# ANNUAL REPORT 2008





# **ANNUAL REPORT 2008**



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# Notice of the annual general meeting

Shareholders are invited to the Annual General Meeting on 16 April 2009, at 10.00, at the Company's registered office in Bagnolo in Piano (RE), Via Fermi, 4, and, if necessary, in second convocation on 17 April 2009, at the same place and time, in order to discuss and resolve on the following:

#### agenda

- 1. Presentation of the Financial Statements and Consolidated Financial Statements at 31 December 2008, the Directors' Report, the Board of Statutory Auditors' Report and the External Auditors' Report; relative and ensuing resolutions;
- 2. Proposal to authorise the acquisition and disposal of treasury shares in accordance with articles 2357 and following of the civil code; ensuing resolutions.

It should be noted that, in accordance with legal requirements and the articles of association, in order to participate in the General Meeting, notification issued by authorised Intermediaries certifying possession of the relative shareholding must arrive at Company's registered office at least two working days before the date fixed in first convocation.

The financial statements, consolidated financial statements and the Directors' Report shall be available to the General Public from 16/3/2009 at the company's registered office, at Borsa Italiana S.p.A. and on the www.emak. it website in accordance with art. 2.2.3., point 3, letter a) of the Market Regulations drawn up and managed by Borsa Italiana S.p.A..

he remaining documentation relating to the items on the agenda shall be made available to the General Public according to the prescribed terms and in the same forms as described above.

Shareholders have the right to obtain a copy.

Bagnolo in Piano, (RE) 14 March 2009

On behalf of the Board of Difectors The Chairman – Giacomo Ferretti

# **Corporate Officers**

The shareholders of the parent company Emak S.p.A. voted in the Annual General Meeting held on 27 April 2007 to appoint the Board of Directors for the three years 2007, 2008 and 2009; the Board of Statutory Auditors was also appointed for the same term, and the auditing firm, *Fidital revisione ed organizzazione contabile S.r.l.*, was appointed as independent auditors for the financial years from 2007 to 2015. At the same AGM the shareholders of the parent company Emak S.p.A. approved the appointment of Stefano Slanzi as director, replacing Ivano Salsapariglia further to his resignation.

| Chairman                               | Giacomo Ferretti                                    |
|--|---|
| Deputy Chairman                        | Aimone Burani                                       |
| Chief Executive Officer                | Fausto Bellamico                                    |
| Executive Director                     | Stefano Slanzi                                      |
|  | Luigi Bartoli                                       |
| Independent Directors                  | Ivano Accorsi                                       |
|  | Andrea Barilli                                      |
|  | Gian Luigi Basini                                   |
| Directors                              | Carlo Baldi   |
|  | Paola Becchi  |
|  | Giuliano Ferrari                                    |
|  | Vilmo Spaggiari                                     |
|  | Guerrino Zambelli                                   |
| Audit Committee                        |   |
| Chairman                               | Andrea Barilli                                      |
|  | Ivano Accorsi                                       |
|  | Gian Luigi Basini                                   |
| Remuneration Committee                 |   |
| Chairman                               | Andrea Barilli                                      |
|  | Ivano Accorsi                                       |
|  | Gian Luigi Basini                                   |
| <b>Board of Statutory Auditors</b>     |   |
| Chairman                               | Marco Montanari                                     |
| Acting auditors                        | Claudia Catellani                                   |
|  | Martino Masini                                      |
| Alternate auditors                     | Mario Venezia                                       |
|  | Eugenio Poletti                                     |
| Independent Auditors                   | Fidital Revisione e Organizzazione Contabile S.r.l. |
| Financial Reporting Officer            | Aimone Burani                                       |
| Supervisory Body as per Legislative De | ecree 231/01  |
| Chairman                               | Francesca Baldi                                     |
| Acting members                         | Roberto Bertuzzi                                    |
|  | Guido Ghinazzi                                      |

# **Group Structure**

The Emak Group is structured as follows at 31 December 2008:



The group's interest in Jiangmen Emak Outdoor Power Equipment Co. Ltd. includes the 49% interest held by Simest S.p.A.. Under the contract signed in December 2004 and subsequent additions thereto, the interest held by Simest S.p.A. is the subject of a binding agreement for repurchase by Emak S.p.A. on 30 June 2013.

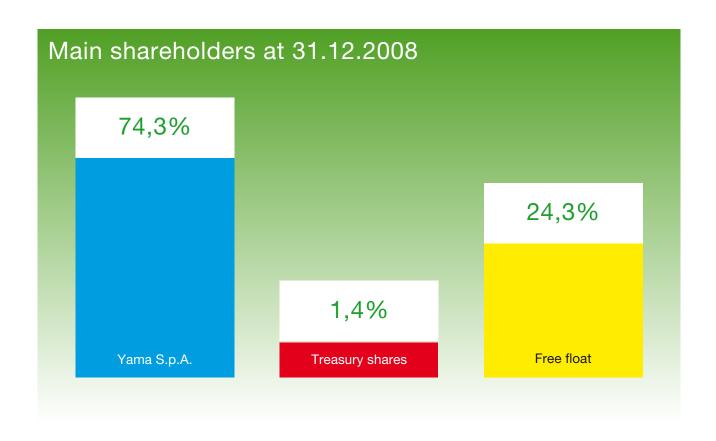
# Principal shareholders of Emak S.p.A.

The list of shareholders of Emak S.p.A. at 31 December 2008 is set out below.

Share capital consists of 27,653,500 shares of par value €0.26 each.

The company has been listed on the Milan Stock Exchange since 25 June 1998. In September 2001 the company's stock was assigned to the STAR segment of the market, which has higher standards in terms of reporting, stock liquidity and corporate governance.

| Principal shareholders             | Number of shares | %       |
|------------------------------------|------------------|---------|
| Yama S.p.A.                        | 20,542,500       | 74.29%  |
| Treasury shares held at 31.12.2008 | 382,163          | 1.38%   |
| Free float                         | 6,728,837        | 24.33%  |
| Total number of shares             | 27,653,500       | 100.00% |



# Financial highlights

| Income statement (€/000) |
|--------------------------|
|--------------------------|

|            | FY 2008 | FY 2007 |
|------------|---------|---------|
| Net sales  | 243,449 | 217,834 |
| EBITDA (1) | 31,657  | 29,992  |
| EBIT       | 24,913  | 24,472  |
| Net profit | 14,866  | 15,246  |

#### Investment and free cash flow (€/000)

|   | FY 2008 | FY 2007 |
|---|---------|---------|
| Investment in property, plant and equipment | 14,201  | 7,927   |
| Investment in intangible assets             | 958     | 679     |
| Free cash flow from operations (2)          | 21,610  | 20,766  |

#### Balance sheet (€/000)

|                      | 31.12.2008 | 31.12.2007 |
|----------------------|------------|------------|
| Net capital employed | 161,213    | 122,481    |
| Net debt             | (61,806)   | (31,042)   |
| Total equity         | 99,407     | 91,439     |

#### Other statistics

|                                   | FY 2008 | FY 2007 |
|-----------------------------------|---------|---------|
| EBITDA / Net sales (%)            | 13.0%   | 13.8%   |
| EBIT/ Net sales (%)               | 10.2%   | 11.2%   |
| Net profit / Net sales (%)        | 6.1%    | 7.0%    |
| EBIT / Net capital employed (%)   | 15.5%   | 20.0%   |
| Debt / Equity                     | 0.62    | 0.34    |
| Number of employees at period end | 1,049   | 844     |

Share information and prices

|   | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Earnings per share (€)  | 0.543      | 0.55       |
| Equity per share (€) (3)  | 3.65       | 3.32       |
| Official price (€)  | 3.96       | 5.30       |
| Maximum share price in period (€)                                   | 5.30       | 6.92       |
| Minimum share price in period (€)                                   | 3.50       | 4.83       |
| Stockmarket capitalization (€/million)                              | 109        | 146        |
| Average number of oustanding shares                                 | 27,312,193 | 27,581,709 |
| Number of shares comprising share capital                           | 27,653,500 | 27,653,500 |
| Cash flow per share: net profit + amortization/depreciation (€) (4) | 0.79       | 0.75       |
| Dividend per share (€)  | 0.15       | 0.22       |

- (1) "Ebit" plus "Amortization, depreciation and impairment losses"
- (2) "Net Profit" plus "Amortization, depreciation and impairment losses"
- (3) "Group Equity" divided by "Number of outstanding shares at period end"
- (4) "Group Net Profit + Amortization/depreciation" divided by "Average number of outstanding shares"



# DIRECTORS' REPORT



### Directors' Report

Dear Shareholders,

Emak's consolidated financial statements at 31 December 2008 closed with a net profit of € 14,866 thousand compared with €15,246 thousand in 2007, representing a decrease of 2.5%.

The Group's share of net profit was € 14,822 thousand compared with € 15,181 thousand in 2007.

The Group consisted of eleven companies at 31 December 2008, all of which have been consolidated on a line-by-line basis.

Net sales increased by 11.8% compared with 2007, reaching € 243,499 thousand.

EBITDA (earnings before interest, tax, depreciation and amortization) was € 31,657 thousand compared with € 29,992 thousand in 2007, representing an increase of 5.6%.

EBIT (earnings before interest and tax) was  $\in$  24,913 thousand compared with  $\in$  24,472 thousand in 2007, representing an increase of 1.8%.

Net debt increased from  $\in$  31,042 thousand at the end of 2007 to  $\in$  61,806 thousand at the end of 2008. The financial statements of Emak S.p.A., the Group's parent company, closed with a net profit of  $\in$  8,384 thousand at 31 December 2008 compared with  $\in$  9,813 thousand in 2007, representing a decrease of 14.6%.

#### 1. Economic situation

2008 was characterized by the changed trend in the global economy. During the first half of the year, in fact, the macroeconomic scenario was positive and growing, despite the sudden rise in raw material prices. In the second half, and especially in the last quarter, almost all the major advanced economies experienced a serious economic slowdown, affected by the sharp fall of financial assets prices, the squeezing of credit availability and the worsening of consumer and business confidence. On the other hand, emerging economies have been penalized by the outflow of foreign capital.

Global growth was 3.4% at the end of the year. The advanced economies had an average GDP growth of 1%. Italy (-0.6%) and Japan (-0.3%) are the only two countries that ended the year with a negative result. Emerging countries (+6.3%) and Eastern European countries (+3.2%) continued to grow, though at lower rates than in previous years.

Following on from the 2008 closing figures, forecasts for next year indicate global growth of 0.5%, with negative growth for all Western Countries and positive but relatively slower growth for emerging countries and Eastern Europe.

#### 2. Industry performance

Global demand for Emak's reference products is estimated at  $\in$  16 billion, 65% of which relates to markets where the Group is directly present.

The demand for machinery for gardening and forestry is mainly influenced by weather conditions. The demand for garden products is also affected by the economic cycle, per capita purchasing power, the proportion of income set aside for leisure activities and more generally the trend towards a "gardening culture". 80% of the demand in advanced countries is concentrated in North America and Europe, and is mainly for replacement. In the Rest of the World the most important markets are South America and the Far East. Global demand in 2008 was relatively stable compared to 2007: the contraction of the American market was compensated by the good performance of Eastern Europe and the Far East. Demand was generally weak in the Italian market. The Western European market was stable, with the exception of some countries that suffered to a greater extent the effects of the macroeconomic situation.

#### 3. Strategy

Emak Group seeks to be one of Europe's leaders in the forestry and gardening equipment sector and one of the benchmark players at a global level in the supply of technological solutions and a state-of-the-art service. The aim is to make the work of our professional customers and consumers both efficient and pleasant, guaranteeing them the best value for money. The mission in brief is: "State-of-the-art solutions with the best value for money for the customer".

The principle goals of the company's mission are **to satisfy final customers**, anticipating and exceeding their expectations and **to create value** both for the benefit of shareholders and of stakeholders (employees, suppliers, dealers, the community and the financial system).

#### a) STRATEGIC POLICIES AND MAIN GOALS

The objective of creating value is achieved through Emak's ability to satisfy the final customer. For this purpose Emak intends to concentrate its efforts on five factors:

- **Product innovation**, to offer its final customers a range of state-of-the-art and innovative products in terms of reliability, performance, design and comfort.
- **Level of service**, to offer its final customers a state-of-the-art and excellent level of service in terms of delivery and pre and post-sales assistance.
- **Competitiveness**, to offer the customer the best possible value for money.
- **Development of the business**, to guarantee a deep-rooted and widespread presence in all international markets.
- **Development of human resources and relations with the customer**, to build an organisation directed towards the customer and which knows how to combine enthusiasm, empathy, competence and ethical standards.

#### b) VALUES

We at Emak are convinced that a business can only attain successful results if it is founded upon strong and positive values, such as those that inspired our founding shareholders and which we have continued to keep alive, such as:

- **ethical standards**: compliance with regulations, transparency, safeguarding the rights of people and the environment;
- competence: investments in training and continuous learning, and the development of professionalism;
- team spirit: working as a team in order to achieve shared goals, respect for people's roles, trust in others;
- innovative spirit: new and challenging goals, innovative solutions, new ideas, openness to change.

#### c) CORPORATE RESPONSIBILITY AND CERTIFICATIONS

Emak's commitment regarding **Corporate Responsibility** is demonstrated by the wish to measure, manage and integrate the environmental, social and economic impact of the company's activities, convinced that only responsible choices will guarantee the company and the wider community sustainable development over time. Well aware of its role in the wider social and economic context, Emak seeks to develop through the creation of value to the benefit of the company itself and to all interested parties, combining:

- economic sustainability; that is, the commitment to invest in the growth of the company and of the Group, ensuring continuity over time through a detailed strategic plan based on the five fundamental critical factors for success;
- social sustainability, understood as the intention to take into account the legitimate expectations of stakeholders (whether employees, shareholders or suppliers) and to redistribute the value created in the common interest;
- **environmental sustainability**, through the identification, regulation, control and gradual reduction of environmental impacts deriving directly or indirectly from the company's activities.

In line with its principles and mission, Emak has set about this course of action by formalising an integrated quality, ethical and environmental policy and by implementing a management system incorporating the three main international standards: ISO 9001:2000, ISO 14000:2004 and SA 8000:2001.

#### 4. Market segmentation and the Emak brands

Emak, founded in 1992 from the merger between OLEO-MAC and EFCO, is one of the top European operators in the manufacture and distribution of outdoor power equipment for gardening, forestry, agriculture and construction, with products such as brush cutters, lawnmowers, chainsaws, motor hoes and power cutters.

Emak's reference market for its products can be differentiated according to two different criteria: the final customer and the distribution channel. On the basis of the use made of Emak's machines, the final customer can be classified as a consumer/private customer (who uses the products for their own gardening purposes), a semi-professional consumer/farmer (who works larger plots of land compared to the private consumer), and a professional (whose business activity is trading in the products). The distribution channel, on the other hand, includes large-scale organised distribution serving general consumers, and specialised dealers (or the traditional distribution channel) serving all types of clientele that demand a high level of pre and post-sale service.

With regards to sales distribution channels, Modern Distribution (DIY) accounts for almost half of global demand (in volume terms). The figure is largely influenced by the North American market, where the DIY channel accounts for about 2/3 of the demand.

The breakdown in terms of value gives a different picture, with the traditional channel serving at least half of the global demand. Alternative channels represent 10% of the market: ironmongers (Mediterranean Europe, South America and the Middle East) and, typically only in Western Europe, garden centres, farm cooperatives and group purchasing organizations.

From a distribution point of view, Emak achieves almost all of its sales in the traditional channel.

The Group operates on the market with the following brands: Oleo-Mac; Efco; Victus; Bertolini; Nibbi and Staub.

**Oleo-Mac and Efco** are the Group's two brands intended for the specialized-dealer channel. The core offer is represented by gardening and forestry products, although the progressive widening of the offer has also allowed the two brands to penetrate synergic segments (in terms of the distribution channel) such as small-scale agriculture and open-space cleaning.

Bertolini and Nibbi are the Group's two brands intended for medium-scale agriculture, again through the specialized-dealer channel. In most cases there is some overlapping with the distribution of the Oleo-Mac and Efco brands, even though a part of the sales is directed towards more specialized agricultural dealers (i.e. dealers in farming machines and tractors).

**Staub** (distributed in France) is a historic brand in the land cultivation sector (with more than 100 years' tradition) for products like motor hoes and tillers. The brand is sold by specialized dealers that sell small/medium agriculture, gardening and forestry products.

**Victus** is a range of products sold through intermediate European distribution channels, such as group purchasing organizations, ironmonger chains and farming cooperatives.

#### 5. Research and development

Research and development activities in 2008 were conducted in accordance with the Group's Business Plan, which views product innovation as the main driver of the Group's growth.

As a matter of fact, the bulk of planned investment expenditure is devoted to developing new products, with the aim of launching an average of between 10 and 15 new models every year on the market. 20 new products (including both completely new products and updated versions) went into production in 2008.

R&D activities were focused on the launch of new product families, fitted with motorizations complying with the new emissions regulations relating to the transition to the Euro 2 phase, and on the substitution or the renewal of existing product families.

Design renewal involves all the main product families and especially the grass-cutting machines: the range of brush cutters has been completely updated in order to strengthen the offer, improve competitiveness and the "value for money" offered to our customers.

The launch of the new MULTIMATE range is a particularly important development: it's a new product family for garden care characterized by a single power unit on which five different applications can be easily applied.

Significant resources have also been allocated to the development of new technologies aimed at the reduction of energy consumption, the protection of the environment and improved ergonomics through considerable reductions in noise emissions and vibrations.

The company incurred a total of  $\in$  4,677 thousand in R&D costs charged directly to the income statement during the year ( $\in$  4,540 thousand in 2007).

#### 6. Human resources

The workforce at 31st December 2008 can be broken down by country in the following table:

| Workforce | 31.12.2008 | 31.12.2007 |
|-----------|------------|------------|
| Italy     | 514        | 464        |
| France    | 44         | 43         |
| Belgium   | 4          | 6          |
| UK        | 15         | 16         |
| Spain     | 21         | 17         |
| Germany   | 19         | 17         |
| Poland    | 58         | 60         |
| China     | 367        | 214        |
| USA       | 7          | 7          |
| Total     | 1,049      | 844        |

In 2008 the total workforce in Emak Group in 2008 increased from 844 to 1,049, excluding temporary workers. This increase is mainly due to the acquisitions made during the year: Bertolini S.p.A. (58 employees) and Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. (110 employees Moreover, there was an increase in the workforce of the Chinese subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd. as a result of the growth in the factory's productivity.

In Emak SpA, management and technical training is carried out according to established programs. A total of 8,446 hours of technical - specialized instruction and training were provided in 2008, 452 hours of which relate to work safety.

#### 7. Significant events in the year

There have been no significant events in 2008 except for those described in notes 7 and 8 of the Notes to the Consolidated Financial Statements.

#### 8. Balances or transactions arising from atypical and unusual, significant and non recurring operations.

Please refer to notes 7 and 8 of the attached consolidated financial statements.

#### 9. Emak Group - overview of results

#### Highlights from the consolidated income statement

| €/000               | FY 2008 | %    | FY 2007 | %    | Change |
|---------------------|---------|------|---------|------|--------|
| Net sales           | 243,449 | 100  | 217,834 | 100  | 11.8%  |
| EBITDA              | 31,657  | 13.0 | 29,992  | 13.8 | 5.6%   |
| EBIT                | 24,913  | 10.2 | 24,472  | 11.2 | 1.8%   |
| Profit before taxes | 20,905  | 8.6  | 22,615  | 10.4 | -7.6%  |
| Net profit          | 14,866  | 6.1  | 15,246  | 7.0  | -2.5%  |

#### Sales

The table below shows sales in 2008, broken down by segment, compared with the previous financial year.

| €/000                     | 31.12.2008 | %    | 31.12.2007 | %    | Change |
|---------------------------|------------|------|------------|------|--------|
| Agriculture & Forestry    | 77,606     | 31.9 | 56,574     | 26.0 | 37.2%  |
| Construction & Industry   | 6,620      | 2.7  | 5,673      | 2.6  | 16.7%  |
| Lawn & Garden             | 129,052    | 53.0 | 131,890    | 60.5 | -2.2%  |
| Spare parts & Accessories | 30,171     | 12.4 | 23,697     | 10.9 | 27.3%  |
| Total                     | 243,449    | 100  | 217,834    | 100  | 11.8%  |

Consolidated sales for the full year 2008 grew by 11.8%, reaching €243,449 thousand, compared to €217,834 thousand in the previous year. The increase would have been 3% maintaining the same scope of consolidation.

The increase in sales in the Agriculture&Forestry sector is attributable to the positive performance of agricultural products – largely due to the new scope of consolidation - , which more than compensated for the decrease in forestry products.

The increase in the Construction & Industry segment was mainly determined by the OEM business. Sales in the Gardening segment decreased slightly compared to the previous year because of the reduction in pre-seasonal orders as a consequence of the downturn in the global economy.

Finally, the positive result of the Spare Parts&Accessories segment was boosted by the new scope of consolidation.

The geographical breakdown of sales in 2008, and comparisons with the previous year, is shown in the following table:

| €/000         | 31.12.2008 | %    | 31.12.2007 | %    | Change |
|---------------|------------|------|------------|------|--------|
| Italy         | 47,993     | 19.7 | 41,082     | 18.9 | 16.8%  |
| Europe        | 158,837    | 65.2 | 145,206    | 66.7 | 9.4%   |
| Rest of world | 36,619     | 15.1 | 31,546     | 14.5 | 16.1%  |
| Total         | 243,449    | 100  | 217,834    | 100  | 11.8%  |

The growth achieved in the Italian market was boosted by the new scope of consolidation. In the European market, the positive results obtained in the Eastern countries more than compensated for the decrease in the Western countries. Sales in the Rest of the World benefited from the positive trend of the South American market and the growth in activities of the subsidiary Emak USA Inc.

#### **Profits**

#### **EBITDA**

Ebitda increased by 5.6%, to € 31,657 thousand, up from € 29,992 thousand in the previous year. In comparative terms, excluding non-recurring components in 2007, the increase in Ebitda was 10%.

The following factors contributed positively to the full-year results:

- the increase in sales volumes;
- capital gains arising on the sale of capital assets for € 650 thousand;
- the trend in sales prices.

The following factors have, on the other hand, contributed negatively to the full-year results:

- the trend in costs of raw materials;
- costs of an extraordinary nature deriving from the new scope of consolidation.

Ebitda as a percentage of sales has moved from 13.8% (13.2% excluding the non-recurrent components referred to above) at 31 December 2007, to 13% at 31 December 2008.

#### **EBIT**

In 2008, Ebit amounted to  $\leqslant$  24,913 thousand against  $\leqslant$  24,472 thousand in the last financial year, an increase of 1.8%. In comparative terms, excluding the non-recurring items already referred in the above paragraph, the increase in Ebit in 2008, compared to the previous financial year, was 7.1%.

Amortisation and depreciation costs have increased as a result of the new scope of consolidation and from the introduction of a number of production facilities.

Ebit as a percentage of sales has moved from 11.2% (10.7% excluding the non-recurrent components referred to above) at 2007, to 10.2% (14.8% for comparative scope of consolidation) at 2008.

Ebit as a percentage of net invested capital has moved from 20% (19.1% excluding the non-recurrent components referred to above) at 2007, to 15.5% at 2008.

#### **Net profit**

Net profit was €14,866 thousand, equal to 6.1% of sales, compared to €15,246 thousand (7% of sales) in 2006.

The net financial result for the 2008 derives from the increase in net financial liabilities and in interest rates and from the negative trend in currency exchanges in the last quarter.

The full-year 2008 tax rate of 28.9% was down from that of 32.6% in the full-year 2007, mainly due to differences in tax rules applied in the various countries where the group operates, to the reduction in tax rates in Italy and partially due to the benefit deriving from the redemption of a number of deductions made in previous years.

#### Highlights from the consolidated balance sheet

| €/000                                     | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Net non-current assets                    | 58,014     | 41,410     |
| Net working capital                       | 103,199    | 81,071     |
| Total net capital employed                | 161,213    | 122,481    |
| Equity attributable to the group          | 98,881     | 90,924     |
| Equity attributable to minority interests | 526        | 515        |
| Net debt                                  | (61,806)   | (31,042)   |

#### **Net non-current assets**

During 2008 Emak Group invested € 15,159 thousand in property, plant and equipment and intangible assets as follows:

- € 4,964 thousand for product innovation;
- € 2,669 thousand for boosting production capacity and for process innovation;
- € 1,270 thousand for upgrading the computer network;
- € 6,215 thousand for extension and construction work on buildings;
- € 41 thousand for other investments for operating activities.

Investments broken down by geographical area are as follows:

- € 11,853 thousand in Italy;
- € 445 thousand in Europe;
- € 2,861 thousand in the Rest of the World.

#### Net working capital

Net working capital is € 22,128 thousand higher than at the end of December 2007, moving from € 81,071 thousand to € 103,199 thousand.

The chart below shows the changes in net working capital in 2008 compared to the previous year:

| €/000                                     | FY 2008  | FY 2007 |
|---|----------|---------|
| Net working capital at 01 January         | 81,071   | 81,785  |
| increase/(decrease) in inventories        | 22,825   | (1,868) |
| increase/(decreases) in trade receivables | 9,858    | 434     |
| (increase)/decreases in trade payables    | (11,772) | (548)   |
| other changes                             | 1,217    | 1,268   |
| Net working capital at 31 December        | 103,199  | 81,071  |

The increase in net working capital in 2008 is mainly attributable to the new scope of consolidation and to the increase in stocks resulting from the downturn in the world economy in the last quarter.

#### **Equity**

Total equity amounts to €99,407 thousand compared with €91,439 thousand at 31st December 2007. Earnings per share for the year are €0.543, up from €0.550 last year.

#### **Net financial position**

| €/000   | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Cash and banks                                  | 4,306      | 6,036      |
| Securities and derivative financial instruments | 317        | 91         |
| Other financial assets                          | 24         | 4          |
| Financial liabilities                           | (39,586)   | (23,840)   |
| Derivative financial instruments                | (139)      | (189)      |
| Short-term net debt                             | (35,078)   | (17,898)   |
| Financial liabilities                           | (26,728)   | (13,144)   |
| Long-term net debt                              | (26,728)   | (13,144)   |
| Cash and banks                                  | 4,306      | 6,036      |
| Securities and derivative financial instruments | 317        | 91         |
| Other financial assets                          | 24         | 4          |
| Financial liabilities                           | (66,314)   | (36,984)   |
| Derivative financial instruments                | (139)      | (189)      |
| Total net debt                                  | (61,806)   | (31,042)   |

Net debt increased from  $\in$  31,042 thousand at 31 December 2007 to  $\in$  61,806 thousand at 31 December 2008. The change has been caused by increased working capital requirements, the new scope of consolidation and by the significant investments made in the year.

Free cash flow from operations in 2008 was €21,610 thousand after tax, compared with €20,766 thousand last year.

Besides the capital portions of loan repayments, long-term financial payables include finance lease instalments falling due after more than 12 months.

Short-term financial payables mainly consist of:

- overdrafts;
- loan repayments falling due by 31st December 2009;
- amounts due to other providers of finance falling due by 31st December 2009.

The net financial position does not contain any balances with related parties either at 31st December 2007 or at 31st December 2008.

#### 10. Performance of subsidiaries

The figures reported are taken from the financial statements of subsidiaries drawn up in accordance with international IAS/IFRS standards.

#### Emak S.p.A.

The table below summarises the Parent company's key economic indicators:

| €/000               | FY 2007 | %   | FY 2006 | %   | Change |
|---------------------|---------|-----|---------|-----|--------|
| Net sales           | 187,465 | 100 | 157,996 | 100 | 187%   |
| EBITDA              | 17,959  | 96  | 17,852  | 113 | 6%     |
| EBIT                | 14,382  | 77  | 14,742  | 93  | -24%   |
| Profit before taxes | 12,904  | 69  | 15,307  | 97  | -157%  |
| Net profit          | 8,384   | 45  | 9,813   | 62  | -146%  |

The profitability of the Parent company has been significantly affected by factors relating to the absorption of Bertolini S.p.A., which has led, in the short-term, to a more than proportionate increase in structure costs, increased amortisation and depreciation charges, greater personnel costs and one-off costs associated with the reorganisation of all the company's principle processes.

The increase in the net negative financial position, in interest payable and the fall in dividends collected from subsidiary companies have led to a deterioration in the net financial result compared to the previous year.

The company's balance sheet and financial position at 31st December 2008 are summarized as follows:

| €/000                      | 31.12.2008 | 31.12.2007 |
|----------------------------|------------|------------|
| Net non-current assets     | 41,047     | 27,301     |
| Net working capital        | 74,326     | 59,946     |
| Total net capital employed | 115,372    | 87,247     |
| Equity                     | 79,702     | 77,790     |
| Net cash (debt)            | (35,670)   | (9,457)    |

The increase in the net negative financial position is due to acquisitions made in the year, to the consequent increase in net working capital and to the significant investments made.

With regards to the reconciliation between the income statement and balance sheet of the Parent company and those of the Group, reference should be made to note 40 of the consolidated financial statements.

#### **Emak France SAS**

The company made a profit of €434 thousand, against €950 thousand in 2007. Turnover was €36,400 thousand, against €38,374 thousand in 2007, a decrease of 5.1%.

The result has been affected by the slowdown in sales in the latter part of the year, which has not permitted an immediate review and reduction of structural costs.

The company distributes Emak products in France.

#### Jiangmen Emak Outdoor Power Equipment Co. Ltd.

The company made a profit of  $\in$ 3,732 thousand, against  $\in$ 3,040 thousand in 2007. Turnover was  $\in$ 43,868 thousand, against  $\in$ 28,598 thousand in 2007. The increase is attributable to the achievement of greater production volumes.

From 2008 the company is liable to pay tax on income at a rate of 12.5%, while it was not subject to tax in previous years (benefiting from a "tax holiday").

#### Victus-Emak Sp. z o.o.

The company made a profit of €2,765 thousand, against €2,052 thousand in 2007. Turnover was €25,453 thousand, against €23,635 thousand in 2007, an increase of 7.7%.

The result has been boosted by a mix of sales in more remunerative distribution channels and by the revaluation of the local currency against the Euro.

The company distributes Emak products in the Polish market.

#### Comag S.r.l.

The company made a loss of  $\in$ 102 thousand, against a profit of  $\in$ 436 thousand in 2007. Turnover was  $\in$ 17,210 thousand, against  $\in$ 18,459 thousand in 2007. The fall in turnover was caused by a decrease in production volumes. Profit was adversely affected by an increase in the cost of raw materials, by an increase in structural costs and by increased depreciation charges associated with implemented investment plans.

Further to the investment plan implemented with relation to Law 488/92, revenues from capital grants were capitalised in 2008 to the amount of €279 thousand.

#### **Emak Deutschland GmbH**

The company made a loss of €148 thousand, against a loss of €178 thousand in 2007. Turnover was €10,393 thousand, against €10,642 thousand in 2007, a decrease of 2.3%.

The result for 2008 was adversely affected by the trend in demand for certain product families, preventing the effective application of previous years' investments. In addition an adjustment in the calculation of deferred taxes receivable with relation to past losses had a negative effect of around € 100 thousand.

The company distributes Emak products in Germany.

#### **Emak Suministros España SA**

The company made a net profit of €440 thousand, against €631 thousand in 2007. Turnover was €7,602 thousand, compared to €8,943 thousand in 2007, a decrease of 15%.

The results were influenced by the notably negative trend in the Iberian economy. These unfavourable conditions have offset any benefits deriving from the reorganisation of the company carried out at the end of 2007.

The company distributes Emak products in Spain

#### **Emak U.K. LTD**

The company made a loss of €110 thousand, against a profit of €64 thousand in 2007. Turnover was €4,557 thousand, a decreases of 25.8% compared to the turnover of €6,140 thousand in 2007.

The company's performance has been affected by the unfavourable economic situation in the U.K. and the fall in value of British Sterling against the Euro.

The company distributes Emak products in Great Britain.

#### **Emak Benelux N.V.**

Emak Benelux N.V. made a loss of  $\in$ 19 thousand, against a profit of  $\in$ 46 thousand in 2007. Turnover was  $\in$ 2,675 thousand, a fall of 12.2% from the 2007 turnover of  $\in$ 3,046.

The company's performance has suffered from a significant decrease in internal demand (Belgium), as well as a fall in sales in Holland.

The company distributes Emak products in the Belgian and Dutch markets.

#### **Emak USA Inc.**

The company made a profit of €11 thousand, against a loss of €247 thousand in the previous financial year.

Turnover was €3,158 thousand, compared to €1,500 thousand in 2007.

The positive result is down to the progressive expansion of the distribution network in the US market.

The company distributes Emak products in the North American market.

#### Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd.

The company closed with a profit of  $\leq$ 439 thousand and with a turnover of  $\leq$  2,060 thousand (these figures refer to the second half-year of 2008, the period in which the company formed part of the Group).

