



## PRESS RELEASE

### THE BOARD OF DIRECTORS APPROVES THE THIRD INTERIM REPORT ON OPERATIONS AT SEPTEMBER 30, 2013

#### FURTHER GROWTH BY THE KEY ECONOMIC AND FINANCIAL INDICATORS, DESPITE AN UNFAVORABLE CURRENCY TRANSLATION EFFECT IN SEVERAL OF THE GROUP'S GEOGRAPHIC REGIONS

#### HEALTHY PROFITABILITY, BOLSTERED BY AN IMPROVEMENT IN INDUSTRIAL PERFORMANCE AND EFFICIENCY GAINS

- Net revenues grow +4.9%; at constant exchange rates and scope of consolidation +2.5%;
- EBITDA increase +4.6%; at constant exchange rates and scope of consolidation +5.4%;
- Positive performances in the Latin America, Australia and Africa sales regions;
- EBIT amounted to 190.8 million euros, for an increase of 22 million euros;
- Group interest in net profit and earnings per share rise by more than 12%;
- Capital expenditures totaled 87.1 million euros (+45.7%);
- Cash flow from operating activities totals 93.9 million euros;
- 2013 guidance: growth projections, at constant exchange rates and scope of consolidation and excluding hyperinflation effect, previously projected for net revenues (about 3%) and EBITDA (about 5%) are confirmed.

Consolidated Financial Highlights of the Group			
<i>Amounts in millions of euros</i>	Cumulative at September 30, 2013	Cumulative at September 30, 2012	% change
Net revenues	3,872.5	3,690.1	+4.9
EBITDA	292.0	279.2	+4.6
Group interest in net profit	159.6	140.5	+13.6
<i>Amounts in millions of euros</i>	9/30/13	12/31/12	% change
Net financial assets	887.2	809.8	+ 9.6



Parmalat S.p.A. announces that its Board of Directors, meeting today under the chairmanship of Francesco Tatò, reviewed and approved the Third Interim Report on Operations at September 30, 2013.

## **Parmalat Group**

The global economy continued to grow at a moderate pace, reflecting a slowing of the rate of expansion in the emerging countries and a recovery in the United States.

Against this backdrop, despite an unfavorable currency translation effect, the Group reported gains both in net revenues and EBITDA, benefiting from the acquired operations.

**Net revenues** increased to 3,872.5 million euros, up 182.4 million euros (+4.9%) compared with 3,690.1 million euros in the first nine months of 2012, thanks mainly to list-price increases and sales of more profitable products. **EBITDA** totaled 292 million euros, or 12.8 million euros more (+4.6%) than the 279.2 million euros earned in the first nine months of the previous year. This gain reflects the combined effect of higher list prices, an improved sales mix and the containment of overhead, offset in part by an increase in the cost of raw milk.

At constant exchange rates and scope of consolidation, net revenues show an increase of 2.5% compared with the same period in 2012, with EBITDA growing by 5.4% despite the negative impact of inflationary pressures on costs in Venezuela; a constant scope of consolidation is obtained by excluding the contribution of the operations acquired in the third quarter of 2012 (LAG and the activities in Mexico and Brazil) and the results generated by Balkis, a Brazilian company acquired at the end of July 2013.

In 2013, raw material prices increased, particularly in the case of raw milk; in response to this situation, the Parmalat Group showed that it knows how to respond to adverse economic conditions in some important areas where it operates, maintaining healthy profitability thanks in part to programs implemented to boost its operating performance, following a renewed focus on industrial activities, consistent with its role as a member of one of the most important dairy groups worldwide.

The Group's performance in the main geographic regions in which it operates is reviewed below.

The **Europe sales region** includes Italy - which accounts for about 85% of net revenues and about 90% of EBITDA - Russia, Portugal and Romania.

Net revenues for the sales region totaled 827.9 million euros, down slightly (-0.6%) compared with 832.8 million euros in the first nine months of 2012, with data at current exchange rates. More specifically, in **Italy**, net revenues were down 2.1% compared with the previous year, due to a generalized contraction in consumption. Despite the negative trends in the markets in which it operates and severe competitive pressure, the Italy Business Unit was able to retain its market position in the Pasteurized Milk category and continues to rank as the leader in the UHT Cream and UHT Milk segments. In this last category significant investments have been made to increase production capacity at the Collecchio manufacturing facility.

