

ENG

LONDON, 24TH OCTOBER 2018

GEFRAN

You know we are there

GEFRAN HISTORY

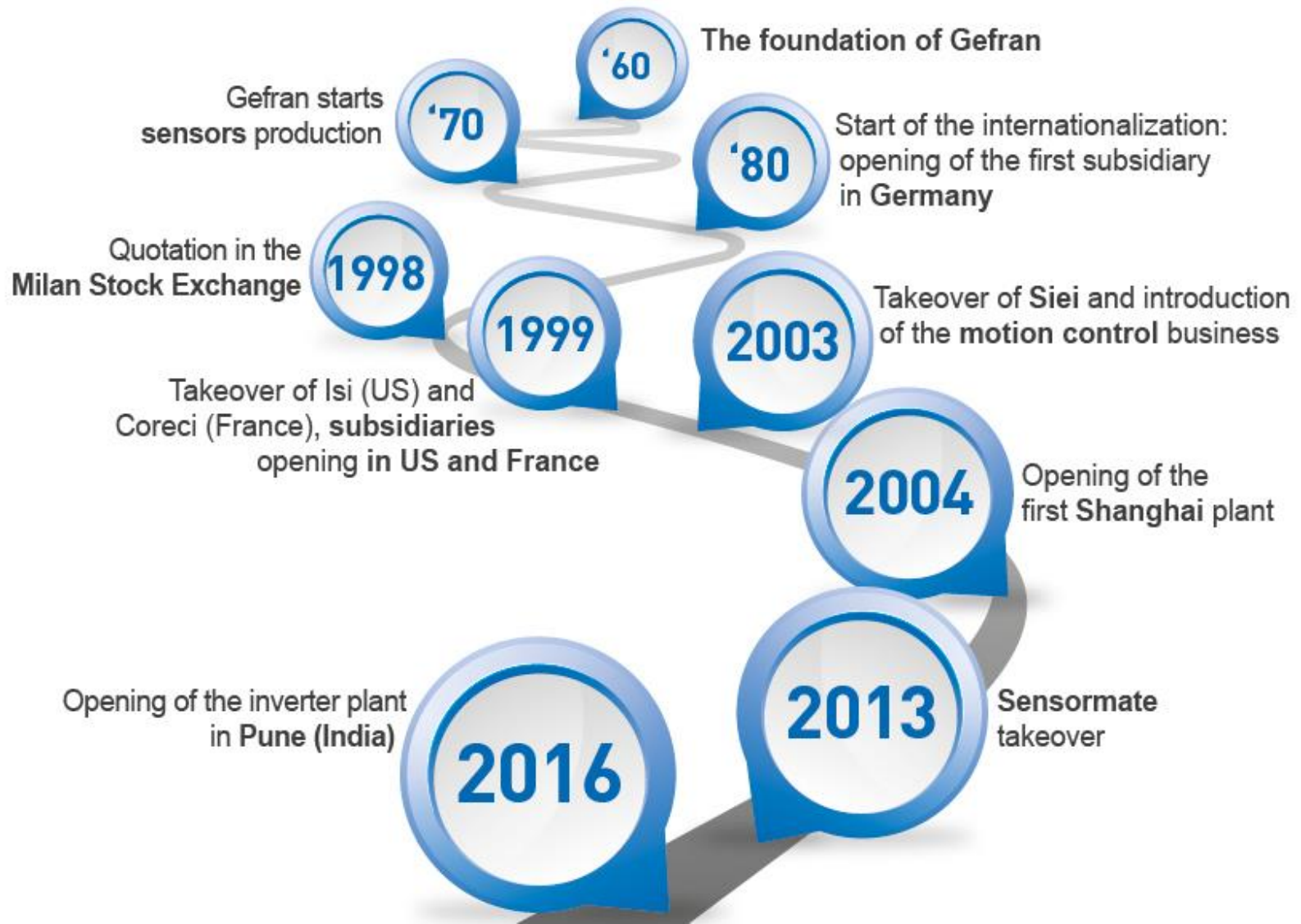


Gefran was founded in the sixties in Provaglio d'Iseo (Italy) producing electric panels for OEMs in the plastic market.

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



OUR PATH TO GROWTH



NEW GOVERNANCE

Alberto Bartoli is leading Gefran Group since April 2017.

In April 2018, the Shareholders appointed Ennio Franceschetti as Honorary Chairman of the company.

The Gefran S.p.A. Board of Directors met at the end of the Shareholders' Meeting and appointed Maria Chiara Franceschetti as Chairman of the Board of Directors and Giovanna Franceschetti and Andrea Franceschetti as Vice Chairmen.