The company was acquired in July 2008. Details about the acquisition and on the nature of the operations carried out are described in note 7 of the Notes to the Consolidated Financial Statements.

#### 11. Related party transactions

Please refer to note 38 to the consolidated financial statements and note 36 to the individual financial statements for information about related party transactions.

#### 12. Buy-back of Emak S.p.A. shares

In accordance with the related authorization by shareholders, Emak S.p.A. has purchased treasury shares on the market for the purpose of improving the stock's liquidity.

Emak S.p.A. held 277,413 treasury shares at 31st December 2007, worth €1,516 thousand. During the 2008 Emak S.p.A. purchased 104,750 treasury shares worth €463 thousand. As a result at 31 December 2008 the company held in portfolio 382,163 treasury shares, worth €1,979 thousand.

During the months of January and February 2008, Emak S.p.A. purchased 1,800 treasury shares, worth €7 thousand, taking its total holding at 28th February 2009 to 383,963 such shares, worth a total of €1,986 thousand.

#### 13. Corporate governance and other information required by Issuers Regulations

Emak S.p.A. complies with the Self-disciplinary Code, approved by the Committee set up by Borsa Italiana s.p.a. and reviewed by the latter in March 2006. The Code is available to the public at the Italian Stock Exchange's official website under the section "Documents" and subsequently "Publications".

Emak S.p.A. complies with the Self-disciplinary requirements according to the terms and details set out in the special report on corporate governance as per arts. 124-bis of Legislative Decree 58/1998 and 89-bis of the Issuers Regulations approved through Consob resolution no. 11971/1999.

The report is available to the public in the prescribed terms at the company's registered office, at the offices of Borsa Italiana S.p.A. and on the website: www.emak.it under the section "Investor Relations" and subsequently "Documentazione societaria".

\* \* \* \* \* \*

In compliance with article 79 of the Issuers Regulations (CONSOB Resolution 11971 of 14 May 1999 and subsequent amendments thereto), the following table presents the equity interests held in Emak S.p.A. and its subsidiaries by directors, statutory auditors and general managers:

| €/000   | Term E<br>in office | Emoluments of office | Benefits in kind | Bonuses and other incentives | Ot<br>remunera | ther |
|---|---------------------|----------------------|------------------|------------------------------|----------------|------|
| Giacomo Ferretti<br>Chairman and Executive Director           | 01.01.08-31.12.08   | 142                  | -                | 111                          | (a)            | -    |
| Fausto Bellamico<br>General Manager<br>and CEO                | 01.01.08-31.12.08   | 53                   | 3                | 154                          | (a)            | 207  |
| Aimone Burani<br>Deputy Chairman And Executive<br>Director    | 01.01.08-31.12.08   | 25                   | 3                | 88                           | (a)            | 184  |
| Stefano Slanzi<br>Director and Vice G M                       | 28.04.08-31.12.08   | 9                    | 2                | 86                           | (a)            | 208  |
| Carlo Baldi<br>Director                                       | 01.01.08-31.12.08   | 2                    | -                | -                            | (b)            | 41   |
| Andrea Barilli Director                                       | 01.01.08-31.12.08   | 18                   | -                | -                            |                | -    |
| Vilmo Spaggiari Director                                      | 01.01.08-31.12.08   | 2                    | -                | -                            |                | -    |
| Guerrino Zambelli Director                                    | 01.01.08-31.12.08   | 2                    | -                | -                            |                | -    |
| Paola Becchi<br>Director                                      | 01.01.08-31.12.08   | 2                    | -                | -                            |                | -    |
| Ivano Salsapariglia Director                                  | 01.01.08-26.03.08   | 1                    | -                | -                            |                | -    |
| Giuliano Ferrari Director                                     | 01.01.08-31.12.08   | 2                    | -                | -                            |                | -    |
| Luigi Bartoli<br>Director                                     | 01.01.08-31.12.08   | 14                   | 2                | -                            | (a)            | 76   |
| Ivano Accorsi Director  | 01.01.08-31.12.08   | 12                   | -                | -                            |                | -    |
| Gianluigi Basini Director                                     | 01.01.08-31.12.08   | 12                   | -                | -                            |                | -    |
| Marco Montanari<br>Chairman of Board of Statutory<br>Auditors | 01.01.08-31.12.08   | 19                   | -                | -                            |                | -    |
| Claudia Catellani<br>Acting auditor                           | 01.01.08-31.12.08   | 12                   | -                | -                            | (b)            | 14   |
| Martino Masini<br>Acting auditor                              | 01.01.08-31.12.08   | 12                   | -                | -                            |                | -    |

a) Remuneration as company employee and provision of related employee termination indemnity, emoluments for other offices held in subsidiaries and other remuneration.

<sup>(</sup>b) Includes consulting fees.

In compliance with article 79 of the Issuers Regulations (CONSOB Resolution 11971 of 14 May 1999 and subsequent amendments thereto), the following table presents the equity interests held in Emak S.p.A. and its subsidiaries by directors, statutory auditors and general managers:

| Full name                     | Shares held in | No. Shares<br>held on 01.01.2008 | No. Shares purchased | No. Shares | No. Shares held<br>in 31.12.2008 |
|-------------------------------|----------------|----------------------------------|----------------------|------------|----------------------------------|
| Directors                     |                |                                  |                      |            |                                  |
| Giacomo Ferretti              | Emak S.p.A.    | 10,000                           | 20,499               | -          | 30,499                           |
| Aimone Burani                 | Emak S.p.A.    | 5,000                            | -                    | -          | 5,000                            |
| Fausto Bellamico              | Emak S.p.A.    | 10,000                           | -                    | -          | 10,000                           |
| Ivano Accorsi                 | Emak S.p.A.    | 2,000                            | -                    | -          | 2,000                            |
| Andrea Barilli                | Emak S.p.A.    | 1,000                            | -                    | -          | 1,000                            |
| <b>Board of Statutory Aud</b> | ditors         |                                  |                      |            |                                  |
| Martino Masini                | Emak S.p.A.    | 17,000                           | -                    | -          | 17,000                           |

#### 14. Outstanding disputes

There are no outstanding disputes other than those discussed in note 35 to the consolidated financial statements, to which the reader should refer.

#### 15. Other information

We declare to have checked and revised the company's Security Plan on 10th March 2009 in compliance with Appendix B to Decree 196/2003.

In accordance with the provisions of arts. 36 and 39 of Market Regulations,- Consob Resolution n° 16191-Emak S.p.A. makes it known that it currently holds a controlling interest in two companies of a significant size, incorporated and regulated by the laws of a state which is not a member of the European Union, both regulated by legislation in force in the People's Republic of China:

- Jiangmen Emak Outdoor Power Equipment Co. Ltd;
- Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd.

With regards to both companies, Emak S.p.A. complies with the aforementioned legislative provisions.

#### 16. Business outlook, principle risks and elements of uncertainty.

The strong and persistent fall in world demand has also affected the sector in which Emak operates. Taking account of the uncertain and evolving macro-economic situation, it is reasonable to predict a fall in sales of between 6% and 8% compared to 2008.

In order to avoid compromising the company's economic, balance sheet and financial stability, the Group has taken actions aimed at controlling structural costs, the rationalisation of investments and the reorganisation of processes, including the setting up of an income support fund.

In the medium-term, however the company's development strategies based on product innovation, business development and growth (organically and through acquisitions) shall be maintained.

The general economic situation, the level of inventories held within the distribution network, weather conditions, the price of raw materials and the general competitive situation are all external factors which may affect the achievement of our objectives

The trend in the fall of turnover already experienced in the fourth quarter of 2008 has continued in the early months of 2009.

For an analysis of the impact of risks of a financial nature reference should be made to the appropriate paragraphs in the notes to the consolidated accounts.

#### 17. Subsequent events

There are no significant subsequent events.

#### 18. Proposed allocation of net profit for the year

Shareholders,

We are submitting for your approval the financial statements for the year ended 31st December 2008, which report a net profit of €8,383,851.

The Board of Directors is proposing that a dividend of €0.150 be distributed to every outstanding share.

We therefore invite you to adopt the following resolution:

«The AGM of Shareholders of Emak S.p.A.

#### resolves

- a. to approve the financial statements for the year ended 31st December 2008 reporting a net profit of €8,383,851;
- b. to allocate the net profit of €8,383,851 as follows:
- to the shareholders, a dividend of €0.150 for each of the outstanding shares, gross of legally required withholdings, but not for the treasury shares held by the company itself, with the shares going ex-div on 1st June 2009 and the dividend paid on 4th June 2009;
- the remainder to retained earnings, since the legal reserve has reached the maximum limit required by law.»

Bagnolo in Piano (RE), 16 March 2009

On behalf of the Board of Difectors
The Chairman - Giacomo Ferretti



# EMAK GROUP CONSOLIDATED FINANCIAL STATEMENTS AT 31 DECEMBER 2008



# Emak Group Consolidated financial statements at 31 December 2008

#### **Consolidated financial statements**

#### **Consolidated income statement**

| €/000  | Notes | Year 2008 | Year 2007 |
|--|-------|-----------|-----------|
| Sales  | 10    | 243,449   | 217,834   |
| Other operating incomes                          | 10    | 2,391     | 2,104     |
| Change in inventories                            |       | 13,169    | (1,474)   |
| Raw and consumable materials and goods           | 11    | (151,434) | (126,500) |
| Salaries and employee benefits                   | 12    | (34,001)  | (27,671)  |
| Other operating costs                            | 13    | (41,917)  | (34,301)  |
| Amortization, depreciation and impairment losses | 14    | (6,744)   | (5,520)   |
| Ebit   |       | 24,913    | 24,472    |
| Financial income                                 | 15    | 588       | 591       |
| Financial expenses                               | 15    | (3,941)   | (2,634)   |
| Exchange gains and losses                        | 15    | (655)     | 186       |
| EBT  |       | 20,905    | 22,615    |
| Income taxes                                     | 16    | (6,039)   | (7,369)   |
| Net profit                                       |       | 14,866    | 15,246    |
| (Profit)/loss attributable to minority interests |       | (44)      | (65)      |
| Net profit attributable to the group             |       | 14,822    | 15,181    |
| Basic earnings per share                         | 17    | 0.543     | 0.550     |
| Diluted earnings per share                       | 17    | 0.543     | 0.550     |

#### **Consolidated balance sheet**

#### **ASSETS**

| €/000                               | Notes | 31.12.2008         | 31.12.2007         |
|-------------------------------------|-------|--------------------|--------------------|
| Non-current assets                  |       |                    |                    |
| Property, plant and equipment       | 18    | 50,991             | 38,689             |
| Intangible assets                   | 20    | 3,318              | 2,795              |
| Goodwill                            | 21    | 10,101             | 6,773              |
| Investment property                 | 19    | 136                | 174                |
| Equity investments                  | 22    | 224                | 224                |
| Deferred tax assets                 | 30    | 3,320              | 2,845              |
| Other receivables                   | 24    | 852                | 854                |
| Total                               |       | 68,942             | 52,354             |
| Current assets                      |       |                    |                    |
| Inventories                         | 25    | 89,258             | 66,434             |
| Trade and other receivables         | 24    | 72,897             | 63,373             |
| Current tax assets                  | 30    | 3,440              | 3,071              |
| Other financial assets              |       | 24                 | 4                  |
| Derivative financial instruments    | 23    | 317                | 86                 |
| Marketable securities at fair value |       | -                  | 5                  |
| Cash and cash equivalents           | 26    | 4,306              | 6,036              |
| Total TOTAL ASSETS                  |       | 170,242<br>239,184 | 139,009<br>191,363 |

#### **EQUITY AND LIABILITIES**

| €/000                               | 31.12.2008 | 31.12.2007 |
|-------------------------------------|------------|------------|
| Capital and reserves                |            |            |
| Share capital                       | 7,190      | 7,190      |
| Share premium                       | 21,047     | 21,047     |
| Treasury shares                     | (1,979)    | (1,516)    |
| Other reserves                      | 30,054     | 30,397     |
| Retained earnings                   | 42,569     | 33,806     |
| Total Group 27                      | 98,881     | 90,924     |
| Minority interests                  | 526        | 515        |
| Total equity                        | 99,407     | 91,439     |
|                                     |            |            |
| Non-current liabilities             |            |            |
| Loans and borrowings 29             | 26,728     | 13,144     |
| Deferred tax liabilities 30         | 3,044      | 3,204      |
| Post-employment benefits 31         | 5,017      | 4,562      |
| Provisions 32                       | 638        | 582        |
| Other non-current liabilities 33    | 2,228      | 2,596      |
| Total                               | 37,655     | 24,088     |
|                                     |            |            |
| Current liabilities                 |            |            |
| Trade and other payables 28         | 59,902     | 49,639     |
| Current tax liabilities 30          | 2,167      | 1,788      |
| Loans and borrowings 29             | 39,586     | 23,840     |
| Derivative financial instruments 23 | 139        | 189        |
| Provisions 32                       | 328        | 380        |
| Total                               | 102,122    | 75,836     |
| TOTAL EQUITY AND LIABILITIES        | 239,184    | 191,363    |

# STATEMENT OF CHANGES IN CONSOLIDATED EQUITY AT 31.12.2007 AND AT 31.12.2008

|                               |                  |                  |                        | ОТ               | HER RESERVES           |  |
|-------------------------------|------------------|------------------|------------------------|------------------|------------------------|--|
| €/000                         | SHARE<br>CAPITAL | SHARE<br>PREMIUM | REVALUATION<br>RESERVE | LEGAL<br>RESERVE | REVALUATION<br>RESERVE |  |
| Balance at 31.12.2006         | 7,190            | 21,047           | (527)                  | 1,438            | 1,138                  |  |
| Change in translation reserve |                  |                  |                        |                  |                        |  |
| Change in treasury shares     | <b>3</b>         |                  | (989)                  |                  |                        |  |
| Payment of dividends          |                  |                  |                        |                  |                        |  |
| Other changes                 |                  |                  |                        |                  |                        |  |
| Net profit for 2006           |                  |                  |                        |                  |                        |  |
|                               |                  |                  |                        |                  |                        |  |
| Balance at 31.12.2007         | 7,190            | 21,047           | (1,516)                | 1,438            | 1,138                  |  |
| Change in translation reserve |                  |                  |                        |                  |                        |  |
| Change in treasury shares     | 3                |                  | (463)                  |                  |                        |  |
| Payment of dividends          |                  |                  |                        |                  |                        |  |
| Other changes                 |                  |                  |                        |                  |                        |  |
| Net profit for 2007           |                  |                  |                        |                  |                        |  |
|                               |                  |                  |                        |                  |                        |  |
| Balance at 31.12.2008         | 7,190            | 21,047           | (1,979)                | 1,438            | 1,138                  |  |

| OTHER RESERVES                          |                   | RETAINED             | RETAINED EARNINGS               |   |   |         |
|---|-------------------|----------------------|---------------------------------|---|---|---------|
| CUMULATIVE<br>TRANSLATION<br>ADJUSTMENT | OTHER<br>RESERVES | RETAINED<br>EARNINGS | NET PROFIT<br>FOR THE<br>PERIOD | TOTAL<br>GROUP                          | EQUITY ATTRIBU-<br>TABLE TO MINO-<br>RITY INTERESTS | TOTAL   |
| 36                                      | 27,611            | 12,221               | 11,239                          | 81,393                                  | 483   | 81,876  |
|   | ,-                | ,                    | ,                               | , |   | , ,     |
| 174                                     |                   |                      |                                 | 174                                     |   | 174     |
|   |                   | 40                   |                                 | (949)                                   |   | (949)   |
|   |                   | 6,400                | (11,239)                        | (4,839)                                 | (42)  | (4,881) |
|   |                   | (36)                 |                                 | (36)                                    | 9   | (27)    |
|   |                   |                      | 15,181                          | 15,181                                  | 65  | 15,246  |
|   |                   |                      |                                 |   |   |         |
| 210                                     | 27,611            | 18,625               | 15,181                          | 90,924                                  | 515   | 91,439  |
|   |                   |                      |                                 |   |   |         |
| (343)                                   |                   |                      |                                 | (343)                                   |   | (343)   |
|   |                   |                      |                                 | (463)                                   |   | (463)   |
|   |                   | 9,173                | (15,181)                        | (6,008)                                 | (44)  | (6,052) |
|   |                   | (51)                 |                                 | (51)                                    | 11  | (40)    |
|   |                   |                      | 14,822                          | 14,822                                  | 44  | 14,866  |
|   |                   |                      |                                 |   |   |         |
| (133)                                   | 27,611            | 27,747               | 14,822                          | 98,881                                  | 526   | 99,407  |
|   |                   |                      |                                 |   |   |         |

#### **Consolidated Cash Flow Statement**

| €/000   | Notes    | 2008  | 2007                               |
|---|----------|---|------------------------------------|
| Cash flow from operations   |          |   |                                    |
| Net profit for period   |          | 14,866  | 15,246                             |
| Amortization, depreciation and impairment losses  | 14       | 6,744   | 5,520                              |
| (Capital gains)/losses on disposal of property, plant and equipment   |          | (670)   | (536)                              |
| Decreases/(increases) in trade and other receivables  Decreases/(increases) in inventories  |          | (1,086)<br>(13,298)   | (5,807)<br>1,868                   |
| (Decreases)/increases in trade and other payables   |          | 1,910   | 5,158                              |
| Change in post-employment benefits  | 31       | (194)   | (1,234)                            |
| Decreases/increases in provision for liabilities  | 32       | (75)  | 110                                |
| Decreases/increases in derivate financial instruments   |          | (281)   | (126)                              |
| Net cash generated by operations  |          | 7,916   | 20,199                             |
| Net cash generated by operations  |          | 7,910   | 20,199                             |
| Cash flow from investment activities  |          |   |                                    |
| Increases in property, plant and equipment and intangible assets  |          | (15,264)  | (8,625)                            |
| (Increases) and decreases in financial assets   |          | (16)  | 5                                  |
| Proceeds from disposal of property, plant and equipment   |          | 702   | 805                                |
| Bertolini merger (1)  | <u>7</u> | (2,550)   | 0                                  |
| Tailong acquisition (2)   | 7        | (23,661)  | (7,815)                            |
| Net cash absorbed by investment activities  |          | (23,661)  | (7,815)                            |
| not oddin aboorbod by invocations activities  |          | (20,001)  | (1,010)                            |
| Cash flow from financial activities   |          |   |                                    |
| Change in equity  |          | (502)   | (976)                              |
| Change in short and long-term loans and borrowings  |          | 10,291  | 4,227                              |
| Change in finance leases  |          | (465)   | (524)                              |
| Dividends paid  |          | (6,052)   | (4,881)                            |
| Change in translation reserve   |          | (343)   | 174                                |
| Net cash absorbed by financial activities   |          | 2,929   | (1,980)                            |
| NET INCREASE IN CASH AND CASH EQUIVALENTS   |          | (12,816)  | 10,404                             |
| OPENING CASH AND CASH EQUIVALENTS   |          | (2.516)   | (12,920)                           |
| CLOSING CASH AND CASH EQUIVALENTS   |          | (2,516)<br>(15,332)   | (12,920)                           |
|   |          | (10,00=)  | (=,0:0)                            |
| ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT   |          |   |                                    |
| €/000   |          | 2008  | 2007                               |
| RECONCILIATION OF CASH AND CASH EQUIVALENTS   |          | 2000  | 2001                               |
| Opening cash and cash equivalents, detailed as follows:   | 26       | (2,516)   | (12,920)                           |
| Cash and cash equivalents   |          | 6,036   | 4,028                              |
| Overdrafts  |          | (8,552)   | (16,948)                           |
|   |          |   |                                    |
| Closing cash and cash equivalents, detailed as follows:   | 26       | (15,332)  | (2,516)                            |
| Cash and cash equivalents   |          | 4,306   | 6,036                              |
| Overdrafts  |          | (19,638)  | (8,552)                            |
| Otherwindswestien   |          |   |                                    |
| Other information:  |          | (5.100)   | (0.401)                            |
| Tax paid Interest income  |          | (5,128)<br>465  | (8,401)<br>355                     |
| Interest paid   |          |   | (1,941)                            |
| Change in related party receivables and service transactions  |          | (3.071)   |                                    |
|   |          | (3,071)   |                                    |
| Change in related party payables and service transactions   |          | 198   | (1,043)                            |
| Change in related party payables and service transactions   |          |   |                                    |
| (1) detail of the effect of the Bertolini merger  |          | 198<br>(2,088)  | (1,043)                            |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities   |          | (2,088)<br>(10,834)   | (1,043)<br>912                     |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities   |          | (10,834)<br>(3,467)   | (1,043)<br>912<br>0<br>0           |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  |          | (10,834)<br>(3,467)<br>7,768  | (1,043)<br>912<br>0<br>0<br>0      |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities   |          | (10,834)<br>(3,467)   | (1,043)<br>912<br>0<br>0           |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  (1) Total effect of the merge   |          | (10,834)<br>(3,467)<br>7,768  | (1,043)<br>912<br>0<br>0<br>0      |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  (1) Total effect of the merge  (2) detail of the effect of the Tailong acquisition  |          | (10,834)<br>(3,467)<br>7,768<br>(6,533)                                     | (1,043)<br>912<br>0<br>0<br>0      |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  (1) Total effect of the merge  (2) detail of the effect of the Tailong acquisition movements attributable to operating activities   |          | (10,834)<br>(3,467)<br>7,768<br>(6,533)                                     | (1,043)<br>912<br>0<br>0<br>0      |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  (1) Total effect of the merge  (2) detail of the effect of the Tailong acquisition movements attributable to operating activities movements attributable to investment activities |          | 198<br>(2,088)<br>(10,834)<br>(3,467)<br>7,768<br>(6,533)<br>963<br>(4,164) | (1,043)<br>912<br>0<br>0<br>0<br>0 |
| (1) detail of the effect of the Bertolini merger movements attributable to operating activities movements attributable to investment activities movements attributable to financial activities  (1) Total effect of the merge  (2) detail of the effect of the Tailong acquisition movements attributable to operating activities   |          | (10,834)<br>(3,467)<br>7,768<br>(6,533)                                     | (1,043)<br>912<br>0<br>0<br>0      |

#### Explanatory notes to the consolidated financial statements of Emak Group

#### Notes to the consolidated financial statements - Contents

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#### 1. General information

The Board of Directors approved the consolidated financial statements of Emak S.p.A. for the year ended 31 December 2008 on 16 March 2008 and authorized their immediate publication in a press release of the same date.

The Emak Group is one of Europe's leading producers of gardening, forestry and small-scale agricultural machinery, such as chainsaws, brushcutters, lawnmowers, trimmers and a vast assortment of accessories.

The parent company is a public limited company, whose shares are listed on the Italian stock exchange. Its registered office is in Via Fermi 4, Bagnolo in Piano (Reggio Emilia), Italy.

The group has approximately 1,050 employees.

EMAK is controlled by YAMA S.p.A., which holds the majority of its share capital on a permanent basis and, in accordance with the law and with the articles of association, appoints its corporate Bodies. EMAK S.p.A.'s Board of Directors, however, makes its own strategic decisions and operates autonomously.

EMAK S.p.A. has set up specific procedures for regulating decisions that place certain Directors in positions of conflict of interest and for the carrying out of related party transactions. The aim in all cases is to protect the company and its assets in the best way possible.

The Yama Group's main business is in the sectors of agricultural and gardening machinery and equipment, engine parts, finance and real estate.

The figures presented in the notes are expressed in thousands of euro, unless otherwise stated.

#### 2. Summary of principal accounting policies

The principal accounting policies used for preparing these consolidated financial statements are discussed below, and unless otherwise indicated, have been uniformly applied to all years presented.

#### 2.1 General methods of preparation

The consolidated financial statements have been prepared in accordance with the IFRS is sued by the International Accounting Standards Board and adopted by the European Union at the date of preparing this report. The term IFRS also refers to all revised international accounting standards (IAS) and all interpretations by the International Financial Reporting Interpretations Committee (IFRIC), previously named the Standing Interpretations Committee (SIC). The consolidated financial statements have been prepared under the historical cost method, except for those financial assets and liabilities (including derivative instruments) measured at fair value.

The group has adopted the following formats for its financial statements as required by IAS 1:

- Balance Sheet: based on the distinction between current and non-current assets and current and non-current liabilities:
- Income Statement: based on a classification of items of income and expense according to their nature;
- Cash flow Statement: based on a presentation of cash flows using the indirect method.

The preparation of financial statements under IFRS requires management to make use of accounting estimates. The matters involving a high degree of judgement or complexity and the areas in which the assumptions and estimates could have a significant impact on the consolidated financial statements are discussed in note 5.

#### 2.2 Methods of consolidation

The consolidated financial statements include the financial statements of Emak S.p.A. and the Italian and foreign companies over which Emak exercises direct or indirect control by governing their financial and operating policies and receiving the related benefits. The subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd. has been consolidated as a wholly-owned subsidiary in view of the commitment to buy back the 49% interest held by Simest S.p.A.. Subsidiaries are consolidated line-by-line from the date that the group obtains control.

The acquisition of subsidiaries is accounted for using the purchase method. The cost of acquisition initially corresponds to the fair value of the assets acquired, the financial instruments issued and the liabilities at the date of acquisition, as increased for any directly attributable acquisition costs, and ignoring any minority interests. The excess of the cost of acquisition over the group's share of the fair value of the net assets acquired is recognized as goodwill. If the cost of acquisition is lower, the difference is directly expensed to income (see note 2.7).

Intragroup balances, transactions and unrealized gains are eliminated. Unrealized losses are also eliminated unless the cost of the asset transferred reports an impairment loss. The financial statements of consolidated companies are duly amended, where necessary, to make them consistent with the group's accounting policies.

The scope of consolidation at 31 December 2008 therefore includes the following companies:

| Name                        | Head office               | Share capital | Currency | %<br>consolidated | Held by      | % interest<br>held |
|-----------------------------|---------------------------|---------------|----------|-------------------|--------------|--------------------|
| Emak S.p.A.                 | Bagnolo in Piano - RE (I) | 7,189,910     | €        |                   |              |                    |
| Emak Suministros Espana SA  | Getafe-Madrid (E)         | 270,459       | €        | 90.000            | Emak S.p.A.  | 90.000             |
| Comag S.r.l.                | Pozzilli - IS (I)         | 1,850,000     | €        | 99.442            | Emak S.p.A.  | 99.442             |
| Emak U.K. Ltd               | Lichfield (UK)            | 17,350        | GBP      | 100.000           | Emak S.p.A.  | 100.000            |
| Emak Deutschland Gmbh       | Fellbach-Oeffingen (D)    | 553,218       | €        | 100.000           | Emak S.p.A.  | 100.000            |
| Emak Benelux NV             | Meer (B)                  | 130,000       | €        | 99.999            | Emak S.p.A.  | 99.800             |
|                             |                           |               |          |                   | Comag S.r.l. | 0.200              |
| Emak France SAS             | Rixheim (F)               | 2,000,000     | €        | 100.000           | Emak S.p.A.  | 100.000            |
| Jiangmen Emak Outdoor Power |                           |               |          |                   |              |                    |
| Equipment Co.Ltd (*)        | Jiangmen (RPC)            | 18,171,788    | RMB      | 100.000           | Emak S.p.A.  | 100.000            |
| Victus-Emak Sp. Z o.o.      | Poznan (PL)               | 10,168,000    | PLN      | 100.000           | Emak S.p.A.  | 100.000            |
| Emak USA Inc.               | Wooster-Ohio (USA)        | 50,000        | USD      | 100.000           | Emak S.p.A.  | 100.000            |
| Tai Long (Zhuhai) machinery | _                         |               |          |                   |              |                    |
| Manufacturing Ltd.          | Zhuhai (RPC)              | 16,353,001    | RMB      | 100.000           | Emak S.p.A.  | 100.000            |

<sup>(\*)</sup> The group's interest includes the 49% holding by Simest S.p.A.. Under the contract signed in December 2004 and subsequent additions thereto, the interest held by Simest S.p.A. is the subject of a binding agreement for repurchase by Emak S.p.A. on 30 June 2013.

#### 2.3 Segmental reporting criteria

IFRS 8, replacing IAS 14 and applied by the Group from 1 January 2008, provides for information to be given for certain items in the financial statements on the basis of the operational segments of the company.

An operating segment is a component of a company:

- (a) that carries on business activities generating costs and revenues;
- (b) whose operating results are reviewed on a periodic basis at the highest executive levels for the purpose of taking decisions about resources to be allocated to the sector and for the evaluation of results; and
- (c) for which separate reporting information is available.

IFRS 8 is based on the so-called "management approach", which defines sectors exclusively on the basis of the internal organisational and reporting structure used to assess performance and allocate resources.

#### 2.4 Translation differences

#### (a) Functional currency and presentation currency

Transactions included in the financial statements of each group company are recorded using the currency of the primary economic environment in which the company operates (functional currency). The consolidated financial statements are presented in euro, the functional and presentation currency of the parent company.

#### (b) Transactions and balances

A foreign currency transaction is translated using the rate of exchange at the date of the transaction. Exchange gains and losses arising upon receipt and payment of the foreign currency amounts and upon translation at closing rates of monetary items denominated in a foreign currency are reported in profit or loss for the period. Gains and losses realized on cash flow hedges whose hedged items are still unrealized are deferred in equity.

#### (c) Group companies

The financial statements of all group companies whose functional currency differs to the presentation currency of the consolidated financial statements are translated as follows:

- (i) assets and liabilities are translated at the closing rate on the balance sheet date;
- (ii) income and expenses are translated at the average rate for the period;
- (iii) all translation differences are recognized as a separate reserve under equity ("cumulative translation adjustment").

The exchange rates used to translate these financial statements are as follows:

| Amount of currency corresponding to €1 | 2008 average | 31.12.2008 | 2007 average | 31.12.2007 |
|--|--------------|------------|--------------|------------|
| Pounds sterling (GB)                   | 0.80         | 0.95       | 0.68         | 0.73       |
| Renminbi (China)                       | 10.22        | 9.66       | 10.42        | 10.75      |
| Zloty (Poland)                         | 3.51         | 4.15       | 3.78         | 3.59       |
| Dollars (USA)                          | 1.47         | 1.39       | 1.37         | 1.47       |

#### 2.5 Property, plant and equipment

Land and buildings largely comprise production facilities, warehouses and offices; they are stated at historical cost, plus any revaluations carried out by law in years prior to the first-time adoption of IAS/IFRS, less the accumulated depreciation of the buildings. Other assets are recorded at historical cost, less accumulated depreciation and impairment.

Historical cost includes all the directly attributable costs of purchasing the assets.

Subsequent expenditure is added to the carrying amount of the asset only when it is probable that this expenditure will generate future economic benefits and these costs can be measured reliably. Expenditure on other repairs and maintenance is expensed to income in the period incurred.

Land is not depreciated. Other assets are depreciated on a straight-line basis over their estimated useful lives as follows:

- buildings, 10-33 years
- plant and machinery, 7-10 years;
- other, 4-8 years

The residual value and useful life of assets is reviewed and amended, if necessary, at the end of each year.

If the carrying amount of any asset is higher than the estimated recoverable amount, it is immediately reduced to realizable value

Leases for which the group has substantially all the risks plus the right of redemption are classified as finance leases. The related assets are recognized under property, plant and equipment at the value of the future lease payments.

The principal element of repayments to be made is recorded as financial liabilities. The interest element is charged to the income statement so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Leases for which the lessor retains a significant portion of the risks and rewards incident to ownership are classified as operating leases, whose payments are recognized as an expense in the income statement over the lease term on a straight-line basis.

Government grants obtained for investments in buildings and machinery are treated as deferred income, which is recognized in the income statement over the period required to match these grants with the related costs.

#### 2.6 Intangible assets

#### (a) Development costs

These are intangible assets with a finite life.

The development costs of new products are capitalized only if the following conditions are met:

- the costs can be measured reliably;
- the product's technical feasibility and expected price and market indicate that the costs incurred for development will generate future economic benefits.

Development costs include only that expenditure which can be attributed directly to the development process. Capitalized development costs are amortized over 5 years, commencing from the start of production of the products developed.

All other development costs are expensed to income as incurred.

#### (b) Concessions, licences and trademarks

Trademarks and licences are valued at historical cost. Trademarks and licences have a finite useful life and are stated after deducting accumulated amortization. Amortization is calculated on a straight-line basis so as to spread the asset's cost over its estimated useful life.

#### (c) Other intangible assets

These are intangible assets with a finite life.

An intangible asset is recognized only if (i) it is identifiable, (ii) it is probable that it will generate future economic benefits and (iii) its cost can be measured reliably.

Intangible assets are recognized at purchase cost and amortized on a systematic basis over their estimated useful lives, which cannot exceed 10 years.

#### 2.7 Goodwill

Goodwill relating to the purchase of subsidiaries is classified among the non-current assets and reviewed once a year for impairment. It is carried at cost less accumulated impairment losses.

