



Interim Management Report  
for the Bolzoni Group  
at 30 September 2009



## ***INDEX***

Corporate offices	pg.	3
Group's activity	pg.	5
Group's structure	pg.	6
Comments of the Directors on the Company's performance	pg.	7
Accounting tables	pg.	9
Explanatory notes to the Accounting Tables	pg.	11
Declaration in compliance with art. 154-bis, paragraph 2 of the Leg. Decree n° 58 of 24/02/2002	pg.	14

**Corporate offices**

The General Meeting of the shareholders of the parent company Bolzoni S.p.A. held 21<sup>st</sup> April 2009 passed a resolution regarding the renewal of the corporate offices for the following three year period 2009-2011.

At 30 September 2009 the assigned corporate offices were as follows:

**Board of Directors:**

<b>Name and Surname</b>	<b>Office</b>	<b>Date appointed</b>
Emilio Bolzoni	Chairman (Executive)	21 April 2009
Roberto Scotti	C.E.O.	21 April 2009
Luigi Pisani	Non executive Director	21 April 2009
Franco Bolzoni	Non executive Director	21 April 2009
Davide Turco	Non executive Director	21 April 2009
Karl-Peter Staack	Non executive Director	21 April 2009
Paolo Mazzoni	Non executive Director	21 April 2009
Pier Luigi Magnelli	Non executive and independent Director	21 April 2009
Raimondo Cinti	Non executive and independent Director	21 April 2009
Giovanni Salsi	Non executive and independent Director	21 April 2009

**Board of Statutory Auditors:**

<b>Name and Surname</b>	<b>Office</b>	<b>Date appointed</b>
Giorgio Picone	Chairman	27 April 2007
Fiorenzo Salvini	Effective Auditor	27 April 2007
Maria Gabriella Anelli	Alternate Auditor	27 April 2007
Andrea Foschi	Alternate Auditor	27 April 2007

**Auditing Company:**

Reconta Ernst & Young S.p.A. Appointment valid until the approval of financial report for 2011

**Internal Control Committee:**

<b>Name and Surname</b>	<b>Office</b>	<b>Date appointed</b>
Giovanni Salsi	Chairman	21 April 2009
Raimondo Cinti	Councillor	21 April 2009
Pier Luigi Magnelli	Councillor	21 April 2009



**Remuneration Committee:**

<b>Name and Surname</b>	<b>Office</b>	<b>Date appointed</b>
Pier Luigi Magnelli	Chairman	21 April 2009
Giovanni Salsi	Councillor	21 April 2009
Raimondo Cinti	Councillor	21 April 2009

**Supervisory Body ex. Leg.D. 231/01 :**

<b>Name and Surname</b>	<b>Office</b>	<b>Date appointed</b>
Raimondo Cinti	Chairman	21 April 2009
Pier Luigi Magnelli	Councillor	21 April 2009
Giovanni Salsi	Councillor	21 April 2009



