



1H 2007 Company Results

October 3rd, 2007

STAR Conference - London





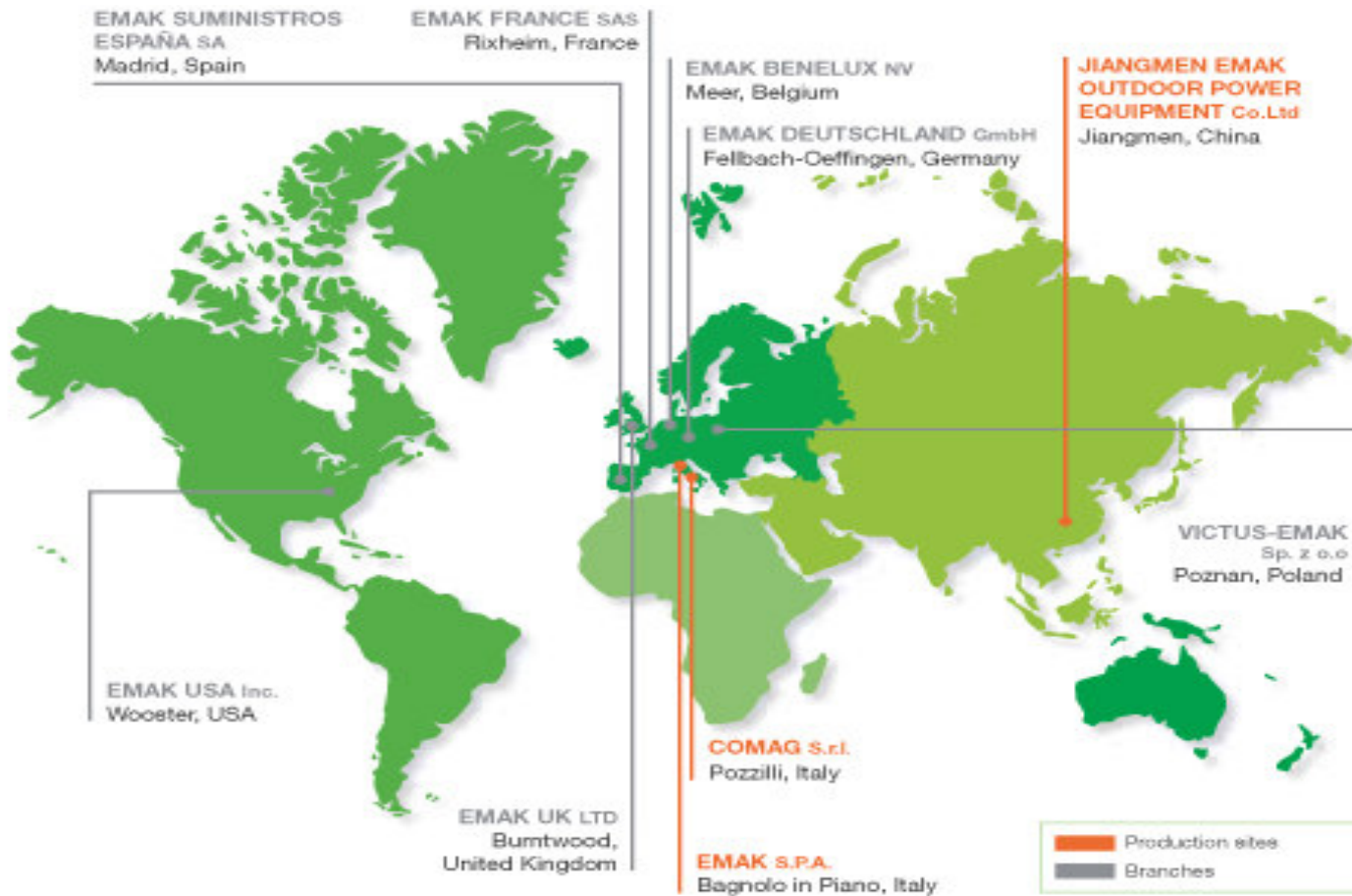
A wide range of products for gardening and forestry