Goodwill is allocated to the related cash-generating units for the purposes of identifying any impairment losses. Each of these cash-generating units represents the group's investment in each country of operation. The Emak Group considers goodwill to be an asset with an indefinite useful life.

## 2.8 Impairment of assets

Assets with an indefinite life are not amortized or depreciated but are reviewed annually for any impairment. Depreciable assets are reviewed for impairment every time that events or changes in circumstances indicate that their carrying value might not be recoverable. The impairment loss recognized is the amount by which the carrying amount of an asset exceeds its recoverable amount, corresponding to the higher of the asset's net selling price and its value in use. For the purposes of measuring impairment, assets are classified together into the smallest identifiable groups that generate cash inflows (cash-generating units).

## 2.9 Investment property

Property held for long-term capital appreciation and buildings held to earn rentals are measured at cost, less depreciation and any impairment losses

## 2.10 Financial assets and investments

The group classifies financial assets and investments in the following categories: financial assets at fair value (with changes reported through the income statement), loans and receivables, held-to-maturity investments and financial assets held for sale. The classification depends on the purpose for which the investment has been made. The classification is made upon the asset's initial recognition and is reviewed at every balance sheet date.

(a) Marketable financial assets at fair value (with the value of fluctuations posted in the income statement) This category includes securities that have been acquired principally for the purpose of generating a profit from short-term fluctuations in price (or for temporarily investing surplus cash balances). This category is classified in current assets on the basis of the period-end price, with gains and losses recognized directly in the income statement.

Unless they qualify for hedge accounting, derivatives are also classified as held for trading.

## (b) Other financial assets

This balance includes loans given, securities held to maturity and other receivables deriving from financial activities. They are classified as non-current assets except those falling due within 12 months which are reclassified to current assets.

These financial assets feature determinable payments with fixed maturities, and the fact that the group has the intent and ability to hold them to maturity.

These assets are valued using the amortized cost method based on the effective rate of return, with gains recorded directly in the income statement.

## (c) Equity investments

This category includes minority equity interests, which are measured at cost less any impairment.

## (d) Financial assets available-for-sale

Financial assets available-for-sale is a residual category relating to those assets not belonging to the previous three categories. They are reported as non-current assets unless management intends selling them within 12 months of the balance sheet date.

Purchases and sales of these assets are recognized on the transaction date, which is the date on which the group commits to purchase or sell the asset.

Unrealized gains and losses arising on changes in the fair value of non-monetary securities classified as available for sale are recorded in equity. When these instruments are sold or written down, the cumulative fair value adjustments are reversed to income as gains or losses on investments in securities.

All investments in financial assets not recorded at fair value through the income statement are recognized initially at fair value plus the related transaction costs. An investment is eliminated from the accounting records when the right to its cash flows is extinguished or when the group has transferred substantially all the risks and rewards of its ownership to third parties.

The fair value of listed investments is determined with reference to the market price reported at the close of trading on the balance sheet date. In the absence of an active market for a financial asset or if the secu-

rities have been suspended from listing, the group establishes fair value using valuation techniques. These techniques include the use of recent arm's length transactions, reference to the current fair value of another instrument that is substantially the same, discounted cash flow analysis and option pricing models, bearing in mind the issuer's specific characteristics.

The group assesses at each balance sheet date whether there is any objective evidence that a financial asset or group of financial assets may be impaired. If such evidence exists for the available-for-sale assets, the amount of the loss – measured as the difference between the asset's acquisition cost and current fair value less any impairment loss previously recognized in net profit or loss – is removed from equity and reported in the income statement. Impairment losses recognized in the income statement for equity instruments are not recovered through subsequent credits to the income statement.

#### 2.11 Non-current assets held for sale

Assets held for sale are classified in this category when:

- the asset is available for immediate sale;
- the sale is highly probable within one year;
- · management is committed to a plan to sell;
- a reasonable sales price is available;
- the plan for disposal is unlikely to change;
- a buyer is being actively sought.

These assets are measured at the lower of their carrying amount and fair value less costs to sell. Assets reclassified to this category cease to be depreciated.

#### 2.12 Inventories

Inventories are measured at the lower of cost and net realizable value. Cost is determined using the weighted average cost method. The cost of finished products and work in progress includes raw material costs, direct labour costs, general manufacturing costs and other direct and indirect costs incurred in bringing the inventories to their present location and condition. Net realizable value is determined using prevailing selling prices less estimated costs of completion and sale.

## 2.13 Trade receivables

Trade receivables are recognized initially at fair value and subsequently measured at amortized cost, using the effective interest method, less any provisions for impairment.

A provision for the impairment of trade receivables is recognized when there is objective evidence that the group will be unable to collect all the amounts according to the original terms and conditions. The amount of the provision for such loss is charged to the income statement.

## 2.14 Trade payables

Trade and other payables, due under normal commercial terms, are not discounted but are recognized at cost (identified by their face value), representing the expenditure required for their settlement.

## 2.15 Cash and cash equivalents

Cash and cash equivalents include cash on hand, demand deposits with banks and short-term financial investments that are highly liquid and originally mature in three months or under, less bank overdrafts. Bank overdrafts are classified in the balance sheet in short-term loans and borrowings under current liabilities.

## 2.16 Share capital

Ordinary shares are classified under equity.

If a group company purchases shares in the parent company, the consideration paid, including any attributable transaction costs less the related tax, is deducted as treasury shares from the total equity pertaining to the group until such time as these shares are cancelled or sold. Any proceeds from their sale, less directly attributable transaction costs and the related tax, are recognized in equity pertaining to the group.

## 2.17 Financial liabilities

Loans and borrowings are recognized initially at fair value, less the related transaction costs. They are subsequently measured at amortized cost; the difference between the amount received, less transaction costs, and the amount repayable is recognized in the income statement over the term of the loan, using the effective interest method.

Loans and borrowings are classified as current liabilities if the group does not have an unconditional right to defer the extinguishment of the liability to at least 12 months after the balance sheet date.

#### **2.18 Taxes**

The income taxes reported in the income statement include all current and deferred taxes. Income taxes are generally recorded in the income statement and are booked to equity only when they refer to items that have been debited or credited to equity.

Taxes other than income taxes are classified as other operating costs.

Deferred tax assets are recognized on all temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary difference can be utilized.

The same principle applies to the recognition of deferred tax assets on utilizable tax losses.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and possibly reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow the benefit of all or part of the deferred tax asset to be utilized. Any such reductions are reversed if the reasons for them no longer apply. As a general rule, apart from specific exceptions, deferred tax liabilities must always be recognized.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date.

Current tax assets and liabilities are offset only if the company has a legally enforceable right to set off the recognized amounts and if it intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously. Deferred tax assets and liabilities may be offset only if the company is able to offset current tax assets against current tax liabilities and if the deferred taxes refer to income taxes levied by the same taxation authority.

## 2.19 Provision for employee termination indemnities

Employee termination indemnities fall into the category of defined benefit plans for valuation on an actuarial basis (using death rates, expected changes in remuneration etc.) and reflect the present value of the benefit, payable at the end of employment, which employees have matured at the balance sheet date.

The costs relating to the increase in the obligation's present value, arising as the time of payment approaches, are recorded as financial expenses. All other costs relating to the provision are reported as payroll costs in the income statement. Actuarial gains and losses are recognized in the period in which they occur.

## 2.20 Provisions for liabilities and charges

Provisions for liabilities and charges are recognized when (i) the group has a legal or constructive obligation as a result of past events, (ii) it is probable that a payment will be required to settle the obligation and (iii) a reliable estimate can be made of the related amount.

## 2.21 Revenues

Revenues are reported net of discounts, rebates, returns and allowances and are recognized as follows:

#### (a) Sale of goods

Sales of goods are recognized when a group company has delivered the goods to the customer, the customer has accepted the products and the associated receivable is reasonably certain to be collected.

## (b) Sale of services

Sales of services are recognized in the period in which the service is rendered with reference to the stage of completion of the specific transaction, measured on the basis of the services performed to date as a percentage of total services to be performed.

## 2.22 Government grants

Government grants are recognized at fair value when there is reasonable assurance that the grants will be received and all the conditions attaching to them have been satisfied.

Government grants related to costs (eg. operating grants) are recognized as revenue on a systematic basis over a number of years so as to match the costs that the grant is intended to offset.

Government grants related to assets (eg. capital grants) are recorded in non-current liabilities and gradually released to income on a systematic basis over the useful life of the asset concerned.

## 2.23 Financial income and expenses

Financial income and expenses are recognized on an accrual basis using the effective interest rate and include exchange gains and losses and gains and losses on derivatives charged to the income statement.

## 2.24 Payment of dividends

Dividends on the parent company's ordinary shares are reported as liabilities in the financial statements in the year in which the shareholders approve their distribution.

## 2.25 Earnings per share

Basic earnings per share are calculated by dividing the group's net profit by the weighted average number of shares outstanding during the period, excluding treasury shares.

Emak S.p.A. does not have any potential ordinary shares.

#### 2.26 Cash flow statement

The cash flow statement has been prepared using the indirect method.

Cash and cash equivalents included in the cash flow statement comprise the cash-related balances at the reporting date. Cash flows in foreign currency have been translated at the average rate for the period. Interest income and expense, dividends received and income taxes are included in cash flow generated by operations.

## 2.27 New accounting standards

It should be noted that the IASB and IFRIC have approved a number of changes to IAS/IFRS's, applicable for the first time from 1 January 2008. The main changes refer to:

- IAS 39 "Financial instruments: recognition and measurement" and IFRS 7 "Financial instruments: disclosures": the changes permit the reclassification of certain financial assets previously included in the "fair-value-through-profit-or-loss" category as "investments held until maturity". The changes also permit the reclassification of "available-for-sale" and "fair-value-through-profit-or-loss" financial assets to the "financing and credits" category if the company has the intention and the ability to hold such instruments for a determined future period. The amendment is applicable from 1 July 2008. Its adoption, however, has no effect on the financial statements, since the Group has not made any of the permitted reclassifications.
- IFRIC 11, "IFRS 2 Group and treasury share transactions": the standard regulates the application of IFRS 2 "Share-based payment" to certain types of procedures that involve several companies in the same group. This standard is currently not applicable to the Group.
- IFRIC 12 "Service Concession Arrangements": the standard, not yet approved by the European Union, is intended for operators in the private sector involved in the supply of services typical of the public sector (e.g. road, airports, electricity and water supplies by virtue of a license agreement) and is not applicable to the Group.
- IFRIC 13 "Customer Loyalty Programmes": this standard defines the accounting treatment that must be adopted by entities that grant their clientele prizes associated with loyalty programmes relating to the acquisition of goods or services, and establishes that the fair value of obligations associated with the granting of such prizes must be deducted from sales revenues and deferred until the obligation towards the client expires. This standard is currently not applicable to the Group.
- IFRIC 14 "IAS 19 Limits on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction". This interpretation provides guidelines on how to value these limits and clarifies the impact on assets and liabilities with regards to defined benefits deriving from the existence of minimum funding requirements of a contractual or legislative nature. The standard is not currently applicable to the Group.

The Group adopted the IFRS 8 standard in advance during 2008. The standard relates to information about operating segments, introduced through EC regulation no. 1358/2007. For more information reference should be made to heading 2.3.

Besides what is set out above, the following changes to standards and interpretations have been issued but are not applicable for the 2008 financial year and for which the Group has not opted for advanced adoption.

- IAS 23 "Borrowing Costs": changes that eliminate the option that permits charging borrowing costs directly attributable to the acquisition, construction or production of an asset directly to the income statement and imposes their capitalisation as part of the cost of the asset. These changes will be applicable from 1 January 2009. The future application of these changes to the standard is not expected to have any impact on the financial statements.

- IAS 1 "Presentation of Financial Statements": IAS 1 has been subject to a slight revision that will lead to a change in the name of certain schedules making up the financial statements as well as the introduction of a new schedule ("statement of changes in equity"). These changes will take effect from 1 January 2009.
- IFRS 2 "Share-based payment: vesting conditions and cancellations". The changes take effect from 1 January 2009. The standard, which clarifies vesting conditions and the cancellation of share-based payments, is not, however applicable to the Group.
- IFRS 3 "Business Combinations" and IAS 27 "Consolidated and Separate Financial Statements": the main changes made to IFRS 3 regard in particular the elimination of the obligation to value single assets and liabilities of the subsidiary at fair value in every subsequent acquisition, in the event of business combinations achieved in stages. Goodwill in these cases will be measured as the difference at acquisition date between the fair value of any investment in the business held immediately before acquisition, the consideration transferred and the net assets acquired. In addition, in the event that the company does not acquire 100% of the shareholding, the net equity of minority interests may be valued either at fair value or using the method previously provided for by IFRS 3. The revised version of the standard also provides for acquisition costs to be recognised as expenses and disclosure of the contingent consideration arrangements at the acquisition date. In the revision of IAS 27, on the other hand, the IASB has established that changes in a parent's ownership interest in a subsidiary that do not result in the loss of control are accounted for as equity transactions and therefore give rise to a corresponding entry in equity. Furthermore, it is established that when a company transfers control in a subsidiary but continues, however, to hold a stake in the company, it must value the retained shareholding in the financial accounts at fair value and allocate any profits or losses deriving from the loss of control to the income statement. Finally, the revised IAS 27 requires that all losses attributable to minority shareholders are allocated to the net equity attributable to minority interests, also when the latter exceed their shareholding in the subsidiary. The changes, not yet approved by the European Union, have no current significant impact on the Group.
- IAS 32 "Financial Instruments: Disclosure and Presentation" and IAS 1 "Presentation of Financial Statements": The changes regard puttable financial instruments and obligations arising on liquidation. These changes, applicable from 1 January 2009, have no current significant impact on the Group.
- IAS 27 "Consolidated and Separate Financial Statements" The cost of shareholdings in subsidiary companies, in jointly-controlled entities and in associated companies: the definition of "cost method" has been eliminated from IAS 27 and as a consequence investors are required to treat all dividends of a subsidiary, of a jointly-controlled entity or of an associated company as entries in the separate financial statements, even if the dividends are paid as reserves movements before the acquisition. These changes, applicable from 1 January 2009, have no current significant impact on the Group
- IAS 39 "Financial Instruments: recognition and measurement": the revised version, effective from 1 January 2009, clarifies the application of the standard for the definition of hedged items in certain situations.
   The Group has not opted for the application of the amendment in advance, which in any case should not have any significant impacts on the valuation of financial instruments.
- IFRIC 15 "Agreements for the Construction of Real Estate: the standard, effective from 1 January 2009, is not applicable to the Group.
- IFRIC 16 "Hedges of a Net Investment in a Foreign Operation": the interpretation has eliminated the possibility of applying hedge accounting for operations to hedge exchange rate differences between the currency of the foreign subsidiary and the currency adopted for consolidated accounts. The interpretation also clarifies that in the case of disposal of a net investment in a foreign currency, for the purpose of establishing the amount that must be transferred to the income statement from the translation reserve, reference must be made to the provisions of IAS 39 "Financial Instruments: recognition and measurement" for the part relating to the hedging instrument and to IAS 21 "The Effects of Changes in Foreign Exchange Rates" for the part relating to the hedged instrument. The interpretation, applicable from 1 January 2009, is not currently significant for the Group.

## 3. Capital management

The group's objectives for managing capital are:

- to safeguard the ability to continue operating as a going concern and
- to provide an adequate return for shareholders.

The group manages capital structure in proportion to the risk. In order to maintain or adjust its capital structure, the group may vary the amount of dividends paid to shareholders and the return on capital to shareholders, and it may issue new shares, or sell assets to reduce the level of debt.

During recent years the group's dividend policy has been to pay out around 40% of net profit attributable to the group reported in the consolidated financial statements.

The group monitors its capital on the basis of the ratio between net financial position and equity. As in past years, the group's strategy in 2008 has been to maintain the debt-equity ratio at no more than 1, in order to ensure access to low-cost finance by keeping its credit rating at a maximum level.

The debt-equity ratios at 31 December 2008 and 31 December 2007 were as follows:

|                                 | 31 Dec. 08 | 31 Dec. 07 |
|---------------------------------|------------|------------|
|                                 | €/1,000    | €/1,000    |
| Net financial position (note 9) | 61,806     | 31,042     |
| Total equity                    | 99,407     | 91,439     |
| Debt-equity ratio               | 0.62       | 0.34       |

The increase in value during 2008 was due to higher investments, the change in the scope of consolidation and the increase in net working capital.

## 4. Financial risk management

## 4.1 Financial risk factors

The group's business is exposed to a number of different financial risks: market risk (including currency risk, fair value risk and price risk), credit risk, liquidity risk and interest rate risk. The group's policies for managing and controlling financial risks focus on the unpredictability of financial markets and seek to minimize the potentially negative effects on the consolidated results. The group uses derivative financial instruments to hedge certain risks. Hedging of the group's financial risks is managed by a head office function working in close collaboration with the individual operating units.

## (a) Market risk

## (i) Interest rate risk

Since the group does not have significant interest-bearing assets, operating profits and cash flows are largely unaffected by changes in market interest rates. The group's interest rate risk relates to its long-term loans and borrowings. Variable rate loans expose the group to the cash flow risk associated with interest rates. Fixed rate loans expose the group to the fair value risk associated with interest rates.

The group's policy is based on constantly monitoring its level and structure of debt and on the trend in interest rates and macroeconomic variables that might directly influence them, with the goal of optimizing the cost of money. At 31 December 2008, financings with banking institutions and financial leasing companies are at variable rates. During the year the company has set up hedging operations aimed at limiting the effects of interest rate fluctuations.

## (ii) Currency risk

The group conducts its business internationally and is exposed to exchange risk associated with the currencies used, chiefly US dollars, yen, pounds sterling, Chinese renminbi and Polish zloty. Currency risk derives from future commercial transactions, from recognized assets and liabilities and net investments in foreign enterprises.

Group companies mostly use forward contracts to hedge currency risk arising from future commercial transactions and recognized assets and liabilities.

## (iii) Price risk

The group is exposed to fluctuations in the price of raw materials. This exposure is mostly towards suppliers of parts since their price is generally tied by contract to the trend in market prices for raw materials. The group usually enters into medium-term contracts with certain suppliers for the purpose of managing and limiting the risk of fluctuations in the price of its main raw materials such as aluminium, sheet metal, plastic and copper as well as semi-finished products, such as motors.

#### (b) Credit risk

The group does not have significant concentrations of credit risk and has adopted policies to ensure that products are sold to customers of proven creditworthiness and that certain types of receivable are insured. Derivatives and short-term investments are undertaken only with primary financial institutions. The group has policies that limit its credit exposure to any single financial institution.

## (c) Liquidity risk

Prudent management of liquidity risk implies the maintenance of sufficient liquid funds and marketable securities, the availability of funding through adequate credit lines and the ability to close positions off-market. Given the dynamic nature of the group's business, its Treasury function seeks flexibility of funding by having sufficient credit lines.

## 4.2 Accounting for derivative financial instruments and hedging activities

Derivative financial instruments are used exclusively for hedging purposes with the intent of reducing the risks of foreign currency fluctuation. As established by IAS 39, derivative financial instruments may qualify for special hedge accounting only if (i) at the inception of the hedge the hedging relationship is formally designated and documented, (ii) the hedge is expected to be highly effective and (iii) the effectiveness of the hedge can be measured reliably.

Derivatives are initially recognized at cost and adjusted to fair value at subsequent balance sheet dates.

Changes in the fair value of derivatives designated as cash flow hedges relating to the company's firm commitments are recognized directly in equity to the extent they relate to the effective portion of the hedge, while the ineffective portion is reported directly in the income statement. If a firm commitment or hedge of a forecast transaction results in the recognition of assets or liabilities, the associated gains or losses on the derivative that were recognized directly in equity are reclassified to the initial cost or carrying amount of the asset or liability.

If cash flow hedges do not result in the recognition of an asset or a liability, the amounts that were directly recorded in equity are reversed to income in the same period in which the firm commitment or hedged forecast transaction affects profit or loss.

Changes in the fair value of derivatives that do not qualify for hedge accounting are recognized in the income statement in the period in which they occur.

Hedge accounting is discontinued when the hedging instrument expires, is sold, terminated or exercised, or no longer meets the criteria for hedge accounting. In this case, the cumulative gain or loss on the hedging instrument recognized directly in equity remains separately in equity until the forecast transaction occurs. If the forecast transaction is no longer expected to occur, the cumulative gain or loss recognized directly in equity is transferred to profit or loss for the period.

#### 4.3 Measurement of fair value

The fair value of financial instruments with a quoted market price in an active market (such as publicly traded derivatives and securities held for trading and for sale) is based on the market price at the balance sheet date. The market price used for the group's financial assets is the bid price; the market price for financial liabilities is the offer price.

The fair value of financial instruments not quoted in an active market (for example, derivatives quoted over the counter) is determined using valuation techniques. The group uses various methods and makes assumptions that are based on existing market conditions at the balance sheet date. Long-term payables are valued using quoted market or trading prices for the specific or similar instruments. Other methods, such as estimating the present value of future cash flows, are used to determine the fair value of the other financial instruments. The fair value of forward currency contracts is determined using the forward exchange rates expected at the balance sheet date.

It is assumed that the face value less estimated doubtful receivables approximates the fair value of trade receivables and payables. For the purposes of these notes, the fair value of financial liabilities is estimated by discounting contractual future cash flows at the current market rate available to the group for similar financial instruments

## 5. Key accounting estimates and assumptions

The preparation of the consolidated financial statements and the related notes under IFRS has required management to make estimates and assumptions affecting the value of reported assets and liabilities and the disclosures relating to contingent assets and liabilities at the balance sheet date. Actual results could differ from these estimates. Estimates are used for recording provisions for doubtful accounts and inventory obsolescence, amortization and depreciation, write-downs to assets, post-employment benefits, taxes and other provisions. Estimates and assumptions are reviewed periodically and the effects of any change are immediately reflected in the income statement.

## 6. Segment information

On the basis of the new criteria introduced by IFRS 8 for the definition of operating segments, as described in note 2.3, the Group has identified a unique operating sector according to the "management approach", that of the production and sale of machines for agriculture, forestry and the tending of parks and gardens.

## 7. Significant non-recurring events and transactions

The following operations occurred during the year

#### 7.1. Acquisition and merger of Bertolini S.p.A

On 15 January 2008 Emak S.p.A. acquired the entire shareholding (100%) of the company, Bertolini S.p.A., from the parent company Yama S.p.A..

Bertolini S.p.A. sells products with the "Bertolini" and "Nibbi" trademarks, and is one of the leaders in the market for the production and sale of walking tractors, power motors, motor hoes, transporters and other machines for small-scale farming and gardening.

The aim of this operation is to pursue a strategy of development in similar and synergic sectors in relation to current activities. Prospects for growth therefore justify the value of goodwill.

The consideration for the acquisition of the shareholding was € 6,500 thousand paid by Emak S.p.A. at the same time as the transfer of shares that took place on 15 January 2008.

The fair value of the assets and liabilities subject to merger with effect from 1 January 2008, the price paid and the financial expenditure are detailed below:

| €/000                                   | Bertolini S.p.A.<br>book values | Adustments for IAS and fair value | Fair value of acquired assets |
|---|---------------------------------|-----------------------------------|-------------------------------|
| Non-current assets                      |                                 |                                   |                               |
| Tangible fixed assets                   | 1,211                           |                                   | 1,211                         |
| Intangible fixed assets                 | 182                             |                                   | 182                           |
| Goodwill                                | 10                              |                                   | 10                            |
| Deferred tax assets                     | 124                             |                                   | 124                           |
| Current assets                          |                                 |                                   |                               |
| Inventories                             | 9,078                           |                                   | 9,078                         |
| Trade and other receivables             | 7,393                           |                                   | 7,393                         |
| Current tax assets                      | 326                             |                                   | 326                           |
| Cash and cash equivalents               | 507                             |                                   | 507                           |
| Non-current liabilities                 |                                 |                                   |                               |
| Loans and borrowings                    | (2,690)                         |                                   | (2,690)                       |
| Deferred tax liabilities                |                                 | (48)                              | (48)                          |
| Post-employment benefits                | (804)                           | 155                               | (649)                         |
| Provisions                              | (79)                            |                                   | (79)                          |
| Current liabilities                     |                                 |                                   |                               |
| Trade and other payables                | (5,165)                         |                                   | (5,165)                       |
| Current tax liabilities                 | (146)                           |                                   | (146)                         |
| Loans and borrowings                    | (5,585)                         |                                   | (5,585)                       |
| Total net assets acquired               | 4,362                           | 107                               | 4,469                         |
| Goodwill                                | .,                              |                                   | 2,064                         |
| Acquisition price entirely paid by bank |                                 |                                   | 6,533                         |
| transfer                                |                                 |                                   | 1,,20                         |
| of which capitalised costs              |                                 |                                   | 33                            |
| Cash and cash equivalents acquired      |                                 |                                   | 507                           |
| Net cash outflow                        |                                 |                                   | 6,026                         |

The transaction was accounted for according to the Purchase method.

Bertolini S.p.A.'s key economic-financial figures regarding the financial year ended 31 December 2007 and which have been drawn up according to IFRS standards are as follows:

| €/000                  | 31.12.2007 |
|------------------------|------------|
| Net sales              | 21,439     |
| EBIT                   | 937        |
| EBT                    | 455        |
| Net profit             | 224        |
| Total equity           | 4,469      |
| Nel debt               | (7,768)    |
| Net non-current assets | 835        |
| Net working capital    | 11,402     |

The merger deed for the absorption of Bertolini S.p.A. into Emak S.p.A. was stipulated on 23 October 2008. With regards to third parties, the effects of the merger took effect from 1 November 2008, while accounting and fiscal effects of the merger took effect retroactively from 1 January 2008.

For more information, reference should be made to the appropriate informative document lodged at the company's registered office, with the Italian Stock Exchange and published on Emak S.p.A.'s website.

## 7.2 Acquisition of Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd.

On 1 July 2008 the company acquired the entire shareholding of the Chinese company Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd from the subsidiary companies Tecnol S.p.A. and Selettra S.r.l.. Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd., of which Emak Group is the main customer, was founded in 2005 for the manufacture of nickel cylinders for small combustion engines.

The objectives of the operation are as follows: the acquisition of the control of a technology for the production of a strategic component for its own products, such as the cylinder, which is not readily available on the market (given the small number of suppliers); the verticalisation of the production process; to have a better control of product quality and a high degree of production flexibility, and to exploit organisational synergies with regards to research and development, quality and supply chain with the Chinese subsidiary Jiangimen Emak Outdoor Power Equipment Co. Ltd. These factors justify the extra value allocated as goodwill.

The consideration paid for the acquisition of the entire shareholding of Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. amounted to  $\leq 2,500$  thousand.

The price paid over and above net worth was allocated in full to goodwill for an amount of € 1,937 thousand.

The fair value of the assets and liabilities acquired on 1 July 2008 (which do not differ from their accounting value), the relative price paid and financial expenditure are set out below:

| €/000                             | Fair value of acquired assets |
|-----------------------------------|-------------------------------|
| Non-current assets                |                               |
| Tangible fixed assets             | 1,693                         |
| Intangible fixed assets           | 534                           |
| Current assets                    |                               |
| Inventories                       | 445                           |
| Trade and other receivables       | 1,291                         |
| Current tax assets                | 146                           |
| Cash and cash equivalents         | 227                           |
| Non-current liabilities           |                               |
| Loans and borrowings              | (508)                         |
| Current liabilities               |                               |
| Trade and other payables          | (2,845)                       |
| Loans and borrowings              | (370)                         |
| Total net assets acquired         | 613                           |
| Goodwill                          | 1,937                         |
| Acquisition price entirely paid   |                               |
| by bank transfer                  | 2,550                         |
| of which capitalised              | 50                            |
| cash and cash equivalents acquire | d 227                         |
| Net cash outflow                  | 2,323                         |

The transaction was accounted for according to the Purchase method.

For more information, reference should be made to the appropriate informative document lodged at the company's registered office, with the Italian Stock Exchange and published on Emak S.p.A.'s website.

## 7.3 Increases in share capital

On 28 March 2008 the Parent company Emak S.p.A. recapitalised the subsidiary company Emak USA Inc. by means of a debt conversion for an amount of \$ 1,000, equal to € 633 thousand.

In addition, during the third quarter Emak S.p.A. paid € 2,173 thousand on account for future increases in share capital of the subsidiary company Comag S.r.l..

## 8. Balances or transactions arising from atypical and unusual operations

No atypical or unusual transactions took place during the course of 2008.

## 9. Net financial position

Details of the net financial position are summarized in the following table:

| €/000   | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Cash and banks                                  | 4,306      | 6,036      |
| Securities and derivative financial instruments | 317        | 91         |
| Other financial assets                          | 24         | 4          |
| Financial liabilities                           | (39,586)   | (23,840)   |
| Derivative financial instruments                | (139)      | (189)      |
| Short-term net debt                             | (35,078)   | (17,898)   |
|   |            |            |
| Financial liabilities                           | (26,728)   | (13,144)   |
| Long-term net debt                              | (26,728)   | (13,144)   |
|   |            |            |
| Cash and banks                                  | 4,306      | 6,036      |
| Securities and derivative financial instruments | 317        | 91         |
| Other financial assets                          | 24         | 4          |
| Financial liabilities                           | (66,314)   | (36,984)   |
| Derivative financial instruments                | (139)      | (189)      |
| Total net debt                                  | (61,806)   | (31,042)   |

The net financial position does not contain any balances with related parties either at 31 December 2008 or at 31 December 2007.

## 10. Sales and other operating income

Revenues of the Group of  $\in$  243,449 thousand, against  $\in$  217,834 thousand in the previous year, are shown net of returns for  $\in$  620 thousand compared to  $\in$  866 thousand in the previous year.

Details of sales are as follows

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Net sales revenues (net of discounts and rebates) | 242,237 | 217,114 |
| Revenues from recharged transport costs           | 1,832   | 1,586   |
| Returns   | (620)   | (866)   |
| Total   | 243,449 | 217,834 |

Other operating income is analyzed as follows:

| €/000  | FY 2008 | FY 2007 |
|--|---------|---------|
| Capital gains on property, plant and equipment                     | 686     | 16      |
| Recovery of warranty costs   | 149     | 44      |
| Insurance refunds  | 68      | 28      |
| Advertising reimbursements   | 330     | 353     |
| Rental income (note 19)  | 133     | 131     |
| Capital gains on disp. of fixed assets available for sale (note 7) | 0       | 531     |
| Grant under Law 488/92   | 434     | 357     |
| Other operating revenues   | 591     | 644     |
| Total  | 2,391   | 2,104   |

The heading "Capital Gains" from the disposal of tangible fixed assets for  $\in$  686 thousand includes an amount of  $\in$  650 for the sale of tooling machines for the manufacture of cylinders to the subsidiary company Tecnol S.p.A..

## 11. Cost of raw and consumable materials and goods

The cost of raw and consumable materials and goods is analyzed as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Raw materials, semi-finished products and goods | 147,838 | 124,221 |
| Other purchases                                 | 3,596   | 2,279   |
| Total   | 151,434 | 126,500 |

The increase in the heading "Raw materials, semi-finished products and finished goods" is attributable to the change in the scope of consolidation.

## 12. Salaries and employee benefits

Details of these costs are as follows:

| €/000                                    | FY 2008 | FY 2007 |
|--|---------|---------|
| Wages and salaries                       | 22,739  | 19,701  |
| Social security charges                  | 6,589   | 5,798   |
| Employee termination indemnities         | 1,097   | 1,166   |
| Adjustment of termination indemnity      |         |         |
| for actuarial losses/(profits) (note 32) | 415     | (878)   |
| Other costs                              | 1,082   | 685     |
| Directors' emoluments                    | 765     | 449     |
| Temporary staff                          | 1,314   | 750     |
| Total                                    | 34,001  | 27,671  |

Details of changes in staff numbers are provided in section 6 of the report on performance.

