



2° Quarter 07 Financial Results

August 10, 2007

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#### **Key Points**

## 9.6% Revenues growth to €38.7m ( €35.3 in 2Q06) Ebitda: €12.1m, increased by 5.1% vs. 2Q06 Ebit: €1.8m vs €2.4m in 2006 2°Q07 Ebit and Ebitda, negatively impacted by a non-recurrent cost of 0.6m€ (change in Italian regulation for post-retirement benefits) Results 2Q07 Adjusted Ebitda €12.6 m 2Q07 Adjusted Ebit €2.4m Net income: €3.9m vs a €2.0m in 2006 Asian revenues 25.3€ mm with an increase of 6.8% vs. 1007 Purchase of equipment and technologies for the production of photovoltaic cells. Signed supply contract for silicon for EEMSolar S.p.A future **Operations and** production of photovoltaic cells and panels recent events Signed with ABN Amro a contract for a Multicurrency Credit Facility

of €105m



## Financial performance



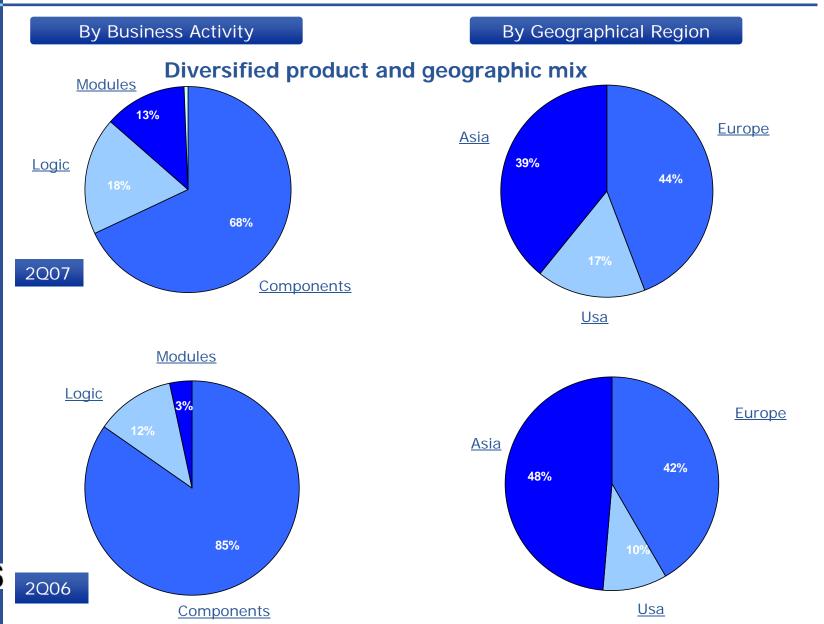
- Significant revenues growth in €: up 9.6% vs. 1Qtr 2006
- First Qtr revenues growth in Usd: +18.1%
- Negative impact of exchange and selling prices



2Qtr '07 Ebitda impacted by a nonrecurrent cost of 0.6m€ for change in Italian regulation for postretirement benefits



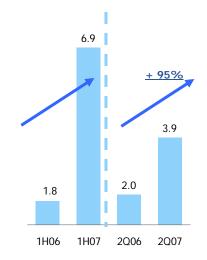
#### Revenues



#### Financial performance



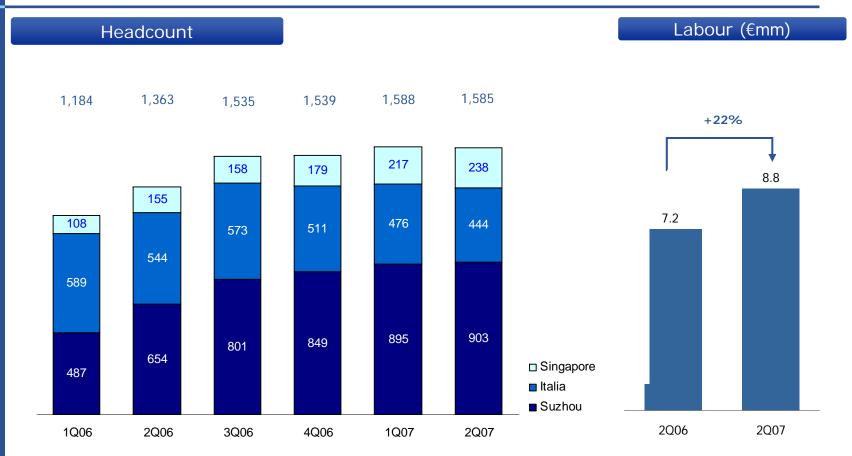




- Lower interest costs and FX impact
- Additional deferred tax liabilities release
- Investment allowance and deferred tax asset recognition



