



Investor Presentation

Results for the Year 2014

Cembre at a Glance

- 🕒 Cembre is Europe's leading manufacturer of electrical crimp type connectors and related installation tools,
- 🕒 The Group has grown its revenues by a **CAGR of 5.5%** in the last 13 years (2001-2014), from €56 mn in 2001 to €112,9 mn in 2014,
- 🕒 It is a dividend-payer with a 13 years **average dividend payout ratio of 36,5%**, and an **average dividend yield of 3.5%** (2001-2014),
- 🕒 In 2014, the Company invested €9.2 mn; the total amount of investments made by the company in the last five years (2010-2014) is €50.4 mn,
- 🕒 The product mix (a total of more than **15k** end products sold during 2014) is offered to around **8k** single clients around the world, with 10-biggest clients' purchases corresponding to **c.15% of the consolidated turnover**.

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Management team

Giovanni Rosani

Chief Executive Officer (CEO)

Aldo Bottini Bongrani

Sales and Marketing Director

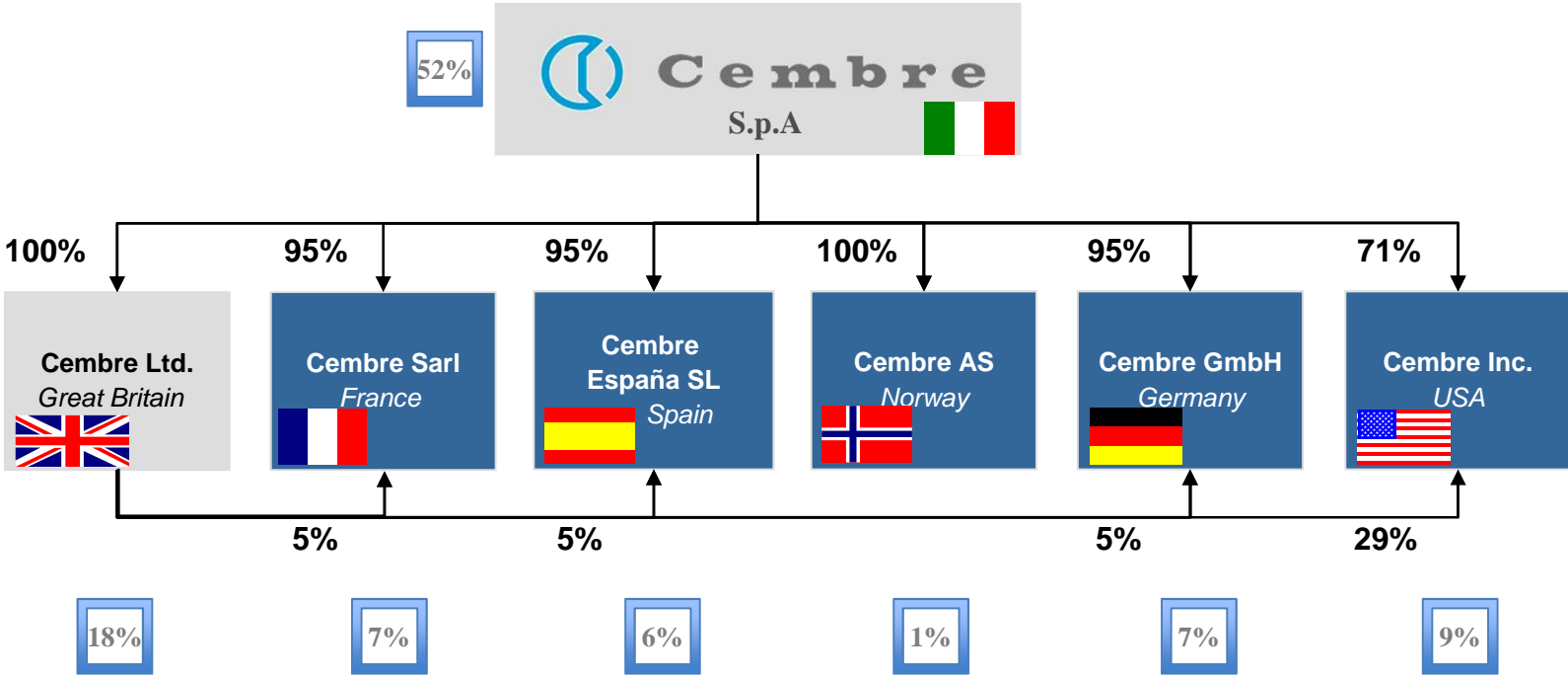
Claudio Bornati




Chief Financial Officer (CFO)

OUR MISSION

Cembre cooperates with the users of its products to find *the best technical and economical solutions* related to electrical connection applications.

