



**our power, your passion**

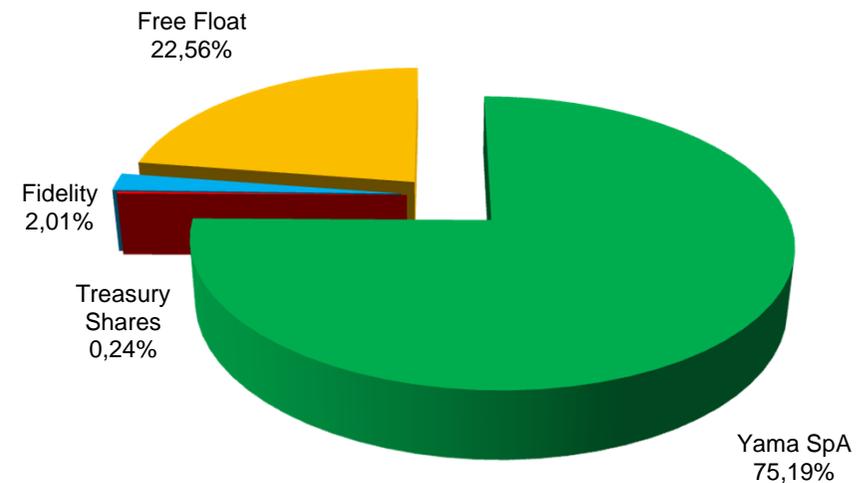
**European Midcap Event – Paris 2015**

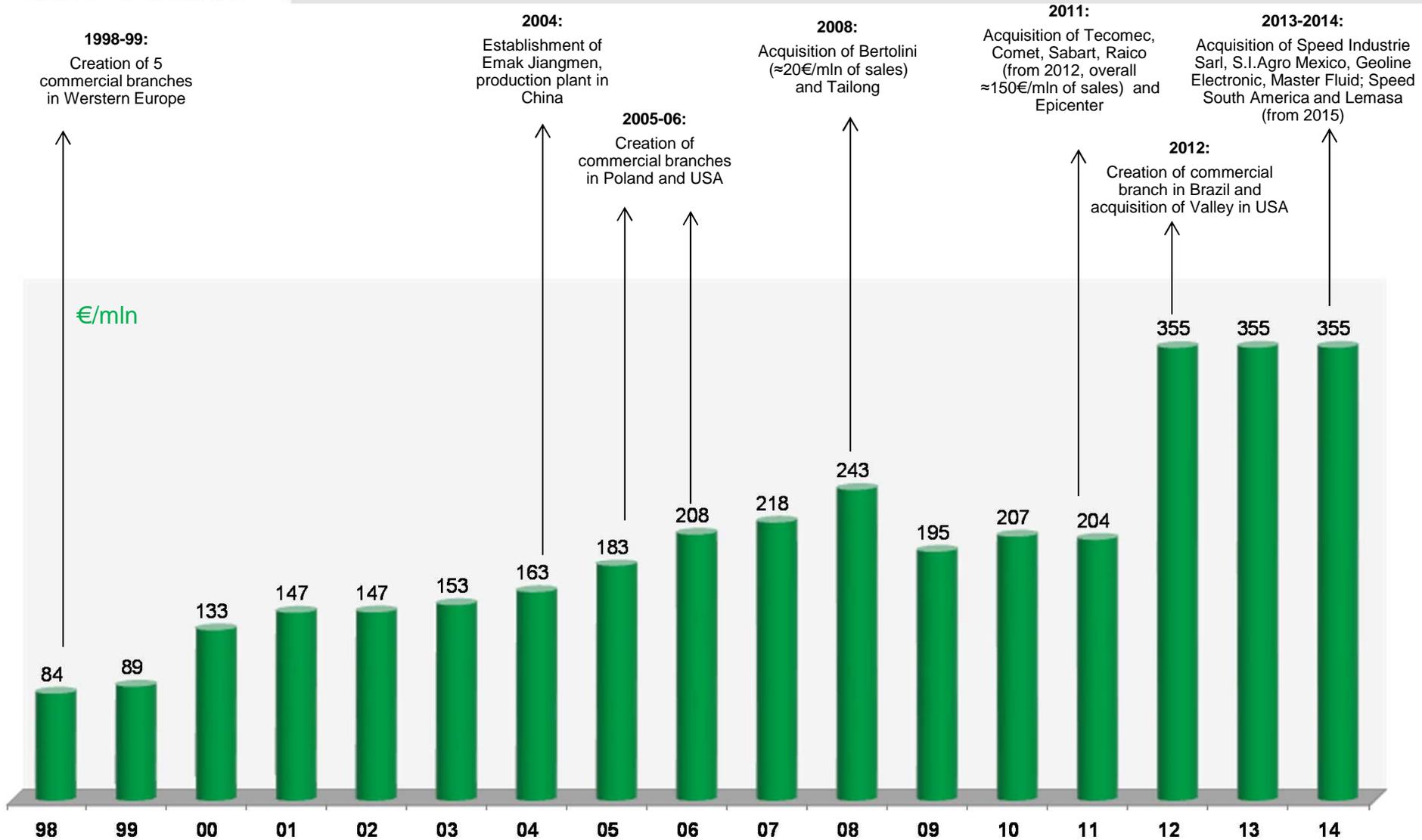
### Group's shareholders

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

- (i) **Outdoor Power Equipment** 49% of sales;
- (ii) **Pumps and High Pressure Water Jetting** 23% of sales;
- (iii) **Components and Accessories** 28% of sales.

In 2014 Emak Group realized a total turnover of € 355 million and counted more than 1,500 employees.





- ✓ 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.



Chainsaw



Trimmer



Raider



Lawnmower



Moto cultivator



Blower



Transporter



Tiller



## Pumps and High Pressure Water Jetting (PWJ)

- ✓ 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.



