

# Interim Report

31 July

# 2014

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SESA SpA , Registered office: Via Piovola no. 138 – 50053  
Empoli (Province of Florence) - Share Capital: Euro  
37,126,927,50; Fiscal Code, Florence Register of Companies and  
VAT no. 07116910964

The logo for SESA s.p.a. features the word "seSa" in a stylized, blue, lowercase font. The letters are rounded and connected, with the 's' and 'e' being particularly prominent. To the right of "seSa" is the text "s.p.a" in a smaller, standard sans-serif font.

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# Governing and supervisory bodies of Sesa SpA

## Board of Directors

*(holding office until approval of the financial statements for the financial year ending 30.04.2015)*

Chairman	<i>Paolo Castellacci</i>
Executive Vice-Chairman	<i>Moreno Gaini</i>
Executive Vice-Chairman	<i>Giovanni Moriani</i>
CEO	<i>Alessandro Fabbroni</i>
Director	<i>Luca Giacometti</i>
Director	<i>Angelica Pelizzari</i>
Independent Director	<i>Giovanna Zanotti</i>
Independent Director	<i>Luigi Gola</i>

*By a Board resolution passed on 27 February 2013, the Chairman of the Board of Directors, Paolo Castellacci, was granted all powers of ordinary management vested in the Board of Directors with regard to the management of relations with Vendors and suppliers, business development activities, institutional relations, as well as any powers of extraordinary management,*

*By a Board resolution passed on 27 February 2013, the Executive Vice-Chairman, Moreno Gaini, was granted all the powers of ordinary management vested in the Board of Directors with regard to the management of equity investments in the value-added distribution of Information Technology – through the subsidiary Computer Gross and any other investee companies belonging to the VAD Segment.*

*By a Board resolution passed on 27 February 2013, the Executive Vice-Chairman, Giovanni Moriani, was granted all the powers of ordinary management vested in the Board of Directors with regard to the management of equity investments held in the Software and System Integration Segment through the subsidiary VAR Group.*

*By a Board resolution passed on 27 February 2013, the CEO, Alessandro Fabbroni, was granted all the powers of ordinary management vested in the Board of Directors with regard to the management of the corporate functions of administration, finance, investor relations, management control, legal affairs and corporate duties, human resources, organisation and IT, including the power to engage and dismiss employees, manage relations with health and social security agencies, carry out banking and factoring transactions and/or ask banks and financial institutions for credit lines.*

## Corporate Governance Committees

### Internal control and risks Committee

*Giovanna Zanotti (President)*  
*Luigi Gola*  
*Angelica Pelizzari*

### Strategic Committee

*Luigi Gola*  
*Paolo Castellacci*  
*Giovanni Moriani*  
*Alessandro Fabbroni*  
*Angelica Pelizzari*

### Remuneration Committee

*Luigi Gola*  
*Giovanna Zanotti*  
*Luca Giacometti*

## Board of Statutory Auditors

*(holding office until approval of the financial statements for the financial year ending 30.04.2015)*

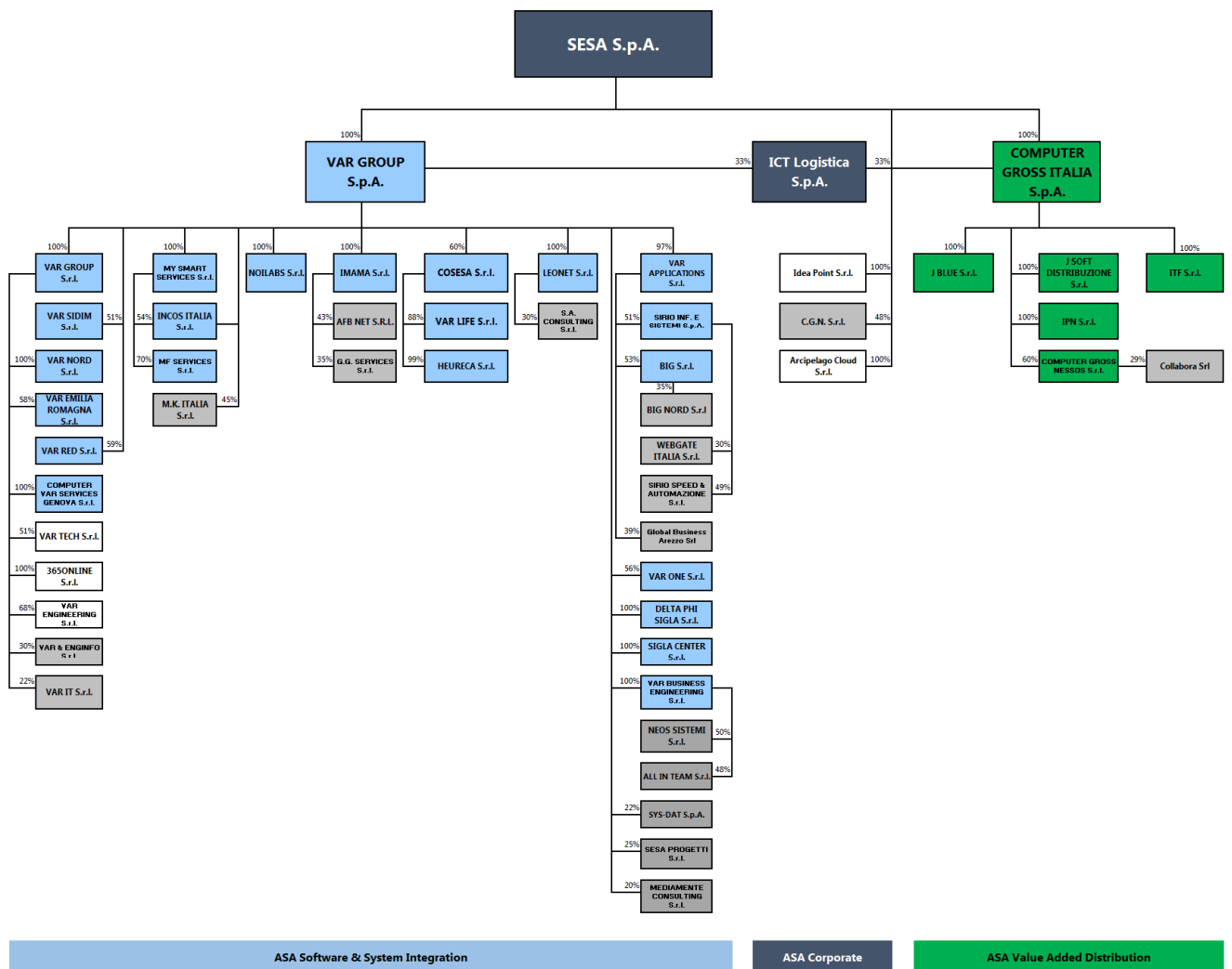
Chairman	<i>Luca Parenti</i>
Standing auditors	<i>Chiara Pieragnoli</i> <i>Guido Riccardi</i>

## Independent Auditors

*(holding office until approval of the financial statements for the financial year ending 30.04.2022)*

*PricewaterhouseCoopers SpA*

## Structure of the Sesa Group



Subsidiaries, consolidated on a line-by-line basis, are marked azure (companies belonging to the System and Software Integration Segment), green (companies belonging to the Value-Added ICT Distribution Segment) and blue (companies belonging to the Corporate and Logistics Segment).