MANAGEMENT



ALBERTO BARTOLI

Group CEO



FAUSTA COFFANO

Group CFO & Investor relator



PATRIZIA BELOTTI

Group People & Organization Director



DAVIDE BETTERA

Group ICT Manager



MARZIA STANZANI

Group Legal Counsel



ROBERTO BARONI

Communication & Image Manager



STEFANO MAZZOLA

Group Purchasing Director



MARCELLO PERINI

General Director Sensors & Components



CHRISTIAN PAMPALLONA

General Director Drives&Motion

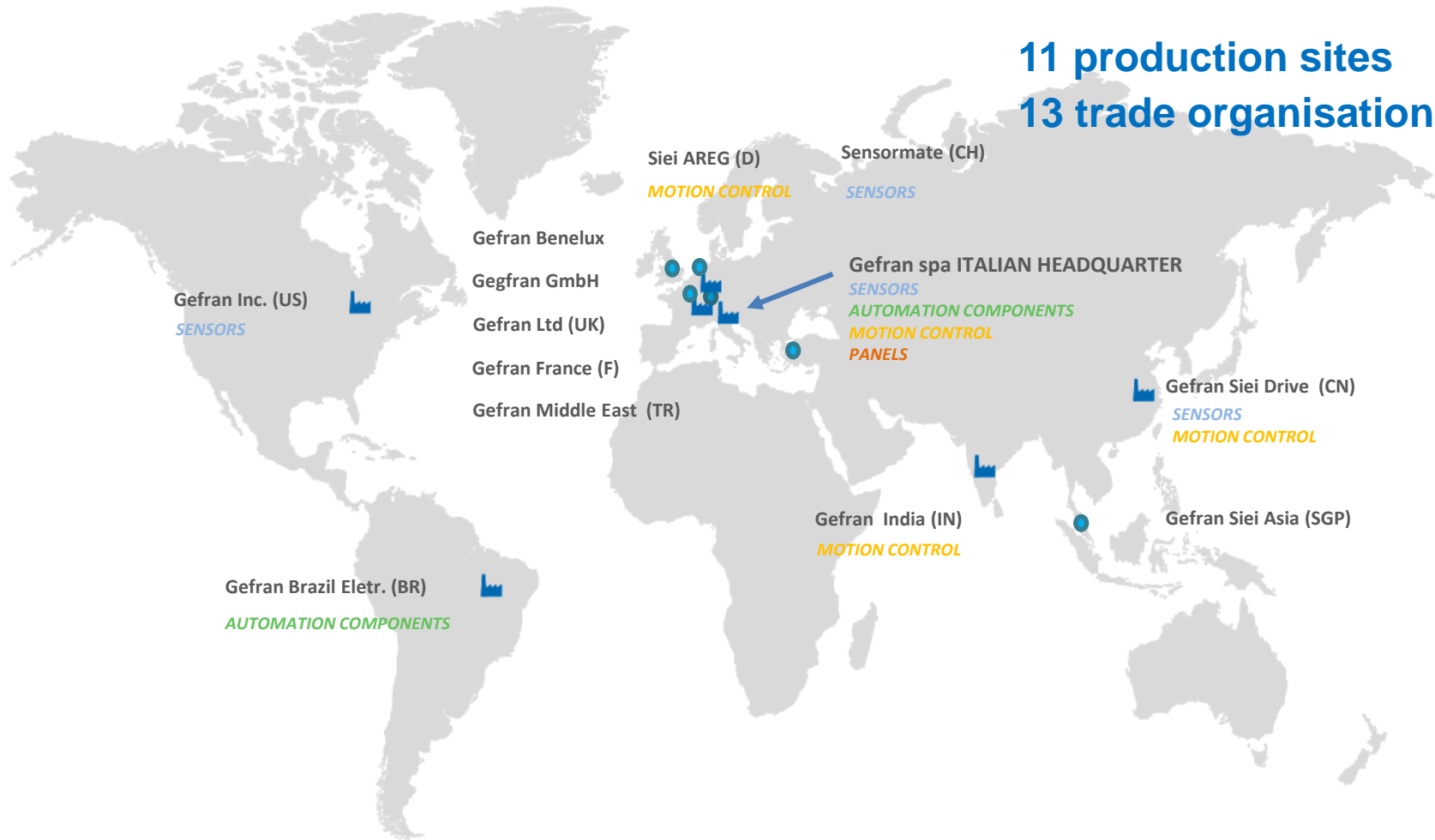


NICOLA MONOPOLI

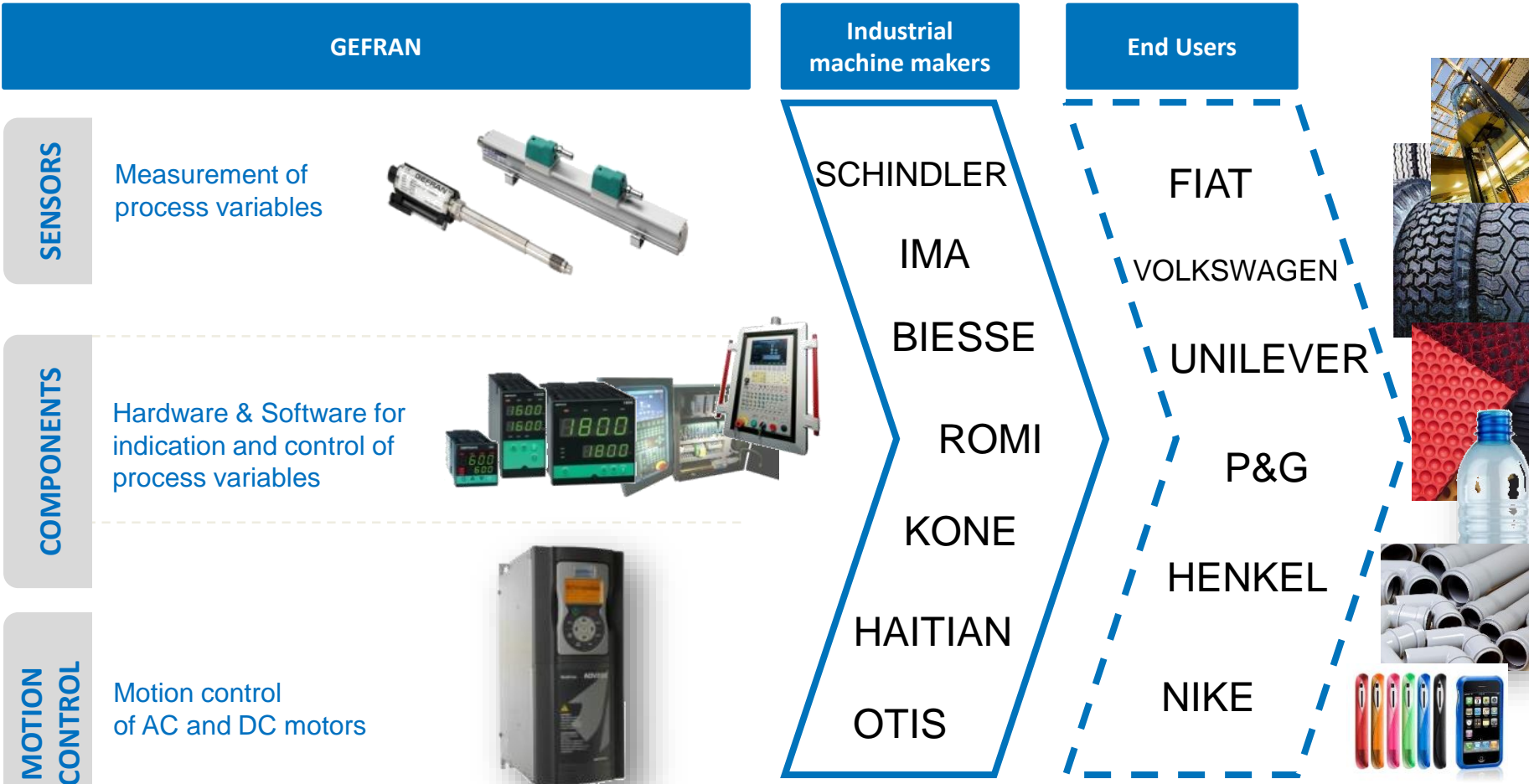
CEO Gefran Soluzioni

A GLOBAL ORGANISATION

11 production sites
13 trade organisations



PRODUCT PORTFOLIO IN THE INDUSTRIAL AUTOMATION BUSINESS



PLASTIC: A PRODUCT INTEGRATION EXAMPLE



MEASUREMENT



PROGRAM & CONTROL



MOTION CONTROL

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.

The **skills network** guaranteed by the **cooperation with universities and research centers** is a critical resource for the enterprise system ensuring continuous **knowledge transfer**.

