

ENG

LONDON, 10TH OCTOBER 2017

GEFRAN

You know we are there

GEFRAN HISTORY



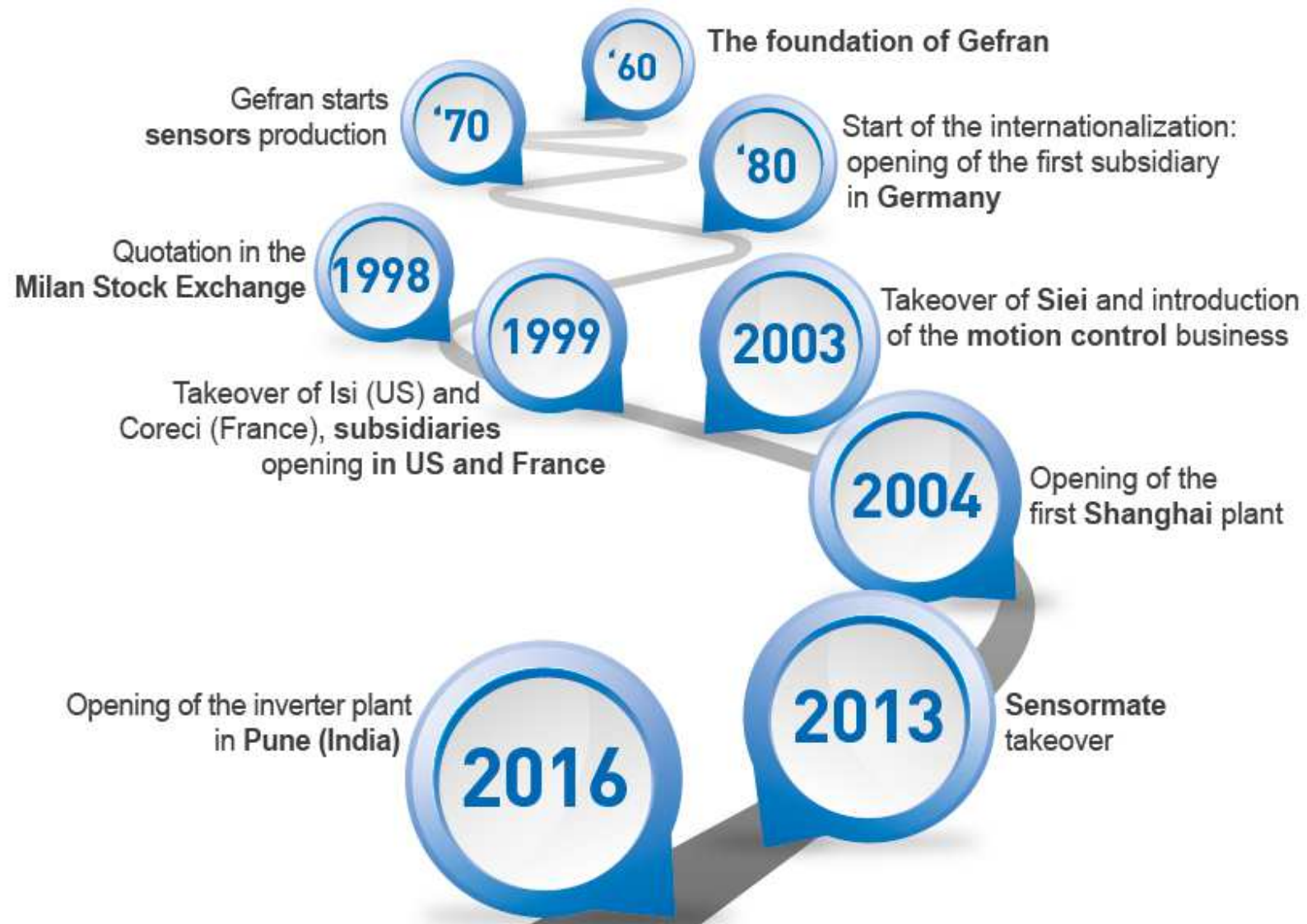
Gefran was founded in the sixties in Provaglio d'Iseo (Italy) producing electric panels for OEMs in the plastic market.

Today it is a leader in the design and production of electronic solutions for industrial automation.



GEFRAN

SIXTY YEARS OF SUCCESS



PRODUCT PORTFOLIO IN THE INDUSTRIAL AUTOMATION BUSINESS



GEFRAN

SENSORS : 44%Gefran Turnover

Devices that convert a physical quantity into an electric signal in the industry automation (machines)

Gefran SENSORS ensure **HIGH ACCURACY** and **RELIABILITY** in the measurement of process variables: **PRESSURE, POSITION, TEMPERATURE** and **FORCE**.



