of the economical cycles compared with the sector of the traditional machine tools. In point of fact, in spite of the adverse climate dominating interest for investments, the Group order acquisition, with the exception of Laserdyne Prima (which is badly suffering from the situation of its reference markets), appears to be satisfactory. This is due to the launching of new products during the first few months of 2002 as well as to the penetration work performed on new geographical areas like China and Brazil which are enjoying an opposite trend in respect of Europe and North-America.

The short-medium period targets of the Group may therefore be summarised in organisational terms particularly for the American companies from which largely depends the improvement of the Group profitability.

COMMERCIAL ACTIVITY

The slow-down trend registered by the world economy including Italy starting from the second semester of the year (2001) does not seem to have changed during these early months of the current year. But once again we must stress the circumstances that whilst Prima Industrie and Prima Electronics keep collecting a satisfactory number of customers orders basically in line with the previous year, the two American companies (Convergent Prima Inc. e Laserdyne Prima Inc.) are directly suffering from the difficult situation of the country economy on which no one is in a position to make reliable provisions. The Group budget for the year 2002 is therefore inspired to prudence though relying in its capacity of mid-term growth having available a complete portfolio of products recently widened with some innovative products destined to additional industrial sectors.

EVOLUTION OF THE FINANCIAL STRUCTURE

Having completed the Laserdyne acquisition, for the year 2002 are not expected other investments of importance.

The financial structure will therefore evolve in consequence of the deteriorating sale conditions (= increase of the revolving capital) net from the profit cash flow that the Group will be able to generate.

Prima Industrie SpA is now considering the purchasing of the premises in which actually operates which is the Company historical operating base. If the operation will come to a favourable conclusion, the financial transaction will be structured in a suitable way.

THE INTRODUCTION OF THE EURO

As from January 1, 2002 the Euro took the place of the Lira as the national currency. Both, Prima Industrie and Prima Electronics were absolutely in line with the change over having duly organised their accounts and information system since January 2001. During the course of the year also their social capital were translated from Lire into Euro.

TRADING INFORMATION

The growth of the Group as at December 31, 2001 in respect of December 31, 2000 expressed in terms of sales: Euro 111,895 thousand as against Euro 89,971 thousand. In percentage approximately 24.4 percent, due to internal 10.1 percent and to the consolidation of Laserdyne (USA). However, the present world economic situation has generate pressure on the margins of profit but most of all the American companies (still loosing at operating level) are those to have determined the relevant reduction of the Group profitability: the Group EBIT is in fact dropped from Euro 8,554 thousand to Euro 2,052 thousand.

Briefly, consolidated accounts may be summarised as follows:

	12/31/01		12/31/00	
	Thousands of Euro	%	Thousands of Euro	%
Sales	111,895	100.0	89,971	100.0
MOL/EBITDA	4,270	3.8	10,699	11.9
Operating profit	2,052	1.8	8,554	9.5
Profit before taxes	1,620	1.4	9,049	10.1
Number of shares at the end of the period (face value Euro 2.5 each)	4,150,000		(*) 3,600,000	
Average number of shares during the period	3,755,000		(*) 3,514,000	
MOL/EBITDA per share	1.14		3.04	
Operating profit per share	0.55		2.43	
Profit before taxes per share	0.43		2.58	

(*) number of share after splitting (1 old for 4 new shares) executed on June 4, 2001.

With the following table are shown condensed information regarding the 4 operating companies consolidated: it is noticeable the positive trend of the two Italian companies whose results are diluted by the two American firms recently acquired and still under reorganisation.

The restructuring costs incurred so far have been fully charged to the profit and loss account and further, an additional reserve of dollars 500,000 (about Euro 567 thousand) was provided in Laserdyne Prima balance sheet to meet future costs in which the Company will incur in order to complete its reorganisation process.

CONDENSED INDICATION OF MOST SIGNIFICANT PARAMETERS AND PROFITABILITY INDEX (expressed in thousands of Euro excluding number of shares and profit per share)

