



Investora Zürich
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Carlo Gavazzi Holding AG

Electronic Equipment for Industrial and Building Automation

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- 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
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Carlo Gavazzi is an international group active in designing, manufacturing and marketing electronic equipment targeted at the global markets of industrial and building automation.

General Overview – Key Figures

Bookings and Sales

	CHF million	Δ l.c.
Bookings	129.3	+0.2%
Operating revenue	130.2	+0.5%

GP, EBIT and Net Income

	CHF million	% of sales
Gross profit	72.2	55.5%
EBIT	14.4	11.0%
Net income	9.6	7.4%

Solid Balance Sheet

(at March 31, in CHF million)

Current assets

2016

100.8

whereof cash

46.7

Non-current assets

24.6

whereof goodwill

6.3

Liabilities

34.0

whereof interest-bearing

0.2

Shareholders' equity

91.4

equity ratio

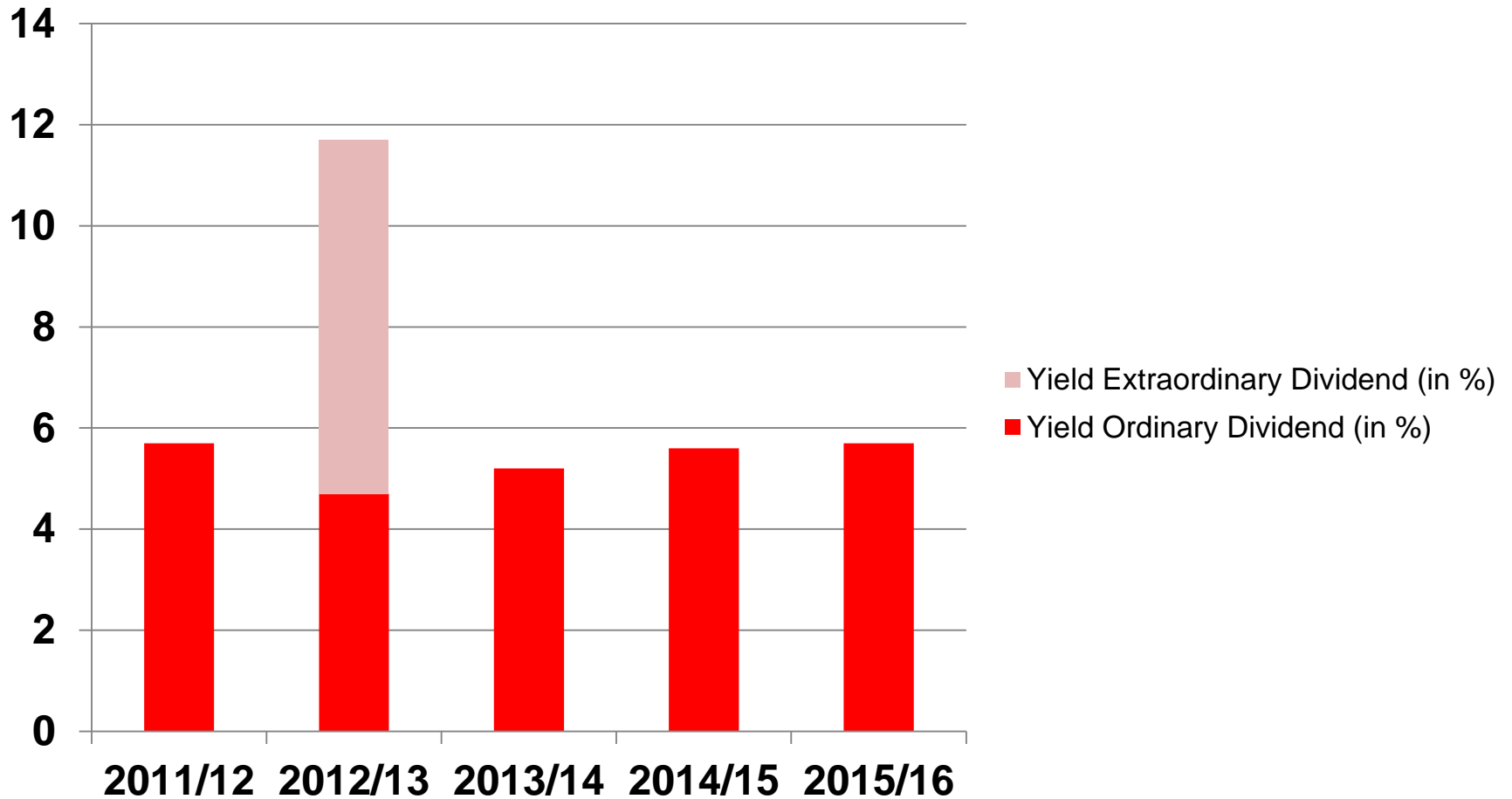
72.9 %

Total

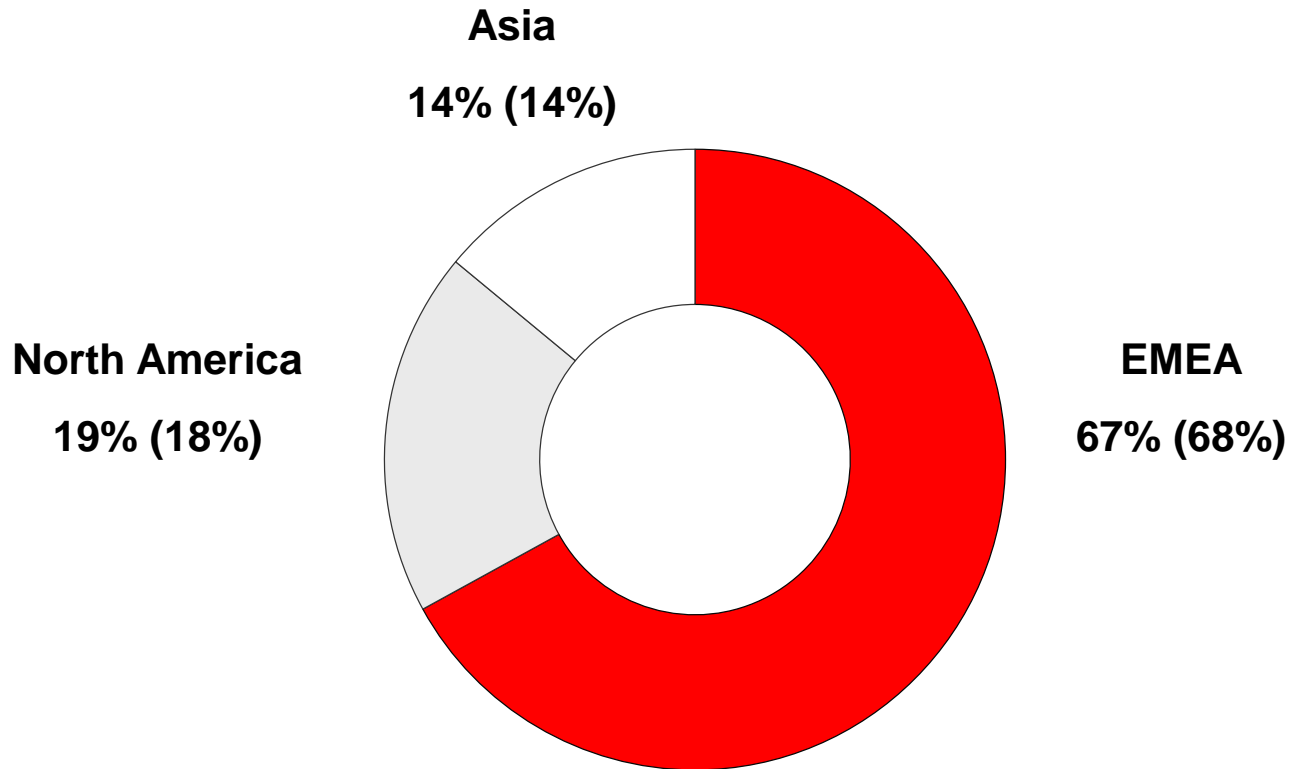
125.4

Shareholder-friendly Dividend Policy

Consistently high yield of above 5%

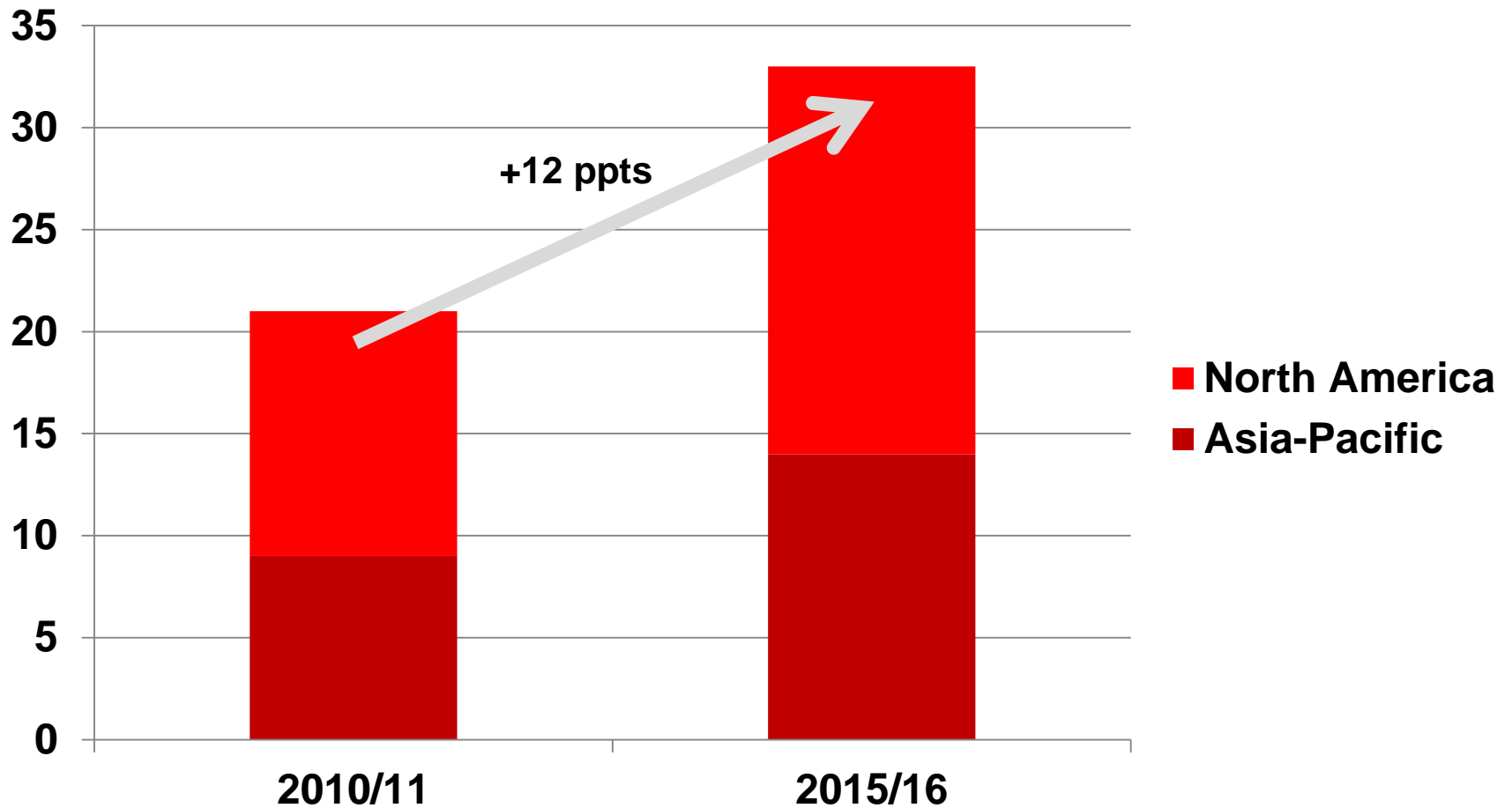


2015/16 Revenue Distribution by Region



Automation Components

Share of Revenue outside Europe (% of total Revenue)



Broad-based – customer- and country-wise

- ▼ Own sales companies in 22 countries
- ▼ Around 60 independent national distributors
- ▼ No customer with sales >1% of total revenue



Solid Market Outlook

MAPPING THE POWERTRAIN BONANZA

Productivity, regulation and responsibility are driving the change in the period 2012 through 2018

