



Media and Financial Analysts Meeting 2014

Carlo Gavazzi Holding AG

Media and Financial Analysts Meeting 2014
June 26, 2014



Media and Financial Analysts Meeting 2014

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

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Challenges and Opportunities

- ▼ Economic and financial situation in Europe 
- ▼ Growth in Asia-Pacific and North America 
- ▼ Strengthening of EUR vs USD 
- ▼ Cost control 
- ▼ New products and platforms 
- ▼ R&D and product management 



Media and Financial Analysts Meeting 2014 General Overview

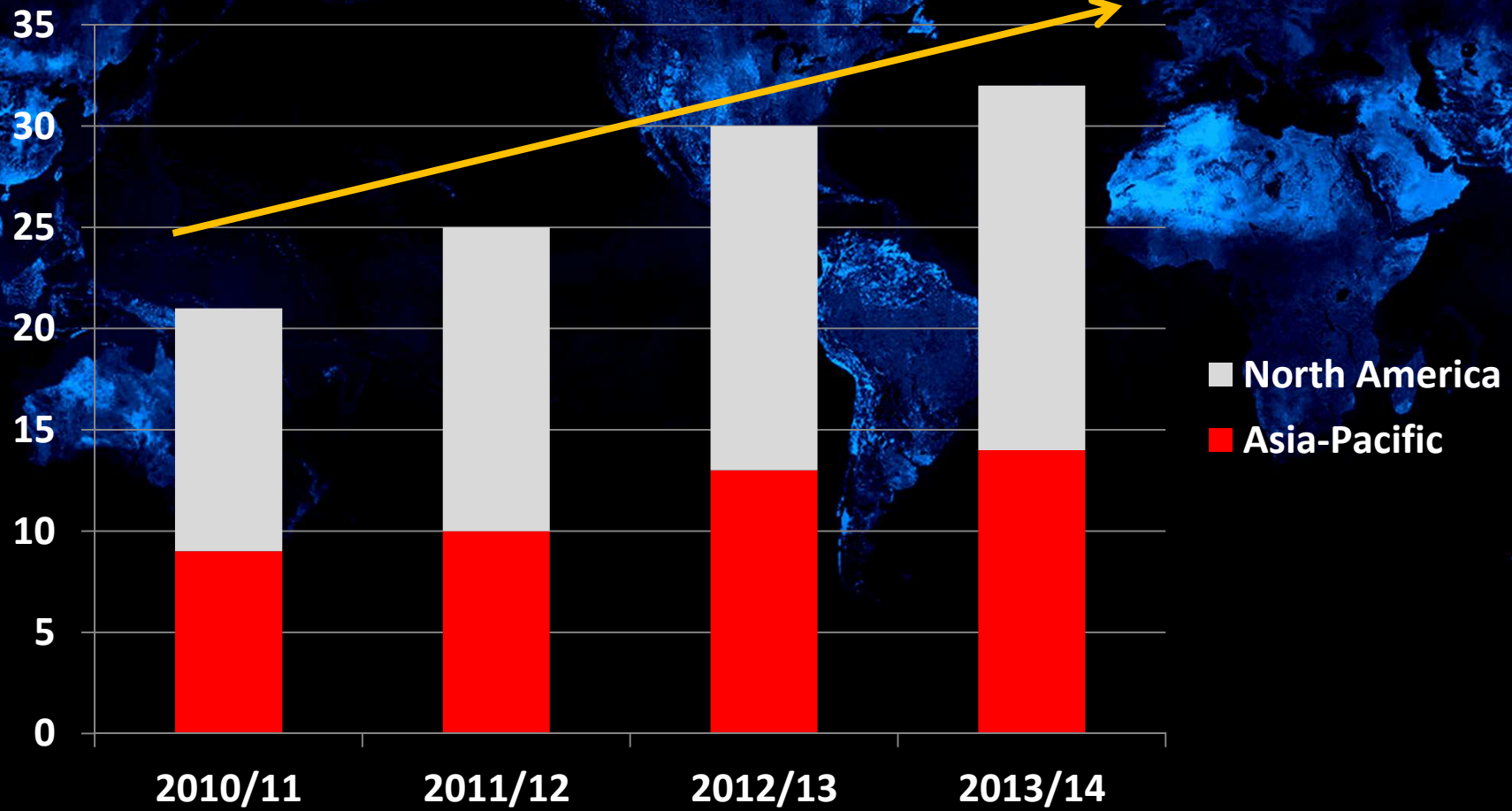
Key figures

(CHF million)