Gefran typically invests **about 5%** 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 Italian workforce is dedicated to R&D activities.**

BUSINESS AREA RESULTS

€'000	Motion control		Automation components		Sensors	
	H1 2018	H1 2017	H1 2018	H1 2017	H1 2018	H1 2017
REVENUES	20.522	18.599	20.234	18.667	32.483	29.942
EBITDA	-1.393	-1.992	2.438	2.529	10.165	8.521
EBITDA %	-6,8%	-10,7%	12,0%	13,5%	31,3%	28,5%
EBIT	-2.291	-2.913	1.456	1.642	8.957	7.362
EBIT %	-11,2%	-15,7%	7,2%	8,8%	27,6%	24,6%

MOTION CONTROL

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

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



LIFT INVERTERS

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



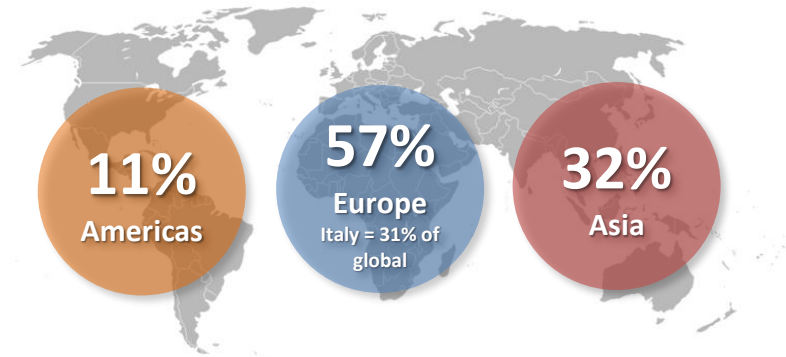
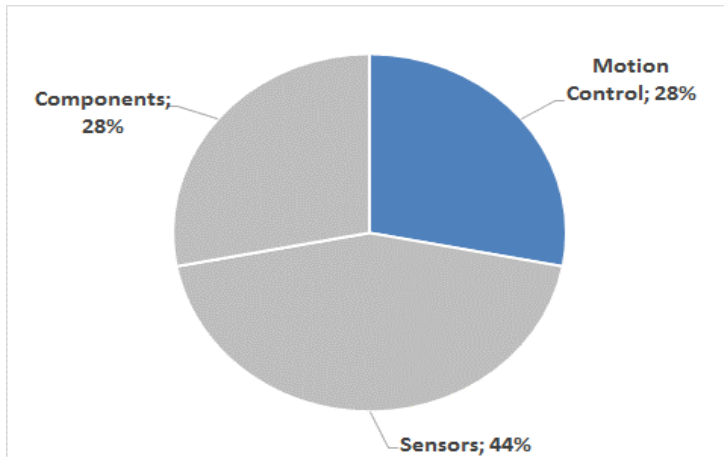
MOTION CONTROL

Critical success factors: technology, performance, specific application and know-how.

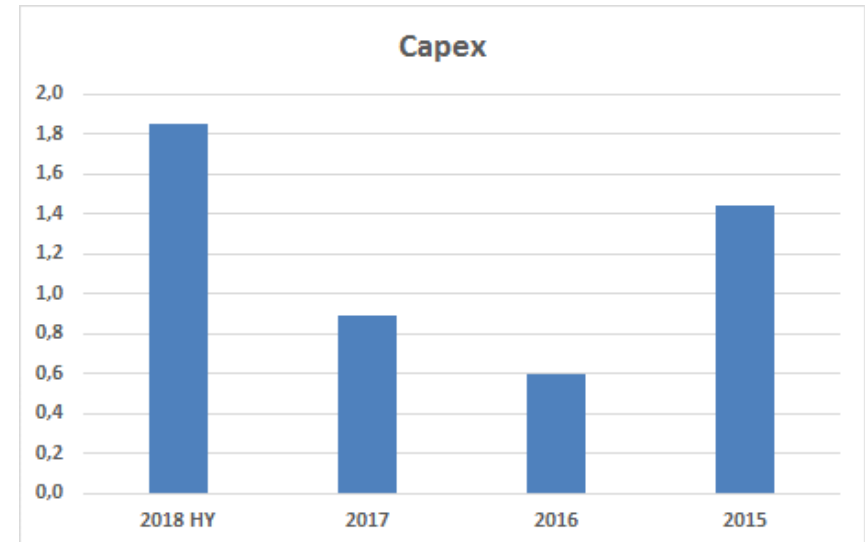
Thanks to these distinctive elements we have the ability and the structure to offer CUSTOM PROJECTS with high level of personalization.

Competitors	
INVERTERS FOR INDUSTRIAL APPLICATION	ABB - SIEMENS - YASKAWA - OMRON - ROKWELL AUTOMATION - SCHNEIDER ...
LIFT INVERTERS	VACON - MONARCH - STEP - YASKAWA ...

MOTION CONTROL



	Motion control		
€'000	H1 2018	H1 2017	H1 2016
REVENUES	20.522	18.599	19.536
EBITDA	-1.393	-1.992	-2.732
EBITDA %	-6,8%	-10,7%	-14,0%
EBIT	-2.291	-2.913	-3.811
EBIT %	-11,2%	-15,7%	-19,5%



AUTOMATION COMPONENTS

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.



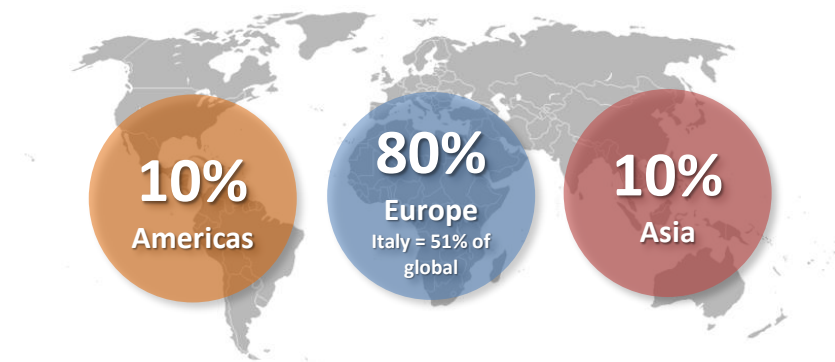
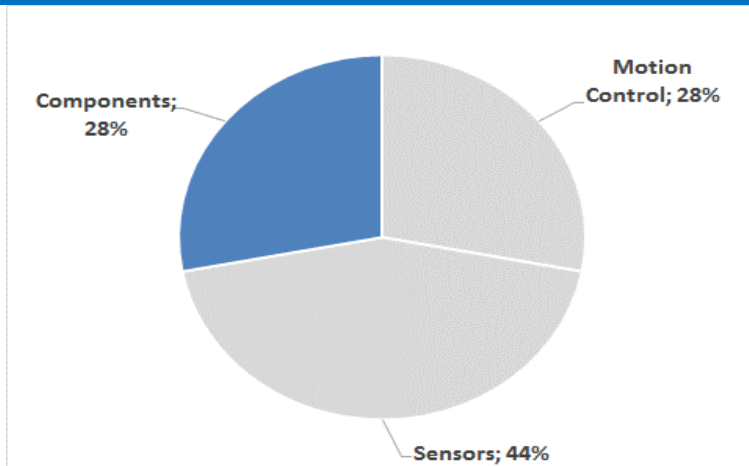
AUTOMATION COMPONENTS