**ROTARY, TILT, INCLINATION
& POSITION for Mobile
Hydraulic**



**PRESSURE, POSITION
& FORCE for plastic
machines automation**






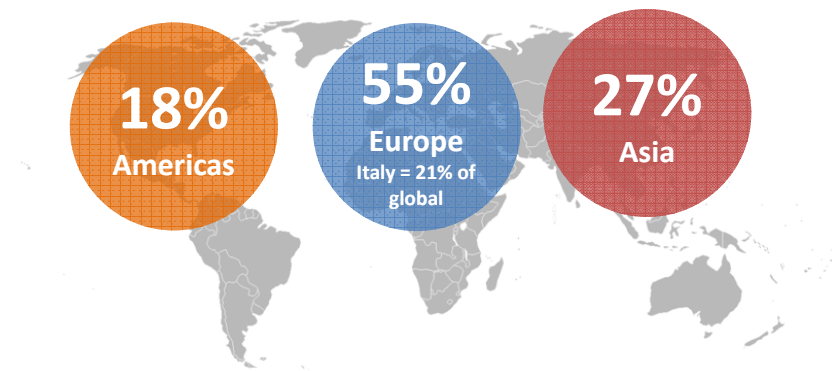
**PRESSURE, POSITION
& FORCE for plastic
machines automation**

SENSORS

Critical success factors: technology, product quality.

Competitive advantage: In-house design and production of primary elements. Patents. Know how

Physical entity measured	Competitors
 PRESSURE	WIKA - IFM – DANFOSS - HIDAC
 MELT PRESSURE	DYNISCO
 POSITION	MTS BALLUFF NOVOTECNIK
 FORCE	CELESCO
 ROTATIVE TILT & POSITION	BAUMER ELOBAU AB ELECTRONIK



AUTOMATION COMPONENTS: 28% Turnover

INSTRUMENTATION AND CONTROLS

Hardware and software for indication and regulation of process variables. Controllers, programmers, indicators and other instruments



POWER CONTROLLERS

Advanced power controllers, solid state power units and solid state relays for Industrial temperature control,



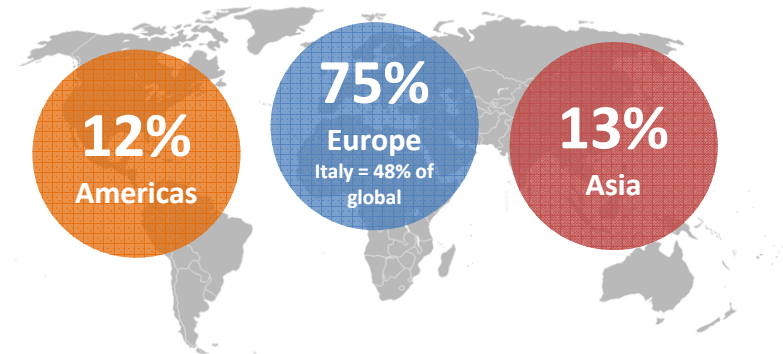
PC & PLC'S

Hardware and software for indication and regulation of process variables. Line of integrated automation solutions that offers a global response to specific automation demands.



AUTOMATION COMPONENTS

Gefran is a leader in the European temperature controllers segment thanks to wide distribution network, personalisation

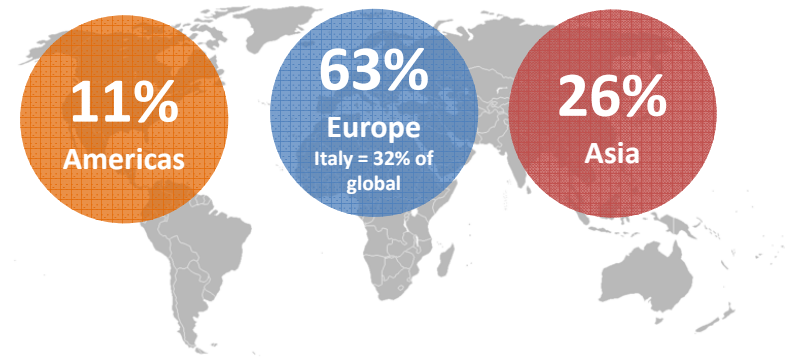


PC e PLC Critical success factors: reputation, pre-post sales technical support, key customer references, know-how on specific application

Competitors	
CONTROLLERS, PROGRAMMERS, INDICATORS	EUROTHERM – JUMO – OMRON
POWER CONTROLLERS	WATLOW
PC – PLC	ROCKWELL AUTOMATION SIEMENS -B&R – KEBA

MOTION CONTROL: 28% Turnover

Inverters for the speed control of AC, DC and brushless motors.
Is a device that provides highly accurate, variable control of the speed of a motor.



INVERTERS FOR INDUSTRIAL APPLICATION



LIFT INVERTERS



CUSTOM PROJECTS

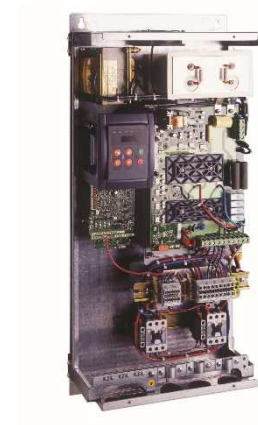


MOTION CONTROL Industrial applications

Inverters for the Electric motors speed control

High power inverters with or without combination with regenerative power supplies, with different technological levels of product.

