



**STAR CONFERENCE  
PRESENTATION**

# A worldwide technological and market leader on vehicles two key system components

## SUSPENSION FLEXIBLE COMPONENTS

## ENGINE AND CABIN FILTRATION



coil springs



stabilizer bars



oil filters



diesel, petrol filters



stablilinks



track adjusters



air filters

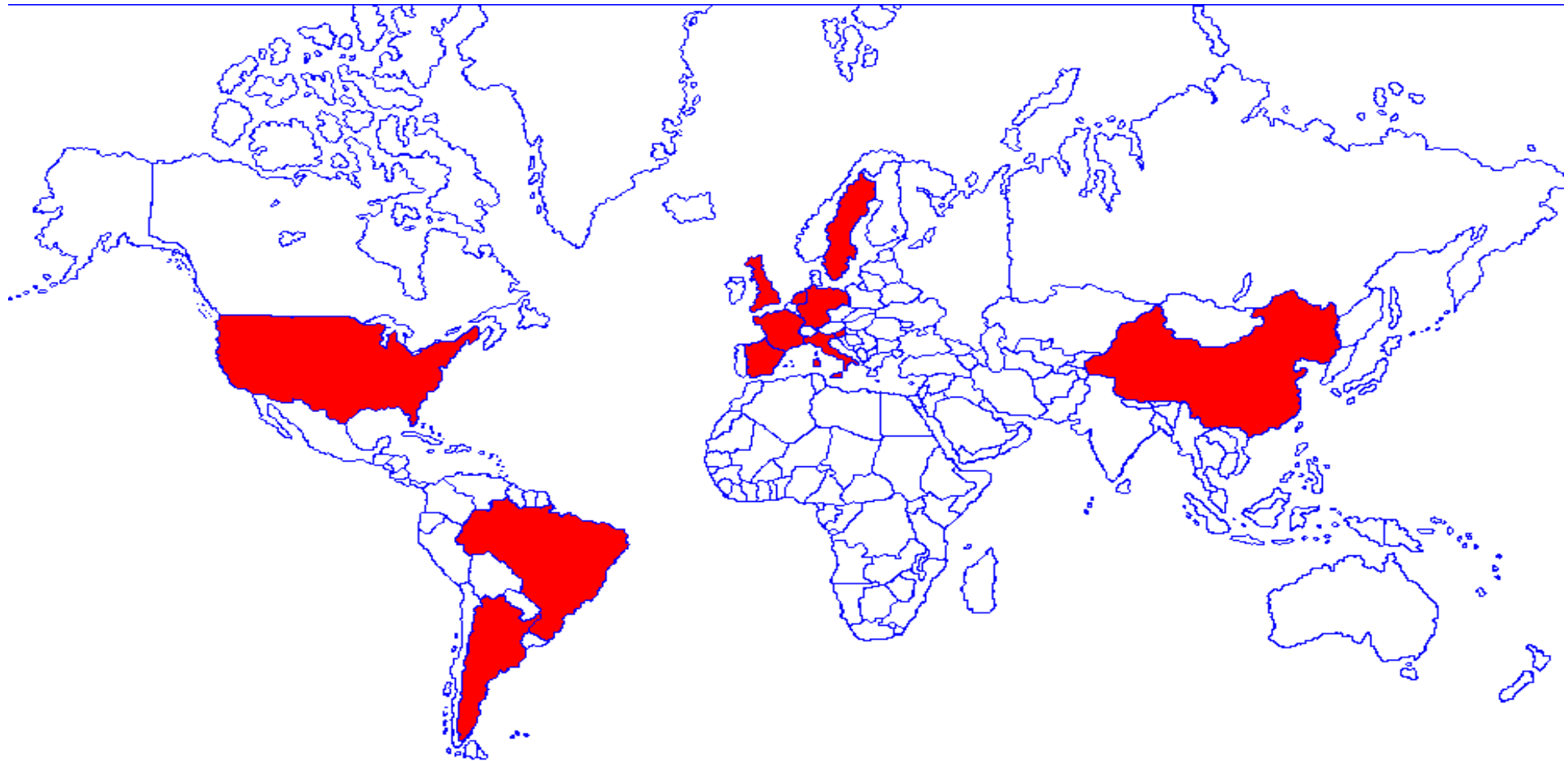


cabin filters

# Main customers



# Global footprint



27 COMPANIES

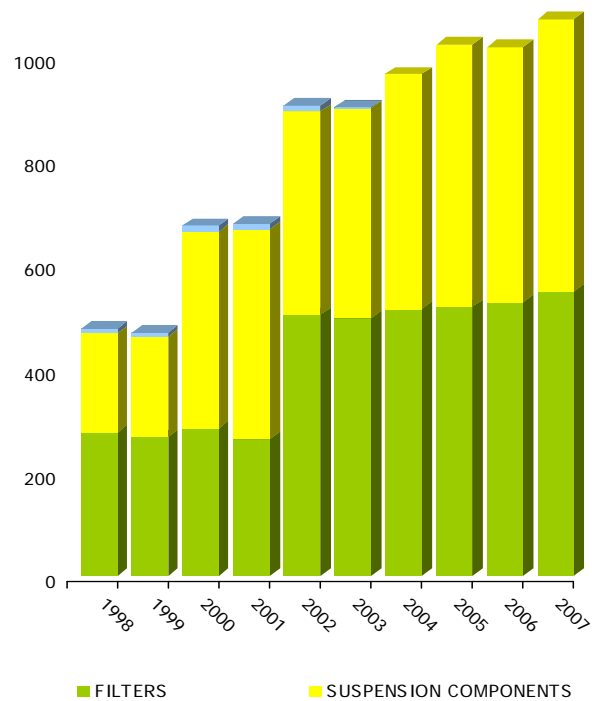
13 COUNTRIES

4 CONTINENTS

# A robust growth

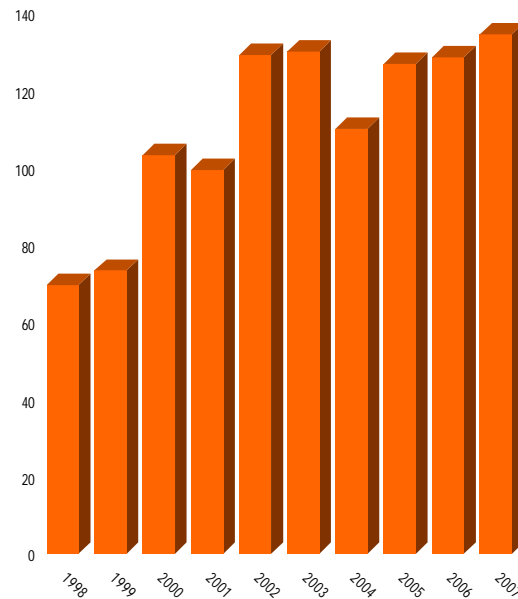
## REVENUES

CAGR = 9.5%

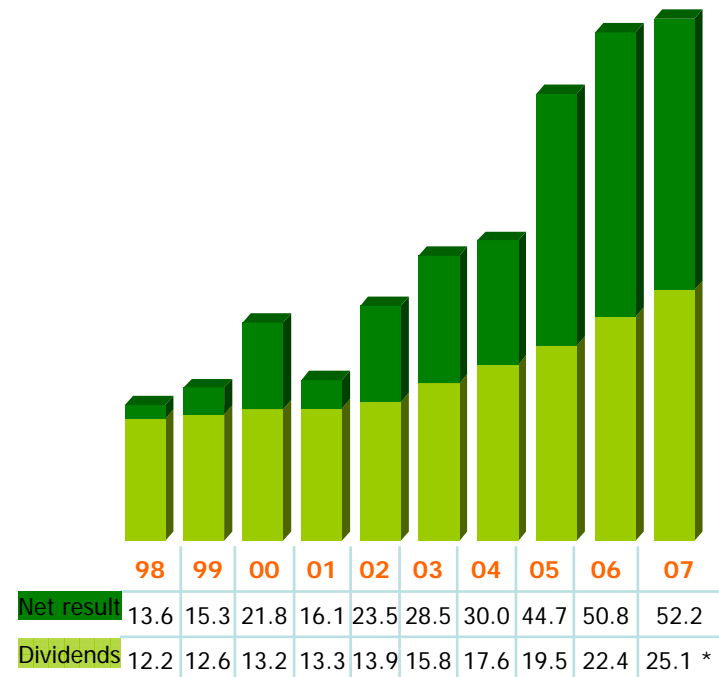


## EBITDA

CAGR = 7.6%



## NET RESULT & DIVIDENDS DISTRIBUTION



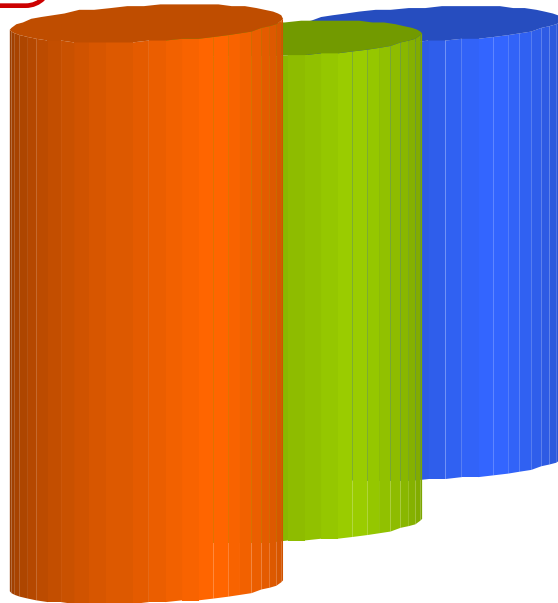
