



**our power, your passion**

Investor Presentation 9M results

✓ COMPANY PROFILE



Emak S.p.A.  
Headquarter: Bagnolo in Piano, Reggio Emilia, Italy

Emak is one of the main global players in the production and distribution of machines, components and accessories for gardening, agriculture, forestry and industry such as chainsaws, brushcutters, lawnmowers, garden tractors, motor hoes, power cutters, high pressure pumps and pressure washers.

1972	Establishment of <b>Oleo-Mac</b>
1978	Establishment of <b>Efco</b>
1992	Establishment of <b>Emak</b> from the merger of Oleo-Mac and Efco
1997	Establishment of <b>Comag</b> , production plant in southern Italy
1998	<b>Listing</b> on the Milan Stock Exchange [STAR segment]
1998	Establishment of the <b>5 European subsidiaries</b>
2004	Establishment of <b>Emak Jiangmen</b> , production plant in China
2005	Acquisition of <b>Victus</b> , polish subsidiary
2006	Establishment of <b>Emak U.S.A.</b>
2008	Acquisition of <b>Bertolini</b> , small agriculture machines (Bertolini/Nibbi) Acquisition of <b>Tailong</b> , Chinese cylinders manufacturer
2011	Acquisition of <b>Epicentre</b> , ukrainian subsidiary Acquisition of <b>Tecomec, Comet, Sabart and Raico</b>
2012	Acquisition of <b>Valley Industries</b> , distribution subsidiary in U.S.A. Establishment of <b>Emak do Brasil Ltda</b> , brazilian subsidiary
2013	Signed agreement for establishment of <b>Geoline Electronic</b>