Competitors: ABB - SIEMENS - YASKAWA – OMRON - ROKWELL
AUTOMATION SCHNEIDER

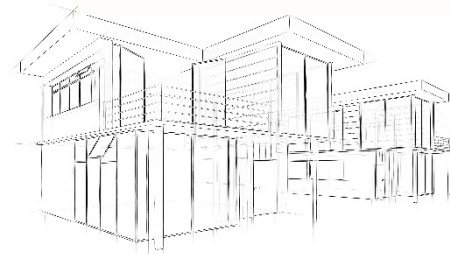
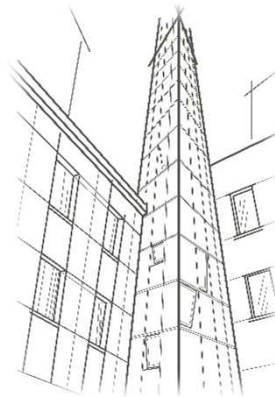
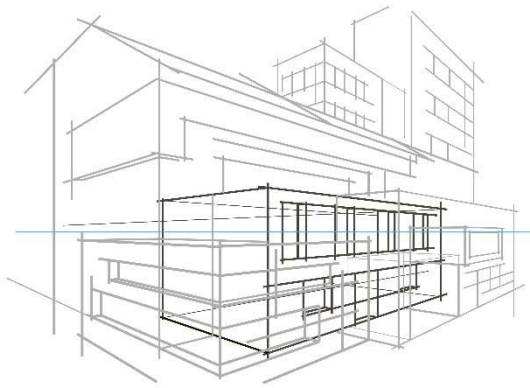


GEFRAN

MOTION CONTROL Lift inverters

SIEdrive lift, a wide range of dedicated products, options and accessories specific for civil lift applications

Success factors: technology, specific application know-how, performance



GEFRAN

MOTION CONTROL Custom projects

Inverters that meet different application requirements, are based on specific application software.

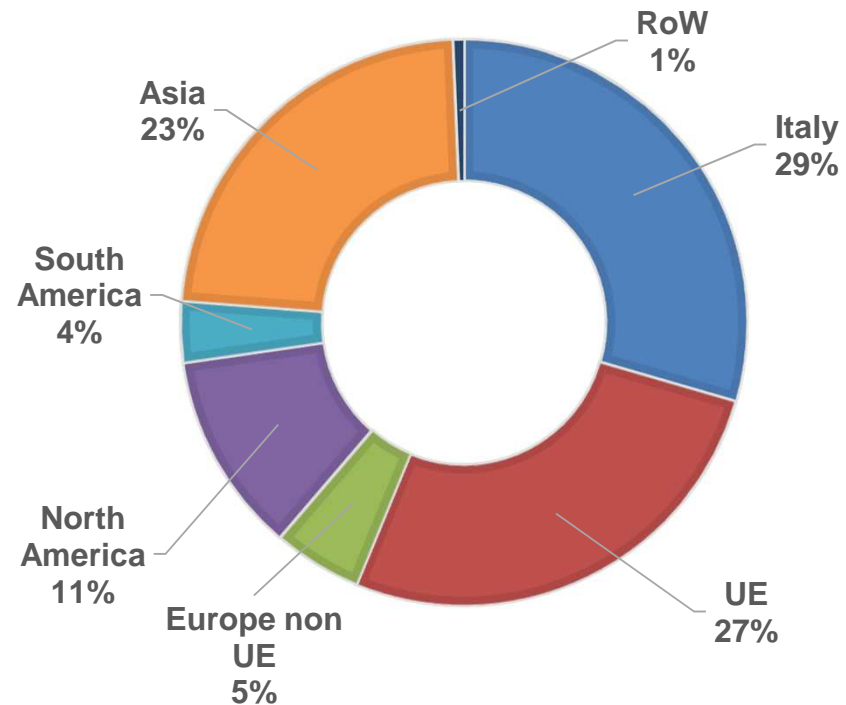
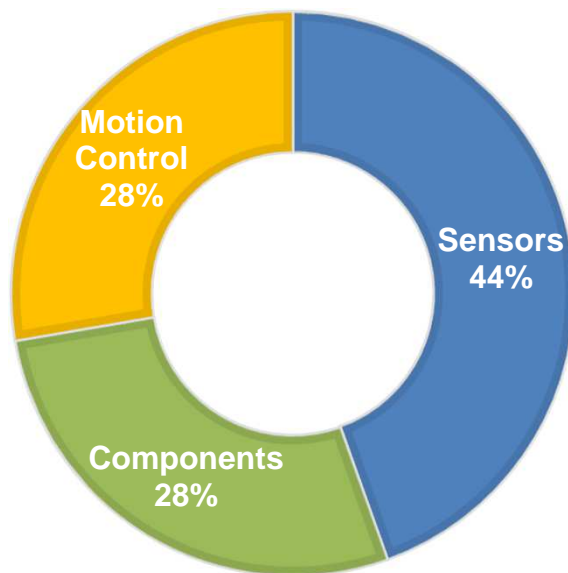
High level of personalization

Success factors: R&D, technology competence, long term partnership

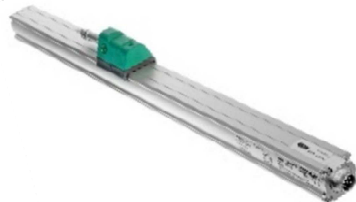


WE DIRECTLY COVER MATURE AND EMERGING MARKETS WITH A BALANCED PORTFOLIO

- A well balanced business portfolio, with about **70% of products dedicated to industrial applications**
- Almost two thirds of Gefran revenues come from exports