(\*) plus 134.4 extraordinary

# 1<sup>st</sup> Half 2008 highlights on Sogefi Group results

REVENUES	556.3 M€	+ 2.7 %
EBITDA - ADJUSTED	76.1 M€	- 4.0 %
EBIT	38.7 M€	- 25.0 %
PROFIT BEFORE TAX	32.7 M€	- 30.5 %
NET RESULT	20.2 M€	- 30.1 %
EQUITY *	173.5 M€	- 40.4 % *
NET BORROWING *	251.0 M€	+ 107 % *

# 1<sup>st</sup> Half 2008 revenues

+ 2.7 %



1H 2008	556.3 Mio €
1H 2007	541.7 Mio €
1H 2006	532.9 Mio €

0.5% drop of sales in Europe (Filtration only) and booming in South America (+28.4%)

Positive growth of Suspensions revenues (+8.4%) and -2.4% Filtration revenues

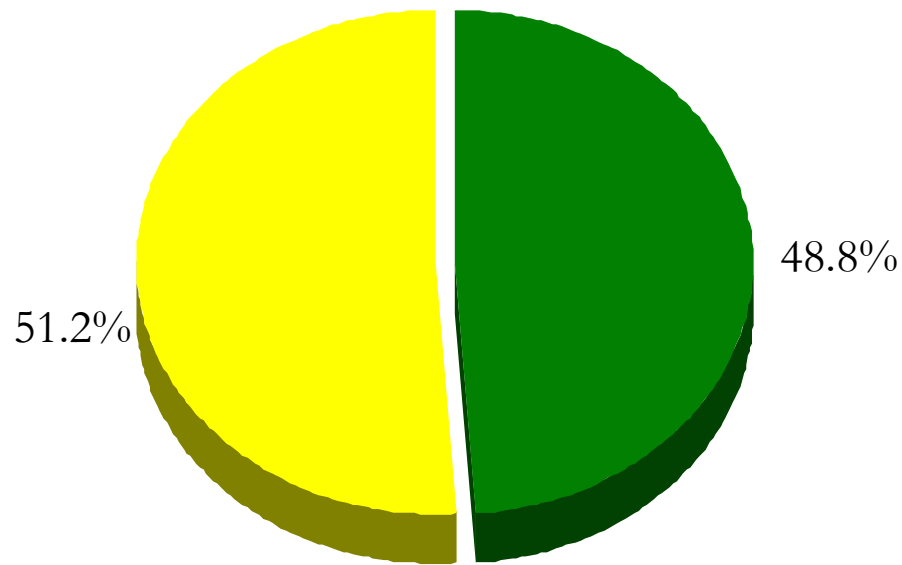
Exchange rates (pound vs. euro) effected negatively consolidated revenues (-2.2%)