Piston pumps for industrial applications



High pressure washers



Hydrodynamic units



Diaphragm pumps for agriculture



Urban cleaning systems



- ✓ Leading position in the market of nylon line for trimmers.
- ✓ Focus on the most professional segment.
- ✓ Focus on technological innovation: investments in electronic applications for agriculture (precision farming).
- ✓ 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.



Line and heads for trimmers



Precision farming



Accessories for chain saws



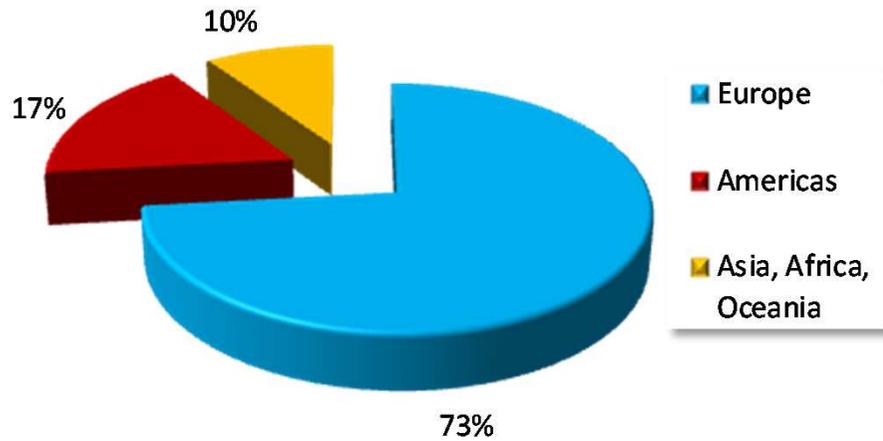
Seats and technical spare parts for tractors



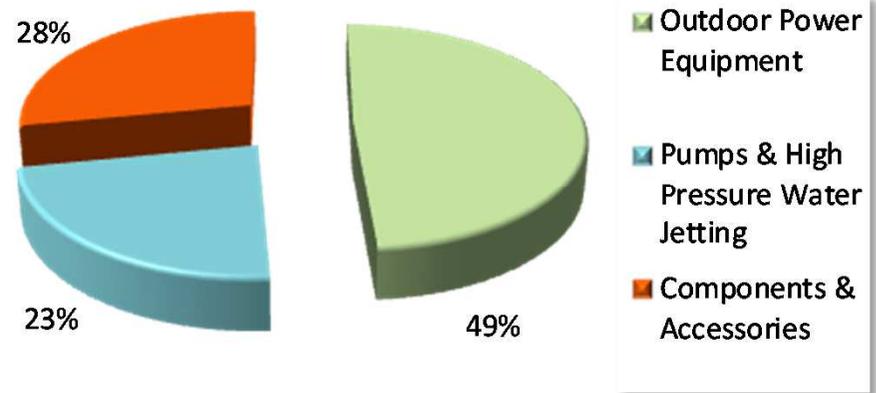
Guns, nozzles and valves for pressure washers and agricultural applications