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

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

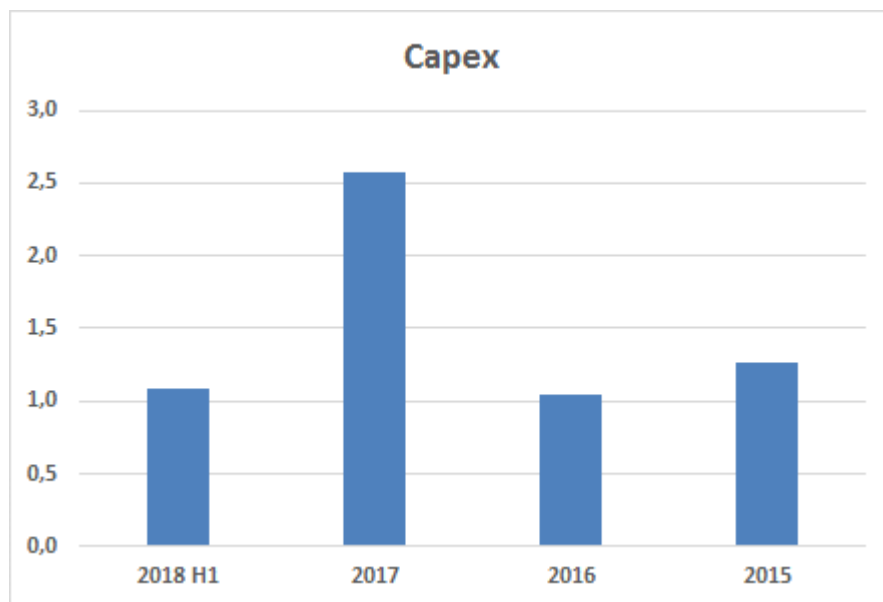
	Competitors
CONTROLLERS, PROGRAMMERS, INDICATORS	EUROTHERM – JUMO – OMRON
POWER CONTROLLERS	WATLOW
PC – PLC	ROCKWELL AUTOMATION SIEMENS -B&R – KEBA

AUTOMATION COMPONENTS



Automation components

€'000	H1 2018	H1 2017	H1 2016
REVENUES	20.234	18.667	16.484
EBITDA	2.438	2.529	680
EBITDA %	12,0%	13,5%	4,1%
EBIT	1.456	1.642	-253
EBIT %	7,2%	8,8%	-1,5%



SENSORS

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**



**POSITION for plastic
machines automation**



**PRESSURE & FORCE
for plastic machines
automation**

SENSORS

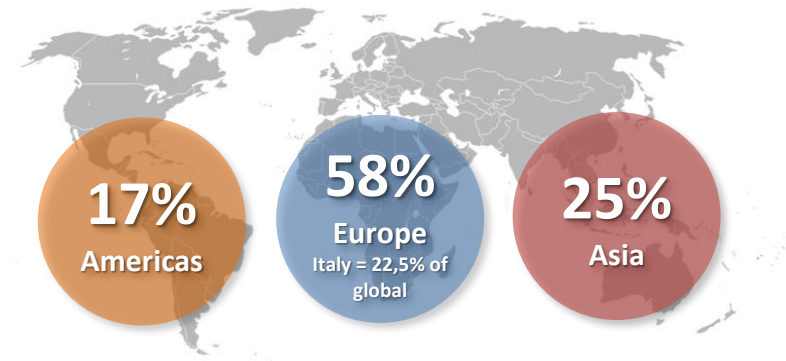
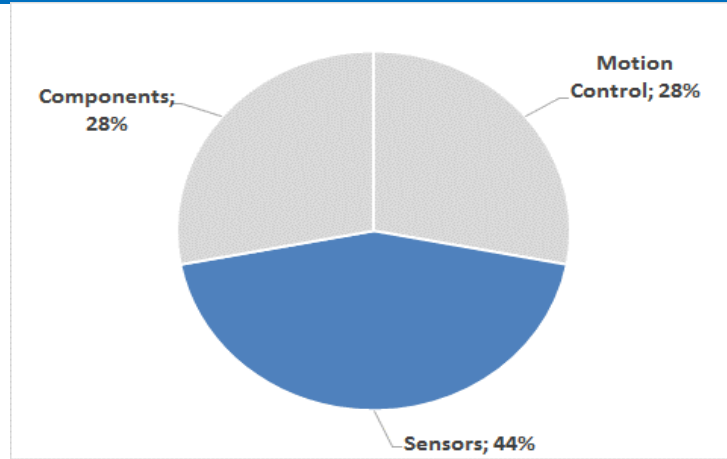
Critical success factors: technology, product and quality.

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

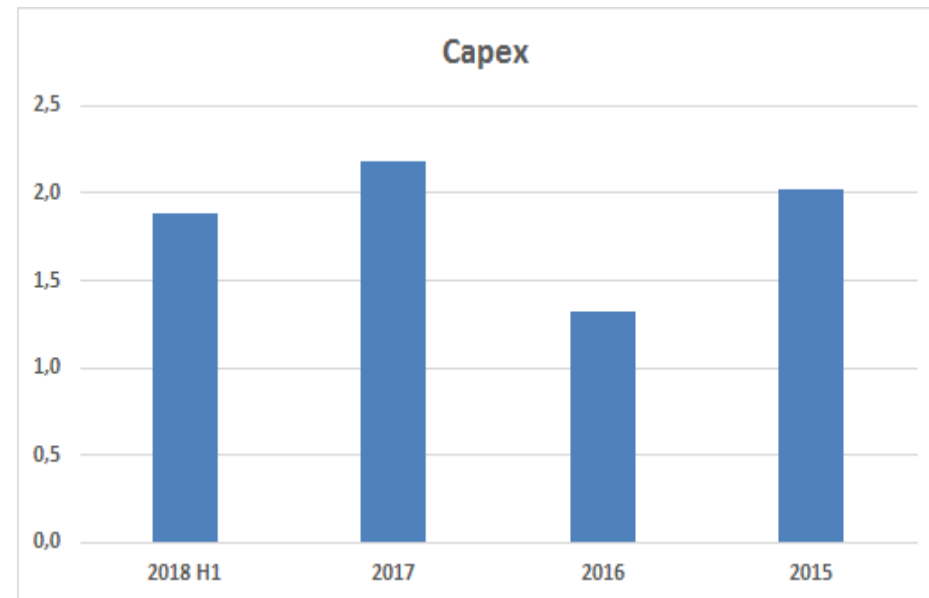


Physical entity measured	Competitors
PRESSURE	WIKA - IFM – DANFOSS - HIDAC
MELT PRESSURE	DYNISCO
POSITION	MTS BALLUFF NOVOTECNIK
FORCE	CELESCO
ROTATIVE TILT & POSITION	BAUMER ELOBAU AB ELECTRONIK