PLASTIC: PRODUCT INTEGRATION



MEASUREMENT



PROGRAM & CONTROL



MOTION CONTROL

GEFRAN

OUR COMPETITIVE ADVANTAGE

**R&D – TECHNOLOGY DEVELOPEMENT
DESIGN AND PRODUCTION FLEXIBILITY
APPLICATION KNOW HOW**

The technological evolution of its products is an important factor for potential future growth, **Gefran typically invests more than 6% of its turnover to R&D activities** which are concentrated mainly in Italy in company laboratories located in Provaglio d'Iseo and Gerenzano. **15% of the total workforce is dedicated to R&D activities**



GEFRAN

GEFRAN AND UNIVERSITIES

Universities are critical resources for the enterprise system because they ensure continuous scientific research and knowledge transfer.

Constant stimulation of innovation to guarantee avant-garde solutions for our customers is an essential factor in Gefran's growth. This is why we have always worked with universities and research centers.

This cooperation takes many forms: Gefran finances research projects (specific and on demand) and receives many doctoral candidates and apprentices. Every year, we organize specific courses for a few universities, and provide our products for constant updating of automation laboratories.

Università degli studi di Brescia
Politecnico di Milano
Politecnico di Torino
Fraunhofer Institut Berlino



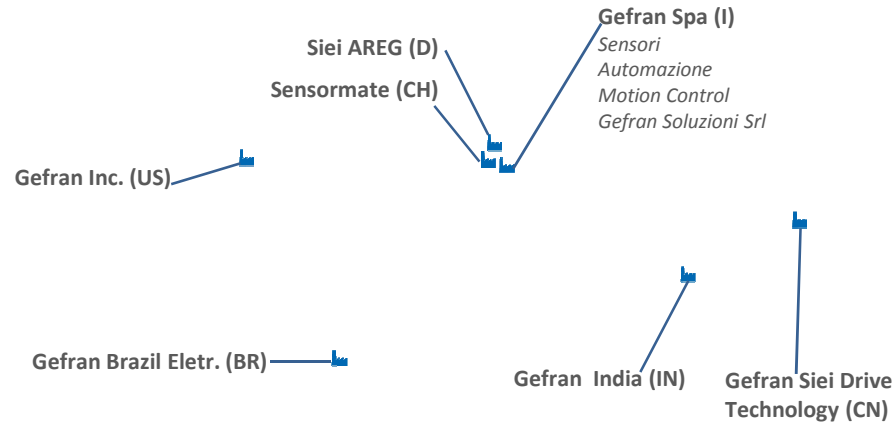
**POLITECNICO
MILANO 1863**



**POLITECNICO
DI TORINO**



REGIONS ORGANISATION