One of the top five European Manufacturers of outdoor power equipment

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Emak Overview

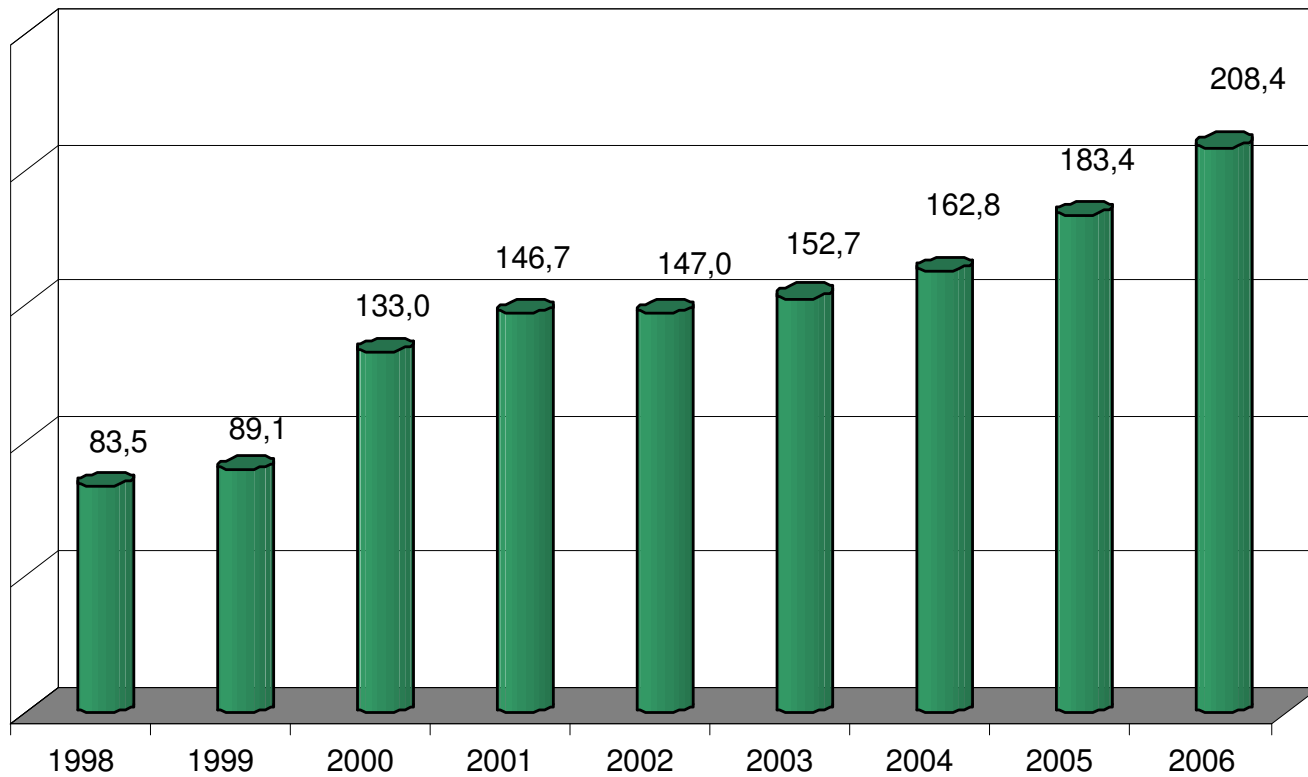


Emak Overview



Emak Overview

Sales, €/mln



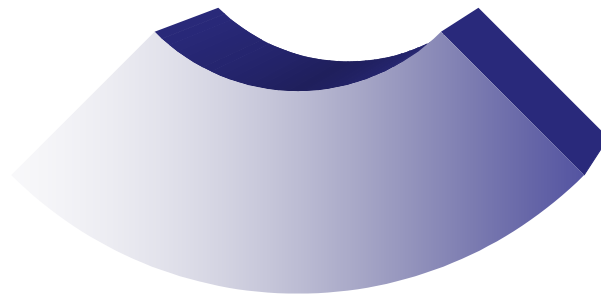
Emak Mission

“Leading edge solutions providing the best value for the Customer”



