



# COMPANY PRESENTATION 1Q 2008

The logo for CHEUVREUX consists of a stylized 'C' and 'A' symbol in white on a dark red background, followed by the word "CHEUVREUX" in a white, sans-serif font.

European  
Small&Mid Cap  
Conference

London – June 17<sup>th</sup>, 2008

ENGINE AND CABIN  
FILTRATION SYSTEMS



FLEXIBLE COMPONENTS  
FOR SUSPENSIONS



WORLD'S  
LEADER ON  
TWO KEY  
VEHICLES  
TECHNOLOGIES

## FILTERS DIVISION

NUMBER 5 WORLDWIDE

EUROPEAN AND SOUTH AMERICAN LEADERSHIP IN THE REPLACEMENT MARKET

SOUTH AMERICAN LEADERSHIP IN OEM

PREMIUM IAM BRANDS:



BIOFUEL FILTRATION TECHNOLOGY

DIVERSIFIED CUSTOMER BASE

LEADING MARKET POSITION

INNOVATIVE PRODUCTS

GLOBAL FOOTPRINT

## SUSPENSION COMPONENTS DIVISION

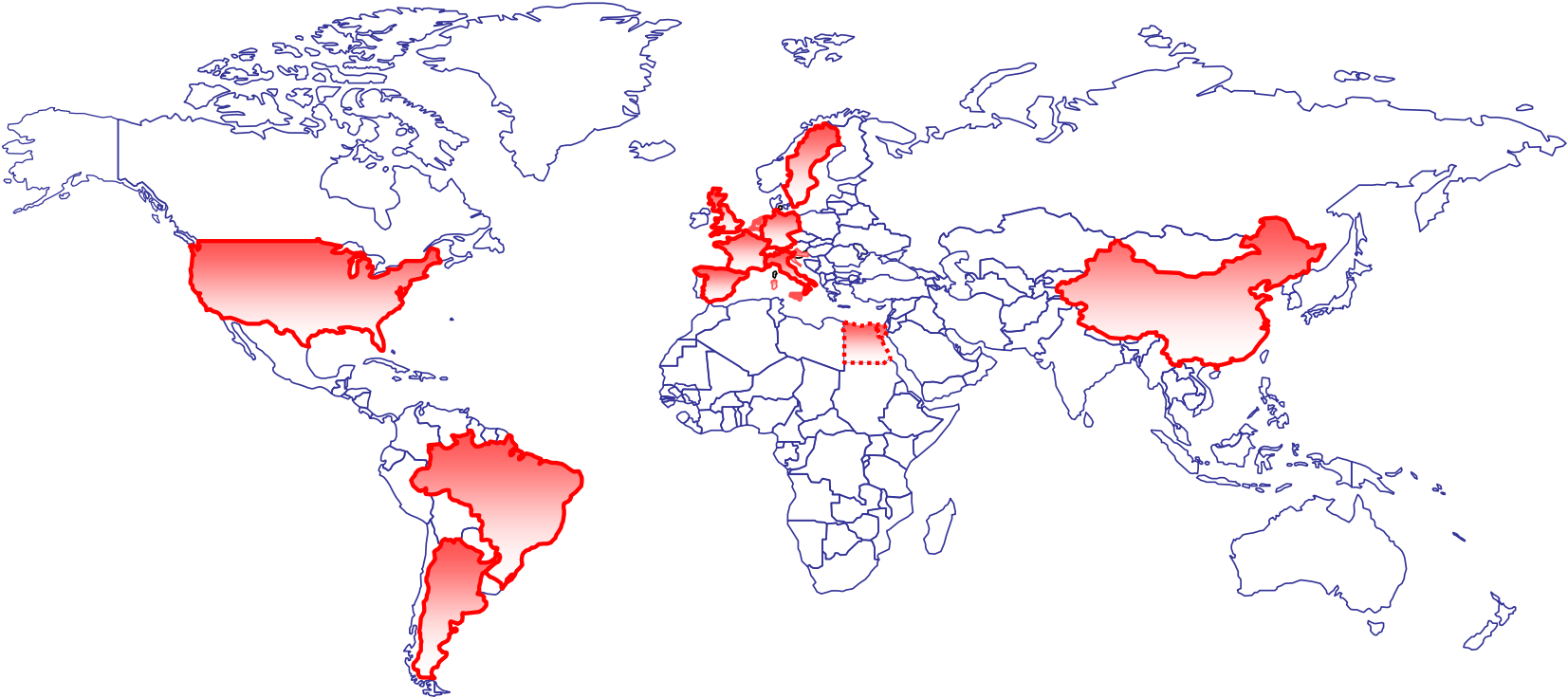
SECOND LARGER WORLDWIDE PRODUCER

EUROPEAN AND SOUTH AMERICAN LEADERSHIP

HIGH VALUE PRODUCTS: STABILINKS, HIGH SPEED TRAIN PARTS, ESCAVATORS TRACK ADJUSTERS, PRECISION SPRINGS, COMPOSITE SPRINGS