SENSORS



	Sensors		
€'000	H1 2018	H1 2017	H1 2016
REVENUES	32.483	29.942	25.237
EBITDA	10.165	8.521	6.678
EBITDA %	31,3%	28,5%	26,5%
EBIT	8.957	7.362	5.576
EBIT %	27,6%	24,6%	22,1%

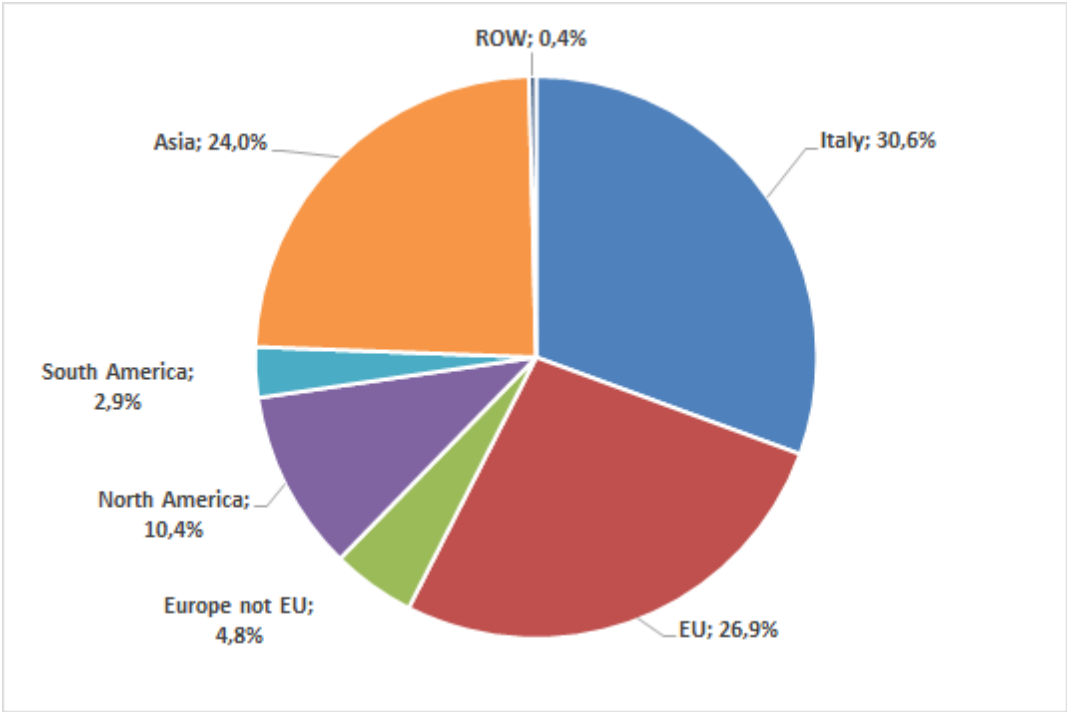


2015 – 2018 PROFIT&LOSS

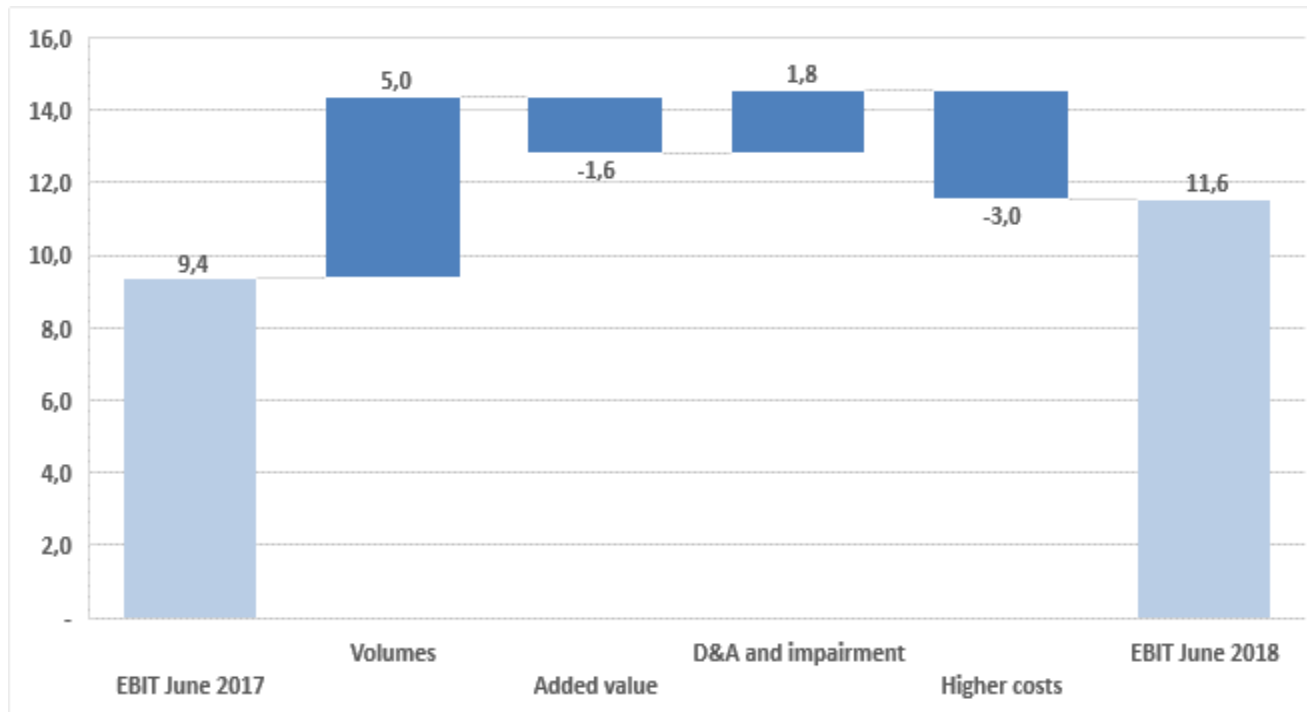
	H1 2018		H1 2017		2017		2016		2015	
	€'000	%*	€'000	%*	€'000	%*	€'000	%*	€'000	%*
REVENUES	70.260	100,0%	65.050	100,0%	128.639	100,0%	119.330	100,0%	115.352	100,0%
GROSS MARGIN	46.747	66,5%	42.793	65,8%	85.504	66,5%	78.723	66,0%	77.795	67,4%
EBITDA	11.210	16,0%	9.058	13,9%	19.039	14,8%	11.324	9,5%	5.681	4,9%
EBIT	8.122	11,6%	6.091	9,4%	11.149	8,7%	5.115	4,3%	-630	-0,5%
NET RESULT	4.061	5,8%	4.443	6,8%	6.864	5,3%	3.948	3,3%	-4.769	-4,1%