Customer satisfaction

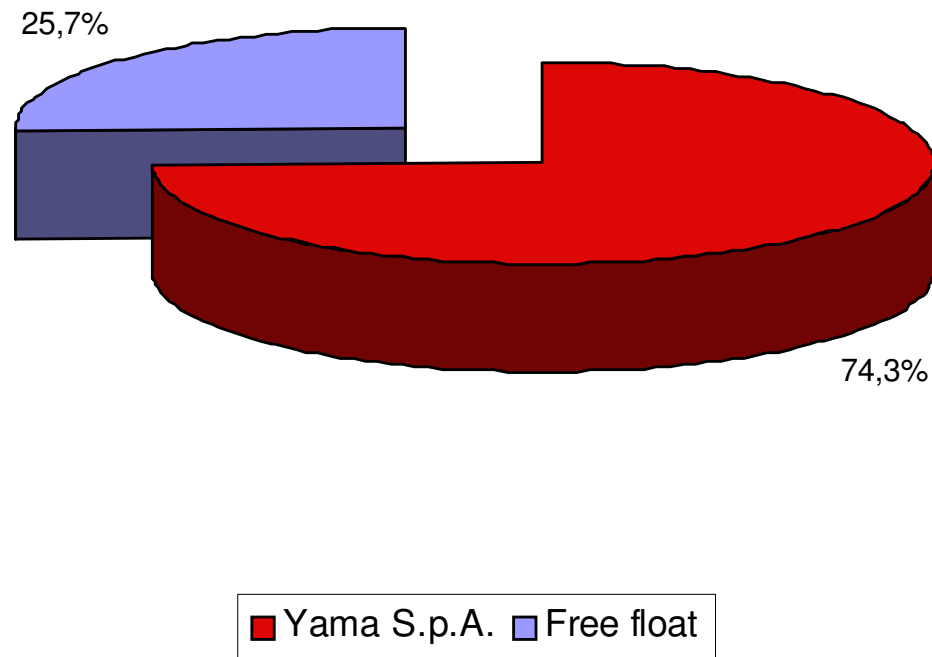
Value creation



EMAK STRATEGY



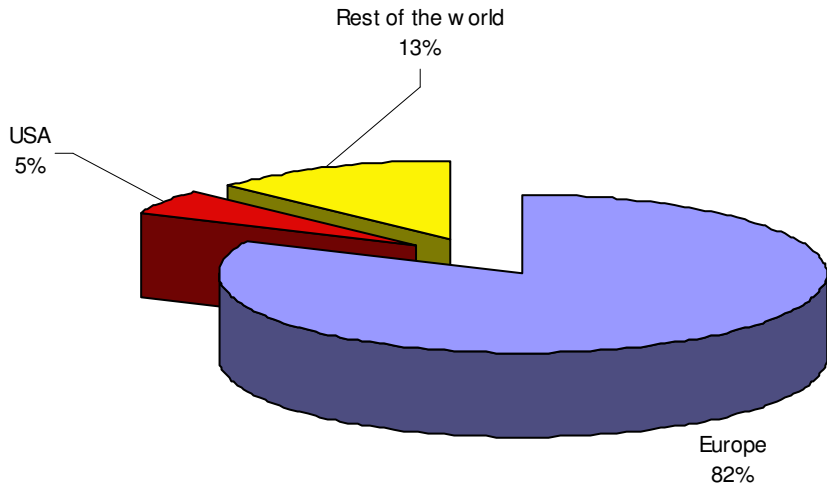
Major Shareholders at 30th June 2007



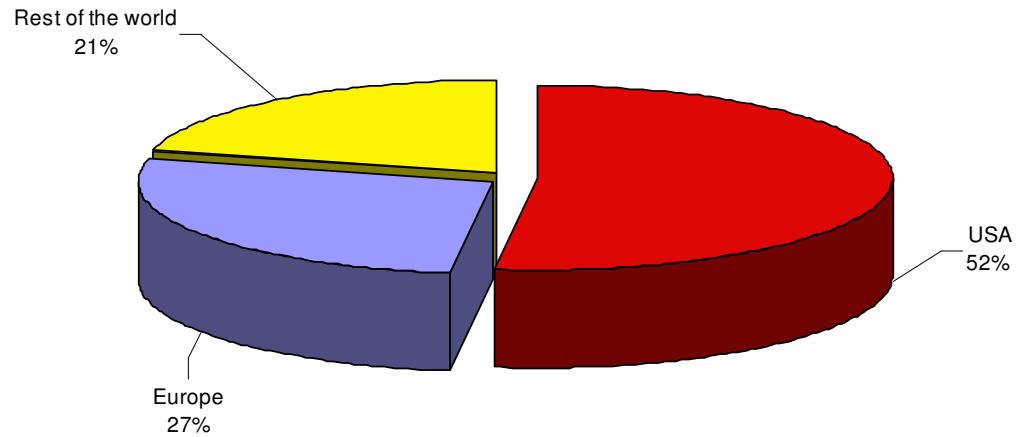
Outdoor Power Equipment Market

Value
~ 15-16 Billion €

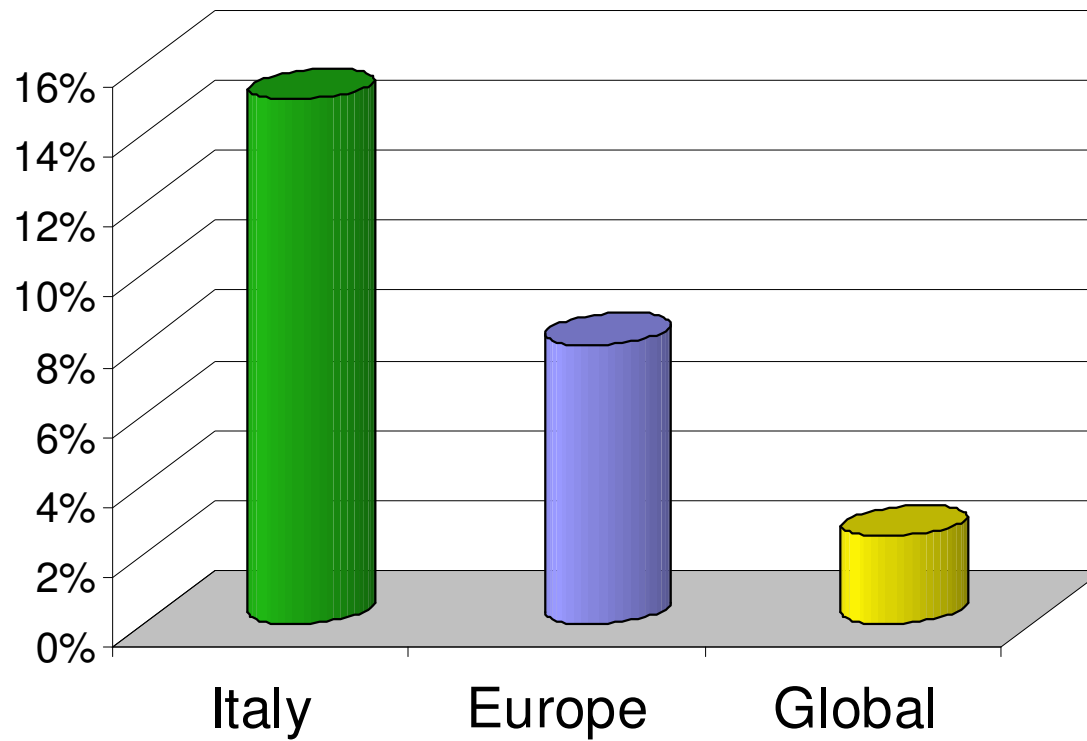
Emak sales breakdown



Global demand



Emak Market Share



Market Outlook