COLD AND WARM PROCESS TECHNOLOGIES

# GLOBAL FOOTPRINT

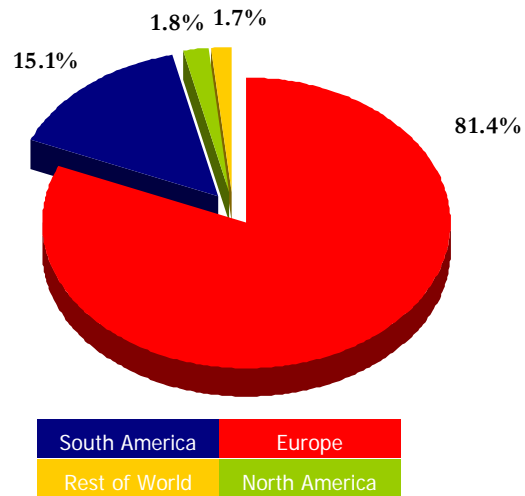


27 COMPANIES

13 COUNTRIES

4 CONTINENTS

## REVENUE BY GEOGRAPHY



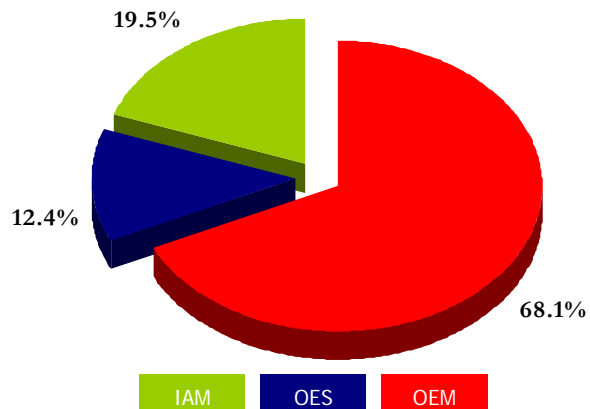
## CUSTOMERS' PANEL



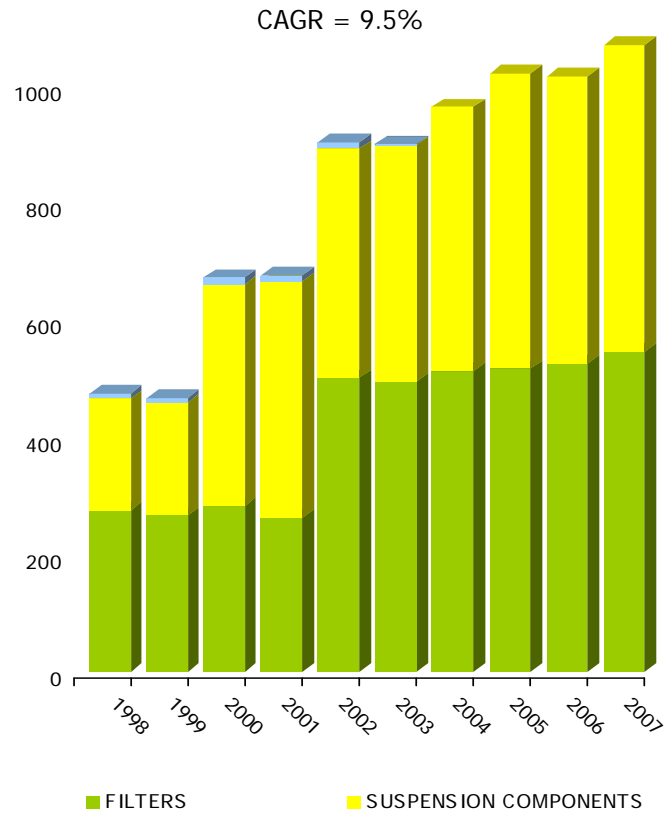
**DIVERSIFIED  
REVENUE  
STREAMS**

**A NATURALLY  
HEDGE OEM  
PORTFOLIO**

## REVENUE BY CHANNEL



## SALES

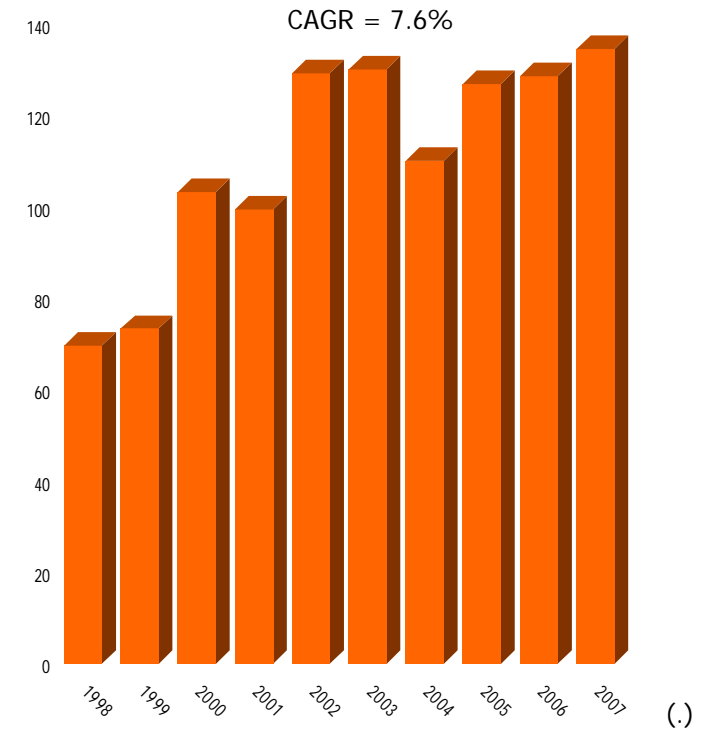


**ROBUST  
GROWTH**

**SUPERIOR  
PROFITABILITY**

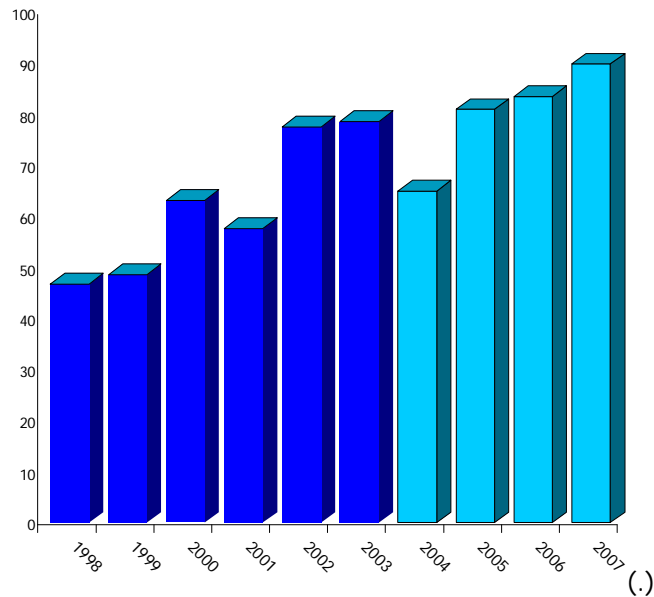
**HIGH PAY OUT**

## EBITDA



(.) for the years 2004/07 the EBITDA is based on IAS/IFRS accounting principles

## EBIT



(.) for the years 2004/07 the EBIT is based on IAS/IFRS accounting principles

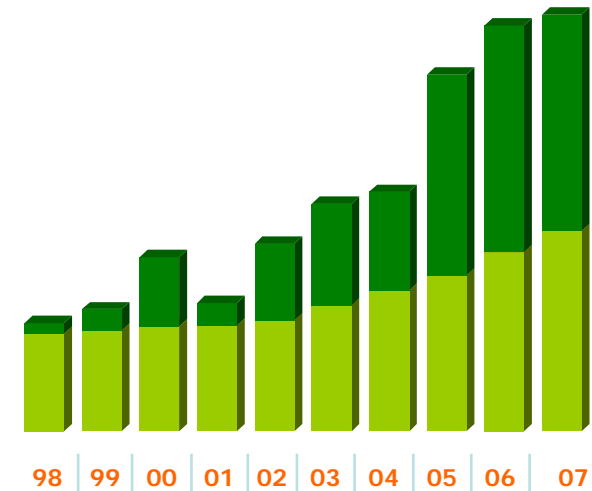
CAGR = 7.5%

**ROBUST  
GROWTH**

**SUPERIOR  
PROFITABILITY**

**HIGH PAY OUT**

## NET RESULT AND DIVIDENDS DISTRIBUTION



	98	99	00	01	02	03	04	05	06	07
Net result	13.6	15.3	21.8	16.1	23.5	28.5	30.0	44.7	50.8	52.2
Dividends	12.2	12.6	13.2	13.3	13.9	15.8	17.6	19.5	22.4	25.1*

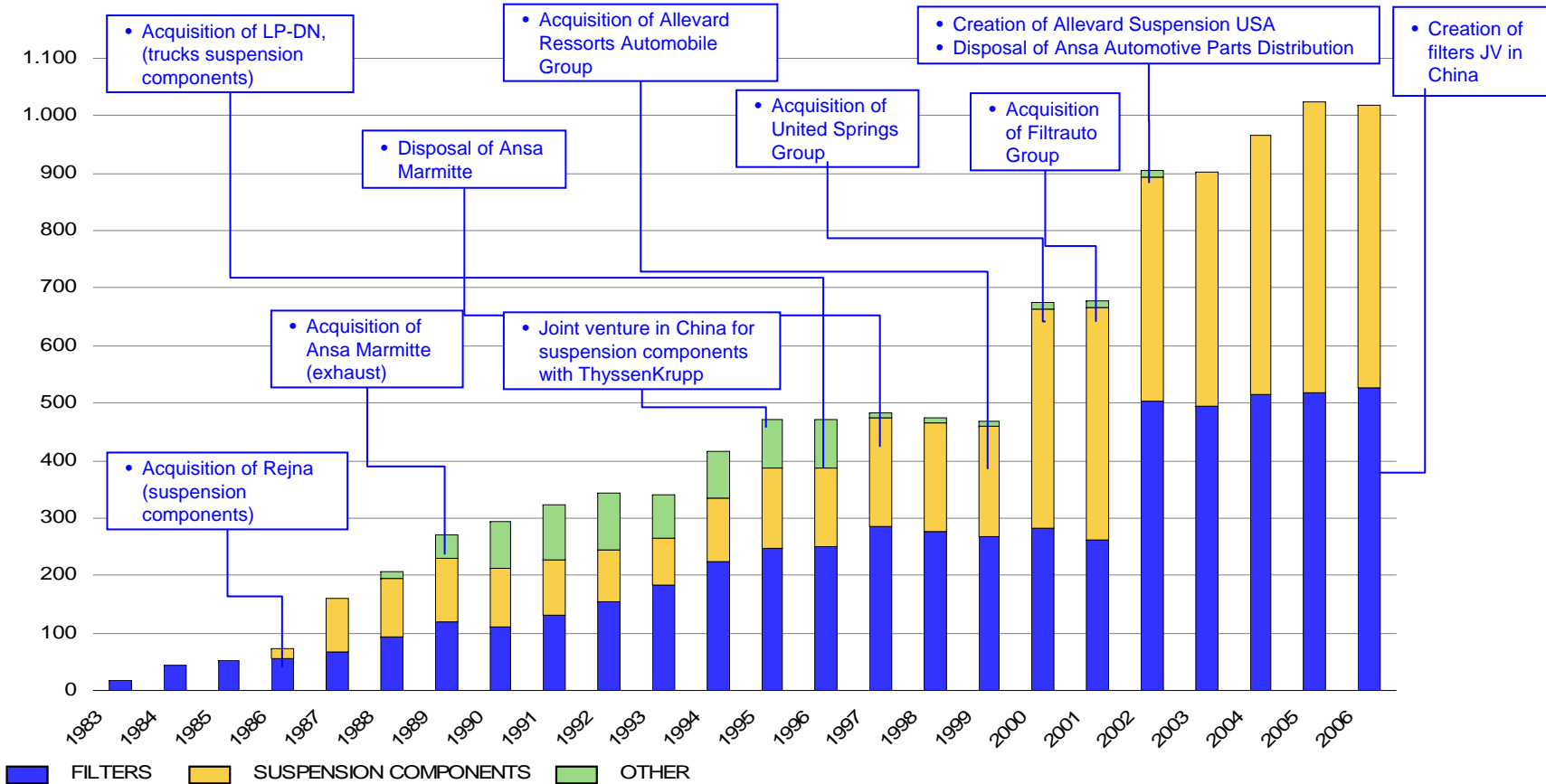
