



# Interim Report on Operations

at September 30, 2013



Company listed on the Italian Stock Exchange since October 6<sup>th</sup>, 2005



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# Board of Directors, Board of Statutory Auditors and Independent Auditors

## Board of Directors

Chairman	Francesco Tatò <sup>(i) (3)</sup>
Deputy Chairperson	Gabriella Chersicla <sup>(i) (1) (3) (4)</sup>
Chief Executive Officer	Yvon Guérin
Directors	Francesco Gatti Daniel Jaouen Marco Jesi <sup>(i) (2)</sup> Antonio Aristide Mastrangelo <sup>(i) (1) (3) (4)</sup> Umberto Mosetti <sup>(i) (2)</sup> Marco Reboa <sup>(i) (1)</sup> Antonio Sala <sup>(3)</sup> Riccardo Zingales <sup>(i) (1) (2) (4)</sup>

(i) Independent Director  
(1) Member of the Internal Control, Risk Management and Corporate Governance Committee  
(2) Member of the Nominating and Compensation Committee  
(3) Member of the Litigation Committee  
(4) Member of the Committee for Related-party Transactions

## Board of Statutory Auditors

Chairman	Michele Rutigliano
Statutory Auditors	Giorgio Giulio Loli Alessandra Stabilini

Parmalat S.p.A. – Company subject to oversight and coordination by B.S.A. S.A.



# Financial Highlights

## Income Statement Highlights

(amounts in millions of euros)

PARMALAT GROUP	Cumulative at September 30, 2013	Cumulative at September 30, 2012 <sup>1</sup>	Third quarter of 2013	Third quarter of 2012
- NET REVENUES	3,872.5	3,690.1	1,277.7	1,413.2
- EBITDA	292.0	279.2	97.7	115.8
- EBIT	190.8	168.8	62.8	72.6
- NET PROFIT	161.7	142.0	54.8	58.4
- EBIT/REVENUES (%)	4.9	4.5	4.9	5.1
- NET PROFIT/REVENUES (%)	4.1	3.8	4.2	4.1
<b>PARMALAT S.p.A.</b>				
- NET REVENUES	576.9	585.1	190.7	188.9
- EBITDA	40.4	47.0	14.8	17.0
- EBIT	11.0	11.6	4.7	6.4
- NET PROFIT	63.0	68.1	9.7	8.4
- EBIT/REVENUES (%)	1.8	1.9	2.3	3.2
- NET PROFIT/REVENUES (%)	10.3	11.2	4.8	4.3

## Statement of Financial Position Highlights

(amounts in millions of euros)

PARMALAT GROUP	9/30/13	6/30/13	12/31/12 <sup>2</sup>
- NET FINANCIAL ASSETS	887.2	877.3	809.8
- ROI (%) <sup>3</sup>	11.6	11.9	6.2
- ROE (%) <sup>3</sup>	7.0	7.0	2.5
- EQUITY/ASSETS	0.7	0.7	0.7
- NET FINANCIAL POSITION/EQUITY	(0.3)	(0.3)	(0.3)
<b>PARMALAT S.p.A.</b>			
- NET FINANCIAL ASSETS	596.1	571.6	704.7
- ROI (%) <sup>3</sup>	2.1	1.8	(13.7)
- ROE (%) <sup>3</sup>	2.9	3.7	1.6
- EQUITY/ASSETS	0.9	0.9	0.9
- NET FINANCIAL POSITION/EQUITY	(0.2)	(0.2)	(0.2)

<sup>(1)</sup> The data for the first nine months of 2012 reflect the consolidation as of July 3, 2012 of Lactalis American Group Inc. (and its subsidiaries), Lactalis do Brazil and Lactalis Alimentos Mexico.

<sup>(2)</sup> Further to the adoption as of January 1, 2013 (retrospectively) of the amendments to IAS 19, the financial data at December 31, 2012, provided for comparative purposes, were restated as required by IAS 1. Additional information is available in the section of this Report entitled "Principles for the Preparation of the Interim Report on Operations at September 30, 2013."

<sup>(3)</sup> These indices were computed based on annualized data for the income statement and average period data for the statement of financial position.





## Operating Performance

NOTE: The data are stated in millions of euros/local currency. As a result, the figures shown for change amounts and percentages could reflect apparent discrepancies caused exclusively by the rounding of figures.

### Revenues and Profitability

The Global economy is continuing to follow a path of moderate growth, supported by expansionary monetary policies, particularly in the United States.

The second half of the year witnessed a relative slowing of the growth rate in the emerging countries, China in particular, while a recovery got under way in the United States, driven by private-sector demand.

In the currency markets, the euro continued to trade at a significantly higher level compared with other major currencies.

Against this backdrop, despite an unfavorable currency translation effect, the Group reported gains both in net revenues and EBITDA, benefiting from the inclusion of LAG in the scope of consolidation.

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.

In 2013, raw material prices were up significantly in virtually all countries, particularly in the case of raw milk; in response to this situation, the Group protected its profit margins by scaling back promotional programs, implementing list-price adjustments and continuing to pursue the programs launched the previous year to minimize costs and enhance the efficiency of its operations.

However, the dairy industry continues to face throughout the world the challenge of transferring to list prices significant increases in the cost of raw materials.

### Parmalat Group

The table below shows the Group's results in the first nine months of the year compared with 2012, at current scope of consolidation and exchange rates:

<i>(amounts in millions of euros)</i>	<b>Data as at September 30</b>		<b>Variance</b>	<b>Varian.%</b>
	<b>2013</b>	<b>2012</b>		
<b>Revenues</b>	<b>3,872.5</b>	<b>3,690.1</b>	<b>182.4</b>	<b>+4.9%</b>
<b>EBITDA</b>	<b>292.0</b>	<b>279.2</b>	<b>12.8</b>	<b>+4.6%</b>
<i>EBITDA %</i>	<i>7.5</i>	<i>7.6</i>	<i>-0.0 ppt</i>	

Net revenues grew by 4.9% and EBITDA increased to 292.0 million euros, or 12.8 million euros more (+4.6%) than the 279.2 million euros reported the previous year, thanks to the progress made in Venezuela and the countries in the Africa sales region and the LAG acquisition.

The Group showed that it known 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 industrial and commercial performance.

The table below shows the Group's results in the third quarter of the year at current exchange rates and scope of consolidation:

<i>(amounts in millions of euros)</i>	<b>III Quarter</b>		<b>Variance</b>	<b>Varian.%</b>
	<b>2013</b>	<b>2012</b>		
<b>Revenues</b>	<b>1,277.7</b>	<b>1,413.2</b>	<b>(135.5)</b>	<b>-9.6%</b>
<b>EBITDA</b>	<b>97.7</b>	<b>115.8</b>	<b>(18.1)</b>	<b>-15.6%</b>
<i>EBITDA %</i>	<i>7.6</i>	<i>8.2</i>	<i>-0.5 ppt</i>	

The results for the third quarter reflect the negative impact a particularly pronounced unfavorable translation effect and nonrecurring events concerning some subsidiaries, as was the case in South Africa, where the local operations were affected by a strike in August and part of September, which created production problems, particularly for Yogurt and Cheese.

The table below shows the results of the Parmalat Group for the first nine months at constant scope of consolidation and exchange rates and excluding the effects of hyperinflation. A comparable scope of consolidation is obtained by excluding the contribution of the new operations acquired in the third quarter of 2012 (LAG Combined) and the results reported by Balkis, a Brazilian company acquired at the end of July 2013.

<i>(amounts in millions of euros)</i>	<b>Data as at September 30</b>		<b>Variance</b>	<b>Varian.%</b>
	<b>2013</b>	<b>2012</b>		
<b>Revenues</b>	<b>3,578.8</b>	<b>3,492.7</b>	<b>86.1</b>	<b>+2.5%</b>
<b>EBITDA</b>	<b>278.9</b>	<b>264.6</b>	<b>14.3</b>	<b>+5.4%</b>
<i>EBITDA %</i>	<i>7.8</i>	<i>7.6</i>	<i>0.2 ppt</i>	

*Excluding hyperinflation effects*

Sales volumes were down slightly compared with the previous year, but followed different trends in the main areas where the Group operates. Specifically, unit sales were up in the Latin America and Africa sales regions, but declined in North America (mainly Canada) and Australia. Limited growth was achieved in Europe, due mainly to positive sales results in Russia and an increase production in Italy.

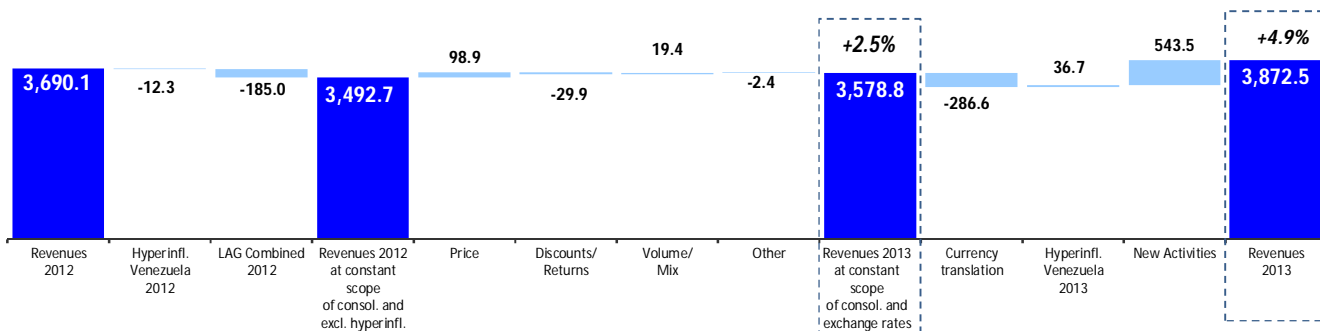
Performance levels also varied depending on the different product categories: sales volumes were up for some categories with higher unit prices, such as Powdered Milk, decreased for Pasteurized Milk and increased for UHT Milk. Unit sales of Fruit Beverages rose, due mainly to growth in Venezuela.