- ➔ More and more demanding end users
- ➔ Price Pressure
- ➔ Competitive pressure from Asian manufacturers
- ➔ Retailers consolidation
- ➔ Manufacturers consolidation
- ➔ More and more stringent emission regulations

Market Outlook

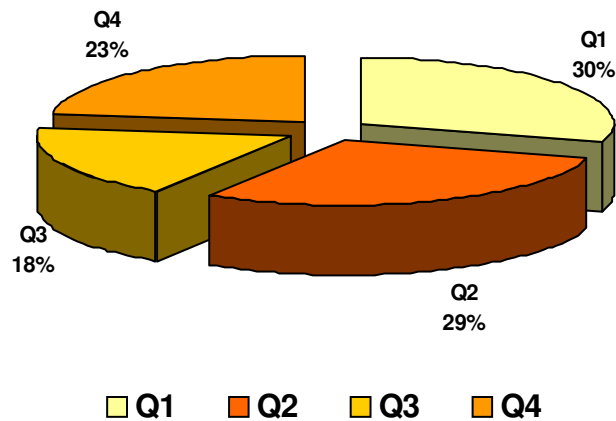
Key Drivers:

- ➔ GDP growth
- ➔ Increasing disposable income
- ➔ Growing number of householders
- ➔ Weather conditions

