



Investora
Zürich, 14th September, 2023

Carlo Gavazzi Holding AG

Electronic Equipment
for Industrial and Building Automation

Disclaimer and cautionary statement

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
- other key factors that we have indicated could adversely affect our business and financial performance which are contained in other parts of this document and in our past and future filings and reports, including those filed with the SIX Swiss Exchange.

Although Carlo Gavazzi Group believes that its expectations reflected in any such forward-looking statements are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved.

This presentation may contain certain financial information that are presented for illustrative purposes only. They may not give a true or full picture of the financial position or results of operations of the company.

This presentation does not constitute an offer or an invitation for the sale or purchase of securities in any jurisdiction.

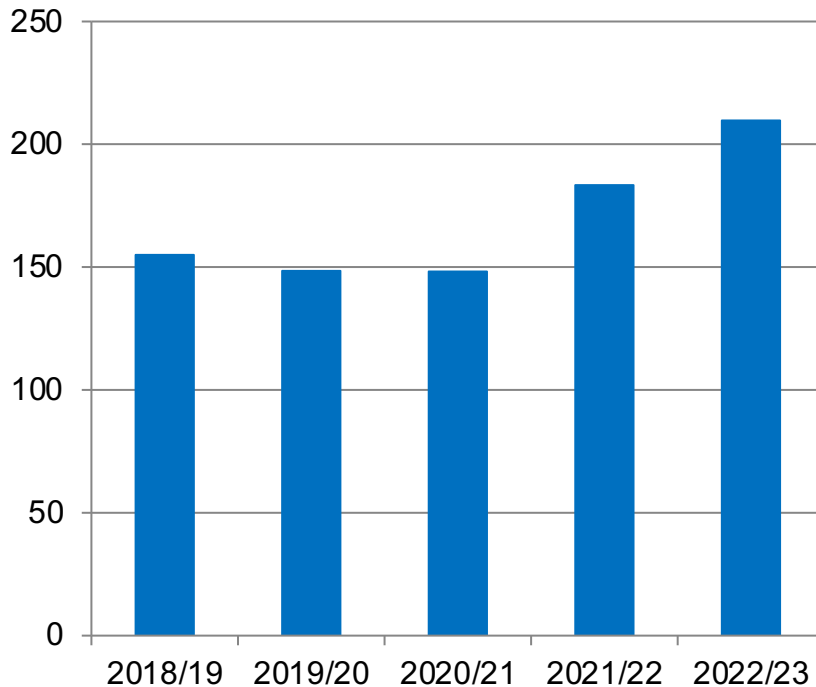
By attending this presentation or by accepting any copy of materials presented, you agree to be bound by the foregoing limitations.

It's all about automation

Carlo Gavazzi, headquartered in Steinhausen ZG (SIX ticker symbol: GAV), is an international group active in designing, manufacturing and marketing electronic equipment targeted at the global markets of industrial and building automation.



Revenue from sale of goods (CHF million)