## 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.

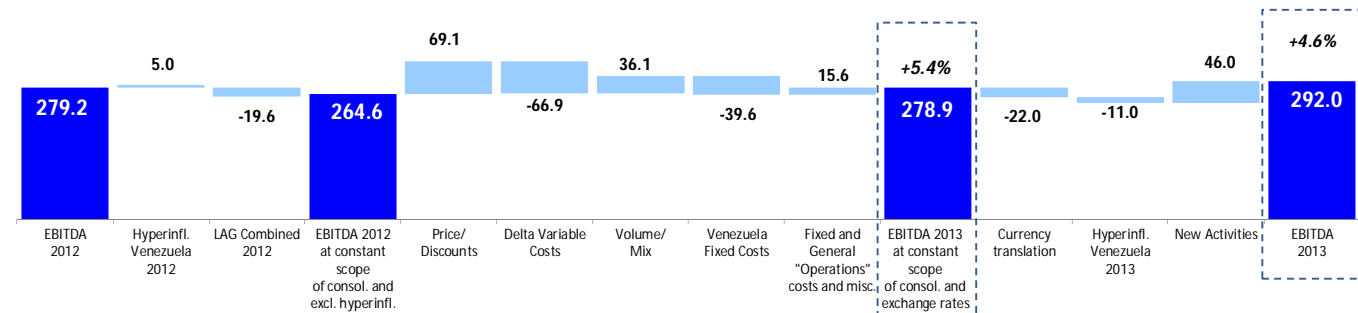
Revenues September 2013 vs 2012

(€m)



EBITDA September 2013 vs 2012

(€m)



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

## Data by Geographic Region

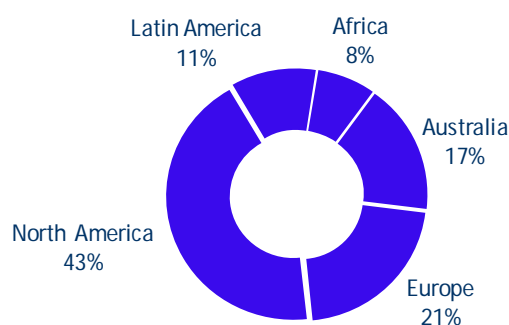
Region	Data as at September 30, 2013			Data as at September 30, 2012			Delta %	
	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %	Revenues	EBITDA
Europe	827.9	68.7	8.3	832.8	79.0	9.5	-0.6%	-13.0%
North America	1,678.9	153.7	9.2	1,415.6	135.0	9.5	+18.6%	+13.9%
Latin America	420.7	16.1	3.8	410.0	16.7	4.1	+2.6%	-3.4%
Africa	288.8	18.2	6.3	319.4	20.6	6.5	-9.6%	-12.0%
Australia	658.1	47.8	7.3	713.1	40.2	5.6	-7.7%	+18.9%
Other <sup>1</sup>	(1.9)	(12.5)	n.s.	(0.9)	(12.4)	n.s.	n.s.	n.s.
<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)<sup>2</sup></i>	<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)

## Revenues by Geographic Region



In order to improve comparability with the data for 2012, the table below presented the Group's results at constant exchange rates and comparable scope of consolidation, excluding acquisitions and the effects of hyperinflation in Venezuela.

Region	Data as at September 30, 2013			Data as at September 30, 2012			Delta %	
	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %	Revenues	EBITDA
Europe	831.9	69.0	8.3	832.8	79.0	9.5	-0.1%	-12.6%
North America	1,195.6	112.9	9.4	1,230.6	115.1	9.4	-2.8%	-1.9%
Latin America	494.9	36.2	7.3	397.7	22.0	5.5	+24.4%	+64.2%
Africa	343.3	21.3	6.2	319.4	20.6	6.5	+7.5%	+3.3%
Australia	715.1	52.0	7.3	713.1	40.2	5.6	+0.3%	+29.3%
Other <sup>1</sup>	(1.9)	(12.5)	n.s.	(0.9)	(12.4)	n.s.	n.s.	n.s.
<b>Group</b> <i>(at constant scope of consolidation and exchange rates)<sup>2</sup></i>	<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)

## Data by Product Division

Division	Data as at September 30, 2013			Data as at September 30, 2012			Delta %	
	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %	Revenues	EBITDA
Milk <sup>1</sup>	1,988.2	111.6	5.6	2,101.9	106.2	5.1	-5.4%	+5.2%
Fruit based drinks <sup>2</sup>	215.1	19.6	9.1	217.6	23.0	10.6	-1.1%	-15.1%
Milk derivative <sup>3</sup>	1,501.4	155.0	10.3	1,291.7	148.7	11.5	+16.2%	+4.2%
Other <sup>4</sup>	167.8	5.8	3.4	78.8	1.3	1.6	+112.8%	n.s.
<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>

<sup>1</sup> Includes milk, cream and béchamel

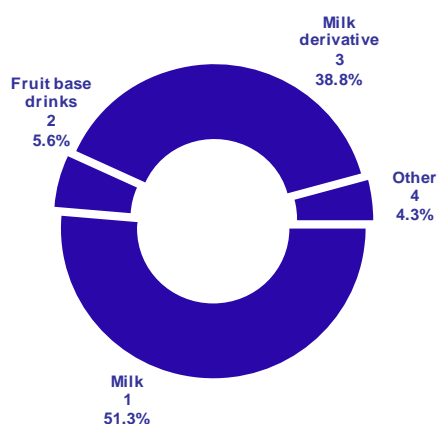
<sup>2</sup> Includes fruit base drinks and tea

<sup>3</sup> Includes yogurt, dessert, cheese

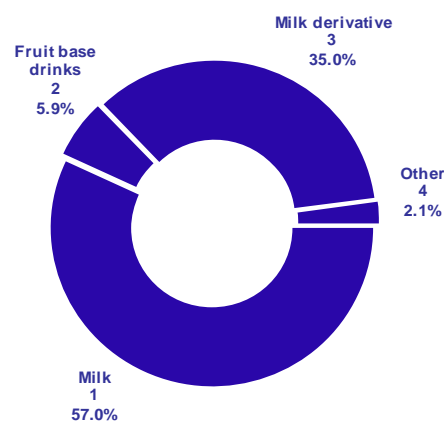
<sup>4</sup> Includes other products, whey, impact of hyperinflation in Venezuela and Group's Parent Company costs

## Net Revenues by Product Division

Data as at September 30, 2013



Data as at September 30, 2012



<sup>1</sup> Includes milk, cream and béchamel

<sup>2</sup> Includes fruit base drinks and tea

<sup>3</sup> Includes yogurt, dessert, cheese

<sup>4</sup> Includes other products, whey and hyperinflation in Venezuela

In order to improve comparability with the data for 2012, the table below presented the Group's results at constant exchange rates and comparable scope of consolidation, excluding acquisitions and the effects of hyperinflation in Venezuela.

Division	Data as at September 30, 2013			Data as at September 30, 2012			Delta %	
	Revenues	EBITDA	EBITDA %	Revenues	EBITDA	EBITDA %	Revenues	EBITDA
Milk <sup>1</sup>	2,102.4	113.1	5.4	2,101.9	106.2	5.1	+0.0%	+6.6%
Fruit based drinks <sup>2</sup>	262.5	24.4	9.3	217.6	23.0	10.6	+20.6%	+5.8%
Milk derivative <sup>3</sup>	1,132.9	132.3	11.7	1,106.7	128.9	11.6	+2.4%	+2.6%
Other <sup>4</sup>	81.1	9.1	11.3	66.5	6.6	9.9	+21.9%	n.s.
<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>

<sup>1</sup> Includes milk, cream and béchamel

<sup>2</sup> Includes fruit base drinks and tea

<sup>3</sup> Includes yogurt, dessert, cheese

<sup>4</sup> Includes other products, whey and hyperinflation in Venezuela

## Europe

<i>(amounts in millions of euros)</i>	<b>Data as at September 30</b>			
	<b>2013</b>	<b>2012</b>	<b>Variance</b>	<b>Varian.%</b>
<b>Revenues</b>	<b>827.9</b>	<b>832.8</b>	<b>(5.0)</b>	<b>-0.6%</b>
<b>EBITDA</b>	<b>68.7</b>	<b>79.0</b>	<b>(10.3)</b>	<b>-13.0%</b>
<i>EBITDA %</i>	<i>8.3</i>	<i>9.5</i>	<i>-1.2 ppt</i>	

<i>(amounts in millions of euros)</i>	<b>III Quarter</b>			
	<b>2013</b>	<b>2012</b>	<b>Variance</b>	<b>Varian.%</b>
<b>Revenues</b>	<b>272.4</b>	<b>267.8</b>	<b>4.6</b>	<b>+1.7%</b>
<b>EBITDA</b>	<b>21.0</b>	<b>26.5</b>	<b>(5.5)</b>	<b>-20.7%</b>
<i>EBITDA %</i>	<i>7.7</i>	<i>9.9</i>	<i>-2.2 ppt</i>	

The Europe sales region includes the subsidiaries that operate in Italy, Russia, Portugal and Romania. Italy accounts for about 85% of the net revenues and about 90% of the EBITDA of the Europe sales region.