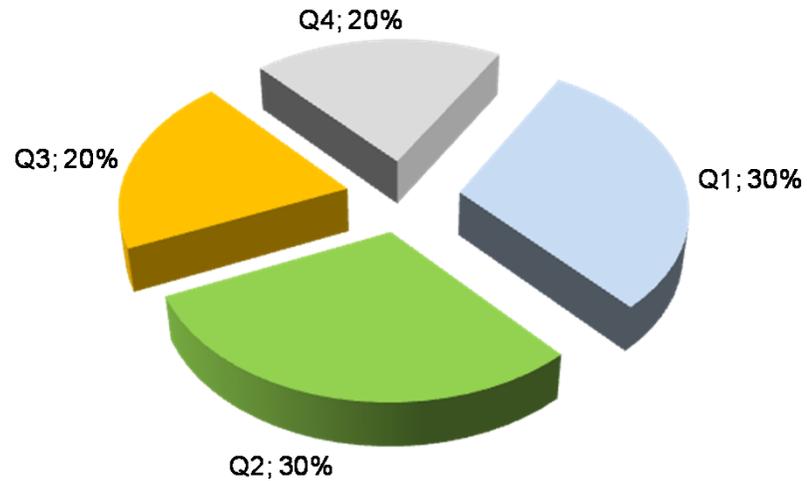
## Breakdown of sales by geography (FY14)