The sales region's EBITDA totaled 68.7 million euros, or 13% less than the previous year; an increase in the average purchase cost of raw milk compared with the same period last year, particularly in Italy and Russia, is the main reason for this shortfall.



The **North America sales region** includes the subsidiaries in Canada and the United States, the latter acquired in the second half of 2012. Net revenues and EBITDA for the first nine months of 2013 amounted to 1,678.9 million euros and 153.7 million euros, respectively. With data stated at constant exchange rates and comparable scope of consolidation, the sales region's results show decreases of 2.8% for revenues and 1.9% for EBITDA, due mainly to the performance of the Canadian subsidiary.

More in detail, in **Canada**, despite a highly competitive environment, the local company maintained its position in the markets in which it operates: Yogurt, Milk and Cheese. With data stated in the local currency, net revenues and EBITDA show a slight decrease compared with the previous year. In the **United States**, the Cheese market, which is the local subsidiary's main area of activity, contracted slightly on a volume basis, as consumption decreased. In this environment, LAG maintained the leadership position in the main segments in which it operates (Ricotta, Gourmet Spreadable, Chunk Mozzarella and Soft Ripened Cheese) and retained its competitive position in the Fresh Mozzarella and Feta Cheese segments.

The **Latin America sales region** includes the subsidiaries that operate in Venezuela, Colombia, Ecuador, Paraguay and, starting from the third quarter of 2012, the activities in Mexico and Brazil. With data stated in euros, net revenues and EBITDA for the first nine months of 2013 totaled 420.7 million euros and 16.1 million euros, respectively. Moreover, the Group strengthened its presence in Brazil with the acquisition of a company in the third quarter of 2013. With data at constant exchange rates and comparable scope of consolidation and excluding the effects of hyperinflation, the sales region's results for the first nine months of 2013 show gains of 24.4% for revenues and 64.2% for EBITDA.

More specifically, in **Venezuela**, the local subsidiary confirmed its position in the Fruit Beverage market and strengthened it in the Powdered Milk category, reporting significant gains both in net revenues and EBITDA thanks to increased sales of higher margin products, such as Powdered Milk and Fruit Beverages.

In the **Africa sales region**, which includes South Africa, Zambia, Botswana, Swaziland and Mozambique, with data stated in euros, net revenues totaled 288.8 million euros and EBITDA amounted to 18.2 million euros in the first nine months of 2013; at constant exchange rates, net revenues and EBITDA show gains of 7.5% and 3.3%, respectively.

More in detail, in **South Africa**, the local subsidiary retained the leadership position in the Cheese market and significantly strengthened its market share in the Flavored Milk category, further consolidating its leadership position. With data stated in the local currency, net revenues increased, while EBITDA for the period declines due to a sharp rise in the purchase cost of raw milk and the impact of a protracted strike in August.

In **Australia**, net revenues totaled 658.1 million euros and EBITDA for the period amounted to 47.8 million euros.

Parmalat retained the leadership of the Pasteurized Milk market, confirmed its position in the Flavored Milk market and strengthened its market share in the Yogurt and Dessert categories.

With data stated in the local currency, net revenues were in line with the amount reported the previous year and EBITDA for the period rose by 29.3%, thanks to lower milk purchase costs, a carefully focused sales policy and programs aimed at minimizing overhead.



**EBIT** amounted to 190.8 million euros, for an increase of 22.0 million euros compared with 168.8 million euros in the first nine months of 2012. With data at constant exchange rates and scope of consolidation the increase is 31.3 million euros.

This gain reflects improved results by the industrial operations, amounting to 14.3 million euros at constant exchange rates and scope of consolidation, and a larger contribution by nonrecurring transactions totaling 19.9 million euros.

Depreciation and amortization expense and writedowns of non-current assets amounted to 100.4 million euros (92.3 million euros in the first nine months of 2012).

**Group interest in net profit** totaled 159.6 million euros, or 19.1 million euros more than the 140.5 million euros earned in the first nine months of 2012. With data on a comparable scope of consolidation basis, the increase amounts to 10.4 million euros. Improved results from the industrial operations and a higher contribution from nonrecurring transactions account for most of this increase.

Basic earnings per share improved to 0.0897 euros, up 12.3% compared with 0.0799 euros per share in the first nine months of 2012.

