

18.02.2013

## **Tesmec S.p.A.: main preliminary results<sup>1</sup> for the 2012 growing Tesmec Group**

*Grassobbio (Bergamo), 18 February 2013* – **Tesmec S.p.A.** (MTA, STAR: TES), one of the main world producers in the stringing equipment segment of aerial high voltage electric power lines and in the high powered crawler trencher segment for the linear excavation with a set section, communicates the main preliminary consolidated results for the year 2012 and confirms the 2012 guidelines for revenues, profit margins and net financial position.

The main preliminary consolidated results for the year 2012, show, in fact, a significant improvement compared to 2011 mainly due to **strong performance in the fourth quarter**:

- **Preliminary consolidated revenues in 2012, up 7%** compared to 111.8 million euro at December 31, 2011.
- **Preliminary 2012 EBITDA up 26%** from 19 million euro in 2011.
- **Net debt decreased by 5%** compared to 59.6 million euro at December 31, 2011.

Based on the good performance of growth recorded during 2012, particularly in the last quarter of the year, it is reasonable to assume that this positive trend will continue in 2013, driven by the development in the new fields of machinery for the maintenance of railway lines as well as the U.S. markets, China and the Middle East.

**The Draft Financial Statements of Tesmec SpA and consolidated financial statements of the Group as at 31 December 2012 will be considered by the Board of Directors of the Company scheduled for March 14, 2013.**

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<sup>1</sup> Preliminary unaudited consolidated results prepared in accordance with IAS / IFRS

*The manager responsible for preparing corporate accounting documents, Andrea Bramani, declares, pursuant to article 154-bis, paragraph 2, of Legislative Decree No. 58/1998 ("Consolidated Financial Act") that the information contained in this press release corresponds to the documentation, books and accounting records,*

*It is to be noted that in this press release, in addition to the conventional financial indicators required by IFRS, there are also some alternative performance indicators (e.g. EBITDA) to allow for a better understanding of the economic and financial management, These indicators are consistent with common market practice,*

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This press release is also available on [www.tesmec.com](http://www.tesmec.com) in the "Investors" section:

<http://investor.tesmec.com/Investors/Notices.aspx>,

**The Tesmec Group:**

The Tesmec Group is mainly active in the design, production and marketing of integrated solutions for the construction and maintenance of infrastructures such as aerial and underground networks and pipelines. In particular, the Group operates through two product lines, namely in the design, production and marketing of: 1) **machines and integrated systems for the stringing** of power lines and fibre optic cables, as well as for the stringing of power lines for railway networks, and 2) **high-power** tracked trenchers for linear excavation of underground networks and pipelines or bulk excavation and to a lesser extent, multipurpose machines (Gallmac),

The Tesmec Group, founded in 1951 and led by the Chairman and Managing Director Ambrogio Caccia Dominioni, can rely on a workforce of more than 300 employees and has four manufacturing units, three in Italy, in Grassobbio (Bergamo), Endine Gaiano (Bergamo) and Sirone (Lecco), and one in the United States, located in Alvarado (Texas). The Group markets and distributes its TESMEC products through direct presence – in the form of foreign companies and sales offices – in 5 countries and indirect presence – in the form of dealers and agents – in 57 countries. The technological leadership of its products and the experience in these fields (approximately 50 years for the stretching sector and over 25 years for the trencher) as well as research and development developed by a team of technicians and engineers specialized in Italy and the United States, provide the Tesmec Group with a high level of know-how in the development of specific technologies in designing and delivering solutions that best meet the customers' needs,