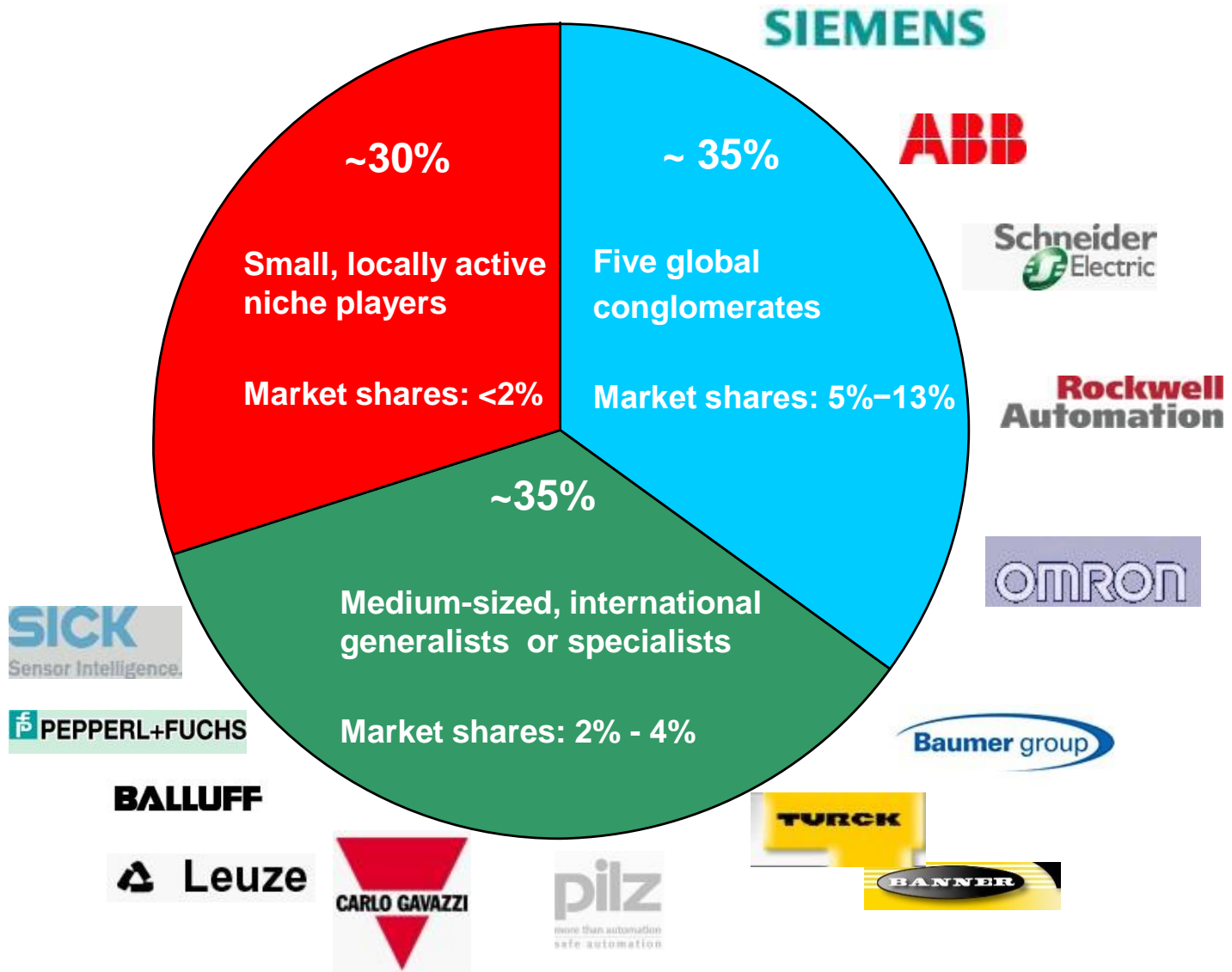
[USD bn]



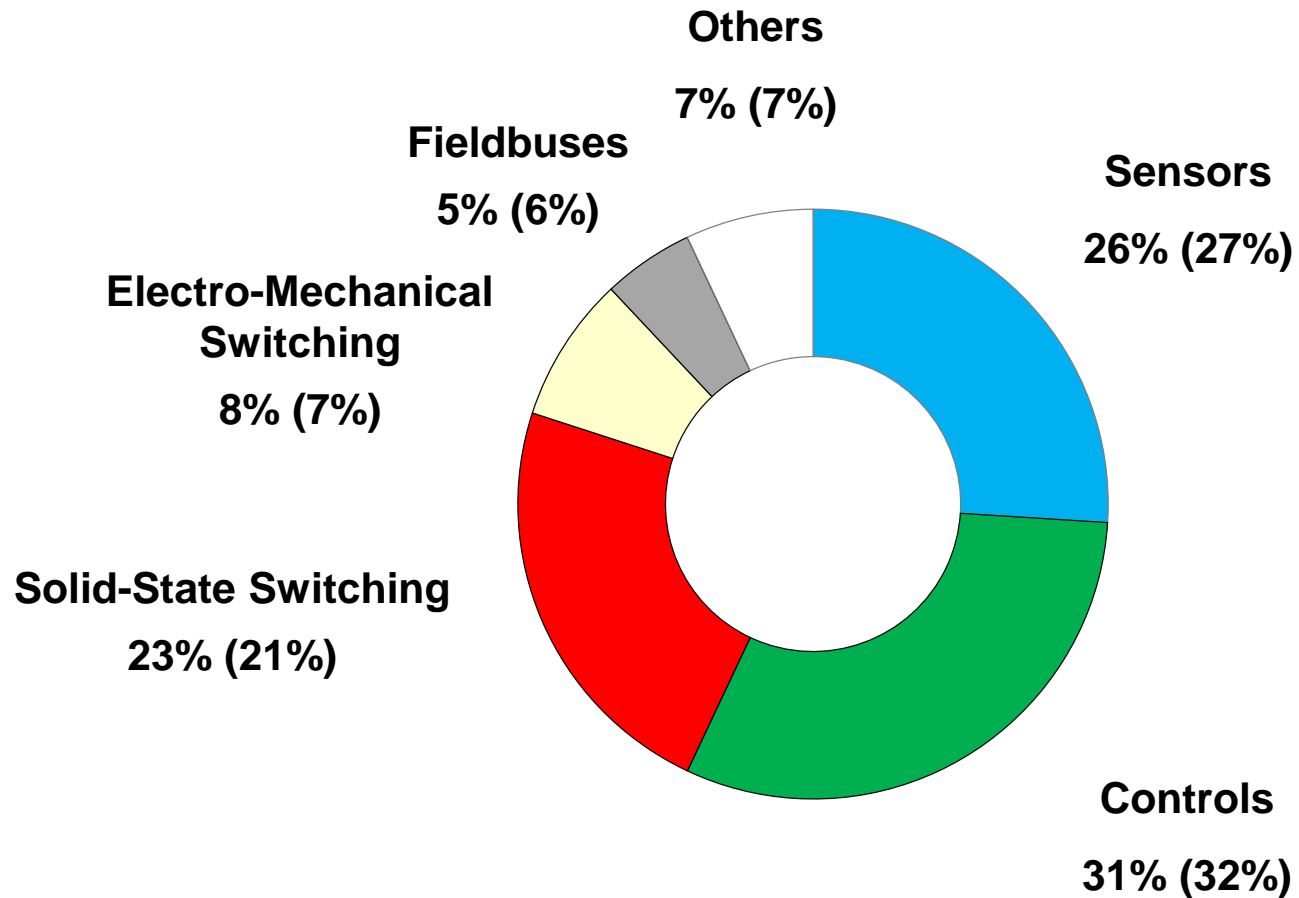
Source: IHS Research, Fraunhofer ISI, GIA, Roland Berger

