



**Investora Zürich**  
**September 20, 2017**

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# **Carlo Gavazzi Holding AG**

Electronic Equipment for Industrial and Building Automation

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This presentation contains statements that may constitute forward-looking statements, including, but not limited to, statements relating to the implementation of strategic initiatives, and other statements relating to the Carlo Gavazzi Group's future business development and economic performance.

While these forward-looking statements represent our judgments and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to:

- general market, macro-economic, governmental and regulatory trends
- movements in currency exchange rates and interest rates
- competitive pressures
- technological developments
- changes in the financial position or credit worthiness of our customers and counterparties as well as developments in the markets in which they operate
- management changes and changes to our business structure and
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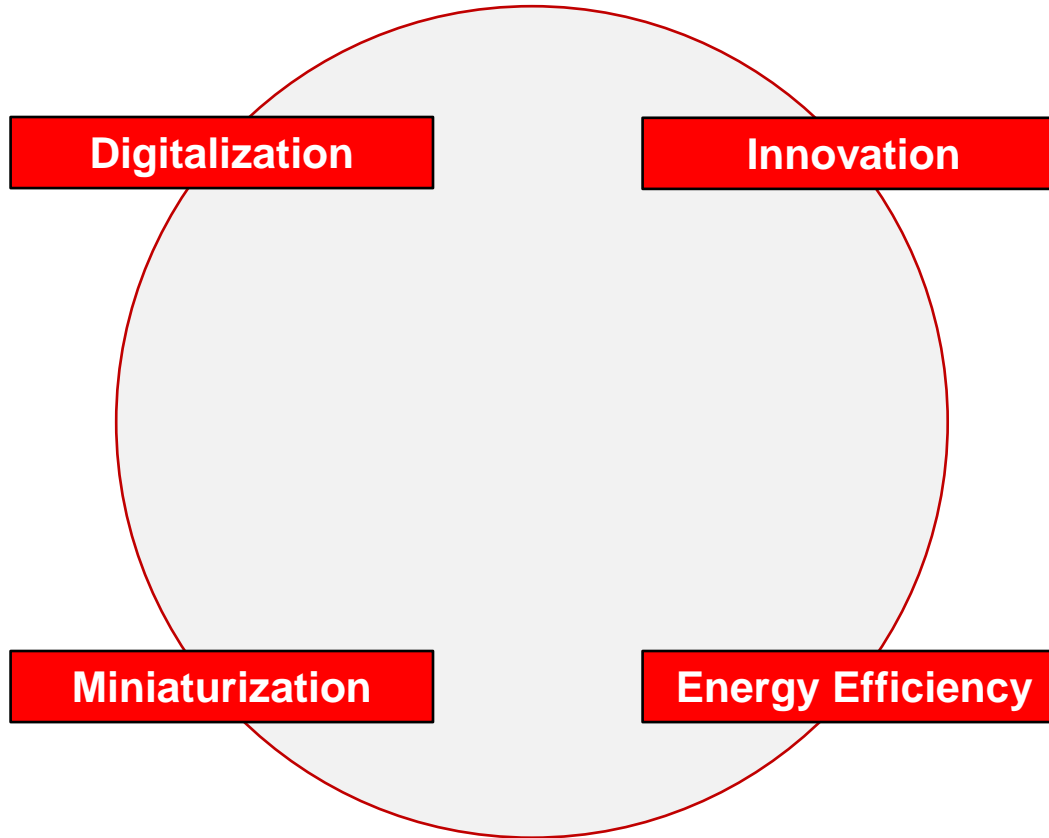
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**Carlo Gavazzi is an international group active in designing, manufacturing and marketing electronic equipment targeted at the global markets of industrial and building **automation**.**

# Key figures

(in CHF million)	2016/17	2015/16	Change (%)
Bookings	137.7	129.3	+ 6.5 %
Operating revenue	135.4	130.2	+ 4.0 %
EBIT	16.7	14.4	+ 16.0 %
Net income	13.4	9.6	+ 39.6 %
▪ <i>per bearer share (CHF)</i>	18.84	13.58	

