



Media and Financial Analysts Meeting 2016

Carlo Gavazzi Holding AG

Media and Financial Analysts Meeting 2016
June 23, 2016



Media and Financial Analysts Meeting 2016

AGENDA FOR TODAY

WELCOME & OVERVIEW

Valeria Gavazzi

AUTOMATION COMPONENTS

Vittorio Rossi

FINANCIAL HIGHLIGHTS

Anthony Goldstein

Q&A



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Welcome

Valeria Gavazzi
Chairman



Challenges and Opportunities in 2015 / 16

- ▼ Economic and financial situation in Europe -
- ▼ Asia-Pacific: Weak economic and business conditions -
- ▼ Recovered economy in North America +
- ▼ SNB decision to remove EUR/CHF floor -
- ▼ Ongoing demand for tailored automation solutions +
- ▼ Need for more efficient energy management +



General Overview – Key Figures

Key figures

	CHF million	Δ I.c.
Bookings	129.3	+0.2%
Operating revenue	130.2	+0.5%



General Overview – Key Figures

Key figures

	CHF million	of sales
Gross profit	72.2	55.5%
EBIT	14.4	11.0%
Net income	9.6	7.4%



General Overview - Markets and Products

- ▼ Controls slightly below last year – positive contribution from energy management products
- ▼ Sensors: solid growth of inductive sensors
- ▼ Switches: Solid-state relays driving sales
- ▼ Continued investments to enhance and improve Carlo Gavazzi's product portfolio



Dividend Pay-out

Ordinary dividend

- Bearer share
- Registered share

2016

CHF 12.00

CHF 2.40

2015

CHF 12.00

CHF 2.40



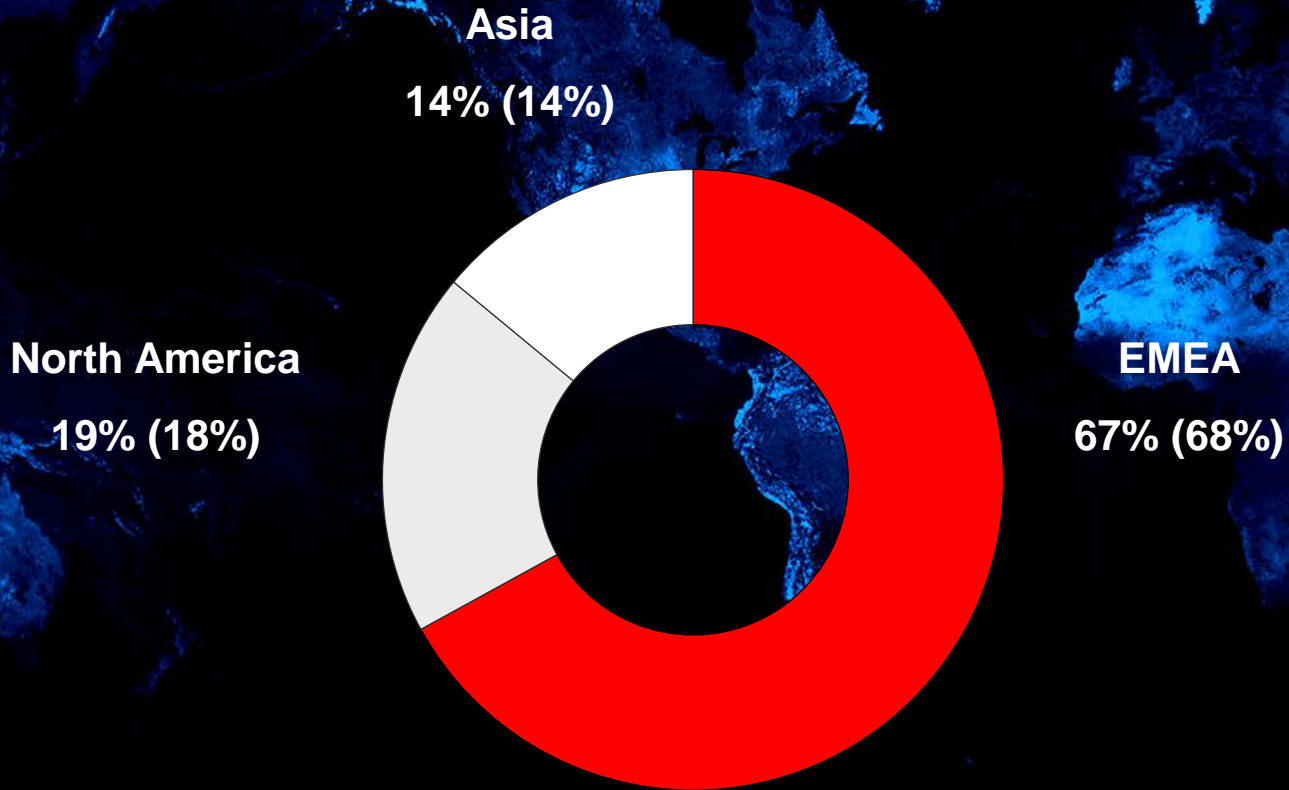
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Automation Components