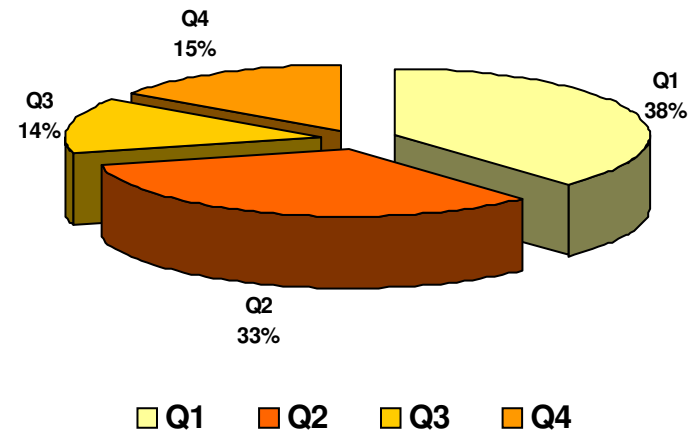
Seasonality

First half normally represents approx. 59% of sales and 71% of Ebitda

NET SALES
Average of total year (2004/2006)

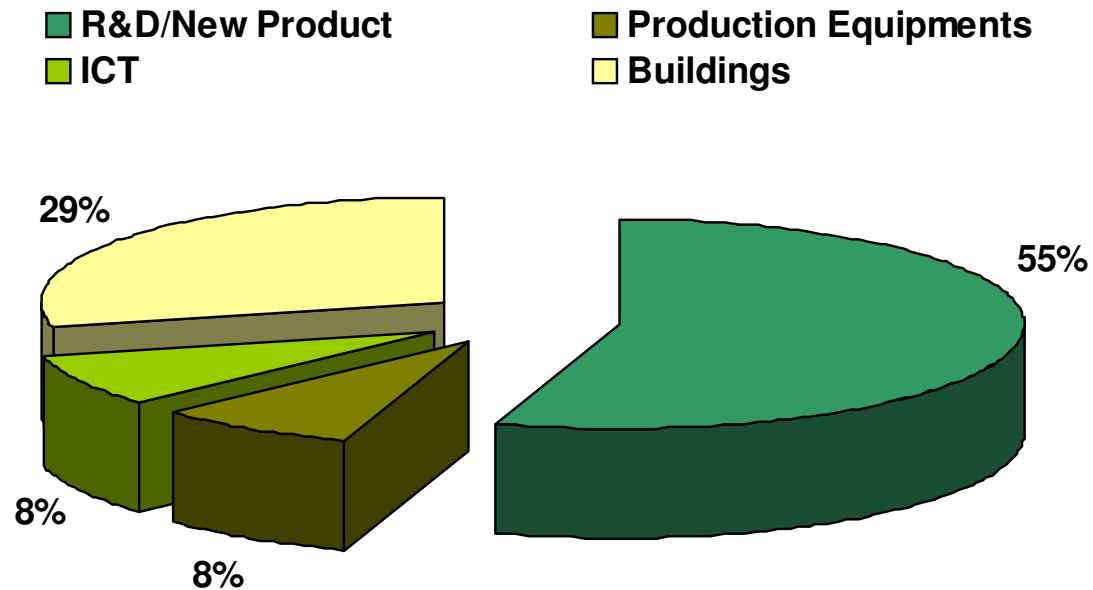


EBITDA
Average of total year (2004/2006)



Investment Policy

	2007/2009
CAPEX	32 mln €
Yearly Capex on sales	4,3%



Turnover Breakdown by Geographical Area

€/mln	1H 2007	% on tot.	1H 2006	% on tot.	Change
ITALY	23,2	17,8%	22,0	17,5%	5,0%
EUROPE	89,6	68,8%	85,9	68,3%	4,3%
REST OF THE WORLD	17,4	13,4%	18,0	14,2%	-2,9%
TOTAL	130,2	100,0%	125,9	100,0%	3,4%

Turnover Breakdown by Product Line

€/mln	1H 2007	% on tot	1H 2006	% on tot	Change
Brushcutters	29,7	22,8%	26,7	21,2%	11,5%
Chainsaws	15,7	12,1%	16,1	12,8%	-2,4%
Lawnmowers	24,6	18,9%	25,2	20,0%	-2,4%
Garden tractors	12,5	9,6%	12,1	9,6%	2,7%
Other products	35,7	27,5%	34,0	26,9%	4,8%
Spare parts and accessories	12,0	9,2%	11,8	9,4%	1,9%
Total	130,2	100,0%	125,9	100,0%	3,4%