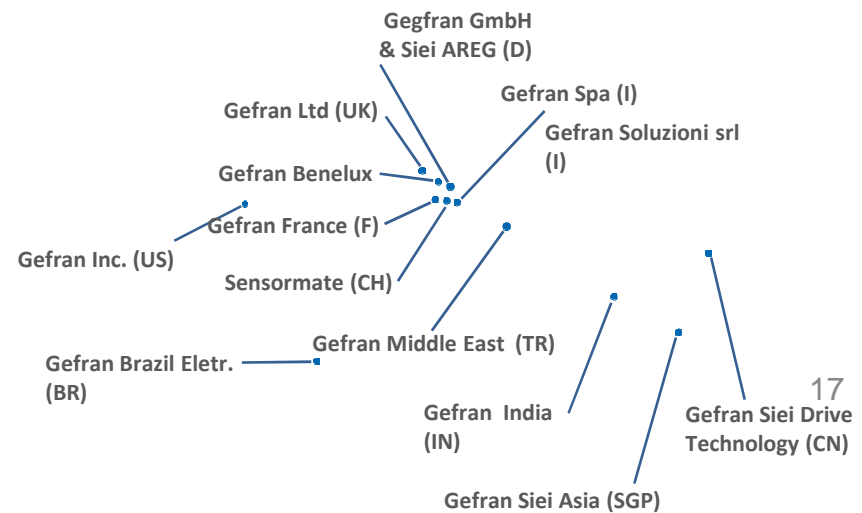


11 production sites

- 4 Sensors factory
- 2 Automation components
- 4 Motion Control
- 1 Solutions

13 trade organisations

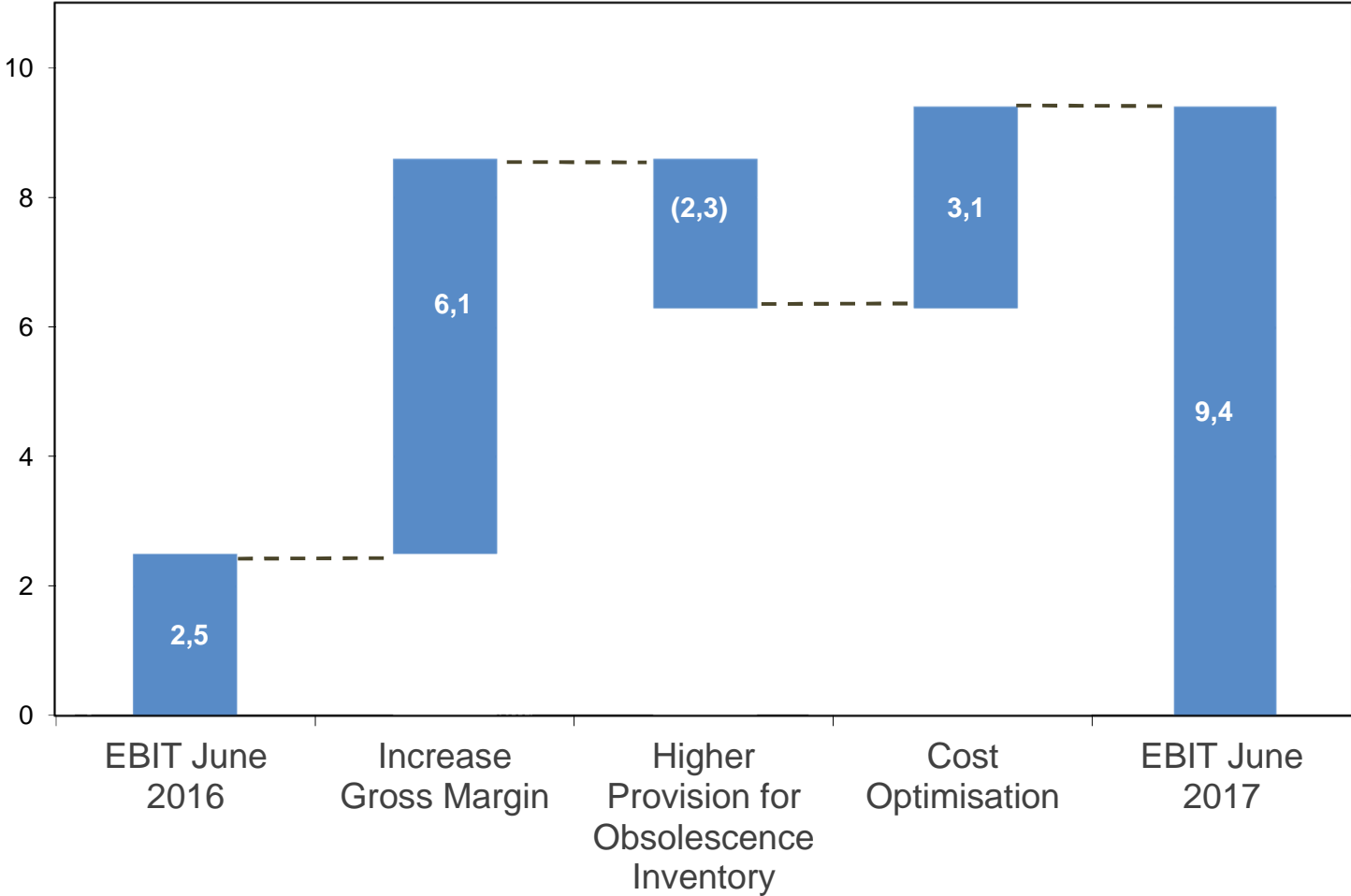
- 6 subsidiaries in Europe
- 4 subsidiaries in Asia
- 1 subsidiary in Latin America
- 1 subsidiary in US



1st SEMESTER 2017 PROFIT&LOSS

	HY 2017		HY 2016		2016	
	€'000	% vs revenues	€'000	% vs revenues	€'000	% vs revenues
REVENUES	65.050	100,0%	59.662	100,0%	119.330	100,0%
GROSS MARGIN	42.793	65,8%	40.297	67,5%	78.723	66,0%
EBITDA	9.058	13,9%	4.626	7,8%	11.324	9,5%
EBIT	6.091	9,4%	1.512	2,5%	5.115	4,3%
NET RESULT	4.443	6,8%	541	0,9%	3.948	3,3%

1st SEMESTER 2017 EBIT



1st SEMESTER BUSINESS AREA RESULTS

	Sensors		Automation components		Motion Control		Eliminations	
	HY 2017	HY 2016	HY 2017	HY 2016	HY 2017	HY 2016	HY 2017	HY 2016
€'000								
REVENUES	29.942	25.237	18.667	16.484	18.599	19.536	-2.158	-1.595
EBITDA	8.521	6.678	2.529	680	-1.992	-2.732		
EBITDA %	28,5%	26,5%	13,5%	4,1%	-10,7%	-14,0%		
EBIT	7.362	5.576	1642	-253	-2.913	-3.811		
EBIT %	24,6%	22,1%	8,8%	-1,5%	-15,7%	-19,5%		

1st SEMESTER 2017 GEOGRAPHICAL AREA RESULTS

€'000	HY 2017	%	HY 2016	%	Δ
ITALY	19.000	29,4%	17.344	29,5%	9,5%
EU	17.340	26,9%	16.524	28,1%	4,9%
EUROPE NON EU	3.295	5,1%	3.268	5,6%	0,8%
NORTH AMERICA	7.210	11,2%	7.416	12,6%	-2,8%
SOUTH AMERICA	2.276	3,5%	1.875	3,2%	21,4%
ASIA	15.015	23,3%	12.043	20,5%	24,7%
ROW	418	0,6%	314	0,5%	33,1%