Vittorio Rossi
CEO



2015/16 Revenue Distribution by Region





General Overview - Geography

▼ Revenues

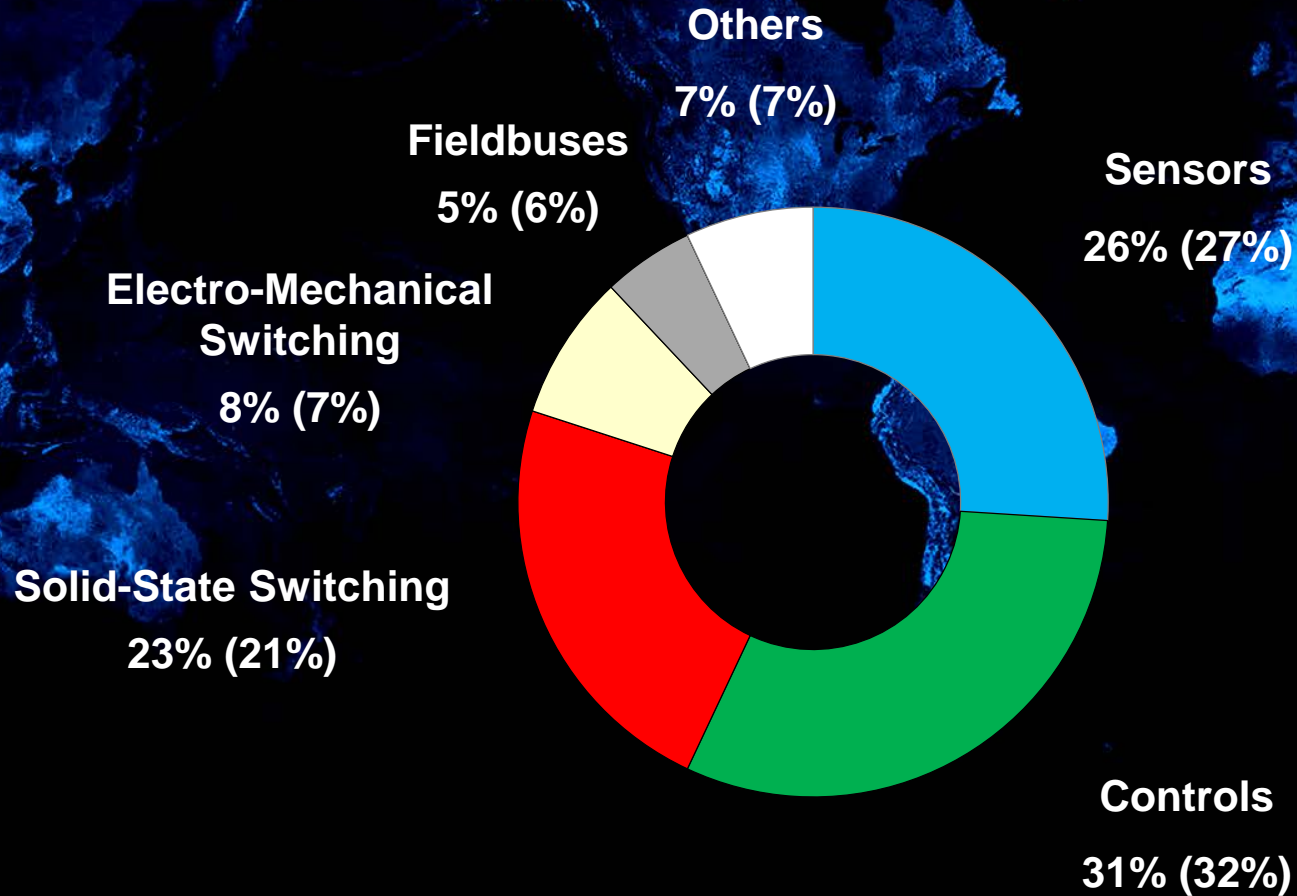
- Europe: +0.8%
- North America: +2.7%
- Asia-Pacific: -9.1%