# Growth drivers



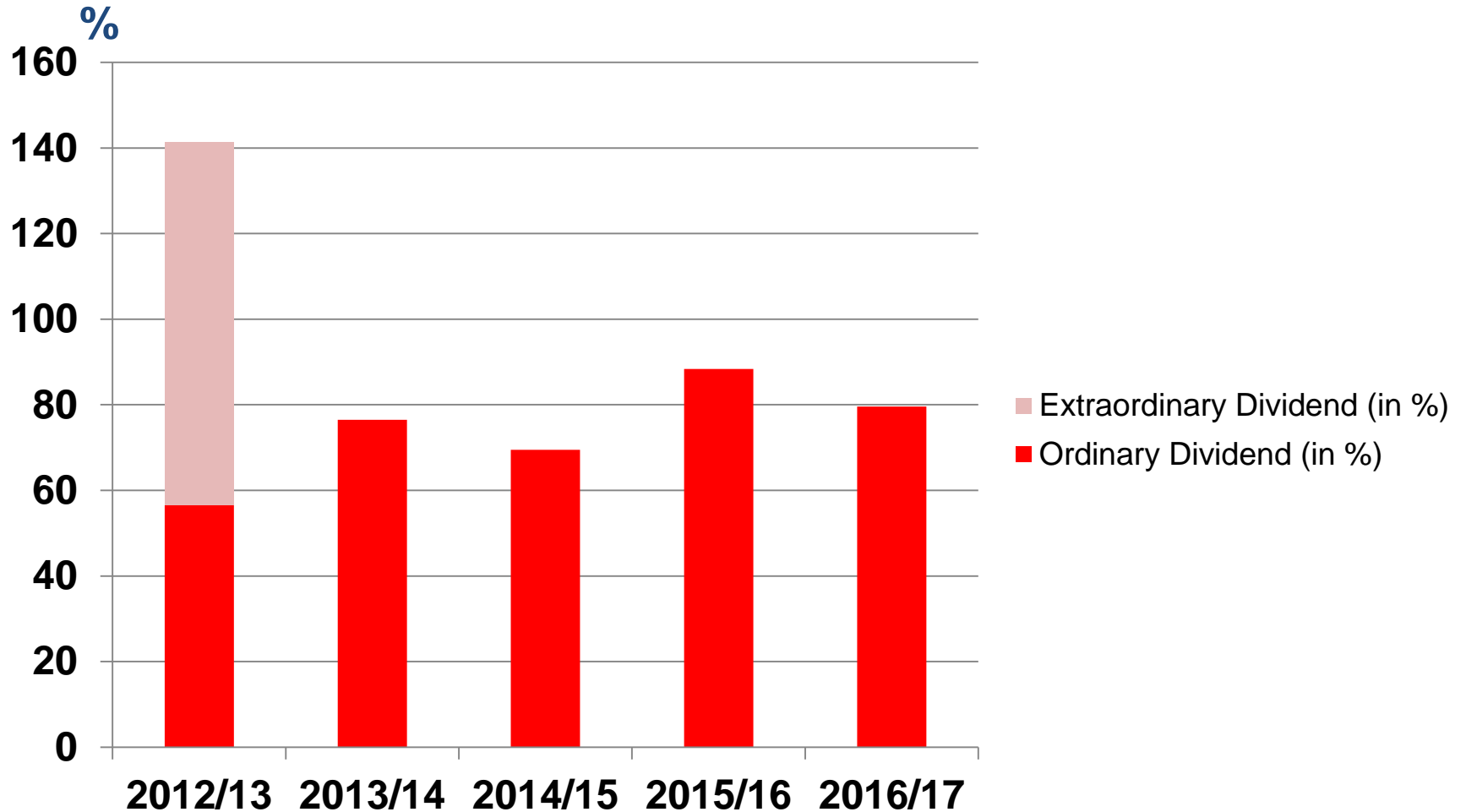
# Balance Sheet

(at March 31, in CHF million)

	<b>2017</b>	<b>2016</b>	<b>Δ CHF</b>
Current assets	<b>105.5</b>	100.8	+ 4.7
▪ whereof cash	<b>49.1</b>	46.7	+ 2.4
Non-current assets	<b>23.7</b>	24.6	- 0.9
Liabilities	<b>34.1</b>	34.0	+ 0.1
Shareholders' equity	<b>95.2</b>	91.4	+ 3.8
▪ equity ratio	<b>73.6 %</b>	72.9 %	
Total	<b>129.3</b>	125.4	+ 3.9