#### Headcount



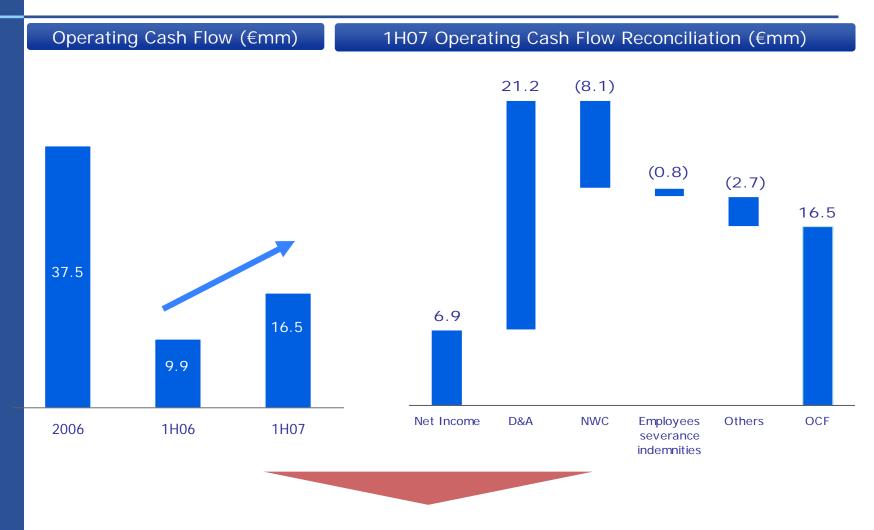
- Non recurrent cost, in Q2 2007, for change in Italian regulation for post-retirement benefits; adj growth is 13.9%
- Headcount increased by 16.3% Q2 2007 Vs Q2 2006



## Healthy Working capital



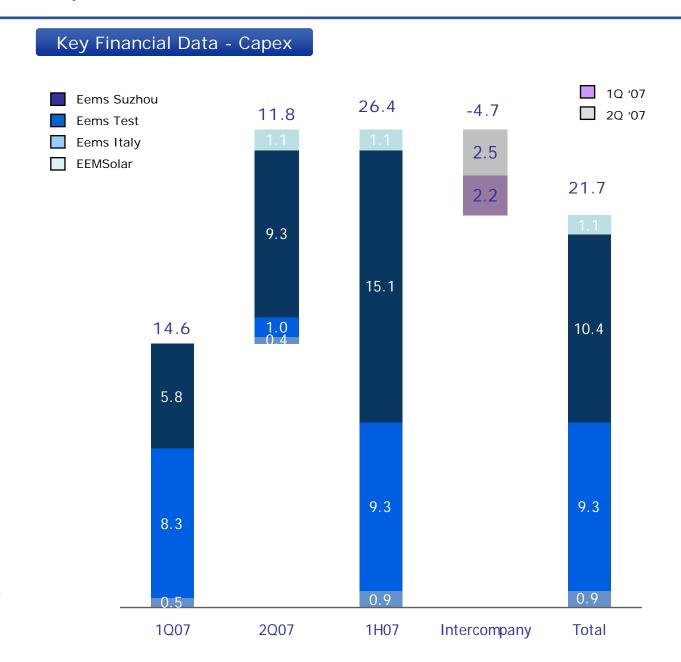
## Operating cash flow





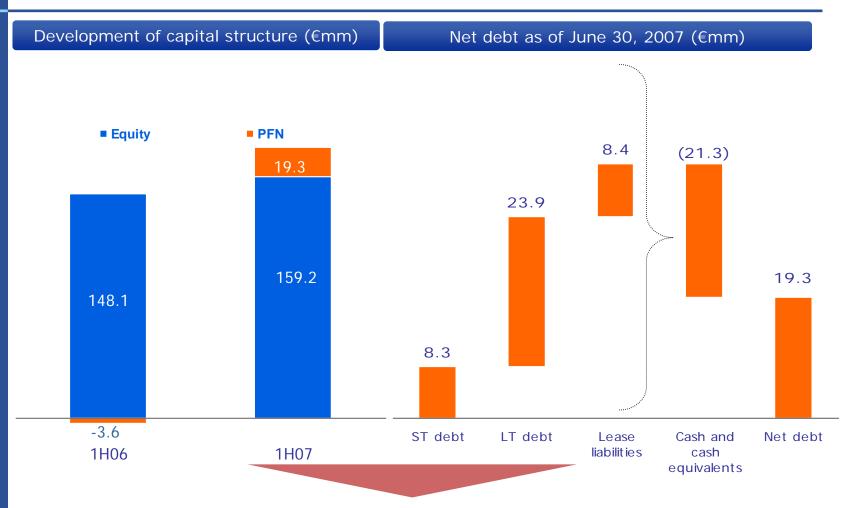


## Capex





## **Capital Structure**









#### The Path Ahead

## Further Expansion in Asia

- Construction in progress for 3rd Facility Ready by year end
- Consolidating and expanding current Customers
- Continuing to expand Mixed Signal business
- Qualifying some new Customers

# Solar business start up

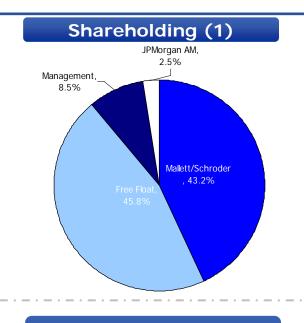
- Committed Manufacturing Equipment for 30 MWp
- Option for additional 30 MWp capacity in 2nd Half 2008
- Facilities equipment installation to be completed by year end.
- Secured long term wafer supply. Working for short term.