# 13. Other operating costs

Details of these costs are as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Subcontract work                                      | 5,912   | 4,300   |
| Maintenance   | 2,125   | 1,802   |
| Transportation  | 11,812  | 9,371   |
| Advertising and promotions                            | 4,631   | 3,981   |
| Commissions   | 2,830   | 2,561   |
| Travel  | 1,332   | 1,230   |
| Postage and telecommunications                        | 693     | 650     |
| Consulting fees                                       | 1,762   | 1,561   |
| Other services  | 6,245   | 4,869   |
| Services  | 37,342  | 30,325  |
|   |         |         |
| Leases and rentals                                    | 2,159   | 1,669   |
|   |         |         |
| Increases in provisions (note 32)                     | 180     | 339     |
|   |         |         |
| Bad debts   | 176     | 15      |
| Increase in provision for doubtful accounts (note 24) | 290     | 384     |
| Capital losses on property, plant and equipment       | 16      | 11      |
| Other taxes (not on income)                           | 417     | 382     |
| Other operating costs                                 | 1,337   | 1,176   |
| Other costs   | 2,236   | 1,968   |
| Total   | 41,917  | 34,301  |

# 14. Amortization, depreciation and impairment losses

Details of these amounts are as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Amortization of intangible assets (note 20)             | 1,235   | 969     |
| Depreciation of property, plant and equipment (note 18) | 5,471   | 4,513   |
| Depreciation of investment property (note 19)           | 38      | 38      |
| Total   | 6,744   | 5,520   |

# 15. Finance income and expenses

Financial income is analyzed as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Interest on trade receivables                 | 223     | 217     |
| Income from other securities held for trading | 327     | 196     |
| Cash discounts received                       | 3       | 99      |
| Other financial income                        | 35      | 79      |
| Financial income                              | 588     | 591     |

Financial expenses are analyzed as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Interest on long-term bank loans and borrowings                           | 1,229   | 387     |
| Interest on short-term bank loans and borrowings                          | 1,696   | 1,364   |
| Financial charges from valuing employee termination indemnities (note 31) | 215     | 227     |
| Cash discounts given  | 373     | 369     |
| Other financial costs   | 428     | 287     |
| Financial expenses  | 3,941   | 2,634   |

Exchange gains and losses are analysed as follows:

| €/000                                      | FY 2008 | FY 2007 |
|--|---------|---------|
| Exchange differences on trade transactions | (247)   | (64)    |
| Exchange differences on financial items    | (408)   | 250     |
| Exchange gains and losses                  | (655)   | 186     |

## 16. Income taxes

The estimated charge for current tax and changes in deferred tax assets and liabilities is €6,039 thousand in 2008 (€7,396 thousand in the previous year).

This amount is made up as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Current income taxes                          | 6,580   | 6,641   |
| Taxes from prior years                        | (19)    | (32)    |
| Changes in deferred tax assets (note 30)      | (346)   | 257     |
| Changes in deferred tax liabilities (note 30) | (176)   | 503     |
| Total   | 6,039   | 7,369   |

The current income taxes figure includes the cost for IRAP (regional company tax) for  $\in$  1,253 thousand, against  $\in$  1,218 thousand in 2007.

No amounts for income taxes have been posted directly in movements in equity during 2008. In the previous year such taxes amounted to € 19 thousand, relating to capital gains on the sale of treasury shares.

Effective taxes calculated on pre-tax profit differ from the theoretical amount that would be determined using the tax rate currently in force in the country where the parent company is headquartered. The theoretical tax charge is reconciled to the effective one as follows:

| €/000                                     | FY 2008 | % rate | FY 2007 | % rate |
|---|---------|--------|---------|--------|
| Profit before taxes                       | 20,905  |        | 22,615  |        |
| Theoretical tax charge                    | 6,564   | 31.4   | 8,424   | 37.25  |
| Effect of IRAP differences calculated     |         |        |         |        |
| on different tax base                     | 749     | 3.6    | 554     | 2.4    |
| Non-taxable income                        | (96)    | (0.5)  | (75)    | (0.3)  |
| Non-deductible costs                      | 299     | 1.4    | 259     | 1.2    |
| Differences in rates with other countries | (1,346) | (6.5)  | (1,715) | (7.6)  |
| Changes in tax rates in 2007              | -       | -      | (219)   | (1.0)  |
| Taxes from prior years                    | (181)   | (0.9)  | -       | _      |
| Other Differences                         | 50      | 0.4    | 141     | 0.6    |
| Effective tax charge                      | 6,039   | 28.9   | 7,369   | 32.6   |

The effective tax rate of 28.9% is down from the one of 32.6% reported in 2007.

This decrease is due partly to the reduction in the tax rate in Italy and partly to the benefit deriving from the redemption of a number of deductions in previous years made only in the tax return (0.9%). The distribution of incomes between different countries has had a less favourable effect than in the previous year as a result of the lowering of the tax rate in Italy.

## 17. Earnings per share

"Basic" earnings per share are calculated by dividing the net profit for the period attributable to the parent company's shareholders by the weighted average number of ordinary shares outstanding during the period, excluding the average number of ordinary shares purchased or held by the parent company as treasury shares (see note 37). The parent company has only ordinary shares outstanding.

|  | FY 2008    | FY 2007    |
|--|------------|------------|
| Net profit attributable to ordinary shareholders in the parent company (€/000) | 14,822     | 15,181     |
| Weighted average number of ordinary shares outstanding                         | 27,312,193 | 27,581,709 |
| Basic earnings per share (€)   | 0.543      | 0.550      |

Diluted earnings per share are the same as basic earnings per share.

## 18. Property, plant and equipment

Changes in property, plant and equipment are shown below:

| €/000                         | 31.12.2006 | Increases | Decrease | Other changes | Exchange difference | 31.12.2007 |
|-------------------------------|------------|-----------|----------|---------------|---------------------|------------|
| Land and buildings            | 29,634     | 2,442     | -        | 150           | (147)               | 32,079     |
| Accumulated depreciation      | (5,867)    | (792)     | -        | -             | -                   | (6,659)    |
| Land and buildings            | 23,767     | 1,650     | 0        | 150           | (147)               | 25,420     |
|                               |            |           |          |               |                     |            |
| Plant and machinery           | 12,824     | 2,411     | (124)    | 155           | (61)                | 15,205     |
| Accumulated depreciation      | (8,386)    | (1,026)   | 124      | -             | 13                  | (9,275)    |
| Plant and machinery           | 4,438      | 1,385     | 0        | 155           | (48)                | 5,930      |
|                               |            |           |          |               |                     |            |
| Other assets                  | 42,496     | 2,754     | (383)    | 49            | (38)                | 44,878     |
| Accumulated depreciation      | (35,796)   | (2,695)   | 352      |               | 5                   | (38, 134)  |
| Other assets                  | 6,700      | 59        | (31)     | 49            | (33)                | 6,744      |
|                               |            |           |          |               |                     |            |
| Advances                      | 630        | 320       | (1)      | (354)         | 0                   | 595        |
|                               |            |           |          |               |                     |            |
|                               |            |           |          |               |                     |            |
| Cost                          | 85,584     | 7,927     | (508)    | 0             | (246)               | 92,757     |
| Accum. depreciation (note 14) | (50,049)   | (4,513)   | 476      | 0             | 18                  | (54,068)   |
| Net book value                | 35,535     | 3,414     | (32)     | 0             | (228)               | 38,689     |

| €/000  | 31.12.2007                         | Increases | Incr. from merger              | Change in cons. area       | Decrea-<br>ses              |                        | Exchange difference | 31.12.2008                          |
|--|------------------------------------|-----------|--------------------------------|----------------------------|-----------------------------|------------------------|---------------------|-------------------------------------|
| Land and buildings                                 | 32,079                             | 2,024     | -                              | -                          | (28)                        | 47                     | 396                 | 34,518                              |
| Accumulated depreciation                           | (6,659)                            | (909)     | -                              | -                          | 18                          | -                      | (19)                | (7,569)                             |
| Land and buildings                                 | 25,420                             | 1,115     | -                              | -                          | (10)                        | 47                     | 377                 | 26,949                              |
| Plant and machinery                                | 15,205                             | 2,030     | 871                            | 1,218                      | (1,410)                     | 40                     | 337                 | 18,291                              |
| Accumulated depreciation                           | (9,275)                            | (1,356)   | (495)                          | (228)                      | 1,359                       | 5                      | (47)                | (10,037)                            |
| Plant and machinery                                | 5,930                              | 674       | 376                            | 990                        | (51)                        | 45                     | 290                 | 8,254                               |
| Other assets Accumulated depreciation Other assets | 44,878<br>(38,134)<br><b>6,744</b> | ,         | 2,052<br>(1,217)<br><b>835</b> | 887<br>(184)<br><b>703</b> | (660)<br>603<br><b>(57)</b> | 59<br>42<br><b>101</b> |                     | 52,814<br>(42,116)<br><b>10,698</b> |
| Advances   | 595                                | 4,696     | -                              | -                          | (8)                         | (193)                  | -                   | 5,090                               |
| Cost   | 92,757                             | 14,201    | 2,923                          | 2,105                      | (2,106)                     | (47)                   | 880                 | 110,713                             |
| Accumulated depreciation (note 14)                 | (54,068)                           | (5,471)   | (1,712)                        | (412)                      | 1,980                       | 47                     | (86)                | (59,722)                            |
| Net book value                                     | 38,689                             | 8,730     | 1,211                          | 1,693                      | (126)                       | -                      | 794                 | 50,991                              |

No evidence of impairment has been reported for property, plant and equipment.

The most significant investments in land and buildings in 2008 include:

- -the extension of the Comag S.r.l. factory for around € 500 thousand;
- -the beginning of building work for the construction of a new industrial building of the Chinese subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd. for around € 1,400 thousand.

The increase in other assets refers to the purchase of moulds, the upgrade and purchase of electronic equipment, the purchase of production equipment, and other minor purchases.

Investments classified as fixed assets in progress refer mainly to the state of progress of work for the construction of the new spare parts distribution centre in Bagnolo in Piano (Re) on the part of the Parent Company Emak S.p.A.

The group has not capitalized any costs incurred internally or financial expenses.

Details of the value of land and buildings under finance leases are as follows:

| €/000                    | 31.12.2008 | 31.12.2007 |
|--------------------------|------------|------------|
| Gross value              | 3,659      | 3,659      |
| Accumulated depreciation | (440)      | (330)      |
| Net book value           | 3,219      | 3,329      |

The financial leasing contract in force relates to Emak S.p.A.'s office building situated in Via Fermi 4 used as the company's registered office. The contract was entered into with Locat S.p.A. on 10.11.2005 and expires on 10.11.2013, with a gross value of the fixed asset of €3,659 thousand; Comag S.r.I. has obtained capital grants under Law 488/92 for the following amounts:

- €1,615 thousand in 1998 for investments worth €4,532 thousand;
- € 636 thousand in 2002 for investments made in 2001 and 2002 worth around €4,250

During 2004, moreover, Comag S.r.l. submitted a new request for grants amounting to  $\le$ 2,401 thousand, against investments of around  $\le$ 9,538 thousand. The request for this grants was accepted and the relative credit was accounted for at 31 December 2007, according to the scheme of investments made, under other receivables falling due within 1 year (for  $\le$ 1,601 thousand) and under other receivables falling due after more than one year (for  $\le$ 800 thousand) (note 24).

This classification is based on expected collections as deduced from documentation currently available. The investment plan was completed in December 2008 as provided for in the request.

These grants, which are reported under deferred income, are credited to income evenly over the useful economic lives of the assets concerned.

The classification of fixed assets by geographical area is as follows:

| Total               | 50,991 | thousand. |
|---------------------|--------|-----------|
| - Rest of the World | •      |           |
| - Europe            | 4,216  | thousand; |
| - Italy             | 36,462 | thousand; |

## 19. Investment property

Investment property relates to a building let to a company in the Yama group. The cost at 31 December 2008 amounts to  $\in$ 1,257 and the amortisation provision amounts to  $\in$ 1,121 thousand ( $\in$ 1,083 thousand at 31 December 2007).

The rental income earned from these properties amounted to €133 thousand in 2007 (note 10) compared with €131 thousand the year before.

The fair value of investment properties amounts to around €2.5 million at 31 December 2008.

# 20. Intangible assets

Intangible assets report the following changes:

| €/000                                    | 31.12.2006 | Increases | Exchange difference | 31.12.2007 |
|--|------------|-----------|---------------------|------------|
| Development costs                        | 1,194      | 47        | _                   | 1,241      |
| Accumulated amortization                 | (519)      | (119)     | _                   | (638)      |
| Development costs                        | 675        | (72)      | -                   | 603        |
| Patents and intellectual property rights | 3,971      | 465       | 9                   | 4,445      |
| Accumulated amortization                 | (2,639)    | (683)     | (15)                | (3,337)    |
| Patents                                  | 1,332      | (218)     | (6)                 | 1,108      |
| Concessions, licences and trademarks     | 697        | 12        | 44                  | 753        |
| Accumulated amortization                 | (150)      | (149)     | (6)                 | (305)      |
| Concessions, licences and trademarks     | 547        | (137)     | 38                  | 448        |
| Other intangible assets                  | 527        | 38        | (23)                | 542        |
| Accumulated amortization                 | (5)        | (18)      | -                   | (23)       |
| Other intangible assets                  | 522        | 20        | (23)                | 519        |
| Advanced payments and fixed assets in p  | rogress -  | 117       | -                   | 117        |
| Cost                                     | 6,389      | 679       | 30                  | 7,098      |
| Accumulated amortization (note 14)       | (3,313)    | (969)     | (21)                | (4,303)    |
| Net book value                           | 3,076      | (290)     | 9                   | 2,795      |

| €/000 3  | 1.12.2007 | Increas. | Incr. from merger | Change in consol. area | Decreas. | Exchange difference | 31.12.2008 |
|--|-----------|----------|-------------------|------------------------|----------|---------------------|------------|
| Development costs                              | 1,241     | _        | 61                | -                      | _        | (1)                 | 1,301      |
| Accumulated amortization                       | (638)     | (130)    | (60)              | -                      | -        | -                   | (828)      |
| Development costs                              | 603       | (130)    | 1                 | -                      | -        | (1)                 | 473        |
| Patents and intellectual property rights       | 4,445     | 613      | 139               | 321                    | (4)      | 32                  | 5,546      |
| Accumulated amortization                       | (3,337)   | (803)    | (77)              | (65)                   | 4        | (2)                 | (4,280)    |
| Patents  | 1,108     | (190)    | 62                | 256                    | 0        | 30                  | 1,266      |
| Concessions, licences and trade marks          | 753       | 17       | -                 | _                      | -        | (94)                | 676        |
| Other intangible assets                        | (305)     | (149)    | -                 | -                      | -        | 62                  | (392)      |
| Concessions, licences and trademark            | s 448     | (132)    | -                 | -                      | -        | (32)                | 284        |
| Other intangible assets                        | 542       | 105      | 1,794             | 373                    | -        | 102                 | 2,916      |
| Accumulated amortization                       | (23)      | (153)    | (1,675)           | (95)                   | -        | (15)                | (1,961)    |
| Other intangible assets                        | 519       | (48)     | 119               | 278                    | -        | 87                  | 955        |
| Advanced payments and fixed assets in progress | 117       | 223      | -                 | -                      | -        | -                   | 340        |
| Cost   | 7,098     | 958      | 1,994             | 694                    | (4)      | 39                  | 10,779     |
| Accumulated amortization (note 14)             | (4,303)   | (1,235)  | (1,812)           | (160)                  | 4        | 45                  | (7,461)    |
| Net book value                                 | 2,795     | (277)    | 182               | 534                    | -        | 84                  | 3,318      |

The increase in patents and intellectual property rights refers to the purchase of new software programmes.

A total of €4,677 thousand in research and development costs were expensed to income in the year compared with €4,540 thousand the year before.

All the intangible assets have a finite residual life.

## 21. Goodwill

The goodwill of €10,101 thousand reported at 31 December 2008 can be separated into two parts as follows:

|   | 31.12.2007 | Increases | Exchange difference | 31.12.2008 |
|---|------------|-----------|---------------------|------------|
| Goodwill on the purchase of Victus Eco Sp. Z.o.o.     | 1,032      | -         | (134)               | 898        |
| Goodwill on the purchase of the Victus IT business    | 5,741      | -         | (779)               | 4,962      |
| Goodwill from the merger of Bertolini S.p.A. (note 7) | -          | 2,074     | -                   | 2,074      |
| Goodwill from the acq. of Tailong Machinery Ltd. (no  | ote 7) -   | 1,937     | 230                 | 2,167      |
| Total   | 6,773      | 4,011     | (683)               | 10,101     |

Goodwill on the purchase of Victus-Emak Sp. z.o.o. for  $\in$  898 thousand relates to the difference between the acquisition price for 100% of the company regulated by Polish law, Victus-Emak Sp. z.o.o., and its equity at the date of acquisition, while an amount of  $\in$  4,962 thousand relates to the acquisition of the company branch of Victus International Trading SA.

These goodwill values are attributable to the greater profit expected as a result of increased sales volumes and margins that the Group will achieve on the Polish market in future years.

Increases in the year relate to:

- -the greater value from the absorption of Bertolini S.p.a. into Emak S.p.A. for € 2,074 thousand (note 7);
- -the greater value from the acquisition of Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. for € 1,937 thousand (note 7).

The group reviews the recoverability of goodwill at least once a year or more often if there are signs of impairment. The recoverable amount of the cash generating unit, to which the goodwill has been allocated, has been evaluated by determining its value in use.

The impairment test was carried out using the discounted cash flow method with reference to the date of 31 December 2008. The forecast of future operating cash flows is based on the budgets prepared by the Group for 2009 taking account of current market uncertainties, assuming a situation of stability for the two following years and considering the estimation of the final value. Expected cash flows have been discounted on the basis of a gross WACC (weighted average cost of capital) of 13.6% for the goodwill relating to Victus-Emak Sp Z.o.o., 10.6% for Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. and 12.6% for Bertolini S.p.A..

The sensitivity tests carried out justify the values of goodwill recorded in the financial statements, even when applying reasonably more prudent assumptions than those adopted.

## 22. Equity investments

The amount reported in the balance sheet is €224 thousand, which has not suffered any impairment; the risks and rewards of owning this investment are negligible.

The group owns a minority interest in Netribe S.r.l., a company operating in the IT sector. This investment is valued at its cost of €223 thousand since its fair value cannot be determined.

Emak S.p.A. holds a 10.42% interest in Netribe S.r.I..

## 23. Derivative financial instruments

The financial statements values relate to changes in the fair value of financial instruments for:

- -hedging purchases in foreign currency;
- -hedging the risk of changes in interest rates.

At 31 December 2007 there were outstanding forward currency agreements for the purchase of:

- € 1,995 thousand expiring by July 2009 at an average exchange rate of 0.80 Pounds Sterling (regarding hedging operations carried out by the U.K. subsidiary Emak U.K. Ltd.);
- € 1,000 thousand expiring by January 2009 at an average exchange rate of 9.36 Renmimbi (regarding hedging operations carried out by the Chinese subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd.);

The Parent company, Emak S.p.A., has also underwritten a number of IRS contracts and options on interest rate, with the objective of hedging the risk of changes in interest rates on financings for a notional amount of € 7,000 thousand.

The average interest rate of the instruments is 4.27%

These contracts will close in 2009, 2010 and 2011 and are valued at fair value represented by the "market to market" price provided by the Bank.

All the contracts, while having the purpose and characteristics of hedging operations, do not formally comply with the rules for being accounted for as such. For this reason all the changes in fair value have been recorded in the income statement in the relevant financial period on the accruals basis.

## 24. Trade and other receivables

Details of these amounts are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Trade receivables                              | 68,518     | 58,251     |
| Provision for doubtful accounts                | (1,585)    | (1,372)    |
| Net trade receivables                          | 66,933     | 56,879     |
| Receivables due from related parties (note 38) | 1,618      | 1,816      |
| Prepaid expenses and accrued income            | 514        | 200        |
| Other receivables                              | 3,832      | 4,478      |
| Total current portion                          | 72,897     | 63,373     |
| Other non-current receivables                  | 852        | 854        |
| Total non-current portion                      | 852        | 854        |

The increase in the heading "other receivables" (current portion) relates to:

- the amount of €1,601 thousand for the Law 488 grant receivable by the subsidiary company, Comag, which will be collected in 2009 (see note 18);
- advance payments to suppliers of €1,405 thousand, for the manufacture of moulds and equipment, the ownership of which will subsequently be transferred to a customer as part of a specific new product development project.

The customer has, in turn, paid Emak in advance €933 thousand for costs sustained. This amount has been accounted for under the heading "other current payables" (see note 28).

An amount of around € 800 thousand has been posted to the "Other non-current receivables" heading, relating to a grant under Law 488 which will be collected after December 2009.

Trade receivables do not bear interest and generally fall due within 100 days.

All non-current receivables fall due within 5 years. There are no trade receivables falling due after more than one year.

Movements in the provision for doubtful accounts are as follows:

| €/000                           | 31.12.2008 | 31.12.2007 |
|---------------------------------|------------|------------|
| Opening balance                 | 1,372      | 1,165      |
| Increases (note 13)             | 290        | 384        |
| Decreases                       | (151)      | (177)      |
| Exchange difference             | (4)        |            |
| Acquisition of a company branch | 78         |            |
| Closing balance                 | 1,585      | 1,372      |

The book value reported in the balance sheet corresponds to fair value.

## 25. Inventories

Inventories are detailed as follows:

| €/000                                       | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Raw, ancillary and consumable materials     | 38,050     | 25,487     |
| Work in progress and semi-finished products | 10,734     | 6,900      |
| Finished products and goods for resale      | 40,474     | 34,047     |
| Total                                       | 89,258     | 66,434     |

Inventories are stated net of a provision of €1,683 thousand at 31 December 2008 (€1,511 thousand at 31 December 2007). The purpose of this provision is to write down obsolete and slow-moving items to their estimated realizable value.

Details of changes in the provision for inventories are as follows:

| €/000                              | FY 2008 | FY 2007 |
|------------------------------------|---------|---------|
| Opening balance                    | 1,511   | 1,442   |
| Increases                          | 246     | 358     |
| Movements for company acquisitions | 289     |         |
| Uses                               | (363)   | (289)   |
| Closing balance                    | 1,683   | 1,511   |

None of the group's inventories at 31 December 2008 act as security against its liabilities.

## 26. Cash and cash equivalents

Cash and cash equivalents are detailed as follows:

| €/000                         | 31.12.2008 | 31.12.2007 |
|-------------------------------|------------|------------|
| Bank and post office deposits | 4,295      | 6,028      |
| Cash                          | 11         | 8          |
| Totale                        | 4,306      | 6,036      |

For the purpose of preparing the cash-flow statement, cash and cash equivalents at the end of the financial year include:

| €/000                     | 31.12.2008 | 31.12.2007 |
|---------------------------|------------|------------|
| Cash and cash equivalents | 4,306      | 6,036      |
| Overdrafts (note 29)      | (19,638)   | (8,552)    |
| Total                     | (15,332)   | (2,516)    |

## 27. Equity

## Share capital

Share capital is fully paid up at 31 December 2008 and amounts to €7,190 thousand, remaining unchanged since the end of 2005. It consists of 27,653,500 ordinary shares of par value €0.26 each.

#### **Share Premium reserve**

At 31 December 2008, the share premium reserve of €21,047 thousand, unchanged compared to the previous financial year, is composed of premiums on newly issued shares.

## **Treasury shares**

The adjustment of equity for acquisitions of treasury shares, equal to €1,979 thousand, is the overall exchange value paid by Emak S.p.A. for the acquisition on the market of treasury shares held at 31 December 2008 (note 37).

The nominal value of these treasury shares is €99 thousand.

## Other reserves:

The legal reserve is the same as the previous year, €1,438 thousand.

The revaluation reserve at 31 December 2008 includes the reserves arising from revaluations under Law 72/83 for €371 thousand and under Law 413/91 for €767 thousand. No change has taken place in the period under review.

The extraordinary reserve amounts to €27,088 thousand at 31 December 2008, inclusive of all allocations of earnings in prior years.

The other reserves at 31 December 2008 also include:

- untaxed reserves of €129 thousand relating to tax-related provisions for grants and donations;
- merger surplus reserves of €394 thousand.

All these reserves have remained the same as at the end of 2007.

At 31 December 2008 the reserve for conversion differences for a negative amount of €133 thousand is entirely attributable to the differences generated from the translation of balances into the Group's reporting currency.

Details of the restrictions on distributing reserves are contained in the specific table in the notes to the financial statements of the parent company Emak S.p.A.

Of the "Retained earnings" reported in the consolidated financial statements, €4,383 thousand may not be distributed.

## Gains (losses) recognized directly in equity

Details of and movements in income and expenses booked directly to equity are as follows:

## - Retained earnings:

| €/000                                    | FY 2008 | FY 2007 |
|--|---------|---------|
| Capital gains on sale of treasury shares | -       | 59      |
| Taxes                                    | -       | (19)    |
| Net profit on treasury shares            | -       | 40      |

## 28. Trade and other payables

Details of trade and other payables are set out below:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Trade payables   | 48,932     | 35,071     |
| Payables due to related parties (note 38)              | 3,120      | 5,209      |
| Payables due to staff and social security institutions | 4,467      | 4,399      |
| Accrued expenses and deferred income (note 33)         | 543        | 580        |
| Other payables   | 2,840      | 4,380      |
| Total  | 59,902     | 49,639     |

Trade payables do not generate interest and are usually settled after around 80 days

The book value reported in the balance sheet corresponds to fair value.

The heading "Other payables" has fallen further to repayment to the assignors of the Victus IT company branch of the remaining amount of €1,500 thousand, paid in November 2008 in settlement for the acquisition of the company branch.

The same heading also includes €933 thousand of advanced payments received from a customer with which there is an ongoing project for the development of new products (note 24), and €762 thousand relating to incentive bonuses for directors.

## 29. Financial liabilities

In the event of insolvency, amounts payable for leases are secured by the lessor's right over the leased asset.

Details of short-term loans and borrowings are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Overdrafts (note 27)                           | 19,638     | 8,552      |
| Bank loans                                     | 19,277     | 13,935     |
| Finance leases                                 | 469        | 456        |
| Financial accrued expenses and deferred income | 189        | 177        |
| Other loans                                    | 13         | _          |
| Guarantees received                            | -          | 720        |
| Total current portion                          | 39,586     | 23,840     |

Details of long-term loans and borrowings are as follows:

| €/000                     | 31.12.2008 | 31.12.2007 |
|---------------------------|------------|------------|
| Bank loans                | 23,865     | 9,798      |
| Finance leases            | 1,967      | 2,450      |
| Other loans               | 896        | 896        |
| Total non-current portion | 26,728     | 13,144     |

Other loans, totalling €896 thousand, refer to the interest subscribed by Simest S.p.A. in the subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd. This company is treated as a wholly-owned subsidiary by virtue of the undertaking to buy back the 49% interest held by Simest S.p.A. on 30 June 2013. The loan's face value does not differ significantly from its fair value.

The amount that Emak S.p.A. must repay Simest S.p.A. in 2013 will be the higher between Simest's share of equity reported in the latest approved financial statements of the Chinese company Jiangmen Emak Outdoor Power Equipment Co. Ltd. and the amount of share capital subscribed by Simest S.p.A.

This transaction does not present any other significant risks for the group.

Long-term loans and borrowings are repayable as follows:

| €/000          | Due within<br>2 years | Due within 3 years | Due within<br>4 years | Due within<br>5 years | Total due<br>within<br>5 years | Due<br>beyond<br>5 years |
|----------------|-----------------------|--------------------|-----------------------|-----------------------|--------------------------------|--------------------------|
| Bank loans     | 3,276                 | 2,220              | 6,535                 | 1,834                 | 13,865                         | 10,000                   |
| Finance leases | 483                   | 497                | 512                   | 475                   | 1,967                          | _                        |
| Other loans    | 0                     | 0                  | 0                     | 0                     | 0                              | 896                      |
| Total          | 3,759                 | 2,717              | 7,047                 | 2,309                 | 15,832                         | 10,896                   |

The interest rates applied are as follows:

- for bank loans in Euro, the Euribor rate is applied plus a variable spread from a minimum of 0.2% to a maximum of 1%;
- for loans in Renminbi, the reference interest rate communicated by the People's Bank of China is applied;
- finance leases: 3-month Euribor plus a spread of 0.633% with quarterly indexation of the payments;
- SIMEST loan: in part at 6.75% per annum and in part at 3% per annum.

The following information is provided in relation to finance leases taken out to purchase assets:

| €/000                                     | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Minimum future payments<1 year            | 531        | 531        |
| Minimum future payments from 1 to 5 years | 2,080      | 2,140      |
| Minimum future payments beyond 5 years    | -          | 479        |
| Total minimum payments                    | 2,611      | 3,150      |
| Payables for future financial expenses    | (175)      | (244)      |
| Present value                             | 2,436      | 2,906      |
| Interest rate                             | 5.7%       | 4.9%       |

The book value of the amounts reported in the balance sheet corresponds to their fair value.

## 30. Tax assets and liabilities

Deferred tax assets are detailed below:

| €/000                                     | 31.12.2007 | Increas. | Decreas. |     | Exchange Difference | 31.12.2008 |
|---|------------|----------|----------|-----|---------------------|------------|
| Reversal of unrealized intercompany gains | 1,328      | 188      | -        | -   | -                   | 1,516      |
| Provision for inventory obsolescence      | 230        | -        | (59)     | 91  | -                   | 262        |
| Impairment of assets                      | 623        | 60       | (106)    | -   | 16                  | 593        |
| Carried forward tax losses                | 34         | 3        | (8)      | 12  | 1                   | 42         |
| Provision for doubtful accounts           | 630        | 376      | (108)    | 21  | (12)                | 907        |
| Total (note 16)                           | 2,845      | 627      | (281)    | 124 | 5                   | 3,320      |

A total of €2,201 thousand in deferred tax assets will reverse in the next 12 months.

There is no time limit on the use of carried-forward tax losses.

Deferred tax liabilities are detailed below:

| €/000   | 31.12.2007 | Increas. | Decreas. | Incr.from | Exchange   | 31.12.2008 |
|---|------------|----------|----------|-----------|------------|------------|
|   |            |          |          | merger    | Difference |            |
| Buildings redeemed under finance lease IAS 17 | 1,447      | 95       | -        | -         | -          | 1,542      |
| Valuation of provision for employee           |            |          |          |           |            |            |
| termination indemnities under IAS 19          | 301        | -        | (114)    | 48        | -          | 235        |
| Other deferred tax liabilities                | 1,456      | 615      | (772)    | -         | (32)       | 1,267      |
| Total (note 16)                               | 3,204      | 710      | (886)    | 48        | (32)       | 3,044      |

"Other deferred tax liabilities" refers mainly to revenues that will be fiscally recognised in future financial periods.

The decrease in "Other deferred tax liabilities" relates to the redemption of a part of such taxes carried out by Emak S.p.A. and Comag S.r.I. further to the 2008 Finance Bill.

Substitute tax for the year amounts to € 273 thousand and has been accounted for in part under tax liabilities.

A total of €342 thousand in deferred tax liabilities will reverse in the next 12 months.

No deferred taxes have been recognized on undistributed subsidiary company earnings. This is because the group is able to control when to distribute these reserves and because they are unlikely to be distributed in the foreseeable future. The total amount of such taxes is €425 thousand at 31 December 2008.

No deferred taxes have been recognized for the revaluation reserves, which are partly untaxed reserves. This is because it is unlikely that any operations will be undertaken that would give rise to their taxation. The total amount of such taxes is around €374 thousand at 31 December 2008.

Current tax assets amount to €3,440 thousand at 31 December 2008 compared with €3,071 thousand a year earlier. They refer to VAT credits, surplus payments on account of direct tax and other tax credits

Current tax liabilities amount to €2,167 thousand at 31 December 2008 compared with €1,788 thousand a year earlier. They refer to payables for direct tax for the period, VAT and withholding taxes.

## 31. Long-term post-employment benefits

At 31 December 2008 such benefits refer principally to the discounted liability for employment termination indemnity payable at the end of an employee's working life, amounting to  $\in$ 4,898 thousand against  $\in$ 4,460 thousand at 31 December 2007. The valuation of the indemnity leaving fund (TFR) at the closing date, carried out according to the nominal debt method in force would be  $\in$ 5,755 thousand against  $\in$ 5,554 at 31 December 2007.

Movements in this liability are as follows:

| €/000                                     | 2008  | 2007  |
|---|-------|-------|
| Opening balance                           | 4,562 | 5,796 |
| Current service cost                      | 16    | _     |
| Actuarial (gains)/losses (note 12)        | 415   | (203) |
| Actuarial (profits)/losses on opening TFR | -     | (675) |
| Interest cost on obligations (note 15)    | 215   | 227   |
| Increase from merger (note 7)             | 649   |       |
| Disbursements                             | (840) | (583) |
| Closing balance                           | 5,017 | 4,562 |

The principal economic and financial assumptions used are as follows:

|  | FY 2008 | FY 2007 |
|--|---------|---------|
| Annual inflation rate                    | 2.0%    | 2.6%    |
| Rising discount rate                     | 3.5%    | 4.5%    |
| Rate of dismissal (overall average rate) | 3%      | 3%      |

Death rates have been estimated using the most recent Italian population statistics published by ISTAT.

In the 2009 financial year, payments are expected to be in line with 2008.

## 32. Provisions for liabilities and charges

Movements in these provisions are detailed below:

| €/000                                       | 31.12.2007 | Increas. | Incr. from | Decreas. | 31.12.2008 |
|---|------------|----------|------------|----------|------------|
|   |            |          | merger     |          |            |
| Provision for agents' termination indemnity | 582        | 51       | 79         | (74)     | 638        |
| Total non-current portion                   | 582        | 51       | 79         | (74)     | 638        |
| Provision for product warranties            | 320        | 91       | -          | (121)    | 290        |
| Other provisions                            | 60         | 38       | -          | (60)     | 38         |
| Total current portion                       | 380        | 129      | -          | (181)    | 328        |

The provision for agents' termination indemnity is calculated with reference to the agency contracts in existence at year end and refers to the indemnity that is likely to be paid to agents.