Automation Components

Estimated relevant market volume 2016: ca. CHF 10 bn

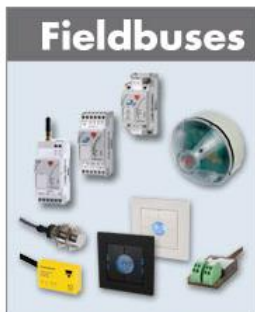


2015/16 Revenue by Product Line



Broad-based product range

- ▼ Ca. 12'000 product specifications
- ▼ High degree of customization



Fieldbuses

- Feldbus-Komponenten
- Dupline Safe
- Bewässerungssysteme
- Haus und Gebäude Automatisierung
- Parkleitsystem
- Bausteine für den Aufzug



Controls

- Überwachungsrelais
- Zeitrelais
- Zähler
- Digitale Einbaumesgeräte
- Modulare Energiezähler und Netzanalysatoren
- Software und Zubehör
- PV-Überwachungssystem
- Sicherheitsmodule
- Schaltnetzteile
- Mess- und Stromwandler



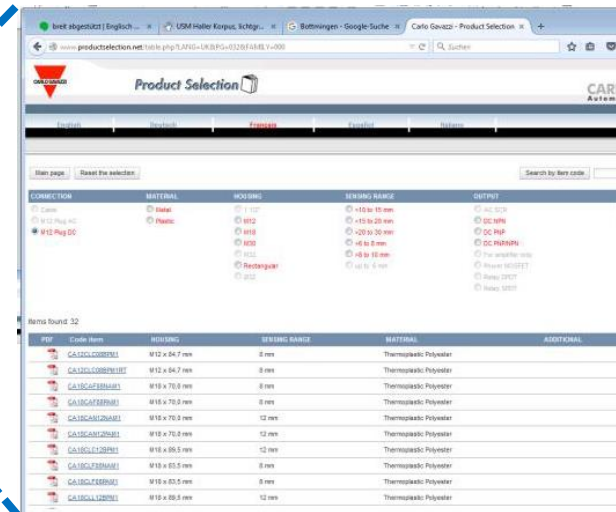
Switches

- Halbleiterrelais /-schütze
- Motor-Softstarter
- Frequenzrichter
- Endschalter
- Schalter, Taster und Signalleuchten
- Motorschutzgerät



Sensors

- Induktive Näherungsschalter
- Kapazitive Näherungsschalter
- Optoelektrische Sensoren
- Konduktive Füllstandsensoren
- Magnetische Sensoren
- Ultraschallsensoren
- Radar-Bewegungssensoren
- Lichtgitter
- Umweltsensoren
- Fahrzeug Schleifendetektor
- Sicherheits Magnet Sensoren
- Sicherheitslichtgitter



Automation Components Market Segmentation



**Nine Priority
Segments**

Building Automation

- ▼ **Smart Building**
- ▼ **Heating, Ventilation, AC**
- ▼ **Entrances and Doors**
- ▼ **Elevators and Escalators**
- ▼ **Energy**

Industrial Automation

- ▼ **Plastic Materials Machinery**
- ▼ **Food and Beverage**
- ▼ **Packaging**
- ▼ **Agriculture**

Doors and Access Controls

- ▼ Roller, shutter, folding and speed doors
- ▼ Sectional doors, up-and-over doors
- ▼ Gates and barriers
- ▼ Pedestrian doors
- ▼ Access controls