## Group's activity

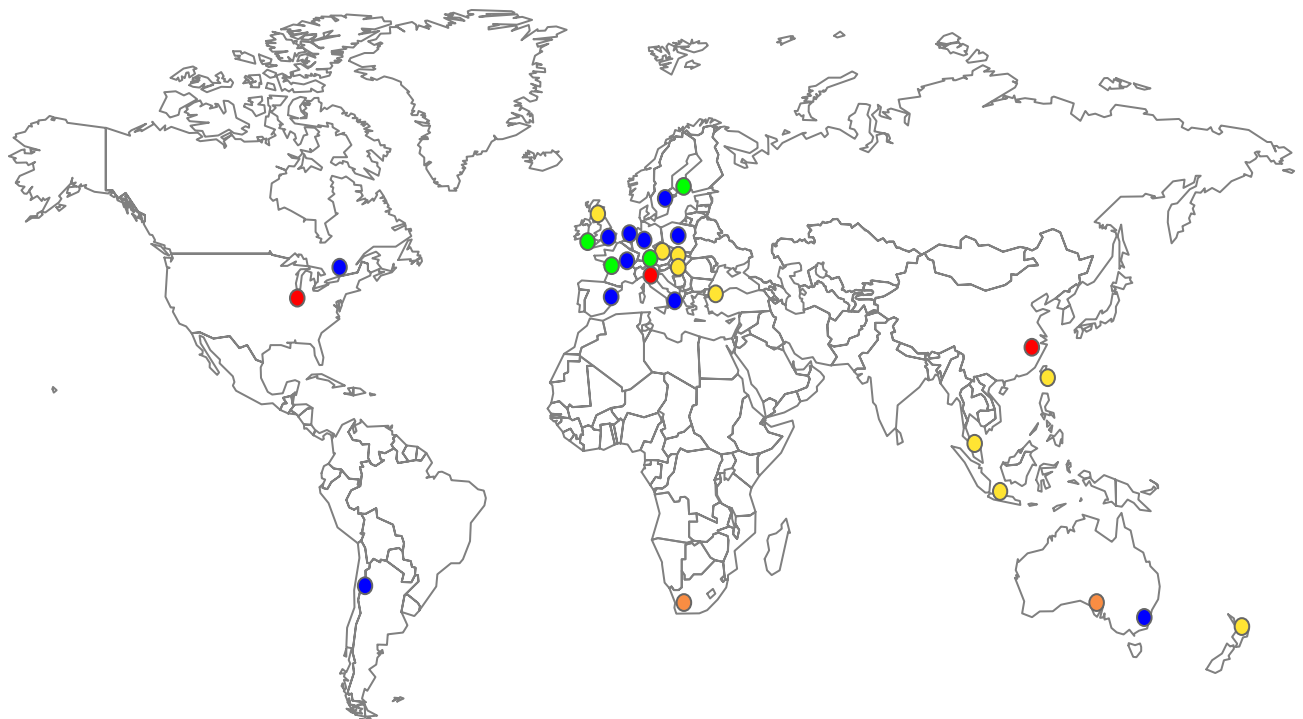
For over sixty years the Bolzoni Group has been active in the design, production and distribution of lift truck attachments and industrial material handling equipment.

The Company therefore operates in a segment with a close connection to logistics and to its global development.

Today Bolzoni is present in over forty countries worldwide. Its products hold the leading position in the European market for lift truck attachments and it is the second largest worldwide manufacturer in this sector.

The Group offers a wide range of products utilized in the industrial material handling and, in particular, lift truck attachments, lifting platforms and forks for lift trucks.

The following diagram shows the various locations of the Group companies throughout the world:

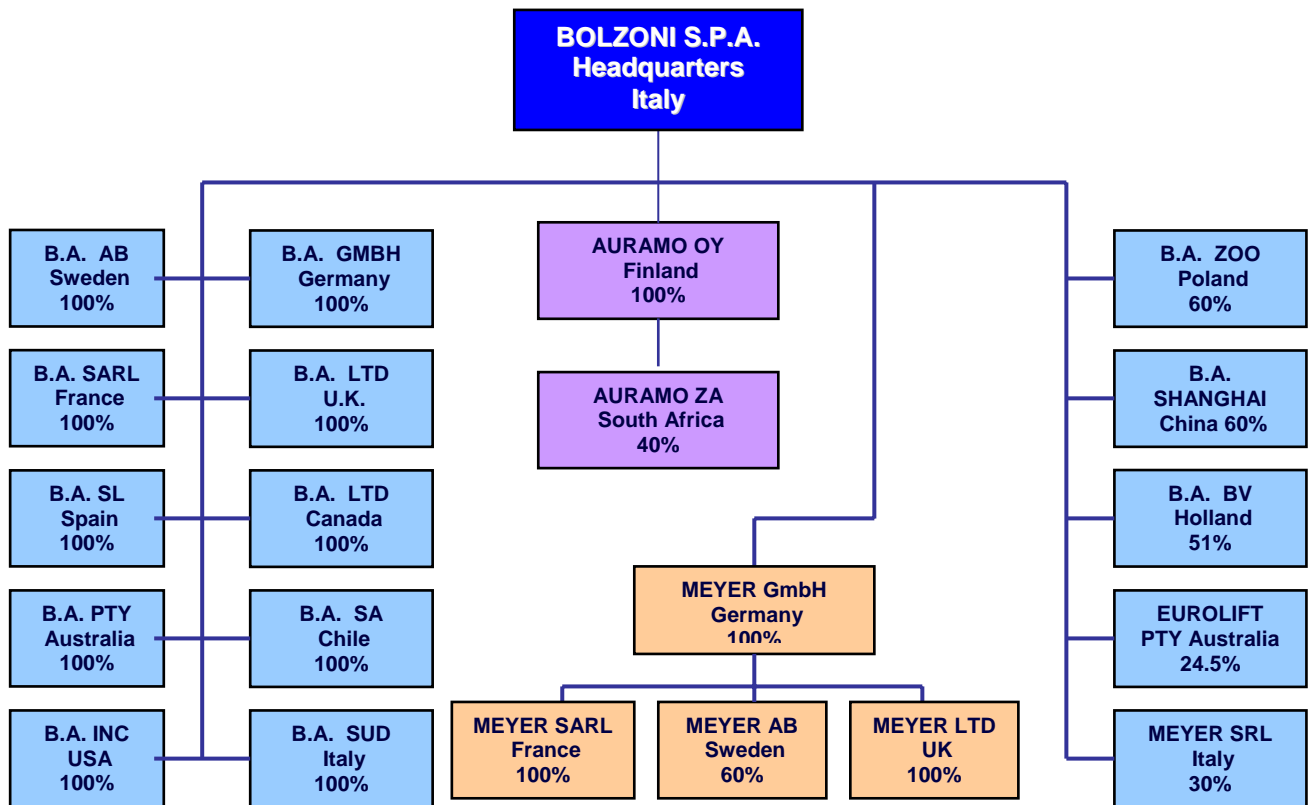


- |                    |                           |                          |               |
|--------------------|---------------------------|--------------------------|---------------|
| ● Production sites | ● Associated company      | } Exclusive distributors | ● Meyer Group |
| ● Sales subsidiary | ● Independent distributor |                          |               |



## Group Structure

Bolzoni S.p.A. controls, either directly or indirectly, eighteen companies, all included in the Group's consolidation area, and located in various countries worldwide. Five of these companies (including the Parent) are production plants situated in Italy, Germany, Finland, U.S.A. and China whereas fourteen companies have exclusively commercial and distributive activities, with the purpose of directly serving the principal logistics and material handling markets all over the world



Either through subsidiaries or associated companies, the Group is present in many countries which all together represent 80% of the specific world market.



## **Comments of the Directors on the Company's performance**

For easier reading, unless otherwise specified, figures are indicated in thousands of euros.

Below are the main results of the Consolidated Financial Statement for the third quarter of 2009 compared to the same period of 2008.

Most of the actions taken to adjust the corporate structure to the market trend have materialized during the first nine months of 2009. The number of persons employed in the Group companies was 807 (average 2008 figure including temporary contracts.) The measures completed at the present date have brought the number of persons employed in the Group to 604, a 25.2% reduction.

The actions taken on general expenses have also produced some considerable results.

Furthermore, the main companies within Group have made use of the available social shock absorbers (Ordinary Temporary Lay-off, etc) producing a further reduction in costs.

The measures completed at the present date have produced in the quarter under examination a reduction in costs of 3.7 million euros and it is estimated that, when fully operational in an entire year they will develop altogether a reduction in costs of around 18 million euros.

The first two tables below do not include the one-off reorganization costs for the plants in Spain, Estonia, Finland and Germany (1 million euros in the third quarter and 2.337 million euros at 30 September), which are however indicated in the other tables.

<i>Without one-off costs</i>	<i>Q3 2009</i>	<i>Q3 2008</i>	<i>Var. %</i>
Revenue	17,106	33,994	- 49.68%
Ebitda	- 71	3,929	N.R.
Ebit	- 1,376	2,491	N.R.
Result before tax	- 1,636	2,095	N.R.