The provision for product warranties refers to the future costs of repairing products under warranty that were sold in the year; this provision is calculated using estimates based on historical trends.

Other provisions amount to €38 thousand, of which € 31 thousand relate to provisions made for insurance excesses on civil liability claims.

## 33. Other non-current liabilities

| €/000                            | 31.12.2008 | 31.12.2007 |
|----------------------------------|------------|------------|
| Deferred income - Law 488 grants | 2,197      | 2,542      |
| Social security payables         | 31         | 54         |
| Total                            | 2,228      | 2,596      |

The deferred income refers to the capital grant received by Comag under Law 488/92 which will be recognized over future years. The portion of the grant recognizable this year is classified under current liabilities as accrued expenses and deferred income (note 28) and amounts to €279 thousand (€214 thousand in 2008).

## 34. Contingent liabilities

At the date of 31 December 2008 the group does not have any disputes that could give rise to future liabilities that have not already been reflected in the balance sheet.

#### 35. Information on financial risks

The Group is exposed to a variety of financial risks associated with its business activities:

- credit risk, regarding both normal commercial relations and to financing activities;
- liquidity risk, with particular reference to the availability of financial resources and to access to the credit market;
- market risks, with particular reference to exchange and interest rates, since the Group operates at an international level in different currencies and uses financial instruments that generate interest.

As described in the section "Management of financial risk", The Emak Group constantly monitors the financial risks to which it is exposed, so as to minimise potential negative effects on financial results.

Qualitative and quantitative information is given below regarding the nature of such risks for the Emak Group. The quantitative figures shown below have no value for forecasting purposes. Specifically, the sensitivity analysis on market risks are unable to reflect the complexity and associated reactions of the market as a result of each change hypothesised.

#### **Credit risk**

The maximum theoretical exposure to credit risk for the Group at 31 December 2008 is the accounting value of financial activities shown in the financial statements.

It should be pointed out that the credit granted to dealers and distributors involves specific assessments of solvency. Generally the Group obtains guarantees, both financial and otherwise, against credits granted for the supply of products. Certain categories of credits to foreign customers are also covered by insurance with SACE, starting from the 2007 financial period.

Credit positions are subject to constant analysis and possible individual devaluation in the case of singularly significant positions that are in a condition of partial or total insolvency.

The total devaluation is estimated on the basis of recoverable flows, from relative collection data, from the costs and expenses of future recovery, as well as possible guarantees in force. For those credits that are not subject to individual devaluation, bad debt provisions are allocated on an overall basis, taking account of historical experience and statistical data.

At 31 December 2008 there were no significant positions of insolvency subject to individual devaluation. Allocation to the bad debt provision was made on the basis of a constant analysis of outstanding amounts as a whole.

At December 2008 Trade receivables and Other receivables, equal to €72,897 thousand (€63,373 thousand at 31 December 2007), include €4,794 thousand (€2,889 thousand at 31 December 2007) outstanding by more than 3 months.

The maximum exposure to credit risk deriving from trade receivables at the end of the financial period, broken down by geographical area (using the Sace reclassification) is as follows:

| €/000   | 2008   | 2007   |
|---|--------|--------|
| Trade receivables due from customers with SACE 1 rating             | 47,778 | 48,025 |
| Trade receivables due from customers with SACE 2 and 3 rating       | 20,428 | 10,079 |
| Trade receivables due from customers with non-insurable SACE rating | 312    | 147    |
| Total (Note 24)   | 68.518 | 58.251 |

Countries with SACE 1 rating are those for which insurance covers 90% of the amounts receivable. Countries with SACE 2 rating are those for which insurance covers 85% of the amounts receivable, and for those with SACE 3 rating, 80%. SACE provides no coverage for non-insurable or suspended countries.

The value of amounts receivable covered by SACE insurance or by other guarantees at 31 December 2008 is € 23,254 thousand.

At 31 December 2008 the first 10 customers account for 33.9% of total trade receivables, while the top customer represents 6.6% of the total.

## Liquidity risk

Liquidity problems can occur as a result of the inability to obtain financial resources necessary for the Group's operations at acceptable conditions.

The two main factors determining the Group's liquidity situation are, on the one hand, the resources generated or absorbed in its operating and activities and by investment, and on the other hand, by the expiry or renewal of debt or by the liquidity of financial commitments and market conditions.

As described under the "Management of financial risk" heading, the Group reduces liquidity risk and optimises the management of financial resources through:

- maintaining a suitable level of liquid funds;
- obtaining appropriate lines of credit;
- monitoring future cash flows, taking account of the company's planning process.

The characteristics and nature of the expiry of debts and of the Group's financial activities are set out in Notes 26 and 29 relating respectively to Cash and Cash Equivalents and Financial Liabilities.

The management considers that currently unused funds and credit lines, amounting to € 8 million, as well as those which will be generated from operating and financial activities, will allow the Group to meet its requirements deriving from investment activities, the management of working capital and the repayment of debts at their natural maturity dates.

## **Exchange risk**

The Group is exposed to risks deriving from fluctuations in exchange rates, which may affect the economic result and value of equity.

## Specifically:

in cases in which the companies in the Group incur costs expressed in different currencies from those
of their respective revenues, the fluctuation of exchange rates may affect the operating result of such
companies.

In the 2008 financial period, the overall amount of revenues directly exposed to exchange risk represented around 12% of the Group's aggregate turnover (12% in the 2007 financial period), while the amount of costs exposed to exchange risk is equal to 15.3% of aggregate Group turnover (14% in the 2006 financial period).

The net balances at 31 December 2008 for which the Group is exposed to exchange rate risk as a result of the use of a currency different from Group companies' local reporting currency are as follows:

| Debt position in US Dollars        | 1,315,685   |
|------------------------------------|-------------|
| Debt position in Yen               | 108,791,658 |
| Debt position in Sterling          | 29,275      |
| Credit position in Zloty           | 8,015,385   |
| Debt position in Swiss Francs      | 113,213     |
| Debt position in Taiwanese dollars | 1,233,000   |
| Credit position in Euros           | 1,043,310   |

The main currency exchanges to which the Group is exposed are the following:

EUR/USD, relating to sales in dollars made in the North American market and in other markets in which the dollar is the reference currency for commercial exchanges, and to production/purchases in the Euro zone; EUR/GBP, essentially in relation to sales in the UK market;

EUR/RMB, in relation to Chinese production activities and to relative import/export flows;

EUR/YEN, relating to purchases in the Japanese market and to sales in other markets;

EUR/PLN, relating to sales in the Polish market.

There are no significant commercial flows with regards to other currencies.

The Group's policy is to cover net currency flows, typically through the use of forward contracts, evaluating the amounts and expiry dates according to market conditions and net future exposure, with the objective of minimising the impact of possible variations in future exchange rates.

- With regards to commercial activities, the companies in the Group are able to hold commercial credits and
  debits expressed in currencies which are different from the currency in which they keep their accounts
  and the variation in exchange rates may result in the realisation or ascertainment of exchange risks.
  The Group's policy is to partly cover, after appropriate evaluation of exchange rate trends, exposed
  positions resulting from credits and debits expressed in a currency different from that in which the
  company keeps its accounts.
- A number of subsidiary companies in the Group are located in countries which are not members of the
  European Monetary Union, in particular, the United States, the United Kingdom, Poland and China.
  Since the reference currency for the Group is the Euro, the income statements for these companies are
  converted into Euro at the average exchange rate for the period and variations in exchange rates may
  affect the equivalent value of revenues, costs and results in Euro.
- Assets and liabilities of subsidiary companies in the Group, whose accounting currency is different from
  the Euro, may have different equivalent values in Euro depending on the trend in exchange rates. As
  provided for by the accounting principles adopted, the effects of such variations are recorded directly in
  equity, under the heading "Translation reserve (see Note 27).
  - At the balance sheet date there was no hedging in force with regards to these exposures for conversion exchange risk.

## Sensitivity analysis

The potential loss of fair value of the net balance of financial assets/liabilities subject to the risk of variation in exchange rates held by the Group at 31 December 2008, as a result of a hypothetical unfavourable and immediate variation of 10% in all relevant single exchange rates, would amount to around €105 thousand (€355 thousand at 31 December 2006).

## Interest rate risk

The companies in the Group utilise external financial resources in the form of debt and invest liquid funds in monetary and financial market instruments. Variations in market interest rates influence the cost and return of the various forms of financing and utilisation, affecting the level of the Group's financial expenditure and income.

Since 2008 the Group has used derivative financial instruments to cover interest rate risk.

## Sensitivity analysis

The possible effects of variations in interest rates are analysed for their potential impact in terms of cash flows, since almost all the Group's financial assets and liabilities accrue variable interest.

A hypothetical, instantaneous and unfavourable negative variation of one base point in annual interest rates in force at 31 December 2008 applicable to financial liabilities at a variable interest rate would result in a greater net cost, on an annual basis, of around €606 thousand (€363 thousand at 31 December 2007).

This analysis is based on the assumption of a general and instantaneous variation of one base point on reference interest rates.

## Other risks on derivative financial instruments

As described in Note 23, the Group holds a number of derivative financial instruments whose value is linked to the trend in exchange rates (forward currency purchase operations) and the trend in interest rates.

Although these operations have been entered into for hedging purposes, accounting principles do not permit their treatment using hedge accounting. As a result, changes in underlying values may affect the economic results of the Group.

## Sensitivity analysis

The potential loss of fair value of derivative financial instruments held by the Group at 31 December 2008 as a result of a hypothetical unfavourable and immediate variation of 10% in underlying values would amount to around €264 thousand (€319 thousand at 31 December 2007).

## 36. Commitments

## **Fixed asset purchases**

The group has commitments for purchases of fixed assets not accounted for in the financial statements at 31 December 2008 for an amount of  $\in$  4,734 thousand ( $\in$  875 thousand at 31 December 2007). These commitments relate to the completion of buildings under construction, and to the purchase of equipment, plant and machinery.

## **Guarantees granted**

The group has €934 thousand in guarantees granted to third parties at 31 December 2008 (€686 thousand at the end of 2007).

## 37. Ordinary shares, treasury shares and dividends

Share capital is fully paid up at 31 December 2007 and amounts to  $\in$ 7,190 thousand. It consists of 27,653,500 ordinary shares of par value  $\in$ 0.26 each.

|                           | 31.12.2008 | 31.12.2007 |
|---------------------------|------------|------------|
| Number of ordinary shares | 27,653,500 | 27,653,500 |
| Treasury shares           | (382,163)  | (277,413)  |
| Total outstanding shares  | 27,271,337 | 27,376,087 |

The dividends for 2007 approved by the shareholders on 28 April 2008, totalling €6,008 thousand, were paid during 2008.

In accordance with the related authorization by shareholders, Emak S.p.A. has purchased treasury shares on the market for the purpose of improving the stock's liquidity.

At 31.12.2007 the company held in portfolio 277,413 treasury shares for a value of  $\in$  1,516 thousand. 104,750 treasury shares were acquired during 2008 for a value of  $\in$  463 thousand.

As a result, at 31.12.2008 the company held 382,163 treasury shares in portfolio for a value of €1,979 thousand.

In January and February 2009 Emak S.p.A. acquired 1,800 treasury shares for a value of €7 thousand. The stock of treasury shares in portfolio at 28 February 2009 is 383,963 with an overall value of €1,986 thousand.

## 38. Related party transactions

The effects on the balance sheet and income statement at 31 December 2007 of transactions by the Emak Group with ultimate parent companies, affiliated companies and any related parties are shown below.

A number of the companies belonging to the Yama Group supply the Emak Group with parts and materials, exploiting synergies associated with technological research. These are mostly strategically important parts, for which the purchasing policy is based on factors of quality and cost.

The Emak Group supplies finished products to a number of the trading companies within the Yama Group, enabling them to complete their product range.

All intercompany transactions, whether of a commercial or financial nature, are conducted on an arm's length basis.

No transactions were conducted with related parties of an atypical or unusual nature.

The main transactions with ultimate parent and affiliated companies during the year ended 31 December 2008 and the receivable and payable balances at that date are reported below:

Sale of goods and services and receivables

| Companies controlled by Yama S.p.A. |           | Other    | Total    |             |
|-------------------------------------|-----------|----------|----------|-------------|
| (€/000)                             | Net sales | revenues | revenues | Receivables |
| Agro D.o.o.                         | 62        | -        | 62       | 32          |
| Cofima S.r.I.                       | 1         | -        | 1        |             |
| Comet S.p.A.                        | 5,468     | 28       | 5,496    | 742         |
| Comet France SAS                    | 3         | -        | 3        | -           |
| Euro Reflex D.o.o.                  | 3         | 7        | 10       | 8           |
| Garmec S.p.A.                       | 423       | -        | 423      | 24          |
| Mac Sardegna S.r.l.                 | 772       | 5        | 777      | 585         |
| Sabart S.p.A.                       | 222       | 3        | 225      | 68          |
| Selettra S.r.l.                     | 108       | 2        | 110      | 1           |
| Speed France SAS                    | 2         | -        | 2        |             |
| Tecnol S.p.A.                       | -         | -        | 0        | 1           |
| Tecomec S.p.A.                      | 121       | 145      | 266      | 147         |
| Unigreen S.p.A.                     | 37        | 3        | 40       | 10          |
| Total (note 24)                     | 7,222     | 193      | 7,415    | 1,618       |

Purchase of goods and services and payables

| Companies belonging to<br>the Yama Group<br>(€/000) | Purchase of raw<br>materials and<br>finished products | Other costs | Total costs | Payables |
|---|---|-------------|-------------|----------|
| Agro D.o.o.   | -   | 2           | 2           | _        |
| Cofima S.r.l.                                       | 626   | 20          | 646         | 422      |
| Comet S.p.A.  | 2,248   | 1           | 2,249       | 296      |
| Comet France SAS                                    | 54  | -           | 54          | 1        |
| Euro Reflex D.o.o.                                  | 507   | -           | 507         | 158      |
| Garmec S.p.A.                                       | 3   | 1           | 4           | -        |
| Mac Sardegna S.r.l.                                 | -   | 6           | 6           | 5        |
| Mecline S.r.l.                                      | 118   | -           | 118         | 27       |
| Sabart S.p.A.                                       | 201   | -           | 201         | 77       |
| Selettra S.r.l.                                     | 1,772   | -           | 1,772       | 615      |
| Speed France SAS                                    | 744   | -           | 744         | 96       |
| Tecnol S.p.A.                                       | 3,690   | 2           | 3,692       | 1,062    |
| Tecomec S.p.A.                                      | 1,154   | 1           | 1,155       | 268      |
| Unigreen S.p.A.                                     | 117   | -           | 117         | 30       |
| Yama Immobiliare S.r.l.                             | -   | 283         | 283         | -        |
| Yama S.p.A.   | -   | 126         | 126         | 63       |
| Total (note 28)                                     | 11,234  | 442         | 11,676      | 3,120    |

The emoluments received by the parent company's directors and statutory auditors from other group companies are as follows:

No dealings of a significant amount took place with other related parties.

## 39. Subsequent events

There are no significant subsequent events.

# 40. Reconciliation between equity and net profit of the parent company Emak S.p.A. and consolidated equity and net profit

| (€/000)  | Equity 31.12.2008 | Results for year ended 31.12.2008 | Equity 31.12.2007 | Results for year ended 31.12.2007 |
|--|-------------------|-----------------------------------|-------------------|-----------------------------------|
| Equity and results   |                   |                                   |                   |                                   |
| of Emak S.p.A.   | 79,702            | 8,384                             | 77,790            | 9,813                             |
| Equity and results of consolidated   |                   |                                   |                   |                                   |
| subsidiaries   | 43,928            | 7,440                             | 31,957            | 6,793                             |
| Total  | 123,630           | 15,824                            | 109,747           | 16,606                            |
| Effect of elimination book value of equity investments Elimination of dividends Elimination of intercompany balances and gains | (20,937)          | (398)                             | (15,581)          |                                   |
| Total as per consolidated  |                   |                                   |                   |                                   |
| financial statements   | 99,407            | 14,866                            | 91,439            | 15,246                            |
| Minority interests   | (526)             | (44)                              | (515)             | (65)                              |
| Equity and results attributable  |                   |                                   |                   |                                   |
| to the group   | 98,881            | 14,822                            | 90,924            | 15,181                            |



Teletono +39 051 6569510 Teletax +39 051 6569164 E-mail: Info@fiditalrevisione.it



(This translation from the Italian original version has been made for the convenience of the reader)

## REPORT OF THE AUDITORS IN ACCORDANCE WITH ARTICLE 156 OF LEGISLATIVE DECREE N. 58 OF FEBRUARY 24, 1998

To the shareholders of EMAK SpA

- 1 We have audited the consolidated financial statements of Emak Group as at and for the year ended December 31, 2008, comprising the balance sheet, income statement, statement of changes in equity, cash flow statement and notes thereto. Emak's Spa directors are responsible for the preparation of these financial statements in compliance with International Financial Reporting Standards as adopted by European Union, as well as with the regulation issued to implement article 9 of the legislative decree n. 38/ 2005. Our responsibility is to express an opinion on these financial statements based on our audit.
- We conducted our audit in accordance with the auditing standards recommended by Consob, the Italian Commission for Listed Companies and the Stock Exchange. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement and are, as a whole, reliable. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by directors. We believe that our audit provides a reasonable basis for our opinion.

For the opinion on the consolidated financial statements of the prior year, which are presented for comparative purposes as required by law, reference should be made to our report issued on April 7, 2008.

- 3 In our opinion, the consolidated financial statements of Emak Group as at and for the year ended December 31, 2008 comply with the International Financial Reporting Standard endorsed by the European Union, as well as the Italian regulations implementing article 9 of the legislative decree n. 38/ 2005. Therefore, they are clearly stated and give a true and fair view of the financial position of Emak Group as at December 31, 2008, the results of its operations, changes in its equity and its cash flows for the year then ended.
- 4 The directors of Emak Spa are responsible for the preparation of the report on operations in accordance with the applicable laws and regulations. Our responsibility is to epress an opinion on the consistency of the report on operations with the financial statements, as required by art. 156, paragrafh 4-bis, letter d), of the legislative decree n. 58/ 98. For this pourpose, we have performed the procedures required under auditing standard n. PR 001 issued by the Italian accounting profession (CNDCEC) and recommended by Consob. In our opinion the report on operations is consistent with the consolidated financial statements of Emak as at and for the year ended December 31, 2008.

Bologna, March 31, 2009

Fidital Revisione e Organizzazione Contabile Srl (Signed on the original) Diego Bassi (Partner)

Sede Legals: 40125 Bologna - Via Calzoleria, 2
Ufficio Amministrativo: 20124 Milano - Via Vittor Pisani, 19
Coc. Pisa /Registro Imprese o Bologna 01629/1505 - P. IVA 02135961205 - PEA 405757 - Capitale Sociale € 250,000 (v. bertto all'Abo Sociale Consobialis\* 41 con delbota m\* 13,014 del 20 marzo 2001
Uffici: MILANO - BOLOGNA - BRESSA - FORLI







# Emak S.p.A. Financial statements at 31 December 2008

# **Financial statements**

# Emak S.p.A. - Income Statement

| €/000  | Notes | Year 2008     | Year 2007     |
|--|-------|---------------|---------------|
| Sales  | 8     | 187,465,056   | 157,996,497   |
| Other operating income                           | 8     | 1,297,313     | 1,134,037     |
| Change in inventories                            |       | 6,097,846     | 172,356       |
| Raw and consumable materials and goods           | 9     | (128,110,525) | (103,714,275) |
| Salaries and employee benefits                   | 10    | (21,660,885)  | (17,272,425)  |
| Other operating costs                            | 11    | (27,130,479)  | (20,464,409)  |
| Amortization, depreciation and impairment losses | 12    | (3,576,605)   | (3,109,785)   |
| EBIT   |       | 14,381,721    | 14,741,996    |
| Financial revenues                               | 13    | 1,177,177     | 2,156,902     |
| Financial costs                                  | 13    | (2,442,394)   | (1,389,023)   |
| Exchange gains and losses                        | 13    | (212,388)     | (203,029)     |
| EBT  |       | 12,904,116    | 15,306,846    |
| Income taxes                                     | 14    | (4,520,265)   | (5,493,462)   |
| Net profit                                       |       | 8,383,851     | 9,813,384     |
| Basic earnings per share                         | 15    | 0.307         | 0.356         |
| Diluted earnings per share                       | 15    | 0.307         | 0.356         |

# Emak S.p.A. - Balance Sheet

# **ASSETS**

| €/000                         | Notes | 31.12.2008  | 31.12.2007  |
|-------------------------------|-------|-------------|-------------|
| Non-current assets            |       |             |             |
| Property, plant and equipment | 16    | 22,696,272  | 16,362,499  |
| Intangible assets             | 18    | 1,679,671   | 1,646,822   |
| Goodwill                      | 19    | 2,074,305   |             |
| Investment property           | 17    | 136,259     | 173,964     |
| Equity investments            | 20    | 21,160,016  | 15,804,197  |
| Deferred tax assets           | 29    | 874,953     | 669,714     |
| Other financial assets        | 22    | 7,037,092   | 8,057,090   |
| Other receivables             | 23    | 9,372       | 10,537      |
| Total                         |       | 55,667,940  | 42,724,823  |
| Current assets                |       |             |             |
| Inventories                   | 24    | 55,492,140  | 40,316,079  |
| Trade and other receivables   | 23    | 65,110,817  | 51,629,532  |
| Current tax assets            | 29    | 1,308,651   | 2,173,335   |
| Other financial assets        | 22    | 24,039      | 4,372       |
| Cash and cash equivalents     | 25    | 808,041     | 1,957,364   |
| Total                         |       | 122,743,688 | 96,080,682  |
| TOTAL ASSETS                  |       | 178,411,628 | 138,805,505 |

# **EQUITY AND LIABILITIES**

| €/000                            | Notes | 31.12.2008  | 31.12.2007  |
|----------------------------------|-------|-------------|-------------|
| Capital and reserves             |       |             |             |
| Share capital                    | 26    | 7,189,910   | 7,189,910   |
| Share premium                    | 26    | 21,047,079  | 21,047,079  |
| Treasury shares                  | 26    | (1,979,470) | (1,516,075) |
| Other reserves                   | 26    | 30,186,816  | 30,186,816  |
| Retained earnings                | 26    | 23,257,921  | 20,881,904  |
| Total                            |       | 79,702,256  | 77,789,634  |
| Non-current liabilities          |       |             |             |
| Loans and Borrowings             | 28    | 19,143,280  | 8,709,304   |
| Deferred tax liabilities         | 29    | 2,358,763   | 2,637,354   |
| Post-employment benefits         | 30    | 4,587,048   | 4,147,127   |
| Provisions                       | 31    | 638,445     | 581,726     |
| Total                            |       | 26,727,536  | 16,075,511  |
| Current liabilities              |       |             |             |
| Trade and other payables         | 27    | 46,485,946  | 33,282,271  |
| Current tax liabilities          | 29    | 987,330     | 717,375     |
| Loans and borrowings             | 28    | 24,287,901  | 10,766,552  |
| Derivative financial instruments | 21    | 108,059     | 434         |
| Provisions                       | 31    | 112,600     | 173,728     |
| Total                            |       | 71,981,836  | 44,940,360  |
| TOTAL EQUITY AND LIABILITIES     |       | 178,411,628 | 138,805,505 |

# STATEMENT OF CHANGES IN THE EQUITY OF EMAK S.p.A. AT 31.12.2007 AND AT 31.12.2008

|                                     |                  |                  |                    | OTHER RESERVES   |  |
|-------------------------------------|------------------|------------------|--------------------|------------------|--|
| €/000                               | SHARE<br>CAPITAL | SHARE<br>PREMIUM | TREASURY<br>SHARES | LEGAL<br>RESERVE |  |
| Total at 31.12.2006                 | 7,190            | 21,047           | (527)              | 1,438            |  |
| Change in treasury shares           |                  |                  | (989)              |                  |  |
| Payment of dividends                |                  |                  |                    |                  |  |
| Reclassification of 2006 net profit |                  |                  |                    |                  |  |
| Net profit for 2007                 |                  |                  |                    |                  |  |
| Total at 31.12.2007                 | 7,190            | 21,047           | (1,516)            | 1,438            |  |
| Change in treasury shares           |                  |                  | (463)              |                  |  |
| Payment of dividends                |                  |                  |                    |                  |  |
| Reclassification of 2007 net profit |                  |                  |                    |                  |  |
| Net profit for 2008                 |                  |                  |                    |                  |  |
| Total at 31.12.2008                 | 7,190            | 21,047           | (1,979)            | 1,438            |  |

| OTHER RI               | ESERVES           | RETAINED EARN        | IINGS                        |         |
|------------------------|-------------------|----------------------|------------------------------|---------|
| REVALUATION<br>RESERVE | OTHER<br>RESERVES | RETAINED<br>EARNINGS | NET PROFIT FOR<br>THE PERIOD | TOTAL   |
| 1,138                  | 27,611            | 6,845                | 9,023                        | 73,765  |
|                        |                   | 40                   |                              | (949)   |
|                        |                   | 4,184                | (4,839)                      | (4,839) |
|                        |                   |                      |                              |         |
|                        |                   |                      | (4,184)                      | 0       |
|                        |                   |                      | 9,813                        | 9,813   |
| 1,138                  | 27,611            | 11,069               | 9,813                        | 77,790  |
|                        |                   |                      |                              | (463)   |
|                        |                   |                      | (6,008)                      | (6,008) |
|                        |                   |                      |                              |         |
|                        |                   | 3,805                | (3,805)                      | 0       |
|                        |                   |                      | 8,384                        | 8,384   |
| 1,138                  | 27,611            | 14,874               | 8,384                        | 79,703  |
|                        |                   |                      |                              |         |

# **Emak S.p.A. Cash Flow Statement**

| €/000  | Notes    | 2008  | 2007  |
|--|----------|---|---|
| Cash flow from operations  |          |   |   |
| Net profit for period  |          | 8,384   | 9,813   |
| Amortization, depreciation and impairment losses   | 12       | 3,577   | 3,110   |
| (Capital gains)/losses on disposal of property, plant and equipment  |          | (658)   | (523)   |
| Dividends income   |          | (398)   | (1,326)   |
| Decreases/(increases) in trade and other receivables   |          | (4,978)   | (362)   |
| Decreases/(increases) in inventories   |          | (6,099)   | (172)   |
| (Decreases)/increases in trade and other payables  |          | 7,836   | 310   |
| Change in post-employment benefits   | 30       | (209)   | (1,175)   |
| (Decreases)/increases in provision for liabilities   | 31       | (83)  | 50  |
| Decreases/increases in derivate financial instruments  |          | 107   | (44)  |
| Net cash generated by operations   |          | 7,479   | 9,681   |
|  |          |   |   |
| Cash flow from investment activities   |          |   |   |
| Dividend income  |          | 398   | 1,326   |
| Increases in property, plant and equipment and intangible assets   |          | (8,556)   | (2,986)   |
| (Increases) and decreases in financial assets  |          | (4,355)   | 456   |
| Proceeds from disposal of property, plant and equipment  |          | 701   | 804   |
| Bertolini merger (1)   | 5        | (6,533)   | 0   |
| Net cash absorbed by investment activities   |          | (18,345)  | (400)   |
|  |          |   |   |
| Cash flow from financial activities  |          |   |   |
| Change in equity   |          | (463)   | (949)   |
| Change in short and long-term loans and borrowings   |          | 10,997  | 757   |
| Change in finance leases   |          | (456)   | (443)   |
| Dividends paid   |          | (6,008)   | (4,839)   |
| Net cash absorbed by financial activities  |          | 4,070   | (5,474)   |
|  |          | (0.700)   |   |
| Net increase in cash and cash equivalents  |          | (6,796)   | 3,807   |
|  |          |   |   |
| ODENING CASH AND CASH FOLINAL ENTS   |          | (4 664)   | (0.460)   |
| OPENING CASH AND CASH EQUIVALENTS  |          | (4,661)   | (8,468)   |
| OPENING CASH AND CASH EQUIVALENTS CLOSING CASH AND CASH EQUIVALENTS  |          | (4,661)<br>(11,457)   | (8,468)<br>(4,661)  |
| CLOSING CASH AND CASH EQUIVALENTS  |          |   |   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT   |          | (11,457)  | (4,661)   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT  €/000  |          |   |   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents  | 25       | (11,457)  | (4,661)   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows:  | 25       | (11,457)<br>2008<br>(4,661)   | 2007 (8,468)  |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  | 25       | (11,457)<br>2008<br>(4,661)<br>1,957  | (4,661)<br>2007<br>(8,468)<br>827   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows:  | 25       | (11,457)<br>2008<br>(4,661)   | 2007 (8,468)  |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts   |          | (11,457)<br>2008<br>(4,661)<br>1,957<br>(6,618)   | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)  |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Closing cash and cash equivalents, detailed as follows:  | 25<br>25 | (11,457)<br>2008<br>(4,661)<br>1,957<br>(6,618)<br>(11,457)   | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)<br>(4,661)   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents   |          | (11,457)<br>2008<br>(4,661)<br>1,957<br>(6,618)<br>(11,457)<br>808  | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)<br>(4,661)<br>1,957  |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Closing cash and cash equivalents, detailed as follows:  |          | (11,457)<br>2008<br>(4,661)<br>1,957<br>(6,618)<br>(11,457)   | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)<br>(4,661)   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT  €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts   |          | (11,457)<br>2008<br>(4,661)<br>1,957<br>(6,618)<br>(11,457)<br>808  | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)<br>(4,661)<br>1,957  |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT  €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Other information:  |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  | (4,661)<br>2007<br>(8,468)<br>827<br>(9,295)<br>(4,661)<br>1,957<br>(6,618)                               |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Other information: Tax paid  |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618)   |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Other information: Tax paid Interest paid  |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  (3,757) (1,675)   | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618) (6,503) (703)                                     |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Other information: Tax paid Interest paid Interest receiveable on financings to subsidiary companies   |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  (3,757) (1,675) 476   | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618) (6,503) (703) 484                                 |
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| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Other information: Tax paid Interest paid Interest receiveable on financings to subsidiary companies Interest receiveable on bank account Interest receiveable on trade receivables  |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  (3,757) (1,675) 476 75 138  | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618)  (6,503) (703) 484 36 154                         |
| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000  Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents  Overdrafts  Other information: Tax paid Interest paid Interest paid Interest receiveable on financings to subsidiary companies Interest receiveable on bank account Interest receiveable on trade receivables  Effects of exchange rate changes  |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  (3,757) (1,675) 476 75 138 (25)                                       | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618)  (6,503) (703) 484 36 154 5                       |
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| CLOSING CASH AND CASH EQUIVALENTS  ADDITIONAL INFORMATION ON THE CASH FLOW STATEMENT €/000 Reconciliation of cash and cash equivalents Opening cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Closing cash and cash equivalents, detailed as follows: Cash and cash equivalents Overdrafts  Other information: Tax paid Interest paid Interest receiveable on financings to subsidiary companies Interest receiveable on bank account Interest receiveable on trade receivables Effects of exchange rate changes Change in related party financial assets transactions Change in related party receivables and service transactions   |          | (11,457)  2008  (4,661) 1,957 (6,618)  (11,457) 808 (12,265)  (3,757) (1,675) 476 75 138 (25) (1,020) 3,497                         | (4,661)  2007 (8,468) 827 (9,295) (4,661) 1,957 (6,618)  (6,503) (703) 484 36 154 5 (2,152) (1,792)       |
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### Explanatory notes to the financial statements of Emak S.p.A.

## Notes to the financial statements of Emak S.p.A. - Contents

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#### 1. General information

The Board of Directors approved the draft financial statements of Emak S.p.A. for the year ended 31 December 2008 on 16 March 2009 and authorized their immediate publication in a press release on the same date.

The financial statements are submitted for the approval of shareholders, who have the power to make amendments.

Emak S.p.A. is one of Europe's leading producers of gardening, forestry and small-scale agricultural machinery, such as chainsaws, brush cutters, lawnmowers, trimmers and a vast assortment of accessories.

Emak S.p.A. is a public limited company, whose shares are listed on the Italian stock exchange. Its registered office is in Via Fermi 4, Bagnolo in Piano (RE).

The company has around 430 employees.

EMAK is controlled by YAMA s.p.a., which holds the majority of its share capital on a permanent basis and, in accordance with the law and with the articles of association, appoints its corporate Bodies.

EMAK S.p.A.'s Board of Directors, however, makes its own strategic decisions and operates substantially.