## Gardening

Brushcutters  
Lawn mowers  
Garden tractors  
Blowers  
Nylon line



40.9% of FY12 total sales

## Agriculture & Forestry

Chain saws  
Tillers  
Transporters  
Diaphragm pumps





40.9% of FY12 total sales

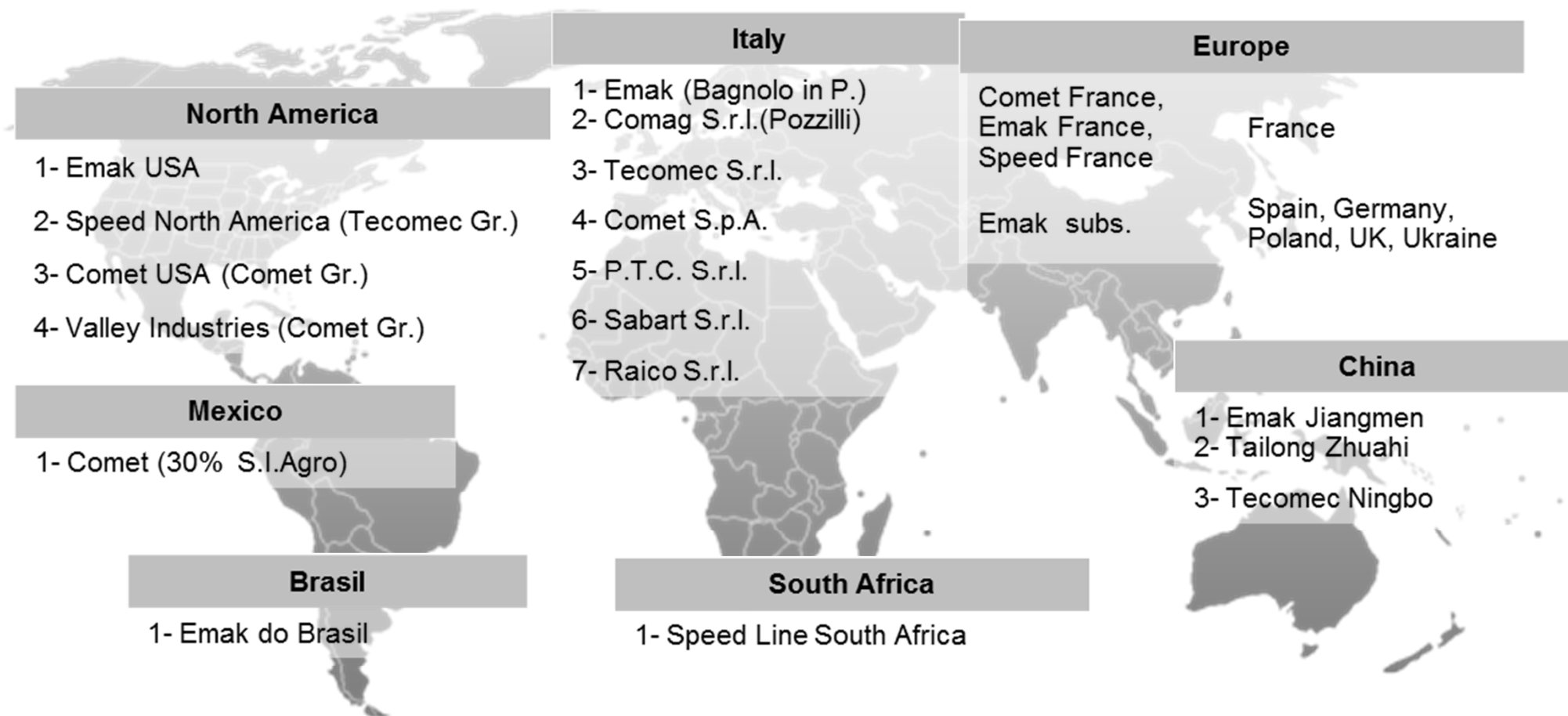
## Construction & Industry

Power cutters  
High pressure washers  
Piston pumps



18.2% of FY12 total sales

	Gardening	Agriculture & Forestry	Construction & Industry
	X	X	X
	X	X	X
		X	
		X	
	X		
		X	
			X
	X		
		X	X
			X
			X
			X
	X	X	
		X	



**Americas**  
18.6% of FY 2012 total sales

**Europe**  
68.8% of FY 2012 total sales

**Asia, Africa, Oceania**  
12.6% of FY 2012 total sales

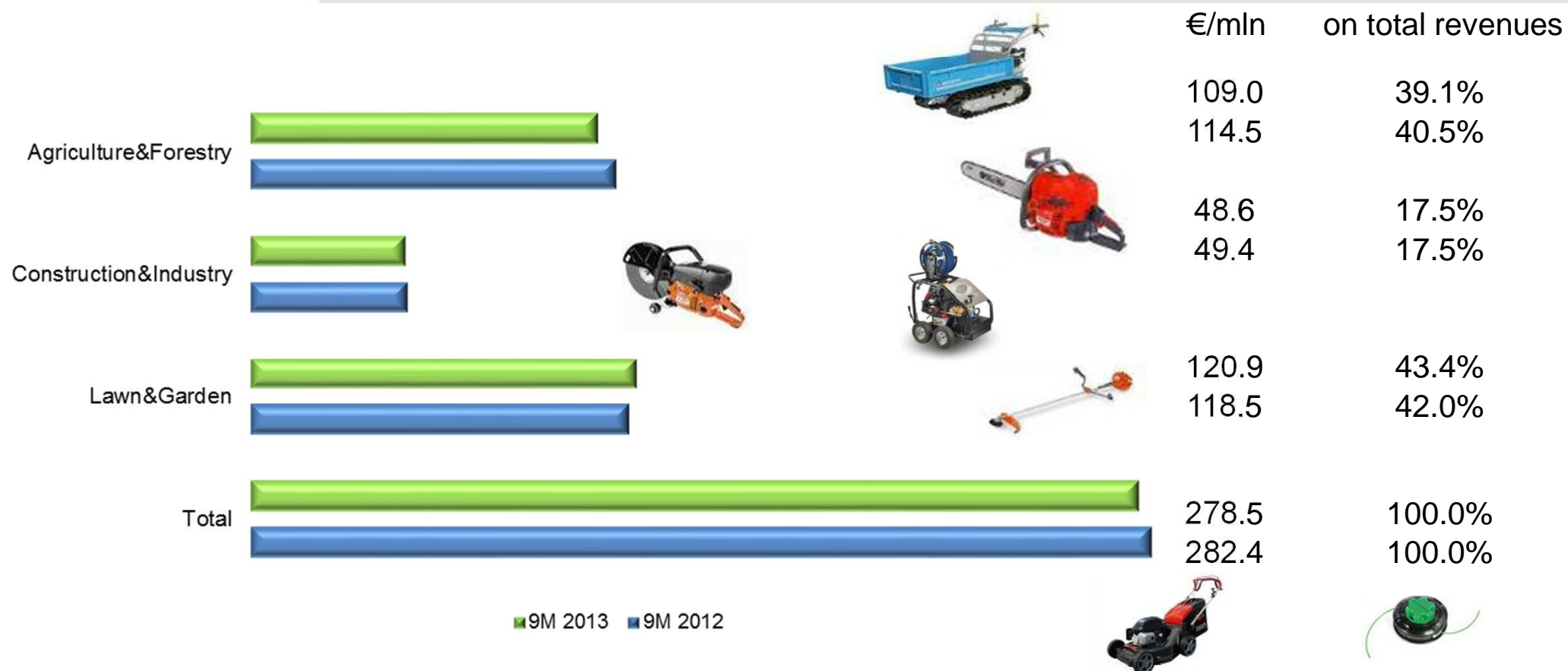
Company	Location	Output
Emak	Bagnolo in Piano (RE) – Italia	Chaisaws, brushcutters, power cutters, cultivators, transporters
Comag	Pozzilli (IS) – Italia	Lawnmowers and rotary tillers
Emak Tailong	Zhuhai – Cina	Cylinders
Emak Jiangmen	Jiangmen – Cina	Chainsaws, bruscutters for price sensitive segment
Tecomec	Reggio Emilia – Italia	Accessories for agricultural machinery for spraying and weeding and accessories and components for pressure washers
Speed France	Arnas – Francia	Nylon line and heads for brushcutters
Speed North America	Wooster, Ohio – USA	Nylon line for brushcutters
Speed Line South Africa	Pietermaritzburg - Sud Africa	Nylon line for brushcutters
Ningbo Tecomec	Ningbo – Cina	Production of accessories and components for high pressure washing and chain saws and brushcutters
Comet	Reggio Emilia – Italia	Pumps, motor pumps and control units for agriculture and industry and pressure washers for the cleaning sector
PTC	Genova – Italia	Systems and technological applications high-pressure water
Valley	Paynesville - Minnesota – Usa	Components and accessories for industry and agriculture sectors