Associated companies are marked grey and subsidiaries controlled at cost inasmuch as they are not significant and/or not yet operational are marked white.

For more details on the scope of consolidation and on any equity investments held by Sesa SpA, both directly and indirectly, please refer to the Consolidated Annual Financial Report at 30 April 2014.

## Foreword

The information included in this Interim Report and the comments reported therein are intended to provide an overview of the patrimonial, financial and economic position of Sesa Group (hereinafter the "Group"), the relative changes that occurred during the period, as well as the significant events that have occurred affecting the result of the period.

The Interim Report at 31 July 2014 is referred to the first three months and represents the first quarterly report prepared by the parent Sesa SpA for the fiscal year ended at 30 April 2015.

For a better evaluation of the economic-financial trend of the Group, in this Report are presented the Reclassified Balance Sheet and Income Statement for the period ended at 31 July 2014 and for the corresponding period of the previous year, jointly to some alternative performance indicators.

This Interim Report of the Group at 31 July 2014 has not been audited.

## Accounting policies and standards

The Interim Report of Sesa Group at 31 July 2014 (hereinafter the "Interim Report") has been prepared pursuant to art.154-bis, paragraph 5 of Legislative Decree no. 58/1998 and the provisions of Consob. The interim Report has been prepared in accordance with International Financial Reporting Standards ("IFRS") issued by the International Accounting Standards Board ("IASB") and endorsed by the European Union and in force at the time of approval of this Interim Report. Patrimonial, financial and economic statements at 31 July 2014 are set out in the attached annex.

Accounting policies and standards adopted in the preparation of the Interim Report at 31 July 2014 are consistent with those adopted in the preparation of the Consolidated Financial Statements of the Group for the year ended at 30 April 2014, taking into account those specifically applicable to interim reports. The Interim Report at 31 July 2014 includes the Interim Report of Sesa SpA, as well as Interim Reports of the subsidiaries at 31 July 2014. These Interim Reports have been adjusted, where due, to ensure compliance with IFRS.

Compared to the situation showed in Consolidated Financial Statements of the Group for the year ended at 30 April 2014, there were no changes in the scope of consolidation, except for Leonet.it Srl and Comma Srl which left as a result of the merger by incorporation of the same respectively in Leonet Srl and Var Application Srl, whose economic and financial effects elapsed from the 1st May 2014. Considering the nature of the above-mentioned mergers (mergers without economic substance) the accounting in the Interim Report took place in continuity of values, having regard to the seniority of the control relationship between the companies involved in merger operations. For a list of companies included in the consolidation at 31 July 2014, please refer to Annexes to the Annual Report at 30 April 2014.

The preparation of Interim Report requires valuations and assumptions affecting on revenues, expenses, assets and liabilities, as well as on any potential information at the date of preparation of Interim Report. Such valuations and assumptions have been applied consistently to the comparative periods presented in this document.

## Significant events in the period

Regarding the first three months of the year there were the following significant events.

As a result of the recognition of the monthly average price of the shares Sesa SpA in May 2014, which exceeding the threshold price of Euro 13.30 per share required by the Regulations " Warrant Sesa SpA", the Board of Directors took note on 30 May 2014 the achievement of the "Condition of Acceleration." The fulfillment of the above "Condition of Acceleration" fixed a definitive ratio of exercise of the Warrants equal to 0.2879 pursuant the above-mentioned Regulations. Following the requests to exercise of the Warrants received at 30 June 2014 (final date of exercise of the right pursuant the Article 6 of the Regulations) were issued n. 696,937 shares for a total amount of Euro 69,694. Pursuant to Article 6 of the Regulations warrants not exercised by 30 June lost all rights and became null and void to all intents.

In Software and System Integration segment were completed mergers by incorporation of Leonet.it Srl in Leonet Srl and Comma Srl in Var Application Srl. Leonet.it Srl and Comma Srl were already controlled by the Group at the date of the previous year at 30 April 2014. Such transactions regard the plan of reorganization of the investment portfolio of the Group to respond in a more efficiently way to the needs of the market.

On 24 July 2014 was held the Board of Directors of Sesa SpA which approved the Consolidated Financial Statements of the Group and the Financial Statements of Sesa SpA at 30 April 2014 proposing, in continuity with the previous year, the distribution of a dividend of Euro 0.45 per share, for a maximum amount of Euro 6,984 thousand, payable as from 18 September 2014. During that meeting, the Board of Directors has also adopted the following resolutions:

- Adoption of the Remuneration Policy and approval of the Remuneration Report in accordance with art. 123-ter of Legislative Decree 58/1998;
- Proposal to Shareholders' Meeting of Adoption equity incentive plan (Stock Grant) reserved for persons who hold the position of executive director in the company that is performing the role of key management personnel. The Board of Directors, at the proposal of the Remuneration Committee, has approved the adoption of a Stock Grant Plan, up to a maximum of 105,000 shares to be awarded to executive directors and key management personnel of the Group intended to equip the company of a variable and long-term incentive plan in line with the recommendations of the Corporate Governance Code and with the best practices of leading listed companies. The Stock Grant Plan refers to the years to 30 April 2015, 2016, and 2017 and is subject to the achievement of the objectives of value creation (EBITDA, net debt and EVA) of the Group in the above-mentioned period.;
- Adoption of the Report on Corporate Governance and Ownership Structure pursuant to art. 123-bis of Legislative Decree no. 58/1998;
- Proposal to Shareholders' Meeting to authorize the purchase and disposal of Treasury Shares, over the term of the previous authorization approved by the Shareholders' Meeting on 22 February 2013 for a period of eighteen months, which has expiring on 22 August 2014;
- Convening of Ordinary Shareholders' Meeting.

## Group results at a Glance

<b>Earnings Figures (in thousands of Euros)</b>	<b>07/31/2014 (3 months)</b>	<b>07/31/2013 (3 months)</b>	<b>Ch.%</b>
Revenues	259,067	214,702	20.7%
Total Revenues and Other income	260,294	216,127	20.4%
Ebitda	12,389	11,386	8.8%
Ebit	8,729	8,089	7.9%
Net Profit	4,488	4,126	8.8%

<b>Financial Figures (in thousands of Euros)</b>	<b>07/31/2014</b>	<b>07/31/2014</b>	<b>Ch.%</b>
Total Assets	522,013	423,044	23.4%
Group equity	148,529	135,748	9.4%
Net working capital	127,317	133,767	-4.8%
Net financial position	28,798	35,449	-18.8%

<b>Other information</b>	<b>07/31/2014</b>	<b>07/31/2014</b>	<b>Ch.%</b>
Number of employees	1,026	917	11.9%

## Operating conditions and business development

The Sesa Group is a major Italian operator in the value-added distribution (VAD) of the main *software* and *hardware* technologies on the market and in offering software, technology, services and consultancy with the specific aim of training and supporting businesses as IT end users.