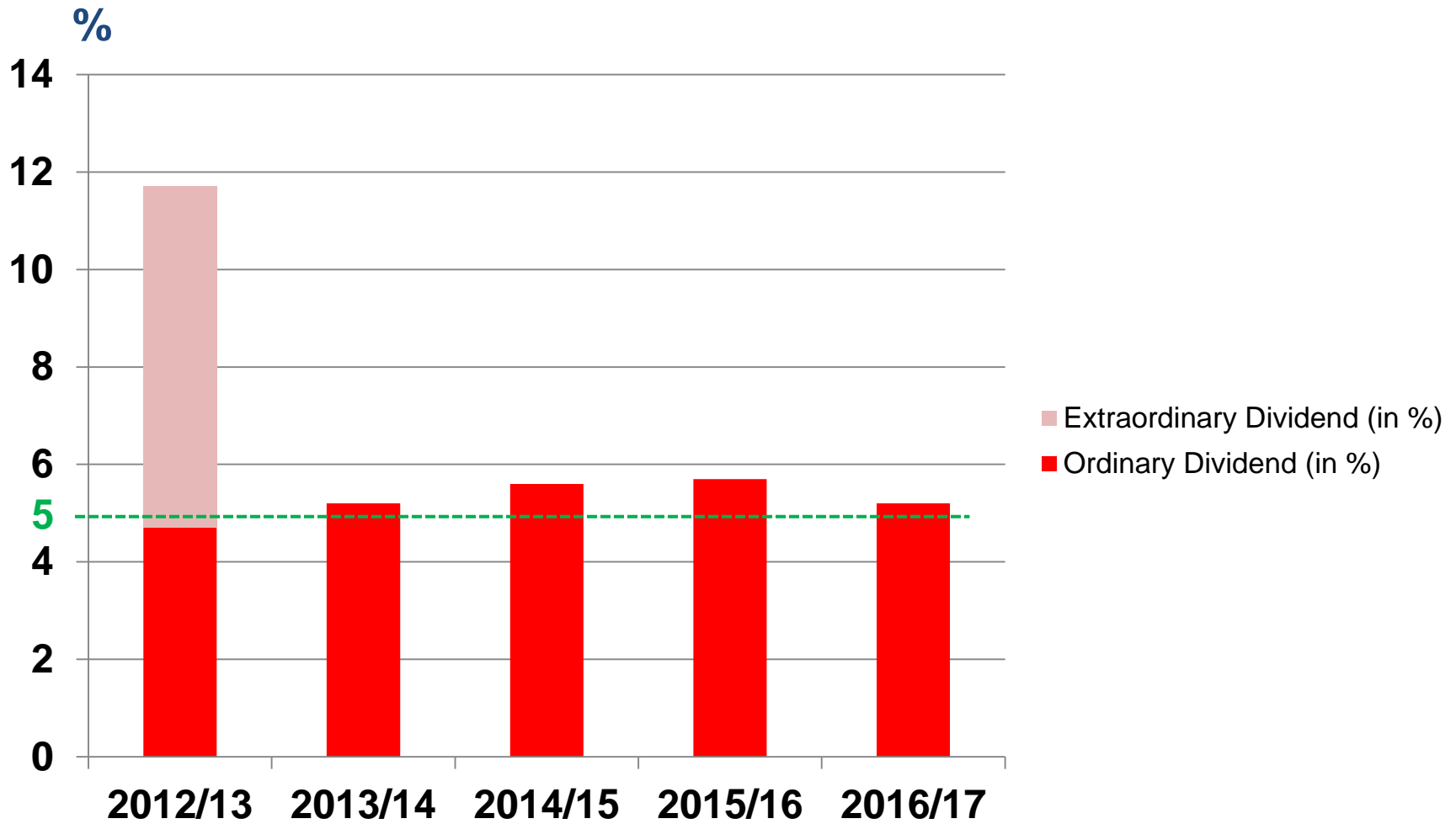
# Shareholder-friendly Dividend Policy

## High Payout Ratio (in %)



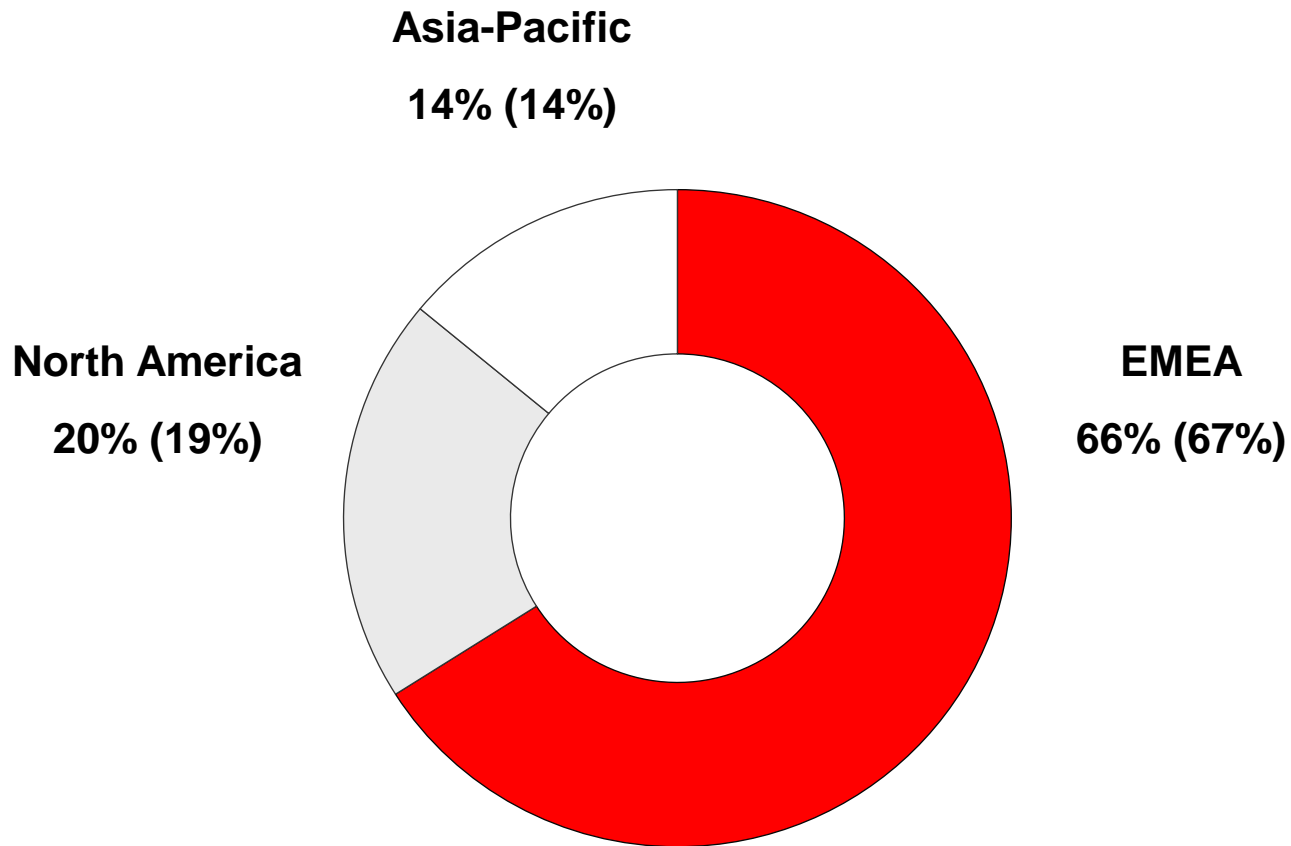
# Shareholder-friendly Dividend Policy

## Consistently high yield of above 5% (per 