The loss of value of the ruble versus the euro had a negative impact on the sales region's net revenues and EBITDA amounting to about 4.0 million euros and 0.3 million euros, respectively.

### Italy

The country's economy remains weak, particularly with regard to the consumer demand component, and forecasts for 2013 as a whole call for a further contraction in GDP.

#### Market and Products

The contraction in demand for milk that began earlier in the year continued in the Pasteurized and UHT segments. In the Pasteurized segment, despite challenging conditions, the local subsidiary held steady its second-place competitive position on a value basis in the "Traditional" channel (continuing to rank first in the market overall), while in the UHT segment Parmalat retained its market leader position on a value basis.

In the UHT Cream category, despite growth by private labels, Parmalat retained a firm hold on its position as the market leader.

Consumer demand contracted in the Yogurt market, particularly on a value basis, due largely to the functional product segment; in this environment, Parmalat maintained its competitive position.

In the first nine months of 2013, demand was down significantly in the Fruit Beverage category, despite a relentless use of promotional programs by the main competitors and the growing presence of private labels; Parmalat, with its *Santal* brand, retained the second-place competitive position.

The table below shows the market share held by the local subsidiary in the main market segments in which it operates:

Products	2013 value market share	2012 value market share
UHT milk	30.5%	31.4%
Pasteurized milk <sup>1</sup>	22.4%	22.5%
UHT cream	24.3%	24.7%
Yogurt	4.8%	4.8%
Fruit beverages	11.1%	11.6%

Source: Nielsen – IRI Tot Italy 9/29/13

<sup>1</sup>Source: Nielsen Modern Channel

Overall sales volumes were up slightly compared with the previous year, with shipments of UHT Milk, which account for more than 50% of the total, growing by 10%, due in part to increased production for private labels compared with 2012 and a strong performance by the *Zymil* brand.

Unit sales of Pasteurized Milk decreased, particularly in the “Normal Trade” channel, as did shipments of Fruit Beverages, due to lower demand and strong competition by private labels in both markets.

Net revenues were down 2.1% compared with the previous year, due to the abovementioned decline in sales in the Pasteurized Milk and Fruit Beverage categories. A further increase in the use of promotional programs by all players in the various markets, caused by the economic crisis, caused a reduction in consumer sales prices. This development was particularly pronounced in Central and Southern Italy, sales regions that are particularly important for the results of the local subsidiary.

Despite the positive results generated by the programs launched the previous year to contain and optimize operating costs and streamline the production system, EBITDA for the reporting period decreased, due mainly to an increase in the average cost of imported and domestic raw milk, compared with the same period in 2012.

## Russia

Economic expansion reflected the impact of a cyclical slowdown compared with potential growth rates, even though it continued to be underpinned by oil prices, which remained stable.

The UHT Milk and Flavored Milk markets were again particularly dynamic segments, showing positive trends both on a volume and value basis. In this environment, the local subsidiary maintained unchanged its competitive position in both areas. In the highly competitive Fruit Beverage segment, dominated by the presence of two multinational competitors, Parmalat held its value market share unchanged and confirmed its market position.

The results of the local subsidiary reflect significant growth in net revenues and sales volumes in the first nine months of 2013 compared with the same period last year, with improvements in all of the main product categories. Despite the gains in revenues and volumes, EBITDA were down compared with the previous year, due mainly to a substantial increase in the purchase cost of raw milk compared with 2012; in addition, the loss of value of the ruble had a negative effect on the purchase costs of imported raw materials.

## Portugal

The country remains in recession and restrictive fiscal policies further reduced the disposable income of households and their propensity to consume, penalizing primarily products with a high value added.

In this difficult context, the local subsidiary maintained unchanged its market position in the Flavored Milk category, thanks mainly to the results achieved with the *UCAL* brand.

In the Fruit Beverage segment the trend was negative both on a volume and value basis in the first nine months of 2013. Parmalat retained both its market share and competitive position.

Thanks to a carefully focused sales policy, net revenues were in line with the previous year, despite a slight contraction in sales volumes; profitability improved compared with 2012, benefiting from programs to contain overhead.

## Romania

In the first nine months of year, consumption continued to contract in the Fruit Beverage market, which is the area in which the local subsidiary's operates. In this unfavorable environment, Parmalat significantly increased its value market share, maintaining its competitive position.

Net revenues increased compared with the previous year thanks to a gain in sales volumes; however, EBITDA were lower due in part to higher investments in marketing to support the launch of new products.



## North America

<i>(amounts in millions of euros)</i>	<b>Data as at September 30</b>			
	<b>2013</b>	<b>2012</b>	<b>Variance</b>	<b>Varian.%</b>
<b>Revenues</b>	<b>1,678.9</b>	<b>1,415.6</b>	<b>263.3</b>	<b>+18.6%</b>
<b>EBITDA</b>	<b>153.7</b>	<b>135.0</b>	<b>18.7</b>	<b>+13.9%</b>
<i>EBITDA %</i>	<i>9.2</i>	<i>9.5</i>	<i>-0.4 ppt</i>	

<i>(amounts in millions of euros)</i>	<b>III Quarter</b>			
	<b>2013</b>	<b>2012</b>	<b>Variance</b>	<b>Varian.%</b>
<b>Revenues</b>	<b>556.5</b>	<b>625.1</b>	<b>(68.6)</b>	<b>-11.0%</b>
<b>EBITDA</b>	<b>52.6</b>	<b>61.7</b>	<b>(9.1)</b>	<b>-14.8%</b>
<i>EBITDA %</i>	<i>9.4</i>	<i>9.9</i>	<i>-0.4 ppt</i>	

The North America sales region includes the subsidiaries in Canada and the United States, the latter acquired in the second half of 2012.

With data stated at constant exchange rates and comparable scope of consolidation, the sales region's results for the first nine month of 2013 show decreases of 2.8% and 1.9% for revenues and EBITDA, respectively, due mainly to the performance of the Canadian subsidiary.

### Canada

The Canadian economy continued to grow, benefiting in part from the economic recovery in the United States, but the high level of consumer debt is causing an increase in the propensity to save on the part of households and a concurrent reduction of their willingness to consume.

### Market and Products

The first nine months of the year saw a steady decline in milk consumption, moderated only in part by an increase in promotional activity throughout the product category. Parmalat maintained its third-place ranking, even though sales volumes were down due in part to the loss of a major customer in the province of Ontario.

The positive trend that characterized the Yogurt market earlier in the year continued in the third quarter thanks to a positive performance in the Spoonable Yogurt segment; Parmalat felt the impact of aggressive promotional policies by its competitors but maintained its position, ranking third nationwide.

In a market characterized by substantially steady consumer demand, such as that of Cheese, the local subsidiary reported an increase in sales volumes and retained the second-place ranking in the main segments of "Natural Cheese" and "Snack Cheese." Having successfully completed a test of Mozzarella Galbani at the stores of one of Canada's top retailers, the local subsidiary will proceed with a plan to expand distribution at the national level.

The table below shows the market share in the main market segments:

Products	2013 value market share	2012 value market share
Milk	17.0%	18.4%
Spoonable Yogurt	12.7%	15.2%
Drinkable Yogurt	6.7%	6.2%
"Snack" Cheese	36.0%	36.5%
"Natural" Cheese	15.2%	15.8%

Source: AC Nielsen, MarketTrack, National Grocery Banner+Drug+Mass Merch, Latest 4, YTD and 52 weeks ending 9/21/13

In this environment, the local subsidiary's total sales volume were down by 7.8%, with net revenues stated in the local currency showing a modest decrease compared with the previous year, due mainly to a negative sales trend in the Pasteurized Milk category.

EBITDA were slightly lower than the previous year despite a positive performance in the Cheese category and programs implemented to contain administrative expenses.

## United States of America

The United States of America are leading the recovery in the advanced countries. The housing market data and the decrease in the unemployment rate are particularly encouraging signs. The Federal Reserve Bank is continuing to pursue an expansionary monetary policy, providing further support for consumer demand.

### Market and Products

In the first nine months of 2013, the Cheese market, which is the local subsidiary main area of activity, contracted slightly on a volume basis, as consumption decreased in the main segments.

Nevertheless, in the "Ricotta," "Gourmet Spreadable," "Chunk Mozzarella" and "Soft Ripened Cheese" segments, the U.S. subsidiary succeeded in retaining its market leader position in each one of these categories.

In the Deli segment, the U.S. subsidiary reported higher sales of gourmet products, due in part to the expansion of the product portfolio achieved with the addition of the "Black Diamond" brand from Canada; in the Foodservice segment, sales of specialty products continued to increase.

In the segments with particularly positive consumption trends, such as those of "Fresh Mozzarella" and "Feta Cheese," the U.S. subsidiary confirmed its second-place market position.

The "Snack" segment, which is the largest by size, suffered a minor decline in market volumes but held relatively steady on a value basis, with the local subsidiary retaining unchanged its competitive position.

The migration from the *Sorrento* brand to the *Galbani* brand, began in the third quarter. This process, combined with other planned activities and seasonal factors will help revenues rebound in the final quarter of the year.