In presence of European registration market down 2%, Sogefi grows 7.6% in the OE sector

Filters replacement market down 6.5%, mainly in the South European markets

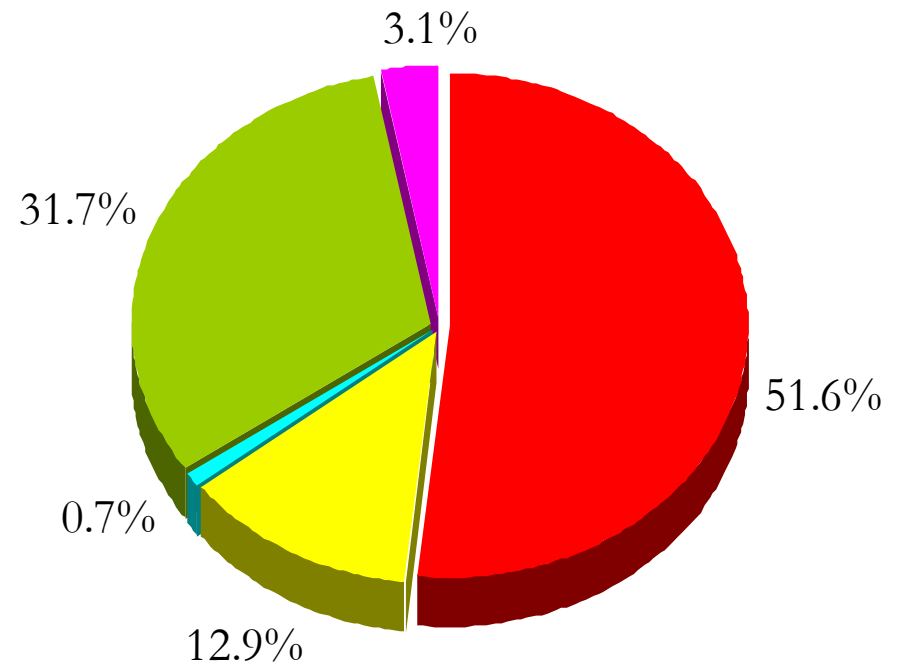
# 1<sup>st</sup> Half 2008 sales analysis






## BY DIVISION



	Suspension components	286.2 Mio €
	Filters	271.3 Mio €

## BY SECTOR

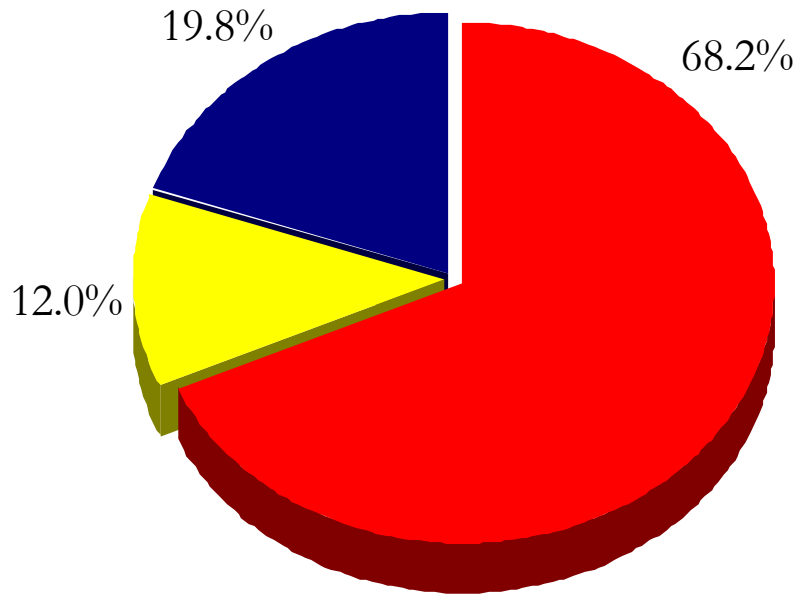


	Passenger cars (OEM)	287.0 Mio €
	Industrial vehicles (OEM)	71.6 Mio €
	Railways	4.0 Mio €
	After Market (OES + IAM)	176.5 Mio €
	others	17.1 Mio €