Group Structure



-  Production and commercial units
-  Commercial units
-  % contribution to consolidated sales in 2014 (net of intra-groups sales)

Business Overview

Cembre is Europe's leading manufacturer of electrical crimp type connectors and related installation tools.

Electrical Connectors



Tools



Railway Products



Identification Systems



Cable Glands, Accessories and other



Made in Brescia...

Cembre, established in 1969, manufactures its products in its state-of-art production facility located in Brescia. The facility covers an area of 51,000 m² on a total land area of 121,000 m².



... and U.K.

In addition, Cembre has a production facility in the UK which operates on a 8,800 m² land. This plant in Birmingham manufactures mainly for the local market. The sales generated in the UK are 18% of 2014 consolidated turnover.



Cembre Ltd.
Factory in Curdworth Birmingham (UK)

An Integrated Business Partner...

The Group employs 615 employees worldwide.



Cembre has extensive know-how in its operating field, and its strong R&D team allows it to respond quickly to market demands.

Sharp focus on customer needs and the efficient international sales network are significant competitive advantages for Cembre.



 Number of employees in the segment, at December 31, 2014

Very Strong in Europe...

Cembre is present all over the Italian territory through a network of salesmen and representatives who are able to offer fast and constant technical assistance.

Abroad, it operates through 5 subsidiaries in Europe (UK, France, Spain, Germany and Norway) and 1 in the USA.