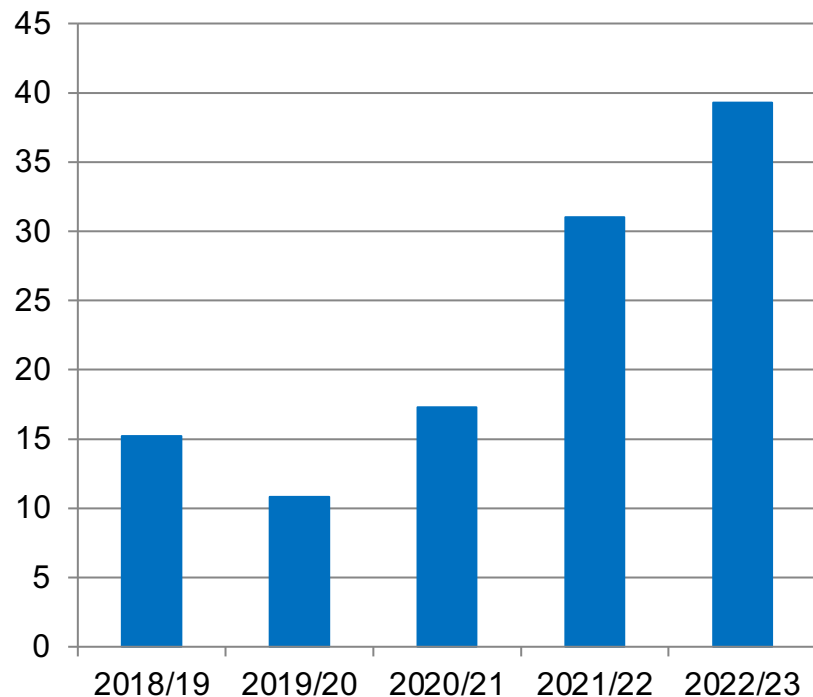


Solid revenue:

- Products remain the cornerstone of the company
- Industry strategy and meaningful innovation create differentiated value
- Focus on high-growth industries

On the growth track - EBIT

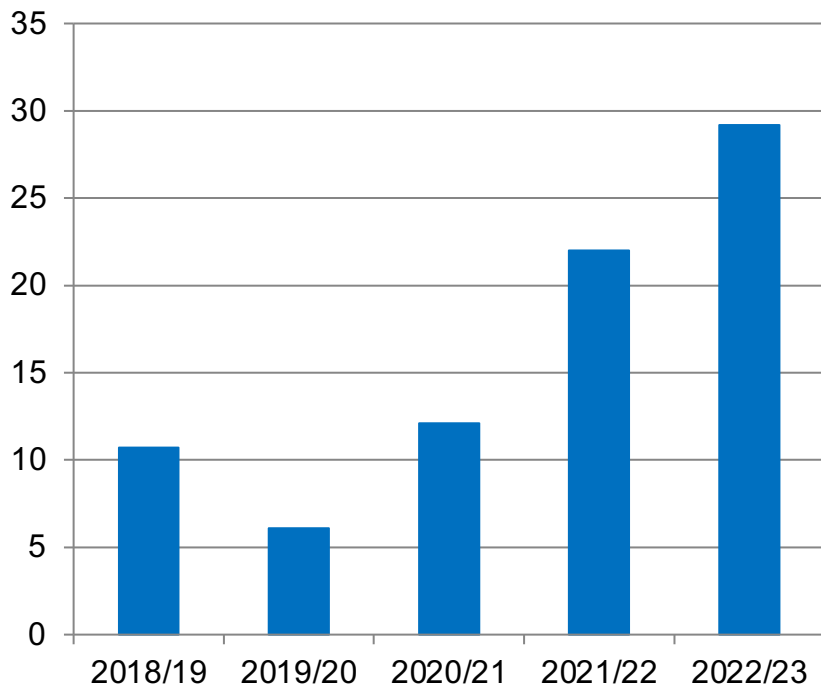
EBIT (CHF million)



Solid operations:

- Gross profit consistently above 50%
- Strong EBIT growth over the last few years
- 2022/23 EBIT margin of 18.8% (+1.9 pts vs previous year)

Net profit for the year (CHF million)

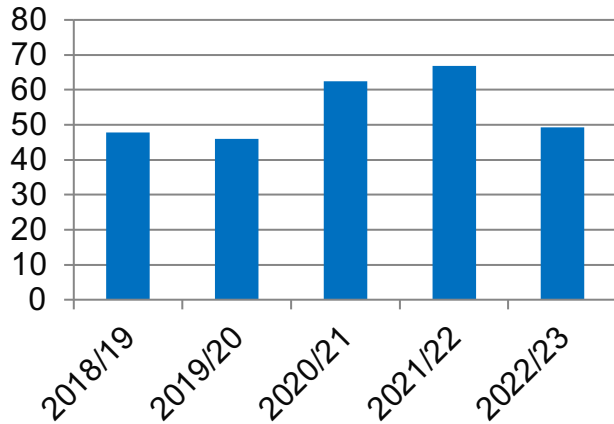


Solid financials:

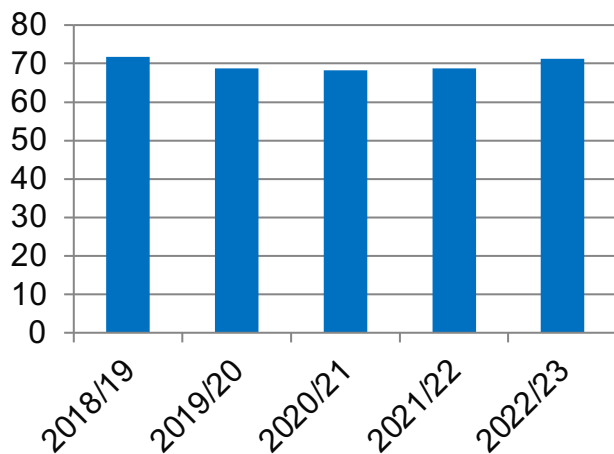
- Continued strict cost control
- EBIT and net profit grow faster than revenues
- Two decades track record of positive net profit

Strong balance sheet – Balance sheet

Net cash position (CHF million)



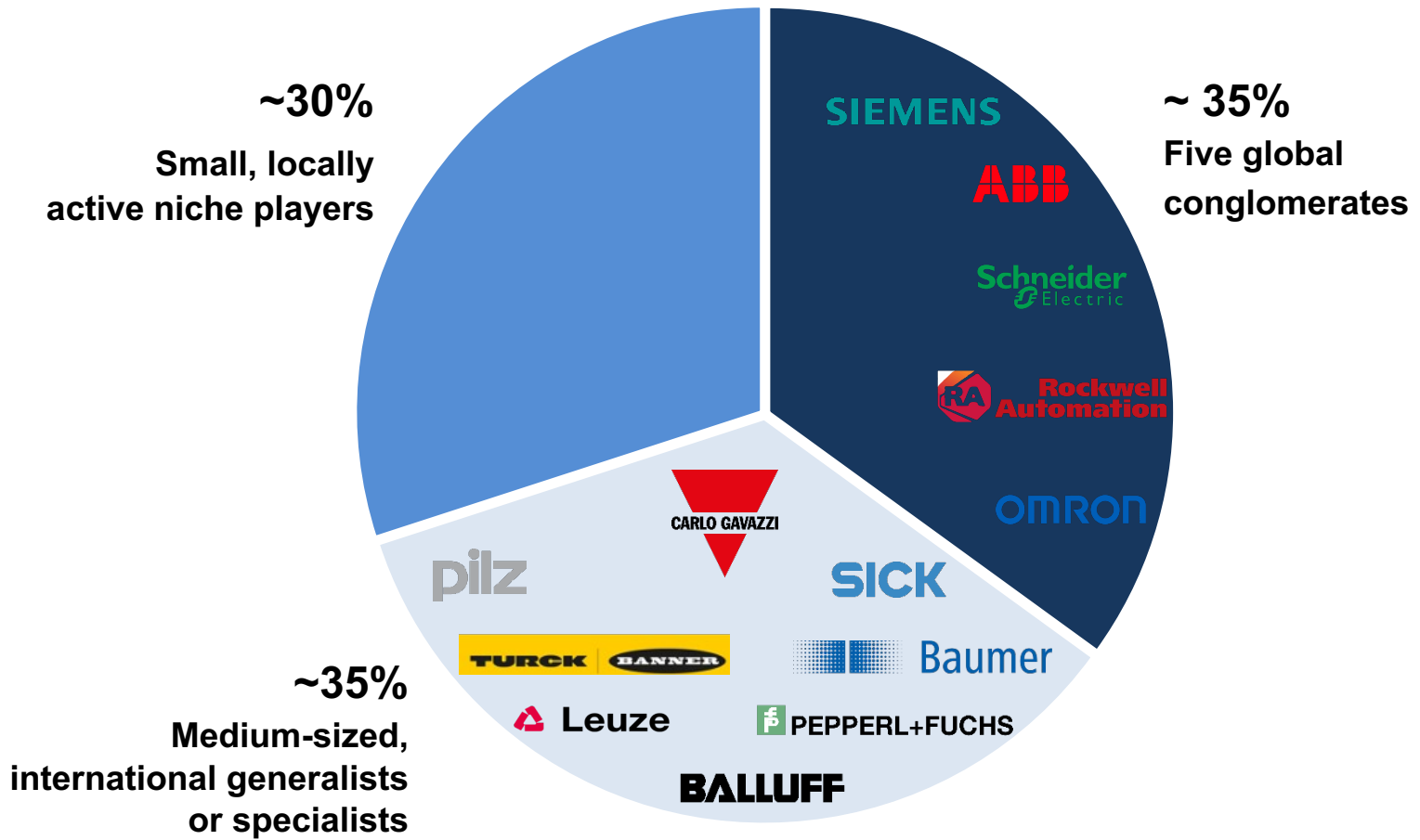
Equity ratio (%)