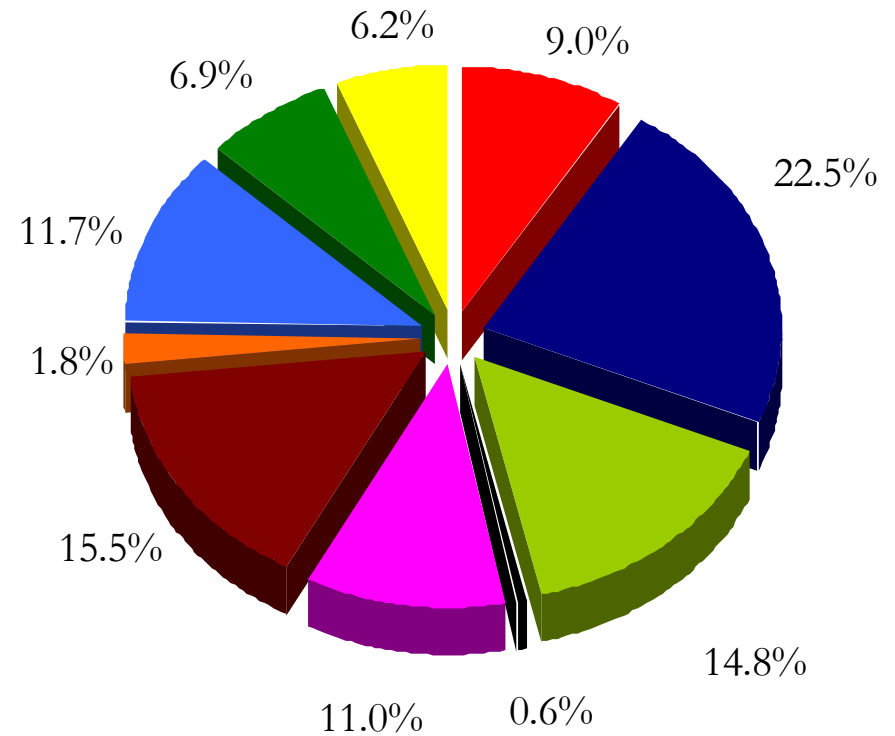
# 1<sup>st</sup> Half 2008 sales analysis

## BY CHANNEL



<span style="color: red;">■</span> OEM	379.7 Mio €
<span style="color: yellow;">■</span> OES	66.5 Mio €
<span style="color: blue;">■</span> IAM	110.1 Mio €

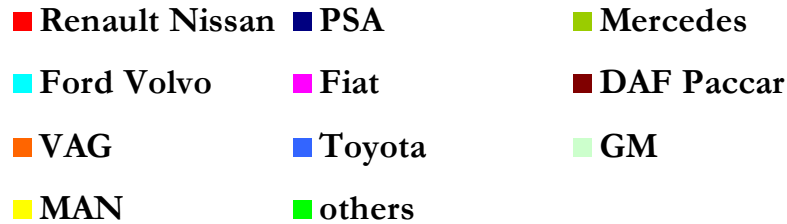
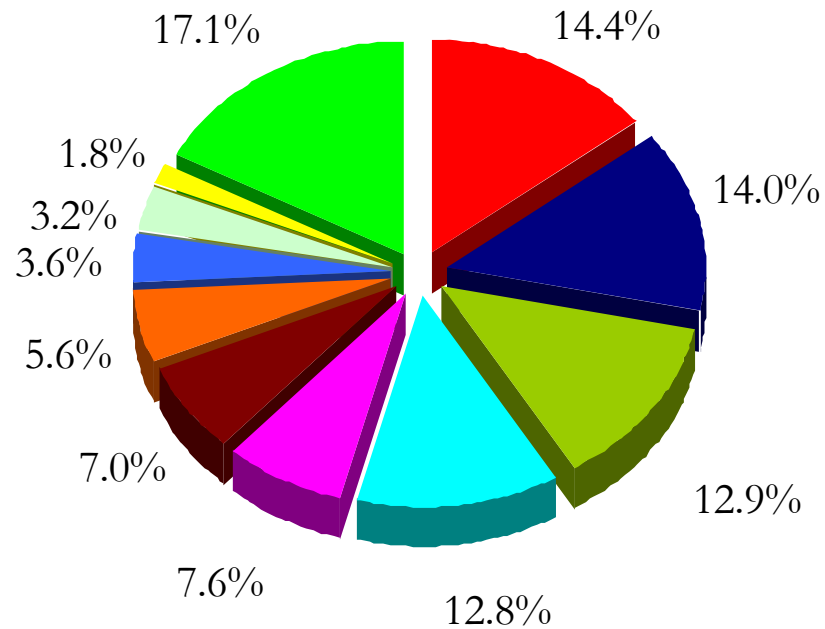
## BY GEOGRAPHY



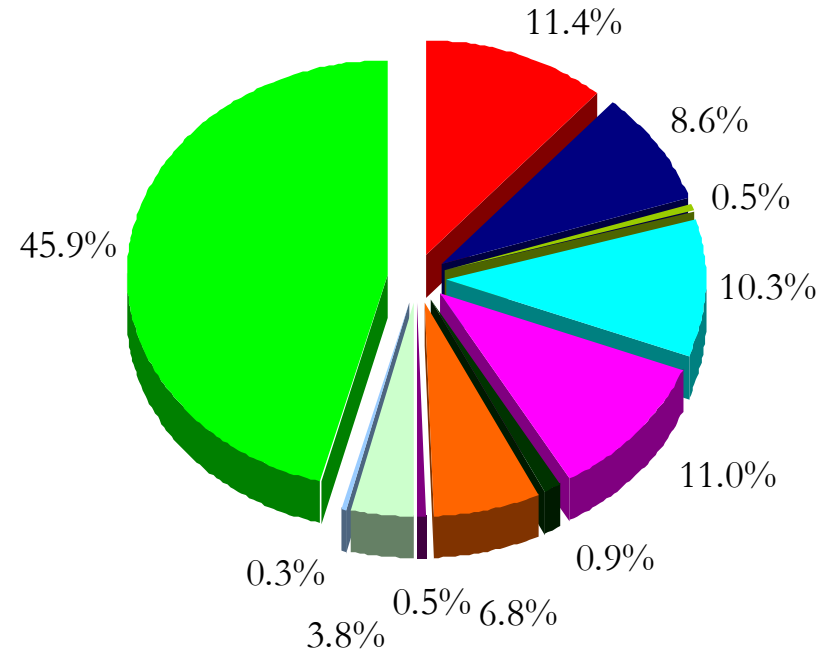
<span style="color: red;">■</span> Italy	<span style="color: blue;">■</span> France
<span style="color: green;">■</span> Germany	<span style="color: black;">■</span> China
<span style="color: magenta;">■</span> UK	<span style="color: brown;">■</span> Mercosur
<span style="color: orange;">■</span> USA	<span style="color: lightblue;">■</span> others
<span style="color: green;">■</span> Spain	<span style="color: yellow;">■</span> Benelux