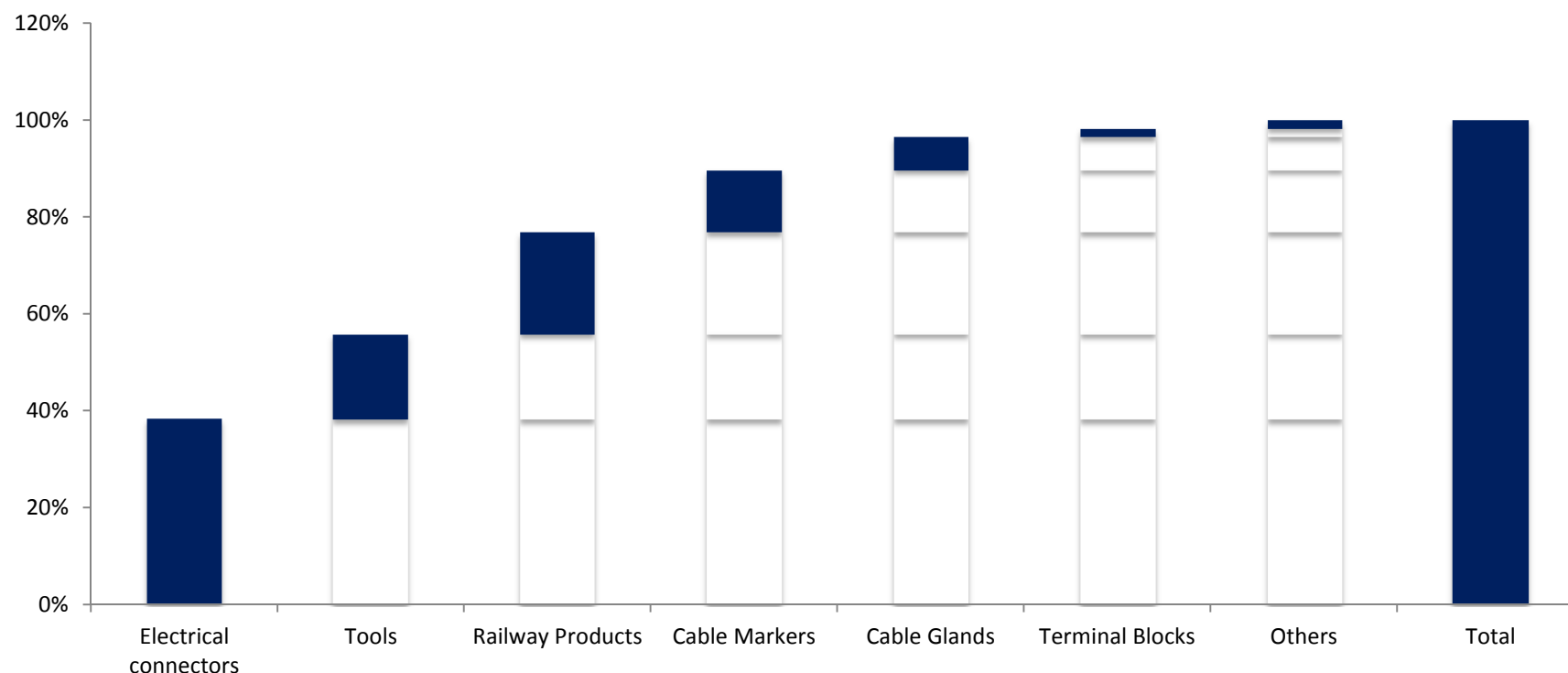


Present All Around the World...

Cembre has a network of importers and agents who provide technical and commercial assistance and rapid delivery all around the world...



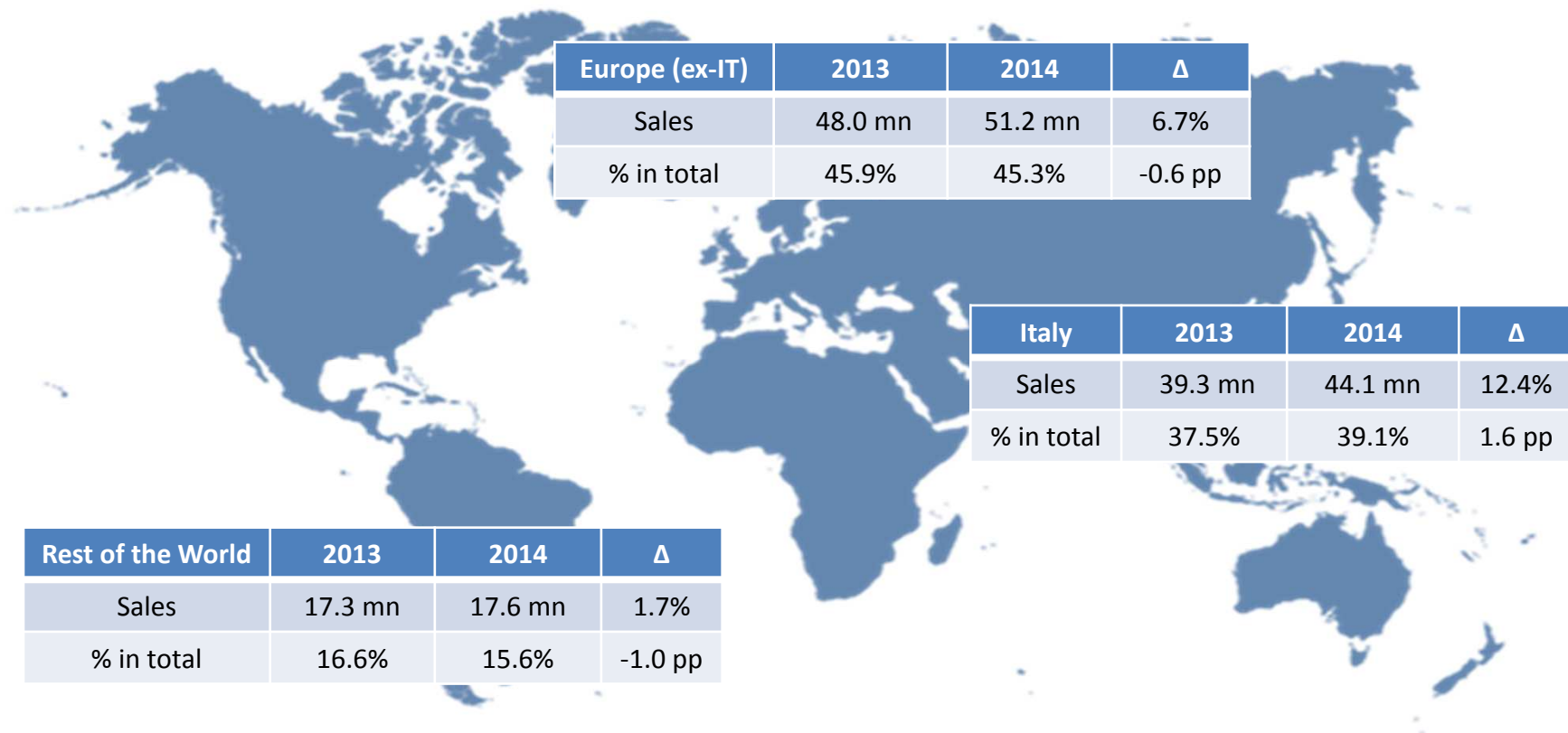
Revenues* Composition by Product Family (€ '000)