**Net financial assets** totaled 887.2 million euros, for an increase of 77.4 million euros compared with 809.8 million euros at December 31, 2012. The main reasons for this increase include the cash generated by operating activities (93.9 million euros); the cash flow from nonrecurring activities (82.5 million euros), consisting mainly of the price adjustment received for the LAG acquisition, net of the expenditure incurred to acquire the Brazilian company Balkis Indústria e Comércio de Laticínios Ltda; and the cash flow from financing activities (14.0 million euros); offset in part by payment of the second and last installment owed to the Ontario Teachers' Pension Plan Board ("OTPPB") pursuant to the Liquidity Payment Agreement (about 55 million euros), a negative currency translation effect of 31.7 million euros and dividend distributions totaling 24.1 million euros.

In the first nine months of 2013, the **capital expenditures** of the Parmalat Group totaled 87.1 million euros, up sharply (+45.7%) compared with the same period last year. More specifically, investment projects included programs aimed at continuously improving production processes, efficiency, quality, occupational safety and compliance with new regulatory requirements.

## **PARMALAT S.p.A.**

**The net profit for the period** amounted to 63.0 million euros, down from 68.1 million euros in the first nine months of 2012. The decrease of 5.1 million euros was mainly caused by reductions in income from equity investments (-2.2 million euros) and net financial income (-5.5 million euros), caused by a decrease in financial assets compared with the previous year, offset only in part by the effect of a lower tax burden.

**Net financial assets** decreased from 704.7 million euros at December 31, 2012 to 596.1 million euros at September 30, 2013, for a reduction of 108.6 million euros. The main items that contributed to this decrease include: a capital increase contribution provided to the Parmalat Canada Inc. subsidiary (67.2 million euros), disbursements of long-term loans to the Australian subsidiaries (125.0 million euros) and dividend payments to shareholders (22.9 million euros), offset by the collection of dividends and proceeds from divestments on equity investments (56.4 million euros), the exercise of warrants (6.5 million euros) and the cash flow from operating activities.

Liquid assets and other financial assets are invested in short-term instruments with Italian credit institutions.



## **BUSINESS OUTLOOK**

### **2013 Guidance**

For 2013, at constant exchange rates and scope of consolidation (i.e., considering pro forma 12-month data for LAG in 2012) and excluding the effects of hyperinflation, net revenues and EBITDA are expected to grow by about 3% and about 5%, respectively, compared with 2012.

\* \* \* \* \*

### **Disclaimer**

*This document contains forward looking statements, particularly in the section entitled "Business Outlook." Projections for the fourth quarter of 2013 are based, inter alia, on the Group's performance in the third quarter of 2013 and take into account trends in the month of October. The Group's performance is affected by exogenous variables that could have unforeseen consequences in terms of its results: these variables, which reflect the peculiarities of the different countries where the Group operates, are related to weather conditions and to economic, socio-political and regulatory factors.*

\* \* \* \* \*

### **Conference Call with the Financial Community**

The data of the Semiannual Financial Report will be presented today to the financial community, at 4:30 PM (CET) – 3:30 PM (GMT), in a conference call. The presentation will be followed by a Q&A session.

The conference call may be accessed through the following telephone numbers:

- 800 40 80 88 ; +39 06 33 48 68 68 ; +39 06 33 48 50 42

Access code: \* 0

\* \* \* \* \*

*As required by Article 154 bis, Section 2, of the Uniform Financial Code (Legislative Decree No. 58/1998), Pierluigi Bonavita, in his capacity as Corporate Accounting Documents Officer of Parmalat S.p.A., declares that the accounting information provided in this press release is consistent with the information in the supporting documents and in the Company's books of accounts and other accounting records.*

\* \* \* \* \*

*The Interim Report on Operations at September 30, 2013 will be made available to the public within the deadline and in the manner required by current laws. This document will also be available on the Company website: [www.parmalat.com](http://www.parmalat.com) → Investor Relations → Financial Reports.*

\* \* \* \* \*

*The quarterly report was not audited.*

\* \* \* \* \*

*Schedules providing a condensed presentation of the income statement, statement of financial position and cash flow are annexed to this press release.*

\* \* \* \* \*

Parmalat S.p.A.