The Sesa Group, as a whole, is able to offer a wide range of software and hardware products in addition to the consultancy services necessary to ensure that the products are used and integrated, having a strong capacity to interact with its customers, also providing high quality customer service.

Today the Group's activities are divided into three different *business areas*:

- the VAD Segment, which includes the activities involved in the value-added distribution of the main software and hardware technologies on the market, covered by the VAD Division, which is managed by subsidiary Computer Gross Italia SpA and focuses on value products (*servers, storage, software enterprise, networking and systems*);
- the *Software and System Integration Segment*, which includes the activities involved in the supply of IT services and solutions, particularly the offer of software, technology, services and consultancy with the specific aim of training and supporting businesses as IT end users, which are managed by subsidiary Var Group SpA;
- the *Corporate Segment*, which includes the activities carried out by the Group's head office (administration, finance and control, human resources, *information technology*, organisation, *investor relations*, institutional relations, training, general and legal affairs and *internal auditing*), managed by Sesa SpA, and the activities involved in supplying logistics services (product storage, assembly, customisation and handling) applied to ICT, which are managed by subsidiary ICT Logistica SpA. The Corporate Segment will include, starting from the current year, also cloud and marketing solutions provided by the newly-formed company Arcipelago Cloud Srl and Idea Point Srl.

## Corporate Segment

### **Sesa SpA**

The Parent Company Sesa SpA provides administrative and financial services, organisation, planning and management control, operates IT systems for subsidiaries and also acts as a holding company, mainly operating in the ICT sector.

The shares of the Parent Company Sesa SpA are listed on the Italian Stock Exchange (MTA) since 22 October 2013.

### **ICT Logistica SpA**

The Company, which is 66.66% owned by Sesa SpA (of which 33.33% through Computer Gross Italia and 33.33% through Var Group SpA) is active in the sale of IT products and provides logistics services on behalf of shareholders and business customers, in particular for Computer Gross Italia SpA, Var Group SpA and Bassilichi SpA.

### **Arcipelago Cloud Srl**

The Company, fully owned by Sesa SpA, operates in Cloud computing sector, supporting the ICT channel, was incorporated during the year ended at 30 April 2014.

### **Idea Point Srl**

The Company, fully owned by Sesa SpA, operates in marketing and promotion sector, supporting the ICT channel. Idea Point was incorporated during the year ended at 30 April 2014.



## System and Software Integration Segment

### **Var Group SpA**

Var Group SpA, which is wholly owned by Sesa SpA, markets software and IT products and services to end customers that mainly belong to the small and medium business segment. Var Group operates on the Italian system integration market with a matrix organisation model (lines of business – geographical markets) through its sub-holdings specialized in specific solutions and business lines.

### **Delta Phi Sigla Srl**

The Company, which is wholly owned by Var Group SpA, develops and markets software and proprietary applications for the Small and Medium Business market. Specifically, it owns the SIGLA++ software, which has a user database of some thousands business customers throughout Italy.

### **Sigla Center Srl**

The Company, which is wholly owned by Var Group SpA, provides I.T. services to end users belonging to SME segment.

### **Noilabs Srl**

The Company, which is wholly owned by Var Group SpA, provides IT solutions for its business customers, especially in the areas of software development.

### **Cosesa Srl**

The Company, which is 60% owned by Var Group SpA,, provides Strategic Outsourcing services to major corporate customers (including Autostrade SpA).

### **Heureka Srl**

The Company, which is 99% owned by Cosesa Srl, operates the specialist examination appointments and scheduling service for the Ospedali Riuniti of Florence.

### **Var Life Srl**

The Company, which is 88% owned by Var Strategic Outsourcing Srl, operates, on the basis of a longterm outsourcing contract, the ICT services for the Italian offices of the pharmaceutical multinational Boehringer Ingelheim.

### **Leonet Srl**

The Company, which is wholly owned by Var Group SpA, operates in the telecommunications services sector, as an internet service provider, in cloud computing, infrastructures services, and systems assistance sectors with a portfolio of services that meets the requirements of business and professional customers.

### **Computer Var Services Genova Srl**

The Company, which is wholly owned by Var Group Srl, provides system integration and infrastructures services in the Liguria region.

### **My Smart Services Srl**

The Company, which is wholly owned by Var Group SpA operates in maintenance services, technical assistance and computers and IT products repair sectors on domestic market.

### **Incoss Italia Srl**

The Company, which is 54% owned by My Smart Services Srl, operates in IT product maintenance and repair market.

### **MF Services Srl**

The Company, which is 70% owned by My Smart Services Srl, operates in computer and IT product maintenance and repair services market.

**Var Group Srl**

The Company, which is wholly owned by Var Group SpA, markets services and hardware and software solutions for the parent company in Central and Northern Italy (through its Empoli headquarters (Province of Florence) – and sales offices in Genoa, Turin and Milan).

**Var Emilia Romagna Srl**

The Company, which is 58% owned by Var Group Srl, provides system integration and infrastructures services in the Emilia Romagna region.

**Var Applications Srl**

The Company, which is 97% owned by Var Group SpA, develops and markets proprietary software for the small- and medium-business market based on the SAM and COMMA applications.

**Sirio Informatica e Sistemi SpA**

The Company, which is 51% owned by Var Applications Srl, develops and markets proprietary software and applications for the small- and medium-business market.

**B.I.G. Srl**

The Company, which is 53% owned by Var Applications Srl, develops business intelligence and management consulting solutions, acting as a partner for firms that need to monitor corporate processes and plan management activities.

**Var One Srl**

The Company, which is 56% owned by Var Group SpA, distributes SAP Business One software solutions.

**Var Business Engineering Srl**

The Company, which is wholly owned by Var Group SpA, advises on and supplies SAP R3 solutions.

**Var Nord Srl**

The Company, which is wholly owned by Var Group SpA, operates in development and resell of hardware, software and applications for the Small and Medium Business market in Northern Italy.

**Var Sidim Srl**

The Company, which is 51% owned by Var Group SpA, develops consulting solutions and operates in ERP SAP Business One and A.C.G. supply sector.

**Imama Srl**

The Company, which is wholly owned by Var Group SpA, operates in web marketing and digital communication.

**Var Red Srl**

The Company, which is 59% owned by Var Group SpA, develops consulting solutions and operates in Oracle solutions supply sector.

## Value-Added Distribution (VAD) Segment

### **Computer Gross Italia SpA**

The Company, which is wholly owned by Sesa SpA, distributes value-added ICT products to dealers (software houses and system integrators) with a portfolio of more than 7,000 active customers in the small- and medium-business, corporate and public administration markets. Computer Gross Italia SpA is a leading Italian operator in the marketing of products and solutions provided by the main international Vendors, including Citrix, Cisco, Dell, EMC<sup>2</sup>, HP, IBM, Lenovo, Lexmark, Microsoft, Oracle, Symantec, Vmware.

### **J Blue Srl**

J Blue Srl is the business unit of Computer Gross Italia SpA, which employs the personnel devoted to the management of services and hardware solutions of IBM, of which Computer Gross Italia SpA represents the main distributor on Italian market.