<i>Without one-off costs</i>	<i>30.09.2009</i>	<i>30.09.2008</i>	<i>Var. %</i>
Revenue	57,138	109,046	- 47.60%
Ebitda	- 620	13,111	N.R.
Ebit	- 4,577	8,840	N.R.
Result before tax	- 5,270	7,159	N.R.

<i>With one-off costs</i>	<i>Q3 2009</i>	<i>Q3 2008</i>	<i>Var. %</i>
Revenue	17,106	33,994	- 49.68%
Ebitda	- 1,071	3,929	N.R.
Ebit	- 2,376	2,491	N.R.
Result before tax	- 2,636	2,095	N.R.

<i>With one-off costs</i>	<i>30.09.2009</i>	<i>30.09.2008</i>	<i>Var. %</i>
Revenue	57,138	109,046	- 47.60%
Ebitda	- 2,957	13,111	N.R.
Ebit	- 6,914	8,840	N.R.
Result before tax	- 7,607	7,159	N.R.

### **Revenue**

On an annual basis, revenue has dropped by 49.68% compared to the same period last year and by 47.60% compared to situation at 30.9.2008.

It is important to note that, despite the considerable recession, the last quarter finally shows some concrete symptoms of a turnaround in trend with a turnover in line with the previous quarter despite the effects of the summer holidays.



## Trends in the benchmark market

The statistics issued by the association of forklift truck manufacturers also indicate for the the third quarter a slower downturn than in the first semester and even an increase in the Chinese market:

	1 <sup>st</sup> sem. 2009	3 Q 2009
- Western Europe	- 59.4 %	- 52,1 %
- U.S.A.	- 51.6 %	- 39.8 %
- China	- 25.2 %	+23.5 %
- World	- 54.9 %	- 38.0 %

## Market share

The acquired market shares continue to be maintained.

## Dollar Exchange Rate

The exact exchange rate of the dollar against the euro which was 1.39 on 31.12.2008 dropped to 1.46 on 30 September 2009, with an average exchange rate of 1.36.

At 30 September there is a positive result of 113 thousand euros whereas for the same period in 2008 there was a negative fluctuation of 217 thousand euros.

## EBITDA

The following shows the trend in Ebitda during the two periods under examination:

	3 Q	30.09
% Ebitda on turnover – 2008	11.56%	12.02%
% Ebitda without one-off costs - 2009	- 0.42%	- 1.09%
% Ebitda on turnover – 2009	- 6.26%	- 5.18%

When the two periods under examination are compared it appears that Ebitda has passed from 3.929 thousand euros in third quarter of 2008 to -71 thousand euros in the third quarter of 2009; whereas it passed from 13.111 thousand euros at 30.09.2008 to 620 thousand euros at 30.09.2009.

To this figure it is necessary to add a further 2.337 million euros for reorganization expenses.

It should be noted that during the quarter a balance has been achieved in Ebitda despite the fact that the effects of the reorganization actions have not yet been fully produced.

## Result before tax

The quarter closes with a loss before tax of 1.636 thousand euros to which it is necessary to add the reorganization costs amounting to 1.000 thousand euros, a total therefore of 2.636 thousand euros. For the third quarter 2008 profit before tax amounted to 2.095 thousand euros.

At 30 September the financial report closes with a loss before tax of 5.270 thousand euros to which it is necessary to add the reorganization costs amounting to 2.337 thousand euros, making a total therefore of 7.607 thousand euros. At 30 September 2008 profit before tax amounted to 7.159 thousand euros.