EMAK S.p.A.'s Board of Directors, however, makes its own strategic decisions and operates substantially autonomously. EMAK S.p.A. has set up specific procedures for regulating decisions that place certain Directors in positions of conflict of interest and for the carrying out of related party transactions. The aim in all cases is to protect the company and its assets in the best possible way.

The figures presented in the notes are expressed in thousands of euro, unless otherwise stated.

### 2. Summary of principal accounting policies

The principal accounting policies used for preparing these financial statements are discussed below, and unless otherwise indicated, have been uniformly applied to all years presented.

#### 2.1 General methods of preparation

The financial statements have been prepared in accordance with the IFRS issued by the International Accounting Standards Board and adopted by the European Union at the date of preparing this report. The term IFRS also refers to all revised international accounting standards (IAS) and all interpretations by the International Financial Reporting Interpretations Committee (IFRIC), previously named the Standing Interpretations Committee (SIC).

The financial statements have been prepared under the historical cost method, except for those financial assets and liabilities (including derivative instruments) measured at fair value.

The directors have prepared the financial statements according to the going concern principle, on the basis of available information and the company's current and expected economic and financial situation.

The company has adopted the following formats for its financial statements as required by IAS 1:

- Balance Sheet: based on the distinction between current and non-current assets and current and non-current liabilities:
- Income Statement: based on a classification of items of income and expense according to their nature;
- Cash flow Statement: based on a presentation of cash flows using the indirect method.

The preparation of financial statements under IFRS requires management to make use of accounting estimates. The matters involving a high degree of judgement or complexity and the areas in which the assumptions and estimates could have a significant impact on the financial statements are discussed in note 4.

## 2.2 Presentation currency

- (a) The financial statements are presented in euros.
- (b) Transactions and balances

A foreign currency transaction is translated using the rate of exchange at the date of the transaction. Exchange gains and losses arising upon receipt and payment of the foreign currency amounts and upon translation at closing rates of monetary items denominated in a foreign currency are reported in profit or loss for the period. Gains and losses realized on cash flow hedges whose hedged items are still unrealized are deferred in equity.

#### 2.3 Property, plant and equipment

Land and buildings largely comprise production facilities, warehouses and offices. They are stated at historical cost, plus any revaluations carried out by law in years prior to the first-time adoption of IAS/ IFRS, less the accumulated depreciation of the buildings. Other assets are recorded at historical cost, less accumulated depreciation and impairment.

Historical cost includes all the directly attributable costs of purchasing the assets.

Subsequent expenditure is added to the carrying amount of the asset only when it is probable that this expenditure will generate future economic benefits and these costs can be measured reliably. Expenditure on other repairs and maintenance is expensed to income in the period incurred.

Land is not depreciated. Other assets are depreciated on a straight-line basis over their estimated useful lives as follows:

- buildings, 10-33 years;
- plant and machinery, 7-10 years;
- other, 4-8 years.

The residual value and useful life of assets is reviewed and amended, if necessary, at the end of each year.

If the carrying amount of any asset is higher than the estimated recoverable amount, it is immediately reduced to realizable value.

Leases for which the company has substantially all the risks plus the right of redemption are classified as finance leases. The related assets are recognized under property, plant and equipment at the value of the future lease payments.

The principal element of repayments to be made is recorded as financial liabilities. The interest element is charged to the income statement so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Leases for which the lessor retains a significant portion of the risks and rewards incident to ownership are classified as operating leases, whose payments are recognized as an expense in the income statement over the lease term on a straight-line basis.

## 2.4 Intangible assets

a) Development costs

These are intangible assets with a finite life.

The development costs of new products are capitalized only if the following conditions are met:

- the costs can be measured reliably;
- the product's technical feasibility and expected price and market indicate that the costs incurred for development will generate future economic benefits.

Development costs include only that expenditure which can be attributed directly to the development process.

Capitalized development costs are amortized over 5 years, commencing from the start of production of the products developed.

All other development costs are expensed to income as incurred.

#### (b) Concessions, licences and trademarks

Trademarks and licences are valued at historical cost. Trademarks and licences have a finite useful life and are stated after deducting accumulated amortization. Amortization is calculated on a straight-line basis so as to spread the asset's cost over its estimated useful life.

## (c) Other intangible assets

These are intangible assets with a finite life.

An intangible asset is recognized only if (i) it is identifiable, (ii) it is probable that it will generate future economic benefits and (iii) its cost can be measured reliably.

Intangible assets are recognized at purchase cost and amortized on a systematic basis over their estimated useful lives, which cannot exceed 10 years.

#### 2.5 Impairment of assets

Assets with an indefinite life are not amortized or depreciated but are reviewed annually for any impairment. Depreciable assets are reviewed for impairment every time that events or changes in circumstances indicate that their carrying value might not be recoverable. The impairment loss recognized is the amount by which the carrying amount of an asset exceeds its recoverable amount, corresponding to the higher of the asset's net selling price and its value in use. For the purposes of measuring impairment, assets are classified together into the smallest identifiable groups that generate cash inflows (cash-generating units).

#### 2.6 Investment property

Property held for long-term capital appreciation and buildings held to earn rentals are measured at cost, less depreciation and any impairment losses.

#### 2.7 Financial assets and investments

The company classifies financial assets and investments in the following categories: financial assets at fair value (with changes reported through the income statement), loans and receivables, held-to-maturity investments and available-for-sale financial assets. The classification depends on the purpose for which the investment has been made. The classification is made upon the asset's initial recognition and is reviewed at every balance sheet date.

(a) Marketable financial assets at fair value (with the value of fluctuations posted in the income statement) This category includes securities that have been acquired principally for the purpose of generating a profit from short-term fluctuations in price (or for temporarily investing surplus cash balances). This category is classified in current assets on the basis of the period-end price, with gains and losses recognized directly in the income statement.

Unless they qualify for hedge accounting, derivatives are also classified as held for trading.

## (b) Other financial assets

This balance includes loans given, securities held to maturity and other receivables deriving from financial activities. They are classified as non-current assets except those falling due within 12 months which are reclassified to current assets.

These financial assets feature determinable payments with fixed maturities, and the fact that the company has the intent and ability to hold them to maturity.

These assets are valued using the amortized cost method based on the effective rate of return, with gains recorded directly in the income statement.

## (c) Equity investments

This category includes equity interests in subsidiaries and minority holdings, which are measured at cost less any impairment losses.

#### (d) Available-for-sale financial assets

Available-for-sale financial assets is a residual category relating to those assets not belonging to the previous three categories. They are reported as non-current assets unless management intends selling them within 12 months of the balance sheet date.

Purchases and sales of these assets are recognized on the transaction date, which is the date on which the company commits to purchase or sell the asset.

Unrealized gains and losses arising on changes in the fair value of non-monetary securities classified as available for sale are recorded in equity. When these instruments are sold or written down, the cumulative fair value adjustments are reversed to income as gains or losses on investments in securities.

All investments in financial assets not recorded at fair value through the income statement are recognized initially at fair value plus the related transaction costs. An investment is eliminated from the accounting records when the right to its cash flows is extinguished or when the company has transferred substantially all the risks and rewards of its ownership to third parties.

The fair value of listed investments is determined with reference to the market price reported at the close of trading on the balance sheet date. In the absence of an active market for a financial asset or if the securities have been suspended from listing, the company establishes fair value using valuation techniques. These techniques include the use of recent arm's length transactions, reference to the current fair value of another instrument that is substantially the same, discounted cash flow analysis and option pricing models, bearing in mind the issuer's specific characteristics.

The company assesses at each balance sheet date whether there is any objective evidence that a financial asset or group of financial assets may be impaired. If such evidence exists for the available-for-sale assets, the amount of the loss – measured as the difference between the asset's acquisition cost and current fair value less any impairment loss previously recognized in net profit or loss – is removed from equity and reported in the income statement. Impairment losses recognized in the income statement for equity instruments are not recovered through subsequent credits to the income statement.

#### 2.8 Non-current assets held for sale

Assets held for sale are classified in this category when:

- the asset is available for immediate sale;
- the sale is highly probable within one year;
- management is committed to a plan to sell;
- a reasonable sales price is available;
- the plan for disposal is unlikely to change;
- a buyer is being actively sought.

These assets are measured at the lower of their carrying amount and fair value less costs to sell. Assets reclassified to this category cease to be depreciated.

#### 2.9 Inventories

Inventories are measured at the lower of cost and net realizable value. Cost is determined using the weighted average cost method. The cost of finished products and work in progress includes raw material costs, direct labour costs, general manufacturing costs and other direct and indirect costs incurred in bringing the inventories to their present location and condition. Net realizable value is determined using prevailing selling prices less estimated costs of completion and sale.

#### 2.10 Trade receivables

Trade receivables are recognized initially at fair value and subsequently measured at amortized cost, using the effective interest method, less any provisions for impairment.

A provision for the impairment of trade receivables is recognized when there is objective evidence that the company will be unable to collect all the amounts according to the original terms and conditions. The amount of the provision for such loss is charged to the income statement.

#### 2.11 Trade payables

Trade and other payables, due under normal commercial terms, are not discounted but are recognized at cost (identified by their face value), representing the expenditure required for their settlement.

## 2.12 Cash and cash equivalents

Cash and cash equivalents include cash on hand, demand deposits with banks and short-term financial investments that are highly liquid and originally mature in three months or under, less bank overdrafts. Bank overdrafts are classified in the balance sheet in short-term loans and borrowings under current liabilities.

#### 2.13 Share capital

Ordinary shares are classified under equity.

Any proceeds from their sale, less directly attributable transaction costs and the related tax, are recognized in equity.

#### 2.14 Financial liabilities

Loans and borrowings are recognized initially at fair value, less the related transaction costs. They are subsequently measured at amortized cost; the difference between the amount received, less transaction costs, and the amount repayable is recognized in the income statement over the term of the loan, using the effective interest method.

Loans and borrowings are classified as current liabilities if the company does not have an unconditional right to defer the extinguishment of the liability to at least 12 months after the balance sheet date.

#### **2.15 Taxes**

The income taxes reported in the income statement include all current and deferred taxes. Income taxes are generally recorded in the income statement and are booked to equity only when they refer to items that have been debited or credited to equity.

Taxes other than income taxes are classified as other operating costs.

Deferred tax assets are recognized on all temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary difference can be utilized.

The same principle applies to the recognition of deferred tax assets on utilizable tax losses.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and possibly reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow the benefit of all or part of that deferred tax asset to be utilized. Any such reductions are reversed if the reasons for them no longer apply. As a general rule, apart from specific exceptions, deferred tax liabilities must always be recognized.

Deferred tax assets and liabilities are calculated at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date.

Current tax assets and liabilities are offset only if the company has a legally enforceable right to set off the recognized amounts and if it intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously. Deferred tax assets and liabilities may be offset only if the company is able to offset current tax assets against current tax liabilities and if the deferred taxes refer to income taxes levied by the same taxation authority.

## 2.16 Provision for employee termination indemnities

Employee termination indemnities fall into the category of defined benefit plans for valuation on an actuarial basis (death rates, expected changes in remuneration etc.) and reflect the present value of the benefit,

payable at the end of employment, which employees have matured at the balance sheet date.

The costs relating to the increase in the obligation's present value, arising as the time of payment approaches, are recorded as financial expenses. All other costs relating to the provision are reported as payroll costs in the income statement. All actuarial gains and losses are recognized in the period in which they occur.

## 2.17 Provisions for liabilities and charges

Provisions for liabilities and charges are recognized when (i) the company has a legal or constructive obligation as a result of past events, (ii) it is probable that a payment will be required to settle the obligation and (iii) a reliable estimate can be made of the related amount.

#### 2.18 Revenues

Revenues are reported net of discounts, rebates, returns and allowances and are recognized as follows:

#### (a) Sale of goods

Sales of goods are recognized when the company has delivered the goods to the customer, the customer has accepted the products and the associated receivable is reasonably certain to be collected.

#### (b) Sale of services

Sales of services are recognized in the period in which the service is rendered with reference to the stage of completion of the specific transaction, measured on the basis of the services performed to date as a percentage of total services to be performed.

#### 2.19 Financial income and expenses

Financial income and expenses are recognized on an accrual basis using the effective interest rate and include dividends received from subsidiaries, exchange gains and losses and gains and losses on derivatives charged to the income statement.

## 2.20 Payment of dividends

Dividends on ordinary shares are reported as liabilities in the financial statements in the year in which the shareholders approve their distribution.

## 2.21 Earnings per share

Basic earnings per share are calculated by dividing the company's net profit by the weighted average number of shares outstanding during the period, excluding treasury shares.

The company does not have any potential ordinary shares.

#### 2.22 Cash flow statement

The cash flow statement has been prepared using the indirect method.

Cash and cash equivalents included in the cash flow statement comprise the cash-related balances at the reporting date. Cash flows in foreign currency have been translated at the average rate for the period. Interest income and expense, dividends received and income taxes are included in cash flow generated by operations.

#### 2.23 New accounting standards

It should be noted that the IASB and IFRIC have approved a number of changes to IAS/IFRS standards, applicable for the first time from 1st January 2008. The main changes relate to:

- IAS 39 "Financial instruments: recognition and measurement" and IFRS 7 "Financial instruments: disclosures": the changes permit the reclassification of certain financial assets previously included in the "fair-value-through-profit-or-loss" category as "investments held until maturity". The changes also permit the reclassification of "available-for-sale" and "fair-value-through-profit-or-loss" financial assets to the "financing and credits" category if the company has the intention and the ability to hold such instruments for a determined future period. The amendment is applicable from 1 July 2008. Its adoption, however, has no effect on the financial statements, since the company has not made any of the permitted reclassifications.
- IFRIC 11, "IFRS 2 Group and treasury share transactions": the standard regulates the application of IFRS 2 "Share-based payment" to certain types of procedures that involve several companies in the same group. This standard is currently not applicable to Emak S.p.A..
- IFRIC 12 "Service Concession Arrangements": the standard, not yet approved by the European Union, is intended for operators in the private sector involved in the supply of services typical of the public sector (e.g. road, airports, electricity and water supplies by virtue of a license agreement) and is not applicable to Emak S.p.A..
- IFRIC 13 "Customer Loyalty Programmes": this standard defines the accounting treatment that must be adopted by entities that grant their clientele prizes associated with loyalty programmes relating to the acquisition of goods or services, and establishes that the fair value of obligations associated with the granting of such prizes must be deducted from sales revenues and deferred until the obligation towards the client expires. This standard is currently not applicable to Emak S.p.A..
- IFRIC 14 "IAS 19 Limits on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction". This interpretation provides guidelines on how to value these limits and clarifies the impact on assets and liabilities with regards to defined benefits deriving from the existence of minimum funding requirements of a contractual or legislative nature. The standard is not currently applicable to Emak S.p.A..
- Emak S.p.A. adopted the IFRS 8 standard in advance during 2008. The standard relates to information about operating segments, introduced through EC regulation no. 1358/2007. For more information reference should be made to heading 2.3.
- Besides what is set out above, the following changes to standards and interpretations have been issued but are not applicable for the 2008 financial year and for which Emak S.p.A. has not opted for advanced adoption.
- IAS 23 "Borrowing Costs": changes that eliminate the option that permits charging borrowing costs directly attributable to the acquisition, construction or production of an asset directly to the income statement and imposes their capitalisation as part of the cost of the asset. These changes will be applicable from 1 January 2009. The future application of these changes to the standard is not expected to have any impact on the financial statements.
- IAS 1 "Presentation of Financial Statements": IAS 1 has been subject to a slight revision that will lead to a change in the name of certain schedules making up the financial statements as well as the introduction of a new schedule ("statement of changes in equity"). These changes will take effect from 1 January 2009.
- IFRS 2 "Share-based payment: vesting conditions and cancellations". The changes take effect from 1 January 2009. The standard, which clarifies vesting conditions and the cancellation of share-based payments, is not, however applicable to Emak S.p.A..
- IFRS 3 "Business Combinations" and IAS 27 "Consolidated and Separate Financial Statements": the main changes made to IFRS 3 regard in particular the elimination of the obligation to value single assets and liabilities of the subsidiary at fair value in every subsequent acquisition, in the event of business combinations achieved in stages. Goodwill in these cases will be measured as the difference at acquisition

date between the fair value of any investment in the business held immediately before acquisition, the consideration transferred and the net assets acquired. In addition, in the event that the company does not acquire 100% of the shareholding, the net equity of minority interests may be valued either at fair value or using the method previously provided for by IFRS 3. The revised version of the standard also provides for acquisition costs to be recognised as expenses and disclosure of the contingent consideration arrangements at the acquisition date. In the revision of IAS 27, on the other hand, the IASB has established that changes in a parent's ownership interest in a subsidiary that do not result in the loss of control are accounted for as equity transactions and therefore give rise to a corresponding entry in equity. Furthermore, it is established that when a company transfers control in a subsidiary but continues, however, to hold a stake in the company, it must value the retained shareholding in the financial accounts at fair value and allocate any profits or losses deriving from the loss of control to the income statement. Finally, the revised IAS 27 requires that all losses attributable to minority shareholders are allocated to the net equity attributable to minority interests, also when the latter exceed their shareholding in the subsidiary. The changes, not yet approved by the European Union, have no current significant impact on Emak S.p.A..

- IAS 32 "Financial Instruments: Disclosure and Presentation" and IAS 1 "Presentation of Financial Statements": The changes regard puttable financial instruments and obligations arising on liquidation.
   These changes, applicable from 1 January 2009, have no current significant impact on Emak S.p.A..
- IAS 27 "Consolidated and Separate Financial Statements" The cost of shareholdings in subsidiary companies, in jointly-controlled entities and in associated companies: the definition of "cost method" has been eliminated from IAS 27 and as a consequence investors are required to treat all dividends of a subsidiary, of a jointly-controlled entity or of an associated company as entries in the separate financial statements, even if the dividends are paid as reserves movements before the acquisition. These changes, applicable from 1 January 2009, have no current significant impact on Emak S.p.A..
- IAS 39 "Financial Instruments: recognition and measurement": the revised version, effective from 1 January 2009, clarifies the application of the standard for the definition of hedged items in certain situations. Emak S.p.A. has not opted for the application of the amendment in advance, which in any case should not have any significant impacts on the valuation of financial instruments.
- IFRIC 15 "Agreements for the Construction of Real Estate: the standard, effective from 1 January 2009, is not applicable to Emak S.p.A..
- IFRIC 16 "Hedges of a Net Investment in a Foreign Operation": the interpretation has eliminated the possibility of applying hedge accounting for operations to hedge exchange rate differences between the currency of the foreign subsidiary and the currency adopted for consolidated accounts. The interpretation also clarifies that in the case of disposal of a net investment in a foreign currency, for the purpose of establishing the amount that must be transferred to the income statement from the translation reserve, reference must be made to the provisions of IAS 39 "Financial Instruments: recognition and measurement" for the part relating to the hedging instrument and to IAS 21 "The Effects of Changes in Foreign Exchange Rates" for the part relating to the hedged instrument. The interpretation, applicable from 1 January 2009, is not currently significant for Emak S.p.A..

#### 3. Financial risk management

#### 3.1 Risk factors of a financial nature

The Company's business is exposed to a number of different financial risks: market risk (including currency risk, fair value risk and price risk), credit risk, liquidity risk and interest rate risk. The Company's policies for managing and controlling financial risks focus on the unpredictability of financial markets and seek to minimize the potentially negative effects on the consolidated results. The Company uses derivative financial instruments to hedge certain risks.

Hedging of the Company's financial risks is managed by a head office function working in close collaboration with the individual operating units.

#### (a) Market risk

## (i) Interest rate risk

Since the Company does not have significant interest-bearing assets, operating profits and cash flows are largely unaffected by changes in market interest rates. The Company's interest rate risk relates to its long-term loans and borrowings. Variable rate loans expose the Company to the cash flow risk associated with interest rates. Fixed rate loans expose the group to the fair value risk associated with interest rates.

The Company's policy is based on constantly monitoring its level and structure of debt and on the trend in interest rates and macroeconomic variables that might directly influence them, with the goal of optimizing the cost of money. At 31 December 2007, the Company's bank loans and borrowings and finance leases all carried variable interest.

The company has set up hedging operations during 2008 aimed at limiting the effects of interest rate fluctuations.

#### (ii) Currency risk

The Company conducts its business internationally and is exposed to exchange risk associated with the currencies used, chiefly US dollars, yen, pounds sterling, Chinese renminbi and Polish zloty. Currency risk derives from future commercial transactions, from recognized assets and liabilities and net investments in foreign enterprises.

The Company mostly uses forward contracts to hedge currency risk arising from future commercial transactions and recognized assets and liabilities.

#### (iii) Price risk

The Company is exposed to fluctuations in the price of raw materials. This exposure is mostly towards suppliers of parts since their price is generally tied by contract to the trend in market prices for raw materials. The Company usually enters into medium-term contracts with certain suppliers for the purpose of managing and limiting the risk of fluctuations in the price of its main raw materials such as aluminium, sheet metal, plastic and copper, as well as semi-finished products such as motors.

## (b) Rischio di credito

# (b) Credit risk

The Company does not have significant concentrations of credit risk and has adopted policies to ensure that products are sold to customers of proven creditworthiness and that certain types of receivable are insured. Derivatives and short-term investments are undertaken only with primary financial institutions. The Company has policies that limit its credit exposure to any single financial institution.

## (c) Liquidity risk

Prudent management of liquidity risk implies the maintenance of sufficient liquid funds and marketable securities, the availability of funding through adequate credit lines and the ability to close positions offmarket. Given the dynamic nature of the Company's business, its Treasury function seeks flexibility of funding by having sufficient credit lines.

## 3.2 Accounting for derivative financial instruments and hedging activities

Derivative financial instruments are used exclusively for hedging purposes with the intent of reducing the risks of foreign currency fluctuation. As established by IAS 39, derivative financial instruments may qualify for special hedge accounting only if (i) at the inception of the hedge the hedging relationship is formally

designated and documented, (ii) the hedge is expected to be highly effective and (iii) the effectiveness of the hedge can be measured reliably.

Derivatives are initially recognized at cost and adjusted to fair value at subsequent balance sheet dates.

Changes in the fair value of derivatives designated as cash flow hedges relating to the company's firm commitments are recognized directly in equity to the extent they relate to the effective portion of the hedge, while the ineffective portion is reported directly in the income statement. If a firm commitment or hedge of a forecast transaction results in the recognition of assets or liabilities, the associated gains or losses on the derivative that were recognized directly in equity are reclassified to the initial cost or carrying amount of the asset or liability.

If cash flow hedges do not result in the recognition of an asset or a liability, the amounts that were directly recorded in equity are reversed to income in the same period in which the firm commitment or hedged forecast transaction affects profit or loss.

Changes in the fair value of derivatives that do not qualify for hedge accounting are recognized in the income statement in the period in which they occur.

Hedge accounting is discontinued when the hedging instrument expires, is sold, terminated or exercised, or no longer meets the criteria for hedge accounting. In this case, the cumulative gain or loss on the hedging instrument recognized directly in equity remains separately in equity until the forecast transaction occurs. If the forecast transaction is no longer expected to occur, the cumulative gain or loss recognized directly in equity is transferred to profit or loss for the period.

#### 3.3 Measurement of fair value

The fair value of financial instruments with a quoted market price in an active market (such as publicly traded derivatives and securities held for trading and for sale) is based on the market price at the balance sheet date. The market price used for the company's financial assets is the bid price; the market price for financial liabilities is the offer price.

The fair value of financial instruments not quoted in an active market (for example, derivatives quoted over the counter) is determined using valuation techniques. The company uses various methods and makes assumptions that are based on existing market conditions at the balance sheet date. Long-term payables are valued using quoted market or trading prices for the specific or similar instruments. Other methods, such as estimating the present value of future cash flows, are used to determine the fair value of the other financial instruments. The fair value of forward currency contracts is determined using the forward exchange rates expected at the balance sheet date.

It is assumed that the face value less estimated doubtful receivables approximates the fair value of trade receivables and payables. For the purposes of these notes, the fair value of financial liabilities is estimated by discounting contractual future cash flows at the current market rate available to the company for similar financial instruments.

#### 4. Key accounting estimates and assumptions

The preparation of the financial statements and the related notes under IFRS has required management to make estimates and assumptions affecting the value of reported assets and liabilities and the disclosures relating to contingent assets and liabilities at the balance sheet date. Actual results could differ from these estimates. Estimates are used for recording provisions for doubtful accounts and inventory obsolescence, amortization and depreciation, write-downs of assets, post-employment benefits, taxes and other provisions. Estimates and assumptions are reviewed periodically and the effects of any change are immediately reflected in the income statement..

#### 5. Significant non-recurring events and transactions

## 5.1 Acquisition and merger of Bertolini S.p.A.

On 15 January 2008 Emak S.p.A. acquired the entire shareholding (100%) of the company, Bertolini S.p.A., from the parent company Yama S.p.A..

Bertolini S.p.A. sells products with the "Bertolini" and "Nibbi" trademarks, and is one of the leaders in the market for the production and sale of walking tractors, power motors, motor hoes, transporters and other machines for small-scale farming and gardening.

The aim of this operation is to pursue a strategy of development in similar and synergic sectors in relation to current activities. Prospects for growth therefore justify the value of goodwill.

The consideration for the acquisition of the shareholding was  $\in$  6,500 thousand paid by Emak S.p.A. at the same time as the transfer of shares that took place on 15 January 2008.

The fair value of the assets and liabilities subject to merger with effect from 1 January 2008, the price paid and the financial expenditure are detailed below:

| €/000  | Bertolini S.p.A. | Adustments for     | Fair value of   |
|--|------------------|--------------------|-----------------|
|  | book values      | IAS and fair value | acquired assets |
| Non-current assets                           |                  |                    |                 |
| Tangible fixed assets                        | 1,211            |                    | 1,211           |
| Intangible fixed assets                      | 182              |                    | 182             |
| Goodwill                                     | 10               |                    | 10              |
| Deferred tax assets                          | 124              |                    | 124             |
| Current assets                               |                  |                    |                 |
| Inventories                                  | 9,078            |                    | 9,078           |
| Trade and other receivables                  | 7,393            |                    | 7,393           |
| Current tax assets                           | 326              |                    | 326             |
| Cash and cash equivalents                    | 507              |                    | 507             |
| Non-current liabilities                      |                  |                    |                 |
| Loans and borrowings                         | (2,690)          |                    | (2,690)         |
| Deferred tax liabilities                     |                  | (48)               | (48)            |
| Post-employment benefits                     | (804)            | 155                | (649)           |
| Provisions                                   | (79)             |                    | (79)            |
| Current liabilities                          |                  |                    |                 |
| Trade and other payables                     | (5,165)          |                    | (5,165)         |
| Current tax liabilities                      | (146)            |                    | (146)           |
| Loans and borrowings                         | (5,585)          |                    | (5,585)         |
| Total net assets acquired                    | 4,362            | 107                | 4,469           |
| Goodwill                                     | ·                |                    | 2,064           |
| Acquisition price entirely paid by bank tran | sfer             |                    | 6,533           |
| of which capitalised costs                   |                  |                    | 33              |
| Cash and cash equivalents acquired           |                  |                    | 507             |
| Net cash outflow                             |                  |                    | 6,026           |

The transaction was accounted for according to the Purchase method.

Bertolini S.p.A.'s key economic-financial figures regarding the financial year ended 31 December 2007 and which have been drawn up according to IFRS standards are as follows:

| €/000                  | 31.12.2007 |
|------------------------|------------|
| Net sales              | 21,439     |
| EBIT                   | 937        |
| EBT                    | 455        |
| Net profit             | 224        |
| Total equity           | 4,469      |
| Net debt               | (7,768)    |
| Net non-current assets | 835        |
| Net working capital    | 11,402     |

The merger deed for the absorption of Bertolini S.p.A. into Emak S.p.A. was stipulated on 23 October 2008. With regards to third parties, the effects of the merger took effect from 1 November 2008, while accounting and fiscal effects of the merger took effect retroactively from 1 January 2008.

For more information, reference should be made to the appropriate informative document lodged at the company's registered office, with the Italian Stock Exchange and published on Emak S.p.A.'s website.

### 5.2 Acquisition of Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd.

On 1 July 2008 the company acquired the entire shareholding of the Chinese company Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd from the subsidiary companies Tecnol S.p.A. and Selettra S.r.I.. Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd., of which Emak Group is the main customer, was founded in 2005 for the manufacture of nickel cylinders for small combustion engines.

The objectives of the operation are as follows: the acquisition of the control of a technology for the production of a strategic component for its own products, such as the cylinder, which is not readily available on the market (given the small number of suppliers); the verticalisation of the production process; to have a better control of product quality and a high degree of production flexibility, and to exploit organisational synergies with regards to research and development, quality and supply chain with the Chinese subsidiary Jiangimen Emak Outdoor Power Equipment Co. Ltd. These factors justify the extra value allocated as goodwill.

The consideration paid for the acquisition of the entire shareholding of Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. amounted to €2,500 thousand.

The price paid over and above net worth was allocated in full to goodwill for an amount of €1,937 thousand.

The fair value of the assets and liabilities acquired on 1 July 2008 (which do not differ from their accounting value), the relative price paid and financial expenditure are set out below:

| €/000   | Fair value of acquired assets |
|---|-------------------------------|
| Non-current assets                              |                               |
| Tangible fixed assets                           | 1,693                         |
| Intangible fixed assets                         | 534                           |
| Current assets                                  |                               |
| Inventories                                     | 445                           |
| Trade and other receivables                     | 1,291                         |
| Current tax assets                              | 146                           |
| Cash and cash equivalents                       | 227                           |
| Non-current liabilities                         |                               |
| Loans and borrowings                            | (508)                         |
| Current liabilities                             |                               |
| Trade and other payables                        | (2,845)                       |
| Loans and borrowings                            | (370)                         |
| Total net assets acquired                       | 613                           |
| Goodwill  | 1,937                         |
| Acquisition price entirely paid by bank transfe | er 2,550                      |
| of which capitalised                            | 50                            |
|   |                               |
| cash and cash equivalents acquired              | 227                           |
|   |                               |
| Net cash outflow                                | 2,323                         |

The transaction was accounted for according to the Purchase method.

For more information, reference should be made to the appropriate informative document lodged at the company's registered office, with the Italian Stock Exchange and published on Emak S.p.A.'s website.

## 5.3 Increases in share capital

On 28 March 2008 the Parent company Emak S.p.A. recapitalised the subsidiary company Emak USA Inc. by means of a debt conversion for an amount of \$1,000, equal to  $$\in 633$$  thousand.

In addition, during the third quarter Emak S.p.A. paid € 2,173 thousand on account for future increases in share capital of the subsidiary company Comag S.r.l..

## 6. Balances or transactions arising from atypical and unusual operations

No atypical or unusual transactions took place during the course of 2007.

## 7. Net financial position

Details of the net financial position are summarized in the following table:

| €/000                            | 31.12.2008 | 31.12.2007 |
|----------------------------------|------------|------------|
| Cash and banks                   | 808        | 1,957      |
| Other financial assets           | 24         | 4          |
| Financial liabilities            | (24,288)   | (10,766)   |
| Derivative financial instruments | (108)      | 0          |
| Short-term net debt              | (23,564)   | (8,805)    |
| Other financial assets           | 7,037      | 8,057      |
| Financial liabilities            | (19,143)   | (8,709)    |
| Long-term net debt               | (12,106)   | (652)      |
| Cash and banks                   | 808        | 1,957      |
| Other financial assets           | 7,061      | 8,061      |
| Financial liabilities            | (43,431)   | (19,475)   |
| Derivative financial instruments | (108)      | 0          |
| Total net debt                   | (35,670)   | (9,457)    |

Long-term "Other financial assets" at 31 December 2008 refer entirely to loans given to subsidiaries for €7,036 thousand and financial prepayments for € 1 thousand.

## 8. Sales and other operating income

Sales revenues amount to €187,465 thousand, compared with €157,996 thousand in the prior year. They are stated net of €620 thousand in returns, compared with €849 thousand in the prior year.

Details of sales are as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Net sales revenues (net of discounts and rebates) | 186,576 | 157,571 |
| Revenues from recharged transport costs           | 1,509   | 1,274   |
| Returns   | (620)   | (849)   |
| Total   | 187,465 | 157,996 |

Other operating income is analyzed as follows:

| €/000  | FY 2008 | FY 2007 |
|--|---------|---------|
| Grants for operating expenses                    | 155     | 111     |
| Capital gains on property, plant and equipment   | 670     | 12      |
| Capital gains on fixed assets available for sale | -       | 531     |
| Insurance refunds                                | 48      | 9       |
| Out-of-period income                             | 165     | 199     |
| Rental income (note 17)                          | 133     | 131     |
| Other  | 126     | 141     |
| Total  | 1,297   | 1,134   |

The heading "Grants for operating expenses" includes tax credit, for € 146 thousandm, for costs borne by the company for industrial research and competitive development activities in accordance with Law 27 of December 2006 no. 296.