*vs revenues

TURNOVER BY GEOGRAPHY



2017 H1 - 2018 H1 EBIT %



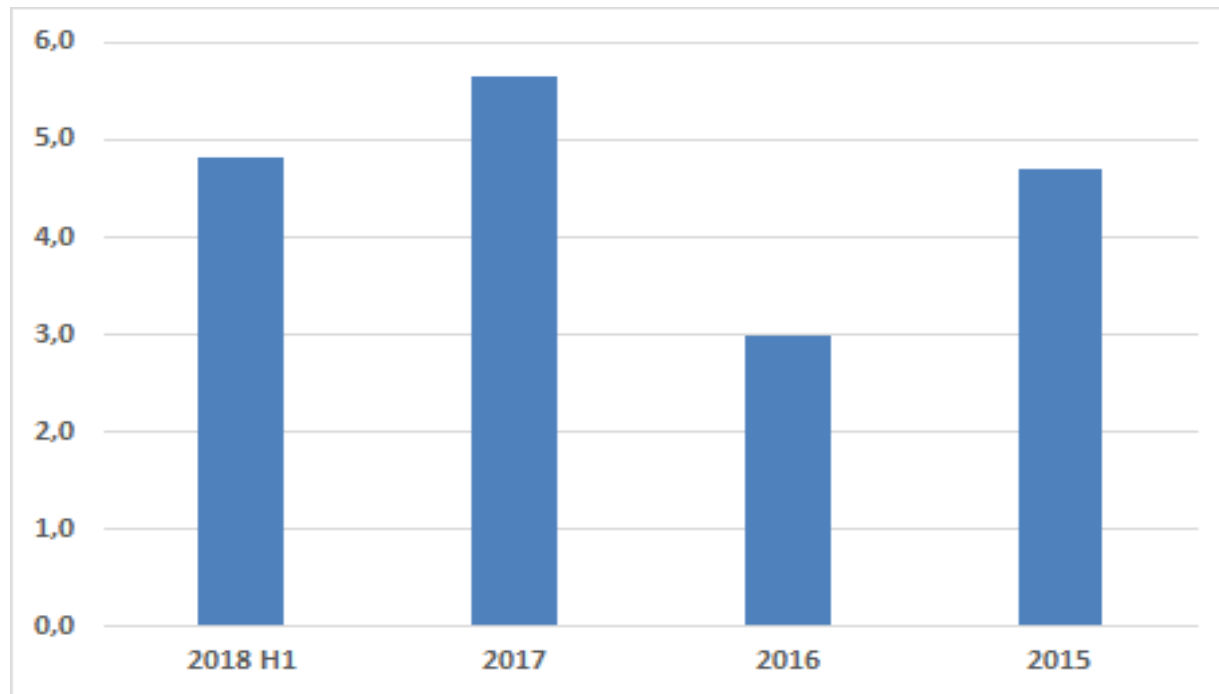
2016 – 2018 BALANCE SHEET

€'000	30 June 2018	31 Dec 2017	31 Dec 2016
Net Fixed Assets	60.664	59.901	61.460
Working capital	32.644	30.621	35.754
Other net assets/payables	-7.735	-9.554	-9.925
Net Working Capital	24.909	21.067	25.829
Other non current assets	-7.572	-7.491	-8.677
Asset available for sales	0	1.214	1.214
Net Invested Capital	78.001	74.691	79.826
Shareholders' Equity	68.879	69.911	66.908
Short-term financial debt	-1.677	-9.153	-3.127
Long-term financial debt	10.799	13.933	16.045
Net Financial Position	9.122	4.780	12.918
Total Sources of Funding	78.001	74.691	79.826