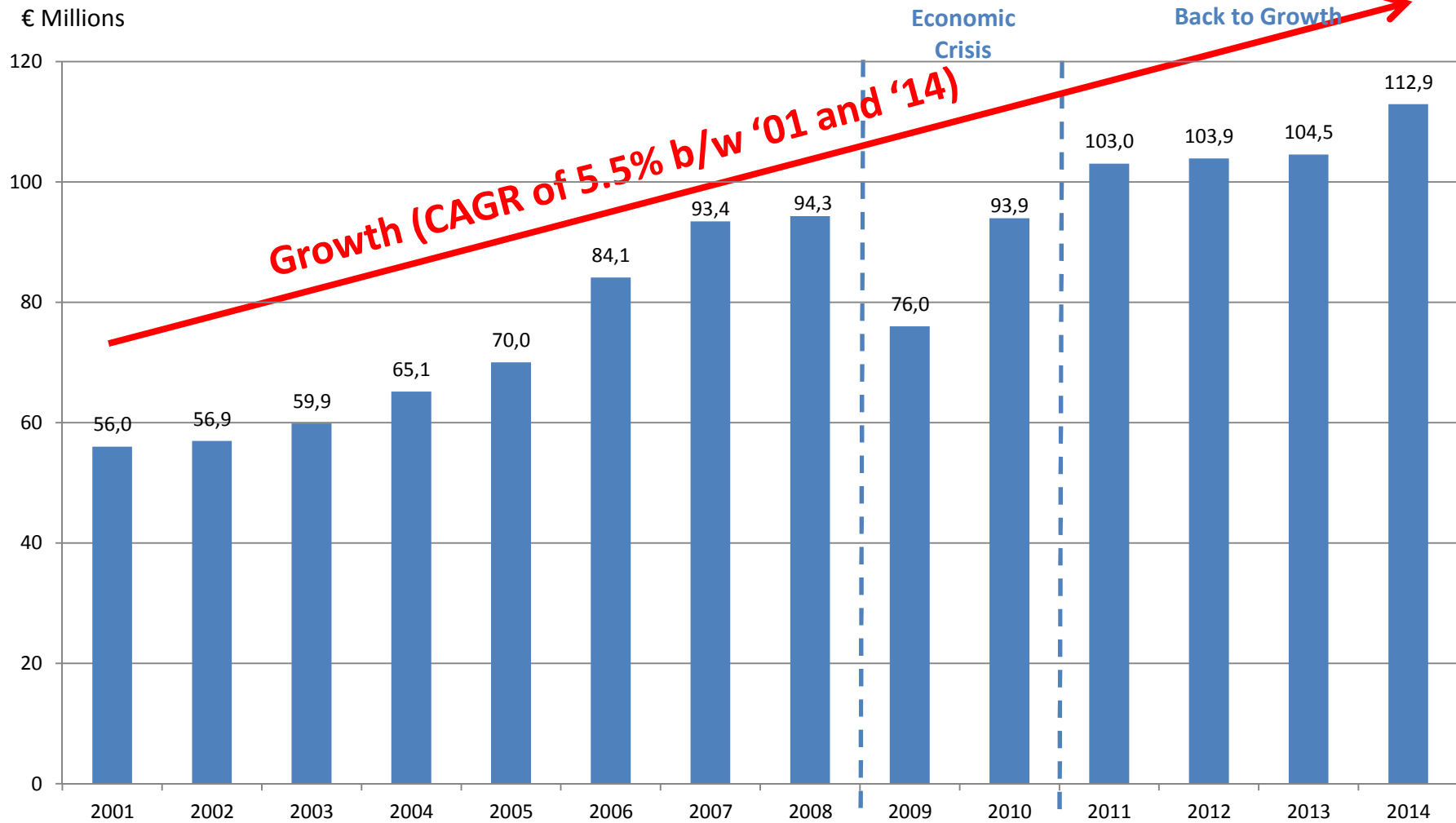
**Premiums to customers not included*

2013	38,909	21,125	22,610	12,139	7,295	2,022	1,764	105,864
	36.8%	20.0%	21.4%	11.5%	6.9%	1.9%	1.7%	100%
2014	41,724	21,662	24,376	14,788	7,887	2,072	2,032	114,541
	36.4%	18.9%	21.3%	12.9%	6.9%	1.8%	1.8%	100%

Geographical Revenue Breakdown



12-Year Revenue Evolution



A Wide Product-Mix

In order to maintain its leading position and increase the penetration of market, Cembre had sensibly enlarged the range of products offered through:

- **Research activities** mainly focused on the development of innovative products for the sectors with the highest growth potential (rail transportation, civil and industrial plant engineering),
- **Improvement and update of existing products** to get them easier to use and more efficient in their performances,
- **Introduction of complementary products** (e.g. cable markers).

Electrical Connectors: 7.2% increase in Sales



Electrical Connectors:	2014	2013	Δ
Total Sales	41.7 € mn	38.9 € mn	7.2%
Sales in Italy (% share)	18.9 € mn (16.5%)	17.6 € mn (16.6%)	7.9%
Sales in Europe ex-IT (% share)	19.4 € mn (16.9%)	18.3 € mn (17.3%)	5.9%
Sales in RoW (% share)	3.4 € mn (3.0%)	3.1 € mn (2.9%)	11.5%

Characteristics:

- high and safe performance guaranteed by effective Quality Control during production process
- high level automation of manufacturing process and consequent costs reduction
- quick adaptation of products to clients' needs, thanks to its high flexible productivity