**CONSOLIDATED STATEMENTS OF INCOME FOR THIRD QUARTER**

STATEMENTS OF INCOME (thousands of euros)	Q3 2009	Q3 2008	Var % 2009 vs 2008
Net sales	17,106	33,994	- 49.68%
Other income	401	414	- 3.14%
<b>Total revenues</b>	<b>17,507</b>	<b>34,408</b>	<b>- 49.12%</b>
Cost of raw material and purchased goods	-7,093	-14,506	- 51.10%
Cost of services	-3,956	-7,142	- 44.61%
Personnel costs	-6,433	-8,692	- 25.99%
Non-recurring operations	-1,000	-	N.R.
Other operating costs	-115	-183	- 37.16%
Share of profit of associates accounted for under equity method	19	44	- 56.82%
<b>EBITDA</b>	<b>-1,071</b>	<b>3,929</b>	<b>N.R.</b>
Depreciation and amortisation	-1,253	-1,351	- 7.25%
Accruals and impairment losses	-52	-87	- 40.23%
<b>EBIT</b>	<b>-2,376</b>	<b>2,491</b>	<b>N.R.</b>
Financial income and expenses	-259	-509	- 49.12%
Gain or loss from foreign currency translation	-1	113	N.R.
<b>Result before income tax</b>	<b>-2,636</b>	<b>2,095</b>	<b>N.R.</b>

**CONSOLIDATED STATEMENTS OF INCOME AT 30 SEPTEMBER**

STATEMENTS OF INCOME (thousands of euros)	30.09.2009	30.09.2008	Var % 2009 vs 2008
Net sales	57,138	109,046	- 47.60%
Other income	1,024	918	11.55%
<b>Total revenues</b>	<b>58,162</b>	<b>109,964</b>	<b>- 47.11%</b>
Cost of raw material and purchased goods	-22,700	-43,487	- 47.80%
Cost of services	-14,123	-24,784	- 43.02%
Personnel costs	-21,571	-27,953	- 22.83%
Non-recurring operations	-2,337	-	N.R.
Other operating costs	-485	-636	- 23.74%
Share of profit of associates accounted for under equity method	97	7	N.R.
<b>EBITDA</b>	<b>-2,957</b>	<b>13,111</b>	<b>N.R.</b>
Depreciation and amortisation	-3,812	-3,970	- 3.98%
Accruals and impairment losses	-145	-301	- 51.83%
<b>EBIT</b>	<b>-6,914</b>	<b>8,840</b>	<b>N.R.</b>
Financial income and expenses	-806	-1,464	- 44.95%
Gain or loss from foreign currency translation	113	-217	N.R.
<b>Result before income tax</b>	<b>-7,607</b>	<b>7,159</b>	<b>N.R.</b>



**STATEMENT OF COMPREHENSIVE INCOME at September 30 2009**

STATEMENT OF COMPREHENSIVE INCOME <i>(in thousands of euros)</i>	Notes	30.09.2009	30.09.2008
<b>Result for the period before tax (A)</b>		<b>- 7.607</b>	<b>7,159</b>
Part of profit/loss with effect on cash flow hedging instruments		-	-
Profit/loss from redetermination of financial activities available for sale		-	-
Profit/loss resulting from conversion of financial reports of foreign companies		67	7
Other profit/loss of companies calculated with the N.E. method		-	-
Actuarial profit/loss of fixed benefit plans		-	-
<b>Total Other profit/loss (B)</b>		<b>67</b>	<b>7</b>
<b>Overall result before tax (A + B)</b>		<b>- 7,540</b>	<b>7,166</b>

Net financial position	30.09.2009	31.12.2008	Variat.
A. Cash on hand	9	21	-12
B. Liquid funds	2,744	5,019	-2,275
<b>D. LIQUID ASSETS</b>	<b>2,753</b>	<b>5,040</b>	<b>-2,287</b>
F. Current bank debts	-10,271	-12,184	1,913
G. Current part of non-current indebtedness	-5,264	-5,880	616
<b>I. CURRENT FINANCIAL INDEBTEDNESS</b>	<b>-15,535</b>	<b>-18,064</b>	<b>2,529</b>
<b>J. CURRENT NET FINANCIAL POSITION</b>	<b>-12,782</b>	<b>-13,024</b>	<b>242</b>
Assets held to maturity	59	59	-
K. Non current financial debts	-13,110	-11,914	-1,196
<b>N. NON CURRENT NET FINANCIAL POSITION</b>	<b>-13,051</b>	<b>-11,855</b>	<b>-1,196</b>
<b>NET FINANCIAL POSITION (NET FINANCIAL INDEBTEDNESS)</b>	<b>-25,833</b>	<b>-24,879</b>	<b>-954</b>