A scenic mountain landscape featuring a river flowing through a rocky valley. In the foreground, a hiker wearing a red hat and a backpack stands on a large rock, looking towards the river. The middle ground shows a dense forest of trees with autumn-colored foliage. In the background, majestic snow-capped mountain peaks rise against a clear blue sky. The overall scene is bright and clear, suggesting a sunny day.

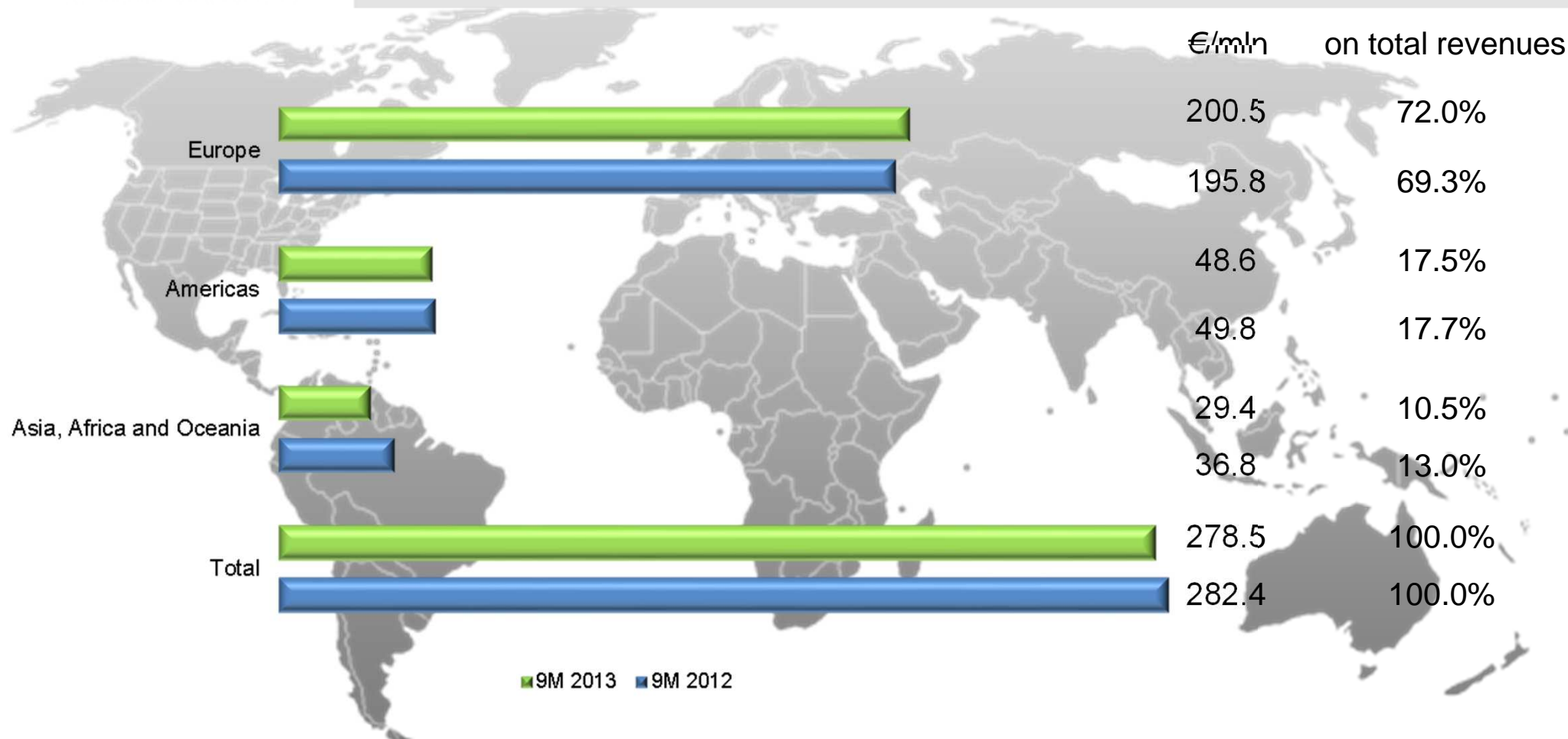
✓ 9M 2013 RESULTS

## Sales by product line



- Agriculture&Forestry: positive trend in sales of agriculture components and accessories did not compensate the delay of forestal products sales.
- Construction&Industry: slight decrease, but improved compared to the first half thanks to good sales of components, especially industrial pumps, realized during the third quarter
- Lawn&Garden : the prolongation of the season which helped to obtain a positive outcome also in the third quarter.

## Sales by geographic area



- Europe: benefited from the good performance recorded during the second quarter of the year.
- Americas: despite sales recovery in North America in the 3Q, sales remain overall slightly lower than the same period of last year, mainly due to the import restriction on the Venezuelan market.
- Asia, Africa and Oceania: the decrease is mainly related to the difficulties of the Turkish market.

€/m

9M 2013



30.8

9M 2012 adj



30.1

- Positive product mix and efficiencies on purchasing compensated lower sales
- EBITDA margin from 9.7% (10.6% adj) to 11.1%