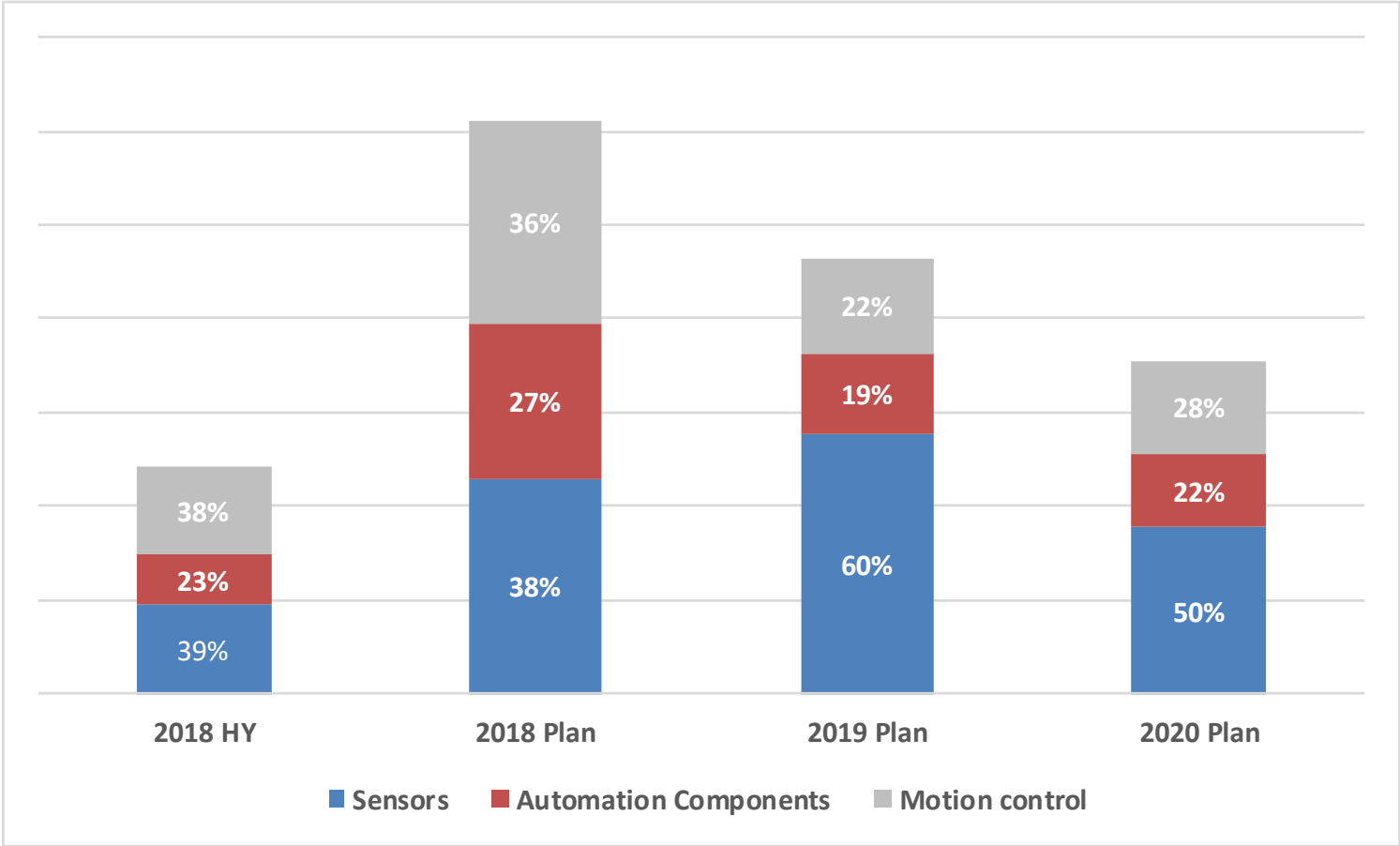
2016 – 2018 CASH FLOW

€'000	30 Jun 2018	30 Jun 2017	31 Dec 2017	31 Dec 2016
Opening Cash & Cash equivalents	24.006	20.477	20.477	24.602
Gross Cash Flow	9.505	4.662	17.676	12.052
Change in Working Capital	-2.285	5.829	3.661	3.855
Operating Cash Flow	7.220	10.491	21.337	15.907
Cash Flow used in Capex	-4.836	-2.628	-5.355	-2.984
Free Cash Flow	2.384	7.863	15.982	12.923
Changes in financial debt	-3.086	-4.519	-8.494	-16.052
Dividends	-5.040	-3.596	-3.600	0
Interests and taxes	-2.990	-1.452	-2.298	-1.804
Other	250	178	1.939	808
Cash Flow from(to) Financing Activities	-10.866	-9.389	-12.453	-17.048
Cash Increase (Decrease)	-8.482	-1.526	3.529	-4.125
Closing Cash & Cash equivalents	15.524	18.951	24.006	20.477