Tools: 2.5% increase in Sales



Tools:	2014	2013	Δ
Total Sales	21.7 € mn	21.1 € mn	2.5%
Sales in Italy (% share)	4.3 € mn (3.8%)	3.5 € mn (3.3%)	24.5%
Sales in Europe ex-IT (% share)	9.4 € mn (8.2%)	8.9 € mn (8.4%)	5.5%
Sales in RoW (% share)	7.9 € mn (6.9%)	8.7 € mn (8.2%)	-9.2%

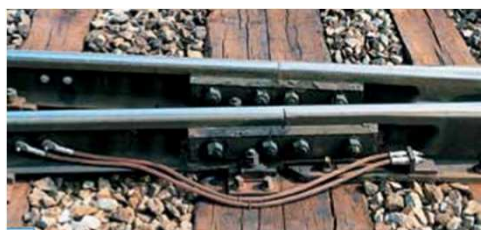
Characteristics:

- quick installation of connectors thanks to tools used for compressing and cutting the conductors
- wide products range: mechanical, pneumatic, hydraulic and battery operated tools

Development of new products in last years:

- B15-B54 battery operated “in line” hand-tools
- hydraulic battery operated pump already marketed in Italy and Europe
- the new generation of battery tools is intended to progressively substitute the traditional ones, as they are more appreciated thanks to the elimination of physical endeavour

Railway Products: 7.8% increase in Sales



Railway Products:	2014	2013	Δ
Total Sales	24.4 € mn	22.6 € mn	7.8%
Sales in Italy (% share)	2.1 € mn (1.8%)	2.2 € mn (2.0%)	-4.9%
Sales in Europe ex-IT (% share)	17.1 € mn (15.0%)	16.0 € mn (15.1%)	7.1%
Sales in RoW (% share)	5.2 € mn (4.5%)	4.5 € mn (4.2%)	16.5%

Characteristics:

- high quality products
- constant R&D activities
- high potential growth

Development of new products:

- Nut Runner - NR-11P
- Automatic Rail Cutter (with better safety standards for workers)

Both the products are very competitive on the market since they offer superior flexibility, lightness and velocity against alternative products

