



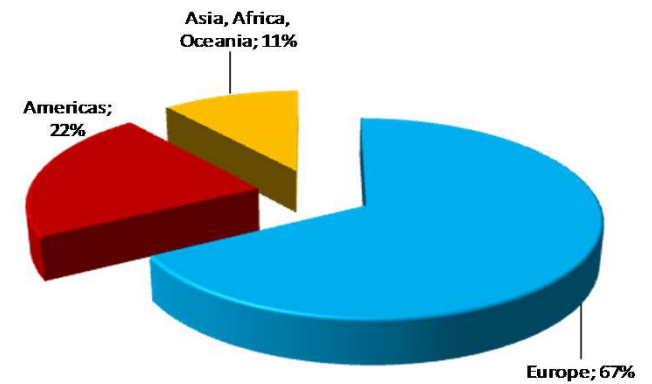
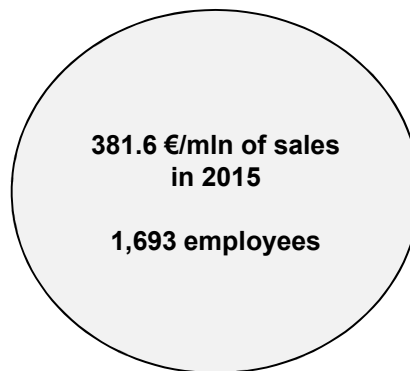
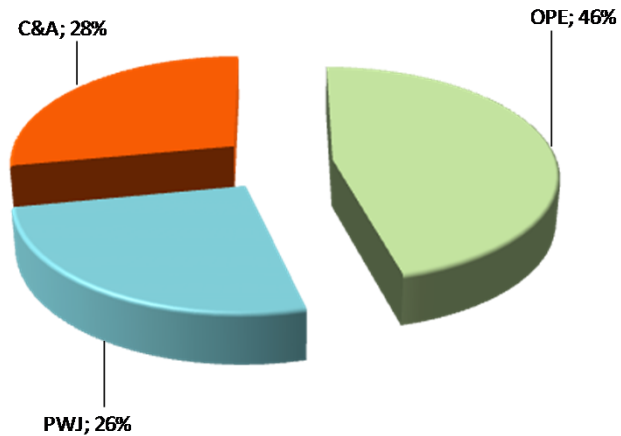
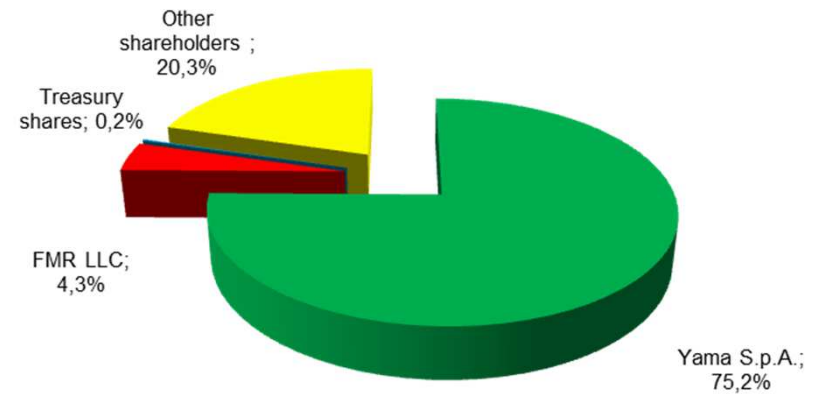
Star Conference 2016, London



Emak Group designs, manufactures and distributes a wide range of products in three different segments:

- (i) **Outdoor Power Equipment (OPE)**
- (ii) **Pumps and High Pressure Water Jetting (PWJ)**
- (iii) **Components and Accessories (C&A)**

**Group's shareholders**





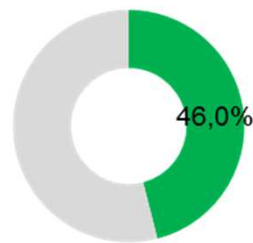


## Product range



**2015 net sales**  
**176.8 €m**

## Share of Group net sales



- ✓ Gardening, forestry and small agricultural equipment.
- ✓ Sales through specialised dealer channel.
- ✓ Global distribution network.
- ✓ Target users: high demanding private and professionals.
- ✓ Continuous investments in product innovations.
- ✓ Broad and complete product range.
- ✓ Production plants: 2 in Italy, 2 in China.