\* Plus 134.4 extraordinary (.)

(.) for the years 2004/07 the net result is based on IAS/IFRS accounting principles

CAGR Dividends = 8.3%

CAGR Net Result = 16.1%

# A PROVEN TRACK RECORD OF SUCCESSFUL ACQUISITIONS



- Very successful history of acquisitions and a strong experience in the integration of new companies
- Sogefi continues to monitor the market for new acquisition opportunities



## SHARE PERFORMANCE 01 JANUARY 2006 – 31 MAY 2008



Source: Bloomberg



1Q 2008

FINANCIAL HIGHLIGHTS

## HIGHLIGHTS ON SOGEFI GROUP ACTIVITIES 1Q 2008

<b>TURNOVER</b>	<b>271.7 M€</b>	<b>+ 1.7 %</b>
<b>EBITDA - ADJUSTED</b>	<b>34.6 M€</b>	<b>- 7.6 %</b>
<b>EBIT</b>	<b>17.9 M€</b>	<b>- 21.7 %</b>
<b>PROFIT BEFORE TAX</b>	<b>15.7 M€</b>	<b>- 24.4 %</b>
<b>NET RESULT</b>	<b>9.0 M€</b>	<b>- 29.3 %</b>
<b>EQUITY</b>	<b>316.2 M€</b>	<b>+ 7.7 %</b>
<b>NET BORROWING</b>	<b>101.4 M€</b>	<b>- 18.6 %</b>

## SOGEFI GROUP 1Q 2008 RESULTS: TURNOVER

+ 1.7 %



1Q 2008	271.7 Mio €
1Q 2007	267.1 Mio €
1Q 2006	264.3 Mio €

Growth generated by Suspensions Division.