The heading "Capital gains on fixed assets available for sale" includes capital gains for € 650 thousand relating to the disposal of tooling machines for the manufacture of cylinders to the subsidiary company Tecnol S.p.A..

## 9. Cost of raw and consumable materials and goods

| €/000                | FY 2008 | FY 2007 |
|----------------------|---------|---------|
| Raw materials        | 64,342  | 48,990  |
| Consumable materials | 196     | 211     |
| Finished products    | 61,576  | 53,161  |
| Other purchases      | 1,997   | 1,352   |
| Total                | 128,111 | 103,714 |

The increase in the heading "Raw materials" is mainly due to the absorption of Bertolini S.p.A., while the increase in the heading "Finished products" is due to the evolution of the production system with the provision of supplies from factories in which the Group operates.

## 10. Salaries and employee benefits

Details of these costs are as follows:

| €/000                                  | FY 2008 | FY 2007 |
|--|---------|---------|
| Wages and salaries                     | 14,275  | 12,346  |
| Social security charges                | 4,512   | 3,904   |
| Employee termination indemnity         | 974     | 1,034   |
| Adjustment of termination indemnity    |         |         |
| fund for actuarial losses/(gains) (30) | 375     | (837)   |
| Other costs                            | 222     | 69      |
| Directors' emoluments                  | 745     | 434     |
| Temporary staff                        | 558     | 322     |
| Total                                  | 21,661  | 17,272  |

Employees are broken down by grade as follows:

|                 | 31.12.2008 |     |     | 31.12.2007 |
|-----------------|------------|-----|-----|------------|
|                 | (1)        | (2) | (1) | (2)        |
| Executives      | 16         | 16  | 13  | 13         |
| Office staff    | 184        | 175 | 159 | 151        |
| Factory workers | 245        | 236 | 215 | 205        |
| Total           | 445        | 427 | 387 | 369        |

- (1) Average number of employees in year
- (2) Number of employees at this date

The change in the workforce and in the relevant costs is attributable to the absorption of Bertolini S.p.A..

# 11. Other operating costs

Details of these costs are as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Subcontract work                                      | 5,257   | 3,515   |
| Maintenance   | 1,432   | 1,172   |
| Transportation  | 6,851   | 5,308   |
| Advertising and promotions                            | 2,962   | 2,192   |
| Commissions   | 1,976   | 1,611   |
| Other services  | 6,362   | 4,787   |
| Services  | 24,840  | 18,585  |
| Leases and rentals                                    | 910     | 628     |
| Increases in provisions (note 31)                     | 153     | 280     |
| Increase in provision for doubtful accounts (note 23) | 231     | 183     |
| Capital losses on property, plant and equipment       | 12      | 8       |
| Other taxes (not on income)                           | 154     | 145     |
| Other operating costs                                 | 830     | 635     |
| Other costs   | 1,227   | 971     |
| Total   | 27,130  | 20,464  |

The increase in all costs is mainly due to the absorption of Bertolini S.p.A.

The increase in "Transportation" costs is mainly due to the cost of importing goods produced at the factory in China.

# 12. Amortization, depreciation and impairment losses

Details of these amounts are as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Amortization of intangible assets (note 18)             | 916     | 637     |
| Depreciation of property, plant and equipment (note 16) | 2,623   | 2,435   |
| Depreciation of investment property (note 17)           | 38      | 38      |
| Total   | 3,577   | 3,110   |

## 13. Finance income and expenses

These amounts are analyzed as follows:

| €/000                                       | FY 2008 | FY 2007 |
|---|---------|---------|
| Dividends from subsidiaries                 | 398     | 1,326   |
| Interest on trade receivables               | 214     | 212     |
| Interest on loans to subsidiaries (note 36) | 476     | 484     |
| Interest on bank and post office accounts   | 75      | 36      |
| Other financial income                      | 14      | 99      |
| Financial income                            | 1,177   | 2,157   |

The heading "Dividends from subsidiaries" refers to dividends received from Emak Suministros Espana S.A..

| €/000  | FY 2008 | FY 2007 |
|--|---------|---------|
| Interest on long-term bank loans and borrowings  | 702     | 215     |
| Interest on short-term bank loans and borrowings | 878     | 445     |
| Financial charges from valuing                   |         |         |
| employee termination indemnities (note 30)       | 199     | 212     |
| Cash discounts given                             | 329     | 329     |
| Other financial costs                            | 334     | 188     |
| Financial expenses                               | 2,442   | 1,389   |

The increase in interest payable has been caused by a greater use of bank credit lines and by the increase in interest rates.

| €/000                     | FY 2008 | FY 2007 |
|---------------------------|---------|---------|
| Realized exchange gains   | 701     | 488     |
| Unrealized gains          | 131     | (55)    |
| Realized exchange losses  | (1,044) | (636)   |
| Exchange gains and losses | (212)   | (203)   |

### 14. Income taxes

The estimated charge for current tax and changes in deferred tax assets and liabilities in 2008 is  $\leq$ 4,520 thousand, ( $\leq$ 5,493 thousand in the prior year).

This amount is made up as follows:

| €/000   | FY 2008 | FY 2007 |
|---|---------|---------|
| Current income taxes                          | 4,917   | 5,077   |
| Taxes from prior years                        | 10      | (32)    |
| Changes in deferred tax liabilities (note 29) | (326)   | 247     |
| Changes in deferred tax assets (note 29)      | (81)    | 201     |
| Total   | 4,520   | 5,493   |

Current tax includes the cost for IRAP (regional tax on productive activities) for  $\in$ 1,165 thousand, against  $\in$ 1,096 thousand in 2007.

No amounts for income taxes have been posted directly in movements in equity during 2008. In the previous year such taxes amounted to  $\in$  19 thousand, relating to capital gains on the sale of treasury shares (note 26).

The theoretical tax charge, calculated using the ordinary rate of 31.40%, is reconciled to the effective tax charge as follows:

| €/000                            | FY 2008 | % rate | FY 2007 | % rate |
|----------------------------------|---------|--------|---------|--------|
| Profit before taxes              | 12,904  |        | 15,307  |        |
| Theoretical tax charge           | 4,052   | 31.4   | 5,702   | 37.25  |
| Effect of IRAP differences       |         |        |         |        |
| calculated on different tax base | 661     | 5.1    | 478     | 3.1    |
| Non-taxable income               | (84)    | (0.6)  | (61)    | (0.4)  |
| Dividends                        | (104)   | (0.8)  | (416)   | (2.7)  |
| Non-deductible costs             | 230     | 1.8    | 173     | 1.1    |
| Effect of changes in tax rates   | -       | -      | (368)   | (2.4)  |
| Previous period tax              | (81)    | (0.6)  | -       | _      |
| Other differences                | (154)   | (1.2)  | (15)    | (0.1)  |
| Effective tax charge             | 4,520   | 35.1   | 5,493   | 35.9   |

The effective tax rate of 35.1% is down from the one of 35.9% reported in 2007.

## 15. Earnings per share

"Basic" earnings per share are calculated by dividing the net profit for the period attributable to the company's shareholders by the weighted average number of ordinary shares outstanding during the period, excluding the average number of ordinary shares held as treasury shares (see note 35).

The company has only ordinary shares outstanding.

|  | FY 2008    | FY 2007    |
|--|------------|------------|
| Net profit attributable to ordinary shareholders (€/000) | 8,384      | 9,813      |
| Weighted average number of ordinary shares outstanding   | 27,312,193 | 27,581,709 |
| Basic earnings per share (€)                             | 0.307      | 0.356      |

Diluted earnings per share are the same as basic earnings per share.

### 16. Property, plant and equipment

Changes in property, plant and equipment are shown below:

| €/000                                    | 31.12.2006 | Increas. | Decreas. | Other   | 31.12.2007 |
|--|------------|----------|----------|---------|------------|
|  |            |          |          | changes |            |
| Land and buildings                       | 14,432     | 223      | -        | 150     | 14,805     |
| Accumulated depreciation                 | (3,903)    | (334)    | -        | -       | (4,237)    |
| Land and buildings                       | 10,529     | (111)    | -        | 150     | 10,568     |
|  |            |          |          |         |            |
| Plant and machinery                      | 6,613      | 348      | (124)    | -       | 6,837      |
| Accumulated depreciation                 | (5,019)    | (331)    | 112      | -       | (5,238)    |
| Plant and machinery                      | 1,594      | 17       | (12)     | -       | 1,599      |
|  |            |          |          |         |            |
| Other property, plant and equipment      | 35,780     | 1,529    | (324)    | -       | 36,985     |
| Accumulated depreciation                 | (31,614)   | (1,770)  | 323      | -       | (33,061)   |
| Other assets                             | 4,166      | (241)    | (1)      | -       | 3,924      |
|  |            |          |          |         |            |
| Advances                                 | -          | 271      | -        | -       | 271        |
| Cost                                     | 56,825     | 2,371    | (448)    | 150     | 58,898     |
| <b>Accumulated depreciation (note 12</b> | (40,536)   | (2,435)  | 435      | -       | 42,536     |
| Net book value                           | 16,289     | (64)     | (13)     | 150     | 16,362     |
|  |            |          |          |         |            |

| €/000                            | 31.12.2007 | Incr.from | Increas. | Decreas. | Other   | 31.12.2008 |
|----------------------------------|------------|-----------|----------|----------|---------|------------|
|                                  |            | merger    |          |          | changes |            |
| Land and buildings               | 14,805     | -         | 124      | _        | (198)   | 14,731     |
| Accumulated depreciation         | (4,237)    | -         | (338)    | _        | -       | (4,575)    |
| Land and buildings               | 10,568     | -         | (214)    | -        | (198)   | 10,156     |
|                                  |            |           |          |          |         |            |
| Plant and machinery              | 6,837      | 871       | 1,292    | (1,356)  | _       | 7,644      |
| Accumulated depreciation         | (5,238)    | (495)     | (419)    | 1,350    | _       | (4,802)    |
| Plant and machinery              | 1,599      | 376       | 873      | (6)      |         | 2,842      |
|                                  |            |           |          |          |         |            |
| Other property, plant and eq.ent | 36,985     | 2,052     | 1,742    | (344)    | 82      | 40,517     |
| Accumulated depreciation         | (33,061)   | (1,217)   | (1,866)  | 307      | _       | (35,837)   |
| Other assets                     | 3,924      | 835       | (124)    | (37)     | 82      | 4,680      |
|                                  |            |           |          |          |         |            |
| Advanced payments and            |            |           |          |          |         |            |
| fixed assets in progress         | 271        | -         | 4,631    | -        | 116     | 5,018      |
| Cost                             | 58,898     | 2,923     | 7,789    | (1,700)  | -       | 67,910     |
| Acc.ted depreciation (note12)    | (42,536)   | (1,712)   | (2,623)  | 1,657    | -       | (45,214)   |
| Net book value                   | 16,362     | 1,211     | 5,166    | (43)     | -       | 22,696     |

No evidence of impairment has been reported for property, plant and equipment.

The increase in the heading "Land and buildings" refers mainly to the refurbishment of a number of office offices.

The increase in the heading "Plant and machinery" refers to investments made for process automation and for the normal cyclical renewal of such fixed assets.

The increase in other fixed assets refers to  $\in$ 1,201 thousand for the purchase equipment and moulds,  $\in$ 21 thousand for the purchase of internal means of transport,  $\in$ 86 thousand for the purchase of electronic machines,  $\in$ 84 thousand for the purchase of testing and control equipment and the remainder for the purchase of various other items of equipment.

"Other changes" refer to amounts previously classified as increases in tangible fixed assets but which have been more correctly reclassified as fixed assets in progress.

The company has not capitalized any costs incurred internally or financial expenses.

The company does not have any assets whose ownership title is restricted except for those under finance lease.

Property, plant and equipment under construction has a book value of €3,520 thousand at 31 December 2008 and refers for the most part to building work on the new "spare parts centre".

Details of the assets held under finance lease, included in "land and buildings" are as follows:

| €/000                    | 31.12.2008 | 31.12.2007 |
|--------------------------|------------|------------|
| Gross value              | 3,659      | 3,659      |
| Accumulated depreciation | (440)      | (330)      |
| Net book value           | 3,219      | 3,329      |

This amount refers to a finance lease for the office building of Emak S.p.A. in Via Fermi 4 used as the company's head office. The lease agreement was made with Locat S.p.A. on 10 November 2005 and expires on 10 November 2013.

## 17. Investment property

his heading refers to a building leased to a company in the Yama Group. The cost value at 31 December was  $\in$  1,257 thousand, and the depreciation provision was  $\in$  1,121 thousand ( $\in$  1,083 thousand at 31 December 2007).

Rental income earned in 2008 from these fixed assets was € 133 thousand (note 10), against €131 thousand in the previous year.

At 31 December 2008 the fair value of non-capital investments amounts to €2.5 million.

# 18. Intangible assets

Intangible assets report the following changes:

| €/000                                    | 31.12.2006 | Increas. | Decreas. | 31.12.2007 |
|--|------------|----------|----------|------------|
| Development costs                        | 1,194      | 47       | -        | 1,241      |
| Accumulated amortization                 | (519)      | (119)    | -        | (638)      |
| Development costs                        | 675        | (72)     | -        | 603        |
|  |            |          |          |            |
| Patents and intellectual property rights | 3,048      | 402      | -        | 3,450      |
| Accumulated amortization                 | (2,091)    | (503)    | -        | (2,594)    |
| Patents                                  | 957        | (101)    | -        | 856        |
|  |            |          |          |            |
| Concessions, licences and trademarks     | 44         | 12       | -        | 56         |
| Accumulated amortization                 | (9)        | (5)      | -        | (14)       |
| Concessions, licences and trademarks     | 35         | 7        | -        | 42         |
|  |            |          |          |            |
| Other intangible assets                  | -          | 38       | -        | 38         |
| Accumulated amortization                 | -          | (10)     | -        | (10)       |
| Other intangible assets                  | -          | 28       | -        | 28         |
|  |            |          |          |            |
| Advances                                 | -          | 117      | -        | 117        |
|  |            |          |          |            |
| Cost                                     | 4,286      | 616      | -        | 4,902      |
| Accumulated amortization (note 12)       | (2,619)    | (637)    | -        | (3,256)    |
| Net book value                           | 1,667      | (21)     | -        | 1,646      |

| €/000                                    | 1.12.2007 | Incr. from merger | Increas. | Decreas. | 31.12.2008 |
|--|-----------|-------------------|----------|----------|------------|
| Development costs                        | 1,241     | 61                | -        | (1)      | 1,301      |
| Accumulated amortization                 | (638)     | (60)              | (130)    | -        | (828)      |
| Development costs                        | 603       | 1                 | (130)    | (1)      | 473        |
|  |           |                   |          |          |            |
| Patents and intellectual property rights | 3,450     | 139               | 522      | (4)      | 4,107      |
| Accumulated amortization                 | (2,594)   | (77)              | (659)    | 4        | (3,326)    |
| Patents                                  | 856       | 62                | (137)    | -        | 781        |
|  |           |                   |          |          |            |
| Concessions, licences and trademarks     | 56        | _                 | 17       | -        | 73         |
| Accumulated amortization                 | (14)      | -                 | (6)      | -        | (20)       |
| Concessions, licences and trademark      | (s 42     | -                 | 11       | -        | 53         |
|  |           |                   |          |          |            |
| Other intangible assets                  | 38        | 1,794             | 6        | -        | 1,838      |
| Accumulated amortization                 | (10)      | (1,675)           | (121)    | -        | (1,806)    |
| Other intangible assets                  | 28        | 119               | (115)    | -        | 32         |
|  |           |                   |          |          |            |
| Advances                                 | 117       | -                 | 223      | -        | 340        |
|  |           |                   |          |          |            |
| Cost                                     | 4,902     | 1,994             | 768      | (5)      | 7,659      |
| Accumulated amortization (note 12)       | (3,256)   | (1,812)           | (916)    | 4        | (5,980)    |
| Net book value                           | 1,646     | 182               | (148)    | (1)      | 1,679      |

The increase in patents and intellectual property rights refers to the purchase of new software programmes.

All the intangible assets have a finite residual life and are amortized on a straight-line basis over the following periods:

Development costs
 Intellectual property rights
 Concessions, licences, trademarks and similar rights
 years
 years

The company expensed a total of  $\leq$ 4,677 thousand in R&D costs to income during the year ( $\leq$ 4,540 thousand in 2007).

#### 19. Goodwill

Goodwill recorded in the financial statements at 31 December 2008, for € 2,074 thousand, is attributable to the greater value arising out of the absorption of the company, Bertolini S.p.A. into Emak S.p.A (note 5).

Goodwill has been subject to an impairment test according to the methods described in note 21 of the consolidated financial statements.

## 20. Equity investments

Details of equity investments are as follows:

| €/000                     | 31.12.2008 | 31.12.2007 |
|---------------------------|------------|------------|
| Equity investments        |            |            |
| - in subsidiary companies | 20,936     | 15,580     |
| - in other companies      | 224        | 224        |
| TOTAL                     | 21,160     | 15,804     |

Shareholdings in subsidiaries amount to  $\leq$  20,936 thousand with an increase of  $\leq$  5,356 thousand made up as follows:

- 633 thousand (\$ 1,000 thousand) for the recapitalisation of the subsidiary Emak USA Inc by means of a debt conversion on 28 March 2008.
- 2,173 thousand for payments made during the third quarter of 2008 to the subsidiary Comag S.r.l. on account for future increases in share capital;
- 2,550 thousand for the acquisition, on 1 July 2008, of the entire shareholding of the Chinese company Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd..

Appendices 1 and 2 provide details of the value of equity investments in subsidiary companies.

Jiangmen Emak Outdoor Power Equipment Co. Ltd. is a wholly-owned subsidiary by virtue of the undertaking to buy back the 49% interest held by Simest S.p.A. on 30 June 2013.

The interest subscribed by Simest S.p.A. in this Chinese company amounts to €896 thousand and is matched by a corresponding liability reported under financial payables (note 28).

Equity investments in other companies relate to:

- a minority interest (10.42%) in Netribe S.r.I., a company operating in the IT sector. This investment is valued at its cost of €223 thousand since its fair value cannot be determined.
- one share for membership of the ECOPED Consortium as required by Decree 151/2005, with a value of €1 thousand.

#### 21. Derivative financial instruments

The company has underwritten a number of IRS contracts and options on interest rates with the objective of hedging the risk of changes in interest rates on financings for a notional amount of  $\in$  7,000 thousand.

These contracts will close in 2009, 2010 and 2011 and are valued at fair value represented by the "market to market" price provided by the Bank.

All the contracts, while having the purpose and characteristics of hedging operations, do not formally comply with the rules for being accounted for as such. For this reason all the changes in fair value have been recorded in the income statement in the relevant financial period on the accruals basis.

#### 22. Other financial assets

ther non-current financial assets amount to  $\in$ 7,037 thousand (against  $\in$  8,057 thousand in the previous year), of which  $\in$  7,036 thousand refer to loans granted to subsidiaries and  $\in$  1 thousand to prepayments of a financial nature.

Loans are granted at the three-month Euribor rate + 1 percentage point, except for the loan to Victus-Emak Sp. z o.o., for which the reference rate is the three-month Wibor rate + 1 percentage point and the loans to the companies Emak USA Inc., Jiangmen Emak Outdoor Power Equipment Co. Ltd. and Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd., for which the reference rate is the three-month Libor Dollar Usa rate + 1 percentage point.

Other current financial assets, amounting to €24 thousand, compared with €4 thousand in the prior year, refer to accrued income and prepaid expenses of a financial nature.

#### 23. Trade and other receivables

Details of these amounts are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Trade receivables                              | 49,113     | 38,183     |
| Provision for doubtful credits                 | (964)      | (772)      |
| Net trade receivables                          | 48,149     | 37,411     |
| Receivables due from related parties (note 36) | 15,363     | 11,866     |
| Prepaid expenses and accrued income            | 69         | 69         |
| Other receivables                              | 1,529      | 2,283      |
| Total current portion                          | 65,110     | 51,629     |
| Other non-current receivables                  | 9          | 11         |
| Total non-current portion                      | 9          | 11         |

Trade receivables include the following amounts in foreign currency:

- USD 4,165,644;
- JPY 19,014,644;
- PLN 15,385.

Trade receivables do not bear interest and generally fall due within 100 days.

The "Other receivables" heading includes €1,406 thousand relating to advance payments to suppliers for the manufacture of moulds and equipment, the ownership of which will subsequently be transferred to a customer as part of a specific new product development project.

The customer has, in turn, paid Emak in advance €933 thousand for costs sustained. This amount has been accounted for under the heading "other current payables" (note 27).

All non-current receivables fall due within 5 years. There are no trade receivables falling due after more than one year.

"Trade receivables" are analyzed by geographical area as follows:

| €/000                                | Italy  | Europe | Rest of world | Total  |
|--------------------------------------|--------|--------|---------------|--------|
| Trade receivables                    | 16,625 | 22,797 | 8,727         | 48,149 |
| Receivables due from related parties | 1,642  | 10,238 | 3,483         | 15,363 |

Movements in the provision for doubtful accounts are as follows:

| €/000                 | 31.12.2008 | 31.12.2007 |
|-----------------------|------------|------------|
| Opening balance       | 772        | 599        |
| Increases (note 11)   | 231        | 183        |
| Decreases             | (117)      | (10)       |
| Increases from merger | 78         |            |
| Closing balance       | 964        | 772        |

The book value of this balance approximates its fair value.

#### 24. Inventories

Inventories are detailed as follows:

| €/000                                       | 31.12.2008 | 31.12.2007 | Change |
|---|------------|------------|--------|
| Raw, ancillary and consumable materials     | 26,464     | 17,987     | 8,477  |
| Work in progress and semi-finished products | 9,344      | 5,697      | 3,647  |
| Finished products and goods for resale      | 19,684     | 16,632     | 3,052  |
| Total                                       | 55,492     | 40,316     | 15,176 |

Inventories are stated net of a provision of €937 thousand at 31 December 2008 (€693 thousand at 31 December 2007). The purpose of this provision is to write down obsolete and slow-moving items to their estimated realizable value.

Details of changes in the provision for inventories are as follows:

| €/000                            | FY 2008 | FY 2007 |
|----------------------------------|---------|---------|
| Opening balance                  | 693     | 739     |
| Increases                        | 263     | 213     |
| Increases from merger operations | 289     |         |
| Uses                             | (308)   | (259)   |
| Closing balance                  | 937     | 693     |

Income recognized in the year for write-backs of goods sold in the period was not material.

None of the company's inventories at 31 December 2008 act as security against its liabilities.

### 25. Cash and cash equivalents

Cash and cash equivalents are detailed as follows:

| €/000                         | 31.12.2008 | 31.12.2007 |
|-------------------------------|------------|------------|
| Bank and post office deposits | 806        | 1,956      |
| Cash                          | 2          | 1          |
| Total                         | 808        | 1,957      |

Al fine del rendiconto finanziario, le disponibilità liquide ed equivalenti di fine esercizio comprendono:

| €/000                | 31.12.2008 | 31.12.2007 |
|----------------------|------------|------------|
| Cash and banks       | 808        | 1,957      |
| Overdrafts (note 28) | (12,265)   | (6,618)    |
| Total                | (11,457)   | (4,661)    |

## 26. Equity

## **Share capital**

Share capital is fully paid up at 31 December 2008 and amounts to €7,190 thousand, remaining unchanged since the end of 2006. It consists of 27,653,500 ordinary shares of par value €0.26 each.

#### Share premium reserve

The share premium reserve, which consists of the premium paid on new-issue shares, is €21,047 thousand at the end of 2008, remaining unchanged since the prior year.

#### **Treasury shares**

The adjustment of €1,979 thousand to equity for the purchase of treasury shares represents the overall consideration paid on the market by Emak S.p.A. to buy the treasury shares held on 31 December 2008 (note 35).

The par value of these treasury shares is €99 thousand.

#### Other reserves:

The legal reserve is the same as a year earlier at €1,438 thousand.

The revaluation reserve at 31 December 2008 includes the reserves arising from revaluations under Law 72/83 for  $\leq$ 371 thousand and under Law 413/91 for  $\leq$ 767 thousand. No change has taken place in the period under review.

The extraordinary reserve amounts to €27,088 thousand at 31 December 2008, inclusive of all allocations of earnings in prior years.

At 31 December 2008, the untaxed reserves refer to €129 thousand in tax-related provisions for grants and donations and €394 thousand in merger surplus reserves. All these reserves have remained the same as at the end of 2007.

The following table analyzes equity according to its origin, its possible uses and distribution:

|                                       |         |           |               | Summary in past thro |         |
|---------------------------------------|---------|-----------|---------------|----------------------|---------|
| Nature/Description                    |         | Possible  | Distributable | Coverage             | Other   |
| €/000                                 | Amount  | use       | portion       | of losses            | reasons |
| Share capital                         | 7,190   |           |               |                      |         |
| Treasury shares                       | (1,979) |           |               |                      |         |
| Capital reserves                      |         |           |               |                      |         |
| Share premium reserve                 | 21,047  | A - B - C | 21,047        | -                    | _       |
| Revaluation reserve under Law 72/83   | 371     | A – B – C | 371           | -                    | _       |
| Revaluation reserve under Law 413/91  | 767     | A – B – C | 767           | -                    | _       |
| Merger surplus reserve                | 394     | A – B – C | 394           | -                    | _       |
| Reserves formed from earnings         |         |           |               |                      |         |
| Legal reserve                         | 1,438   | В         | -             | -                    | _       |
| Extraordinary reserve                 | 27,088  | A – B – C | 27,088        | -                    | _       |
| Untaxed reserves                      | 129     | A – B – C | 129           | -                    | _       |
| Reserve for unrealized exchange gains | 14,874  | A – B – C | 14,874        |                      |         |
| Net profit for the period             | 8,384   | A – B – C | 8,384         | -                    | _       |
| Total                                 | 79,703  |           | 73,054        | -                    | -       |
| Undistributable portion(*)            |         |           | (1,217)       | -                    | _       |
| Distributable balance                 |         |           | 71,837        | -                    | -       |

A: for share capital increases

(\*): This represents the undistributable portion due to: the part restricted for unamortized deferred costs under article 2426.5 of the Italian Civil Code (€843 thousand) and the estimated taxes on the distribution of the revaluation reserves and merger surplus reserve (€374 thousand).

## Gains recognized directly in equity

La composizione e la movimentazione dei proventi ed oneri contabilizzati direttamente a patrimonio netto è la seguente:

| €/000                                    | FY 2008 | FY 2007 |
|--|---------|---------|
| Capital gains on sale of treasury shares | -       | 59      |
| Taxes                                    | -       | (19)    |
| Net profit on treasury shares            | -       | 40      |

## 27. Trade and other payables

Details of these amounts are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Trade payables   | 30,684     | 19,212     |
| Payables due to related parties (note 36)              | 11,038     | 9,100      |
| Payables due to staff and social security institutions | 2,740      | 2,791      |
| Other payables   | 2,024      | 2,179      |
| Total  | 46,486     | 33,282     |

Trade payables do not generate interest and are usually settled after 80 days. This balance includes the following amounts in foreign currency:

- USD 3,743,873;
- JPY 103,786,351;
- CHF 113,213;
- TWD 1,233,000.

B: for covering losses

C: for distribution to shareholders

"Trade payables" and "Payables due to related parties" are analyzed by geographical area below:

| €/000                           | Italy  | Europe | Rest of | Total  |
|---------------------------------|--------|--------|---------|--------|
|                                 |        |        | world   |        |
| Trade payables                  | 22,041 | 2,120  | 6,523   | 30,684 |
| Payables due to related parties | 6,139  | 790    | 4,109   | 11,038 |

The book value reported in the balance sheet corresponds to fair value.

The "Other payables" heading includes  $\in$ 933 thousand relating to advanced payments received from a customer with regards to a new product development project in progress (note 23) and  $\in$  762 thousand for the directors' incentive bonus.

## 28. Financial liabilities

Financial liabilities at 31 December 2008 do not include any secured payables, except for finance leases which are secured by the lessor's right over the leased buildings.

Details of short-term loans and borrowings are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Overdrafts (note 25)                           | 12,265     | 6,618      |
| Bank loans                                     | 11,356     | 2,800      |
| Finance leases                                 | 469        | 456        |
| Financial accrued expenses and deferred income | 189        | 173        |
| Other loans                                    | 9          | _          |
| Guarantees received                            | _          | 720        |
| Total current portion                          | 24,288     | 10,767     |

Details of long-term loans and borrowings are as follows:

| €/000  | 31.12.2008 | 31.12.2007 |
|--|------------|------------|
| Bank loans                                     | 16,279     | 5,376      |
| Finance leases                                 | 1,967      | 2,437      |
| Financial accrued expenses and deferred income | 896        | 896        |
| Total non-current portion                      | 19,142     | 8,709      |

Other loans, totalling €896 thousand, refer to the interest subscribed by Simest S.p.A. in the subsidiary Jiangmen Emak Outdoor Power Equipment Co. Ltd. This company is treated as a wholly-owned subsidiary by virtue of the undertaking to buy back the 49% interest held by Simest S.p.A. on 30 June 2013. The loan's face value does not differ significantly from its fair value.

The amount that Emak S.p.A. must repay Simest S.p.A. in 2013 will be the higher of Simest's share of equity reported in the latest approved financial statements of the Chinese company Jiangmen Emak Outdoor Power Equipment Co. Ltd. and the amount of share capital subscribed by Simest S.p.A..

This transaction does not present any other significant risks for Emak S.p.A..

Short-term loans and borrowings are repayable as follows:

| €/000               | Due within | Due between     | Total  |
|---------------------|------------|-----------------|--------|
|                     | 6 months   | 6 and 12 months |        |
| Bank loans          | 10,716     | 640             | 11,356 |
| Finance leases      | 233        | 236             | 469    |
| Guarantees received | 9          | -               | 9      |
| Total               | 10,958     | 876             | 11,834 |

Long-term loans and borrowings are repayable as follows:

| €/000          | Due within | Due within | <b>Due within</b> | Due within | Tot.due within | Due beyond |
|----------------|------------|------------|-------------------|------------|----------------|------------|
|                | 2 years    | 3 years    | 4 years           | 5 years    | 5 years        | 5 years    |
| Bank loans     | 979        | 150        | 5,075             | 75         | 6,279          | 10,000     |
| Finance leases | 483        | 497        | 512               | 475        | 1,967          |            |
| Other loans    | -          | -          | -                 | -          | -              | 896        |
| Total          | 1,462      | 647        | 5,587             | 550        | 8,246          | 10,896     |

The interest rates applied are as follows:

- bank loans: 1-3-6-month Euribor plus a variable spread from a minimum of 0.20% to a maximum of 1%;
- finance leases: 3-month Euribor plus a spread of 0.633% with quarterly indexation of the payments;
- SIMEST loan: in part at 6.75% per annum and in part at 3% per annum.

The following information is provided in relation to finance obtained in 2005 to purchase assets under lease:

| €/000                                     | 31.12.2008 | 31.12.2007 |
|---|------------|------------|
| Minimum future payments<1 year            | 531        | 531        |
| Minimum future payments from 1 to 5 years | 2,080      | 2,126      |
| Minimum future payments beyond 5 years    | -          | 479        |
| Total minimum payments                    | 2,611      | 3,136      |
| Payables for future financial expenses    | (175)      | (243)      |
| Present value                             | 2,436      | 2,893      |
| Interest rate                             | 5.7%       | 4.9%       |

## 29. Tax assets and liabilities

**Deferred tax assets** are detailed below:

| €/000                           | 31.12.2007 | Increas. | Decreas. | Increases<br>from merger | 31.12.2008 |
|---------------------------------|------------|----------|----------|--------------------------|------------|
| Provision for inventory         |            |          |          |                          |            |
| obsolescence                    | 217        | -        | (14)     | 91                       | 294        |
| Provision for doubtful accounts | 30         | -        | (4)      | 12                       | 38         |
| Other deferred tax assets       | 423        | 99       | -        | 21                       | 543        |
| Total (note 14)                 | 670        | 99       | (18)     | 124                      | 875        |

A total of €131 thousand in deferred tax assets will reverse in the next 12 months.

## **Deferred tax liabilities** are detailed below:

| €/000                                  | 31.12.2007 | Increas. | Decreas. | Increases from merger | 31.12.2008 |
|--|------------|----------|----------|-----------------------|------------|
| Capital gains on fixed asset disposals | s 210      | 167      | (68)     | -                     | 309        |
| Valuation of provision for employee    |            |          |          |                       |            |
| termination indemnities under IAS 19   | 280        | -        | (108)    | 48                    | 220        |
| Buildings redeemed under finance       |            |          |          |                       |            |
| lease IAS 17                           | 1,447      | 95       | -        | -                     | 1,542      |
| Other deferred tax liabilities         | 700        | 61       | (473)    | -                     | 288        |
| Total (note 14)                        | 2,637      | 323      | (649)    | 48                    | 2,359      |

A total of €242 thousand in deferred tax liabilities will reverse in the next 12 months.