**EXPLANATORY NOTES SPECIFIC TO THIS INTERIM MANAGEMENT REPORT**

**1. Basis of presentation**

The consolidated interim management report at 30 September 2009 has been drawn up in accordance with the contents of Appendix 3D of the 'Regolamento Emittenti' (Italian regulations for Issuers).

The same accounting standards adopted for the preparation of the consolidated financial statement for the Bolzoni Group at 31 December 2008 have also been applied, without any modification, to the preparation of this consolidated interim management report for quarter ended 30 September 2009.

This report should be read together with the Consolidated Financial Statement for the Bolzoni Group at 31.12.2008.

The result achieved at 30 September 2009 is not representative of the result the Group may achieve for the financial year ending 31 December 2009.

The figures given in the following notes are expressed in thousands of euros, unless otherwise specified.

**2. Segment information**

Information is given below on the secondary segment, that is to say, according to the geographical areas due to the fact that the primary segment of business is considered as a single segment, and the result of the segment coincides with that of the income statement.

The geographical areas are: "Europe", "North America" and 'Rest of World'. Sales to external customers disclosed in geographical segments are based on the customers' location.

The following tables supply figures on income and information on some activities in relation to the Group's geographical areas for the quarters which ended on September 30 2009 and 2008

30 Sept 2009	Revenue	Group sales	Revenue in contr.	Gross Oper. Result	Oper. Result	Finan. Income/Charges	Value adjust. on financ. assets	Comp. results at NE	Result before tax
Europe	59,404	-12,999	46,405	-2,329	-6,052	-	-	97	-
North America	7,327	-2,659	4,668	-485	-670	-	-	-	-
Rest of World	6,515	-450	6,065	-143	-192	-	-	-	-
Items not allocated or adjusted	-	-	-	-	-	-806	-	-	-7,607
<b>Total</b>	<b>73,246</b>	<b>-16,108</b>	<b>57,138</b>	<b>-2,957</b>	<b>-6,914</b>	<b>-806</b>	<b>-</b>	<b>97</b>	<b>-7,607</b>

30 Sept 2008	Revenue	Group sales	Revenue in contr.	Gross Oper. Result	Oper. Result	Finan. Income/Charges	Value adjust. on financ. assets	Comp. results at NE	Result before tax
Europe	115,451	-25,109	90,342	12,947	8,979	-	-	-7	-
North America	13,724	-5,204	8,520	-10	-253	-	-	-	-
Rest of World	11,926	-1,742	10,184	174	114	-	-	-	-
Items not allocated or adjusted	-	-	-	-	-	-1,464	-	-	7,159
<b>Total</b>	<b>141,101</b>	<b>-32,055</b>	<b>109,046</b>	<b>13,111</b>	<b>8,840</b>	<b>-1,464</b>	<b>-</b>	<b>-7</b>	<b>7,159</b>