9M 2012



27.5

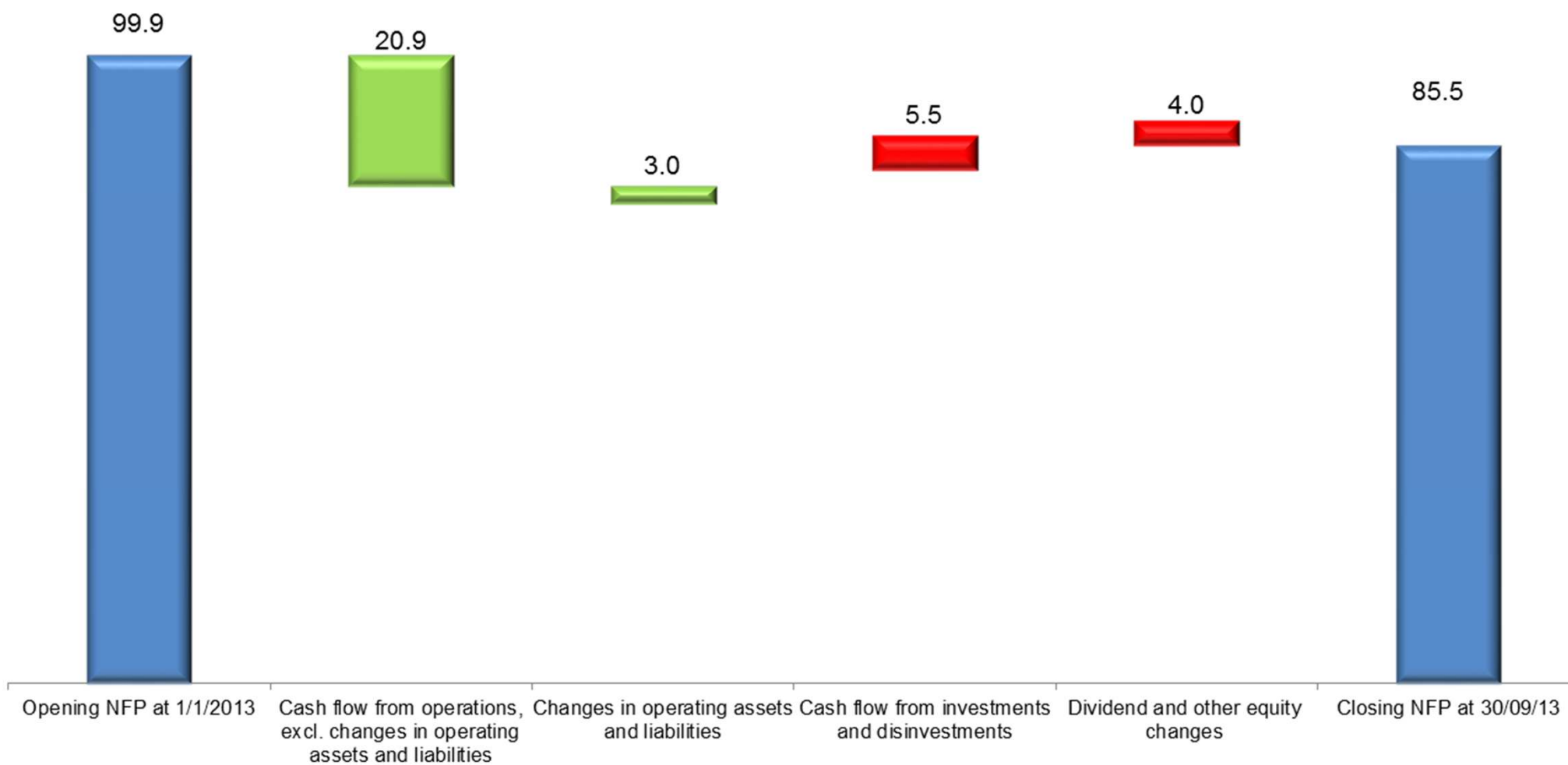


€/mln	9M 2013	9M 2012	Δ %	FY 2012
<b>Sales</b>	<b>278.5</b>	<b>282.4</b>	<b>-1.4%</b>	<b>354.8</b>
<b>EBITDA</b> <i>% on revenues</i>	<b>30.8</b> 11.1%	<b>27.5</b> 9.7%	<b>12.0%</b>	<b>28.8</b> 8,1%
<b>EBITDA ADJ</b> <i>% on revenues</i>	<b>30.8</b> 11.1%	<b>30.1*</b> 10.6%	<b>2.5%</b>	<b>31.7*</b> 8.9%
<b>EBIT</b> <i>% on revenues</i>	<b>22.1</b> 7.9%	<b>18.3</b> 6.5%	<b>20.5%</b>	<b>16.6</b> 4.7%
<b>EBT</b> <i>% on revenues</i>	<b>18.7</b> 6.7%	<b>14.6</b> 5.2%	<b>28.4%</b>	<b>12.0</b> 3.4%
<b>Net profit</b> <i>% on revenues</i>	<b>12.2</b> 4.4%	<b>8.7</b> 3.1%	<b>40.1%</b>	<b>8.6</b> 2.4%
<b>Avg. n. of employees</b>	<b>1.696</b>	<b>1.644</b>		<b>1,681</b>

\* Adjusted for non recurring items related to: M&A amounting to € 0.3 mln for FY 2012 and € 0.2 mln for 9M 2012; the reversal of intercompany margins resulting from enlargement of the scope of consolidation amounting to €2.6 mln for FY 2012 and €2.3 mln for 9M 2012.