### **J. Soft Distribuzione Srl**

J Soft is the business unit of Computer Gross Italia SpA, which employs the personnel devoted to the management of the software solutions of the main international Vendors (including IBM, Microsoft, Symantec, Oracle, Citrix, Vmware).

### **Computer Gross Nessos Srl**

Computer Gross Nessos Srl, which is 60% owned by Computer Gross Italia SpA, employs the personnel devoted to the management of Networking products and solutions, in a sector in which it is the Italian market leader owing to the completeness and added value of the product range. The portfolio includes, in particular, CISCO, leader in worldwide networking market.

### **Informatica per il Negozio (I.P.N.) Srl**

The Company, which is wholly owned by Computer Gross Italia SpA, provides POS solutions for the various product sectors: Food, Non-food, Specialty Store, Hospitality, Kiosk.

### **ITF Srl**

The Company, which is wholly owned by Computer Gross Italia SpA, is the related Financial Services business unit, which provides financial services and solutions in support of the customer business partners.

## Performance of operations

### General economic and Group's sector trend

The expansion of global economic activity continued in 2013, with growth rates in slight reduction (+ 3.2% in 2013 compared to 3.5% in 2012) compared to the previous period. In 2013 in particular, there has been a rotation of growth from emerging economies in favor of the advanced ones. The monetary policies in the main advanced countries (USA, Japan, Europe) have maintained a strongly expansionary orientation to counter the risks of deflation and low growth, a trend which has continued even in 2014. In the Euro Area GDP in 2013 again recorded a contraction of 0.5% in moderate attenuation compared to 2012 (-0.7%). The turnaround observed since the fourth quarter of 2013 still showed low rates and different ways across countries, with an expected overall growth of 1.1% for the year 2014 (driven by Germany) and 1.5% for the year 2015. The following table shows the final results and the forecasts of GDP for the period 2012-2015 (source: IMF - WOE, July 2014).

<b>GDP growth rate</b>	<b>Change GDP 2012</b>	<b>Change GDP 2013</b>	<b>Change GDP 2014 (expected)</b>	<b>Change GDP 2015(expected)</b>
World Output	+3.5%	+3.2%	+3.4%	+4.0%
USA	+2.8%	+1.9%	+1.7%	+3.0%
Japan	+1.4%	+1.5%	+1.6%	+1.1%
China	+7.7%	+7.7%	+7.4%	+7.1%
Great Britain	+0.3%	+1.7%	+3.2%	+2.7%
Euro Area	-0.7%	-0.5%	+1.1%	+1.5%
Germany	+0.9%	+0.5%	+1.9%	+1.7%
Italy	-2.4%	-1.9%	+0.3%	+1.1%

Following the unfavorable trend of GDP in the main countries of Euro Area in the first half of 2014, there are high risks of downward revision of growth forecasts for the year 2014, with an increasingly widespread expectation that a significant turnaround is possible only from 2015.

In Italy the year 2013 registered again a decline in GDP of 1.9%, following a contraction of 2.4% achieved in 2012. From the third quarter of 2013 sales and orders of industrial enterprises presented a moderate growth, signaling the gradual expansion of the manufacturing industry. The positive trend in manufacturing activity was not sufficient to produce a positive trend in GDP, which continued to decline although in a moderate way (-0.2%) in the first half of 2014 (source: Istat, August 2014). There are therefore a high risk that the change in GDP for the year 2014 also for Italy is lower than expectations provided by the IMF, which estimated a return to a very moderate growth in 2014 (+0.3%) and more significant in 2015 (+ 1.1%).

## Demand development and Group's sector trend

The Italian market of Information Technology ("IT") showed a contraction of 4.1% in the year 2013 with a substantial continuity of the trend compared to a decrease of 3.8% recorded both in 2012 and 2011. The reduction recorded in 2013 was more significant in the Hardware segment (-5.7%) compared to services (-4.8%) and Software (-1.7%) (Source Sirmi, July 2014). The following table represented the trend of IT demand in Italy over the last three years and forecasts for the years 2014 and 2015 (Source Sirmi, July 2014).

<b>Italian IT market (in millions of Euros)</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014E</b>	<b>2015E</b>	<b>Ch. 11/10</b>	<b>Ch. 12/11</b>	<b>Ch. 13/12</b>	<b>Ch. 14/13</b>	<b>Ch. 15/14</b>
Hardware	7,539	6,988	6,593	6,485	6,472	-7.3%	-7.3%	-5.7%	-1.6%	-0.2%
Software	3,994	4,020	3,951	3,892	3,853	1.5%	0.7%	-1.7%	-1.5%	-1.0%
Project Services	3,877	3,751	3,572	3,433	3,320	-2.1%	-3.2%	-4.8%	-4.1%	-3.3%
Management Services	5,067	4,942	4,772	4,713	4,717	-3.5%	-2.5%	-3.4%	-1.1%	0.1%
<b>Total Italian IT</b>	<b>20,477</b>	<b>19,701</b>	<b>18,888</b>	<b>18,523</b>	<b>18,362</b>	<b>-3.8%</b>	<b>-3.8%</b>	<b>-4.1%</b>	<b>-1.9%</b>	<b>-0.9%</b>
<b>O/w Cloud Computing</b>	<b>569</b>	<b>675</b>	<b>789</b>	<b>916</b>	<b>1,072</b>	<b>17.2%</b>	<b>18.6%</b>	<b>16.9%</b>	<b>16.1%</b>	<b>17.0%</b>
<i>% Cloud on total IT</i>	<i>2.8%</i>	<i>3.4%</i>	<i>4.2%</i>	<i>5.0%</i>	<i>5.8%</i>					

For the years 2014 and 2015 is expected a decrease in contraction in IT demand, in particular in the area of hardware sales and services. It is also noted that within the Italian IT market, the highest growth in the coming years will be registered in Cloud computing segment, with growth rates exceeding 15% annually.

## Main income statement data of the Sesa Group

The reclassified Consolidated Income Statement for the three-month period ended at 31 July 2014 is shown below (with figures in thousands of Euros), compared with the same period of the previous year.