Cable Markers: 21,8% increase in Sales



Cable Markers:	2014	2013	Δ
Total Sales	14.8 € mn	12.1 € mn	21.8%
Sales in Italy (% share)	9.7 € mn (8.5%)	7.7 € mn (7.3%)	25.6%
Sales in Europe ex-IT (% share)	4.5 € mn (3.9%)	3.9 € mn (3.7%)	14.5%
Sales in RoW (% share)	0.6 € mn (0.5%)	0.5 € mn (0.5%)	21.4%

With the introduction of these new products Cembre:

- further enriched its offer with thousand of new articles (electrical equipment wholesalers prefer supplier with a wide catalogue)
- strengthened its competitive position in Italy and created big opportunities to enter the European markets
- entered a market, worth of Euro 25 million considering only Italy
- improved the production structure

Development and production, in Brescia (Italy), of thermal printer MG3

Cable Glands: 8.1% increase in Sales



Cable Glands:	2014	2013	Δ
Total Sales	7.9 € mn	7.3 € mn	8.1%
Sales in Italy (% share)	6.8 € mn (5.9%)	6.2 € mn (5.8%)	10.2%
Sales in Europe ex-IT (% share)	1.0 € mn (0.8%)	0.9 € mn (0.8%)	10.6%
Sales in RoW (% share)	0.1 € mn (0.1%)	0.3 € mn (0.2%)	-52.7%



Terminal Blocks:	2014	2013	Δ
Total Sales	2.1 € mn	2.0 € mn	2.5%
Sales in Italy (% share)	1.8 € mn (1.6%)	1.8 € mn (1.7%)	1.4%
Sales in Europe ex-IT (% share)	0.2 € mn (0.2%)	0.2 € mn (0.2%)	7.2%