▼ Business development focus

- Dedicated programs with distributors in North America (Industrial and Building Automation)
- 22 own sales companies world wide
- Around 60 independent distributors



2015/16 Revenue by Product Line



Automation Components Product Innovation (1/5)

R&D Competence Centers

- ▼ Hadsten, Denmark:
Sensors devices
- ▼ Belluno, Italy
Monitoring relays, fieldbus,
energy management
- ▼ Zejtun, Malta
Solid-state switching devices
and motor controllers

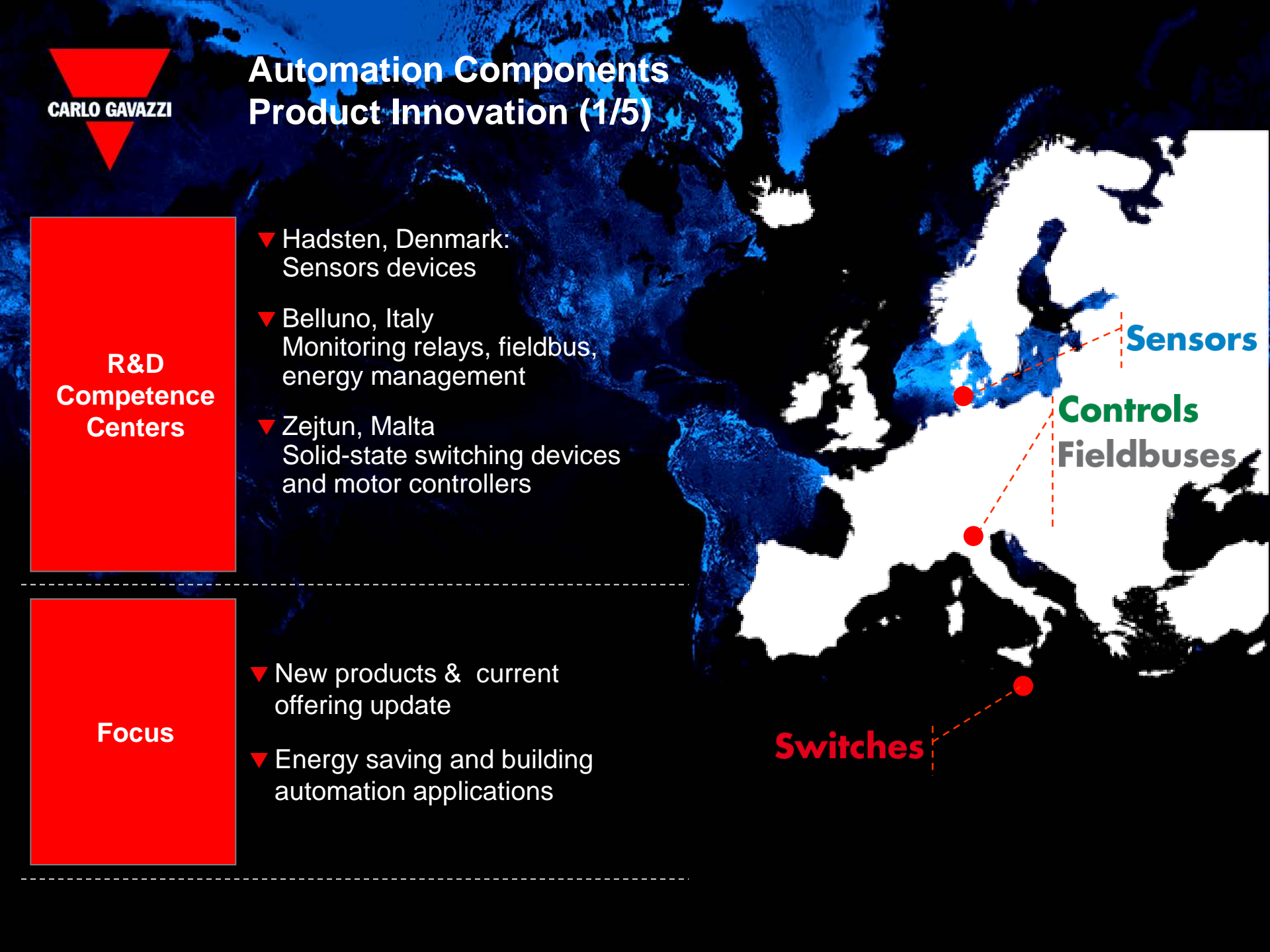
Focus

- ▼ New products & current
offering update
- ▼ Energy saving and building
automation applications