## Breakdown of sales by segment (FY14)



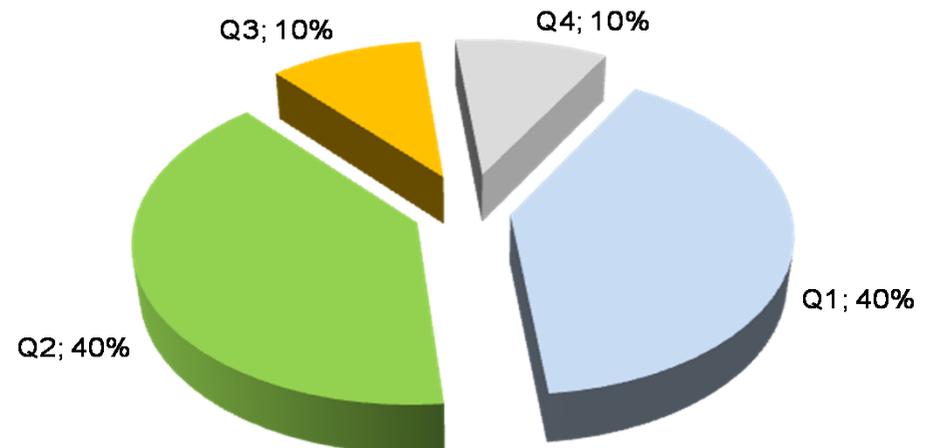
## Sales



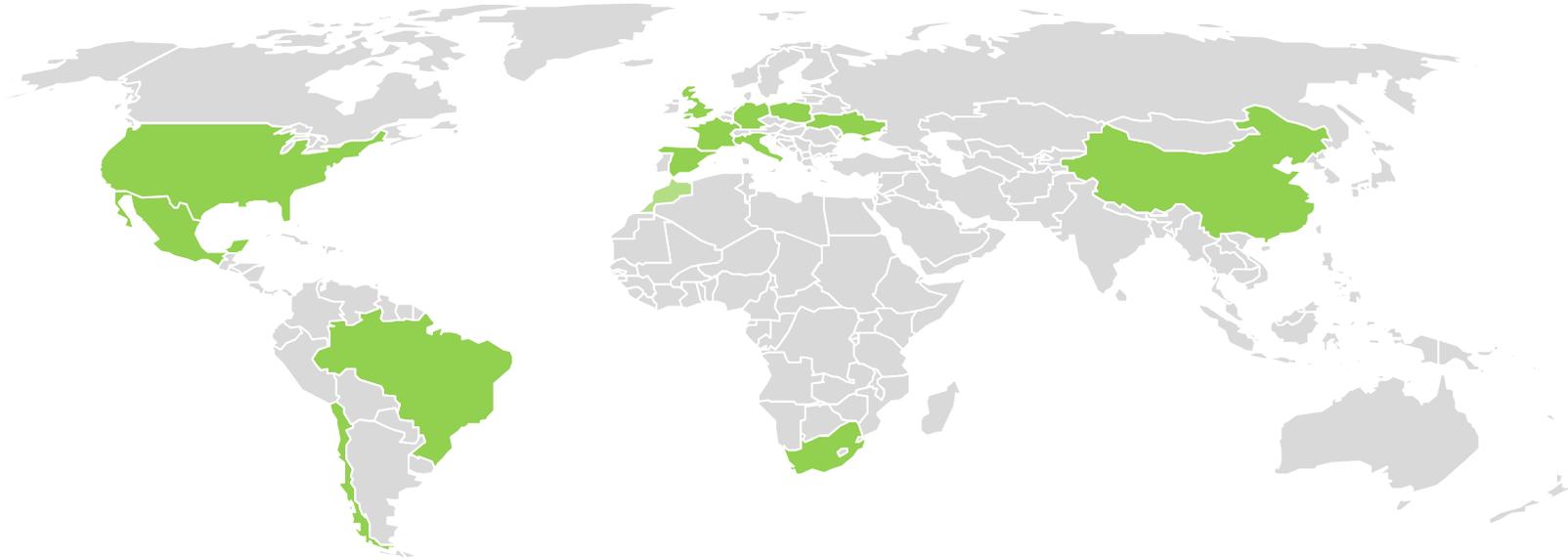
✓ Around 60% of annual sales are realized in Q1 and Q2

✓ EBITDA of Q1 and Q2 represents around 80% of annual result

## EBITDA



\* Last 3 years average



### Industrial footprint

- ✓ 16 production plants
- ✓ Each plant has specific characteristics for the products manufactured
- ✓ Overall surface of 160,000 m<sup>2</sup>

Group	Employees
Europe	1,084
Americas	104
Asia, Africa, Oceania	386
<b>Total</b>	<b>1,574</b>

At 31/12/2014

### 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

Wide range of products

Commitment to innovation

Global distribution network

High level of service

Efficient production footprint

Strong cash generation

Stated dividend policy: 40% of net profit

*More than €65mIn distributed to shareholders since the listing*

€/mIn	1Q 2015	1Q 2014	Δ	2014
Sales	109.8	105.8	3.8%	354.8
EBITDA	14.3	13.3	6.8%	31.5
<i>margin</i>	13.0%	12.6%		8.9%
EBITDA adj	15.1	13.3	13.0%	33.2
<i>margin</i>	13.7%	12.6%		9.4%
EBIT	11.4	10.6	7.7%	20.1
<i>margin</i>	10.4%	10.0%		5.7%
Net profit	6.8	5.9	16.5%	10.3
<i>margin</i>	6.2%	5.6%		2.9%
Free cash flow from operations	9.7	8.6		21.7
Net Equity	172.3	156.2		160.2
Net financial debt	107.7	104.5		79.0
Net working capital	186.6	171.6		148.6
Net fixed assets	93.4	89.1		90.6

Sales: Positive trend in main markets. Still difficulties in Russia and Ukraine.

EBITDA: positive contribution of higher sales volumes and product mix. Negative impact of non-recurring items and exchange rates.

Net Profit: Positive forex for €0.3mIn (negative for €0.5mIn in 2014).

Free cash flow from operations after tax amounts to €9.7mIn.

Net fin. Debt and Net Working Capital: increase coherent with business seasonality and affected by exchange rates.

## Outdoor power equipment (OPE) – 1Q 2015

€/mln	OUTDOOR POWER EQUIPMENT		
	1Q2015	1Q2014	Var. %
Europe	43.3	48.4	-10.6%
Americas	3.5	2.5	42.0%
Asia, Africa and Oceania	5.2	2.9	77.5%
<b>Total</b>	<b>51.9</b>	<b>53.8</b>	<b>-3.4%</b>

•Europe: sales overall higher than last year, net of the decrease in the markets of Russia and Ukraine. Good performances on the markets directly managed, among which Italy, UK and Poland

•Americas: increase mainly driven by the Latin American market

•Asia, Africa and Oceania: good performance in the markets of the Middle East and India, recovery of the Turkish market