Milan, November 8, 2013



## Data by Geographic Region

<i>(amounts in millions of euros)</i>	Data as at September 30, 2013			Data as at September 30, 2012			Delta %	
	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %	Revenues	EBITDA
<b>Region</b>								
<b>Europe</b>	827.9	68.7	8.3	832.8	79.0	9.5	-0.6%	-13.0%
<b>North America</b>	1,678.9	153.7	9.2	1,415.6	135.0	9.5	+18.6%	+13.9%
<b>Latin America</b>	420.7	16.1	3.8	410.0	16.7	4.1	+2.6%	-3.4%
<b>Africa</b>	288.8	18.2	6.3	319.4	20.6	6.5	-9.6%	-12.0%
<b>Australia</b>	658.1	47.8	7.3	713.1	40.2	5.6	-7.7%	+18.9%
<b>Other</b> <sup>1</sup>	(1.9)	(12.5)	<i>n.s.</i>	(0.9)	(12.4)	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
<b>Group</b>	<b>3,872.5</b>	<b>292.0</b>	<b>7.5</b>	<b>3,690.1</b>	<b>279.2</b>	<b>7.6</b>	<b>+4.9%</b>	<b>+4.6%</b>
<b>Group</b> <i>(at constant scope of consolidation and exchange rates)</i> <sup>2</sup>	<b>3,578.8</b>	<b>278.9</b>	<b>7.8</b>	<b>3,492.7</b>	<b>264.6</b>	<b>7.6</b>	<b>+2.5%</b>	<b>+5.4%</b>

Regions represent the consolidated countries

1. Include other no core companies, eliminations between regions and Group's Parent Company costs

2. Excluding hyperinflation and activities acquired during the third quarter 2012 (LAG combined) and during the third quarter 2013 (Balkis)

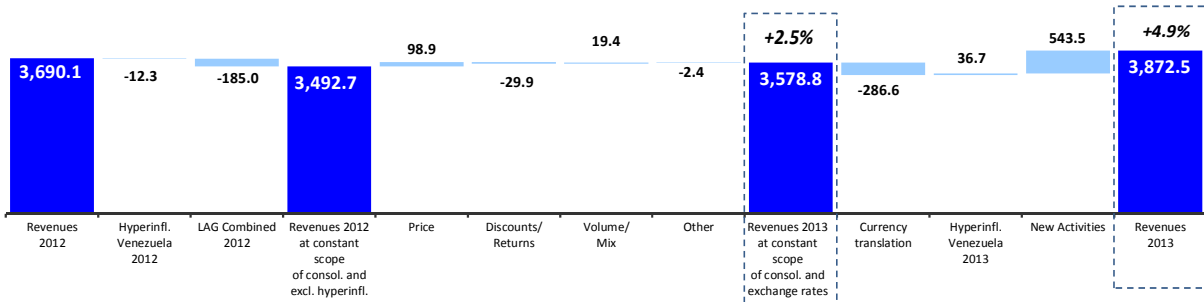


## Like for Like Net Revenues and EBITDA

The diagram below presents the main variables that determined the evolution of net revenues and EBITDA in the first nine months of 2013 compared with the same period in 2012.

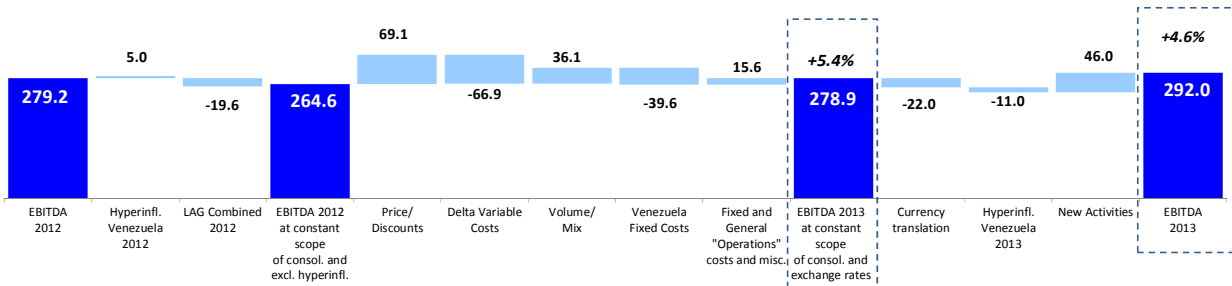
Revenues September 2013 vs 2012

(€ m)



EBITDA September 2013 vs 2012

(€ m)