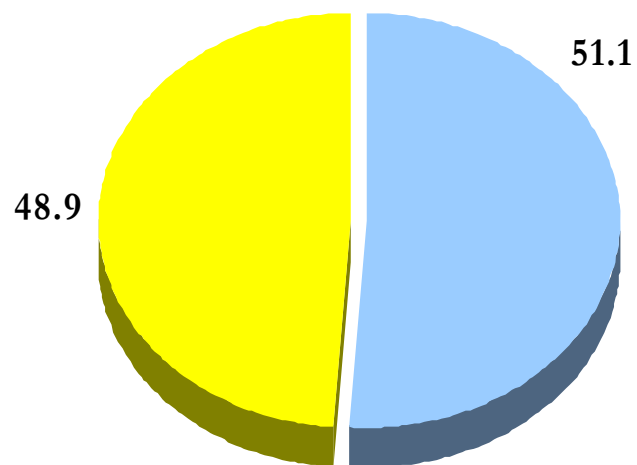
Sales development in South America and in Truck Suspensions Europe.

Very poor performance of Filtration in After Market Europe.

Growth affected by exchange rates impact for almost 2%.

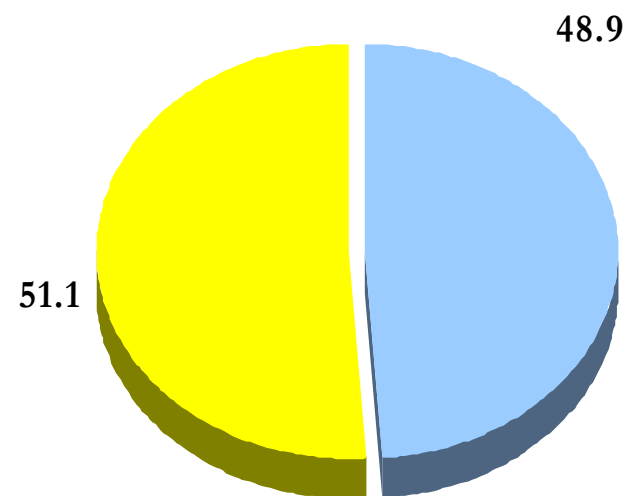
# SOGEFI GROUP 1Q 2008 RESULTS: SPLIT TURNOVER BY DIVISION



1Q 2007



	Suspension components	130.5 million €
	Filters	136.7 million €

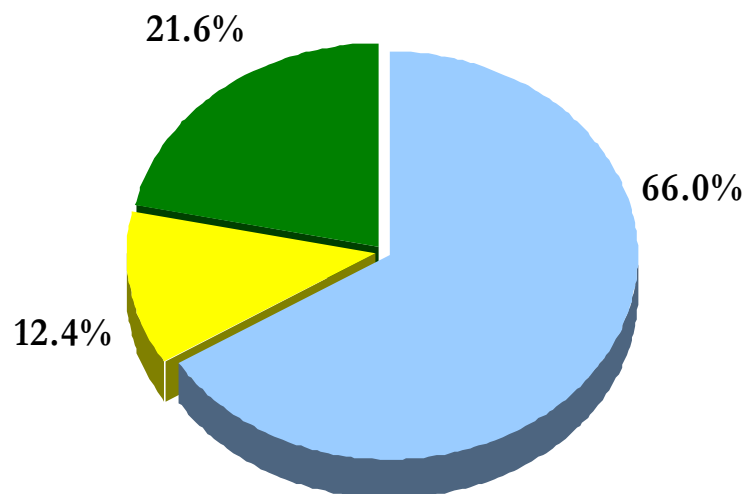
1Q 2008



	Suspension components	139.2 million €
	Filters	133.0 million €

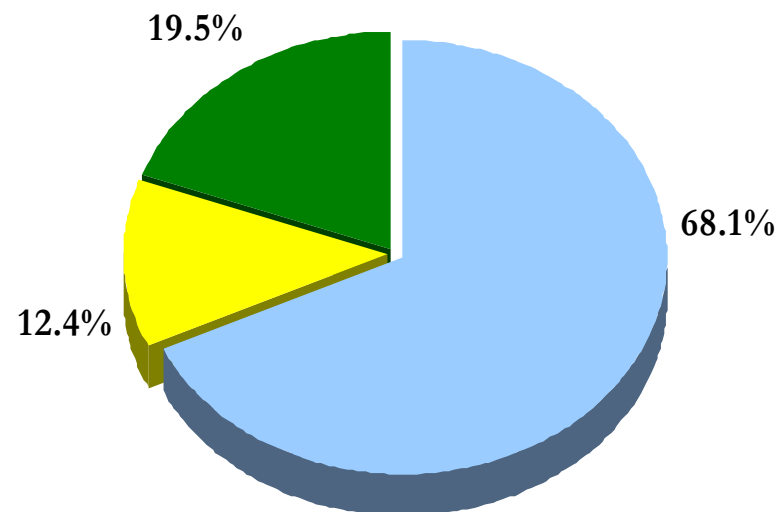
# SOGEFI GROUP 1Q 2008 RESULTS: SPLIT TURNOVER BY CHANNEL

1Q 2007



<span style="color: lightblue;">■</span> OEM	176.3 Mio €
<span style="color: yellow;">■</span> OES	33.2 Mio €
<span style="color: green;">■</span> IAM	57.6 Mio €

1Q 2008























<span style="color: lightblue;">■</span> OEM	185.0 Mio €
<span style="color: yellow;">■</span> OES	33.8 Mio €
<span style="color: green;">■</span> IAM	52.9 Mio €

## SOGEFI GROUP MAIN CUSTOMERS 1Q 2008: PASSENGER CARS

	<b>1. RENAULT GROUP</b>		<b>(13.1%)</b>
	<b>2. PSA</b>		<b>(11.4%)</b>
	<b>3. FORD GROUP</b>		<b>(11.2%)</b>
	<b>4. FIAT GROUP</b>		<b>(6.1%)</b>
	<b>5. VW GROUP</b>		<b>(6.0%)</b>
	<b>6. GM GROUP</b>		<b>(3.6%)</b>
	<b>7. MERCEDES BENZ</b>		<b>(3.3%)</b>
	<b>8. TOYOTA</b>		<b>(1.9%)</b>
	<b>9. HONDA</b>		<b>(1.1%)</b>
	<b>10. BMW</b>		<b>(0.6%)</b>