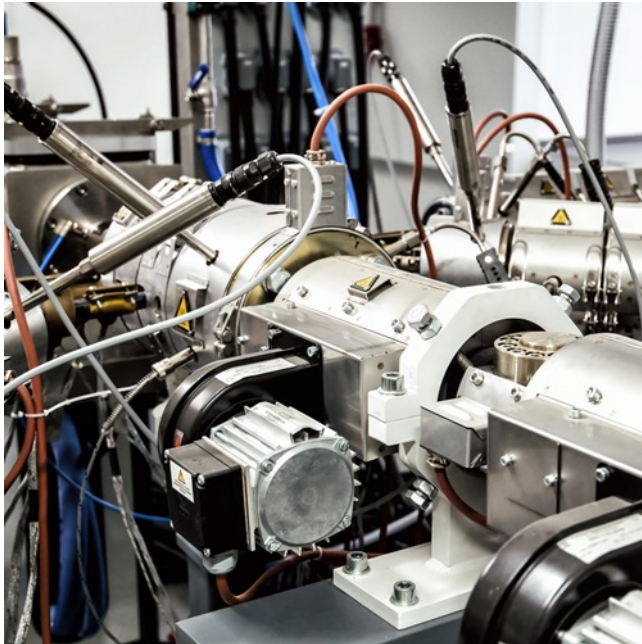
Solid balance sheet:

- No-risk is part of the family company's DNA
- Traditionally big cash position
- High equity ratio thanks to consistent low-debt policy

Market landscape



Carlo Gavazzi Automation Components



Industrial automation



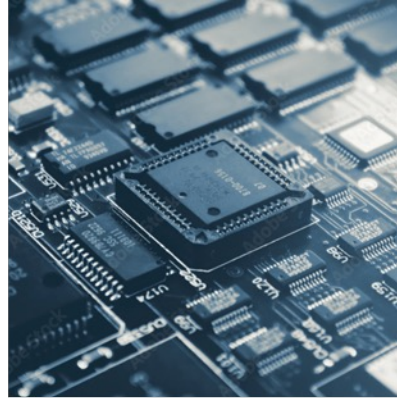
Building automation

Automation Components is the core business operated by the Carlo Gavazzi Group, providing solutions for the industrial and building automation industries. Original equipment manufacturers (OEMs), system integrators, and distributors are our effective channels to meet our strategic industry initiatives.