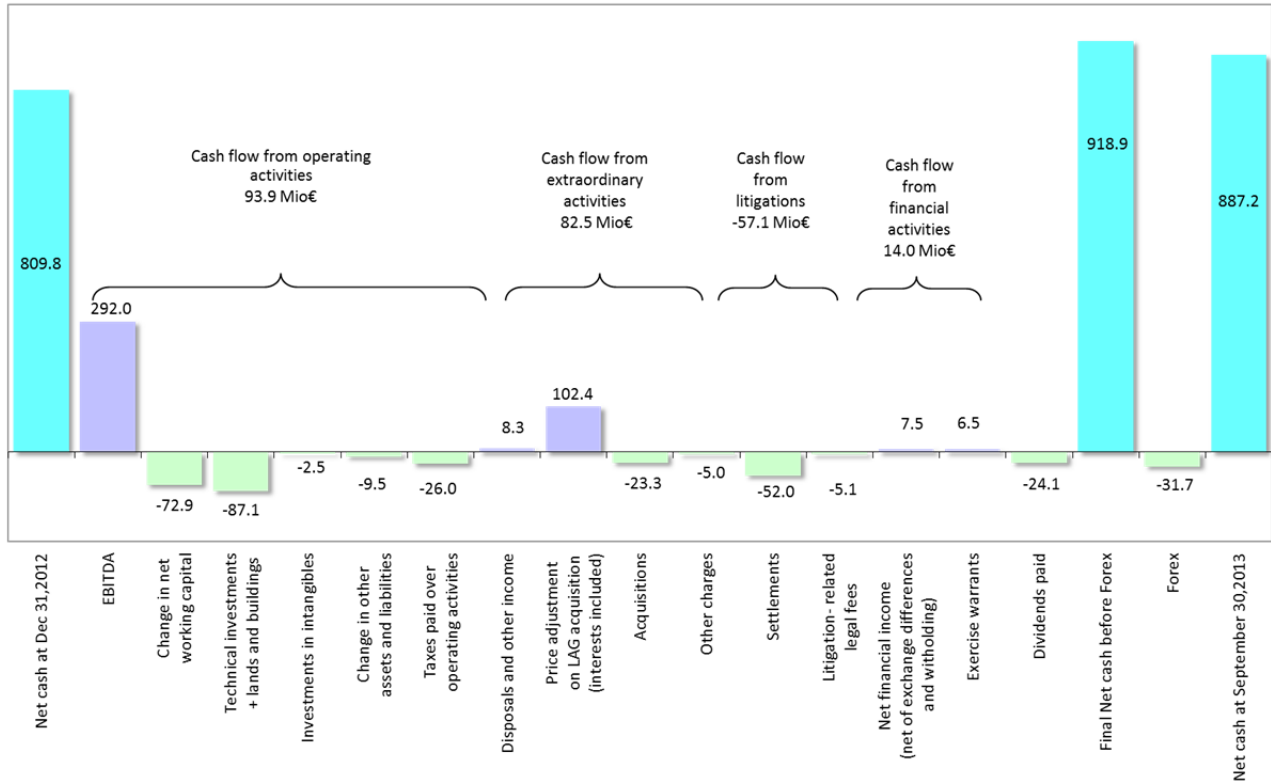


*New Activities: nine months 2013 LAG Combined and Balkis (August-September 2013)*