The table below shows Parmalat's market share in the main segments:

Products	2013 value market share	2012 value market share
Total Cheese <sup>1</sup>	12.9%	13.8%
Gourmet Spreadable	34.8%	32.2%
Feta Cheese	15.0%	17.3%
Fresh Mozzarella	24.0%	25.7%
Soft Ripened Cheese	47.6%	48.2%
Chunk Mozzarella	16.8%	17.8%
Ricotta	28.2%	27.8%
Non-spreadable Gourmet Cheddar	2.1%	3.1%
Snack Cheese	5.7%	6.3%

Source: SymphonyIRI Group Market Advantage, Total US Multioutlet – 9/22/13

<sup>(1)</sup> The scope of the market in question includes only the following categories: Snack Cheese, Chunk Mozzarella, Feta Cheese, Ricotta, Fresh Mozzarella, Soft Ripened Cheese, Gourmet Spreadable Cheese and Non-spreadable Gourmet Cheddar.

The tables that follow, which are presented to provide a better understanding of operating performance, show the results for the first nine of 2013 of the U.S. subsidiary and a comparison with the pro forma data for first nine months of 2012:

(amounts in millions of euros)	Data as at September 30			
	2013	2012 pro-forma <sup>(*)</sup>	Variance	Varian.%
<b>Revenues</b>	<b>540.2</b>	<b>530.1</b>	<b>10.0</b>	<b>+1.9%</b>
<b>EBITDA</b>	<b>46.1</b>	<b>47.9</b>	<b>(1.9)</b>	<b>-3.9%</b>
EBITDA %	8.5	9.0	-0.5 ppt	

<sup>(\*)</sup> Include first half data, before acquisition

(amounts in millions of US dollars)	Data as at September 30			
	2013	2012 pro-forma <sup>(*)</sup>	Variance	Varian.%
<b>Revenues</b>	<b>711.5</b>	<b>679.5</b>	<b>32.0</b>	<b>+4.7%</b>
<b>EBITDA</b>	<b>60.7</b>	<b>61.4</b>	<b>(0.7)</b>	<b>-1.2%</b>
EBITDA %	8.5	9.0	-0.5 ppt	

<sup>(\*)</sup> Include first half data, before acquisition

The U.S. subsidiary reported lower sales volumes compared with pro forma data for the third quarter in 2012, due mainly to a negative performance in the Retail channel.

With data stated in the local currency, net revenues show gains of 4.7% and EBITDA decreases of 1.2%.

The revenue gain is largely the result of a favorable sales mix in the Foodservice channel and the price increases implemented in all of the channels in which the local subsidiary operates.

Even though the average cost of raw milk increased in the first nine months of 2013, compared with the same period in 2012, the EBITDA of the local subsidiary held relatively steady, thanks in part to the implementation of price increases and a reduction in industrial costs.

## Latin America

<i>(amounts in millions of euros)</i>	Data as at September 30		Variance	Varian.%
	2013	2012		
<b>Revenues</b>	<b>420.7</b>	<b>410.0</b>	<b>10.6</b>	<b>+2.6%</b>
<b>EBITDA</b>	<b>16.1</b>	<b>16.7</b>	<b>(0.6)</b>	<b>-3.4%</b>
<i>EBITDA %</i>	<i>3.8</i>	<i>4.1</i>	<i>-0.2 ppt</i>	

<i>(amounts in millions of euros)</i>	III Quarter		Variance	Varian.%
	2013	2012		
<b>Revenues</b>	<b>148.9</b>	<b>156.6</b>	<b>(7.7)</b>	<b>-4.9%</b>
<b>EBITDA</b>	<b>5.2</b>	<b>5.7</b>	<b>(0.5)</b>	<b>-8.5%</b>
<i>EBITDA %</i>	<i>3.5</i>	<i>3.6</i>	<i>-0.1 ppt</i>	

The Latin America sales region includes the subsidiaries that operate in Venezuela, Colombia, Ecuador, Paraguay and, starting in the third quarter of 2012, the activities that operate in Mexico and Brazil. The Group strengthened its presence in Brazil with the acquisition of a company in the third quarter of 2013.

The data presented above include the effect of hyperinflation in Venezuela and a negative translation effect, which reduced revenue and EBITDA by about 130 million euros and 4.4 million euros, respectively, due mainly to the devaluation of the Venezuela bolivar versus the euro.

With data at constant exchange rates and comparable scope of consolidation and excluding the effects of hyperinflation, the results for this sales region show gains of 24.4% for revenues and 64.2% for EBITDA.

### Venezuela

The devaluation of the local currency and the current political uncertainty were two factors with a significant impact on the Venezuelan economy, within the framework of which consumers and business are forced to adjust to a constantly changing situation. The devaluation of the local currency produced an acceleration of the local inflation compared with the already high rates of previous years.

In the Fruit Beverage market, which is the main category in which the local subsidiary operates, consumption was down sharply, due mainly to a negative trend in the Pasteurized Beverage segment. Despite these unfavorable market conditions, the local subsidiary retained its second-place competitive position and reported higher sales volumes.

Consumption of Powdered Milk continued to follow the rising trend that began last year, with Parmalat significantly strengthening its value market share and retaining its rank as the second largest player in the market.

In this market environment, the total volumes sold by the local subsidiary increased by 8.3% compared with the previous year, with particularly strong gains recorded in the Powdered Milk, Condensed Milk and Fruit Beverage segments.

Net revenues stated in the local currency grew by 50.5% compared with the previous year, reflecting the impact of higher sales volumes, a favorable product mix, with increased sales of products with a higher unit price, such as Powdered Milk and Fruit Beverages, and price increases caused by the country's high level of inflation.

EBITDA for the period were also up significantly, reflecting the impact of higher sales, which provided greater coverage for overhead, and a favorable sales mix.

## Colombia

The growth of the local economy, while still higher than the world's average, was below expectations, due in part to reduced demand at the global level for the commodities exported by Colombia.

The positive trend of previous periods continued in the UHT Milk market. The local subsidiary retained its competitive position and increased its market share.

Total volumes sold by the local subsidiary grew compared with the previous year, with higher sales volumes in the UHT Milk category thanks to a strong performance in the segment of milk packaged in aseptic plastic pouches (APP). Sales of Pasteurized Milk decreased due to the consumer migration mentioned above.

With data in the local currency, net revenues and EBITDA decreased, due to strong downward pressure on sales prices caused by an excess of supply of raw milk available in the market.

## Other Countries in Latin America

The net revenues generated in the other countries of this region (Ecuador, Paraguay, Brazil and Mexico) increased compared with the previous year, benefiting from the acquisition of Balkis, a Brazilian company, at the end of July 2013.

In **Ecuador**, net revenues stated in the local currency were up by about 12.1%, due mainly to an increase in unit sales in the UHT Milk category (APP), made possible in part by the local subsidiary's ongoing effort to strengthen its sales organization. EBITDA were substantially in line with the previous year.

In **Paraguay**, net revenues stated in the local currency were down sharply, due mainly to a reduction in sales of Pasteurized Milk. EBITDA were lower compared with the previous year.

The recently launched operations in **Mexico** and **Brazil** present attractive growth opportunities for future reporting periods. Moreover, with the acquisition in the third quarter of 2013 of Balkis, a company active primarily in the production and distribution of Cheese, the Group strengthened its presence in Brazil.

## Africa

<i>(amounts in millions of euros)</i>	Data as at September 30		Variance	Varian.%
	2013	2012		
<b>Revenues</b>	<b>288.8</b>	<b>319.4</b>	<b>(30.6)</b>	<b>-9.6%</b>
<b>EBITDA</b>	<b>18.2</b>	<b>20.6</b>	<b>(2.5)</b>	<b>-12.0%</b>
<i>EBITDA %</i>	<i>6.3</i>	<i>6.5</i>	<i>-0.2 ppt</i>	

<i>(amounts in millions of euros)</i>	III Quarter		Variance	Varian.%
	2013	2012		
<b>Revenues</b>	<b>89.4</b>	<b>110.8</b>	<b>(21.4)</b>	<b>-19.3%</b>
<b>EBITDA</b>	<b>4.6</b>	<b>8.0</b>	<b>(3.4)</b>	<b>-42.9%</b>
<i>EBITDA %</i>	<i>5.1</i>	<i>7.2</i>	<i>-2.1 ppt</i>	

The Africa sales region includes the subsidiaries that operate in South Africa, Zambia, Botswana, Swaziland and Mozambique.

The data presented above, stated in euros, reflect a negative translation effect, which reduced revenue and EBITDA by about 55 million euros and 23.2 million euros, respectively, in the first nine months of 2013, due mainly to the loss of value of the South African rand versus the euro. However, with data stated at constant exchange rates, the results for the region show increases of 7.5% for revenues and 3.3% for EBITDA.

The negative results reported by the Africa sales region in the third quarter of 2013 reflect the impact of a protracted strike period in South Africa in August, that created distribution problems, particularly for fresh products.

### South Africa

The South African economy continued to grow at a moderate pace, as consumption is being affected by the high level of unemployment. Starting in the second quarter, expectation of a cutback in stimulus programs by the U.S. Federal Reserve Bank and slower growth by the Chinese economy were factors that contributed to the weakening of the local currency.

### Market and Products

In the first nine months of 2013, the UHT Milk market continued to enjoy attractive growth rates despite across-the-board price increases. In a highly competitive environment, in which private labels are steadily increasing their market share, Parmalat retained its second-place market rank.

In the Flavored Milk market, the local subsidiary, benefiting from a particularly strong performance by *Steri Stumpie*, the only brand in the market showing steady growth, strengthened its leadership position, even though the market's consumption trend remained negative during the first nine months of the year.

The Cheese market grew at a sustained rate on a value basis thanks to positive results in the "White Cheese" and "Processed Cheese" segments; Parmalat retained the market leadership despite the heightened competitive pressure resulting from important programs launched by some competitors.