Sensors

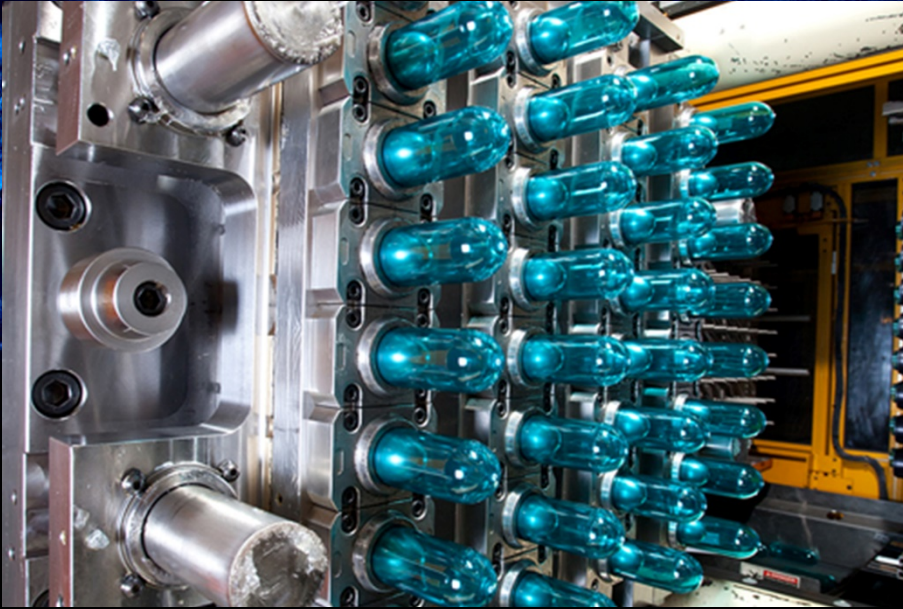
Controls
Fieldbuses

Switches





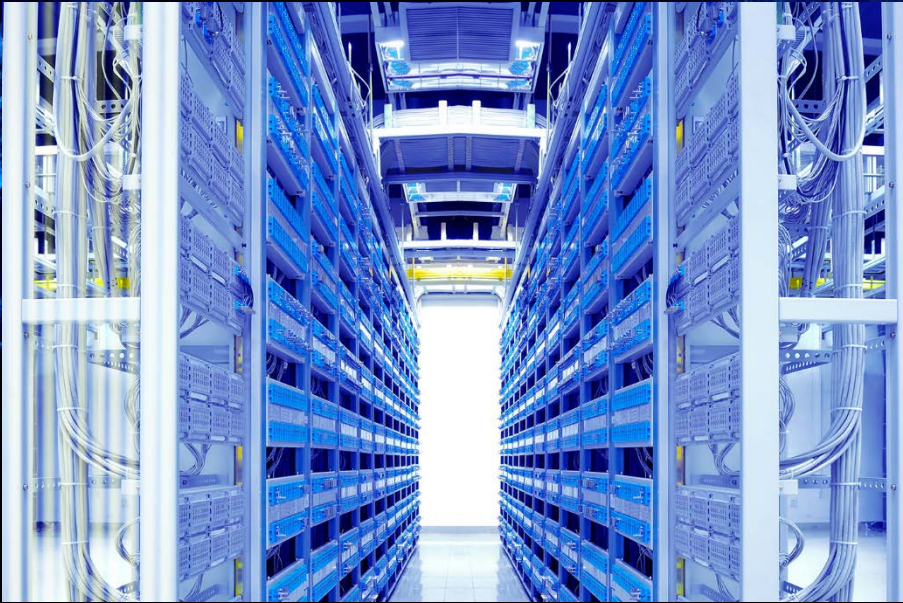
Automation Components Product Innovation (2/5)



Triple sensing-distance
inductive sensors
ICB series



Automation Components Product Innovation (3/5)



Quick-fit energy meter for
multiple load monitoring
EM200 series



Automation Components Product Innovation (4/5)