Bookings	141.3	+ 0.5%
Operating revenue	140.6	+ 1.7%
Gross Margin	78.1	+ 1.6%
EBITDA	19.0	- 1.6%
Net income	11.2	- 10.4%

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Share of Revenue outside Europe (% of total Revenue)



General overview - Markets and Products

- ▼ Double-digit growth in fieldbuses due to contribution of UWP platform
- ▼ Solid sales in sensors and soft starters
- ▼ New and enhanced products to develop business in new and existing markets and geographies
- ▼ Focus on improving quality and reliability of products

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Dividend Pay-out

Ordinary dividend

- Bearer share

CHF 12.00

CHF 10.00

- Registered share

CHF 2.40

CHF 2.00

Extraordinary dividend

- Bearer share

CHF 15.00

- Registered share

CHF 3.00

Long term objective of ACBU

Strategic objective	Actions
Grow as a global player	<ul style="list-style-type: none">▼ Reducing dependence from Europe by expanding into attractive geographies (by size and/or growth speed): North America, Asia-Pacific, South America, Eastern Europe
Become a recognized market player	<ul style="list-style-type: none">▼ Strengthening position in both Industrial and Building Automation industry by renewing and completing the current product portfolio towards selected market segments▼ Developing a recognized position in the Energy industry by leveraging on current leading offering in energy metering and efficiency monitoring
Become a simple effective/efficient organization	<ul style="list-style-type: none">▼ Improving and streamlining key internal processes in order to reduce both the lead time and the time to market▼ Optimizing logistics network and flows in order to improve the service level▼ Continuous focus on product quality and reliability▼ Continuous focus on production efficiency



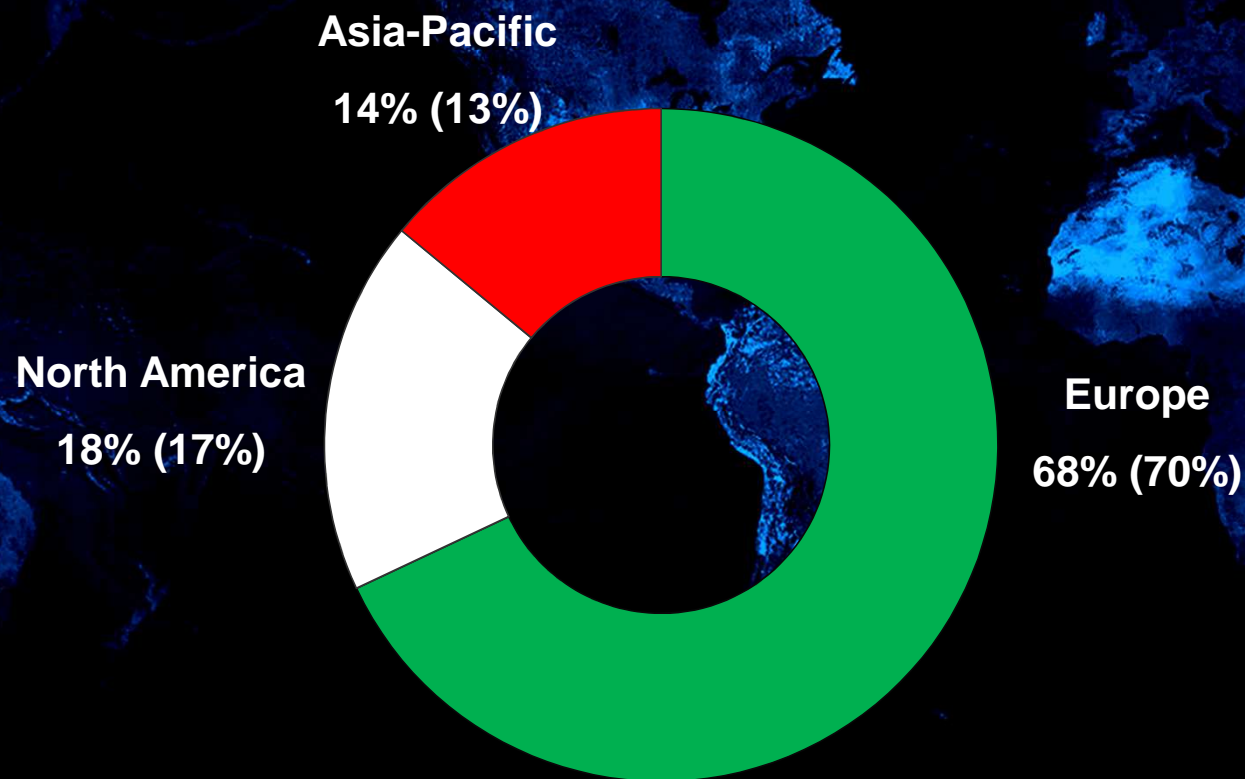
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Automation Components