Consumption increased in the Yogurt market compared with the first nine months of 2012, especially on a value basis. Parmalat confirmed its second-place market rank, even though Yogurt sales were lower than in the first nine months of 2012 due in part to production problems caused by a strike.

The table below shows the market share held by the South African subsidiary in the main market segments in which it operates:

Products	2013 value market share	2012 value market share
UHT Milk	18.6%	20.0%
Yogurt	15.4%	17.1%
Cheese	35.8%	36.9%
Flavored Milk	50.4%	44.4%

*Source: Aztec Top-end Retail & Wholesale – August 2013*

Total sales volumes increased by 2.4% compared with the same period last year thanks to growth in the UHT Milk and Cheese categories.

With data in the local currency, net revenues show a gain of 6.0%, owing to sales price increases in the main product categories.

EBITDA for the period were down compared with the previous year, due to a sharp rise in the price of raw milk and the effects of the strike in August.

The local subsidiary is striving to regain profitability by increasing sales prices sufficiently to cover the rise in raw milk costs, implementing an industrial efficiency program and containing overhead.

## Zambia

In Zambia, the second largest market in the Africa sales region, sales volumes and net revenues were up strongly, rising by about 7% and about 15.5%, respectively, with data in the local currency; profitability improved, thanks to a policy focused on key brands and to sales price increases. The local subsidiary retained the leadership position in the main market segments in which it operates.

## Other Countries in Africa

With data at constant exchange rates, the net revenues and EBITDA reported in the other African countries (Swaziland, Mozambique and Botswana) show an increase compared with the previous year.

## Australia

The Australian currency weakened significantly starting in the second quarter, due in part to the same developments that affected the South African rand. The economy continues to benefit from the expansionary policy pursued by the Australian Central Bank, which cut the discount rate twice during the year.

### Market and Products

In the Pasteurized Milk market, the main category in which Parmalat operates, the growth trend experienced earlier in the year continued. Parmalat maintained its market leader position despite an aggressive promotional policy pursued by the main competitor and the revamping of one of the top private labels, which caused sales volumes to decrease.

Consumption was up significantly (+5.8% on a volume basis) in the Flavored Milk market, due in part to aggressive promotional policies. In this highly competitive environment, Parmalat retained its second-place market position thanks to a positive performance by its *Oak* brand.

In the Yogurt category, market volumes held relatively steady during the first nine months of 2013. Parmalat increased unit sales and retained its competitive position thanks to a slight increase in its value market share.

Even though demand was down in the Dessert segment, the local subsidiary reported significant gains both in sales and value market share.

The table below shows the market share held by Parmalat in the main market segments in which it operates:

Products	2013 value market share	2012 value market share
Pasteurized Milk	19.3%	20.9%
Flavored Milk	33.1%	33.7%
Yogurt	14.9%	14.5%
Desserts	23.3%	19.1%

Source: Aztec Australia – 22/09/2013



The table below shows the results for 2013 and provides a comparison with the previous year:

<i>(amounts in millions of euros)</i>	<b>Data as at September 30</b>		<b>Variance</b>	<b>Varian.%</b>
	<b>2013</b>	<b>2012</b>		
<b>Revenues</b>	<b>658.1</b>	<b>713.1</b>	<b>(55.0)</b>	<b>-7.7%</b>
<b>EBITDA</b>	<b>47.8</b>	<b>40.2</b>	<b>7.6</b>	<b>+18.9%</b>
<i>EBITDA %</i>	<i>7.3</i>	<i>5.6</i>	<i>1.6 ppt</i>	

<i>(amounts in millions of euros)</i>	<b>III Quarter</b>		<b>Variance</b>	<b>Varian.%</b>
	<b>2013</b>	<b>2012</b>		
<b>Revenues</b>	<b>211.0</b>	<b>253.0</b>	<b>(42.0)</b>	<b>-16.6%</b>
<b>EBITDA</b>	<b>16.9</b>	<b>17.9</b>	<b>(1.0)</b>	<b>-5.5%</b>
<i>EBITDA %</i>	<i>8.0</i>	<i>7.1</i>	<i>0.9 ppt</i>	

The value of the Australian dollar decreased in the first nine months of 2013, falling by 8.7% versus the euro compared with the exchange rate applied in the same period last year. The resulting translation effect on revenues and EBITDA was negative by 57 million euros and 4.2 million euros, respectively.

Sales volumes decreased by 1.2% compared with the previous year, due to strong competitive pressure in important categories, such as that of Flavored Milk.

With data stated in the local currency, net revenues were in line with the amount reported the previous year (+0.3%) but EBITDA for the period rose by 29.3%.

The local subsidiary's reported an increase in profitability, thanks mainly to lower purchase costs for raw milk, a carefully focused sales policy and the positive effect on overhead of programs launched in this area.

## Review of Operating and Financial Performance

### Parmalat Group

**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. With data at constant exchange rates and scope of consolidation, net revenues show a gain of 86.1 million euros (+2.5%). List-price increases and sales of more profitable products account for most of this improvement.

**EBITDA** totaled 292.0 million euros, or 12.8 million euros more (+4.6%) than the 279.2 million euros earned in the first nine months of 2012. With data at constant exchange rates and scope of consolidation, the EBITDA increase amounts to 14.3 million euros (+5.4%). 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 purchase cost of raw milk, particularly in Europe, Latin America and Africa.

**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.

**Operating working capital** amounted to 443.5 million euros, or 19.4 million euros more than 424.1 million euros at December 31, 2012. This increase is chiefly the result of the higher finished goods inventory held by the U.S. subsidiary resulting from strategic purchases of *Black Diamond* brand cheddar cheese produced by Parmalat Canada Inc. made in anticipation of sales in future periods. The inventory gain was partly offset by a reduction in collection days for trade receivables, made possible by more effective credit management, and the negative translation effect resulting from the appreciation of the euro versus the currencies of the main countries where the Group operates.

**Net invested capital** amounted to 2,213.3 million euros, in line with the amount reported at December 31, 2012 (2,208.3 million euros). The payment of the second and last installment owed to the Ontario Teachers Pension Plan Board ("OTPPB") pursuant to the Liquidity Payment Agreement and the increase in operating working capital offset the impact of a negative translation effect caused by the appreciation of the euro versus the currencies of the main countries where the Group operates.

**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 translation effect of 31.7 million euros and dividend distributions totaling 24.1 million euros.

**Group interest in shareholders' equity** grew to 3,073.8 million euros, or 80.6 million euros more than at December 31, 2012, when it totaled 2,993.2 million euros. The Group's interest in net profit (159.6 million euros) and the price

adjustment received on the LAG acquisition (99.1 million euros), which reduced to 376.9 million euros a negative equity reserve originally recognized for the amount of 476 million euros, are the main reasons for this increase. Please consult the Semiannual Financial Report at June 30, 2013 for additional information about the price adjustment.

These gains were offset in part by foreign exchange difference from the translation of financial statements of companies that operate in countries outside the Eurozone (166.7 million euros) and the 2012 dividend declared by the Shareholders' Meeting on June 14, 2013 (22.9 million euros).

## Parmalat Group

### RECLASSIFIED CONSOLIDATED INCOME STATEMENT

<i>(in millions of euros)</i>	<b>Cumulative at September 30, 2013</b>	<b>Cumulative at September 30, 2012</b>
<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>	9/30/13	12/31/12 <sup>1</sup>
<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.

**Net revenues** totaled 576.9 million euros, or 1.4% less than the 585.1 million euros reported in the first nine months of 2012.

This decrease primarily reflects the impact of reductions in sales volumes, particularly evident in the Pasteurized Milk and Fruit Beverage categories but affecting the full market spectrum. An expanded use of promotional programs implemented by all competitors in response to the economic crisis compressed consumer sales prices. This trend was particularly pronounced in Central and Southern Italy, areas that are particularly important for Parmalat's products. However, in the closing months of the reporting period, the net unit sales amount improved, particularly in the UHT Milk segment and, starting in September, in the Pasteurized Milk segment as well.

**EBITDA** amounted 40.4 million euros, for a decrease of 6.6 million euros compared with 47.0 million euros in the first nine months of 2012.

The implementation of the programs launched last year to contain and optimize administrative expenses and streamline the production system continued.

Despite efforts to contain fixed costs, the Company reported lower EBITDA at June 30, 2013, due mainly to an increase in the average purchase cost of imported and domestic raw milk compared with the same period in 2012.

**EBIT** declined to 11.0 million euros, or 0.6 million euros less than the 11.6 million euros earned in the first nine months of 2012. This result reflects primarily a reduction in nonrecurring charges and litigation-related legal expenses compared with the same period in 2012, which almost fully offset the impact of the EBITDA shortfall.

**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 invested capital** totaled 2,341.6 million euros, or 154.6 million euros more than the 2,187.0 million euros reported at December 31, 2012. A capital increase of 67.2 million euros carried out by the Parmalat Canada, Inc. subsidiary and the long-term support provided to the Australian subsidiaries (125.0 million euros) are the main reasons for this change.

**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.

The Company's **shareholders' equity** totaled 2,937.7 million euros, compared with 2,891.7 million euros at December 31, 2012. The year-over-year increase is mainly the result of the following components: additions of 63.0 million euros for the profit for the period and of 6.5 million euros for the exercise of warrants during the first nine months of 2013; a deduction of 22.9 million euros for the portion of the 2012 net profit appropriated for dividends.