# 1<sup>st</sup> Half 2008 sales by customers

## SUSPENSION FLEXIBLE COMPONENTS

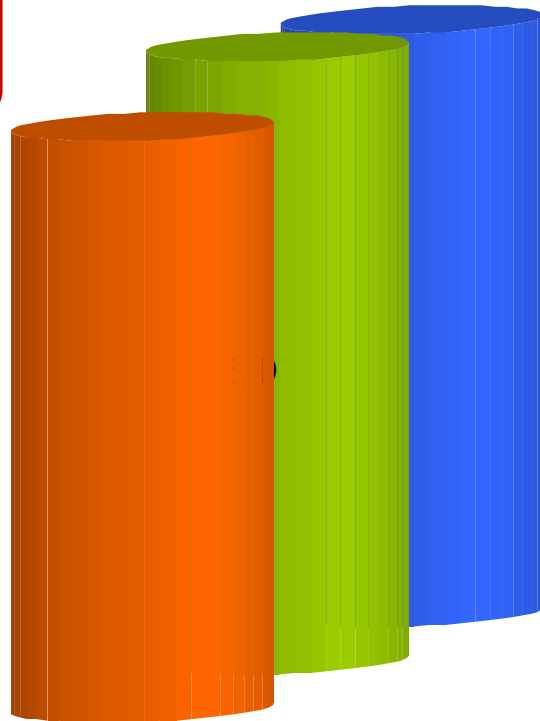


## ENGINE & CABIN FILTRATION



# 1<sup>st</sup> Half 2008 consolidated operating profit

- 4.1 %



Despite raw material price up, profitability almost in line with 2007, considering former year benefited from positive one-off € 2 Mio for Italian TFR

Substantial transfer of higher raw material cost on selling price in the Suspensions sector

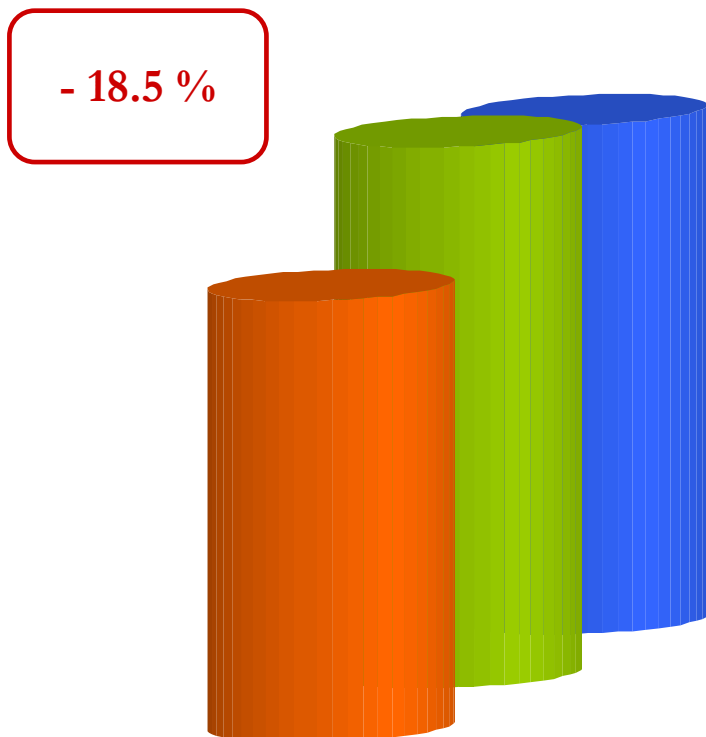
Better results in Suspensions balance weaker Filtration profitability due to less IAM revenues

No deterioration of contribution margin (absolute value) and labour cost incidence on sales

1H 2008	53.8 Mio €	9.7% on sales
1H 2007	56.0 Mio €	10.3% on sales
1H 2006	54.6 Mio €	10.2% on sales

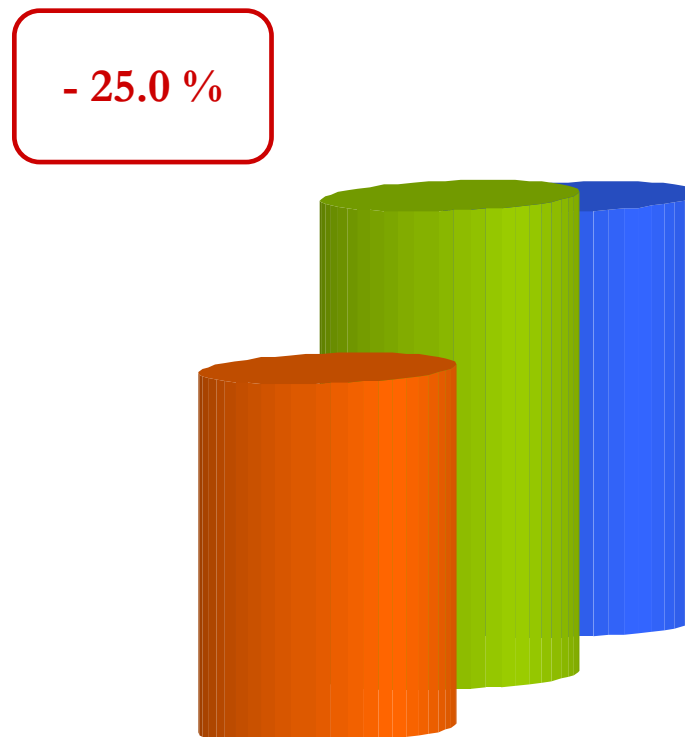
# 1<sup>st</sup> Half 2008 consolidated EBIT and EBITDA