	Prima Industrie SpA				Prima Electronics SpA				Convergent Prima Inc.				Laserdyne Prima Inc. (still Prima US Inc.) (3)			
	12/31/01		12/31/00		12/31/01		12/31/00		12/31/01		12/31/00 (2)		12/31/01		12/31/00	
	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%	'000 of Euro	%
Sales	67,472	100.0	63,385	100.0	16,069	100.0	14,736	100.0	18,732	100.0	12,255	100.0	19,766	100.0	5,442	100.0
MOL/EBITDA	6,390	9.5	7,768	12.3	2,729	17.0	2,677	18.2	(1,637)	(8.7)	346	2.8	(2,881)	(14.6)	(450)	(8.3)
Operating profit (EBIT) (4)	5,549	8.2	6,714	10.6	2,380	14.8	2,382	16.2	(1,645)	(8.8)	(5)	-	(3,418)	(17.3)	(579)	(10.6)
Core business gross operating profit	6,720 (1)	10.0	6,472 (1)	10.2	2,351	14.6	2,361	16.0	(2,024)	(10.8)	(179)	(1.5)	(3,701)	(18.7)	(413)	(7.6)
Extraordinary items	-	-	1,177	1.9												
Profit before taxes	6,720 (1)	10.0	7,649 (1)	12.1												

EXCHANGE RATES USED TO TRANSLATE NON EURO CURRENCIES

Currency	Average exchange rate for the period		Period-end exchange rate	
	12/31/01	12/31/00	12/31/01	12/31/00
US dollar	0.895636	0.921309	0.8813	0.930501

- (1) Pro-forma data before depreciation into Laserdyne Prima and Convergent Prima.
(2) As at December 31, 2000, Convergent Prima Inc. was operating for 8 months only (acquired 1/5/00).
(3) As at December 31, 2000 data concerns Prima US Inc. only. The data as at December 31, 2001 involve 3 months only of Prima US plus 9 months of Laserdyne Prima Inc..
(4) The summary of the operating results (as shown) does not coincide with the consolidated operating result because of consolidation adjustments.

SALES

Sales have been Euro 111,895 thousand with an increase of 24.4 percent as against Euro 89,971 thousand of same period of previous year.

As at December 31, sales may be classified as follows (in thousands of Euro):

BY PRODUCT AND BY GEOGRAPHICAL AREA

	12/31/01		12/31/00	
	Thousands of Euro	Number of machines	Thousands of Euro	Number of machines
2D laser system:				
Italy	12,476	41	12,857	41
Europe	12,140	36	10,108	32
USA	2,432	7	3,321	9
Rest of the world	5,820	18	2,498	8
Total	32,868	102	28,784	90
3D laser system:				
Italy	4,492	8	11,031	20
Europe	18,860	34	14,074	28
USA	8,771	12	4,123	7
Rest of the world	5,451	6	4,400	6
Total	37,574	60	33,628	61
Other laser systems:				
Italy	-	-	392	1
Europe	-	-	168	2
USA	3,095	11	-	-
Rest of the world	1,024	3	-	-
Total	4,119	14	560	3
Electronic systems:				
Italy	3,599		3,461	
Europe	7,621		7,625	
USA	-		25	
Rest of world	88		215	
Total	11,308		11,326	

	12/31/01		12/31/00	
	Thousands of Euro	Number of machines	Thousands of Euro	Number of machines
Laser generators:				
Italy	122	1	86	1
Europe	1,679	10	692	4
USA	1,623	11	2,276	11
Rest of the world	1,308	7	217	2
Total	4,732	29	3,271	18
After sale assistance and miscellaneous:				
Italy	5,154		2,528	
Europe	5,448		3,934	
USA	9,226		4,858	
Rest of the world	1,466		1,082	
Total	21,294		12,402	
Total sales	111,895		89,971	

As for the above, the breakdown in percentage of the turnover was the following:

	12/31/01	12/31/00
2D laser machine	29.37%	31.99%
3D laser machine	33.58%	37.38%
Other systems	3.68%	0.62%
Electronic systems	10.11%	12.59%
Laser generators	4.23%	3.64%
After sale and miscellaneous	19.03%	13.78%
Total	100.00%	100.00%

The sales breakdown by weight carried by the various products of the Group shows a remarkable increase in technical assistance (after sale) which in particular represents a large share of the American turnover (more than 40 percent for Convergent Prima) thanks to the large number of the installed systems. This is a good point because after sale is for the Group a component of stability with high returns. Also sales of laser generators improved in respect of the previous year because Convergent Prima is now consolidated for the full 12 months period.

Sale distribution by geographical are is the following:

	12/31/01		12/31/00	
	Thousands of Euro	%	Thousands of Euro	%
Italy	25,843	23.10%	30.354	33.74%
Europe	45,748	40.88%	36.602	40.68%
USA	25,147	22.47%	14.602	16.23%
Rest of world	15,157	13.55%	8.413	9.35%
Total	111,895	100.00%	89.971	100.0%

The above shows in absolute numbers and in percentage the growth achieved on the foreign market and in particular overseas such as China and Brazil. This is mostly due to the success of the 2D laser systems. The strengthening of our position on the American market in respect of the previous year is the consequence of Laserdyne Prima acquisition which through its sales net being present all over the country could offer a range of new products substantiating our leadership in the sector of the 3D applications.