## 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."

## Financial Performance

### Structure of the Net Financial Position of the Group and Its Main Companies

The Group's liquid assets totaled 912.9 million euros, including 552.4 million euros held by Parmalat S.p.A. At September 30, 2013, the entire amount of this liquidity was invested in sight and short-term bank deposits. The remaining liquid assets are held by individual Group companies, which invest them in the same instruments as the Parent Company. At the Group level, bank interest income totaled 10 million euros, including 7.1 million euros attributable to Parmalat S.p.A. The decrease in financial income compared with the same period last year is due mainly to the reduction in liquid assets resulting from the LAG acquisition. The cash pooling system was never used in 2013.

### Change in Net Financial Position

The Group's net financial assets increased from 809.8 million euros at December 31, 2012 to 887.2 million euros at September 30, 2013, reflecting a negative translation effect of 31.7 million euros and dividend payments totaling 24.1 million euros.

The cash flow from operating activities totaled 93.9 million euros. The reduction compared with the cash flow generation in same period in 2012 is due mainly to an increase in outlays for capital expenditures.

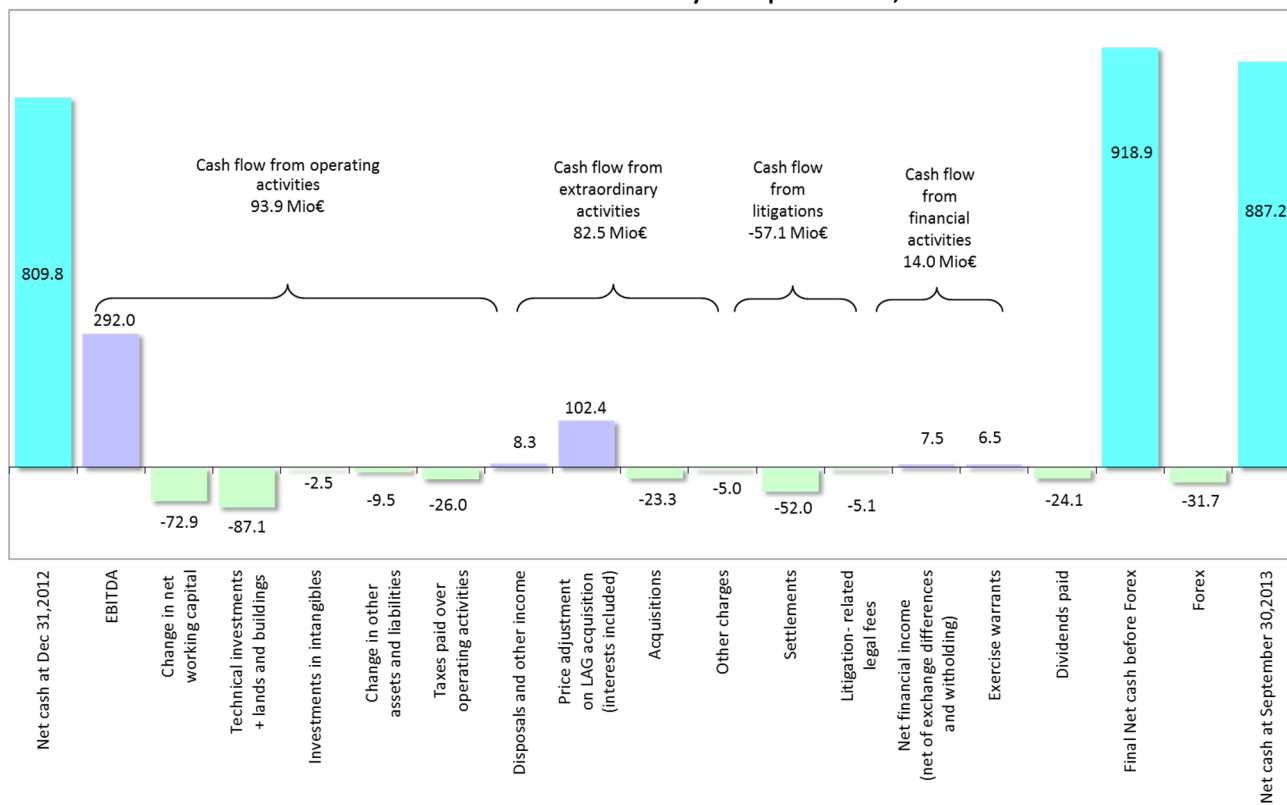
The cash flow from nonrecurring transactions, which totaled 82.5 million euros, reflects primarily the collection of the price adjustment on the LAG acquisition, net of the outlay incurred to acquire the Brazilian company Balkis Indústria e Comércio de Laticínios Ltda.

The litigation-related cash flow was a net outflow of 57.1 million euros, due mainly to a disbursement of 72.5 million Canadian dollars for the second and last installment owed to the Ontario Teachers Pension Plan Board pursuant to the Liquidity Payment Agreement.

The cash flow from financial transactions amounted to 14.0 million euros, including about 6.5 million euros from the exercise of warrants.



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



## Human Resources

### Group Staffing

The table below provides a breakdown by geographic region of the employees of the Group at September 30, 2013 and a comparison with the data at December 31, 2012.

<b>Total payroll by geographic region</b>			
<b>Geographic region</b>	<b>September 30, 2013</b>	<b>December 31, 2012</b>	<b>% change</b>
Europe	3,417	3,384	+0,97%
North America	4,653	4,562	+1,96%
Latin America	3,644	3,382	+7,19%
Africa	2,707	2,518	+6,99%
Australia	1,840	1,799	+2,23%
<b>Total</b>	<b>16,261</b>	<b>15,645</b>	<b>+3,79%</b>

In the third quarter of 2013, the staff increased at the Group level, compared to the end of 2012, due mainly to the acquisition of the Brazilian company Balkis, direct hiring of formerly leased staff by the Colombian Business Unit and the stabilization of temporary contracts in South Africa.

## Capital Expenditures

Overview of the capital expenditures (including land and buildings) of the Parmalat Group at September 30, 2013

<i>(in millions of euros)</i>	September 2013		September 2012		% change
Geographic region	Amount	% of the total	Amount	% of the total	
Europe	22.3	25.6%	18.9	31.7%	18.0%
North America	35.0	40.2%	23.9	40.0%	46.4%
Latin America	5.3	6.1%	3.1	5.2%	71.0%
Africa	5.0	5.7%	6.4	10.8%	-21.9%
Australia	19.5	22.4%	7.4	12.4%	163.5%
<b>Total for the Group</b>	<b>87.1</b>	<b>100.0%</b>	<b>59.8</b>	<b>100.0%</b>	<b>45.7%</b>
<b>Total for the Group (at constant scope consolidation and exchange rates)<sup>1</sup></b>	<b>62.7</b>		<b>50.8</b>		<b>23.4%</b>

<sup>1</sup> Excluding USA, Mexico and Brazil

In the first nine months of 2013, the Group's capital expenditures totaled 87.1 million euros, for an increase of 45.7% compared with the same period last year. With data at comparable scope of consolidation, the year-over-year increase is 23.4%.

Investment projects included numerous programs aimed at improving production processes, efficiency, quality, occupational safety and compliance with new regulatory requirements.

The most significant investment projects included the following:

- installation of a mozzarella production line in Nampa (USA);
- construction of a refrigerated warehouse in Montreal (Canada);
- installation of a UHT production line in Rowville (Australia);
- installation of a new sterilizer in Brampton (Canada);
- installation of a new packaging line in Belgorod (Russia);
- projects to increase production capacity in Landeira (Portugal).

The capital expenditures described above do not include the cost of licensing and implementing information systems, which amounted to 2.5 million euros in the first nine months of 2013, mainly for projects carried out by the Parent Company and the Canadian subsidiary.

## Key Events in the Third Quarter of 2013

### Claims for Liability by Late Filing Creditors Pursuant to Article 2362 of the Italian Civil Code (Text Previously in Effect)

In July and September 2013, the Company reached settlements with several creditors of Parmalat Finanziaria S.p.A. in A.S., who filed a total of 75 late claims for this company's alleged liability pursuant to Article 2362 of the Italian Civil Code (text previously in effect). In implementation of the settlement agreements, the Company issued 37,936,668 new Parmalat common shares, distributed to the abovementioned creditors.

After to these settlements, there are 23 court proceedings still pending concerned alleged liability pursuant to Article 2362 of the Italian Civil Code (Text Previously in Effect).

### Investigation in Connection with the LAG Acquisition

On July 2, 2013, the Chairman, the Chief Executive Officer, the Chief Operating Officer and some Directors who had been served with notices that they were the targets of an investigation were informed that the deadline for the preliminary investigation had been extended.

### Citibank

On July 19, 2013, the Company received notice of the plea filed by Citibank N.A. in the complaint pending before the Bologna Court of Appeals for the purpose of obtaining recognition in Italy of the decision handed down by the Superior Court of New Jersey on October 27, 2008, ordering Parmalat S.p.A. in A.S. and Parmalat Finanziaria S.p.A. in A.S. to pay Citibank N.A. the amount of USD 431.3 million. The Court held the first hearing on October 29, 2013 and then adjourned the proceedings, scheduling the oral argument hearing for July 1, 2014.

If the U.S. decision is recognized Citigroup will have to file an application with the Parma Bankruptcy Court asking it to verify its claim, in accordance with an earlier determination by the New York Bankruptcy Court. If Citibank's claim is definitively verified by a final court decision, it would be satisfied with a distribution of Parmalat shares, in accordance with the recovery percentages determined in the Composition with Creditors. Please note that the Reserve for creditor challenges and claims of late-filing creditors provides ample coverage for the risk that Citibank's claim may be recognized.

### Planned Merger by Absorption of Carnini S.p.A., Latte Sole S.p.A. and Parmalat Distribuzione Alimenti S.r.l. into Parmalat S.p.A.