Industries – Industrial automation



Agriculture



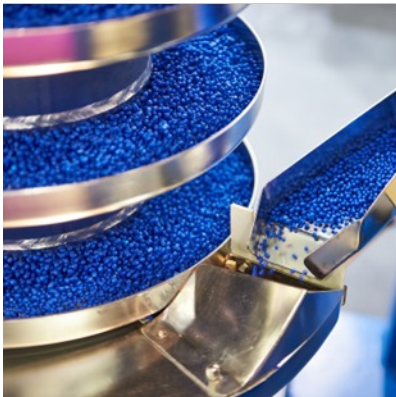
Semiconductors



Food and beverage



Mobile equipment



Plastics and rubber



Conveyors



Manufacturing machinery

Industries – Building automation



EV charging stations



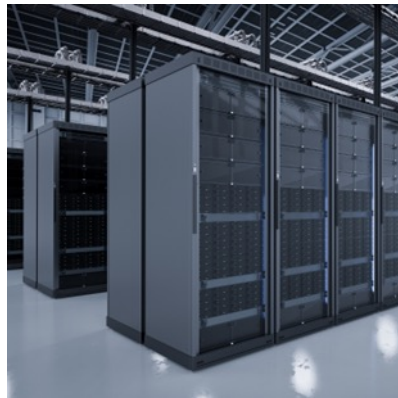
Energy and building efficiency



Access controls



HVAC



Data centre



PV energy storage systems

The Automation Components business unit provides a wide array of Sensors focusing our expertise on offering state-of-the-art product solutions to meet the challenging application requirements of our strategic industries.

Sensors



Sensors

- Photoelectric sensors
- Capacitive sensors
- Ultrasonic sensors
- Magnetic sensors
- Connectivity and industrial networking
- Level sensors
- Vehicle loop detectors
- Limit switches



Safety

- Safety controllers
- Safety switches
- Safety fieldbus

The Automation Components business unit provides a wide array of Switches focusing our expertise on offering state-of-the-art product solutions to meet the challenging application requirements of our strategic industries.

Switches



Solid state relays

- PCB mount
- DIN rail mount
- Panel mount
- Heatsinks



**Soft starters and
Frequency drives**

- Soft starters
- Frequency drives



**Power supplies
and UPS**

- Open-frame power supply
- Industrial DIN rail power supply
- Low profile plastic DIN rail power supply
- UPS




**Industrial relays
and Sockets**

- Industrial relays
- Power relays
- Slim relays
- Relay sockets


The Automation Components business unit provides a wide array of Controls focusing our expertise on offering state-of-the-art product solutions to meet the challenging application requirements of our strategic industries.

Controls



Energy meters, analysers and current transformers

- DIN rail mount
- Panel mount
- Panel mount with plug-in modules
- Transducers
- Multi-load metering
- DC metering
- Solid core CT
- Split core CT
- Rogowski coil




IIoT data management, communication and control

- Multi-function IIoT Edge
- Gateway
- Pulse concentrator
- Advanced HMI
- Cloud and Software




IIoT field devices

- Master, repeater and gateway
- Sensors
- I/O modules
- Actuators
- Fire damper unit



Monitoring relays

- 3-phase voltage
- 1-phase AC/DC voltage
- AC/DC current
- Earth leakage
- Frequency
- Temperature
- Power
- Pump alternating