## Consolidated Statement of Cash Flows

### Consolidated Cash flow January 1 - September 30, 2013







## Parmalat Group

### RECLASSIFIED CONSOLIDATED INCOME STATEMENT

<i>(in millions of euros)</i>	Cumulative at September 30, 2013	Cumulative at September 30, 2012
<b>REVENUES</b>	<b>3,910.1</b>	<b>3,712.2</b>
Net revenues	3,872.5	3,690.1
Other revenues	37.6	22.1
<b>OPERATING EXPENSES</b>	<b>(3,614.5)</b>	<b>(3,430.5)</b>
Purchases, services and miscellaneous costs	(3,087.9)	(2,923.9)
Labor costs	(526.6)	(506.6)
<b>Subtotal</b>	<b>295.6</b>	<b>281.7</b>
Writedowns of receivables and other provisions	(3.6)	(2.5)
<b>EBITDA</b>	<b>292.0</b>	<b>279.2</b>
Depreciation, amortization and writedowns of non-current assets	(100.4)	(92.3)
Other income and expenses:		
- Litigation-related legal expenses	(3.0)	(6.1)
- Miscellaneous income and expenses	2.2	(12.0)
<b>EBIT</b>	<b>190.8</b>	<b>168.8</b>
Net financial income/(expense)	22.4	31.4
Other income from (Charges for) equity investments	0.5	3.1
<b>PROFIT BEFORE TAXES</b>	<b>213.7</b>	<b>203.3</b>
Income taxes	(52.0)	(61.3)
<b>NET PROFIT FROM CONTINUING OPERATIONS</b>	<b>161.7</b>	<b>142.0</b>
<b>NET PROFIT FOR THE PERIOD</b>	<b>161.7</b>	<b>142.0</b>
Minority interest in net profit	(2.1)	(1.5)
Group interest in net profit	159.6	140.5
<b>Continuing operations:</b>		
<b>Basic earnings per share</b>	<b>0.0897</b>	<b>0.0799</b>
<b>Diluted earnings per share</b>	<b>0.0886</b>	<b>0.0791</b>



## Parmalat Group

### RECLASSIFIED CONSOLIDATED BALANCE SHEET

<i>(in millions of euros)</i>	<b>9/30/13</b>	<b>12/31/12<sup>1</sup></b>
<b>NON-CURRENT ASSETS</b>	<b>2,176.7</b>	<b>2,274.8</b>
Intangibles	1,080.2	1,123.4
Property, plant and equipment	934.6	999.3
Non-current financial assets	88.5	76.5
Deferred-tax assets	73.4	75.6
<b>AVAILABLE-FOR-SALE ASSETS, NET OF CORRESPONDING LIABILITIES</b>	<b>2.6</b>	<b>3.0</b>
<b>NET WORKING CAPITAL</b>	<b>530.3</b>	<b>443.4</b>
Inventories	508.5	508.5
Trade receivables	479.5	557.4
Trade payables (-)	(544.5)	(641.8)
<b>Operating working capital</b>	<b>443.5</b>	<b>424.1</b>
Other current assets	220.9	222.1
Other current liabilities (-)	(134.1)	(202.8)
<b>INVESTED CAPITAL NET OF OPERATING LIABILITIES</b>	<b>2,709.6</b>	<b>2,721.2</b>
<b>PROVISIONS FOR EMPLOYEE BENEFITS (-)</b>	<b>(146.8)</b>	<b>(164.7)</b>
<b>PROVISIONS FOR RISKS AND CHARGES (-)</b>	<b>(343.4)</b>	<b>(341.6)</b>
<b>PROVISION FOR LIABILITIES FOR CONTESTED PREFERENTIAL AND PREDEDUCTION CLAIMS</b>	<b>(6.1)</b>	<b>(6.6)</b>
<b>NET INVESTED CAPITAL</b>	<b>2,213.3</b>	<b>2,208.3</b>
<i>Covered by:</i>		
<b>SHAREHOLDERS' EQUITY</b>	<b>3,100.5</b>	<b>3,018.1</b>
Share capital	1,805.8	1,761.2
Reserve for creditor challenges and claims of late-filing creditors convertible into share capital	53.5	68.4
Other reserves and retained earnings	1,054.9	1,082.3
Profit for the period	159.6	81.3
Minority interest in shareholders' equity	26.7	24.9
<b>NET FINANCIAL ASSETS</b>	<b>(887.2)</b>	<b>(809.8)</b>
Loans payable to banks and other lenders	22.4	32.5
Loans payable to investee companies	3.3	3.3
Other financial assets (-)	(192.8)	(107.2)
Cash and cash equivalents (-)	(720.1)	(738.4)
<b>TOTAL COVERAGE SOURCES</b>	<b>2,213.3</b>	<b>2,208.3</b>

<sup>(1)</sup> Further to the adoption as of January 1, 2013 (retrospectively) of the amendments to IAS 19, the comparative data at December 31, 2012 were restated as required by IAS 1. Additional information is provided in the section of this Report entitled "Principles for the Preparation of the Interim Report on Operations at September 30, 2013."