€/mln	30.09.2013	31.12.2012	30.09.2012
Net fixed assets	86.1	89.0	88.9
Net working capital	152.6	155.9	154.1
<b>Net capital employed</b>	<b>238.7</b>	<b>244.9</b>	<b>243.0</b>
Net equity	153.2	145.0	145.7
Net financial debt	85.5	99.9	97.3
<i>Debt/Equity</i>	<i>0.56</i>	<i>0.69</i>	<i>0.67</i>

€/mln



€/mln	FY 2012	FY 2013e
<b>Sales</b>	354.8	<b>355 - 360</b>
<b>EBITDA</b> <i>% on sales</i>	28.8 8.1%	<b>36 - 38</b> 10%-11%
<b>Net debt</b>	99.9	<b>80 - 85</b>





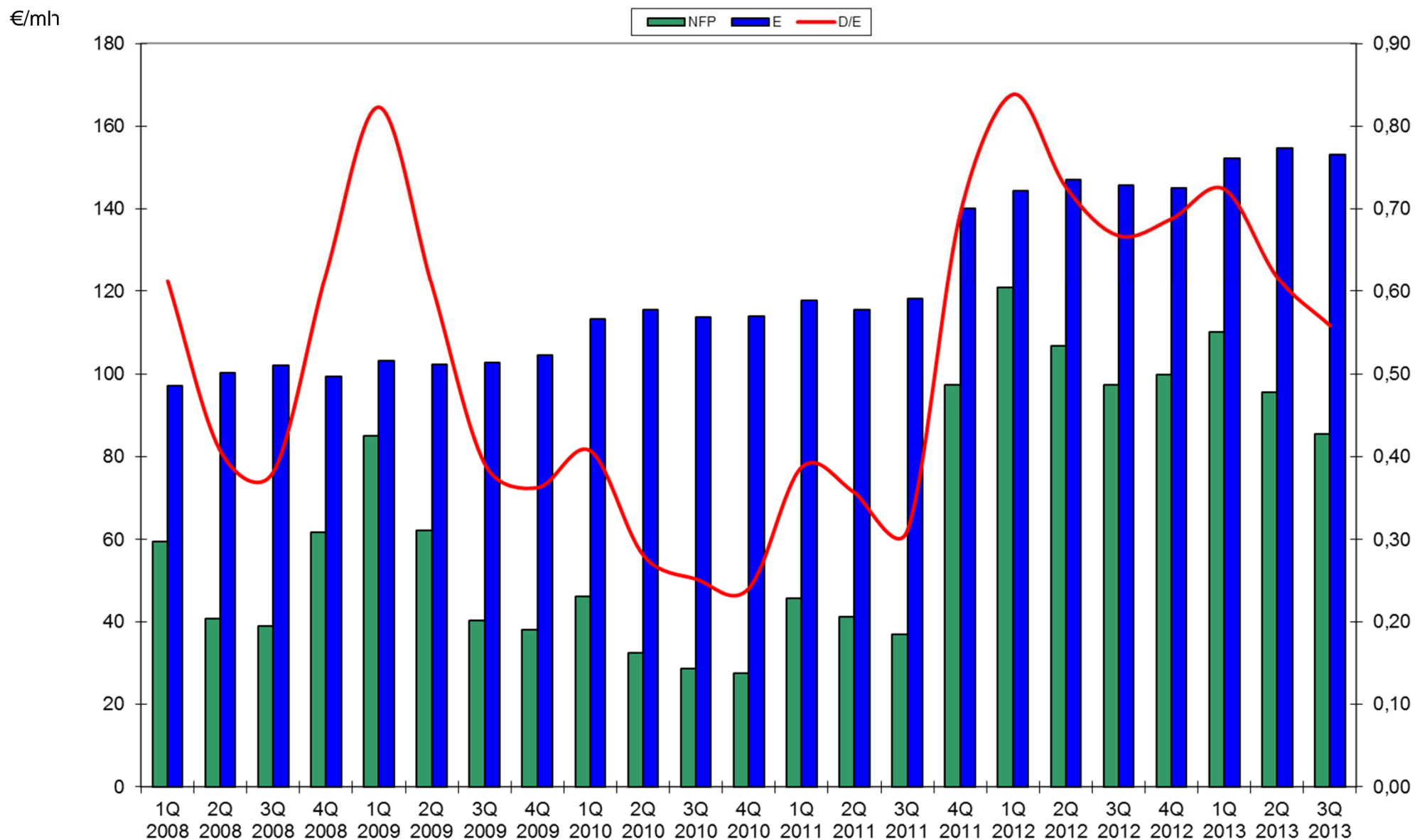
✓ Appendix

<b>FY 2012</b>	<b>€/mln</b>	<b>9M 2013</b>	<b>9M 2012</b>
<b>354.8</b>	<b>Sales</b>	<b>278.5</b>	<b>282.4</b>
3.5	Other operating incomes	1.4	1.6
(8.4)	Change in inventories	(4.3)	(11.4)
(193.0)	Raw and consumable materials and goods	(147.6)	(149.2)
(61.2)	Salaries and employee benefits	(47.2)	(46.1)
(66.9)	Other operating costs	(50.0)	(49.8)
<b>28.8</b>	<b>EBITDA</b>	<b>30.8</b>	<b>27.5</b>
(12.2)	Amortization, depreciation and impairment losses	(8.7)	(9.2)
<b>16.6</b>	<b>EBIT</b>	<b>22.1</b>	<b>18.3</b>
0.9	Financial income	0.7	0.6
(5.1)	Financial expenses	(3.4)	(3.9)
(0.4)	Exchange gains and losses	(0.7)	(0.4)
<b>12.0</b>	<b>EBT</b>	<b>18.7</b>	<b>14.6</b>
(3.4)	Income taxes	(6.5)	(5.9)
<b>8.6</b>	<b>Net profit</b>	<b>12.2</b>	<b>8.7</b>

31.12.2012	€/mln	30.09.2013	30.09.2012
	<b>Non-current assets</b>		
59.2	Property, plant and equipment	56.3	60.2
4.8	Intangible assets other than goodwill	4.7	5.0
30.8	Goodwill	30.4	31.0
0.2	Equity investments	0.2	0.2
7.6	Deferred tax assets	7.5	7.9