31<sup>st</sup> March)



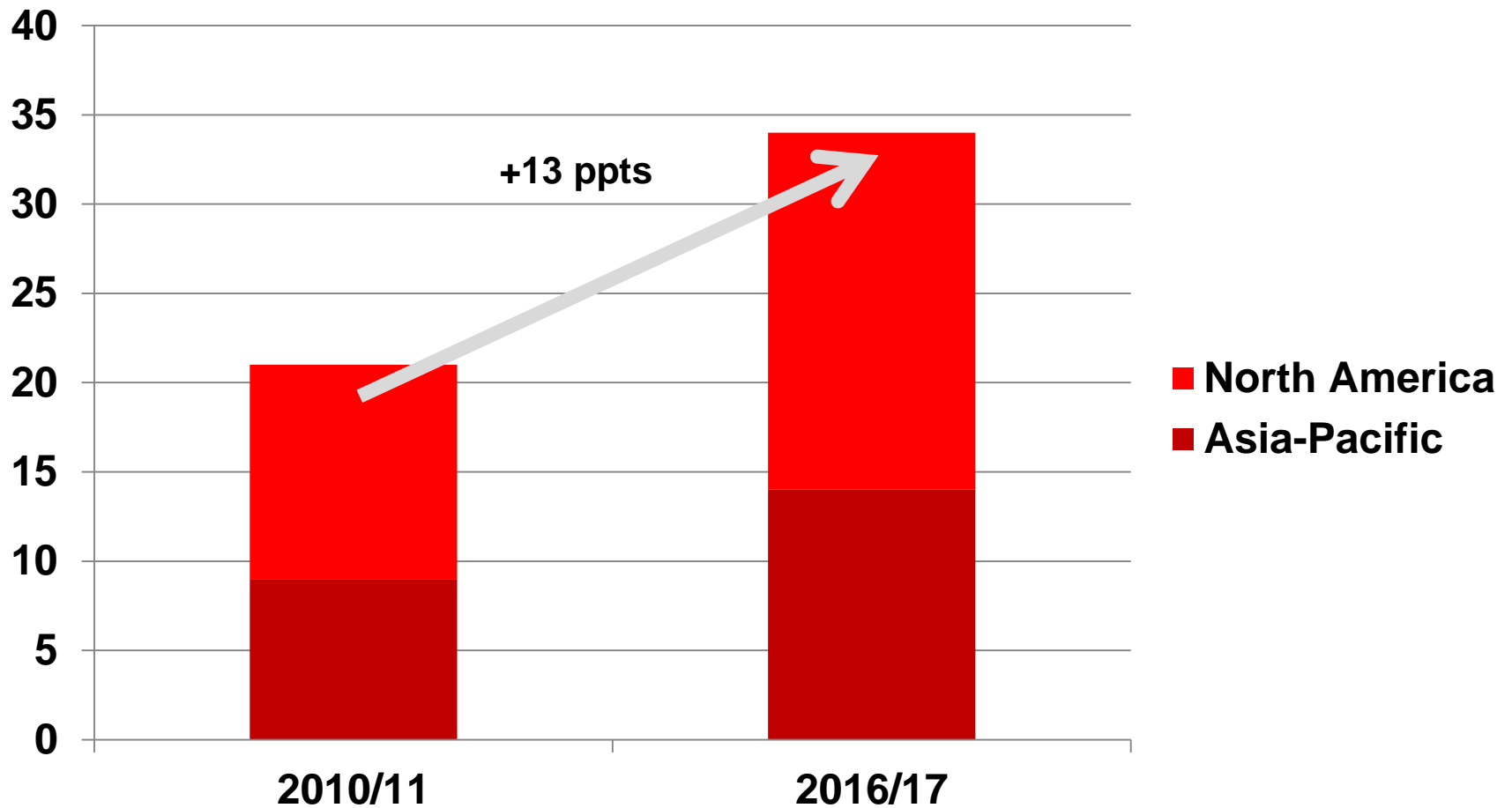


# 2016/17 Revenue Distribution by Region



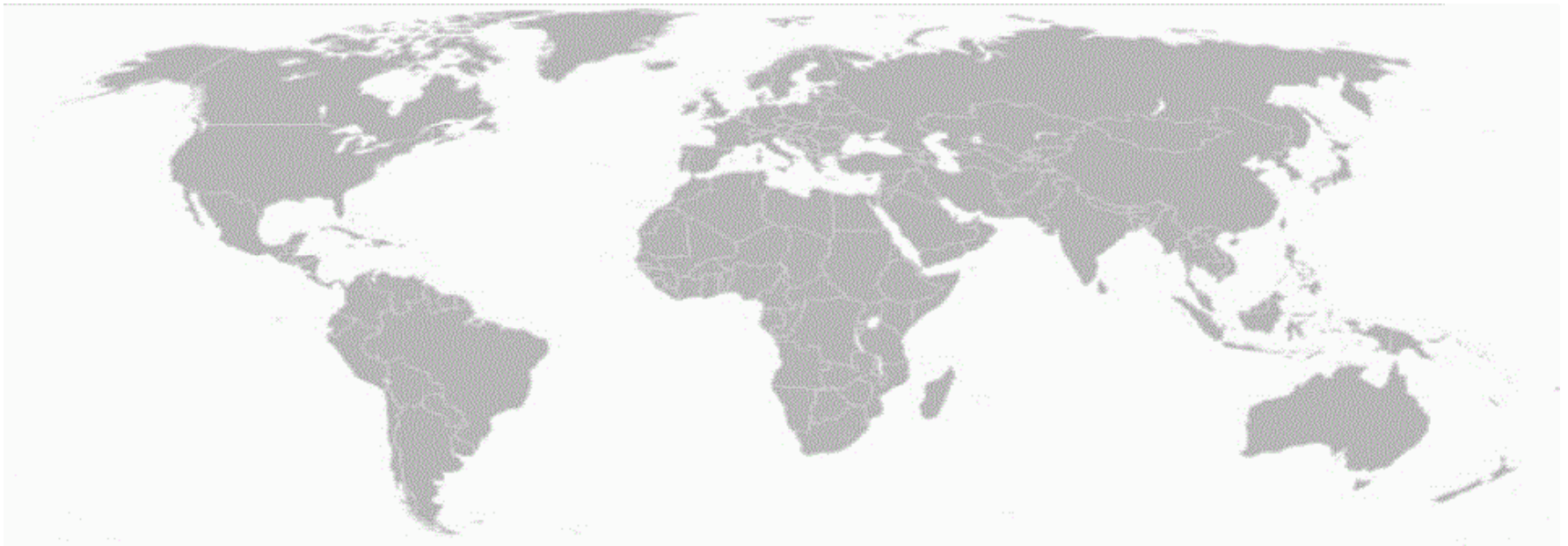
# Automation Components

## Share of Revenue outside Europe (% of total Revenue)