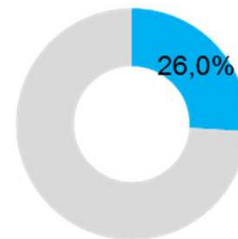


## Product range



**2015 net sales**  
**97.9 €m**

## Share of Group net sales



- ✓ Leading position on the market of diaphragm pumps for agriculture. Products are sold mainly to manufacturers of spraying and weeding equipment.
- ✓ Industrial pumps are sold to OEM; high pressure washers and hydrodynamic units to specialised dealers and contractors.
- ✓ Focus on expanding in the high and very high pressure segments: among the most profitable level of the market.
- ✓ Production plants: 3 in Italy, 1 in Brasil.





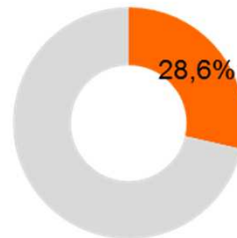


## Product range



**2015 net sales**  
**106.8 €m**

**Share of Group net sales**

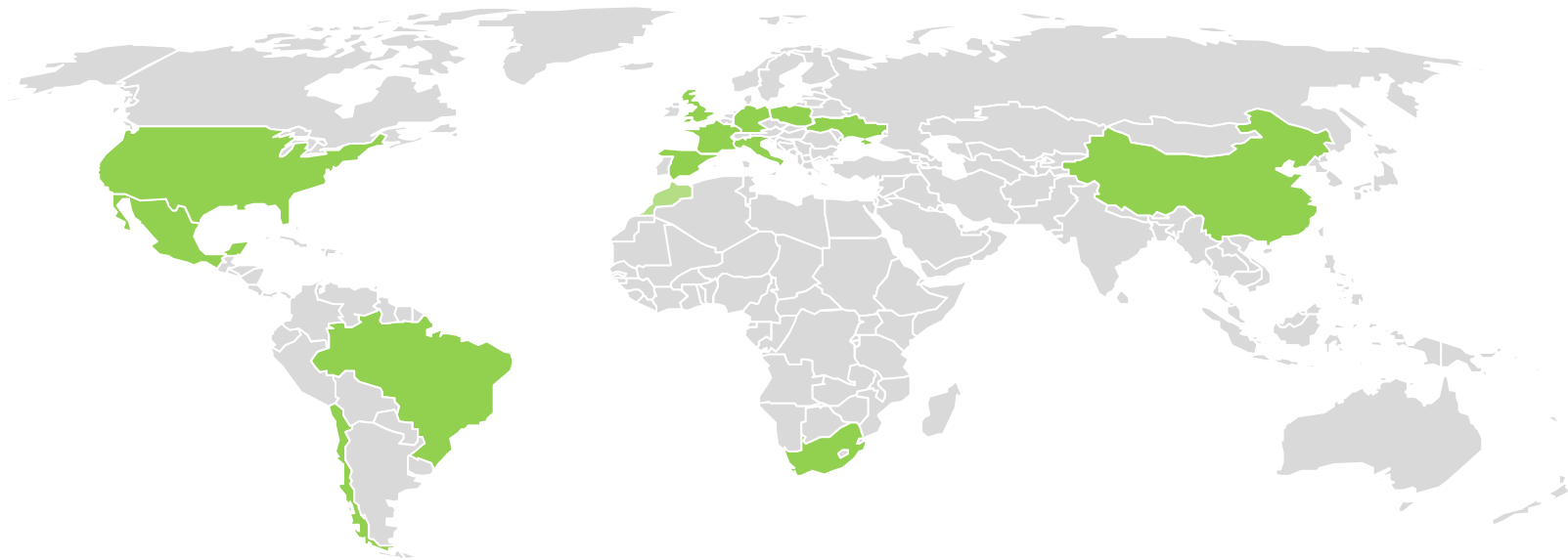


- ✓ Leading position in the market of nylon line for trimmers.
- ✓ Focus on the most professional segment.
- ✓ Focus on technological innovation.
- ✓ Products sold to OEM and specialised dealers.
- ✓ Strong relationships with OEMs .
- ✓ Quality of service .
- ✓ Production plants: 1 in Italy, 1 in China; 1 in France; 1 in USA; 1 in South Africa, 1 in Chile.

**28 Companies in 5 continents**

**17 production plants for 160,000 m<sup>2</sup>**

**Strong international distribution network**



- **Innovation**

Continuous investments in product innovation, focusing on new technologies, safety, comfort, and emissions control

- **Distribution**

Consolidate the position in the markets with direct presence  
Expand distribution network in markets with high growth potential