<b>Reclassified income statement</b>	<b>07/31/2014 (3 months)</b>	<b>%</b>	<b>07/31/2013 (3 months)</b>	<b>%</b>	<b>Change 2014/13</b>
<b>Revenues</b>	<b>259,067</b>		<b>214,702</b>		<b>20.7%</b>
Other income	1,227		1,425		-13.9%
<b>Total Revenues and Other Income</b>	<b>260,294</b>	<b>100.0%</b>	<b>216,127</b>	<b>100.0%</b>	<b>20.4%</b>
Purchase of goods	220,033	84.5%	179,365	83.0%	22.7%
Costs for services and leased assets	14,128	5.4%	12,968	6.0%	8.9%
Personnel costs	12,746	4.9%	11,795	5.5%	8.1%
Other operating charges	998	0.4%	613	0.3%	62.8%
<b>Total Operating Costs</b>	<b>247,905</b>	<b>95.2%</b>	<b>204,741</b>	<b>94.7%</b>	<b>21.1%</b>
<b>EBITDA</b>	<b>12,389</b>	<b>4.8%</b>	<b>11,386</b>	<b>5.3%</b>	<b>8.8%</b>
Amortisation and depreciation	1,348		1,665		-19.0%
Accruals to provision for bad debts	2,312		1,632		41.7%
<b>EBIT</b>	<b>8,729</b>	<b>3.4%</b>	<b>8,089</b>	<b>3.7%</b>	<b>7.9%</b>
Profit from companies valued at equity	(44)		0		-
Financial income and charges	(1,563)		(1,477)		5.8%
<b>EBT</b>	<b>7,122</b>	<b>2.7%</b>	<b>6,612</b>	<b>3.1%</b>	<b>7.7%</b>
Income taxes	2,634		2,486		5.9%
<b>Net profit</b>	<b>4,488</b>	<b>1.7%</b>	<b>4,126</b>	<b>1.9%</b>	<b>8.8%</b>
<i>Net profit attributable to the Group</i>	<i>4,237</i>		<i>3,895</i>		<i>8.8%</i>
<i>Net profit attributable to minority interests</i>	<i>251</i>		<i>231</i>		<i>8.8%</i>

Consolidated revenues were equal to Euro 259,067 thousand at 31 July 2014 with an increase of 20.7% compared to Euro 214,702 thousand in the first quarter ended on 31 July 2013.

The most relevant component of the Group's revenue was the sale of hardware, software and accessories which in the period ended on 31 July 2014 amounted to Euro 238,067 thousand, with an increase of 21.8% compared to Euro 195,397 thousand in the first quarter ended on 31 July 2013. The item Consolidated Revenues can be broken down as follows:

<i>(in thousands of Euros)</i>	<b>At 31 July</b>	
	<b>2014</b>	<b>2013</b>
Sale of hardware, software and accessories	238,067	195,397
Software development and other services	10,351	8,410
Hardware and software assistance	7,241	7,189
Marketing activity	2,091	1,879
Other sales	1,317	1,827
<b>Total revenues</b>	<b>259,067</b>	<b>214,702</b>

The turnover increase was the result of sales growth in the two main Group sectors (VAD and Software and System Integration), with an higher contribution of VAD segment both in absolute and percentage terms.

The revenues of the segments at 31 July 2014 are broken down as follows:

(in migliaia di Euro)	Period ended at 31 July 2014			
	2014	2013	Change	%
Value Added Distribution	234,210	187,066	47,144	25.2%
Software and System Integration	46,508	39,580	6,928	17.5%
Corporate	3,017	3,692	(675)	-18.3%
<i>Eliminations</i>	<i>(24,668)</i>	<i>(15,636)</i>	<i>(9,032)</i>	<i>57.8%</i>
<b>Total revenues</b>	<b>259,067</b>	<b>214,702</b>	<b>44,365</b>	<b>20.7%</b>

Revenues in VAD segment, led by the subsidiary Computer Gross Italy SpA, showed an increase of Euro 47,144 thousand (+25.2%), passing from Euro 187,066 thousand at 31 July 2013 to Euro 234,210 thousand at 31 July 2014. The improvement in VAD segment compared to the corresponding period of the previous year is mainly due to the growth in sales of software and complex IT solutions thanks to the success positioning in the market and the development of sales generated by the recent acquisition of new distribution agreements, including in particular EMC<sup>2</sup>.

The Software and System Integration segment, led by the subsidiary Var Group SpA, showed an increase in turnover equal to Euro 6,928 thousand (+ 17.5%) compared to the same period of the previous year. This increase was achieved both through IT solutions sales, partly as a result of the increase in dealt brands, than through provision of services.

Total Revenues and Other Income increased of Euro 44,167 thousand (+20.4%), passing from Euro 216,127 thousand in the year ended at 31 July 2013 to Euro 260,294 thousand in the year ended at 31 July 2014.

The item goods for resale is broken down as follows:

(in migliaia di Euro)	At 31 July	
	2014	2013
Purchase of hardware	150,487	120,737
Purchase of software	69,213	58,373
Consumables and other purchases	333	2555
<b>Total</b>	<b>220,033</b>	<b>179,365</b>

The Consolidated commercial margin, calculated as the difference between Total Revenues and Other Income and cost for Purchases of goods, amounted to Euro 40,216 thousand at 31 July 2014 and showed an increase of Euro 3,499 thousand compared to Euro 36,762 thousand at 31 July 2013. The absolute growth in margin originated from the increase in sales during the period. The incidence of Consolidated commercial margin on Total Revenues and Other Income decreased from 17.0% at 31 July 2013 to 15.5% at 31 July 2014, as a result of the higher incidence of sales in the VAD segment than those in Software and System Integration segment and a less favorable margin mix within the VAD segment at 31 July 2014.

Personnel costs passed from Euro 11,795 thousand at 31 July 2013 to Euro 12,746 thousand at 31 July 2014, with a growth rate of 8.1%, due to the increase in average number of employees of the Group. The incidence of personnel costs on revenues showed a reduction from 5.5% at 31 July 2013 to 4.9% at 31 July 2014, due to the improvement in process efficiency achieved during the period and to the economies of scale resulting from the sales growth.

The item personnel costs is broken down as follows:

<i>(in thousands of Euros)</i>	At 31 July	
	2014	2013
Wages and salaries	8,790	8,120
Social security contributions	2,479	2,316
Contributions to pension funds	664	642
Reimbursements and other personnel costs	813	717
<b>Total</b>	<b>12,746</b>	<b>11,795</b>

Below is reported the average and actual number of the Group's employees:

<i>(in units)</i>	Average number of employees at 31 July		Actual number of employees at 31 July	
	2014	2013	2014	2013
Executives	15	14	16	14
Middle managers	90	75	92	76
Office workers	895	826	918	827
<b>Total</b>	<b>1,000</b>	<b>915</b>	<b>1,026</b>	<b>917</b>

Total Operating costs increased of Euro 43,164 thousand (+21.1%) passing from Euro 204,741 thousand at 31 July 2013 to Euro 247,905 thousand at 31 July 2014 due mainly to the revenues growth in the period.

The incidence of Operating costs on Total Revenues and Other Income, equal to 95.2% at 31 July 2014, showed a slight increase compared to 94.7% at 31 July 2013 as a result of higher incidence of costs for Purchase of goods, partially offset by lower incidence of personnel and services costs.

Ebitda was equal to Euro 12,389 thousand at 31 July 2014, with an increase of Euro 1,003 thousand (+8.8%) compared to the period ended on 31 July 2013 on the basis of the above-mentioned income dynamics. The Ebitda margin at 31 July 2014 was equal to 4.8% compared to 5.3% at 31 July 2013. The slight decrease was due to a different margin mix in sales and the consequent reduction in commercial margin partially absorbed through the greater operative efficiency.