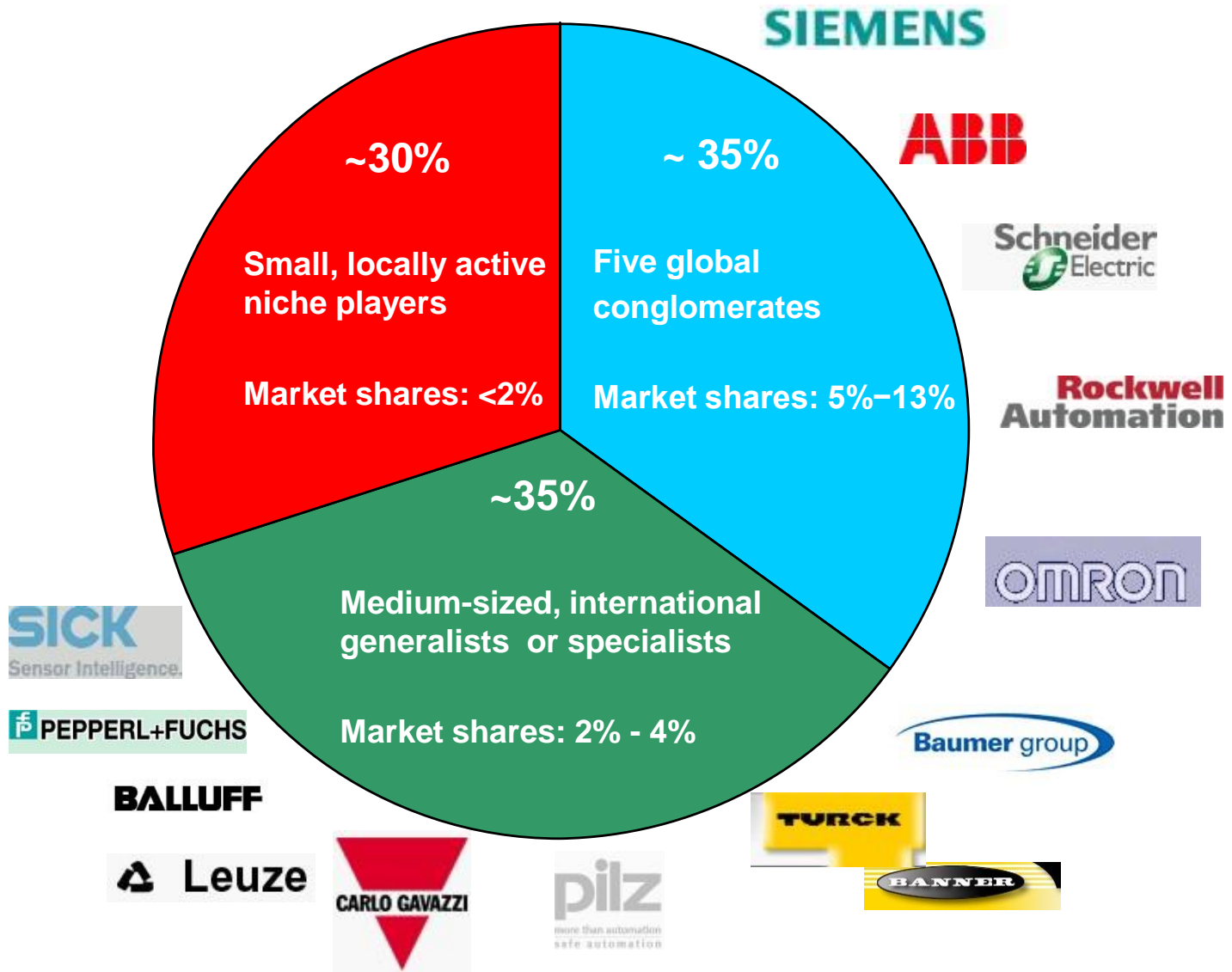
## Broad-based business – customer- and country-wise

- ▼ Own sales companies in 22 countries
- ▼ Around 60 independent national distributors
- ▼ No customer with sales >1% of total revenue