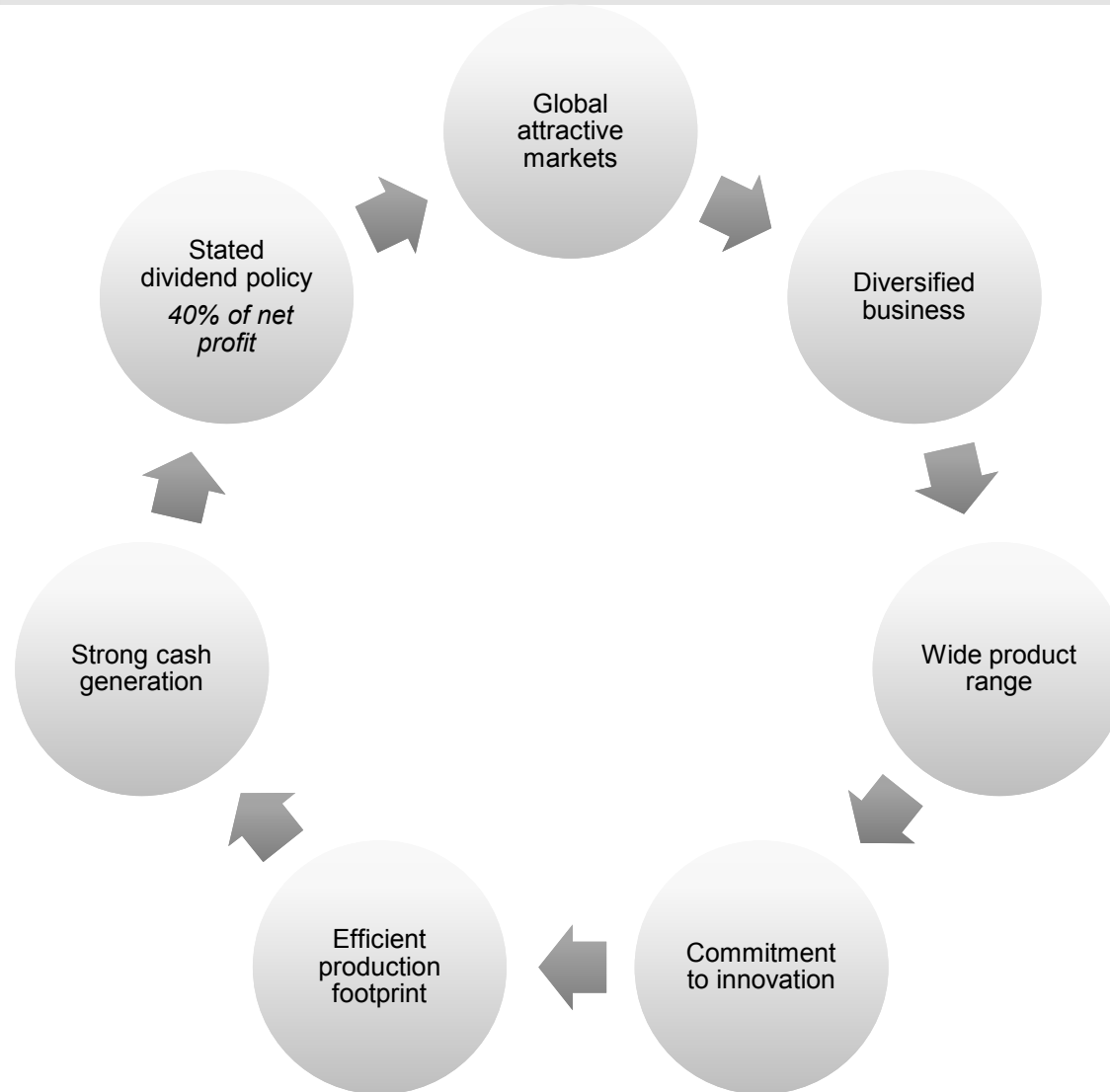
- **Efficiency**

Improve lean manufacturing system  
Exploit supply chain efficiencies  
Cost reduction plan

- **Acquisitions**

Access new technologies  
Complete product range  
Penetrate new markets







€/m	1H 2016	1H 2015	Δ	2015
Sales	230.0	227.8	1.0%	381.6
EBITDA adj	30.4	28.7	6.1%	37.5
<i>margin</i>	13.2%	12.6%		9.8%
EBITDA	30.2	27.4	10.2%	35.8
<i>margin</i>	13.1%	12.0%		9.4%
EBIT	23.7	21.5	10.5%	23.3
<i>margin</i>	10.3%	9.4%		6.1%
Net profit	15.8	11.5	36.8%	9.0
<i>margin</i>	6.9%	5.1%		2.4%
Free cash flow from operations	22.3	17.5		21.5
Net Equity	178.5	172.0		168.5
Net financial debt	106.0	122.6		99.4
Net capital employed	284.6	294.6		267.9
Net working capital	169.3	178.8		154.6
Net fixed assets	115.2	115.8		113.4

Sales: positive sales performance of all segments. The improvement is due to organic growth for 1.7%, change in scope of consolidation for 0.7% and negative currency effect for 1.4%.

EBITDA: a positive sales mix among the various areas of activity; sale of most professional products of the range, decrease in operating costs.

Net Profit: Currency management was positive for 2€/m (negative for 0.06 €/m in 2015), due to the favourable trend of the Brazilian currency. Higher financial charges for 0.4 €/m for the price adjustment related to the acquisition of S.I.Agro Mexico.

Cash flow: The improvement in EBITDA together with a more efficient net working capital management contributed to cash generation in the period.

Net fin. Debt : increase compared to December 2015 coherent with business seasonality.