0.3	Other non current financial assets	0.2	0.1
2.5	Other receivables	2.5	0.9
<b>105.4</b>	<b>Total</b>	<b>101.8</b>	<b>105.3</b>
	<b>Current assets</b>		
121.0	Inventories	115.8	118.4
102.8	Trade and other receivables	92.6	99.9
6.0	Current tax assets	4.5	1.7
0.1	Derivative financial instruments	0.1	0.0
16.2	Cash and cash equivalents	18.5	27.9
<b>246.1</b>	<b>Total</b>	<b>231.5</b>	<b>247.9</b>
<b>0.0</b>	<b>Non-current assets classified as held for sale</b>	<b>0.3</b>	<b>0.8</b>
<b>351.5</b>	<b>TOTAL ASSETS</b>	<b>333.6</b>	<b>354.0</b>

## Balance sheet – Equity and Liabilities

31.12.2012	€/mln	30.09.2013	30.09.2012
	<b>Capital and reserves</b>		
143.2	Total Group	151.3	143.9
1.8	Minority interests	1.9	1.8
<b>145.0</b>	<b>Total equity</b>	<b>153.2</b>	<b>145.7</b>
	<b>Non-current liabilities</b>		
34.3	Loans and borrowings	54.4	49.1
4.2	Deferred tax liabilities	3.9	4.3
9.1	Provisions for employee benefits	8.7	9.0
1.7	Provisions	1.8	1.8
1.2	Other non-current liabilities	1.1	1.3
<b>50.5</b>	<b>Total</b>	<b>69.9</b>	<b>65.5</b>
	<b>Current liabilities</b>		
69.1	Trade and other payables	55.5	60.1
3.5	Current tax liabilities	3.7	3.8
80.8	Loans and borrowings	49.1	74.6
1.3	Derivative financial instruments	0.9	1.4
1.3	Provisions	1.2	2.3
<b>156.0</b>	<b>Total</b>	<b>110.4</b>	<b>142.2</b>
<b>0.0</b>	<b>Liabilities related to the non-current assets classified as held for sale</b>	<b>0.1</b>	<b>0.6</b>
<b>351.5</b>	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>333.6</b>	<b>354.0</b>





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