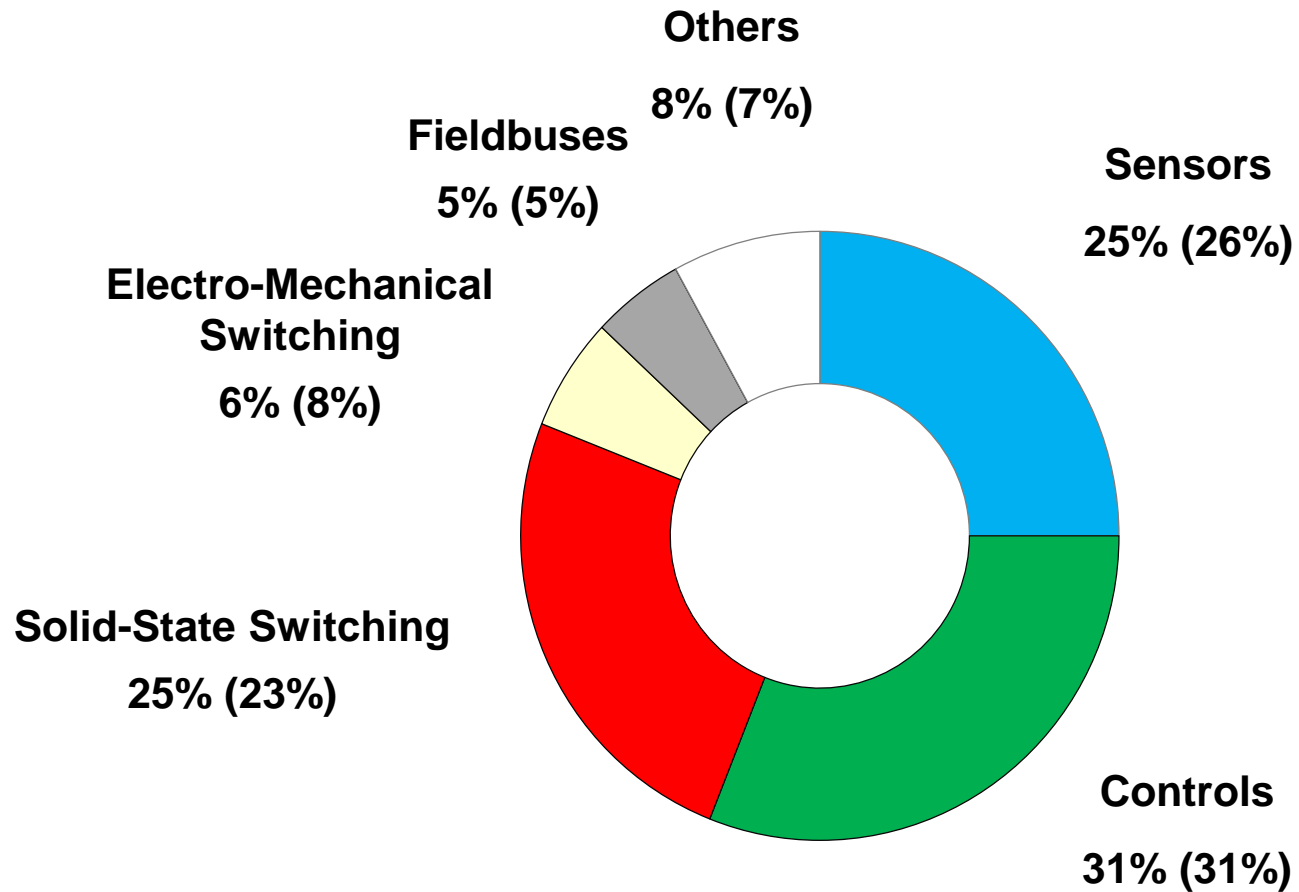


# Automation Components

Estimated relevant market volume 2017: ca. CHF 10 bn

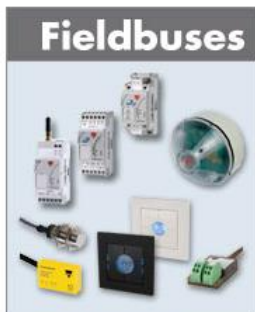


# 2016/17 Revenue by Product Line



# Broad-based product range

- ▼ Ca. 12'000 product specifications
- ▼ High degree of customization



**Fieldbuses**

- Feldbus-Komponenten
- Dupline Safe
- Bewässerungssysteme
- Haus und Gebäude Automatisierung
- Parkleitsystem
- Bausteine für den Aufzug



**Controls**

- Überwachungsrelais
- Zeitrelais
- Zähler
- Digitale Einbaumesgeräte
- Modulare Energiezähler und Netzanalysatoren
- Software und Zubehör
- PV-Überwachungssystem
- Sicherheitsmodule
- Schaltnetzteile
- Mess- und Stromwandler



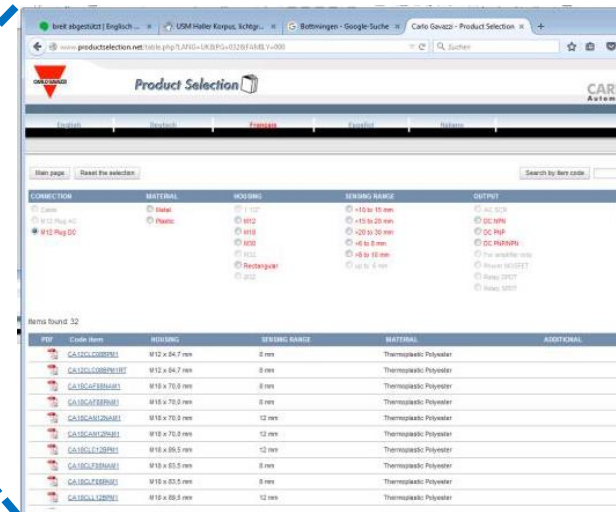
**Switches**

- Halbleiterrelais /-schütze
- Motor-Softstarter
- Frequenzrichter
- Endschalter
- Schalter, Taster und Signalleuchten
- Motorschutzgerät



**Sensors**

- Induktive Näherungsschalter
- Kapazitive Näherungsschalter
- Optoelektrische Sensoren
- Konduktive Füllstandsensoren
- Magnetische Sensoren
- Ultraschallsensoren
- Radar-Bewegungssensoren
- Lichtgitter
- Umweltsensoren
- Fahrzeug Schleifendetektor
- Sicherheits Magnet Sensoren
- Sicherheitslichtgitter



# Focus on select products / categories

- Energy Management



- Inductive Sensors



- Capacitive Sensors



- Photoelectric Sensors



- Monitoring Relays



- Switches



# Automation Components Market Segmentation



**Nine Priority Segments**

## Building Automation

- ▼ Smart Building
- ▼ Heating, Ventilation, AC
- ▼ Entrances and Doors
- ▼ Elevators and Escalators
- ▼ Energy

## Industrial Automation

- ▼ Plastic Materials Machinery
- ▼ Food and Beverage
- ▼ Packaging
- ▼ Agriculture



# HVAC Systems (Heating, Ventilation, Air Conditioning)

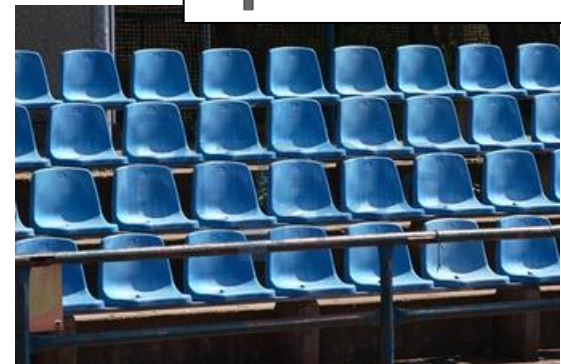
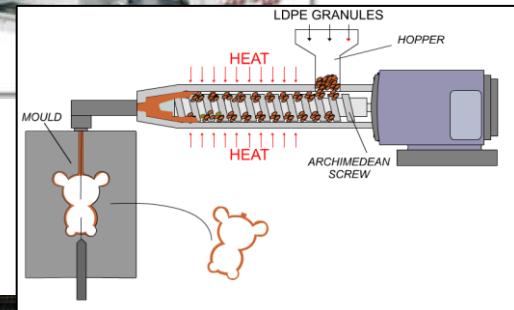
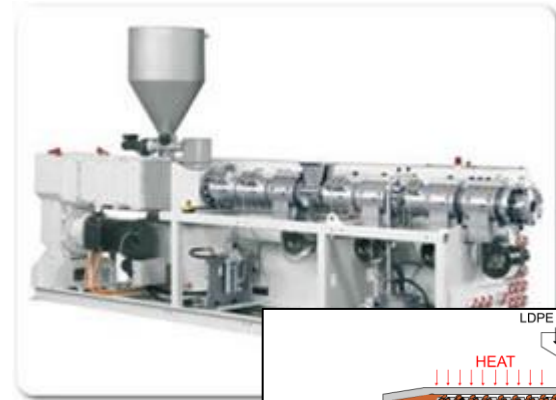
## HVAC Systems - Solutions for

- ▼ Air handling units
- ▼ Heat pumps
- ▼ Chillers
- ▼ Roof tops
- ▼ Pellet burners