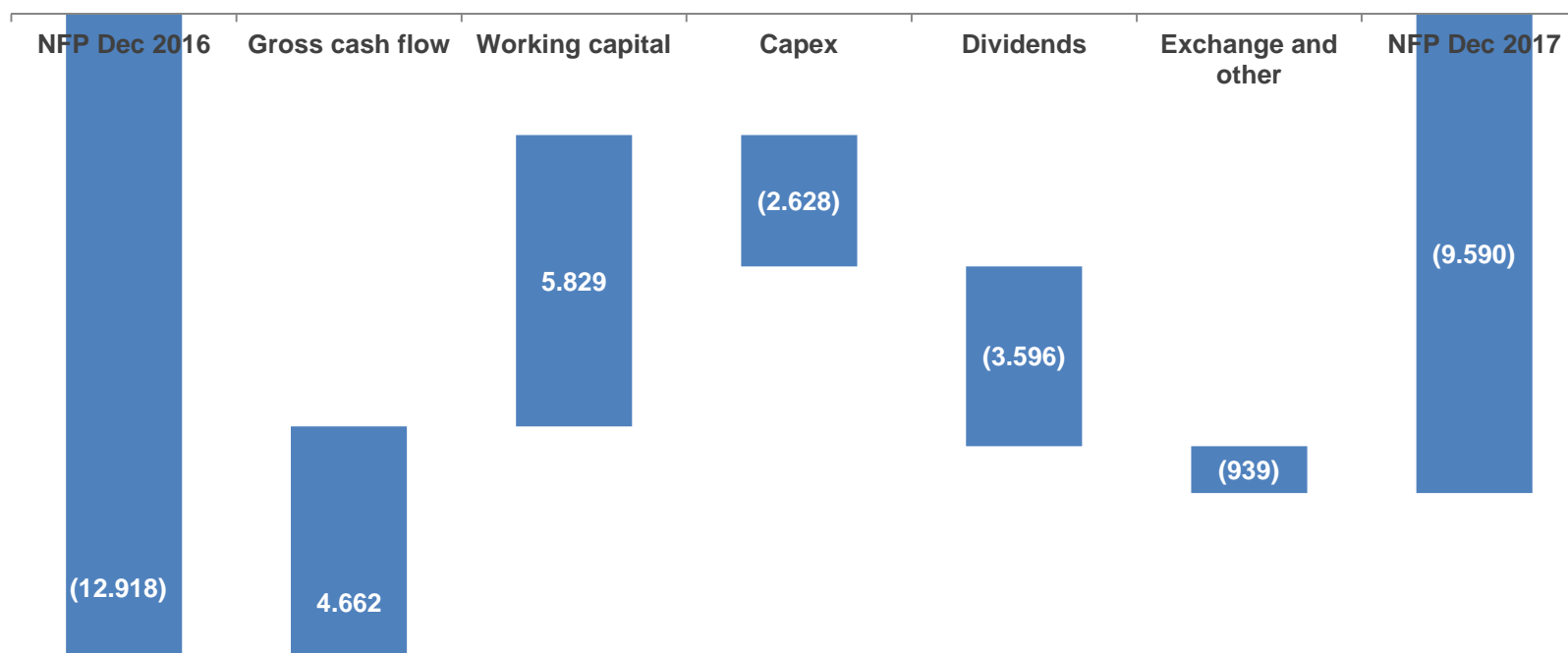
1st SEMESTER 2017 BALANCE SHEET

€'000	30 Jun 2017	31 Dec 2016
Net Fixed Assets	61.551	61.460
Working capital	28.985	35.754
Other net assets/payables	-6.376	-9.925
Net Working Capital	22.609	25.829
Other non current assets	-7.658	-8.677
Asset available for sales	1.214	1.214
Net Invested Capital	77.716	79.826
Shareholders' Equity	68.126	66.908
Short-term financial debt	-1.588	-3.127
Long-term financial debt	11.178	16.045
Net Financial Position	9.590	12.918
Total Sources of Funding	77.716	79.826