Vittorio Rossi
CEO



Automation Components (ACBU) 2013/14 Revenue Distribution by Region



Automation Components General overview - Geography

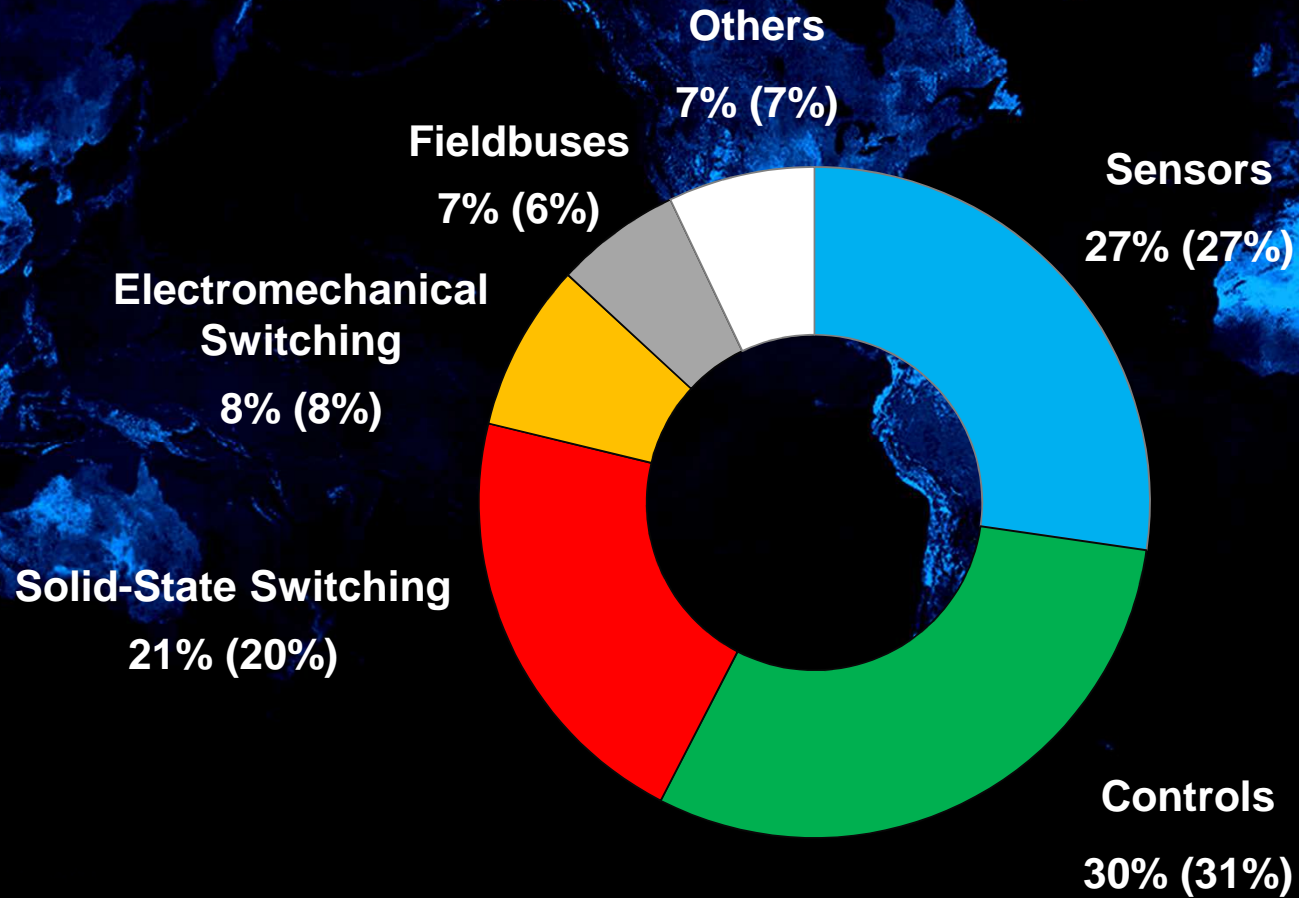
▼ Revenues

- Europe: - 2.3% (local currency)
- North America: + 5.8% (local currency)
- Asia-Pacific: +12.4% (local currency)

▼ Business development focus

- Ongoing initiatives towards distributors in North America
- Development of direct business in Taiwan