## Parmalat S.p.A.

### RECLASSIFIED INCOME STATEMENT

<i>(in millions of euros)</i>	Cumulative at September 30, 2013	Cumulative at September 30, 2012
<b>REVENUES</b>	<b>609.0</b>	<b>608.4</b>
Net revenues	576.9	585.1
Other revenues	32.1	23.3
<b>OPERATING EXPENSES</b>	<b>(566.5)</b>	<b>(560.7)</b>
Purchases, services and miscellaneous costs	(491.6)	(484.8)
Labor costs	(74.9)	(75.9)
<b>Subtotal</b>	<b>42.5</b>	<b>47.7</b>
Writedowns of receivables and other provisions	(2.1)	(0.7)
<b>EBITDA</b>	<b>40.4</b>	<b>47.0</b>
Depreciation, amortization and writedowns of non-current assets	(21.8)	(22.8)
Other income and expenses:		
- Litigation-related legal expenses	(3.0)	(6.0)
- Miscellaneous income and expenses	(4.6)	(6.6)
<b>EBIT</b>	<b>11.0</b>	<b>11.6</b>
Net financial income (expense)	16.5	22.0
Other income from (Charges for) equity investments	46.5	48.7
<b>PROFIT BEFORE TAXES</b>	<b>74.0</b>	<b>82.3</b>
Income taxes	(11.0)	(14.2)
<b>NET PROFIT FROM CONTINUING OPERATIONS</b>	<b>63.0</b>	<b>68.1</b>
<b>NET PROFIT FOR THE PERIOD</b>	<b>63.0</b>	<b>68.1</b>



## Parmalat S.p.A.

### RECLASSIFIED BALANCE SHEET

<i>(in millions of euros)</i>	<b>9/30/13</b>	<b>12/31/12<sup>1</sup></b>
<b>NON-CURRENT ASSETS</b>	<b>2,476.7</b>	<b>2,303.9</b>
Intangibles	359.9	363.2
Property, plant and equipment	141.6	143.9
Non-current financial assets	1,938.2	1,760.1
Deferred-tax assets	37.0	36.7
<b>AVAILABLE-FOR-SALE ASSETS, NET OF CORRESPONDING LIABILITIES</b>	<b>0.0</b>	<b>0.0</b>
<b>NET WORKING CAPITAL</b>	<b>78.6</b>	<b>90.7</b>
Inventories	44.2	46.1
Trade receivables	122.8	144.4
Trade payables (-)	(176.0)	(193.0)
<b>Operating working capital</b>	<b>(9.0)</b>	<b>(2.5)</b>
Other current assets	134.6	138.0
Other current liabilities (-)	(47.0)	(44.8)
<b>INVESTED CAPITAL NET OF OPERATING LIABILITIES</b>	<b>2,555.3</b>	<b>2,394.6</b>
<b>PROVISIONS FOR EMPLOYEE BENEFITS (-)</b>	<b>(24.6)</b>	<b>(24.2)</b>
<b>PROVISIONS FOR RISKS AND CHARGES (-)</b>	<b>(183.4)</b>	<b>(177.2)</b>
<b>PROVISION FOR LIABILITIES ON CONTESTED PREFERENTIAL AND PREDEDUCTION CLAIMS</b>	<b>(5.7)</b>	<b>(6.2)</b>
<b>NET INVESTED CAPITAL</b>	<b>2,341.6</b>	<b>2,187.0</b>
<i>Covered by:</i>		
<b>SHAREHOLDERS' EQUITY</b>	<b>2,937.7</b>	<b>2,891.7</b>
Share capital	1,805.8	1,761.2
Reserve for creditor challenges and claims of late-filing creditors convertible into share capital	53.5	68.4
Other reserves and retained earnings	1,015.4	1,014.0
Profit for the period	63.0	48.1
<b>NET FINANCIAL ASSETS</b>	<b>(596.1)</b>	<b>(704.7)</b>
Loans payable to banks and other lenders	0.2	0.6
Loans receivable from investee companies	(43.9)	(217.7)
Other financial assets (-)	(166.4)	(83.9)
Cash and cash equivalents (-)	(386.0)	(403.7)
<b>TOTAL COVERAGE SOURCES</b>	<b>2,341.6</b>	<b>2,187.0</b>

<sup>(1)</sup> Further to the adoption as of January 1, 2013 (retrospectively) of the amendments to IAS 19, the comparative data at December 31, 2012 were restated as required by IAS 1. Additional information is provided in the section of this Report entitled "Principles for the Preparation of the Interim Report on Operations at September 30, 2013."