Solid state relay
proportional controllers

RG series



Automation Components Product Innovation (5/5)



Mini puck solid state relay

RF1 series



Outlook

- ▼ Global economy and relevant markets expected to grow unevenly at somewhat slower pace
- ▼ Increased growth expected in the developing countries
- ▼ Modest improvement expected in the major economies
- ▼ Focus on geographical coverage by ...
 - ▼ improving the effectiveness of the direct sales organization
 - ▼ further developing the network of distributors and agents



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Financial Highlights 2015/16

Anthony M. Goldstein
Chief Financial Officer

Income Statement

(in CHF million)

	2015/16	2014/15	Change
Bookings	129.3	136.6	- 5.3 %
Operating revenue	130.2	137.2	- 5.1 %
Gross profit	72.2	75.9	- 4.9 %
▪ in % of revenue	55.5 %	55.3 %	
Net financial income (exp.), net	(0.7)	1.0	
EBITDA	17.6	18.1	- 2.8 %
EBIT	14.4	14.8	- 2.7 %
▪ in % of revenue	11.0 %	10.8 %	
Earnings before taxes	13.7	15.8	-13.3 %
Net income	9.6	12.3	-22.2 %
▪ per bearer share (CHF)	13.58	17.26	

Analysis of net income

(in CHF million)

	2015/16	2014/15
Net income	9.6	12.3
Less exchange gain	-	(1.0)
Add exchange loss	0.7	-
Less capitalized tax losses	-	(0.5)
Adjusted net income	10.3	10.8

Balance Sheet

(at March 31, in CHF million)

Current assets

- whereof cash

Non-current assets

- whereof goodwill

Liabilities

- whereof interest-bearing

Shareholders' equity

- equity ratio

Total

2016

100.8

46.7

24.6

6.3

34.0

0.2

91.4

72.9 %

125.4

2015

97.2

45.8

23.6

6.1

32.3

0.8

88.5

73.2 %

120.8

Δ CHF

+. 3.6

+ 0.9

+ 1.0

+0.2

+ 1.7

- 0.6

+ 2.9

+ 4.6

Shareholders' Equity

(in CHF million)

Shareholders' equity at the beginning
of the reporting period

▪ equity ratio

Net income

Currency impact

Dividends

Other

Shareholders' equity at March 31

▪ equity ratio

ROE

ROCE

2016

88.5

73.2 %

9.6

+1.6

- 8.5

+ 0.2

91.4

72.9 %

10.6 %

32.0 %

2015

93.2

72.5 %

12.3

- 7.5

- 8.5

- 1.0

88.5

73.2 %

13.9 %

34.1 %

Cash Flow Summary

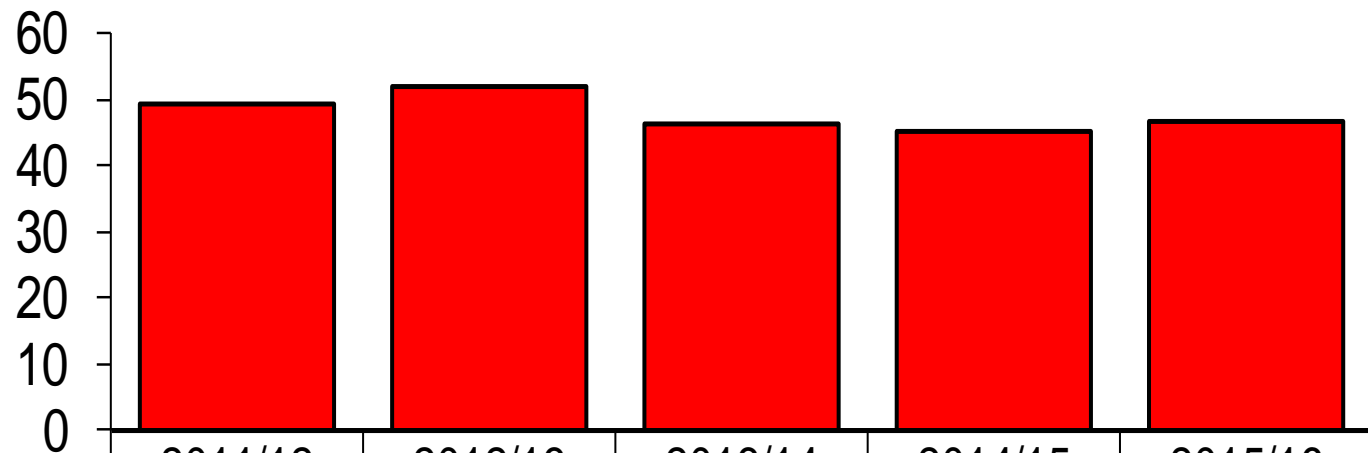
(in CHF million)