## EBITDA



1H 2008	61.0 Mio €	11.0% on sales
1H 2007	74.8 Mio €	13.8% on sales
1H 2006	70.3 Mio €	13.2% on sales

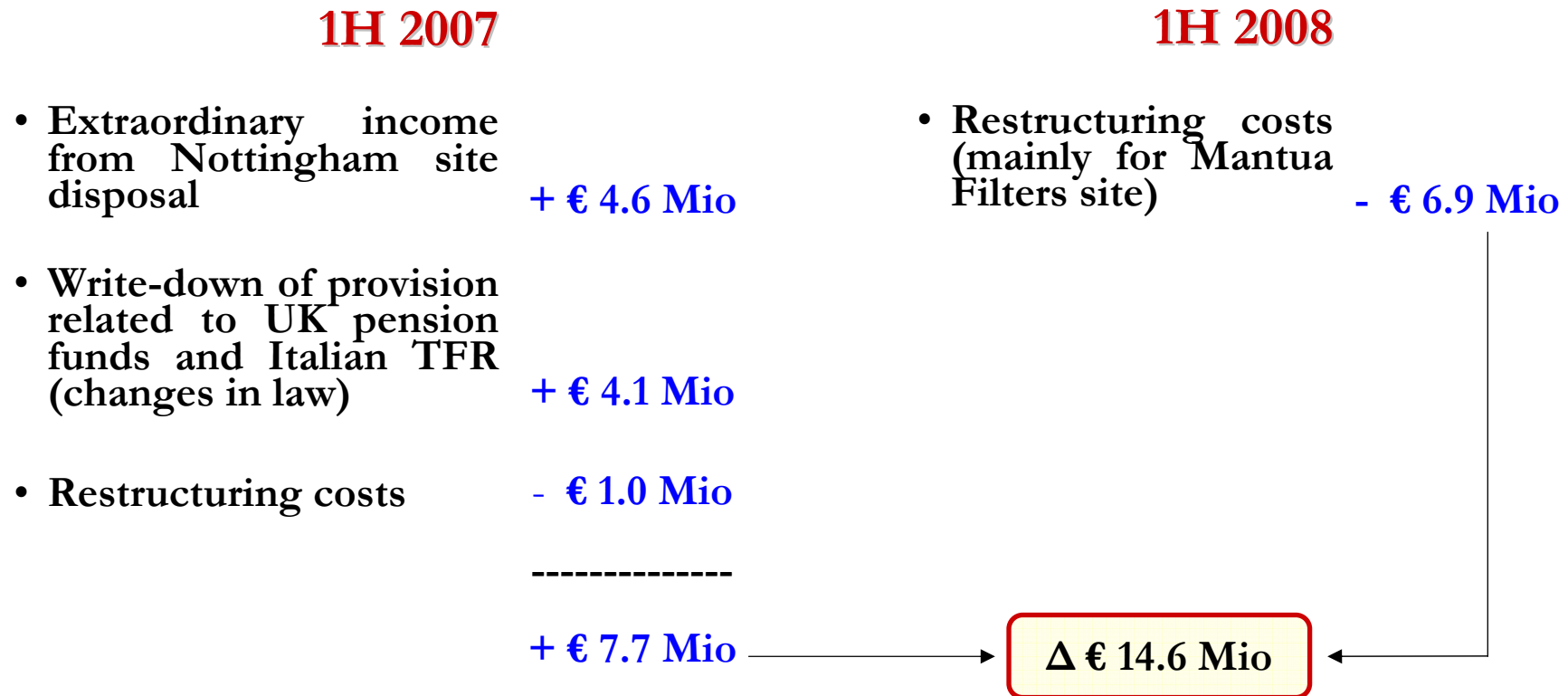
## EBIT



1H 2008	38.7 Mio €	7.0% on sales
1H 2007	51.6 Mio €	9.5% on sales
1H 2006	45.8 Mio €	8.6% on sales

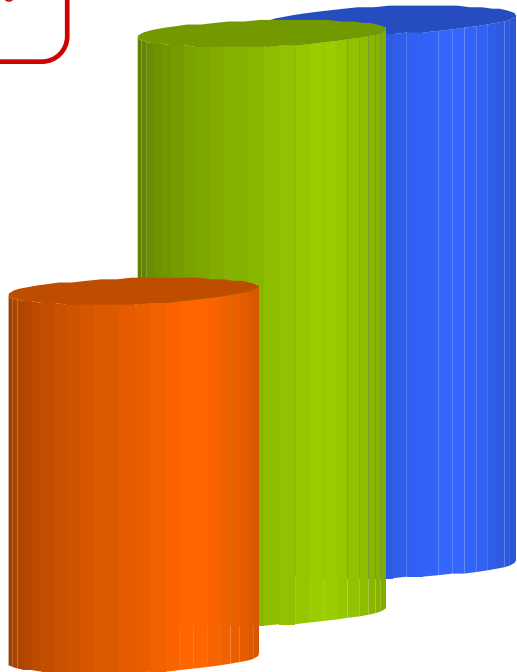
# 1<sup>st</sup> Half 2008 consolidated EBIT and EBITDA

The € 13.8 Mio reduction of EBITDA (€ 12.9 Mio for EBIT) is mainly originated by the completely different evolution of extraordinary operations:



# 1<sup>st</sup> Half 2008 consolidated net result

- 30.1 %



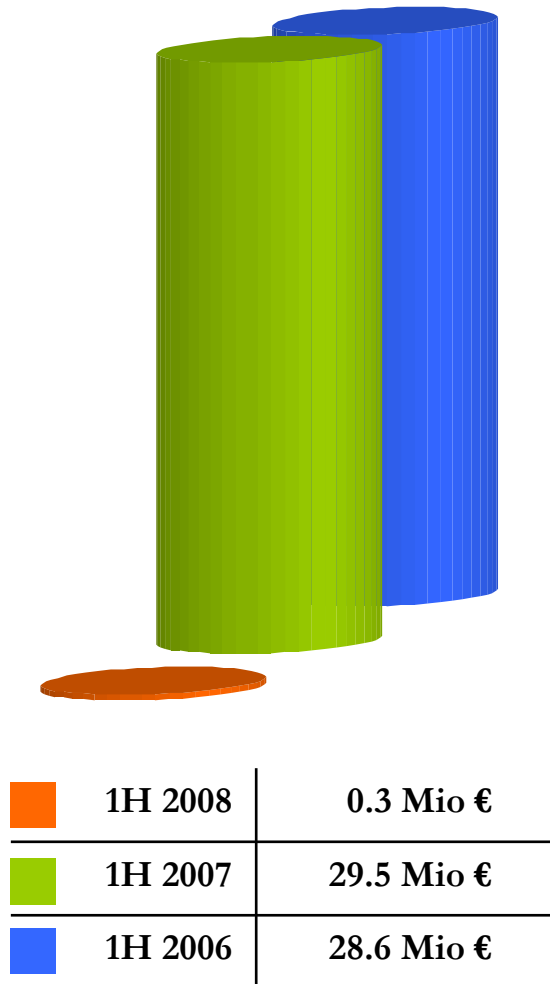
Lower EBIT

Higher financial expenses due to increased net financial indebtedness after extraordinary dividend distribution (€ 159.5 cash out)

Better evolution of the tax rate, mainly due to deferred tax assets in Italy, related to Mantua restructuring (€ 1.2 million)

1H 2008	20.2 Mio €	3.6% on sales
1H 2007	28.9 Mio €	5.3% on sales
1H 2006	27.5 Mio €	5.2% on sales

# 1<sup>st</sup> Half 2008 free cash flow



Less self financing

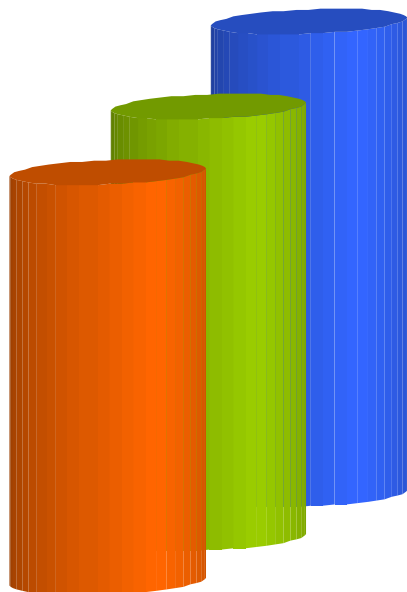
Higher Capex

Increase of Working Capital due to steel price and higher stocks built for the closure of Mantua and Oyartzun plants

No cash in from extraordinary operation (€ 7.0 Mio in 2007 originated by Nottingham disposal)

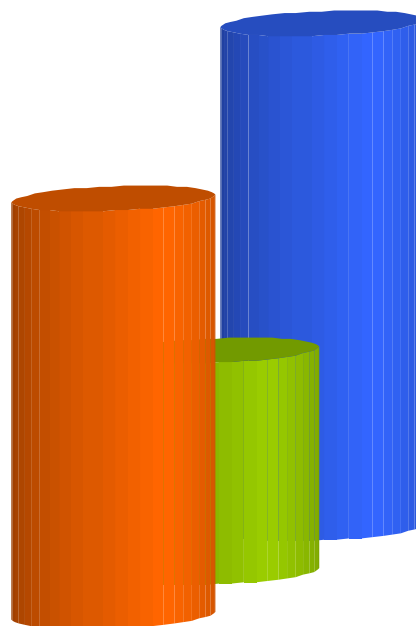
# 1<sup>st</sup> Half 2008 results

## NWC ON SALES



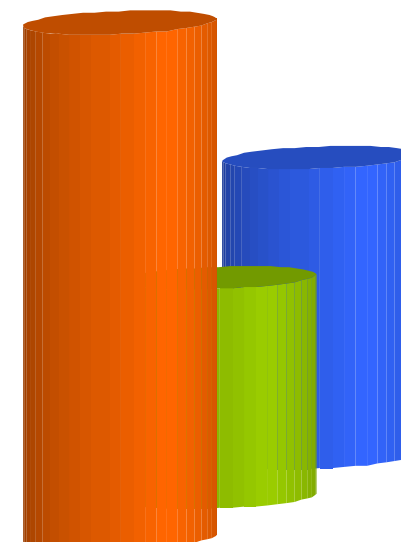
1H 2008	11.8 %
1H 2007	12.1 %
1H 2006	12.7 %

## CAPEX



1H 2008	21.1 Mio €
1H 2007	15.9 Mio €
1H 2006	23.4 Mio €

## NET FINANCIAL INDEBTEDNESS \*



1H 2008	251.0 Mio €
1H 2007	121.2 Mio €
1H 2006	156.2 Mio €



# Sogefi products in new models

Fiat 500 Abarth (2008)



Oil filtration system  
Stabilizer bars  
Straight bars

BMW Serie 5 (2009)



Coil springs

Geely Camry (2009)



Air filtration system

New Mini Clubman (2008/09)



Oil filtration system

Peugeot 3008 (2008/09)



Coil springs  
Stabilizer bars  
Straight bars

VW Golf (2008)



Coil springs  
Stabilizer bars  
Oil filtration system

# Sogefi products in new models

Lancia Delta (2008)



Stabilizer bars  
Oil filtration system

Citroën New C2/C3 (2009)



Coil springs  
Stabilizer bars  
Torsion bars  
Oil filtration system

Ford Focus (2008)