Conventional Energy

- ▼ Power plants and substations
- ▼ Generator sets
- ▼ Large and heavy industries
- ▼ Commercial buildings
- ▼ Residential buildings

Home Automation

- ▼ Lighting control
- ▼ Climate control
- ▼ Blind and awning control
- ▼ Alarms
- ▼ Energy savings

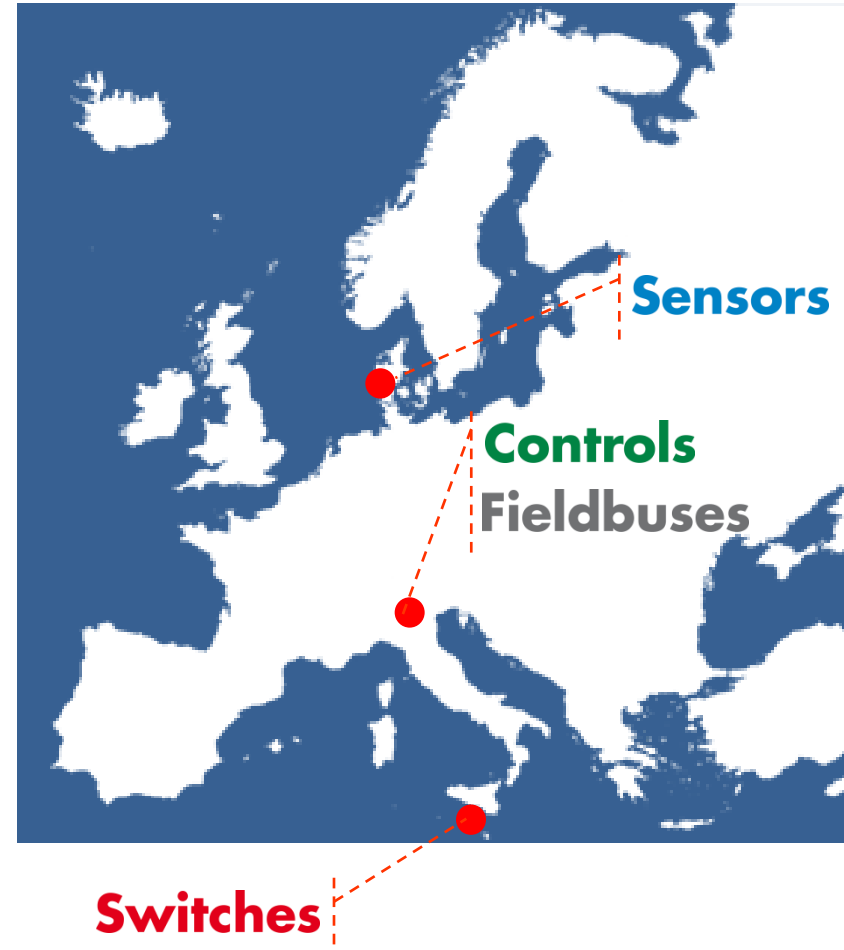
Automation Components (ACBU) Product Innovation

R&D Competence Centers

- ▼ **Hadsten, Denmark:**
Sensor devices
- ▼ **Belluno, Italy**
Monitoring relays, fieldbus, energy management
- ▼ **Zejtun, Malta**
Solid-state switching devices and motor controllers

Focus

- ▼ New products & current offering update
- ▼ Energy saving and building automation applications