## Pumps and High pressure water jetting (PWJ) - 1Q 2015

€/mln	PUMPS AND HIGH PRESSURE WATER JETTING		
	1Q2015	1Q2014	Var. %
Europe	12.8	11.6	10.7%
Americas	11.2	8.2	37.5%
Asia, Africa and Oceania	2.7	3.1	-10.9%
<b>Total</b>	<b>26.8</b>	<b>22.8</b>	<b>17.4%</b>

•Europe: sales were higher thanks to the increase on the Italian market

•Americas: growth driven by the North American market and the good results obtained in some Latin American countries, including Mexico and Chile

•Asia, Africa and Oceania: slight decrease mainly due to lower sales of industrial pumps in the Far East

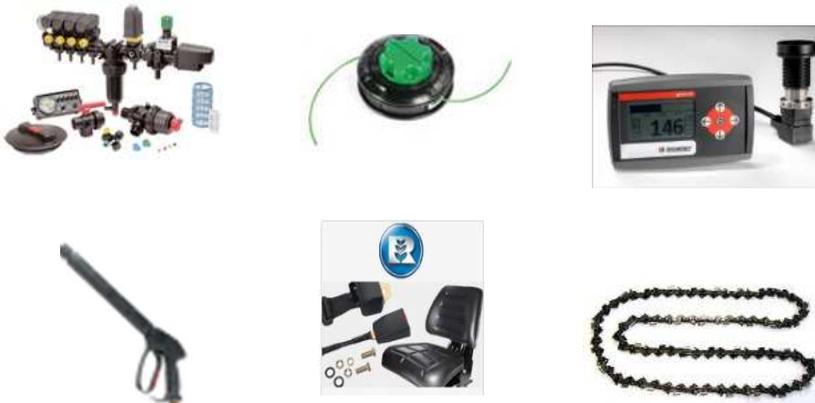
•The enlarged scope of consolidation contributed for a total of about 0.9 €/mln



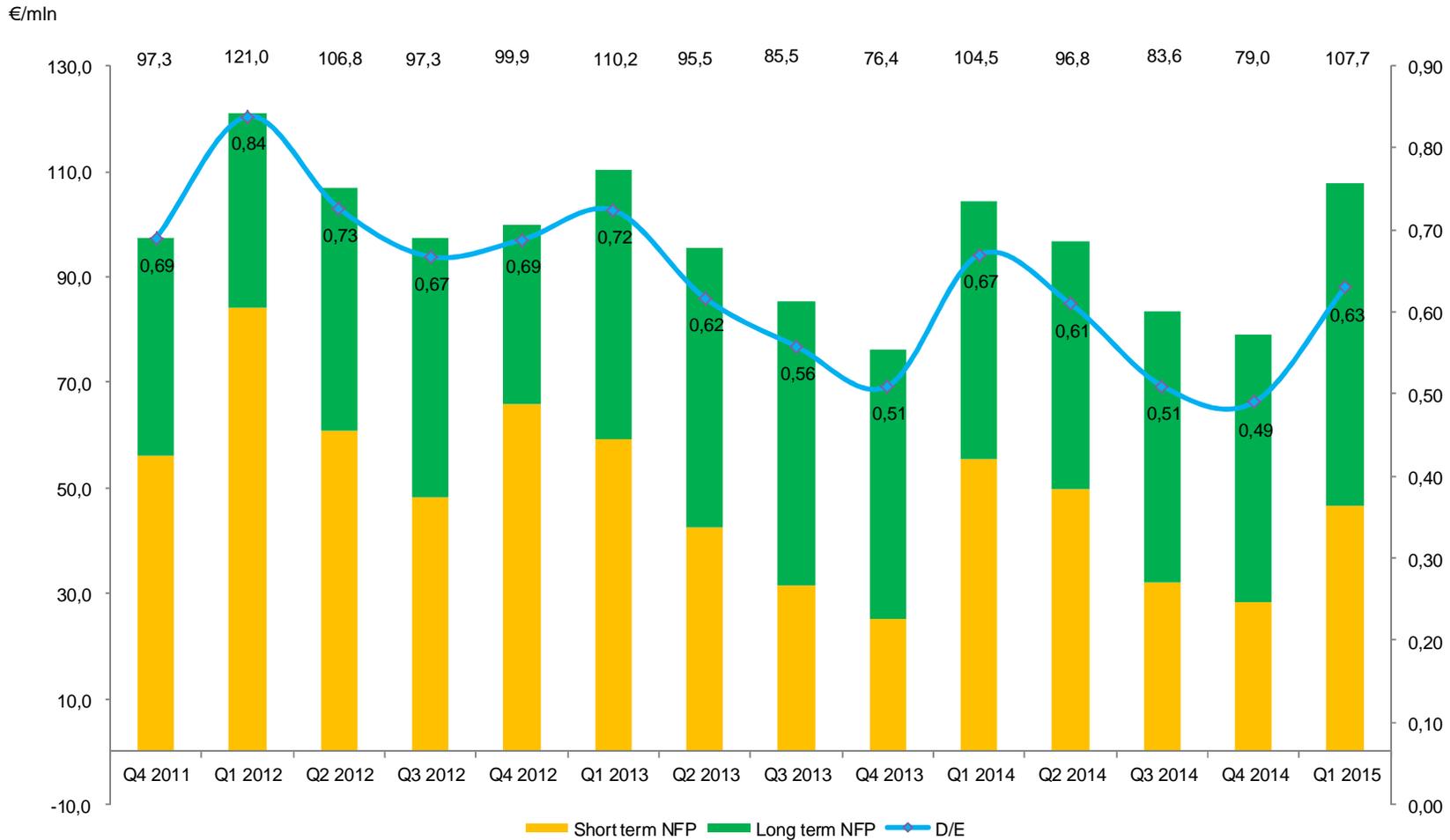
## Components and accessories (C&A) – 1Q 2015