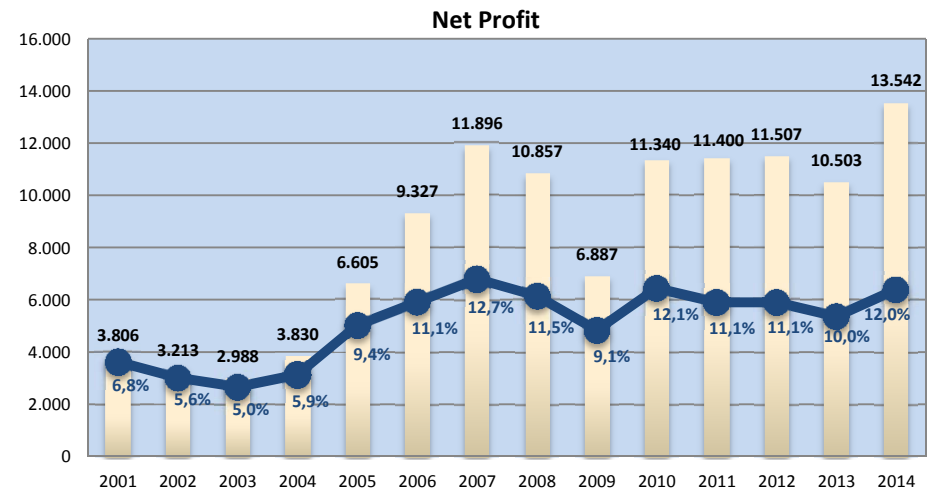
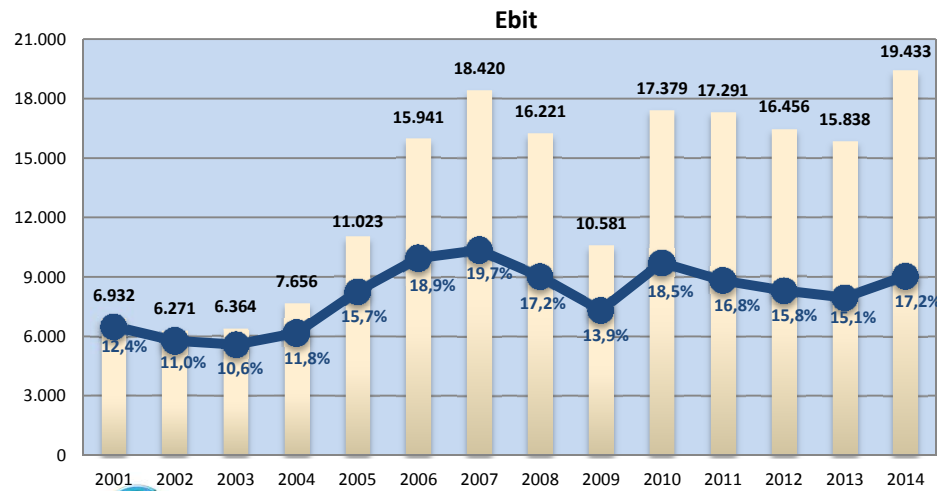
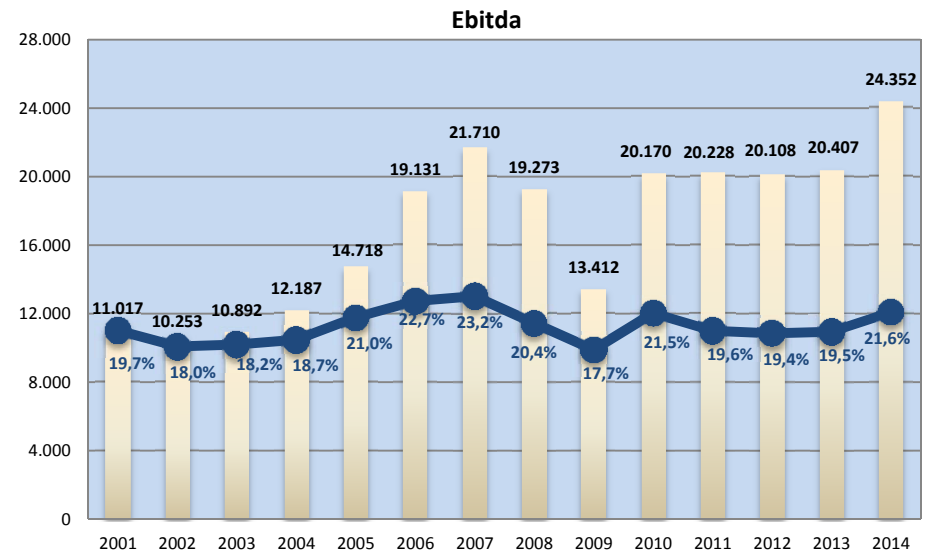
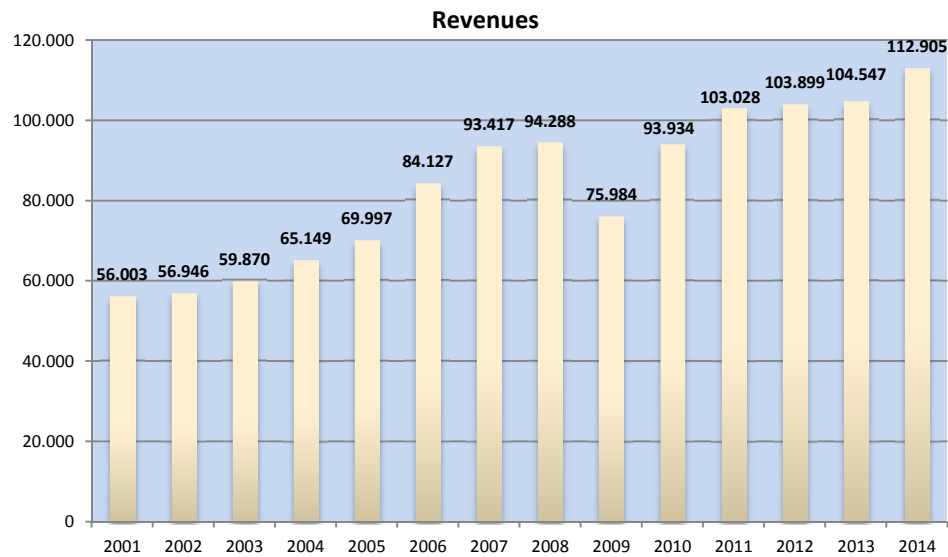
Consolidated Results of 2014

Euro Millions	2014	2013	Changes %
Sales	112.9	104.5	8.0%
EBITDA <i>In % of sales</i>	24.4 <i>21.6%</i>	20.4 <i>19.5%</i>	19.3%
EBIT <i>In % of sales</i>	19.4 <i>17.2%</i>	15.8 <i>15.1%</i>	22.7%
EBT <i>In % of sales</i>	19.7 <i>17.5%</i>	15.6 <i>14.9%</i>	26.4%
Net Profit <i>In % of Sales</i>	13.5 <i>12.0%</i>	10.5 <i>10.0%</i>	28.9%