- Dedicated sales and marketing activities in China (+20.5% in local currency)

Automation Components 2013/14 Revenue by Product Line



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Automation Components (ACBU) Product Innovation (1/5)

R&D Competence Centers

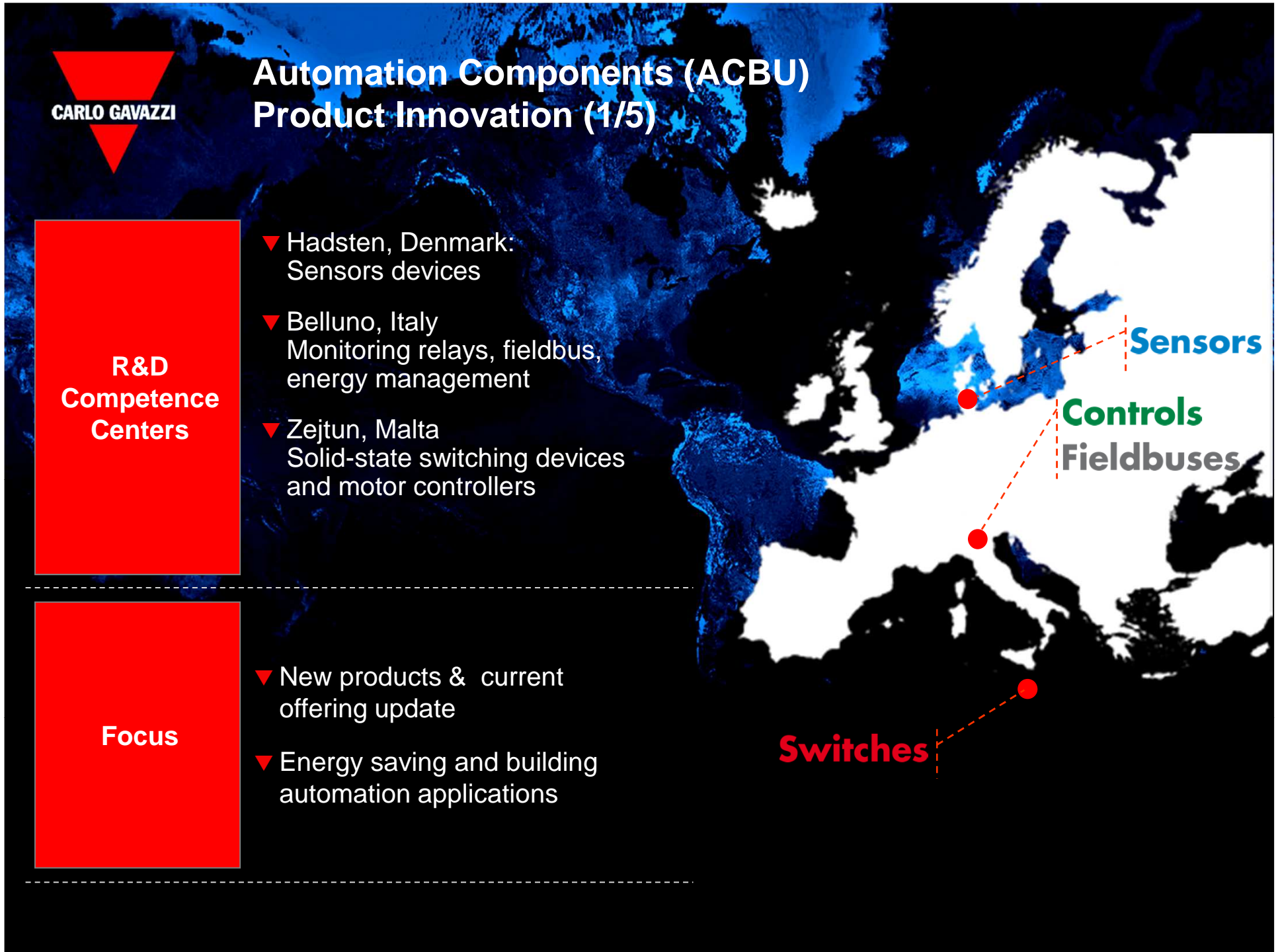
- ▼ Hadsten, Denmark:
Sensors devices
- ▼ Belluno, Italy
Monitoring relays, fieldbus,
energy management
- ▼ Zejtun, Malta
Solid-state switching devices
and motor controllers