Coffee and Vending machines



**Solid state relays
RF1
Cup heater**



**Solid state relays
RA2A
Liquid heater**



**Capacitive sensors
CD50CNF / CA18CLF
Grains and powders**



**Magnetic level sensors
ILM / ILSP
Liquid level**



**Photoelectric sensors
PD30 / PA18 / PH18
Cup presence**

Extrusion machines



Solid state relays 1-phase
with current monitoring
RGS1S / RGC1S
Heaters



Solid state relays 1-phase
RGC2A / RGC3A
Heaters



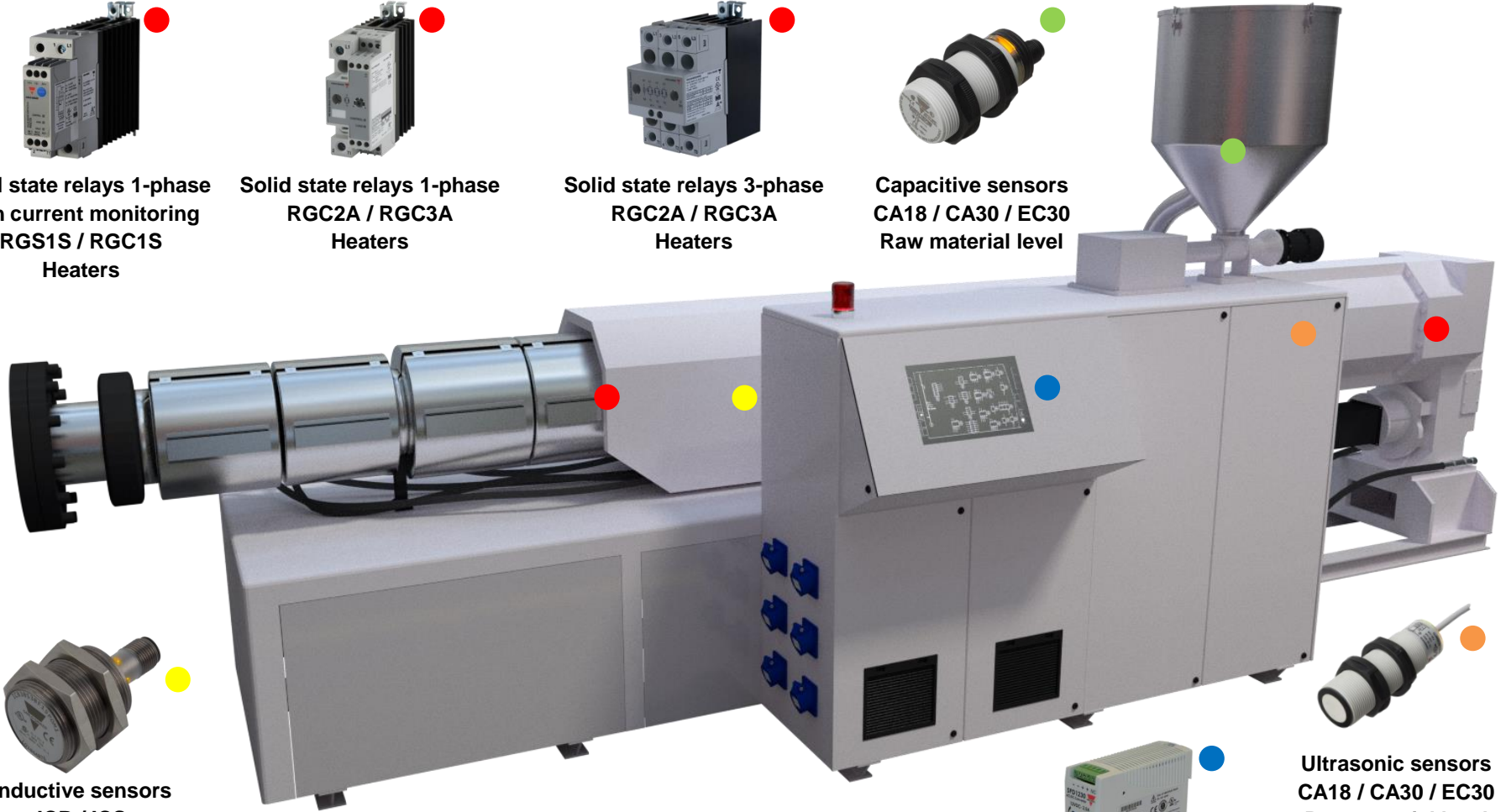
Solid state relays 3-phase
RGC2A / RGC3A
Heaters



Capacitive sensors
CA18 / CA30 / EC30
Raw material level



Inductive sensors
ICB / ICS
Detection of mechanical
parts positioning



Ultrasonic sensors
CA18 / CA30 / EC30
Raw material level



Switching power supplies
SPD
PCB power supplies

Electric lifts



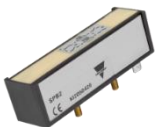
Double 3-phase energy meters
EM200 series