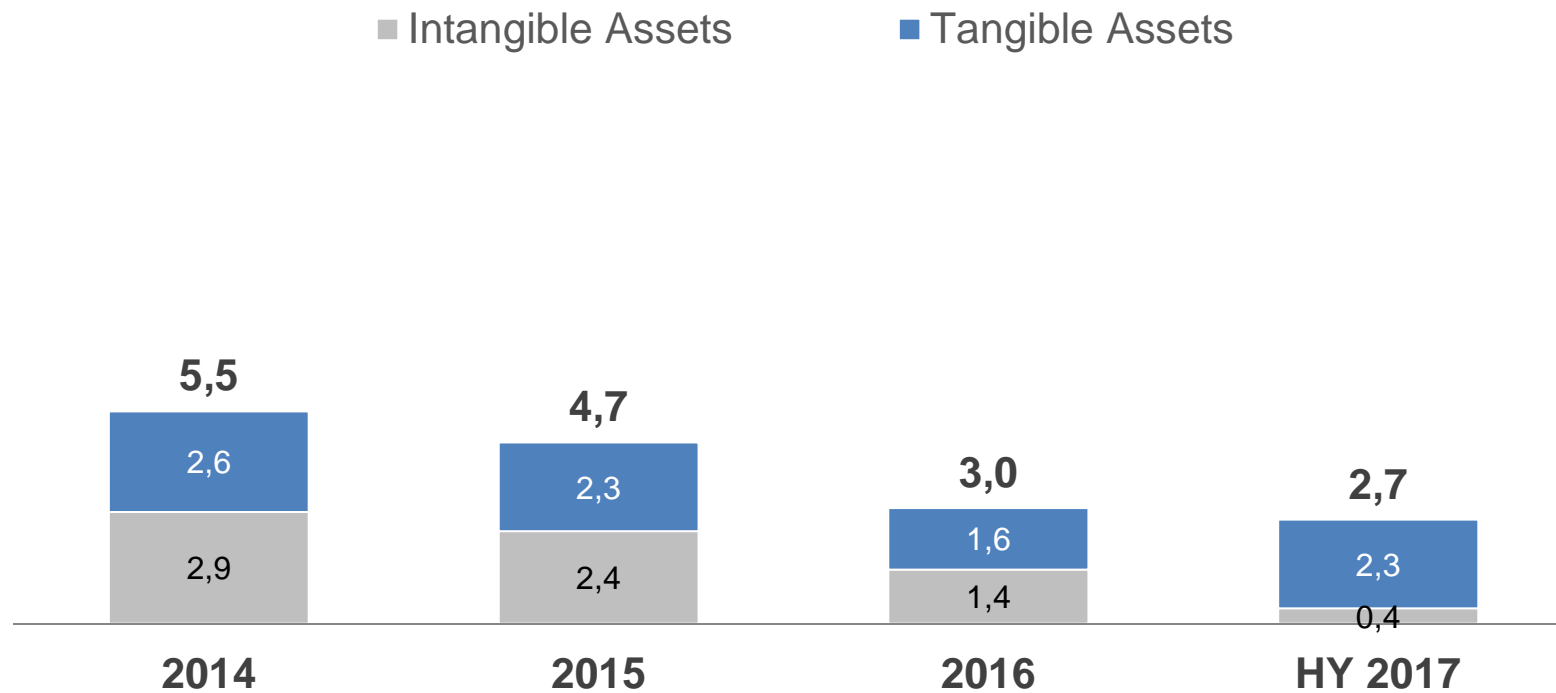
1st SEMESTER 2017 CASH FLOW

€'000	30 Jun 2017	31 Dec 2016	30 Jun 2016
Opening Cash & Cash equivalents	20.477	24.602	24.602
Gross Cash Flow	4.662	11.037	5.355
Change in Working Capital	5.829	4.412	3.324
Operating Cash Flow	10.491	15.449	8.679
Cash Flow used in Capex and Investment Activities	-2.628	-2.984	-1.554
Free Cash Flow	7.863	12.465	7.125
Cash Flow from(to) Financing Activities	-8.895	-16.970	-11.833
Other	-494	380	454
Cash Increase (Decrease)	-1.526	-4.125	-4.254
Closing Cash & Cash equivalents	18.951	20.477	20.348

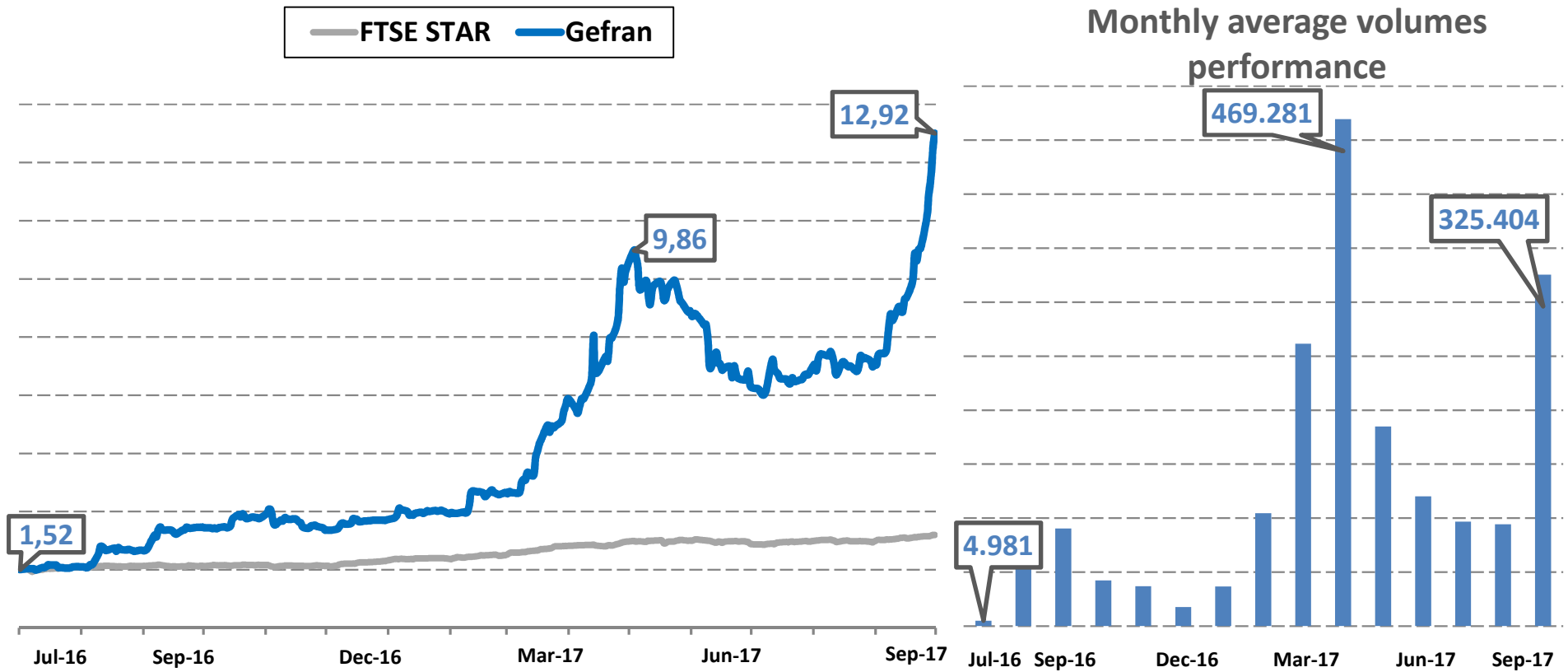
1st SEMESTER 2017 NET FINANCIAL POSITION