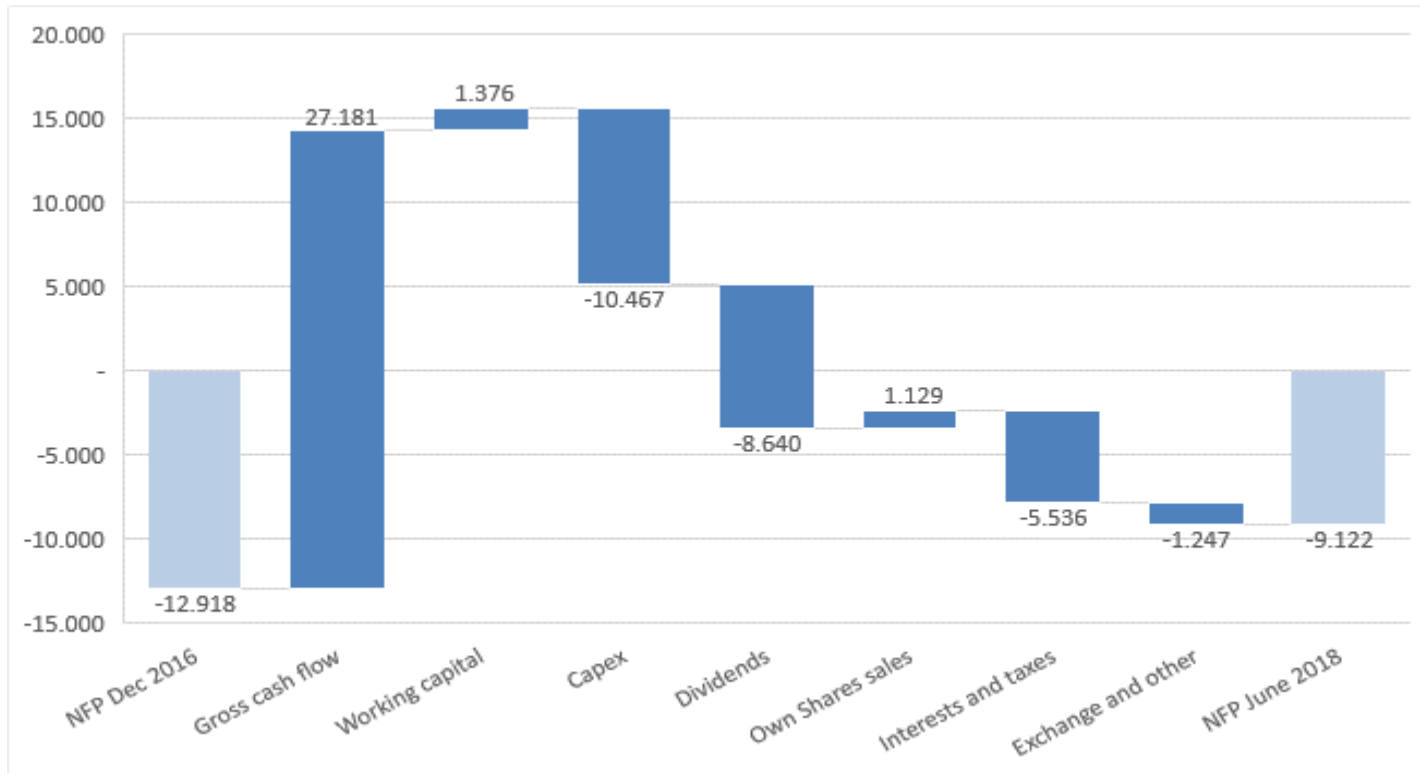
2015 - 2018 CAPEX



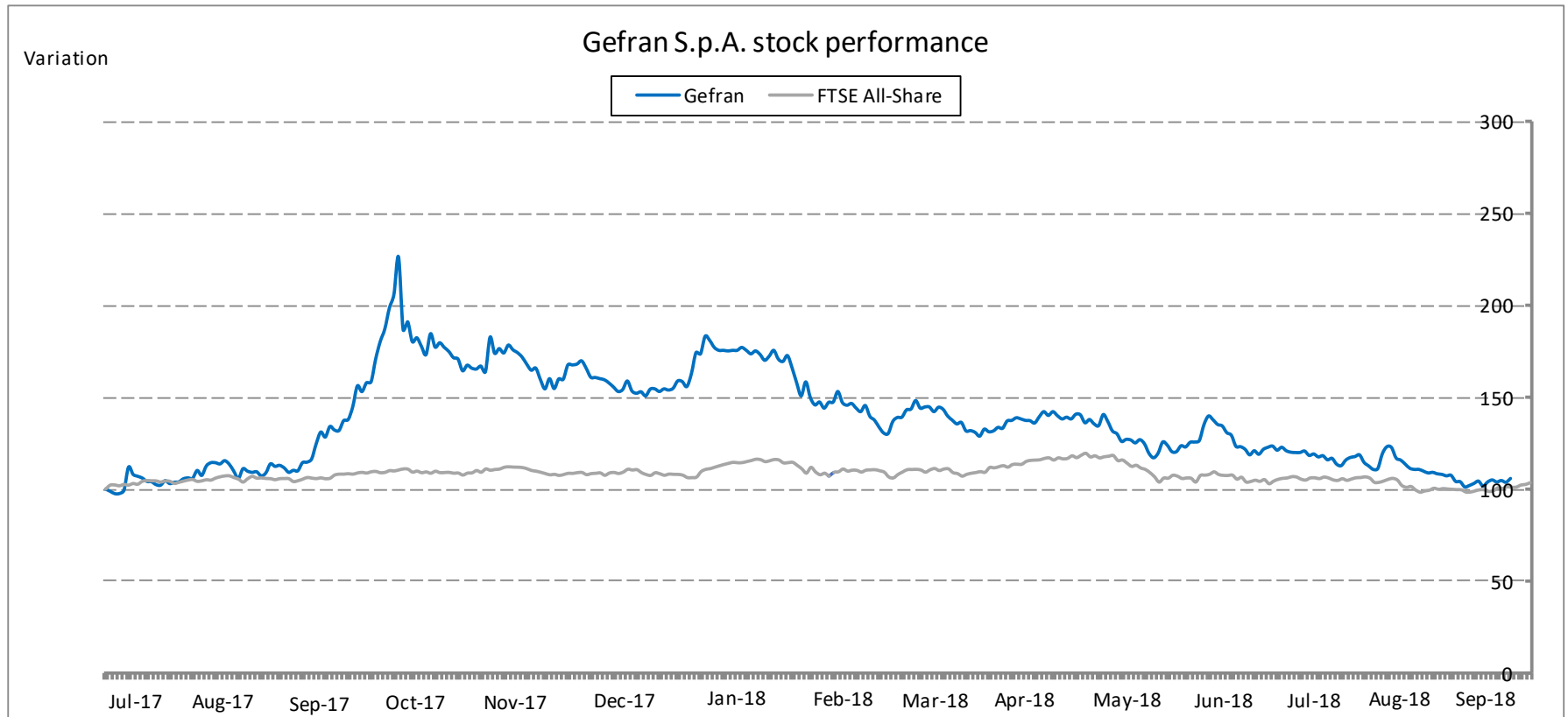
INVESTMENT PLAN (2018 – 2020)



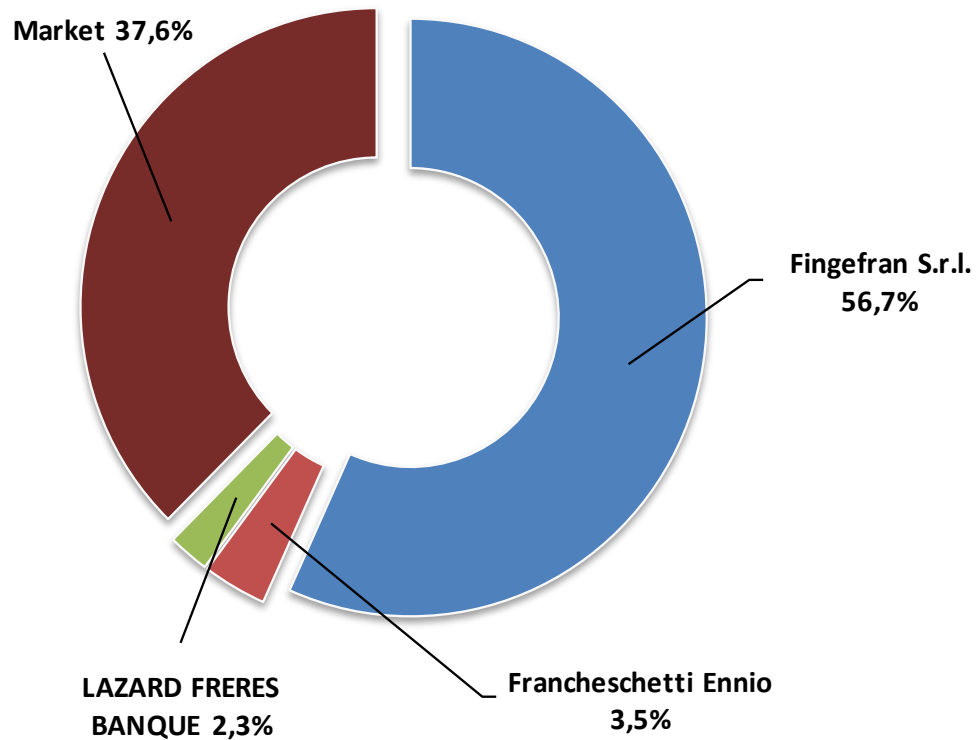
2016 – 2018 H1 NET FINANCIAL POSITION



STOCK PRICE



MAIN SHAREHOLDERS (*)



(*) information as of 09 July 2018

CONTACTS

Visit us at: www.gefran.com

Gefran S.p.A. - Headquarter

Via Sebina, 74
25050 – Provaglio d'Iseo (BS)

Phone +39 030 9888 1

Fax +39 030 983 90 63

info@gefran.com

Fausta Coffano - Investor Relator

Gefran S.p.A

Phone +39 030 9888 1

Fax +39 030 983 90 63

fausta.coffano@gefran.com

DISCLAIMER

This documentation has been prepared by Gefran S.p.A. for information purposes only and for use in presentations of Gefran S.p.A.'s results and strategies.

This presentation contains forward-looking statements regarding future events and future results of Gefran S.p.A., that are based on the current expectations, estimates, forecasts and projections about the industries in which Gefran S.p.A. operates, and on the beliefs and assumptions of the management of Gefran S.p.A..

Statements contained in this presentation, particularly regarding any possible or assumed future performance of Gefran S.p.A., are or may be forward-looking statements based on Gefran S.p.A.'s current expectations and projections about future events, and in this respect may involve some risks and uncertainties. Because these forward-looking statements are subject to risks and uncertainties, actual future results or performance may differ materially from those expressed in or implied by these statements due to any number of different factors, many of which are beyond the ability of Gefran S.p.A. to control or estimate.

This presentation has to be accompanied by a verbal explanation. A simple reading of this presentation without the appropriate verbal explanation could give rise to a partial or incorrect understanding.

This presentation has been prepared solely for the use at the meeting with investors and analysts at the date shown. Under no circumstances may this presentation be deemed to be an offer to sell, a solicitation to buy or a solicitation of an offer to buy securities of any kind in any jurisdiction where such an offer, solicitation or sale should follow any registration, qualification, notice, disclosure or application under the securities laws and regulations of any such jurisdiction.

The Executive in charge of financial reporting of Gefran S.p.A., Fausta Coffano, declares, pursuant to paragraph 2 of art. 154-bis of the Consolidated Law on Finance, that the accounting disclosures of this document are consistent with the accounting documents, ledgers and entries.