Focus

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

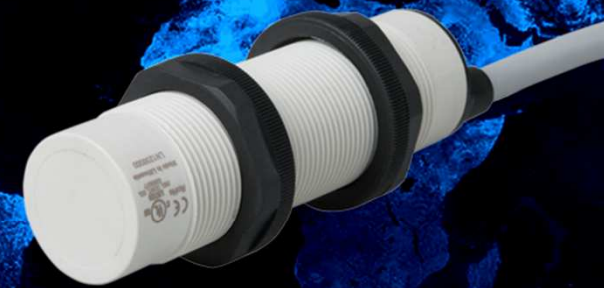
Switches

Sensors
Controls
Fieldbuses





Automation Components (ACBU) Product Innovation (2/5)



Capacitive sensors with
multi-voltage power supply

CA30 series



Automation Components (ACBU) Product Innovation (3/5)



Compact general purpose
soft starter

RSGD series



Automation Components (ACBU) Product Innovation (4/5)



Quick-fit dual energy meter

EM270 series



Automation Components (ACBU) Product Innovation (5/5)



Carpark master zone counter

GPMZC-SET

Outlook

- ▼ We aim to increase revenues at a higher rate than market growth
- ▼ The strategy to achieve this challenging goal is based on:
 - ▼ Consolidation of today's business
 - ▼ Entry in new markets exploiting organic growth



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Financial Highlights 2013/14

Anthony M. Goldstein
Chief Financial Officer

Income Statement

(in CHF million)

	2013/14	2012/13	Change
Bookings	141.3	140.6	+ 0.5 %
Operating revenue	140.6	138.3	+ 1.7 %
Gross profit	78.1	76.9	+ 1.6 %
▪ in % of revenue	55.6 %	55.6 %	
Other op. income (exp.), net	(0.5)	(0.6)	
EBITDA	19.0	19.3	- 1.6 %
EBIT	15.7	15.9	- 1.3 %
▪ in % of revenue	11.1 %	11.5 %	
Earnings before taxes	14.7	16.4	- 10.4 %
Net income	11.2	12.5	- 10.4 %
▪ per bearer share (CHF)	15.69	17.62	