 **INCREASED**   
  **STABLE**   
  **DECREASED**   
 VS. 2007

## SOGEFI GROUP MAIN CUSTOMERS 1Q 2008: INDUSTRIAL VEHICLES

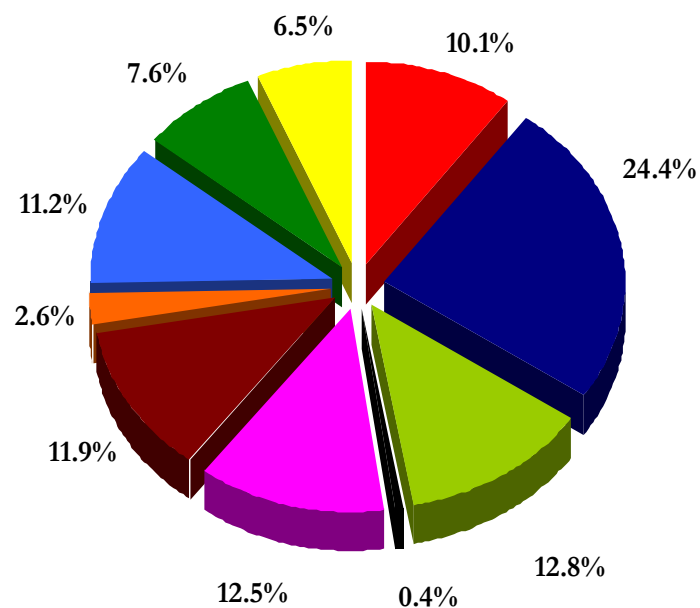
	1. DAF/PACCAR		(3.7%)
	2. DAIMLER TRUCKS		(3.1%)
	3. IVECO		(2.4%)
	4. CATERPILLAR		(1.0%)
	5. MAN		(1.0%)
	6. NEW HOLLAND		(0.7%)
	7. RENAULT TRUCKS		(0.4%)
	8. BOMBARDIER		(0.3%)
	9. VW TRUCKS		(0.2%)
	10. TRENITALIA		(0.2%)

 **INCREASED**    **STABLE**    **DECREASED**   VS. 2007

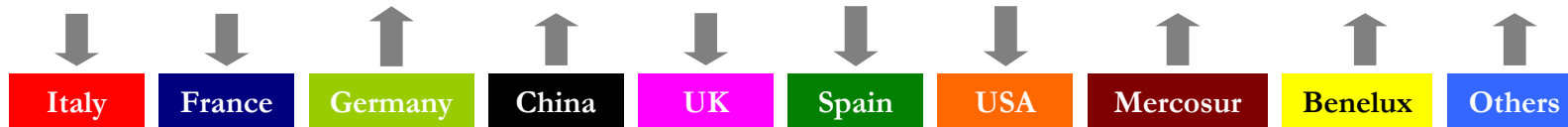
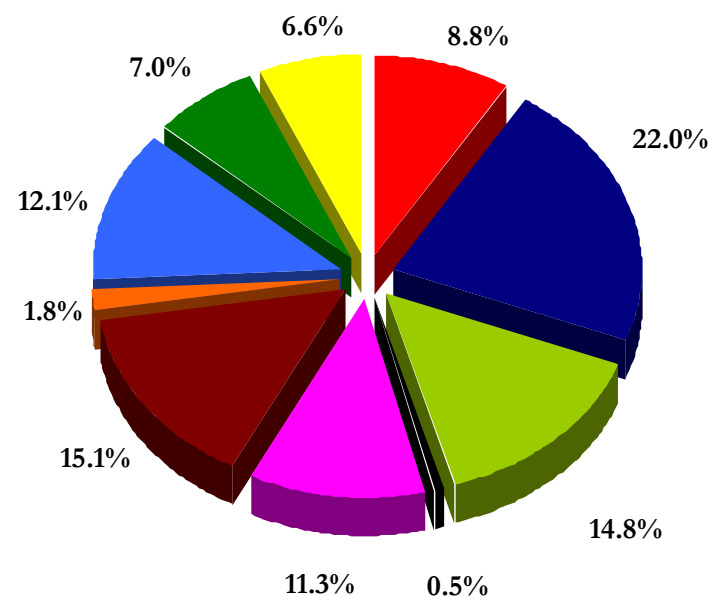


# SOGEFI GROUP 1Q 2008 RESULTS: TURNOVER BY COUNTRY

1Q 2007

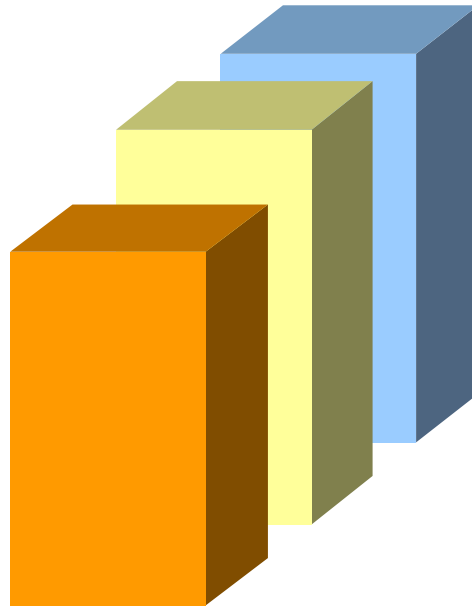


1Q 2008



# SOGEFI GROUP 1Q 2008 RESULTS: CONSOLIDATED ADJUSTED EBITDA

- 7.6 %



The reduction has been generated by Filtration Division while Suspensions Division was flat.

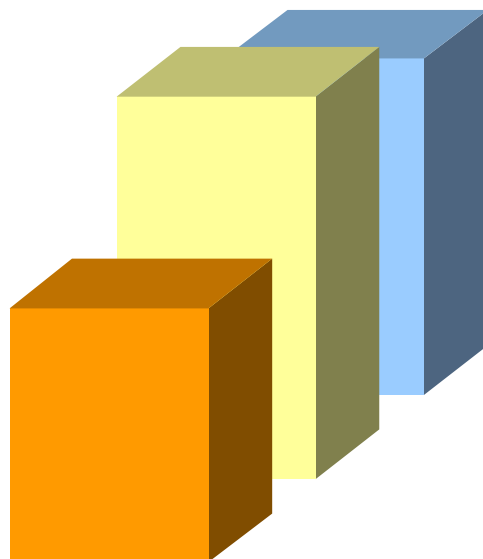
Lower contribution margin on sales due to channel mix, raw material pressure and British pound weakness.