Ebit was equal to Euro 8,729 thousand at 31 July 2014, showing an improvement of 7.9% compared to Euro 8,089 thousand at 31 July 2013. Ebit was stated net of depreciation, amortization and accruals to provision for bad debts for a total amount of Euro 3,660 thousand, with an increase of Euro 363 thousand, compared to a total of Euro 3,297 thousand at 31 July 2013, mainly as a result of accruals to provision for bad debts resulting from the above-mentioned increase in turnover and the stock of receivables during the period.

The item amortisation is broken down as follows:

<i>(in thousands of Euros)</i>	At 31 July	
	2014	2013
Intangible assets	261	375
Property, plant and equipment	1,087	1,290
Investment property		
<b>Total</b>	<b>1,348</b>	<b>1,665</b>



Ebt passed from Euro 6,612 thousand at 31 July 2013 to Euro 7,122 thousand at 31 July 2014, with an increase of 7.7%, in spite of a slight increase in net financial charges, passing from Euro 1,477 thousand at 31 July 2013 to Euro 1,563 thousand at 31 July 2014.

Consolidated Net profit was equal to Euro 4,488 thousand at 31 July 2014, showing an increase of 8.8% compared to the same period of 2013, thanks to a slight reduction of tax rate.

After minority interests, Consolidated Net Profit was equal to Euro 4,237 thousand at 31 July 2014, with an increase of 8.8% compared to Euro 3,895 thousand at 31 July 2013.

## Main balance sheet data of the Group

Below is provided the reclassified balance sheet (data in thousands of Euros) at 31 July 2014. Together with the comparative data referred to the year ended 30 April 2014, are also included data referred to the corresponding period ended 31 July 2013, in order to provide a better analysis of the balance sheet, considering the seasonality that typically characterizes the sales revenue during the year.

<b>Reclassified Balance Sheet</b>	<b>07/31/2014</b>	<b>07/31/2013</b>	<b>04/30/2014</b>
Intangible assets	7,640	5,011	6,399
Property, plant and equipment	36,884	29,792	36,462
Investments valued at equity	2,812	2,579	2,856
Other non-current receivables	16,024	12,231	14,903
<b>Total non-current assets</b>	<b>63,360</b>	<b>49,613</b>	<b>60,620</b>
Inventories	67,394	59,407	47,591
Current trade receivables	287,775	232,773	269,538
Other current assets	50,398	27,388	24,773
<b>Current operating assets</b>	<b>405,567</b>	<b>319,568</b>	<b>341,902</b>
Payables to suppliers	228,534	159,539	240,654
Other current payables	49,716	26,262	30,995
<b>Short-term operating liabilities</b>	<b>278,250</b>	<b>185,801</b>	<b>271,649</b>
<b>Net working capital</b>	<b>127,317</b>	<b>133,767</b>	<b>70,253</b>
Non-current provisions and other tax liabilities	2,476	2,093	2,763
Employee benefits	10,874	10,090	10,308
<b>Non-current liabilities</b>	<b>13,350</b>	<b>12,183</b>	<b>13,071</b>
<b>Net Invested Capital</b>	<b>177,327</b>	<b>171,197</b>	<b>117,802</b>
<b>Group equity</b>	<b>148,529</b>	<b>135,748</b>	<b>143,983</b>
Medium-Term Net Financial Position	30,711	9,585	24,433
Short-Term Net Financial Position	(1,913)	25,864	(50,614)
<b>Total Net Financial Position (Net Liquidity)</b>	<b>28,798</b>	<b>35,449</b>	<b>(26,181)</b>
<b>Equity and Net Financial Position</b>	<b>177,327</b>	<b>171,197</b>	<b>117,802</b>

Total non-current assets at 31 July 2014 was equal to Euro 63,360 thousand with an increase of Euro 2,740 thousand compared to 30 April 2014. In particular, it should be noted the increase of the item Other non-current receivables, passing from Euro 14,903 thousand at 30 Aprile 2014 to Euro 16,024 thousand at 31 July 2014, mainly due to the increase in Deferred tax assets, passing from Euro 4,352 thousand at 30 April 2014 to Euro 4,676 at 31 July 2014, as a result of higher Accruals to provision for bad debts in the period, and the increase in Investments due mainly to the purchase of 18% capital in BMS SpA carried out during the period by Var Group SpA for Euro 603 thousand.

Net working capital was equal to Euro 127,317 thousand at 31 July 2014 and showed a reduction of 4.8% compared to Euro 6,369 thousand at 31 July 2013, achieved despite the increase in revenues recorded in the period. This was thanks to a more efficient management of trade receivables and payables to suppliers. Inventories at 31 July 2014, equal to Euro 67,394 thousand, showed an improvement of 13.4% compared to the previous period ended at 31 July 2014, however lower compared to the increase in turnover. The comparison of net working capital at 31 July 2014, equal to Euro 127,317 thousand, showing a significant increase compared to the amount at 30 April 2014, equal to Euro 70,253 thousand, reflected the seasonality of the business.

The Group's Net Financial Position at 31 July 2014, compared to the previous period at 31 July 2013 and the fiscal year ended at 30 April 2014 is broken down as follows (in thousands of Euros):

<b>Net Financial Position</b>	<b>07/31/2014</b>	<b>07/31/2013</b>	<b>04/30/2014</b>
Liquidity	52,367	51,601	73,228
Current financial receivables	719	2,262	623
Current financial debt	51,173	79,727	23,237
<b>Current financial debt</b>	<b>(1,913)</b>	<b>25,864</b>	<b>(50,614)</b>
Net current financial debt	30,711	9,585	24,433
<b>Net Financial Position</b>	<b>28,798</b>	<b>35,449</b>	<b>(26,181)</b>

Net Financial Position amounted to Euro 28,798 thousand at 31 July 2014, with an improvement of Euro 6,651 thousand compared to the relative period at 31 July 2013. The positive trend of Net Financial Position compared to the same period of 2013 is due mainly to an efficient working capital management, jointly to the self-Financing of the period. Compared to the previous year it should be noted a better balance between financial sources in the short and medium term thanks to the signing in 2014 of two loan contracts by Var Group SpA for a total amount of Euro 10,000 thousand with an expiration date of 18 months.

The change in Net Financial Position at 31 July 2014 compared to the amount at 30 April 2014, which showed a net liquidity equal to Euro 26,181 thousand, reflects the seasonality of the business which is characterized by higher working capital requirements at 31 July than 30 April of each year.

Consolidated shareholders' equity was equal to Euro 148,529 thousand at 31 July 2014. The change respect Group's equity at 30 April 2014 was mainly due to the net profit of the current period.

## Segment Reporting

The criteria applied to identify the business segments being reported are in line with the procedures through which the management runs the Group. In particular, the organisation of the business segments being reported corresponds to the structure of the reports that are periodically analysed by the board of directors for the purposes of the management of the Group's business. Specifically, the main scope of operational analysis used by the Group is that relating to the following operating segments:

- *Value Added Distribution*, which includes the value-added distribution, through the subsidiary ComputerGross SpA, of complex IT products and solutions in the categories of servers, storage, software and networking to the operators in the enterprise and small/medium enterprise segment. The Group's VAD offer integrated to software houses and integrators of technology addressed the implementation of complex technology solutions, is targeted at the end users of products distributed.
- *Software e System Integration*, which includes the offer of software, technology, services and consultancy, through the subsidiary Var Group SpA, aimed at training and supporting businesses as end users of IT. The Group provides services for the design, consultancy, development and installation of software and complex technology, pre- and after-sales assistance and strategic outsourcing.
- *Corporate*, which includes logistics services, including the storage, assembly, customisation and handling of products and other correlated activities, as well as centralized activities carried out by holding companies.