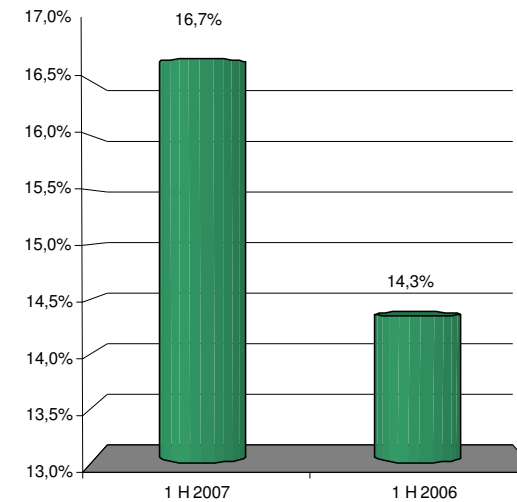
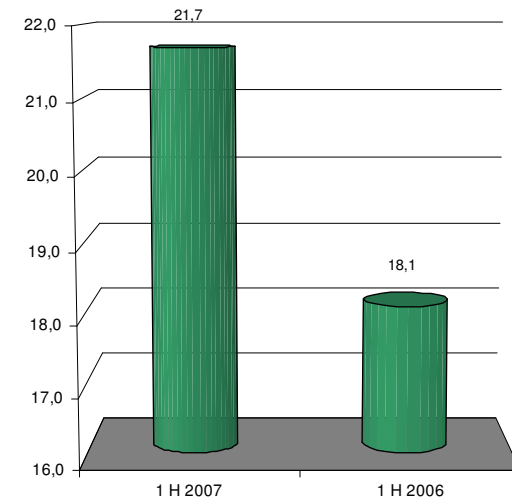
Economic and Financial Data

Consolidated P&L Accounts

€/mln	1H 2007	% on sales	1H 2006	% on sales	FY 2006	% on sales
Turnover	130,2	100,0%	125,9	100,0%	208,4	100,0%
Ebitda	21,7	16,7%	18,1	14,3%	25,1	12,0%
Ebit	19,0	14,6%	15,4	12,3%	19,8	9,5%
Group Net Profit	12,4	9,6%	9,0	7,1%	11,3	5,4%
EPS (€)	0,449		0,323		0,407	

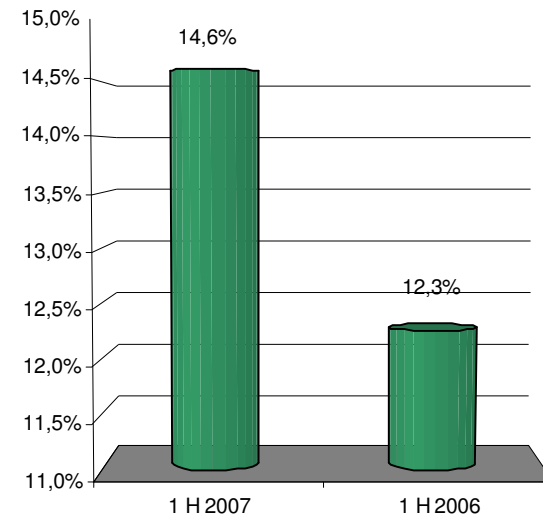
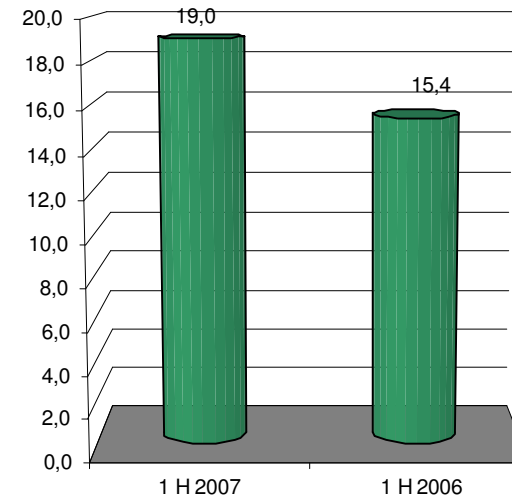
EBITDA