€/mln	COMPONENTS AND ACCESSORIES		
	1Q2015	1Q2014	Var. %
Europe	21.6	20.6	4.8%
Americas	6.6	5.9	11.2%
Asia, Africa and Oceania	2.9	2.7	8.6%
<b>Total</b>	<b>31.1</b>	<b>29.2</b>	<b>6.5%</b>

- Europe: growth driven mostly by the increase on the Italian market
- Americas: good results obtained in the United States
- Asia, Africa and Oceania: good performance in China



Net financial position varies substantially during the year due to the seasonality of the business



€/mln	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
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
EBITDA	12.9	12.8	16.0	20.6	22.9	23.9	22.6	22.3	25.1	30.0	31.7	21.7	23.5	17.5	28.8	34.2	31.5
<i>margin</i>	15.3%	14.3%	12.0%	14.1%	15.6%	15.7%	13.9%	12.1%	12.1%	13.8%	13.0%	11.1%	11.4%	8.6%	8.1%	9.6%	8.9%
EBITDA adj	12.9	12.8	16.0	20.6	22.9	23.9	22.6	22.3	25.1	30.0	31.7	21.7	21.3	19.6	31.7	34.2	33.2
<i>margin</i>	15.3%	14.3%	12.0%	14.1%	15.6%	15.7%	13.9%	12.1%	12.1%	13.8%	13.0%	11.1%	10.3%	9.6%	8.9%	9.6%	9.4%
EBIT	9.3	8.1	10.6	14.8	16.8	17.5	16.3	17.0	19.8	24.5	24.9	14.9	16.1	10.4	16.6	22.4	20.1
<i>margin</i>	11.1%	9.0%	8.0%	10.1%	11.4%	11.5%	10.0%	9.3%	9.5%	11.2%	10.2%	7.6%	7.8%	5.1%	4.7%	6.3%	5.7%
Net profit	5.5	3.9	6.2	7.9	9.0	9.6	9.0	9.6	11.3	15.2	14.9	9.4	11.6	5.8	8.6	10.5	10.3
<i>margin</i>	6.5%	4.4%	4.7%	5.4%	6.1%	6.3%	5.5%	5.2%	5.4%	7.0%	6.1%	4.8%	5.6%	2.8%	2.4%	3.0%	2.9%
Free cash flow 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
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	160.2
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
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

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.



**Emak S.p.A**

Via E. Fermi, 4

42011 Bagnolo in Piano – RE [Italy]

[info@emak.it](mailto:info@emak.it)

[www.emak.it](http://www.emak.it)

**Speakers**

Mr. Fausto Bellamico – Chairman and CEO

Mr. Aimone Burani – Deputy Chairman and CFO

Mr. Andrea La Fata – Investor Relator

[alafata@emak.it](mailto:alafata@emak.it)

0039-0522.956.332