### 3. Interest bearing loans and borrowings

	<i>Actual interest rate %</i>	<i>Maturity</i>	<i>30.09.2009</i>	<i>31.12.2008</i>
<b>Short term</b>				
Bank overdrafts		On request	63	287
Advance on collectable bills subject to final payment		30-90 days	2,639	5,647
Loans to subsidiaries			7,568	6,241
7,750,000 euro bank loan	Euribor +0.70	2009	1,107	1,107
6,500,000 euro unsecured loan	Euribor +0.40	2009	1,129	2,040
8,500,000 euro unsecured loan	Euribor +0.30	2009	1,752	1,689
4,500,000 euro unsecured loan	Euribor +0.25	2009	1,125	750
Government loan 394/81	1.72		152	303
			<b>15,535</b>	<b>18,064</b>
<b>Medium/long term</b>				
2,000,000 euro unsecured loan	Euribor +0,40	2010	-	420
7,750,000 euro bank loan	Euribor +0,70	2010	-	1,107
1,500,000 euro unsecured loan	Euribor +0,30	2011	532	714
2,500,000 euro unsecured loan	Euribor +0,40	2011	634	1,221
3,000,000 euro unsecured loan	Euribor +0,25	2012	1,125	1,875
7,000,000 euro unsecured loan	Euribor +0,30	2012	2,749	3,852
1,500,000 euro unsecured loan	Euribor +0,25	2013	937	1,218
5,000,000 euro bank loans	Euribor +1.50	2013	5,000	-
Handelsbanken loan	Euribor +0,60	2010	1,041	1,200
Other minor loans			1,092	307
			<b>13,110</b>	<b>11,914</b>

#### **Bank overdrafts and advances subject to final payment**

Bank overdrafts and advances subject to final payment mainly refer to the Parent and the Spanish subsidiary.

#### **7,750,000 euro bank loan**

The loan given by Intesa Sanpaolo and secured by the property in Podenzano, is repayable in equal, half-yearly instalments.

#### **6,500,000 euro bank loans**

The loans are unsecured and repayable in equal, half yearly instalments.

#### **8,500,000 euro bank loans**

The loans are unsecured and repayable in equal, half yearly instalments

#### **4,500,000 euro bank loan**

The loans are unsecured and repayable in equal, half yearly instalments.

#### **Government loan 394/81**

This loan, secured by a bank guarantee for the amount of 0.595 million euros specifically obtained for the purpose, is repayable in half yearly instalments at fixed principal value.

#### **5,000,000 euro unsecured loan**

These loans given by Cariparma and Banca di Piacenza and secured by the property in Podenzano, are repayable in equal, half-yearly instalments.

#### **Foreign subsidiaries' loans**

These consist of:

- ❖ a loan of \$ 0.5 million obtained by the subsidiary Bolzoni Auramo Inc.;
- ❖ a loan of € 0.6 million obtained by the subsidiary Bolzoni Auramo GmbH;
- ❖ a loan of approx. € 1.1 million obtained by the subsidiary Auramo OY;
- ❖ a loan of approx. € 0.7 million obtained by the subsidiary Hans Meyer GmbH.

All loans are secured by comfort letters given by Parent.



Net financial indebtedness has increased from 24.879 thousand euros at 31.12.2008 to 25.833 thousand euros at 30.09.2009.

This increase is mainly due to the Group's reorganization costs.

#### **4. Financial risk management**

The main risk factors have not undergone any significant changes since the information given in the Half Year Report at 30 June 2009.

#### **5. Events after September 30 2009**

The slight turnaround in trend recorded in the third quarter has been more firmly confirmed in the month of October.

There are signs of growing optimism coming from the market.

It will be interesting therefore to verify the results of the last quarter of 2009.

An agreement has been made with trade unions for the reduction of personnel in the German plant in Salzgitter.

The effects of this agreement are already operational at the present date.

Other than the above, since 30 September 2009 and until the present day, no other important events have occurred with a significant impact on the figures contained in this interim management report.

Podenzano, November 11th 2009

On behalf of the Board of Directors  
The Chairman  
Emilio Bolzoni



**Declaration of the Interim Management Report in compliance with art. 154-bis  
paragraph 2 of the Legislative Decree n° 58 passed on  
24 February 1998 (TUF) and subsequent modifications and additions**

I the undersigned Marco Bisagni, manager responsible for the preparation of the corporate accounting documents for Bolzoni S.p.A., as appointed by the Board of Directors of the Company with the resolution passed on April 27, 2007, with reference to the Interim Management Report approved today by the Board of Directors

do hereby declare

that the said report corresponds to the documented accounting results, books and book entries of Bolzoni S.p.A.

Podenzano, November 11th, 2009

Bolzoni S.p.A.  
Marco Bisagni

A handwritten signature in blue ink, appearing to read 'Marco Bisagni', written over the printed name.