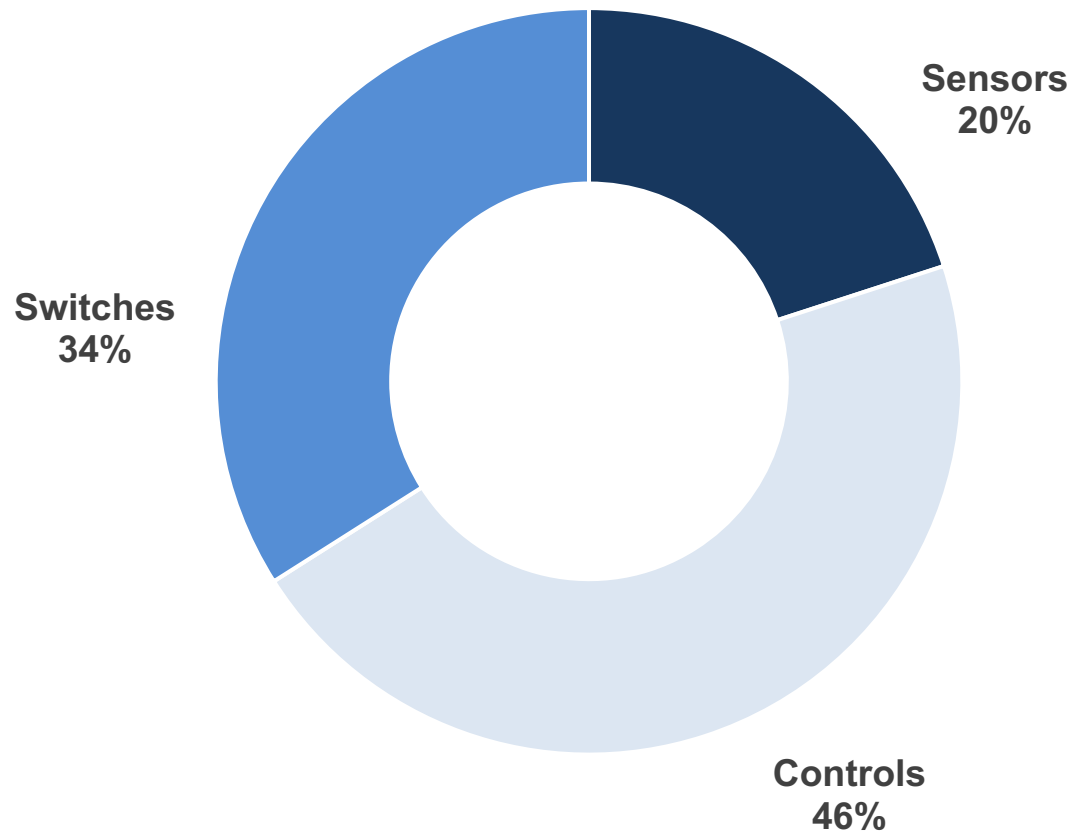
Timers

- ON/OFF delay
- Interval
- Recycler
- Star-delta
- Multifunction



2022/23 Revenue by Product Line

Positive growth rates from all product lines



Broad-based business – customer and country-wise

- ▼ Own sales companies in 23 countries
- ▼ Around 60 independent national distributors
- ▼ No customer with sales >10% of total revenue

Sales Companies

Asia Pacific

China, Hong Kong, Malaysia, Singapore, Taiwan

Americas

Brazil, Canada, Mexico, US

Europe & EEMEA

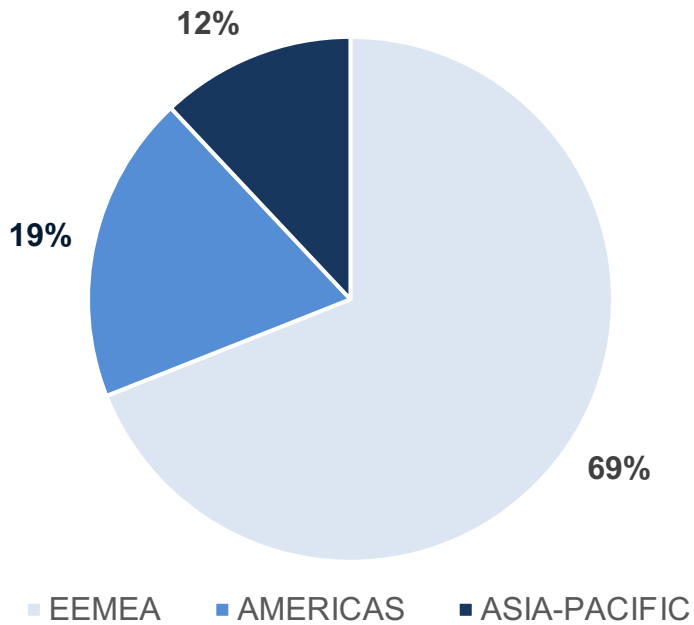
Austria, Belgium, Denmark, Finland, France, Germany, Great Britain, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland



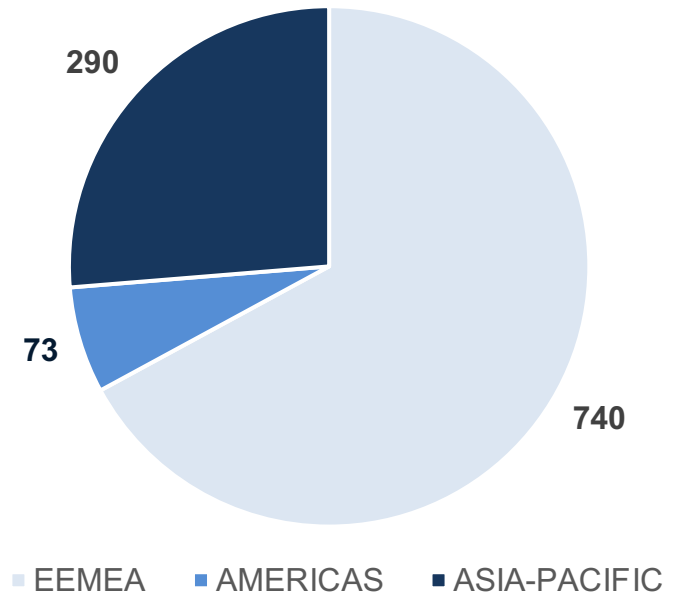


Key figures in FY 2022/23

Revenue distribution
CHF 209.6 million turnover



Employees distribution
1.103 people



R&D Competence Centers and Production Sites

- ▼ **Hadsten, Denmark** ■★
Sensor devices
- ▼ **Belluno, Italy** ■●★
Energy management, Monitoring relays, Fieldbus
- ▼ **Zejtun, Malta** ■●★
Solid state switching devices and motor controllers
- ▼ **Kaunas, Lithuania** ●

- ▼ **Kunshan, China** ■●
Energy management, Monitoring relays, Solid state switching and Sensor devices

■ Research and Development

● Production

★ Product Management



Industry-oriented products – EV Charging

DC energy
transducers



1-phase
energy
analyzers



3-phase
energy
analyzers



EV CHARGING
solutions



CARLO GAVAZZI

Industry-oriented products – Energy and building efficiency

Wireless
M-Bus 3-phase
energy
analyzers



Inductive
full metal
IO-Link
sensors



Monitoring
gateways and
controllers



ENERGY AND BUILDING EFFICIENCY
solutions

Industry-oriented products – Mobile equipment

**Safety
magnetic
sensors**



**Inductive
full metal
IO-Link
sensors**



**E1 mark
inductive
sensors**



MOBILE EQUIPMENT

solutions

3-phase
solid state
contactors



1-pole
solid state
contactors



Solid state
relays for IIoT



PLASTICS AND RUBBER

solutions



CARLO GAVAZZI

Industry-oriented products – HVAC

**3-phase
general purpose
motor soft
starters**



**1-phase
dynamic
motor
starters**



**3-phase
compressor
soft starters**



**HVAC
solutions**





CARLO GAVAZZI

Industry-oriented products – Conveyors



Inductive sensors with rotatable head

Inductive IO-Link sensors

Laser time-of-flight IO-Link sensors

CONVEYORS

solutions

Industry-oriented products – Food and beverage

Miniature
solid state
relays



Panel
mount
solid state
relays



Dual pole
solid state
relays



FOOD AND BEVERAGE

solutions

- ▼ Commitment to operational excellence and anticipating core market trends
- ▼ Ability to adapt to changing conditions and increased presence in high growth industries will generate a continuous favorable outcome
- ▼ Incoming orders expected to slow down somewhat in the short term.
- ▼ Differentiation and investments to maintain positive sales growth rates during the next three to five years
- ▼ Acceleration of investments to fulfil customer requirements and to further develop product offering and processes

Five reasons to invest in Carlo Gavazzi

- ▼ 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 attractive industries

Thank you!