	2015/16	2014/15
Cash flow from operating activities	+13.3	+15.0
Cash flow from investing activities	- 3.8	- 4.2
Cash flow from financing activities	- 9.1	- 8.8
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Change in cash and cash equivalents	+ 0.4	+2.0



Net Cash Position

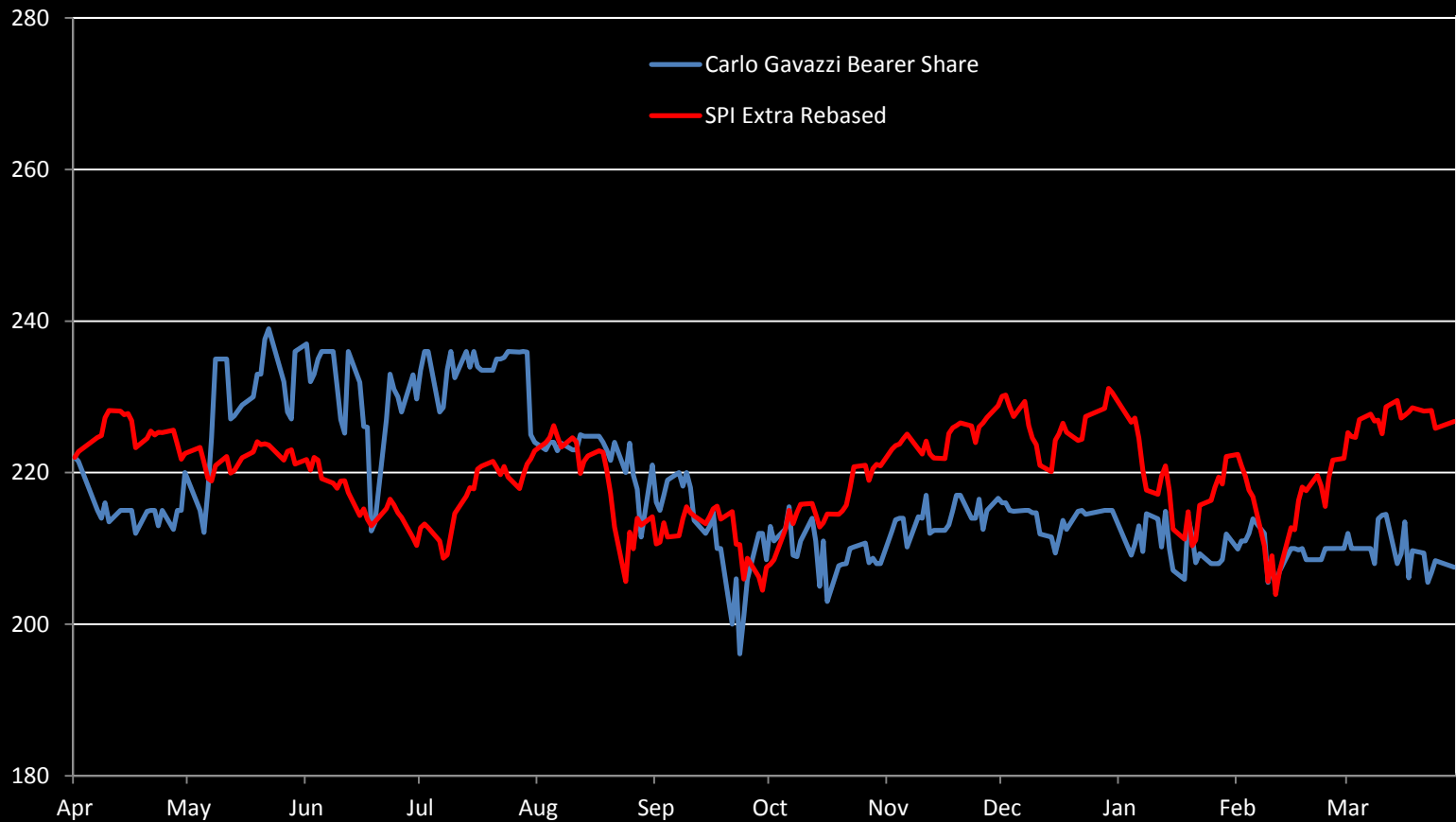
CHF million



	2011/12	2012/13	2013/14	2014/15	2015/16
■ net cash position	49.2	52.0	46.1	45.0	46.5
└ interest, net	-	-	-	-	-