Switching power supplies
SPD series



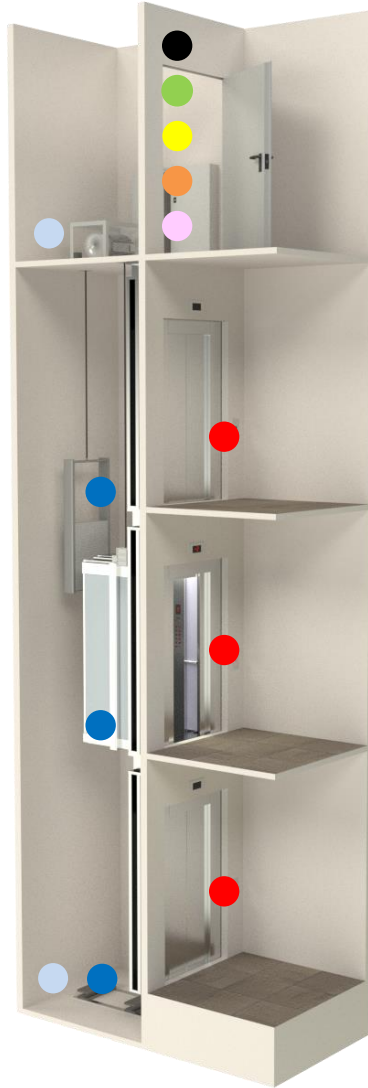
Limit switches
PS series



Magnetic sensors
SPB2



Magnetic sensors
FMP series



Safety module
NA12DLIFT



Monitoring relays
DPA51



Timers
DAA51



Photoelectric sensors
PE12



Photoelectric sensors
PA18

Building Automation



Double 3-phase energy meters
EM200 series



Controller
Sx2WEB24



Bus generator
SH2MCG24 / SH2DUG24



DALI master
SB2DALI23



Wireless base unit
SH2WBU230N



360° PIR - Luxmeter
SHSQP360L



Decentral output
modules
BDA-RE13A-U



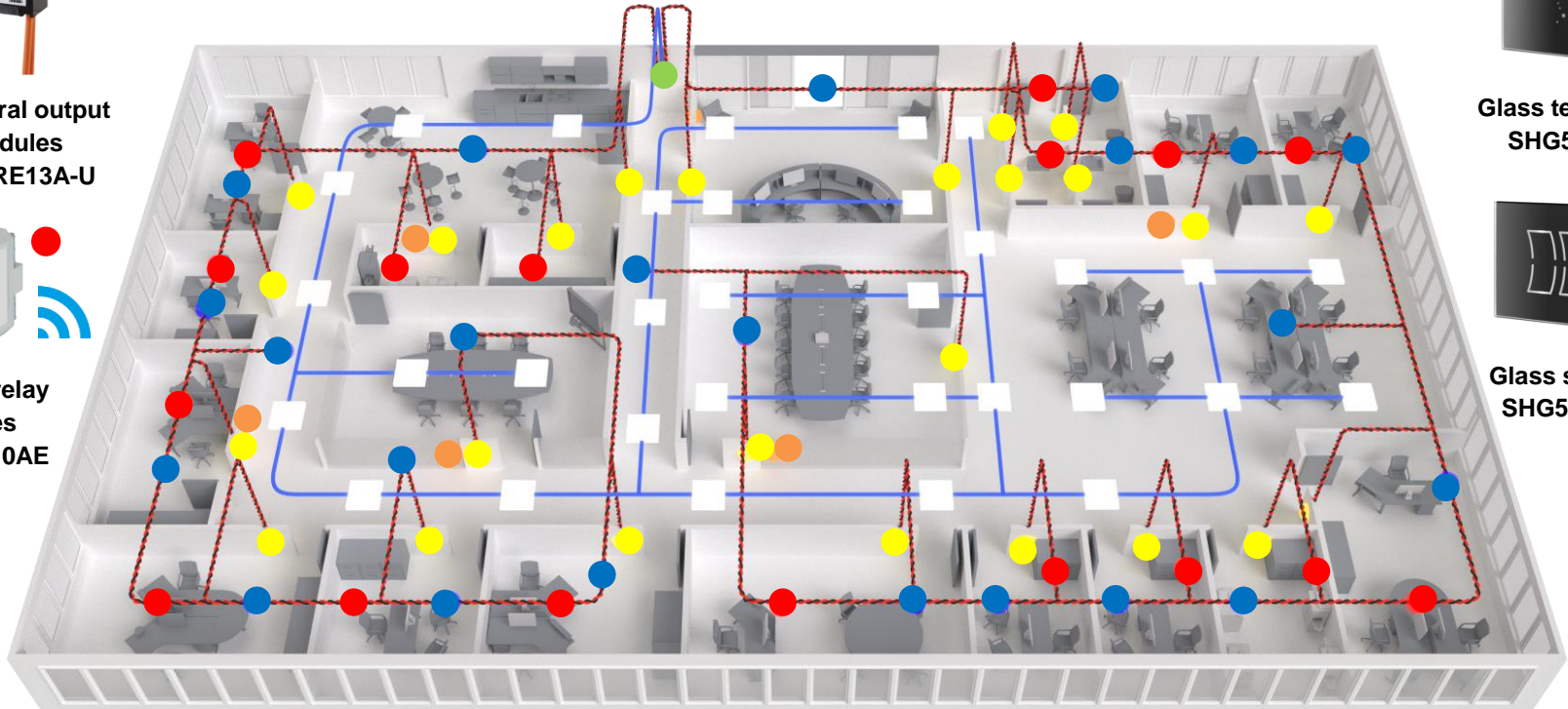
Wireless relay
modules
SHJWRE10AE



Glass temperature
SHG503_SLT



Glass switches
SHG503_LS6



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 9 fast growing market segments

Thank you!