On July 31, 2013, the Board of Directors of Parmalat S.p.A. approved a plan for the merger by absorption of Carnini S.p.A., Latte Sole S.p.A. and Parmalat Distribuzione Alimenti S.r.l. into Parmalat S.p.A.

In view of the fact that the merger involves wholly owned subsidiaries of Parmalat S.p.A., which are being absorbed by their parent company, consistent with the provisions of Article 2505 of the Italian Civil Code, no share exchange ratio was determined because the merger will not in any case produce a change in the value of the equity investment held by the shareholder (Parmalat S.p.A.).

In accordance with the provisions of Article 2505 of the Italian Civil Code, Articles 2501 *quinques* and 2501 *sexies* of the Italian Civil Code to do not apply to this merger and, consequently, no reports by governance entities and experts are required.

The provisions of Article 2501 *ter*, Section one, No. 3), 4) and 5), of the Italian Civil Code also are not applicable.

The planned merger is not expected to produce a material change in the financial data of Parmalat S.p.A.: at December 31, 2012, the combined assets of the three absorbed companies totaled 56.0 million euros, compared with assets of 3,350 million euros for Parmalat S.p.A. (about 1.7%).

The rationale for this transaction comes from the need to simplify the Parmalat Group's ownership chain in Italy and achieving greater operating efficiency by coordinating more effectively the operating activity of the Italy Business Unit. The merger is expected to go into effect at 11:59 PM, on December 31, 2013, with the transactions of the companies that are being absorbed reflected, also for tax purposes, in the financial statements of Parmalat S.p.A. from the time the merger becomes effective.

### Balkis Acquisition

On July 31, 2013, 2013 Parmalat S.p.A., acting through its Lactalis do Brasil subsidiary, acquired Balkis Indústria e Comércio de Laticínios Ltda ("Balkis"), a Brazilian company based in São Paulo.

With this transaction, the Parmalat Group acquires a portfolio of activities in the segment of typical gourmet cheeses in the São Paulo area, including two production facilities in Santo Antônio do Aracanguá and Juruáia. In 2012, Balkis reported net revenues of about 45 million reais (about 16 million euros). The price was set at about 70 million reais (about 24 million euros) and may be adjusted based on accounting reviews at the date of closing; the contract includes the customary representations and warranties by the sellers.

## Events Occurring After September 30, 2013

### Complaint Pursuant to Article 2409 of the Italian Civil Code

In the proceedings pursuant to Article 2409, launched by the Public Prosecutor at the Court of Parma, further to a brief filed by Amber Capital LP, on September 29, 2013, Professor Manaresi, appointed Commissioner *ad acta* pursuant to a decree published on March 29, 2013, filed his third report concerning the work he performed to carry out the assignment entrusted to him by the Court of Parma.

On September 23, 2013, Parmalat's Board of Directors reviewed Professor Manaresi's third report and the opinion rendered by the Panel of Independent Experts (comprised of Professors Mario Cattaneo, Paolo Andrei e Marco Ziliotti), whom the same Board of Directors (by a majority vote) had asked to perform a detailed technical and business analysis with the aim of rendering a reasoned opinion regarding the reasonableness and substantive consistency (or lack thereof and/or any defect that may be detected) of the overall valuation process adopted by the Company in connection with the acquisition of the LAG Group.

Professor Manaresi's report and the report by the Panel of Independent Experts were published in full on the Company website: [www.parmalat.net](http://www.parmalat.net).

At a hearing held on September 25, 2013, the Court scheduled for October 1, 2013 the oral argument hearing, which was then adjourned to October 2, 2013; at the end of oral arguments the Court reserved the right to hand down a decision.

In the proceedings concerning the complaint filed with the Bologna Court of Appeals by the Directors nominated by the majority shareholder and the Statutory Auditors affected by the proceedings filed pursuant to Article 2409 of the Italian Civil Code, the Bologna Court of Appeals, Civil Part Three, at a hearing held on October 18, 2013, postponed merit arguments to hearing scheduled for January 17, 2014

### Settlement Agreement with PPL Participações Ltda.

On October 30, 2013, the Company began the process of implementing a settlement agreement it reached with PPL Participações Ltda. in bankruptcy (PPL). Pursuant to the agreement, PPL (i) waived any and all claims against Parmalat S.p.A. and the companies under extraordinary administration in exchange for the award to PPL of 16 million Parmalat shares; (ii) sold to Parmalat receivables owed to PPL by certain South American subsidiaries for the nominal amount of 1 euro; (iii) transferred to Parmalat S.p.A. a 9.01% interest in Parmalat Colombia Ltda. for a consideration totaling 1.56 million euros.

The implementation of the agreement will be completed with the delivery of the shares owed to PPL and the execution of the remaining activities related to the agreement.

### Tax Audits

On October 11, 2013, the Large Taxpayer Office of the Revenue Agency notified to Parmalat a Tax Audit Report issued upon completion of the audits for the 2008, 2009 and 2010 tax periods.

With regard to the Notices of Assessment issued by the tax authorities for the 2006 and 2001 tax years, which the Company appealed in 2012, the Company has taken appropriate steps to resolve the disputed items. At this point, at attempt to achieve a judicial settlement with the tax authorities is still in progress.

The Bologna Tax Commission scheduled for November 11, 2013 a hearing to discuss the appeals. The parties have mutually agreed to request a short-term postponement of the abovementioned hearing.

## Principles for the Preparation of the Interim Report on Operations at September 30, 2013

The Interim Report on Operations at September 30, 2013 was prepared in accordance with the provisions of Article 154-ter "Financial Reporting" of the Uniform Financial Code introduced with Legislative Decree No. 195 of November 6, 2007, by which the Italian legislature implemented Directive 2004/109/CE (so-called *Transparency Directive*) on periodic financial reporting.

The principles of consolidation and valuation criteria applied in the Interim Report on Operations at September 30, 2013 are the same as those used to prepare the Annual Report at December 31, 2012, which should be read for additional information, and those of new IFRS pronouncements in effect as of January 1, 2013, which are reviewed below.

The following recently published accounting principles, amendments and interpretations went into effect on January 1, 2013, as adopted by the European Commission:

*Amendments to IAS 1 – Presentation of Financial Statements.* As of the date of this Interim Report on Operations, the adoption of this revised version had no impact in terms of the valuation of income statement items.

*Amendments to IAS 19 – Employee Benefits (applicable to accounting periods beginning on or after January 1, 2013).* This revised version of the standard introduces, inter alia, the following changes: (i) obligation to recognize actuarial gains and losses in the statement of comprehensive income, eliminating the option of using the corridor method; actuarial gains and losses cannot be later recognized in profit or loss; (ii) elimination of the separate presentation requirement for the components of the cost corresponding to the liability for defined benefits, represented by the return on plan assets and interest costs, replacing them with the "net finance charge" aggregate. This aggregate is determined by applying to the liabilities, net of plan assets, the discount rate adopted at the beginning of the period for the liabilities.

In accordance with the transition rules of *IAS 19*, the new provisions were applied retrospectively, restating the opening balances of the 2012 statement of financial position and the 2012 income statement data. In the Interim Report on Operations at September 30, 2013, the adoption of the new provisions of *IAS 19* produced, respectively, before and after tax effect: (i) reductions in the shareholders' equity at January 1, 2012 amounting to 65 million euros (0.1 million euros for Parmalat S.p.A.) and 48 million euros (0.1 million euros for Parmalat S.p.A.); and (ii) reductions in the shareholders' equity at December 31, 2012 amounting to 68 million euros (1.4 million euros for Parmalat S.p.A.) and 50 million euros (1.0 million euros for Parmalat S.p.A.). The impact on the income statement at September 30, 2012 was negligible.

*Amendments to IFRS 1 – First-time Adoption of International Financial Reporting Standard – Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters (applicable to accounting periods beginning on or after January 1, 2013).* The revised version of this accounting principle applies to instances and situations that did not exist at the Company on the date of this Interim Report on Operations.

*Amendments to IFRS 1 – First-time Adoption of International Financial Reporting Standard – Government Loans (applicable to accounting periods beginning on or after January 1, 2013).* The revised version of this accounting principle applies to instances and situations that did not exist at the Company on the date of this Interim Report on Operations.

*Amendments to IAS 12 – Income Taxes – Deferred Tax: Recovery of Underlying Assets (applicable to accounting periods beginning on or after January 1, 2013).* The revised version of this accounting principle applies to instances and situations that did not exist at the Company on the date of this Interim Report on Operations.

*IFRS 13 – Fair Value Measurement (applicable to accounting periods beginning on or after January 1, 2013).* As of the date of this Interim Report on Operations, the adoption of this new principles did not have a material impact on the Group.

*Amendments to IFRS 7 – Financial Instruments: Disclosures -- Offsetting Financial Assets and Financial Liabilities (applicable to accounting periods beginning on or after January 1, 2013 and interim periods).* As of the date of this Interim Report on Operations, the adoption of this revised version had no impact in terms of the valuation of financial statement items.

*Minor amendments to the IFRSs – Improvements to the International Accounting Principles – 2009-2011 Cycle (applicable retrospectively to accounting periods beginning on or after January 1, 2013).* As of the date of this Interim Report on Operations, the adoption of this revised version had no impact in terms of the valuation of financial statement items.