Analysis of net income

(in CHF million)

	2013/14	2012/13
Net income	11.2	12.5
Less exchange gain	-	(0.4)
Add exchange loss	1.0	-
Adjusted net income	12.2	12.1

Balance Sheet

(at March 31, in CHF million)

	2014	2013	Δ CHF
Current assets	105.4	114.4	- 9.0
▪ whereof cash	47.1	53.0	- 5.9
Non-current assets	23.2	22.3	+ 0.9
▪ whereof goodwill	6.7	6.7	-
Liabilities	35.4	35.6	- 0.2
▪ whereof interest-bearing	1.1	0.9	+ 0.2
Shareholders' equity	93.2	101.2	- 8.0
▪ equity ratio	72.5 %	74.0 %	
Total	128.6	136.8	- 8.2

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

2014

101.2

74.0 %

11.2

- 1.0

- 17.8

- 0.4

93.2

72.5 %

12.0 %

33.2 %

2013

96.3

72.9 %

12.6

+ 1.1

- 8.5

- 0.3

101.2

74.0 %

12.4 %

32.3 %

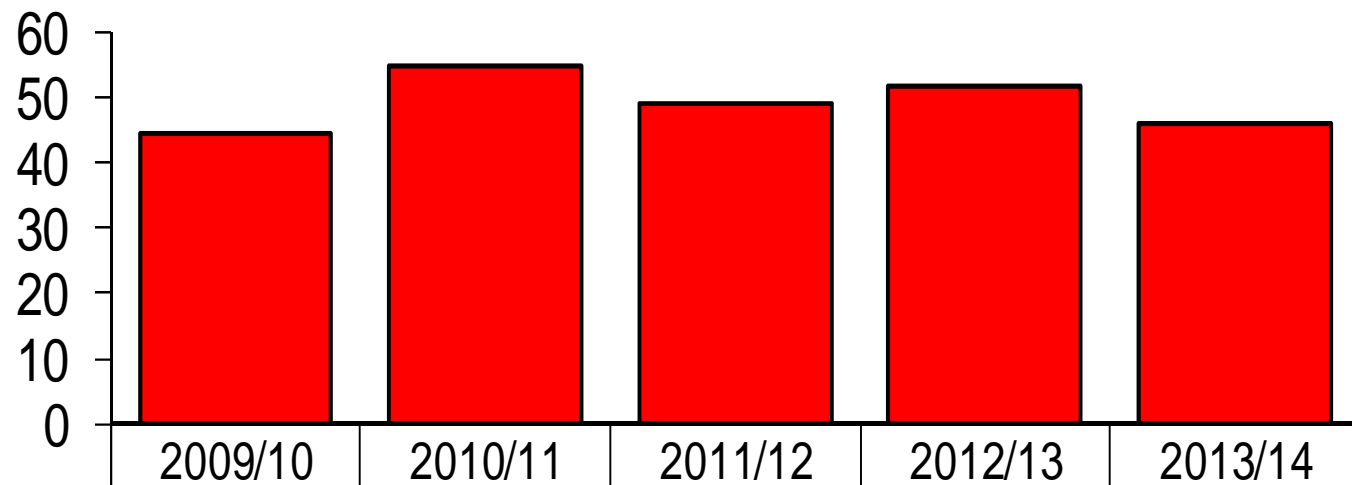
Cash Flow Summary

(in CHF million)

	2013/14	2012/13
Cash flow from operating activities	15.6	13.4
Cash flow from investing activities	- 3.3	- 2.9
Cash flow from financing activities	- 17.6	- 9.2
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Change in cash and cash equivalents	- 5.3	1.3