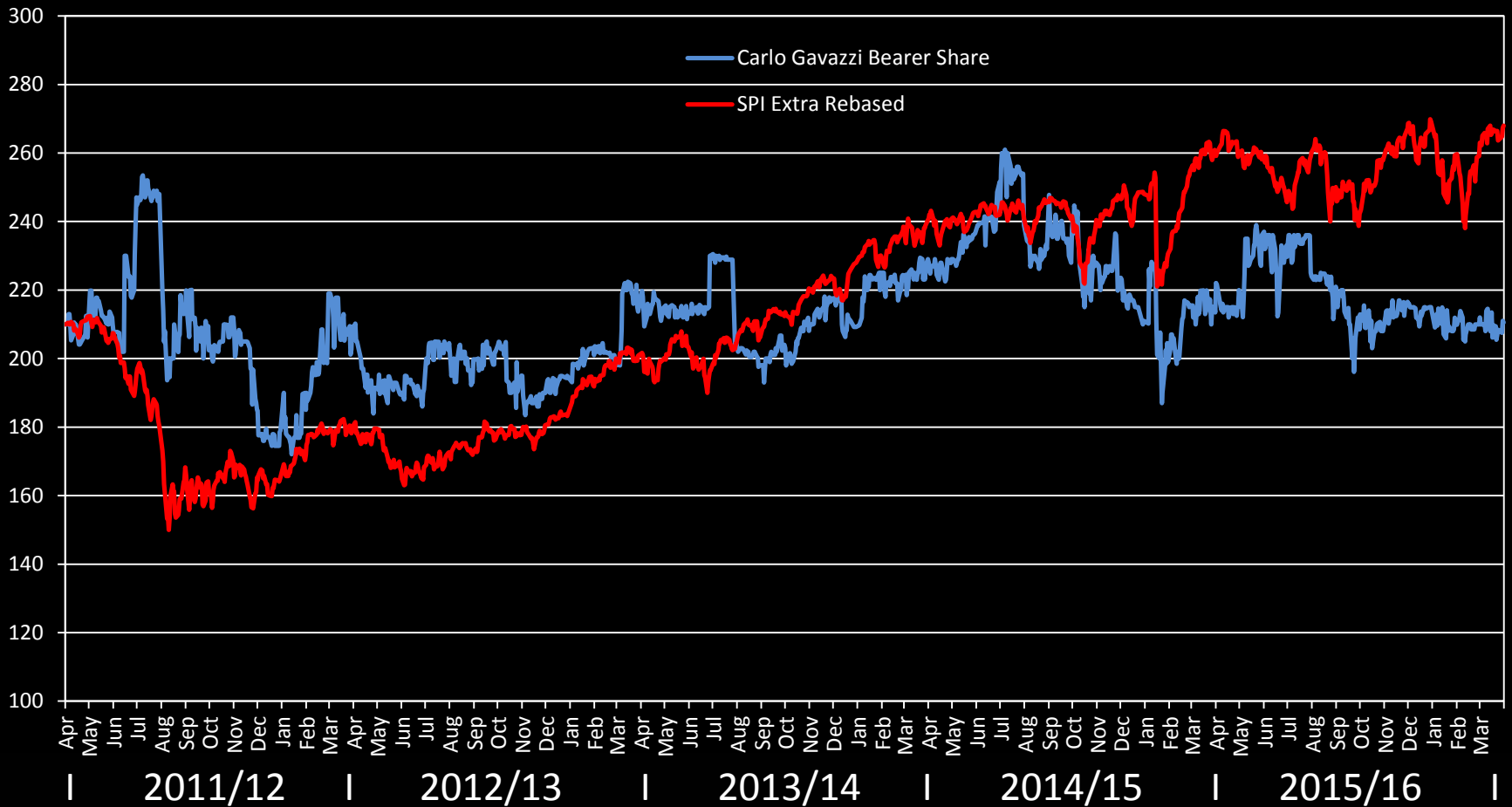


Share Price Development 1.4.2015 – 31.3.2016





Share Price over 5 Years





CARLO GAVAZZI