On the contrary, the domestic market proved to be very weak (it was noticed already in September 2001) particularly on 3D applications because of the remarkable contraction of the market demand for investments goods.

MOL (EBITDA) AND OPERATING RESULT (EBIT)

The operating gross margin of profit as at 12/31/2001 was Euro 4,270 thousand (3.8 percent on turnover) as against Euro 10,699 thousand (11.9 percent on turnover) for the same period of the previous year.

The operating profit achieved as at 12/31/01 was Euro 2,052 thousand (1.8 percent on turnover) as against Euro 8,554 thousand (9.5 percent on turnover) for the same period of the year 2000.

The remarkable reduction of profitability in respect of the year 2000 is to be related with the negative trend of the American domestic market and to some specific reference markets which generated an heavy position for the two American affiliate of the Prima Industrie Group, caught in a phase of costs reshaping and improvement of their manufacturing efficiency. The Group margins of profit have however been further reduced by a prudential “restructuring reserve” of some \$ 500,000 (equal to Euro 567,000) registered into the Laserdyne Prima accounts in order to face the additional expenses necessary to complete the restructuring phase of its own organisation.

PROFIT BEFORE TAX

The gross profit of the year has been Euro 1,620 thousand (1.4 percent of turnover) compared with Euro 9,049 thousand (10.1 percent of turnover) of the previous year.

The net profit will be positively affected by deferred taxes coming from the losses carried forward into US companies financials as well as by Italian tax break for new listed companies. So, the final Group tax rate for the year will be quite low.

NET FINANCIAL POSITION

	12/31/01	09/30/01	12/31/00
Liquidity available	8,188	4,351	4,421
Short-term debts towards financial institution	(14,404)	(6,753)	(9,711)
Medium-long term debts towards banks and others	(22,973)	(22,736)	(9,135)
Total position towards banking system	(29,189)	(25,138)	(14,425)

The borrowing increase registered vis-à-vis December 31, 2000 relates to the acquisition of Laserdyne Prima which was partly financed with equities and for the rest with borrowed capitals. To the overall increase of the working capital corresponds the Group turnover growth.

For the Board of Directors
The Managing Director
Ing. Gianfranco Carbonato

PRIMA INDUSTRIE GROUP

FINANCIAL STATEMENTS AS AT DECEMBER 31, 2001

(all amounts are expressed in thousands of Euro)

BALANCE SHEET

	12/31/2001	09/30/2001	12/31/2000
	Unaudited	Limited review	Audited
ASSETS			
Assets			
Intangible assets	6,395	6,126	3,629
Tangible assets	5,840	6,097	5,157
Total fixed assets	2,083	2,086	1,515
Total assets	14,318	14,309	10,301
Working capital			
Inventories	33,040	35,926	21,197
Trade receivables	53,115	51,144	44,687
Other receivables	195	620	878
Cash and banks	8,188	4,351	4,421
Total working capital	94,538	92,041	71,183
Accrued income and prepaid expenses	171	376	498
Total assets	109,027	106,726	81,982
LIABILITIES			
Shareholders' equity			
Shareholders' equity - Group	(*) 34,070	(*) 32,099	25,384
Minority interest	(*) 925	(*) 3,207	2,919
Total shareholders' equity - Group	(*) 34,995	(*) 35,306	28,303
Employees' severance pay	3,204	3,073	2,825
Contingent liabilities fund	5,131	5,741	4,749
Loans			
Medium-long term loans	22,973	22,736	9,135
Bank borrowings	10,938	6,698	6,741
Borrowing from other fin. institutions	3,466	55	2,970
Trade payables	22,646	25,183	20,977
Other payables	4,536	7,150	5,459
Total loans	64,559	61,822	45,282
Accrued liabilities and deferred income	1,138	784	823
Total liabilities	109,027	106,726	81,982

(*) before income tax of the period

PRIMA INDUSTRIE GROUP

STATEMENT OF INCOME AS AT DECEMBER 31, 2001 (PROFIT AND LOSS ACCOUNT)

(all amounts are expressed in thousands of Euro)