Net Cash Position

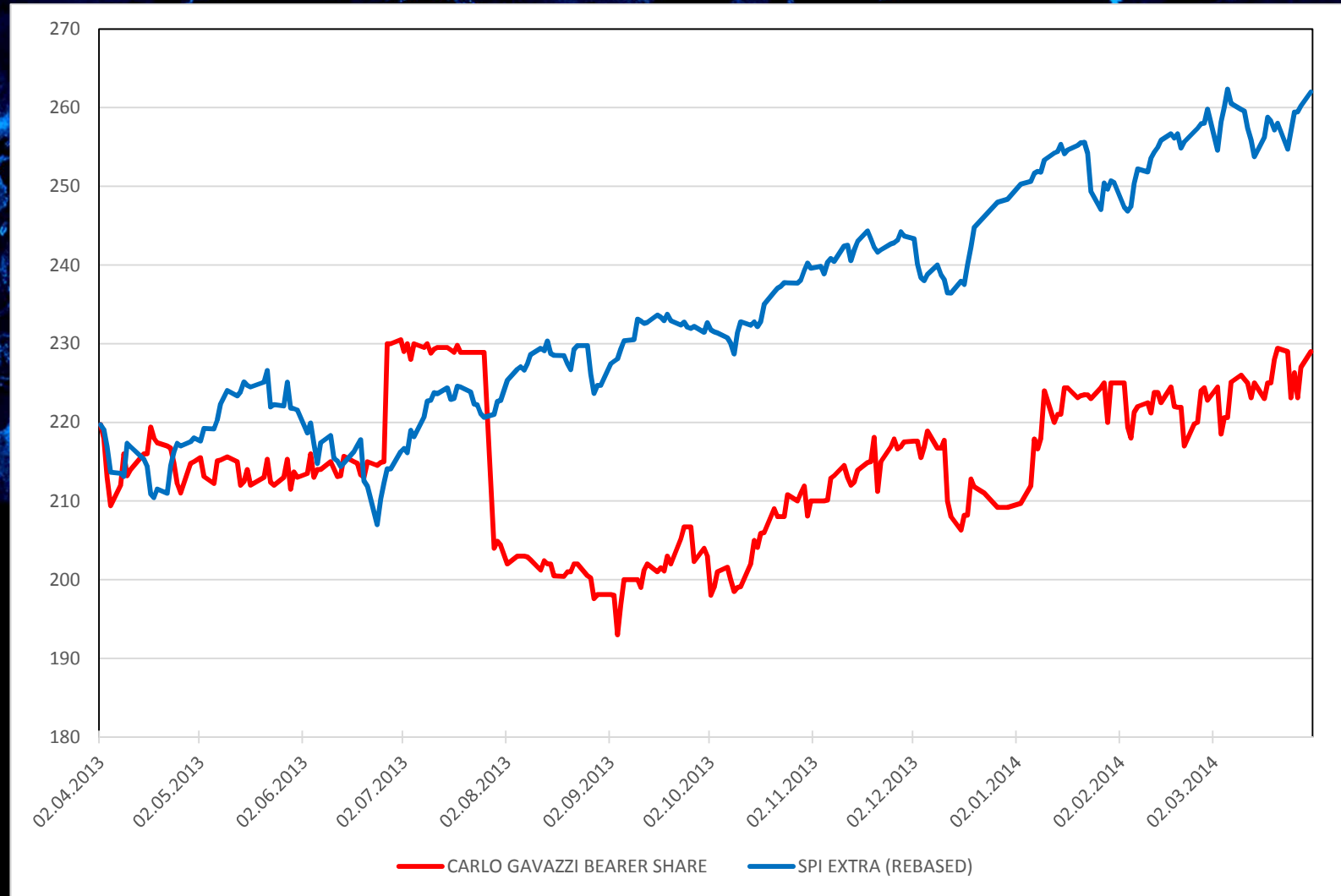
CHF million



■ net cash position	44.4	55.1	49.2	52.0	46.1
interest, net	-0.2	0.1	-	-	-

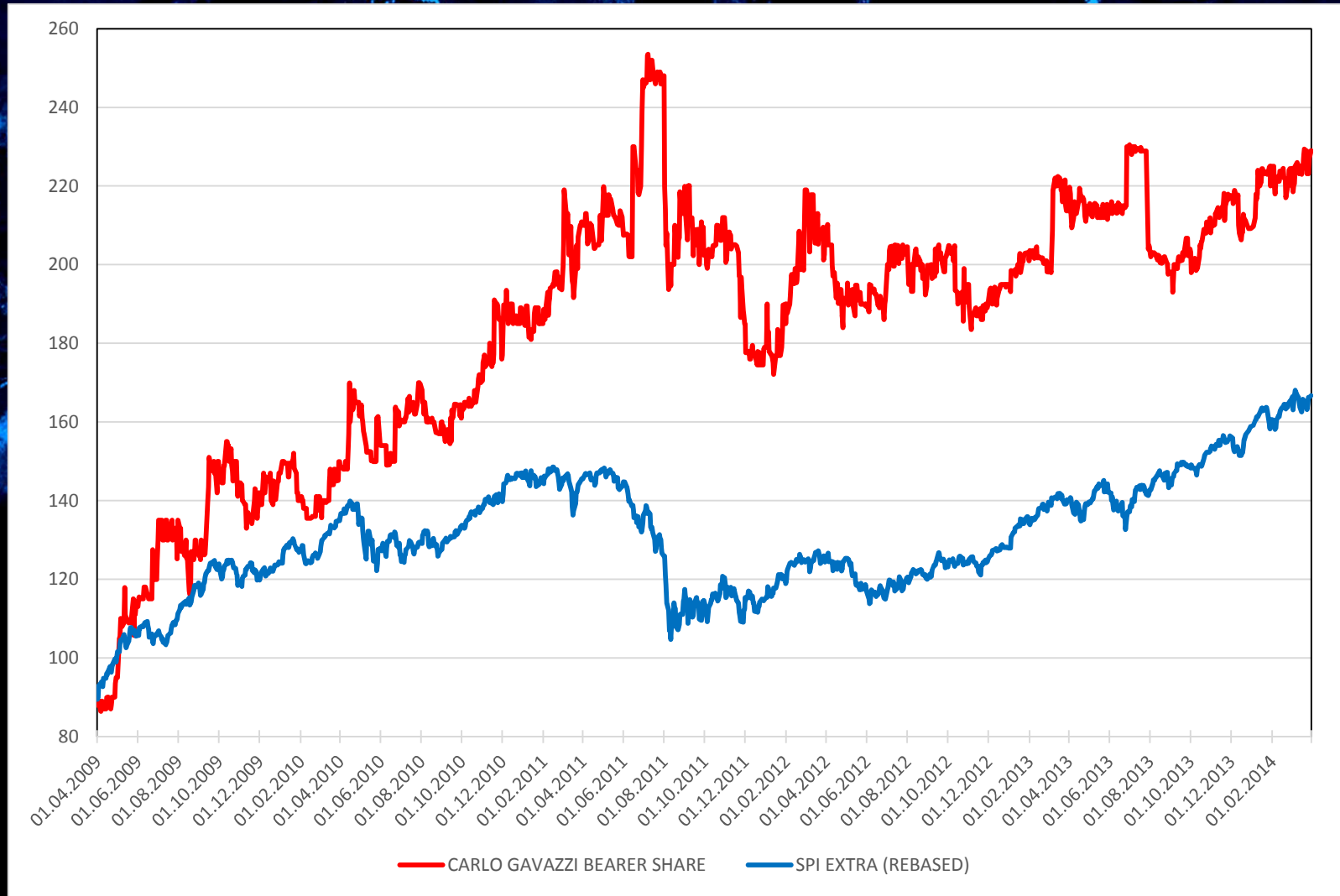
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Share Price Development 1.4.2013 – 31.3.2014



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Share Price over 5 Years



A world map with a blue and black color scheme. A large red double-headed arrow is centered over the map. The name 'CARLO GAVAZZI' is written in white, bold, uppercase letters across the center of the arrow.

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