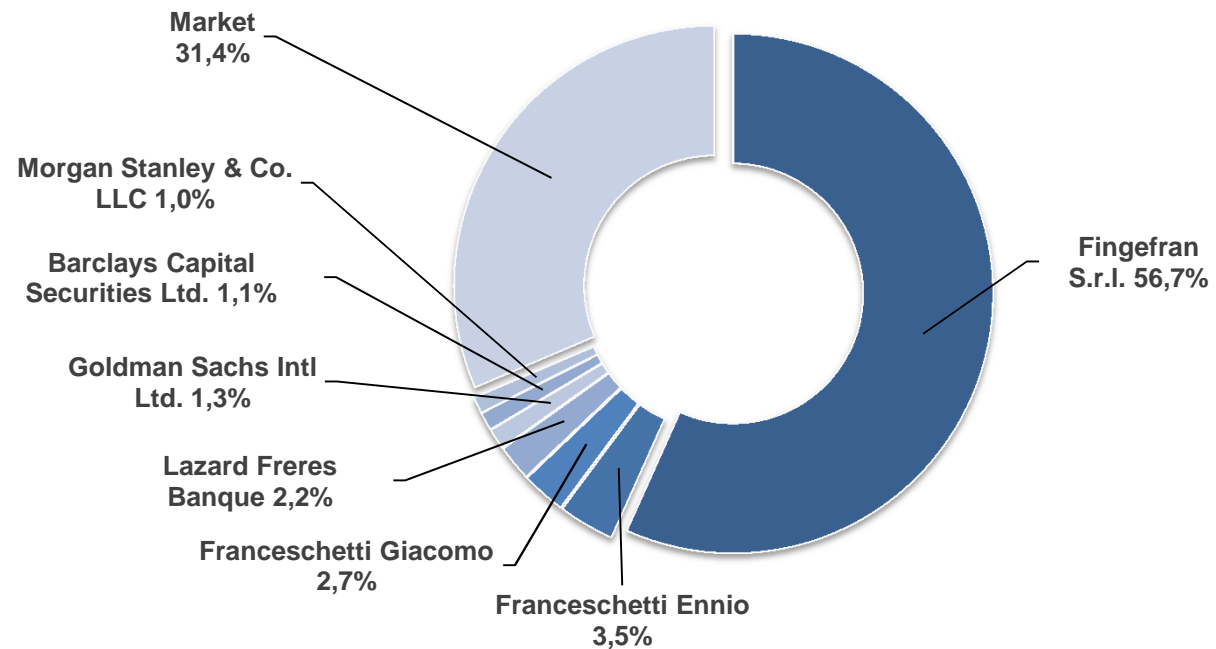
1st SEMESTER 2017 CAPEX



STOCK PRICE



MAIN SHAREHOLDERS



DISCLAIMER

Certain information included in this document is forward looking and is subject to important risks and uncertain ties that could cause actual results to differ materially.

Forward-looking statements with regard to the Group's business involve a number of important factors that are subject to change, including: general economic conditions in the Group's markets; actions of competitors; commodity prices; interest rates and currency exchange rates; political and civil unrest; and other risks and uncertainties.

Pursuant to Article 154/2, paragraph 2 of the Italian Consolidated Finance Act (Testo Unico della Finanza), the company's Financial Reporting Officer Fausta Coffano declares that the financial disclosure contained in this financial presentation corresponds to the company's records, books and accounting entries

CONTACTS

For further information: Giovanna Franceschetti

Via Sebina, 74 - 25050
Provaglio d'Iseo (BS) Italy
Tel. +39 030 98 88 237 - Fax +39 030 9839063
Email: giovanna.franceschetti@gefran.com
www.gefran.com