#### **Cost Control**

- Tigh expense control both on Manufacturing and G&A
- Tighter expense control on Italian G&A
- Successfull pricing negotiation with material vendors
- Rationalizing expenses among sites



#### Company Profile



#### **Share information**

Number of shares: 42,435,345

Price @ 08/08/07: € 5.41

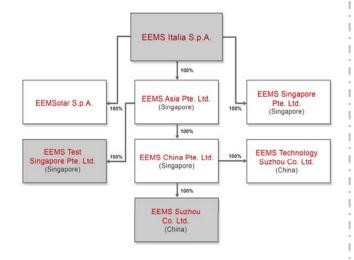
Market Cap: € 230,2 mm

Italian Stock Exchange - Segmento TechSTAR

**Specialist: Intermonte** 

**Auditors: Ernst & Young** 

#### **Group Structure**



#### **Board of Director**

Giovanni Battista Nunziante – Chairman (Independent) Vincenzo D'Antonio – CEO\* Roberto Biondi – Director\* Guido Cottini – Independent Director Albert NG – Director\*

- \* Member of Operating Committee
- (1) As of Aug 08, 2007



# **Appendix**



# Financial Highlights - P&L

#### (thousands of Euro)

	2Q07	2Q06	2Q07	2Q06
Revenues	38,687	35,306	100.0%	100.0%
Raw Material and Others	12,425	11,963	32.1%	33.9%
Services	5,073	3,779	13.1%	10.7%
Labor	8,800	7,198	22.7%	20.4%
Other Operating expenses	265	832	0.7%	2.4%
EBITDA	12,124	11,534	31.3%	32.7%
Depreciation and amortization	10,384	9,127	26.8%	25.9%
Impairments	(48)	(33)	-0.1%	-0.1%
EBIT	1,788	2,440	4.6%	6.9%
Financial Income	165	282	0.4%	0.8%
Financial expenses	(418)	(1,943)	-1.1%	-5.5%
Income before income taxes	1,535	779	4.0%	2.2%
Income taxes	(2,386)	(1,200)	-6.2%	-3.4%
Net Income (Loss)	3,921	1,979	10.1%	5.6%
Attributable to parent company	3,921	1,957	10.1%	5.5%
Attributable to third parties	<u> </u>	22	0.0%	0.1%



# Financial Highlights - P&L

#### (thousands of Euro)

	1H07	1H06	1H07	1H06
Revenues	78,328	68,316	100.0%	100.0%
Raw Material and Others Services Labor Other Operating expenses	25,037 10,056 16,627 980	20,668 7,241 15,981 1,261	32.0% 12.8% 21.2% 1.3%	30.3% 10.6% 23.4% 1.8%
EBITDA Depreciation and amortization Impairments	<b>25,628</b> 20,985 181	<b>23,165</b> 18,394 25	<b>32.7%</b> 26.8% 0.2%	<b>33.9%</b> 26.9% 0.0%
EBIT Financial Income Financial expenses	<b>4,462</b> 433 (1,376)	<b>4,746</b> 473 (2,712)	5.7% 0.6% -1.8%	6.9% 0.7% -4.0%
Income before income taxes Income taxes Net Income (Loss) Attributable to parent company Attributable to third parties	3,519 (3,399) 6,918 6,918	2,507 712 1,795 1,444 351	4.5% -4.3% 8.8% 8.8% 0.0%	3.7% 1.0% 2.6% 2.1% 0.5%



# Financial Highlights – Balance Sheet

isands of Euro)	30/06/07	31/12/06
Intangible Assets	12,847	11,889
Tangible Assets	177,244	178,913
Other non-current assets	569	187
Total Non-Current Assets	190,660	190,989
Inventories	6,278	6,625
Trade receivables	26,502	20,331
Tax receivables	1,200	1,715
Cash and cash equivalent	21,327	36,540
Other current assets	2,372	651
Total Current Assets	57,679	65,862
Total Assets	248,339	256,851
Total Shareholders' Equity	159,164	153,884
Non-Current financial Liabilities	27,659	26,330
Employee severance indemnities (TFR)	8,304	7,927
Deferred taxes	6,103	10,115
Others	354	226
Total Non-Current Liabilities	42,420	44,598
Current financial liabilities	13,087	25,020
Trade payables	25,899	26,627
Taxes payables	753	867
Others current liabilities	7,016	5,855
Total Current Liabilities	46,755	58,369
Total Liabilities	89,175	102,967
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	248,339	256,851



# Financial Highlights – Cash Flow

#### (thousands of Euro)

	1H'07	1H'06
Net cash provided by operating activities	16,459	9,935
Net cash used in investing activities	(22,128)	(55,733)
Net cash and cash equivalents used in financing activities	(9,285)	72,800
Effect of change of exchange rate on cash and cash equivalent	(259)	(738)
Increase (decrease) in cash and cash equivalents	(15,213)	26,264