The operating segments of Value-Added Distribution and Software and System Integration are vertically integrated through the sale of IT products and solutions from Computer Gross SpA to Var Group SpA. Computer Gross SpA uses the logistics services included in the Corporate and Logistics segment.

The Group's management assesses the performance of the different operating segments, using the following indicators:

- revenues from minority interests by operating segment;
- EBITDA defined as the profit for the year before depreciation, provisions for bad debts, any losses not covered by provisions for bad debts, financial income and charges, the profit (loss) of companies valued at equity and taxes;
- Profit for the year.

The Group's management believe that any cross-sector relations are substantially regulated at arm's length. Costs and revenues are allocated directly to each operating segment.

The segment reporting for the period ended at 31 July 2014 and 31 July 2013 is broken down as follows

<i>(in thousands of Euros)</i>	Periodo ended at 31 July 2014					Periodo ended at 31 July 2013				
	Value Added Distribution	Software and System Integration	Corporate	Eliminations		Value Added Distribution	Software and System Integration	Corporate	Eliminations	
<b>Revenues</b>	<b>212,575</b>	<b>45,908</b>	<b>584</b>		<b>259,067</b>	<b>174,844</b>	<b>39,257</b>	<b>601</b>	<b>-</b>	<b>214,702</b>
Inter-segment revenues	21,635	600	2,433		24,668	12,222	323	3,091		15,636
<b>Revenues to third parties</b>	<b>234,210</b>	<b>46,508</b>	<b>3,017</b>	<b>(24,668)</b>	<b>259,067</b>	<b>187,066</b>	<b>39,580</b>	<b>3,692</b>	<b>(15,636)</b>	<b>214,702</b>
Other income	1,451	446	327	(997)	1,227	1,147	386	383	(491)	1,425
Consumables and goods for resale	(216,745)	(25,028)	(286)	22,026	(220,033)	(171,982)	(19,660)	(791)	13,068	(179,365)
Costs for services and rent, leasing and similar costs	(5,348)	(10,449)	(1,693)	3,361	(14,129)	(4,359)	(10,131)	(1,776)	3,298	(12,968)
Personnel costs	(2,921)	(8,558)	(1,267)	-	(12,746)	(2,669)	(7,873)	(1,253)	-	(11,795)
Other operating costs	(799)	(419)	(44)	274	(998)	(434)	(158)	(106)	85	(613)
<b>EBITDA</b>	<b>9,839</b>	<b>2,500</b>	<b>54</b>	<b>(4)</b>	<b>12,389</b>	<b>8,769</b>	<b>2,144</b>	<b>149</b>	<b>324</b>	<b>11,386</b>
Amortisation and accruals to provision for bad debts	(2,438)	(1,203)	(19)	-	(3,660)	(1,850)	(1,429)	(18)	-	(3,297)
<b>EBIT</b>	<b>7,401</b>	<b>1,297</b>	<b>35</b>	<b>(4)</b>	<b>8,729</b>	<b>6,919</b>	<b>715</b>	<b>131</b>	<b>324</b>	<b>8,089</b>
Profit from companies valued at equity	-	(44)	-	-	(44)	-	-	-	-	-
Financial income	659	46	54	-	759	1,025	379	62	(356)	1,110
Financial charges	(2,060)	(258)	(4)	-	(2,322)	(2,361)	(169)	(4)	(53)	(2,587)
<b>EBT</b>	<b>6,000</b>	<b>1,041</b>	<b>85</b>	<b>(4)</b>	<b>7,122</b>	<b>5,583</b>	<b>925</b>	<b>189</b>	<b>(85)</b>	<b>6,612</b>
Income taxes	(1,859)	(687)	(88)	-	(2,634)	(1,708)	(620)	(158)	-	(2,486)
<b>Net profit</b>	<b>4,141</b>	<b>354</b>	<b>(3)</b>	<b>(4)</b>	<b>4,488</b>	<b>3,875</b>	<b>305</b>	<b>31</b>	<b>(85)</b>	<b>4,126</b>
Net profit attributable to minority interests	45	202	4	-	251	8	221	3	-	231
<b>Net profit attributable to the Group</b>	<b>4,097</b>	<b>152</b>	<b>(8)</b>	<b>(4)</b>	<b>4,237</b>	<b>3,867</b>	<b>84</b>	<b>28</b>	<b>(85)</b>	<b>3,895</b>

## Relations with subsidiaries, associates, controlling companies and related concerns

As regards disclosures of relations with related parties it should be noted that any transactions carried out with related parties in ordinary operations were entered into at arm's length and on conditions that were to the parties' reciprocal financial benefit.

The Group's related parties have been identified in accordance with IAS 24.

No significant related party transactions are reported in the period.

## Significant events after the period-end

On 28 August 2014 the Shareholders' Meeting of Sesa SpA, on first call, approved all agenda items proposed in the Board of Directors on 24 July 2014, as summarized in the previous section "Significant events in the period. "

Pursuant to the Master Agreement signed between Made in Italy 1 SpA (now Sesa SpA) and ITH Srl on 15 October 2012, the Characteristic Consolidated Net Income at 30 April 2014 was determined by the Board of Directors of Sesa SpA in Euro 22 million . This result is placed within the target *range* of profitability between Euro 20 million and Euro 24 million for the year ended at 30 April 2014 by activating, therefore, the procedure involving an economic refund by the controlling shareholder ITH Srl as foreseen in that Master Agreement, which is quantified by the Board of Directors in Euro 2,430 thousand. At the date of approval of this Interim Report, the controlling shareholder ITH Srl is committed to make a capital grant in favor of Sesa SpA for an amount of Euro 2,430 thousand by 20 September 2014, in accordance with the timelines provided in the Master Agreement.

## Outlook on operations

The third quarter of 2014 shows again a weak economic context for some Eurozone countries, including Italy. The Italian IT market, although shows again a reduction trend compared to the data of the previous periods, is pointing out signs of a turnaround.

In the first quarter of the current year, the Group achieved higher economic and financial performance compared to the same period of the previous year, in contrast with the trend of the market, thanks to its development strategy and competitive positioning on the high value added areas in the market. During the month of August, the revenue trend continues to have a positive trend compared to the previous year.

The strategy for the remaining part of the financial year is to continue to invest in the high value added areas of the market, with the aim to consolidate the increase in revenues and profitability, pursuing patrimonial and financial balance achieved in the previous fiscal year ended at 30 April 2014.