€/mln	1 H 2007	1 H 2006	Change
EBITDA	21,7	18,1	20,4%
EBITDA margin (%)	16,7%	14,3%	



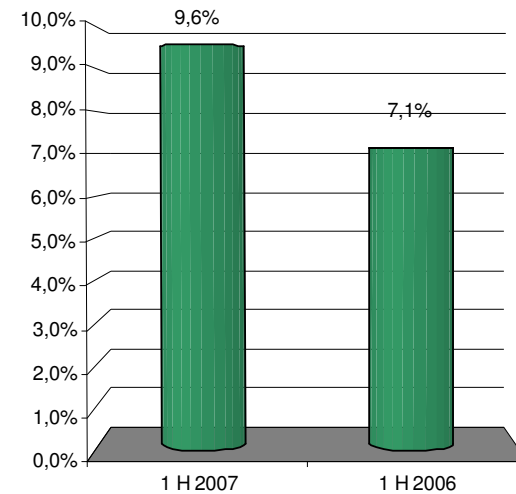
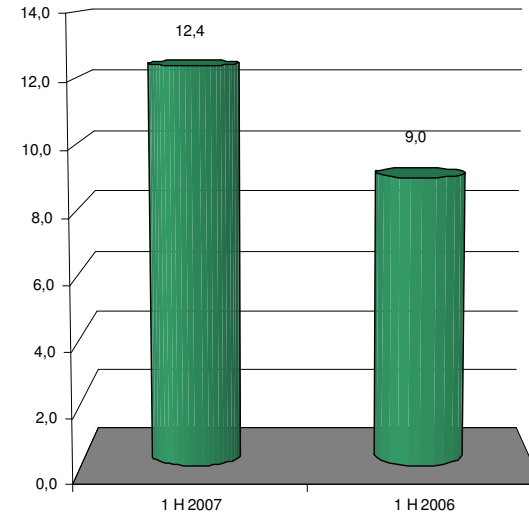
EBIT

€/mln	1 H 2007	1 H 2006	Change
EBIT	19,0	15,4	23,1%
EBIT margin (%)	14,6%	12,3%	



Net Profit

€/mln	1 H 2007	1 H 2006	Change
Net profit	12,4	9,0	38,6%
Net profit / Net sales (%)	9,6%	7,1%	