## Plastics Machinery – Solutions for

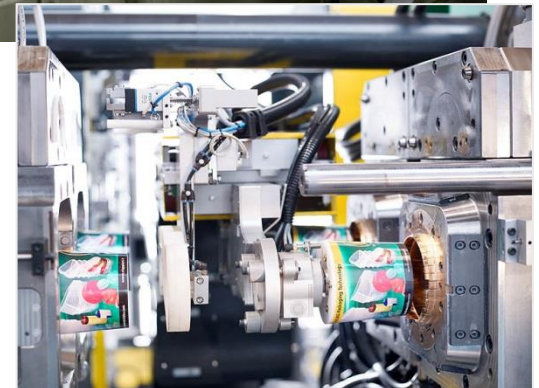
- ▼ Injection machines
- ▼ Extrusion machines
- ▼ Blow molding machines
- ▼ Blown film extrusion machines
- ▼ Thermoforming machines
- ▼ Plastic dryers & Dosing systems



# Packaging Machinery

## Packaging Machinery – Solutions for

- ▼ Filling
- ▼ Inspection
- ▼ Wrapping and sealing
- ▼ Labelling



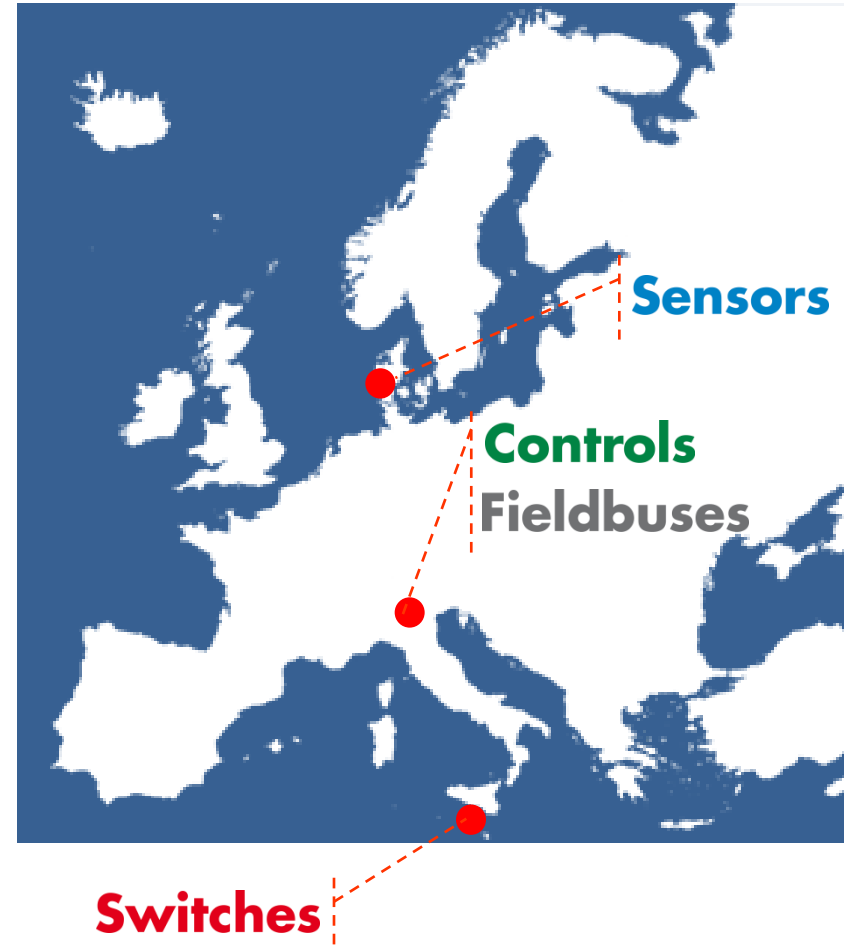
# Automation Components (ACBU) Product Innovation

## R&D Competence Centers

- ▼ **Hadsten, Denmark:**  
Sensor 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