€/mln	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Sales	84.4	89.5	133.0	146.7	147.0	152.7	163.2	183.4	208.4	217.8	243.4	194.9	206.8	204.4	354.8	355.0	354.8	381.6
EBITDA adj margin	12.9 15.3%	12.8 14.3%	16.0 12.0%	20.6 14.1%	22.9 15.6%	23.9 15.7%	22.6 13.9%	22.3 12.1%	25.1 12.1%	30.0 13.8%	31.7 13.0%	21.7 11.1%	21.3 10.3%	19.6 9.6%	31.7 8.9%	34.2 9.6%	33.1 9.3%	37.5 9.8%
EBITDA margin	12.9 15.3%	12.8 14.3%	16.0 12.0%	20.6 14.1%	22.9 15.6%	23.9 15.7%	22.6 13.9%	22.3 12.1%	25.1 12.1%	30.0 13.8%	31.7 13.0%	21.7 11.1%	23.5 11.4%	17.5 8.6%	28.8 8.1%	34.2 9.6%	31.5 8.9%	35.8 9.4%
EBIT adj margin	9.3 11.1%	8.1 9.0%	10.6 8.0%	14.8 10.1%	16.8 11.4%	17.5 11.5%	16.3 10.0%	17.0 9.3%	19.8 9.5%	24.5 11.2%	24.9 10.2%	14.9 7.6%	13.9 6.7%	12.5 6.1%	19.6 5.5%	22.4 6.3%	21.7 6.1%	25.0 6.5%
EBIT margin	9.3 11.1%	8.1 9.0%	10.6 8.0%	14.8 10.1%	16.8 11.4%	17.5 11.5%	16.3 10.0%	17.0 9.3%	19.8 9.5%	24.5 11.2%	24.9 10.2%	14.9 7.6%	16.1 7.8%	10.4 5.1%	16.6 4.7%	22.4 6.3%	20.0 5.6%	23.3 6.1%
Net profit margin	5.5 6.5%	3.9 4.4%	6.2 4.7%	7.9 5.4%	9.0 6.1%	9.6 6.3%	9.0 5.5%	9.6 5.2%	11.3 5.4%	15.2 7.0%	14.9 6.1%	9.4 4.8%	11.6 5.6%	5.8 2.8%	8.6 2.4%	10.5 3.0%	10.2 2.9%	9.0 2.4%
FCF from operations	9.1	8.6	11.6	13.7	15.1	16.0	15.3	14.8	16.7	20.8	21.6	16.2	19.0	12.9	20.8	22.4	21.7	21.5
Net Equity	42.1	44.8	48.8	53.8	59.3	65.1	69.8	75.4	81.9	91.4	99.4	104.6	114.0	140.1	145.0	150.8	160.1	168.5
Net financial debt	3.2	5.5	14.3	26.4	19.1	21.1	16.4	25.8	37.9	31.0	61.8	38.0	27.4	97.3	99.9	76.4	79.0	99.4
Net capital employed	45.3	50.3	63.1	80.3	78.5	86.2	86.3	101.2	119.7	122.5	161.2	142.6	141.4	237.4	244.9	227.2	239.1	267.9
Net working capital	27.5	32.1	43.7	55.6	54.2	60.2	59.3	66.4	81.8	81.1	103.2	82.9	83.7	157.5	155.9	142.2	148.6	154.6
Debt/Equity	0.1	0.1	0.3	0.5	0.3	0.3	0.2	0.3	0.5	0.3	0.6	0.4	0.2	0.7	0.7	0.5	0.5	0.6

**1998-1999:** Creation of 5 commercial branches in Western Europe. **2004:** Establishment of Emak Jiangmen, production plant in China. **2005:** Creation of Victus, commercial branch in Poland. **2006:** Creation of Emak U.S.A. commercial branch in USA. **2008:** Acquisition of Bertolini and Tailong (cylinder manufacturer) **2011:** Acquisition of Epicenter (Ukraine), Tecomet, Comet, Sabart and Raico **2012:** Start-up of Emak do Brazil, acquisition of Valley in USA **2014:** Acquisition of Speed Industrie Sarl (Marocco), S.I.Agro Mexico, Geoline Electronic, Master Fluid; Speed South America (Chile) **2015:** Acquisition of Lemasa (Brazil)

Aimone Burani, the executive responsible for the preparation of the corporate accounting documents, declares and certifies in accordance with article 154 bis, paragraph 2, of the Consolidated Finance Act, that the financial statements contained in this presentation correspond to the underlying accounting documents, records and accounting entries.



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Mr. Aimone Burani – Deputy Chairman and CFO

Mr. Andrea La Fata – Investor Relator

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