1Q 2008	34.6 Mio €
1Q 2007	37.4 Mio €
1Q 2006	37.0 Mio €

12.7 % on sales  
14.0 % on sales  
14.0 % on sales

## SOGEFI GROUP 1Q 2008 RESULTS: CONSOLIDATED EBIT

- 21.7 %



Lower operating profit.

2007 benefited from positive one-off income due to changes in U.K. pension scheme regulations for € 1.8 million.

Exchange loss due to British pound weakness.

1Q 2008	17.9 Mio €	6.6 % on sales
1Q 2007	22.9 Mio €	8.6 % on sales
1Q 2006	21.1 Mio €	8.0 % on sales

## FILTRATION DIVISION 1Q 2008 RESULTS: SALES

- 2.7 %



1Q 2008	133.0 Mio €
1Q 2007	136.7 Mio €
1Q 2006	131.6 Mio €

Very poor performance in OES and IAM in Europe.

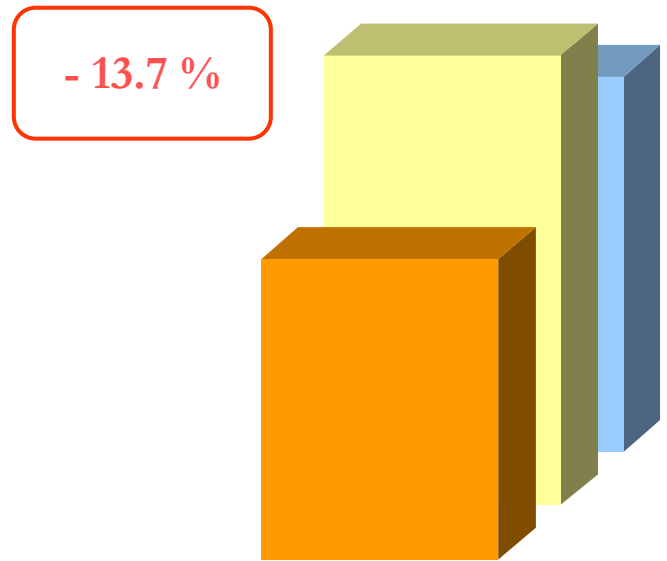
Good trend of the OEM overall.

Positive trend of South America in all the channel mix (+23%).

2008 sales impacted by British pound weakness.

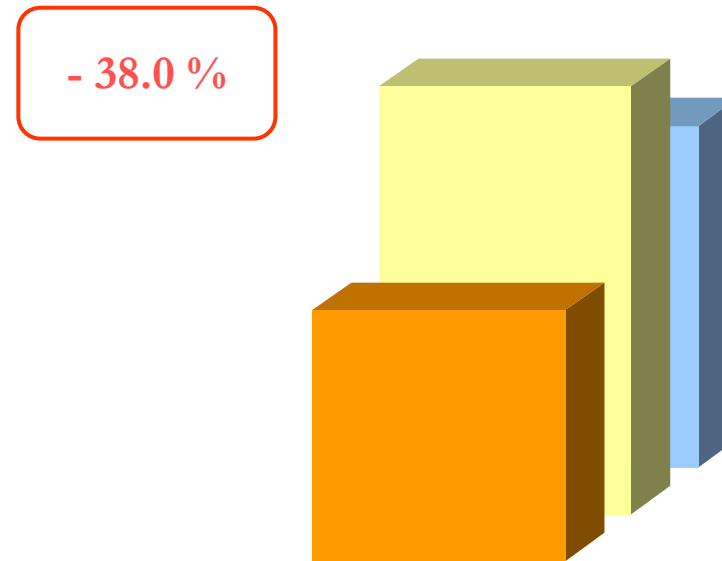
# FILTRATION DIVISION 1Q 2008 RESULTS

## ADJUSTED EBITDA



1Q 2008	16.2 Mio €	12.2 % on sales
1Q 2007	18.8 Mio €	13.7 % on sales
1Q 2006	17.5 Mio €	13.3 % on sales

## EBIT



1Q 2008	8.5 Mio €	6.4 % on sales
1Q 2007	13.8 Mio €	10.1 % on sales
1Q 2006	11.2 Mio €	8.5 % on sales



## FILTRATION DIVISION 1Q 2008 RESULTS



Operating profitability affected by unfavourable channel mix.

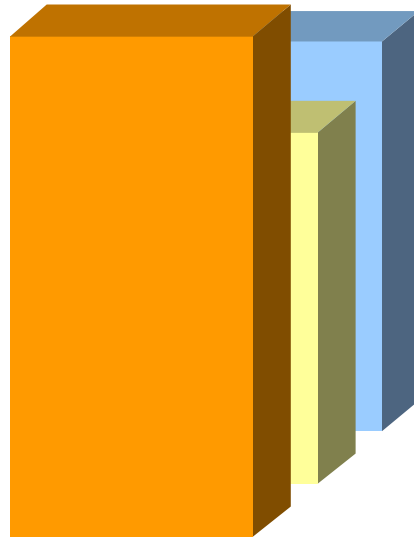
Poor financial performances of the Italian and Spanish subsidiaries.

In 2007 EBIT impacted positively by one-off of €1.8 million due to changes in UK pension funds regulation.

EBIT suffered strong devaluation of British pound for € 1 million.

## SUSPENSION COMPONENTS 1Q 2008 RESULTS: SALES

+ 6.6 %



1Q 2008	139.2 Mio €
1Q 2007	130.5 Mio €
1Q 2006	132.8 Mio €

The growth with Mercedes, VAG, Fiat and GM more than compensated the decrease with PSA and Ford in car segment.

Terrific development in Mercosur goes on (+32%).

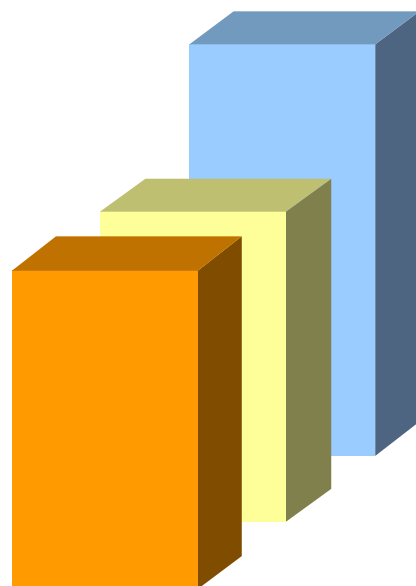
Sales in Truck still strong (+26%).