# Filling in packaging machinery



Stainless steel  
Photoelectric sensor  
PD30ET series



PointSpot  
Photoelectric sensor  
PD30..PS series



Photoelectric sensor  
PA18 series



Inductive sensor  
ICB series



Ultrasonic sensor  
UA series



Capacitive sensor  
CA series

# Heating and cooking equipment



Solid state relays  
RF1



Solid state relays  
RAM1A..G series



Solid state relays  
RKD2 series



Solid state contactor  
RGC series



Energy analyzer  
EM340



Proportional controller  
RGC...P series



Monitoring relay  
DPB52



Safety magnetic sensor  
SMS/CLS

# Parking Guidance System



Carpark controller  
SBP2WEB24



Carpark master generator  
SBP2MCG324



Carpark server  
SBP2CPY24



Carpark display interface  
SBP2DI48524



3-phase scroll compressor  
soft starter  
RSBT



45° ultrasonic sensor  
SBPSUSL45



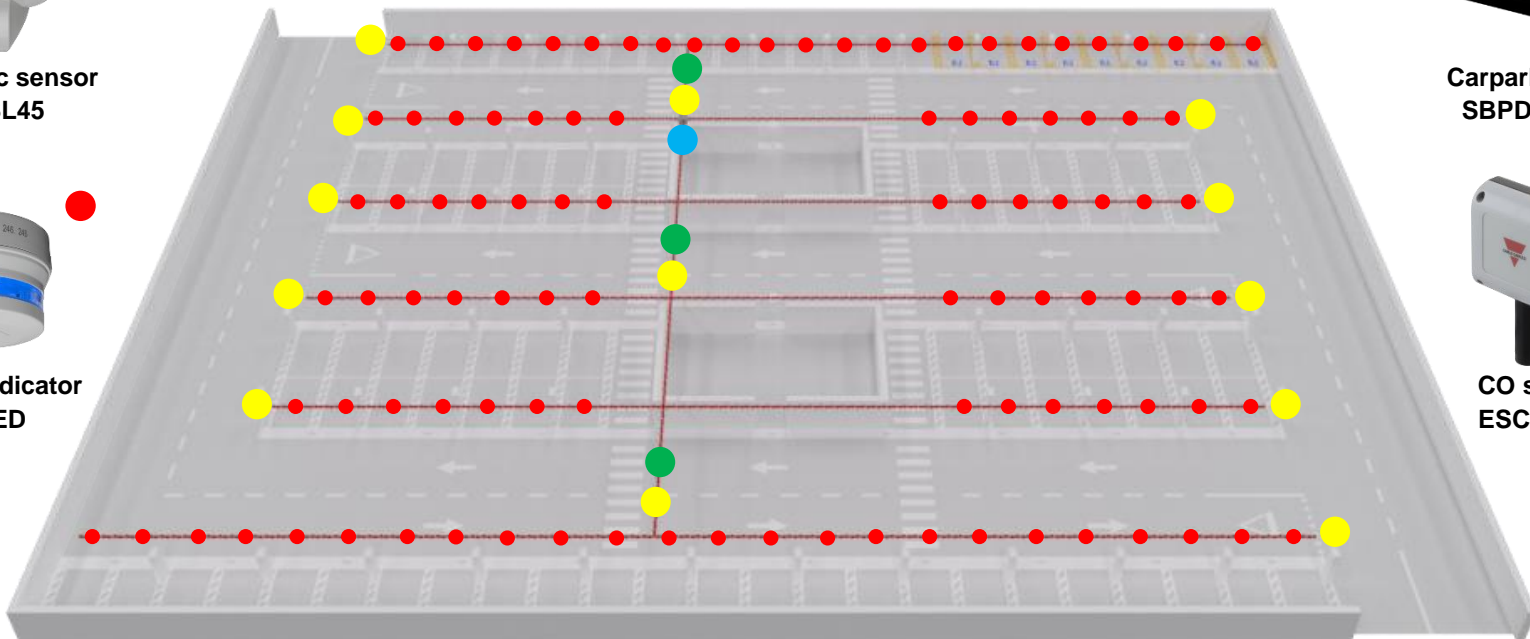
360° LED indicator  
SBPILED



Carpark display  
SBPDIS1ALH



CO sensor  
ESCOW5V



# Building Automation



Energy analyzer  
EM340



Controller  
Sx2WEB24



Bus generator  
SH2MCG24 / SH2DUG24



DALI master  
SB2DALI23



Wireless base unit  
SH2WBU230N



360° PIR – Luxmeter  
SHSQP360L



Decentral output  
modules  
BDA-RE13A-U



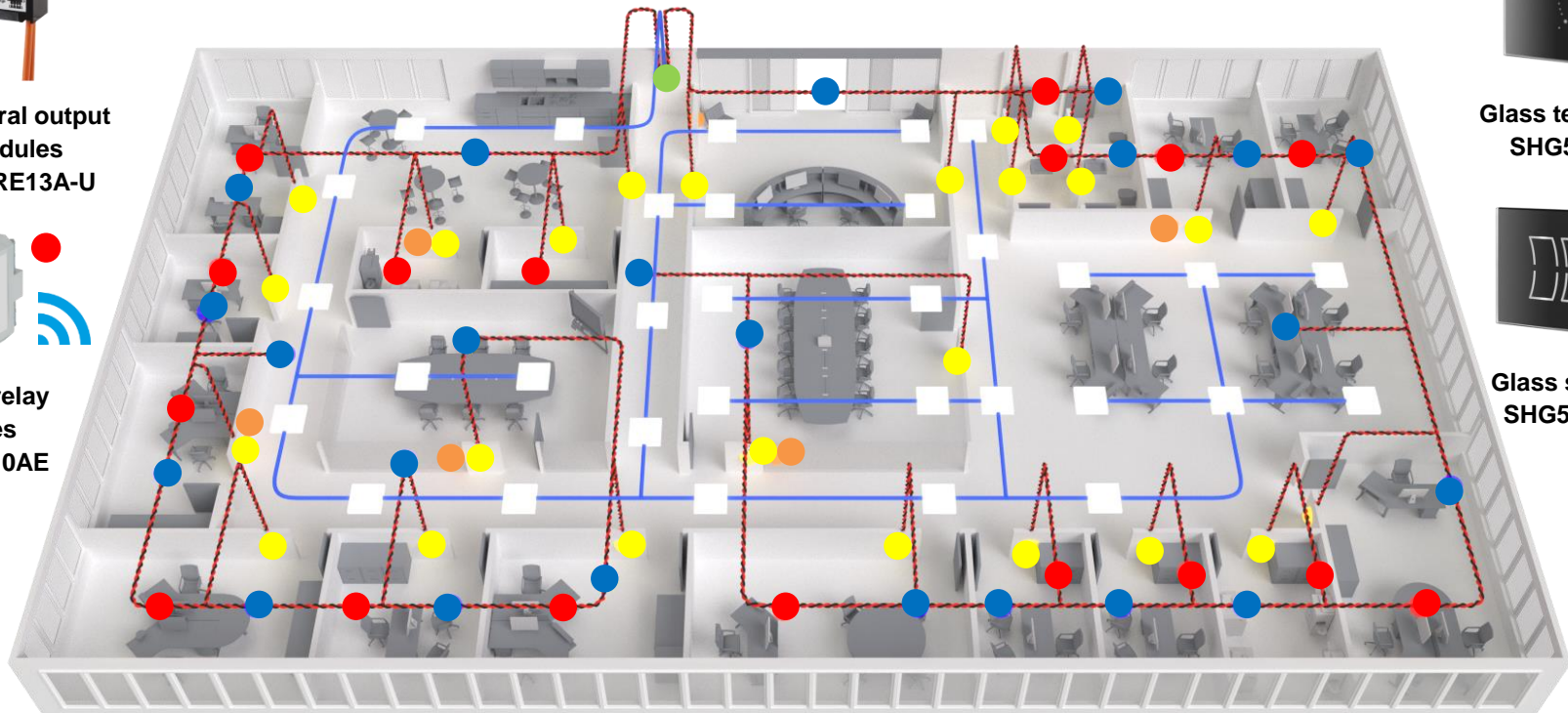
Wireless relay  
modules  
SHJWRE10AE



Glass temperature  
SHG503\_SLT



Glass switches  
SHG503\_LS6





## Five reasons to invest in Carlo Gavazzi

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- ▼ Long-term oriented family enterprise
- ▼ Sound financials: cash flow, balance sheet, dividends
- ▼ Unique market position as 1 stop shop for automatic components
- ▼ No dependence on a single product or customer
- ▼ Clear focus on innovation and 9 attractive market segments

**Thank you!**