Stabilizer bars  
Coil springs  
Oil filtration system  
Air cartridge

Peugeot New 407 (2010)



Stabilizer bars  
Coil springs  
Oil filtration system  
Diesel filtration system

Toyota Yaris (2008)



Coil springs  
Oil filtration system

New Audi A8 (2010)



Stabilizer bars

# Sogefi products in new models

High Speed Trains Velaro (2009)



Anti-roll bars

Mercedes GL 500 (2008)



Oil filtration system

Aston Martin V12 Vantage (2009)



Oil filtration system

Ford F150 (2009)



Oil filtration system

Paccar Common Chassis (2008/2009)



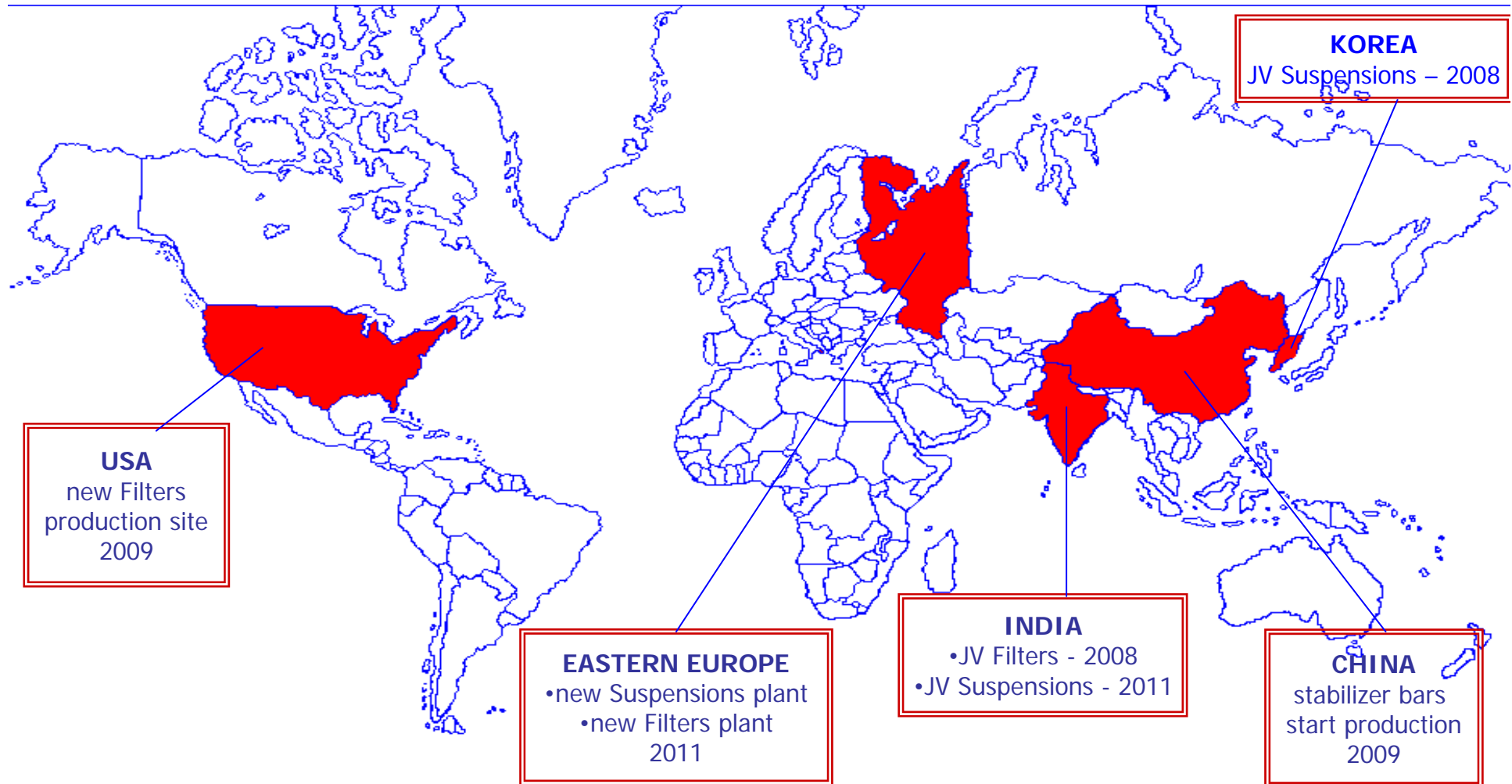
Parabolic air links  
Parabolic springs for front axle

MAN tg-m (4x4) (2008/2009)



Parabolic springs for front axle  
Stabilizer bars

# Road ahead - Organic expansion



## Road ahead – External expansion

- ▶ EXTRAORDINARY DIVIDEND DISTRIBUTION HAS NOT CHANGED SOGEFI AIM TO REALIZE AN ACQUISITION
- ▶ ACTUAL INDEBTNESS LEVEL IS NOT AN OBSTACLE
- ▶ FULL AGREEMENT OF SHAREHOLDER CIR ON PURSUING ACQUISITION STRATEGY
- ▶ TOUGH SECTOR MOMENTUM COULD OFFER MORE OPPORTUNITIES





## *Disclaimer*

- ❑ *This document has been prepared by SOGEFI S.p.A. for information purposes only and for use in presentations of the Group's results and strategies.*
- ❑ *For further details on the SOGEFI Group, reference should be made to publicly available information, including the Annual Report, the Semi-Annual and Quarterly Reports.*
- ❑ *Statements contained in this document, particularly the ones regarding any SOGEFI Group possible or assumed future performance, are or may be forward looking statements and in this respect they involve some risks and uncertainties.*
- ❑ *Any reference to past performance of the SOGEFI Group shall not be taken as an indication of future performance.*
- ❑ *This document does not constitute an offer or invitation to purchase or subscribe for any shares and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.*



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