Poor performance of precision springs.

# SUSPENSION COMPONENTS 1Q 2008 RESULTS

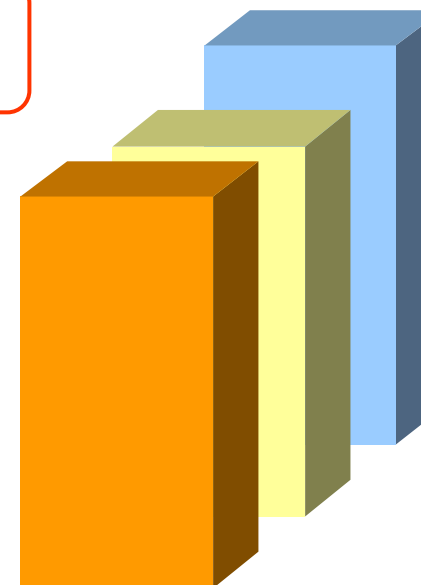
## ADJUSTED EBITDA

+ 0.3 %



## EBIT

+ 5.8 %



1Q 2008	19.5 Mio €	14.0 % on sales
1Q 2007	19.4 Mio €	14.9 % on sales
1Q 2006	20.5 Mio €	15.4 % on sales

1Q 2008	11.0 Mio €	7.9 % on sales
1Q 2007	10.4 Mio €	8.0 % on sales
1Q 2006	11.2 Mio €	8.4 % on sales



## SUSPENSION COMPONENTS 1Q 2008 RESULTS

Profitability affected by steel price increase not yet recovered,  
as well as British pound weakness.

Some productivity problems penalized profitability of the Italian subsidiary  
and precision springs business.

Further development in South American and truck performances.

Very poor performance of ASUSA due to USA recession.

# SOGEFI GROUP 1Q 2008 RESULTS: CONSOLIDATED NET RESULT

- 29.3 %



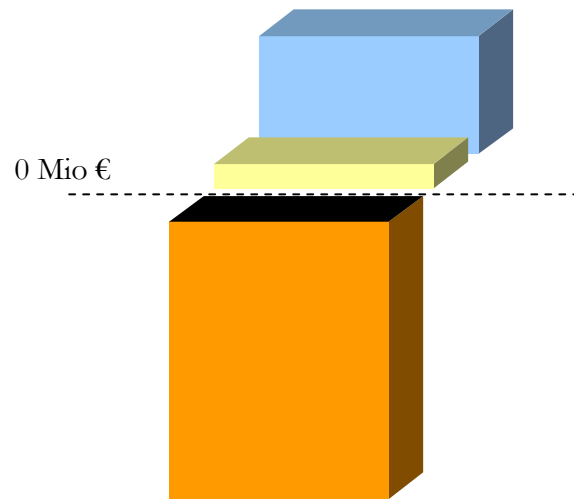
Lower EBIT.




Financial expenses steady.

Tax rate slightly growing (38%) due to bigger losses in the USA and country mix.

1Q 2008	9.0 Mio €	3.3 % on sales
1Q 2007	12.7 Mio €	4.7 % on sales
1Q 2006	11.6 Mio €	4.4 % on sales

## SOGEFI GROUP 1Q 2008 RESULTS: FREE CASH FLOW



	1Q 2008	-12.6 Mio €
	1Q 2007	1.1 Mio €
	1Q 2006	5.4 Mio €

**Lower Profitability.**

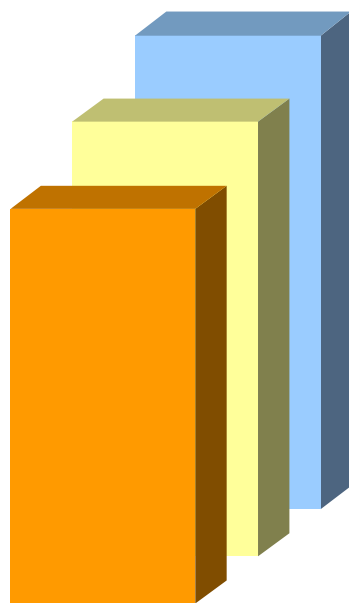
**Negative seasonality, only partially offset by further impact on NWC.**