When preparing the Interim Financial Report, Directors apply accounting principles and methods that, in some cases, are based on difficult and subjective valuations and estimates that are based on historical data and assumptions that, in each individual case, are deemed to be reasonable and realistic in light of the relevant circumstances. The use of these estimates and assumptions has an impact on the amounts reported in the financial statement schedules, which include a statement of financial position and an income statement, and in additional disclosures. The amounts shown for those components of the financial statements for which the abovementioned estimates and assumptions were used could differ from those presented in the financial statements, due to the uncertainty that characterizes all assumptions and the conditions upon which the estimates were based. Estimates and assumptions are revised on a regular basis and the impact of any resulting change is recognized in the period when a revision of estimates occurs. The financial statement items that require the most use of subjective judgment by Directors in developing estimates and with respect to which a change in the underlying assumptions used could have a material impact on the Interim Report on Operation are those concerning goodwill; writedowns of property, plant and equipment; depreciation and amortization of non-current assets; deferred taxes; the allowance for doubtful accounts; provisions for risks (specifically with regard to pending litigation); pension plans and post-employment benefits; and the reserves for creditor challenges and claims of late-filing creditors.

A complete determination as to whether the value of non-current assets has been impaired is carried out only in connection with the preparation of the annual financial statements, when all necessary information is available, except in cases when impairment indicators that require an immediate assessment of any impairment losses are detected.

The income tax liability is recognized based on the best estimate of the tax rate projected for the entire year.

Sales of some Group products are more seasonal than those of the rest of the product line, due to different buying habits and consumption patterns. However, the geographic diversification of the Group's sales significantly reduces the impact of seasonal factors.

This Interim Report on Operations at September 30, 2013 was not audited.

The Board of Directors authorized the publication of this Interim Report on Operations on November 8, 2013.

## **Scope of Consolidation**

On July 31, 2013, Parmalat S.p.A., through its Lactalis do Brasil subsidiary, completed the acquisition of 100% of the share capital of Balkis Indústria e Comércio de Laticínios Ltda ("Balkis"), a Brazilian company based in the São Paulo area.

The difference between the provisional acquisition price and the net carrying amount of the acquired assets and liabilities, amounting to 21.5 million euros, was provisionally allocated to goodwill. At September 30, 2013, the process of determining the fair value of the acquired assets and liabilities was still in progress and, as required by IFRS 3, the final determination of the value of the assets and assumed liabilities will be completed within 12 months from the acquisition date.

No further changes to the scope of consolidation occurred in the third quarter of 2013.

In order to allow a better understanding of the consolidated financial statements at September 30, 2013, the schedule that follows shows the income statement of the Group, LAG and Balkis at September 30, 2013 and corresponding comparative data for 2012:

<i>(in millions of euros)</i>	<b>Parmalat Group</b>	<b>LAG<sup>1</sup> amount</b>	<b>Balkis amount (August - September 2013)</b>	<b>Parmalat Group</b>	<b>LAG<sup>1</sup> amount (July - September 2012)</b>
	<i>Cumulative at 9/30/13</i>	<i>Cumulative at 9/30/13</i>		<i>Cumulative at 9/30/12</i>	<i>September 2012</i>
<b>Revenues</b>	<b>3,910.1</b>	<b>546.2</b>	<b>3.4</b>	<b>3,712.2</b>	<b>185.0</b>
Net revenues	3,872.5	540.1	3.4	3,690.1	185.0
Other revenues	37.6	6.1	0.0	22.1	0.0
<b>OPERATING EXPENSES</b>	<b>(3,614.5)</b>	<b>(500.6)</b>	<b>(3.1)</b>	<b>(3,430.5)</b>	<b>(165.0)</b>
Purchases, outside services and sundry expenses	(3,087.9)	(435.6)	(2.4)	(2,923.9)	(142.9)
Labor costs	(526.6)	(65.0)	(0.7)	(506.6)	(22.1)
<b>Subtotal</b>	<b>295.6</b>	<b>45.6</b>	<b>0.3</b>	<b>281.7</b>	<b>20.0</b>
Writedowns of receivables and other provisions	(3.6)	0.1	0.0	(2.5)	(0.4)
<b>EBITDA</b>	<b>292.0</b>	<b>45.7</b>	<b>0.3</b>	<b>279.2</b>	<b>19.6</b>
Depreciation, amortization and writedowns of non-current assets	(100.4)	(17.1)	(0.0)	(92.3)	(5.9)
Miscellaneous income and expenses	(1.2)	0.0	0.0	(18.1)	0.0
<b>EBIT</b>	<b>190.8</b>	<b>28.6</b>	<b>0.3</b>	<b>168.8</b>	<b>13.7</b>
Financial income/(expense), net	22.4	0.0	0.0	31.4	0.0
Other income from (Charges for) equity investments	0.5	0.0	0.0	3.1	0.0
<b>Profit before taxes</b>	<b>213.7</b>	<b>28.6</b>	<b>0.3</b>	<b>203.3</b>	<b>13.7</b>
Income taxes	(52.0)	(9.7)	(0.1)	(61.3)	(3.3)
<b>Net profit</b>	<b>161.7</b>	<b>18.9</b>	<b>0.2</b>	<b>142.0</b>	<b>10.4</b>
Minority interest in net (profit)	(2.1)	-	-	(1.5)	-
Group interest in net profit	159.6	18.9	0.2	140.5	10.4

<sup>(1)</sup> Includes Lactalis American Group Inc. (and its subsidiaries), Lactalis do Brazil and Lactalis Alimentos Mexico.

## Organization Into Geographic Business Regions

In January 2013, the Group introduced a new organizational model designed to foster growth and realize industrial and commercial synergies, defining specific geographic regions and providing these regions with appropriate organizations. The regions thus defined are: Europe, North America, Latin America, Africa and Australia.

### Venezuela

The income statement and statement of financial position data of the Venezuelan subsidiaries, when stated in the local currency, are affected by a rate of inflation that, over the past three years, exceeded the cumulative threshold of 100%, which triggered the adoption of the adjustments required by IAS 29 – *Financial Reporting in Hyperinflationary Economies*, starting in 2009. According to this principle, the financial statements of an entity that reports in the currency of a hyperinflationary economy should be stated in terms of the measuring unit current on the date of the financial statements. All statement of financial position amounts that are not stated in terms of the measuring unit current on the date of the financial statements must be restated by applying a general price index. All income statement components must be stated in terms of the measuring unit current on the date of the financial statements, applying the change in the general price index that occurred since the date when revenues and expenses were



originally recognized in the financial statements. The restatement of the financial statement amounts was carried out using Venezuela's consumer price index (INPC). On the reference date of this Interim Report on Operations, the index was 431.3 (296.1 in September 2013) and the year-over-year change in the index was 45.66%.

On February 8, 2013, the Venezuelan authorities announced the devaluation of the Bolivar Fuerte, which went from 4.30 to 6.30 versus the U.S. dollar.

This measure went into effect as of February 9, 2013, following the publication of *Convenio Cambiario N° 14* on February 8, 2013, in issue No. 40,108 of the *Official Gazette*.

The abovementioned *Convenio* called, inter alia, for the establishment of a high-level entity that, acting jointly with the Ministry of Planning and Finances and the Chairman of the Venezuelan Central Bank, would decide the policies required to rebalance and rationalize the flows of foreign exchange into the national economy, assessing priorities in the allocation of foreign exchange.

In addition, the Venezuelan authorities announced the elimination of *SITME*, which enabled interested parties to make payments in foreign currencies and buy with local currency government securities denominated in foreign currency, at the exchange rate of 5.30 bolivars for one U.S. dollar, through Venezuelan financial institutions authorized by the Venezuelan Central Bank to execute transactions in the securities market using the *SITME*.

In March, as a replacement for *SITME*, the government established the *Sistema Complementario de Administración de Divisas (SICAD)*, which is based on highest-bidder auctions to offer dollars at exchange rates higher than the official rate. The first auction, for 200 million dollars was held in March. Subsequent to the launch of the system, the Venezuelan government determined that the system needed certain adjustments and greater flexibility. On June 26, 2012, the authorities announced that *SICAD* would be reactivated in July. Three *SICAD* auctions were held in the third quarter.

*CADIVI*, the local foreign exchange authority, will continue to be the institution responsible for managing the national foreign exchange market, handling all purchases and sales of foreign exchange in Venezuela.

The fixed exchange rate, applied for all foreign exchange transactions involving imports and exports of goods and services, is established between the Venezuelan and U.S. currency; other currencies must first be converted into U.S. dollars at the international exchange rates and then converted into the Bolivar Fuerte at the fixed exchange rate.

Parmalat used the official exchange rate of 6.30 VEF/USD to convert the income statement (from the effective date of the government measure) and balance sheet data of its subsidiary for inclusion in the Interim Report on Operations. The devaluation of the Bolivar Fuerte determined, at the effective date of the devaluation, a reduction of the subsidiary's contribution to the consolidated shareholders' equity estimated at about 40 million euros.

# Business Outlook

## Guidance for 2013

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 market 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.*

## **Certification Pursuant to Article 154 *bis*, Section 2, of Legislative Decree No. 58/98, as Amended**

As required by Article 154 *bis*, Section 2, of the Italian Uniform Financial Code (Legislative Decree No. 58/1998), the Corporate Accounting Documents Officer, Pierluigi Bonavita, hereby declares that the accounting disclosures provided in this Report are consistent with the data in the supporting documents and in the Company's books of accounts and other accounting records.

Signed: Pierluigi Bonavita  
Corporate Accounting Documents Officer



## **Parmalat S.p.A.**

Company subject to oversight and coordination by B.S.A. S.A.

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Share capital: 1,805,787,445 euros fully paid-in

Parma R.E.A. No. 228069

Parma Company Register No. 04030970968

Tax I.D. and VAT No. 04030970968