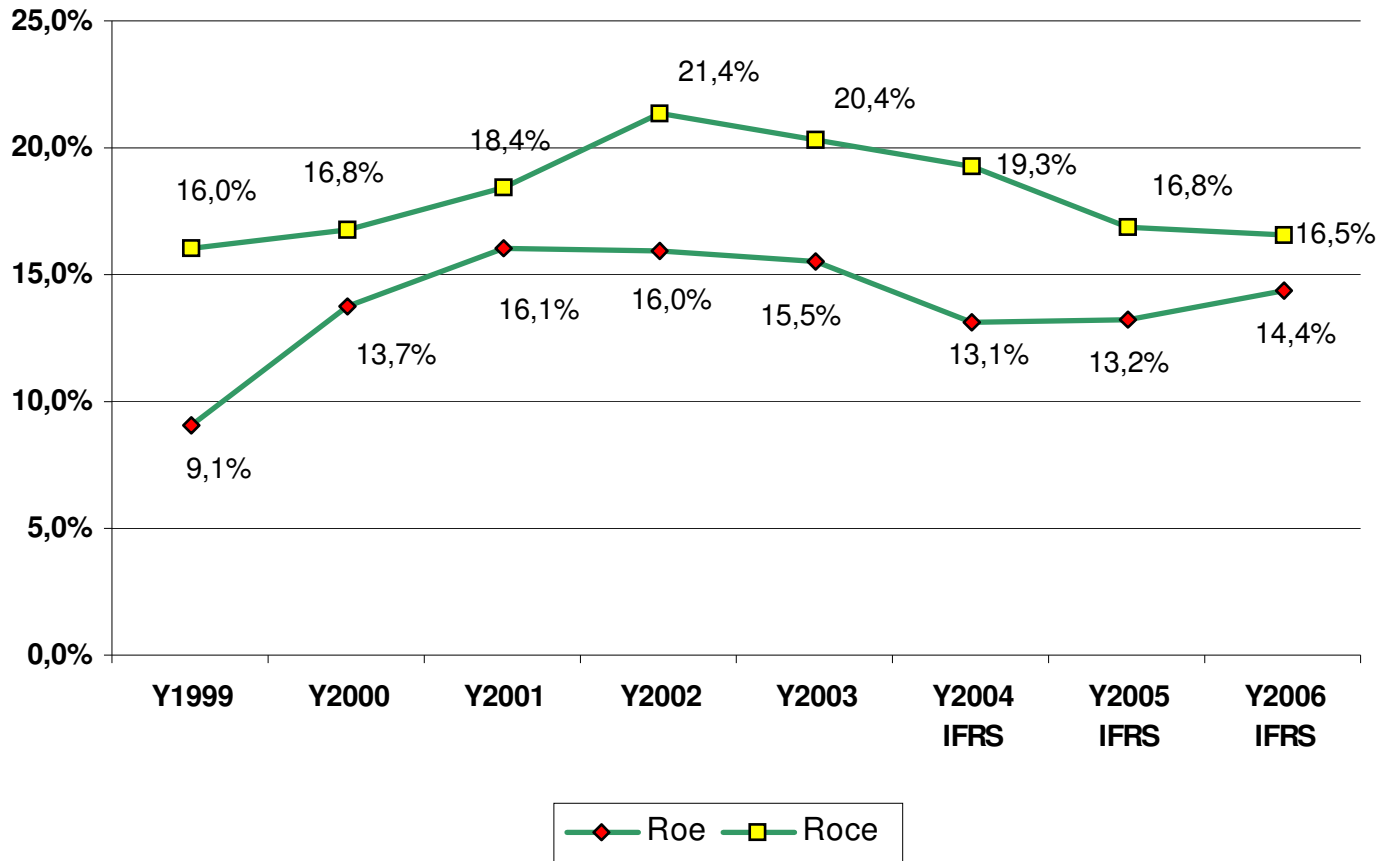
Consolidated Assets and Liabilities

€/mln	30.06.2007	31.12.2006	30.06.2006	31.12.2005
Net fixed assets	39,7	38,0	34,7	34,8
Net current assets	80,7	81,7	74,7	66,4
Net capital employed	120,4	119,7	109,4	101,2
Net Equity	89,6	81,3	79,0	74,9
Minority interests	0,5	0,5	0,4	0,5
Net financial debt	30,3	37,9	30,0	25,8
Debt/Equity	0,34	0,46	0,38	0,34

Cash Flow Statement

€/mln	30.06.2007	30.06.2006	31.12.2006
Opening financial debt	-37,9	-25,8	-25,8
Cash flow from operations	14,1	11,4	16,3
Change in operating assets and liabilities	1,5	-8,0	-15,4
Net capital expenditure in tangible and intangible fixed assets	-3,8	-2,8	-8,2
Dividend and others equity changes	-4,2	-4,8	-4,8
Net financial debt at the end of the period	-30,3	-30	-37,9
€/mln	30.06.2007	30.06.2006	31.12.2006
Inventories	4,4	-5,4	-8,4
Receivables	-12,0	-10,0	-2,4
Payables	6,9	4,0	-5,2
Others	2,2	3,4	0,6
Detail of change in operating assets and liabilities	1,5	-8,0	-15,4

Roe and Roce Evolution



Historical Growth and Profitability

CAGR 1999/2006	
Sales	12,9%
Ebitda	10,4%
Ebit	13,9%
Net profit	16,6%
Cash flow	10,1%

Estimated Growth Projections

CAGR 2007/2009	
Sales	10,0%
Ebitda	19,0%
Ebit	21,0%

Shareholders Value Creation

Total Return to Shareholders							
Year	2000	2001	2002	2003	2004	2005	2006
Share Performance Y/Y	13,3%	15,1%	1,3%	35,3%	18,6%	25,3%	1,5%
Dividends							
Distributed dividend (€ mln)	2,1	2,9	3,6	3,9	4,0	4,0	4,1
Dividend (€)	0,077	0,103	0,130	0,140	0,145	0,145	0,150
Yield Y/Y (%)							
	4,3%	5,0%	5,5%	6,0%	4,5%	3,8%	3,1%



Corporate Social Responsibility

SA 8000 Ethical Certification

ISO 14000 Environmental Certification

Contacts

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