December 31, 2014 Consolidated Balance Sheet

	Euro Millions	Dec. 31, 2014	Dec. 31, 2013
<i>a</i>	Net operating working capital	43.9	43.8
<i>b</i>	Net fixed assets	69.6	64.7
<i>c</i>	Assets available for sales	-	-
<i>d</i>	Severance indemnities	2.6	2.4
<i>e</i>	Provisions for risks and charges	0.3	0.1
<i>F</i>	Deferred taxes	2.4	2.4
	Net invested capital (a+b+c-d-e-f)	108.2	103.6
<i>g</i>	Equity	119.9	109.5
<i>H</i>	Net financial position	(11.7)	(5.9)
	Total sources (g+h)	108.2	103.6

Cembre's Revenue and Profitability Trend (€ '000)



2014 and onwards...

Cembre focused on these targets:

Increase of turnover thanks to:

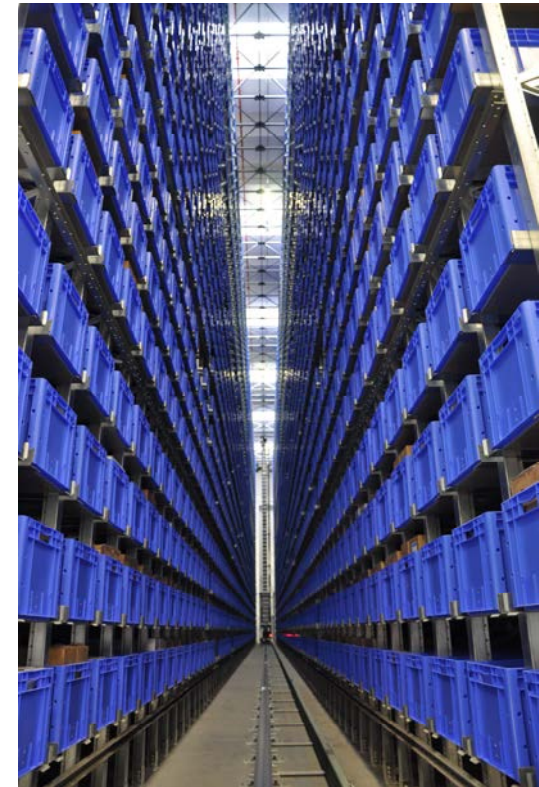
- A strengthening of Cembre competitive advantage by developing new products and continuous product range renewing by an intense R&D activity,
- An higher penetration in the foreign markets, especially in the US,
- A commercial commitment focus on high growing potential products.

Cost management by a better operative efficiency obtained from economies of scale and process innovations;

Enforcing the manufacturing structure by investing in high-tech, highly-automated machinery:

- The purchase of the 13,500 m² industrial area next to its plant (dec – 2011), by investing €9.7 mn (Brescia plant and offices today cover a floor-space of 51,000 m² while the total plant area reached 121,000 m²), this area will be dedicated to production enforcement.

2014 and onwards...



- The construction of a new 4,800 m² industrial building which is the new logistic center. This center include an automated warehouse with 16-metre-high shelves. The construction started in March 2012, and the new automatic warehouse is operative since January 2013. This warehouse is 3 time more efficient, and has a 50% increase in end-product capacity warehousing.

Stock Data & Shareholding Structure



Shareholders:	Share:
LYSNE Spa	54.33%
Anna Maria Onofri	8.35%
Sara Rosani	4.82%
Giovanni Rosani	4.71%
Aldo Bottini Bongrani	2.12%
Other	25.67%

Cembre has been listed since December 1997, and is a part of the Star Index since September 2001.

	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001
Dividend Per Share (€)	0.36	0.26	0.16	0.16	0.26	0.12	0.16	0.26	0.22	0.15	0.10	0.07	0.08	0.10
Payout Ratio*	45%	42%	24%	24%	39%	30%	25%	37%	40%	39%	44%	41%	42%	44%
Dividend Yield**	3.5%	2.9%	2.5%	2.9%	4.2%	2.6%	4.8%	4.2%	3.6%	3.2%	3.3%	2.9%	4.4%	4.1%



* Using consolidated profit

** Using the year-end share price



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The manager responsible for preparing the Company's financial reports, Claudio Bornati, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.