*The Chairman*  
Paolo Castellacci

## Annex

## Consolidated Income Statement

<i>(in thousands of Euros)</i>	<b>Period ended 31 July</b>	
	<b>2014</b>	<b>2013</b>
Revenues	259,067	214,702
Other income	1,227	1,425
Consumables and goods for resale	(220,033)	(179,365)
Costs for services and rent, leasing and similar costs	(14,129)	(12,968)
Personnel costs	(12,746)	(11,795)
Other operating costs	(3,783)	(2,245)
Amortisation and depreciation	(3,310)	(1,665)
<b>EBIT</b>	<b>8,729</b>	<b>8,089</b>
Profit from companies valued at equity	(44)	-
Financial income	759	1,123
Financial charges	(2,322)	(2,600)
<b>Profit before taxes</b>	<b>7,122</b>	<b>6,612</b>
Income taxes	(2,634)	(2,486)
<b>Profit for the period</b>	<b>4,488</b>	<b>4,126</b>
<i>Of which:</i>		
Profit attributable to minority interests	251	231
Profit attributable to the Group	4,237	3,895



## Consolidated Statement of Financial Position

<i>(in thousands of Euros)</i>	<b>At 31 July 2014</b>	<b>At 30 April 2014</b>
Intangible assets	7,640	6,399
Property, plant and equipment	36,884	36,462
Investment property	290	290
Equity investments valued at equity	2,812	2,856
Deferred tax assets	4,676	4,352
Other non-current receivables and assets	9,065	8,268
<b>Total non-current assets</b>	<b>61,367</b>	<b>58,627</b>
Inventories	67,394	47,591
Current trade receivables	287,775	269,538
Current tax receivables	3,285	3,962
Other current receivables and assets	47,832	21,434
Cash and cash equivalents	52,367	73,228
<b>Total current assets</b>	<b>458,653</b>	<b>415,753</b>
Non-current assets held for sale	1,993	1,993
<b>Total assets</b>	<b>522,013</b>	<b>476,373</b>
Share capital	37,127	37,004
Share premium reserve	36,086	36,086
Other reserves	2,898	2,729
Profits carried forward	68,881	64,748
<b>Total Group equity</b>	<b>144,992</b>	<b>140,567</b>
Equity attributable to minority interests	3,537	3,416
<b>Total equity</b>	<b>148,529</b>	<b>143,983</b>
Non-current loans	30,711	24,433
Employee benefits	10,874	10,308
Non-current provisions	292	576
Deferred tax liabilities	2,184	2,187
<b>Total non-current liabilities</b>	<b>44,061</b>	<b>37,504</b>
Current loans	51,173	23,237
Payables to suppliers	228,534	240,654
Current tax payables	4,155	1,836
Other current liabilities	45,561	29,159
<b>Total current liabilities</b>	<b>329,423</b>	<b>294,886</b>
<b>Total liabilities</b>	<b>373,484</b>	<b>332,390</b>
<b>Total equity and liabilities</b>	<b>522,013</b>	<b>476,373</b>

## Consolidated Statement of Changes in Equity

<i>(in thousands of Euros)</i>	<b>Share capital</b>	<b>Treasury Shares reserve</b>	<b>Share premium reserve</b>	<b>Other reserves</b>	<b>Profits carried forward</b>	<b>Group equity</b>	<b>Equity attributable to minority interests</b>	<b>Total equity</b>
<b>At 30 April 2014</b>	<b>37,004</b>		<b>36,086</b>	<b>2,729</b>	<b>64,748</b>	<b>140,567</b>	<b>3,417</b>	<b>143,984</b>
Profit for the year					4,237	4,237	251	4,488
<b>Comprehensive income for the year</b>					<b>4,237</b>	<b>4,237</b>	<b>251</b>	<b>4,488</b>
Share capital increase	123			(43)		80		80
Other changes				212	(104)	108	(131)	(23)
<b>At 31 July 2014</b>	<b>37,127</b>	<b>-</b>	<b>36,086</b>	<b>2,898</b>	<b>68,881</b>	<b>144,992</b>	<b>3,537</b>	<b>148,529</b>

## Consolidated Statement of Cash Flows

<i>(in thousands of Euros)</i>	Period ended 31 July	
	2014	2013
<b>Profit before taxes</b>	<b>7,122</b>	<b>6,612</b>
<b>Adjustments to:</b>		
Amortisation and depreciation	1,348	1,665
Provisions for personnel and other provisions	2,715	2,274
Net financial (income)/charges	1,563	1,465
Profit from companies valued at equity	44	-
Other non-monetary items	-	-
<b>Cash flows generated from operating activities before changes in net working capital</b>	<b>12,792</b>	<b>12,016</b>
Change in inventories	(19,553)	(11,950)
Change in trade receivables	(20,549)	8,740
Change in payables to suppliers	(12,120)	(61,069)
Change in other assets	(26,066)	(2,859)
Change in other liabilities	16,402	(6,194)
Use of provisions for risks	(293)	(37)
Payment of employee benefits	(78)	(776)
Change in deferred tax assets and liabilities	(327)	(97)
Change in current tax payables and tax receivables	2,996	357
Interest paid	(2,322)	(2,576)
Taxes paid	(2,634)	(2,486)
<b>Net cash flow generated from operating activities</b>	<b>(51,752)</b>	<b>(66,931)</b>
Investments in companies, net of acquired cash	-	-
Investments in property, plant and equipment	(1,683)	(1,405)
Investments in intangible assets	(1,502)	(277)
Disposals of property, plant and equipment and intangible assets	174	-
Disposals of investment property	-	-
Disposal of assets held for sale	-	-
Investments in associated companies	-	-
Disbursement of loans	(156)	(156)
Investments in non-current financial assets	(1,033)	-
Receipts from non-current financial assets	60	60
Dividends collected	32	6
Interest collected	727	1,105
<b>Net cash flow generated from/(used in) investing activities</b>	<b>(3,381)</b>	<b>(667)</b>
New disbursements of long-term loans	5,876	7,726
Repayments of long-term loans	(839)	(839)
(Decrease)/increase in short-term loans	29,177	18,197
Capital increase	-	-
Change in Group equity	279	1,971
Change in equity attributable to minority interests	(221)	(251)
Dividends distributed	-	-
<b>Net cash flow generated from/(used in) financing activities</b>	<b>34,272</b>	<b>26,804</b>
Translation difference on cash and cash equivalents		
Cash and cash equivalents assets held for sale		
<b>Change in cash and cash equivalents</b>	<b>(20,861)</b>	<b>(40,794)</b>
Cash and cash equivalents at the beginning of the period	73,228	92,395
<b>Cash and cash equivalents at the end of the period</b>	<b>52,367</b>	<b>51,601</b>

Attestation pursuant to article 154 bis paragraph 2 of Legislative Decree No, 58/98 "Consolidated Law on Finance" and subsequent amendments

The Director responsible for drawing up Sesa SpA's financial statements and accounting documents, pursuant to the provisions of article 154-bis, paragraph 2 of Consolidated Law on Finance hereby attests that the accounting information contained in the Interim Report at 31 July 2014 corresponds to the document results, books and accounting records,

Empoli, 12 September 2014

Alessandro Fabbroni

(Director responsible for drawing up the accounting documents)