The decrease in the "Other deferred tax liabilities" heading is mainly due to the recovery of tax through substitute tax in place of ordinary taxation and depreciation provisions deducted "off the accounts" in the tax return of previous financial periods. The tax concession was used further to the option provided for in paragraph 48, article 1 of Law 244/07.

Substitute tax for the year amounts to € 216 thousand.

No deferred taxes have been recognized for revaluation reserves, which are partly untaxed reserves. This is because it is unlikely that any operations will be undertaken that would give rise to their taxation. The total amount of such taxes is around €374 thousand at 31 December 2008.

Tax assets at 31 December 2008 amount to €1,309 thousand compared to €2,173 thousand in the previous financial period and refer to VAT credits, down payments of direct tax for the period and other minor tax credits.

Tax liabilities at 31 December 2008 amount to €987 thousand compared to €717 thousand in the previous financial period and refer to amounts payable for tax on "prize-awarding" operations and liabilities for tax deductions payable.

### 30. Long-term post-employment benefits

The liability refers to the time-discounted debt for termination indemnity due at the end of an employee's working life, amounting to €4,587 thousand. The amount of termination indemnity calculated according to the nominal debt method in force at the closing date would be €5,389 thousand. Movements in this liability are as follows:

| €/000                                  | 2008  | 2007  |
|--|-------|-------|
| Opening balance                        | 4,147 | 5,322 |
| Actuarial (gains)/ losses (note 10)    | 375   | (189) |
| Actuarial (gains)/losses on opening    |       |       |
| termination indemnity fund (note 10-5) | _     | (648) |
| Interest cost on obligations (note 13) | 199   | 212   |
| Increases from merger (note 5)         | 649   | _     |
| Disbursements                          | (783) | (550) |
| Closing balance                        | 4,587 | 4,147 |

The principal economic and financial assumptions used are as follows:

|  | FY 2008 | FY 2007 |
|--|---------|---------|
| Annual inflation rate                    | 2.0%    | 2.6%    |
| Rising discount rate                     | 3.5%    | 4.5%    |
| Rate of dismissal (average overall rate) | 3%      | 3%      |

Death rates have been estimated using the most recent Italian population statistics published by ISTAT.

Payments in 2009 are expected to be in line with 2008.

#### 31. Provisions for liabilities and charges

Movements in this balance are analyzed below:

| €/000                            | 31.12.2007 | Increas. | Increases from merger | Decreas. | 31.12.2008 |
|----------------------------------|------------|----------|-----------------------|----------|------------|
| Provision for agents'            |            |          |                       |          |            |
| termination indemnity            | 582        | 51       | 79                    | (74)     | 638        |
| Total non-current portion        | 582        | 51       | 79                    | (74)     | 638        |
| Provision for product warranties | 114        | 81       | -                     | (114)    | 81         |
| Other provisions                 | 60         | 21       | -                     | (49)     | 32         |
| Total current portion            | 174        | 102      | -                     | (163)    | 113        |

The provision for agents' termination indemnity is calculated with reference to the agency contracts in existence at year end and refers to the indemnity that is likely to be paid to agents.

The provision for product warranties of €81 thousand refers to expected replacement or repair costs, calculated using estimates based on historical trends.

The heading "Other provisions", which amounts to €32 thousand, relates to the provision for non-insured risks set aside for excesses on civil liability claims.

The decrease in other provisions refers to utilisation of the "prizes" fund for €49 thousand.

#### 32. Contingent liabilities

At the date of 31 December 2008 the company does not have any disputes that could give rise to future liabilities that have not already been reflected in the balance sheet.

#### 33. Information on financial risks

The Company is exposed to a variety of financial risks associated with its business activities:

- credit risk, regarding both normal commercial relations and to financing activities;
- liquidity risk, with particular reference to the availability of financial resources and to access to the credit market;
- market risks, with particular reference to exchange and interest rates, since the Company operates at an international level in different currencies and uses financial instruments that generate interest.

As described in the section "Management of financial risk", The Company constantly monitors the financial risks to which it is exposed, so as to minimise potential negative effects on financial results.

Qualitative and quantitative information is given below regarding the nature of such risks for the Company. The quantitative figures shown below have no value for forecasting purposes. Specifically, the sensitivity analysis on market risks are unable to reflect the complexity and associated reactions of the market as a result of each change hypothesised.

#### **Credit risk**

The maximum theoretical exposure to credit risk for the Company at 31 December 2008 is the accounting value of financial activities shown in the financial statements.

It should be pointed out that the credit granted to dealers and distributors involves specific assessments of solvency. Generally the Company obtains guarantees, both financial and otherwise, against credits granted for the supply of products. Certain categories of credits to foreign customers are also covered by insurance with SACE, starting from the 2007 financial period.

Credit positions are subject to constant analysis and possible individual devaluation in the case of singularly significant positions that are in a condition of partial or total insolvency.

The total devaluation is estimated on the basis of recoverable flows, from relative collection data, from the costs and expenses of future recovery, as well as possible guarantees in force. For those credits that are not subject to individual devaluation, bad debt provisions are allocated on an overall basis, taking account of historical experience and statistical data.

At 31 December 2008 there were no significant positions of insolvency subject to individual devaluation. Allocation to the bad debt provision was made on the basis of a constant analysis of outstanding amounts as a whole.

At December 2008 Trade receivables and Other receivables, equal to €65,111 thousand (€51,629 thousand at 31 December 2007), include €3,522 thousand (€2,404 thousand at 31 December 2007) outstanding by more than 3 months.

The maximum exposure to credit risk deriving from trade receivables at the end of the financial period, broken down by geographical area (using the Sace reclassification) is as follows:

| €/000   | 2008   | 2007   |
|---|--------|--------|
| Trade receivables due from customers with SACE 1 rating             | 28,373 | 27,957 |
| Trade receivables due from customers with SACE 2 and 3 rating       | 20,428 | 10,079 |
| Trade receivables due from customers with non-insurable SACE rating | 312    | 147    |
| Total (Note 23)   | 49.113 | 38.183 |

Countries with SACE 1 rating are those for which insurance covers 90% of the amounts receivable. Countries with SACE 2 rating are those for which insurance covers 85% of the amounts receivable, and those with SACE 3 rating, 80%. SACE provides no coverage for non-Insurable or suspended countries.

The value of amounts receivable covered by SACE insurance or by other guarantees at 31 December 2008 is  $\leq$  23,254 thousand.

At 31 December 2008 the 10 most important customers (not including companies belonging to the Emak Group) account for 47.3% of total trade receivables, while the top customer represents 9.2% of the total.

#### Liquidity risk

Liquidity problems can occur as a result of the inability to obtain financial resources necessary for the Company's operations at acceptable conditions.

The two main factors determining the Company's liquidity situation are, on the one hand, the resources generated or absorbed in its operating and activities and by investment, and on the other hand, by the expiry or renewal of debt or by the liquidity of financial commitments and market conditions.

As described under the "Management of financial risk" heading, the Company reduces liquidity risk and optimises the management of financial resources through:

- maintaining a suitable level of liquid funds;
- obtaining appropriate lines of credit;
- monitoring future cash flows, taking account of the company's planning process.

The characteristics and nature of the expiry of debts and of the Company's financial activities are set out in Notes 25 and 28 relating respectively to Cash and Cash Equivalents and Financial Liabilities.

The management considers that currently unused funds and credit lines, amounting to € 62 million, as well as those which will be generated from operating and financial activities, will allow the Group to meet its requirements deriving from investment activities, the management of working capital and the repayment of debts at their natural maturity dates.

The Company is exposed to risks deriving from fluctuations in exchange rates, which may affect the economic result and value of equity.

#### **Exchange risk**

The Company is exposed to risks deriving from fluctuations in exchange rates, which may affect the economic result and value of equity.

Specifically:

in cases in which the Company incurs costs expressed in different currencies from those of their respective revenues, the fluctuation of exchange rates may affect the operating result. In 2008, the overall amount of revenues directly exposed to exchange risk represented around 2% of the turnover (4% in 2007), while the amount of costs exposed to exchange risk is equal to 5% of turnover (6% in 2007).

The main currency exchanges to which the Company is exposed are the following:

- EUR/USD, relating to sales in dollars made mainly in the North American market and to purchases in the in other markets in which the dollar is the reference currency;
- EUR/YEN, relating to purchases in the Japanese market and to sales in other markets;

There are no significant commercial flows with regards to other currencies.

The Company's policy is to cover net currency flows, typically through the use of forward contracts, evaluating the amounts and expiry dates according to market conditions and net future exposure, with the objective of minimising the impact of possible variations in future exchange rates.

#### Sensitivity analysis

The potential loss of fair value of the net balance of financial assets/liabilities subject to the risk of variation in exchange rates held by the Company at 31 December 2007, as a result of a hypothetical unfavourable and immediate variation of 10% in all relevant single exchange rates, would amount to around €252 thousand (€554 thousand at 31 December 2006).

#### Interest rate risk

The Company utilises external financial resources in the form of debt and invest liquid funds in monetary and financial market instruments. Variations in market interest rates influence the cost and return of the various forms of financing and utilisation, affecting the level of the Company's financial expenditure and income.

Since 2008 the Group has used derivative financial instruments to cover interest rate risk.

### Sensitivity analysis

The possible effects of variations in interest rates are analysed for their potential impact in terms of cash flows, since almost all the Company's financial assets and liabilities accrue variable interest.

A hypothetical, instantaneous and unfavourable negative variation of one base point in annual interest rates in force at 31 December 2008 applicable to financial liabilities at a variable interest rate would result in a greater net cost, on an annual basis, of around €376 thousand (€186 thousand at 31 December 2007). For the purpose of the calculation account has been taken of the amounts of financial liabilities net of IRS operations for hedging purposes.

This analysis is based on the assumption of a general and instantaneous variation of one base point on reference interest rates.

### Other risks on derivative financial instruments

The company does not hold derivative financial instruments at 31 December 2008, the value of which is linked to the trend in exchange rates (forward currency purchase operations).

#### 34. Commitments

#### **Fixed asset purchases**

The company has €2,575 thousand in unrecorded commitments to purchase fixed assets at 31 December 2008 (€640 thousand at 31 December 2007). These commitments relate entirely to the completion of buildings under construction, and the purchase of equipment, plant and machinery.

# **Guarantees granted**

### to third parties:

They amount to € 934 thousand and are made up as follows:

- 54 thousand for sureties in favour of the Ministry of Production for promotional prize contests;
- 350 thousand for surety policy in favour of the Naples Customs Office for guaranteeing customs duties:
- 202 thousand for surety policy in favour of the La Spezia Customs Office for guaranteeing customs duties:
- 10 thousand for surety policy in favour of the Reggio Emilia Customs Office for guaranteeing customs duties;
- 273 thousand for sureties in favour of the Municipality Bagnolo in Piano to cover the correct execution of primary urban development work in accordance with the town-planning agreement relating to the "Via Fermi" Detailed Plan;
- 45 thousand as rent deposit for a property in favour of Immobiliare Cavazzoli Sas.

### letters of patronage to subsidiary companies:

These amount to €25.059 thousand as follows:

- 3,500 thousand for credit lines given to the subsidiary Comag S.r.l.;
- 2,350 thousand for credit lines given to the subsidiary Emak Deutschland Gmbh;
- 4,600 thousand for credit lines given to the subsidiary Emak France SAS;
- 3,798 thousand for credit lines given to the subsidiary Emak UK Ltd;
- 8,178 thousand for credit lines given to the subsidiary Jiangmen Emak Outdoor Power Equipment Co.Ltd
- 2,633 thousand for credit lines granted to the subsidiary Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd.

### 35. Ordinary shares, treasury shares and dividends

Share capital is fully paid up at 31 December 2008 and amounts to €7,190 thousand. It consists of 27,653,500 ordinary shares of par value €0.26 each.

|                           | 31.12.2008 | 31.12.2007 |
|---------------------------|------------|------------|
| Number of ordinary shares | 27,653,500 | 27,653,500 |
| Treasury shares           | (382,163)  | (277,413)  |
| Total outstanding shares  | 27,271,337 | 27,376,087 |

The dividends for 2007 approved by the shareholders on 28 April 2008, totalling €6,008 thousand, were paid during 2008.

In accordance with the related authorization by shareholders, Emak S.p.A. has purchased treasury shares on the market for the purpose of improving the stock's liquidity.

At 31.12.2007 the company held in portfolio 277,413 treasury shares for a value of € 1,516 thousand. 104,750 treasury shares have been acquired during 2008 for a value of € 463 thousand.

As a result, at 31.12.2008 the company held 382,163 treasury shares in portfolio for a value of € 1,979 thousand.

In January and February 2009 Emak S.p.A. acquired 1,800 treasury shares for a value of € 7 thousand. The stock of treasury shares in portfolio at 28 February 2009 is 383,963 with an overall value of € 1,986 thousand.

#### 36. Related party transactions

The effects on the balance sheet and income statement at 31 December 2007 of transactions by Emak S.p.A. with subsidiaries, affiliated companies and any related parties are shown below.

A number of the companies belonging to the Yama Group supply Emak S.p.A. with parts and materials, exploiting synergies associated with technological research. These are mostly strategically important parts, for which the purchasing policy is based on factors of quality and cost.

Emak S.p.A. supplies finished products mainly to its subsidiaries and to a number of the trading companies within the Yama Group, enabling them to complete their product range.

All intercompany transactions, whether of a commercial or financial nature, are conducted on an arm's length basis.

No transactions were conducted with related parties of an atypical or unusual nature.

The main transactions with subsidiary and affiliated companies during the year ended 31 December 2008 and the receivable and payable balances at that date are reported below:

Receivables for loans and interest:

| Companies controlled by Emak S.p.A.                     |          |             |
|---|----------|-------------|
| €/000   | Interest | Loans given |
| Emak Benelux N.V.                                       | 37       | 570         |
| Emak Deutschland GmbH                                   | 30       | 504         |
| Emak UK Ltd   | 20       | 316         |
| Emak France SAS   | 158      | 2,645       |
| Victus Emak Sp. z.o.o.                                  | 198      | 1,926       |
| Jiangmen Emak Outdoor Power Equipment Co. Ltd.          | 14       | 338         |
| Emak USA Inc.   | 7        | 162         |
| Tailong (Zhuhai) Machinery Manufacturing Equipment Ltd. | 12       | 575         |
| Total (note 22 and note 13)                             | 476      | 7,036       |

| Companies controlled by Emak S.p.A.    |           |           |        |             |
|--|-----------|-----------|--------|-------------|
| €/000                                  | Net sales | Dividends | Total  | Receivables |
| Emak Suministros Espana SA             | 4,848     | 398       | 5,246  | 1,755       |
| Comag S.r.l.                           | 757       | -         | 757    | 877         |
| Emak Benelux N.V.                      | 1,443     | -         | 1,443  | 311         |
| Emak Deutschland Gmbh                  | 3,482     | -         | 3,482  | 3,427       |
| Emak UK Ltd                            | 2,908     | -         | 2,908  | 807         |
| Emak France SAS                        | 10,750    | -         | 10,750 | 2,768       |
| Jiangmen Emak Outdoor                  |           |           |        |             |
| Power Equipment Co. Ltd.               | 2,326     | -         | 2,326  | 711         |
| Victus Emak Sp. z.o.o.                 | 10,606    | -         | 10,606 | 1,130       |
| Emak USA Inc.                          | 2,095     | -         | 2,095  | 2,695       |
| Tailong (Zhuhai)                       |           |           |        |             |
| Machinery Manufacturing Equipment Ltd. | 145       | -         | 145    | 77          |
| Total                                  | 39,360    | 398       | 39,758 | 14,558      |
| Total A                                | 39,360    | 398       | 39,758 | 14,558      |

| Companies controlled by Yama S.p.A. |           |               |                |             |
|-------------------------------------|-----------|---------------|----------------|-------------|
| €/000                               | Net sales | Rental income | Total revenues | Receivables |
| Agro D.o.o.                         | 62        | -             | 62             | 32          |
| Cofima S.r.l.                       | 1         | -             | 1              | -           |
| Comet S.p.A.                        | 151       | 28            | 179            | 75          |
| Euro Reflex D.o.o.                  | 3         | 7             | 10             | 8           |
| Garmec S.p.A.                       | 423       | -             | 423            | 24          |
| Mac Sardegna S.r.l.                 | 772       | 5             | 777            | 585         |
| Sabart S.p.A.                       | 222       | 3             | 225            | 68          |
| Selettra S.r.l.                     | -         | 2             | 2              | 1           |
| Tecomec S.p.A.                      | 12        | 145           | 157            | 2           |
| Unigreen S.p.A.                     | 37        | 3             | 40             | 10          |
| Total                               | 1,683     | 193           | 1,876          | 805         |
| Total B                             | 1,683     | 193           | 1,876          | 805         |
|                                     |           |               |                |             |
| Total A+B (nota 23)                 | 41,043    | 591           | 41,634         | 15,363      |

# Purchase of goods and services and payables:

| Companies controlled by Emak S.p.A.<br>€/000 | Purchase of raw<br>materials and<br>finished products | Other costs | Total costs | Payables |
|--|---|-------------|-------------|----------|
| Emak Suministros Espana SA                   | 1   | 173         | 174         | 37       |
| Comag S.r.l.                                 | 17,070  | 82          | 17,152      | 3,556    |
| Emak Benelux N.V.                            | 1   | 101         | 102         | 55       |
| Emak Deutschland Gmbh                        | 22  | 406         | 428         | 250      |
| Emak UK Ltd                                  | -   | 144         | 144         | 73       |
| Emak France SAS                              | 74  | 362         | 436         | 78       |
| Emak USA                                     | 3   | 162         | 165         | 43       |
| Jiangmen Emak Outdoor                        |   |             |             |          |
| Power Equipment Co. Ltd.                     | 37,981  | -           | 37,981      | 3,999    |
| Victus Emak Sp. z.o.o.                       | -   | 390         | 390         | 83       |
| Tailong (Zhuhai)                             |   |             |             |          |
| Machinery Manufacturing Equipment Ltd.       | 144   | -           | 144         | 67       |
| Total  | 55,296  | 1,820       | 57,116      | 8,241    |
| Total A                                      | 55,296  | 1,820       | 57,116      | 8,241    |
|  |   |             |             |          |

| Companies controlled by Emak S.p.A.<br>€/000 | Purchase of raw<br>materials and<br>finished products | Other costs | Total costs | Payables |
|--|---|-------------|-------------|----------|
| Agro D.o.o.                                  | -   | 2           | 2           | -        |
| Cofima S.r.l                                 | 626   | 20          | 646         | 422      |
| Comet S.p.A.                                 | 770   | -           | 770         | 143      |
| Euro Reflex D.o.o.                           | 507   | -           | 507         | 158      |
| Garmec S.p.A.                                | 3   | 1           | 4           | _        |
| Mac Sardegna S.r.l.                          | -   | 6           | 6           | 5        |
| Sabart S.p.A.                                | 77  | -           | 77          | 20       |
| Selettra S.r.l.                              | 1,630   | -           | 1,630       | 600      |
| Speed France S.r.l.                          | 488   | -           | 488         | 57       |
| Tecnol S.p.A.                                | 2,354   | 2           | 2,356       | 1,054    |
| Tecomec S.p.A.                               | 853   | -           | 853         | 246      |
| Unigreen S.p.A.                              | 96  | -           | 96          | 29       |
| Yama Immobiliare S.r.I.                      | -   | 283         | 283         | _        |
| Total  | 7,404   | 314         | 7,718       | 2,734    |
| Total B                                      | 7,404   | 314         | 7,718       | 2,734    |
| Total A+B (note 27)                          | 62,700  | 2,134       | 64,834      | 10,975   |

| Ultimate parent company |             |       |          |
|-------------------------|-------------|-------|----------|
| €/000                   | Other costs | Total | Payables |
| Yama S.p.A.             | 126         | 126   | 63       |
| Total (note 27)         | 126         | 126   | 63       |

The emoluments accruing to directors and statutory auditors during 2006 were as follows:

| €/000  | FY 2008 | FY 2007 |
|--|---------|---------|
| Emoluments of directors and statutory auditors | 778     | 475     |
| Benefits in kind                               | 10      | 6       |
| Wages and salaries                             | 625     | 639     |
| Employee termination indemnities               | 50      | 47      |
| Consulting fees                                | 55      | 34      |
| Total  | 1,518   | 1,201   |

No dealings of a significant amount took place with other related parties.

### 37. Subsequent events

There are no significant subsequent events

# Supplementary schedules

The following schedules, forming an integral part of the explanatory notes to the financial statements, are provided as appendices:

- 1. CHANGES IN EQUITY INVESTMENTS IN SUBSIDIARY COMPANIES
- 2. DETAILS OF EQUITY INVESTMENTS IN SUBSIDIARY COMPANIES
- 3. FINANCIAL HIGHLIGHTS OF THE ULTIMATE PARENT COMPANY
- 4. SCHEDULE OF FEES FOR AUDIT SERVICES AND OTHER SERVICES

Appendix 1 **Changes in equity investments** 

|   |                        | 31.12.2007  |                                |                            | Changes 31.12.200                  |                        |   | 8     |                            |
|---|------------------------|---|--------------------------------|----------------------------|------------------------------------|------------------------|---|-------|----------------------------|
|   | Number<br>of<br>Shares | Values in<br>the financial<br>statements<br>(€/000) | %<br>total<br>share<br>holding | direct<br>share<br>holding | Subscriptions<br>&<br>acquisitions | Number<br>of<br>Shares | Values in<br>the financial<br>statements<br>(€/000) | oboro | direct<br>share<br>holding |
| <b>Italia</b><br>Comag S.r.l.   | 1 portion              | 6,235   | 99.44                          | 99.44                      | 2,173                              | 1 portion              | 8,408   | 99.44 | 99.44                      |
| Spagna<br>Emak SuministroS<br>Espana SA                                   | 405                    | 572   | 90                             | 90                         | -                                  | 405                    | 572   | 90    | 90                         |
| <b>Germania</b><br>Emak Deutschland<br>Gmbh                               | 10,820                 | 525   | 100                            | 100                        | -                                  | 10,820                 | 525   | 100   | 100                        |
| <b>Gran Bretagna</b><br>Emak UK Ltd                                       | 17,350                 | 691   | 100                            | 100                        | -                                  | 17,350                 | 691   | 100   | 100                        |
| <b>Belgio</b><br>Emak Benelux N.V.  | 499                    | 127   | 99.99                          | 99.8                       | -                                  | 499                    | 127   | 99.99 | 99.8                       |
| <b>Francia</b><br>Emak France SAS   | 2,000,000              | 2,049   | 100                            | 100                        | -                                  | 2,000,000              | 2,049   | 100   | 100                        |
| <b>Cina</b><br>Jiangmen Emak Outdoor<br>Power Equipment                   | -                      | 1,735   | 100                            | 100                        | -                                  | -                      | 1,735   | 100   | 100                        |
| Co. Ltd.<br>Tailong (Zhuhai)<br>Machinery Manufacturing<br>Equipment Ltd. | -                      | -   | -                              | -                          | 2,550                              | -                      | 2,550   | 100   | 100                        |
| <b>Polonia</b><br>Victus Emak Sp. z.o.o.                                  | 32,800                 | 3,605   | 100                            | 100                        | -                                  | 32,800                 | 3,605   | 100   | 100                        |
| <b>USA</b><br>Emak USA Inc.   | 10                     | 41  | 100                            | 100                        | 633                                | 10                     | 674   | 100   | 100                        |
| Totale società cont   | rollate                | 15,580  |                                |                            | 5,356                              |                        | 20,936  |       |                            |

Appendix 2

Details of equity investments

| €/000  | Registered<br>Office   | Value in the financial statements | %<br>Share | Share<br>Capital | Total  | Equity Attributable to Emak S.p.A. | Profit/<br>(loss)<br>in the year |
|--|------------------------|-----------------------------------|------------|------------------|--------|------------------------------------|----------------------------------|
| Comag S.r.l.   | Pozzilli (Is)          | 8,408                             | 99.44      | 1,850            | 12,392 | 12,323                             | (102)                            |
| Emak Suministros Espana SA                                 | Madrid                 | 572                               | 90         | 270              | 4,587  | 4,128                              | 440                              |
| Emak Deutschland Gmbh                                      | Fellbach-<br>Oeffingen | 525                               | 100        | 553              | 485    | 485                                | (149)                            |
| Emak UK Ltd  | Staffords              | 691                               | 100        | 26               | 590    | 590                                | (110)                            |
| Emak Benelux N.V. Meer-F                                   | loogstraten            | 127                               | 99.8       | 130              | 75     | 75                                 | (19)                             |
| Emak France SAS  | Rixheim                | 2,049                             | 100        | 2,000            | 5,068  | 5,068                              | 434                              |
| Jiangmen Emak Outdoor<br>Power Equipment Co. Ltd.          | Jiangmen               | 1,735                             | 100        | 1,735            | 9,126  | 9,126                              | 3,732                            |
| Tailong (Zhuhai) Machinery<br>Manufacturing Equipment Ltd. | Zhuhai                 | 2,550                             | 100        | 1,513            | 3,287  | 3,287                              | 439                              |
| Victus Emak Sp. z.o.o.                                     | Poznan                 | 3,605                             | 100        | 2,672            | 7,983  | 7,983                              | 2,765                            |
| Emak USA Inc. Wo   | oster- Ohio            | 674                               | 100        | 41               | 336    | 336                                | 11                               |
| Total investments in subsidiaries                          |                        | 20,936                            |            |                  |        |                                    |                                  |

Appendix 3 Highlights from the latest financial statements of the ultimate parent company Yama S.p.A.

| €/000   |            |            |
|---|------------|------------|
| BALANCE SHEET   | 31.12.2007 | 31.12.2006 |
| Assets  |            |            |
| A) Amounts receivable from shareholders for outstanding | oayments - | -          |
| B) Fixed assets   | 46,630     | 47,983     |
| C) Current assets                                       | 9,179      | 5,199      |
| D) Prepayments and accrued income                       | 11         | 46         |
| Total assets  | 55,820     | 53,228     |
| Liabilities   |            |            |
| A) Equity:  |            |            |
| Share capital   | 16,858     | 16,858     |
| Reserves  | 9,284      | 13,574     |
| Profit in the financial period                          | 598        | (1,412)    |
| B) Provisions   | -          | -          |
| C) Post-employment benefits                             | 18         | 15         |
| D) Amounts payable                                      | 29,033     | 24,191     |
| E) Accruals and deferred income                         | 29         | 2          |
| Total liabilities                                       | 55,820     | 53,228     |
| Guarantees, commitments and other risks                 | 24,014     | 22,466     |
| INCOME STATEMENT  | 31.12.2007 | 31.12.2006 |
| A) Sales  | 356        | 416        |
| B) Production costs                                     | (1,880)    | (1,154)    |
| C) Financial income and expenditure                     | 7,243      | 4,045      |
| D) Adjustments to the value of financial assets         | (5,886)    | (5,219)    |
| E) Extraordinary income and expenditure                 | -          | -          |
| Result before tax                                       | (167)      | (1,912)    |
| Tax for the period                                      | 765        | 500        |
| Profit for the period                                   | 598        | (1,412)    |

# Appendix 4

Schedule of fees relating to the 2007 financial period for audit services and other services, subdivided by type.

| Type of service          | Entity providing the service | Beneficiary of the service | Fees<br>(€/000) |
|--------------------------|------------------------------|----------------------------|-----------------|
| Auditing Company         | Fidital Revisione Srl        | Emak S.p.A.                | 84              |
| Auditing Company         | Fidital Revisione Srl        | Comag S.r.l.               | 15              |
| Auditing Company         | Fidital Revisione Srl        | Bertolini S.p.A.           | 8               |
| Certification services   |                              |                            |                 |
| Tax consultancy services |                              |                            |                 |
| Other services           | Fidital Revisione Srl        | Emak S.p.A.                | 7               |
| Total                    |                              |                            | 114             |

The above information is provided in accordance with art. 160, paragraph 1-bis of Legislative Decree 24 February 1998, no. 58 and with article 149-duodecies of the CONSOB Regulations contained in Consob resolution no. 19971 of 14 May 1999 and subsequent modifications.

Declaration relating to the individual financial statements and consolidated financial statements in accordance with art. 154 bis of Legislative Decree 58/98.

- We, the undersigned, Giacomo Ferretti, Fausto Bellamico and Aimone Burani, the latter also in his position as Financial Reporting Officer of the company, Emak S.p.A. affirm, taking account of the provisions of art. 154-bis, paragraphs 3 and 4, of legislative decree 24 February 1998, n. 58:
- · the suitability, with reference to the nature of the company, and
- the effective application

of administrative and accounting procedures for the preparation of the individual financial statements and the consolidated financial statements for the financial period ending 31 December 2008

- No significant elements have emerged with reference to point 1 above.
- 3. It is hereby declared, moreover, that:
- 3.1 the financial statements and consolidated financial statements:
- a) have been prepared in compliance with applicable international accounting standards (IFRS) adopted by the European Union in accordance with EC regulation no. 1606/2002 of the European Parliament and Council, of 19 July 2002, as well as with the provisions adopted in implementation of art. 9 of Legislative Decree no. 38/2005::
- b) correspond to the accounting registers and records
- to the best of our knowledge, represent a true and fair view of the assets, liabilities, economic and financial situation of the issuer and of the enterprises included in the consolidation.
- 3.2 the directors' report contains a reliable analysis of performance and operating results, as well as of the assets, liabilities, economic and financial situation of the issuer and of the enterprises included in the consolidation, together with a description of the principle risks and uncertainties to which they are exposed.

Date: 16 March 2009

The Financial Reporting Officer:

Aimone Burani

Delegated officers of the administrative bodies:

seese

Giacomo Ferretti

Fidital Revisione e Organizzazione Contabile Srl Via Calzolerie, 2 40125 FIOLOGNA Telefone +39 051 6569510 Telefax +39 051 6569164 E-mail: Info@fiditalrevisione.it

(This translation from the Italian original version has been made for the convenience of the reader)

#### REPORT OF THE AUDITORS IN ACCORDANCE WITH ARTICLE 156 OF LEGISLATIVE DECREE N. 58 OF FEBRUARY 24, 1998

To the shareholders of EMAK SpA

- 1 We have audited the consolidated financial statements of Emak Group as at and for the year ended December 31, 2008, comprising the balance sheet, income statement, statement of changes in equity, cash flow statement and notes thereto. Emak's Spa directors are responsible for the preparation of these financial statements in compliance with International Financial Reporting Standards as adopted by European Union, as well as with the regulation issued to implement article 9 of the legislative decree n. 38/ 2005. Our responsibility is to express an opinion on these financial statements based on our audit.
- We conducted our audit in accordance with the auditing standards recommended by Consob, the Italian Commission for Listed Companies and the Stock Exchange. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement and are, as a whole, reliable. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by directors. We believe that our audit provides a reasonable basis for our opinion.

For the opinion on the consolidated financial statements of the prior year, which are presented for comparative purposes as required by law, reference should be made to our report issued on April 7, 2008.

- 3 In our opinion, the consolidated financial statements of Emak Group as at and for the year ended December 31, 2008 comply with the International Financial Reporting Standard endorsed by the European Union, as well as the Italian regulations implementing article 9 of the legislative decree n. 38/ 2005. Therefore, they are clearly stated and give a true and fair view of the financial position of Emak Group as at December 31, 2008, the results of its operations, changes in its equity and its cash flows for the year then ended.
- 4 The directors of Emak Spa are responsible for the preparation of the report on operations in accordance with the applicable laws and regulations. Our responsibility is to epress an opinion on the consistency of the report on operations with the financial statements, as required by art. 156, paragrafh 4-bis, letter d), of the legislative decree n. 58/98. For this pourpose, we have performed the procedures required under auditing standard n. PR 001 issued by the Italian accounting profession (CNDCEC) and recommended by Consob. In our opinion the report on operations is consistent with the consolidated financial statements of Emak as at and for the year ended December 31, 2008.

Bologna, March 31, 2009

Fidital Revisione e Organizzazione Contabile Srl (Signed on the original) Diego Bassi (Partner)

Sede Legals: 40125 Bologna - Via Calzoleria, 2
Ufficio Amministrativo: 20124 Milano - Via Vittor Pisani, 19
Coc. Pisa /Registro Imprese o Bologna 0162918055 - P. IVA 02135961205 - PEA 405757 - Capitale Sociale € 250,000 (v. teritto all'Abo Sociale Conscio all' 14 con delibora n° 13,014 del 29 marzo 2001
Uffici: MILANO - BOLOGNA - BRESCA - FORLI



Emaik S.p.A. Member of the Yama Group

Registered Office

42011 Bagnolo in Flano (FE), Via E. Fermi 4, Italy Share Capital: 7,189,910 Reggio Emilia Companies Register no., Fiscal Code and VAT no. 00130010358

These financial statements were approved by the Board of Directors on 16 March 2009.

This report is available on the Internet at the address www.emak.it