	As at 12/31/2001	As at 12/31/2000	Fourth quarter 2001	Fourth quarter 2000
Revenues from sales and services	111,895	89,971	33,322	28,331
Changes in WIP and finished goods	2,883	(1,032)	(2,617)	(3,001)
Increase from internal work (assets)	75	277	15	81
Other revenues and income	1,815	2,204	11	1,337
TOTAL VALUE OF PRODUCTION	116,668	91,420	30,731	26,748
Purchase of raw materials and suppliers	(63,815)	(44,777)	(16,946)	(12,790)
Service expenses	(21,683)	(16,710)	(5,954)	(5,297)
Lease and rent costs	(1,723)	(1,071)	(179)	(368)
Other operating expenses	(1,063)	(1,250)	(335)	576
TOTAL COSTS OF PRODUCTION	(88,284)	(63,808)	(23,414)	(17,879)
ADDED VALUE	28,384	27,612	7,317	8,869
Personnel expenses	(24,114)	(16,913)	(6,921)	(4,942)
MOL (EBITDA)	4,270	10,699	396	3,927
Amortisation and depreciation	(2,218)	(2,145)	(420)	(1,091)
OPERATING PROFIT (EBIT)	2,052	8,554	(24)	2,836
Financial income and net financial charges	(432)	(575)	91	172
Adjustments to net financial operations	-	(107)	-	(8)
Extraordinary items	-	1,177	-	265
PROFIT BEFORE INCOME TAX	1,620	9,049	67	3,265
- of which others	(455)	881	(831)	225
- of which Group	2,075	8,168	898	3,040

PRIMA INDUSTRIE SPA

**FINANCIAL STATEMENTS AS AT
DECEMBER 31, 2001**

PRIMA INDUSTRIE SPA

FINANCIAL STATEMENTS AS AT DECEMBER 31, 2001

(all amounts are expressed in thousands of Euro)

BALANCE SHEET

	12/31/2001	09/30/2001	12/31/2000
	Unaudited	Limited review	Audited
ASSETS			
Assets			
Intangible assets	1,116	1,172	1,076
Tangible assets	1,680	1,737	1,105
Financial assets	12,139	10,768	8,401
Total fixed assets	14,935	13,677	10,582
Working capital			
Inventories	13,843	14,378	9,719
Trade receivables	37,422	37,245	32,898
Other receivables	7,836	5,690	4,865
Cash and banks	6,400	3,334	3,087
Total working capital	65,501	60,647	50,569
Accrued income and prepaid expenses	347	356	675
Total assets	80,783	74,680	61,826
LIABILITIES			
Shareholders' equity			
Shareholders' equity	(*) 31,976	(*) 30,330	23,759
Employees' severance indemnity	2,360	2,259	2,071
Contingent liabilities fund	3,436	3,903	3,385
Loans			
Medium-long term loans	11,708	12,135	7,026
Bank borrowings	4,022	3,402	2,208
Borrowing from other fin. institutions	3,257	55	2,970
Trade payables	20,980	18,970	15,592
Other payables	2,242	3,182	4,024
Total loans	42,209	37,744	31,820
Accrued liabilities and deferred income	802	444	791
Total liabilities	80,783	74,680	61,826

(*) before income tax of the period

PRIMA INDUSTRIE SPA

STATEMENT OF INCOME AS AT DECEMBER 31, 2001 (PROFIT AND LOSS ACCOUNT)

(all amounts are expressed in thousands of Euro)

	As at 12/31/2001	As at 09/30/2000	Third quarter 2001	Third quarter 2000
Revenues from sales and services	67,472	63,385	20,152	19,159
Changes in WIP and finished goods	3,640	(1,156)	(902)	(2,228)
Increase from internal work (assets)	6	218	6	73
Other revenues and income	1,626	2,284	403	1,419
TOTAL VALUE OF PRODUCTION	72,744	64,731	19,659	18,423
Purchase of raw materials and suppliers	(37,610)	(31,209)	(9,669)	(8,465)
Service expenses	(15,572)	(13,580)	(4,072)	(4,700)
Lease and rent costs	(1,128)	(846)	(251)	(283)
Other operating expenses	(699)	(1,075)	230	655
TOTAL COSTS OF PRODUCTION	(55,009)	(46,710)	(13,762)	(12,793)
ADDED VALUE	17,735	18,021	5,897	5,630
Personnel salaries and expenses	(11,345)	(10,253)	(3,088)	(2,797)
MOL (EBITDA)	6,390	7,768	2,809	2,833
Amortisation and depreciation	(841)	(1,054)	(165)	(247)
OPERATING PROFIT (EBIT)	5,549	6,714	2,644	2,586
Financial income and net financial charges	1,171	(242)	1,236	416
Adjustments to financial assets	(5,407)	(516)	(3,295)	(417)
Extraordinary items	-	1,177	-	265
PROFIT BEFORE INCOME TAX	1,313	7,133	585	2,850