**Relevant out flow payments to German tax authorities and British pension funds.**

**Higher CAPEX out flow.**

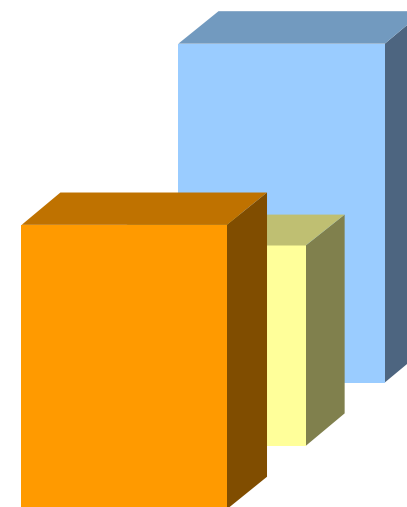
# SOGEFI GROUP 1Q 2008 RESULTS

## NWC ON SALES



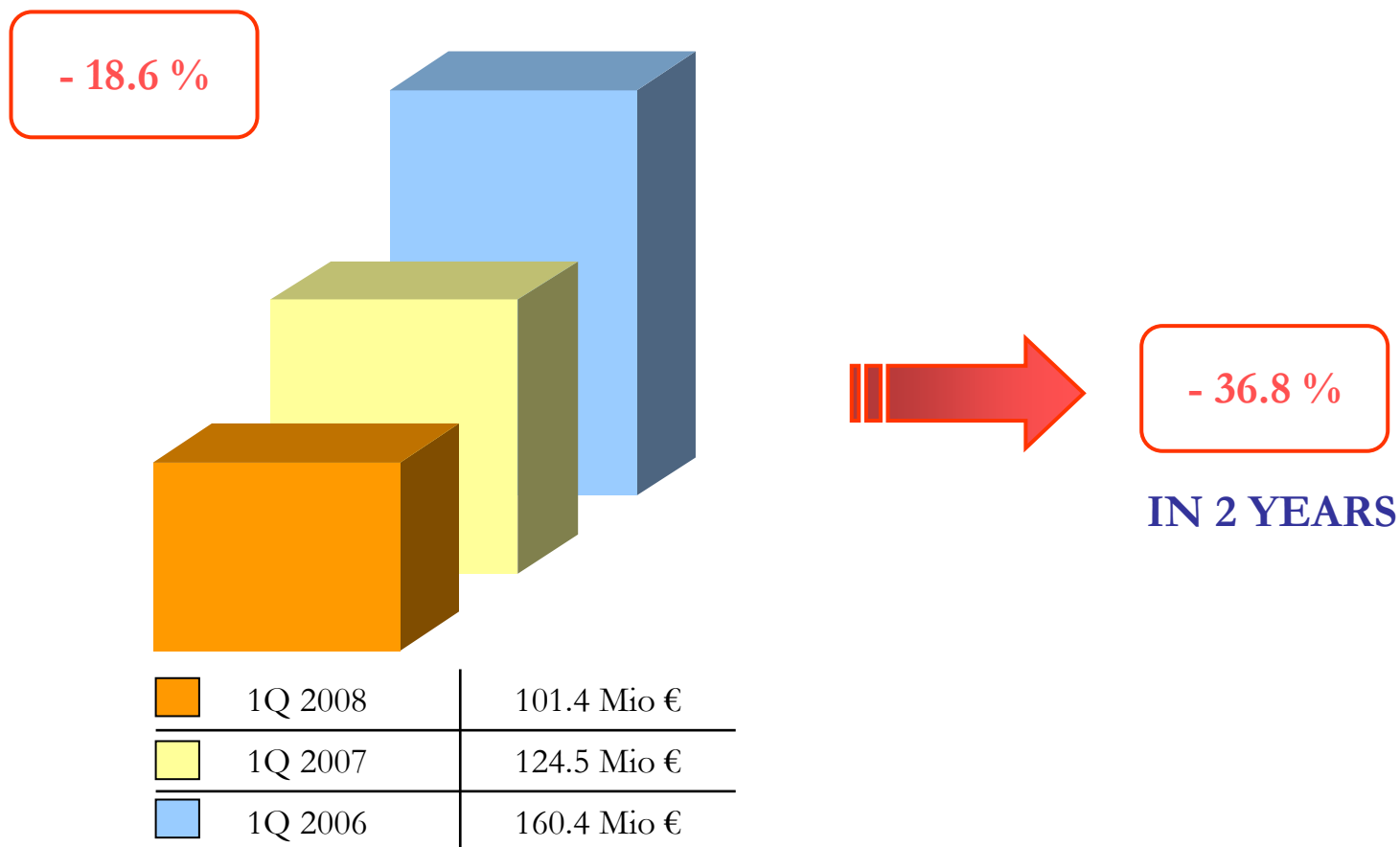
■	1Q 2008	12.0 %
■	1Q 2007	12.6 %
■	1Q 2006	13.2 %

## NET CAPEX

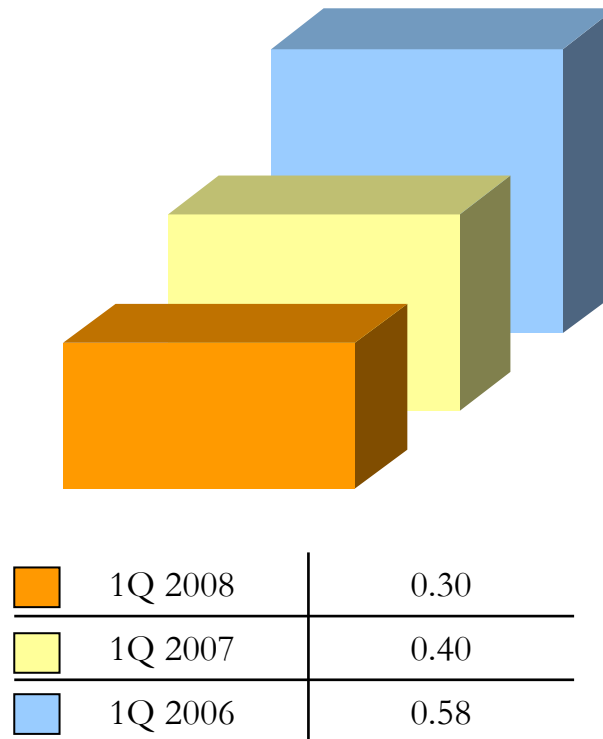


■	1Q 2008	8.7 Mio €
■	1Q 2007	7.3 Mio €
■	1Q 2006	9.6 Mio €

# SOGEFI GROUP 1Q 2008 RESULTS: CONSOLIDATED NET FINANCIAL INDEBTEDNESS



## SOGEFI GROUP 1Q 2008 RESULTS: GEARING



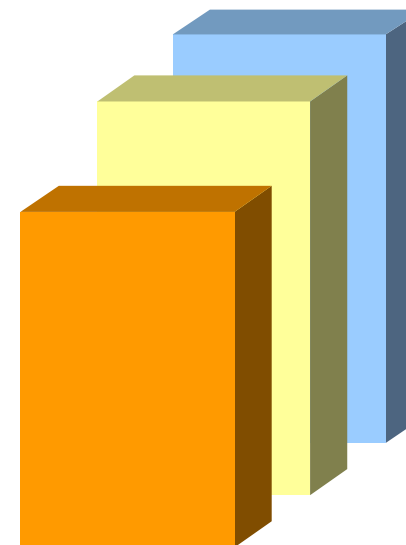
# SOGEFI GROUP 1Q 2008 RETURNS

**R.O.I.**



	1Q 2008	19.5 %
	1Q 2007	19.6 %
	1Q 2006	18.9 %

**R.O.E.**



	1Q 2008	15.9 %
	1Q 2007	18.7 %
	1Q 2006	19.4 %



# MEDIUM/LONG TERM GUIDELINES



# 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

Oil filtration system

Mercedes GL 500 (2008)



Aston Martin V12 Vantage (2009)



Oil filtration system

Oil filtration system

Ford F150 (2009)



Paccar  
Common Chassis (2008/2009)



Parabolic Air Links  
Parabolic Springs  
for Front Axle

Parabolic Springs  
for Front Axle  
Stabilizer bars

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

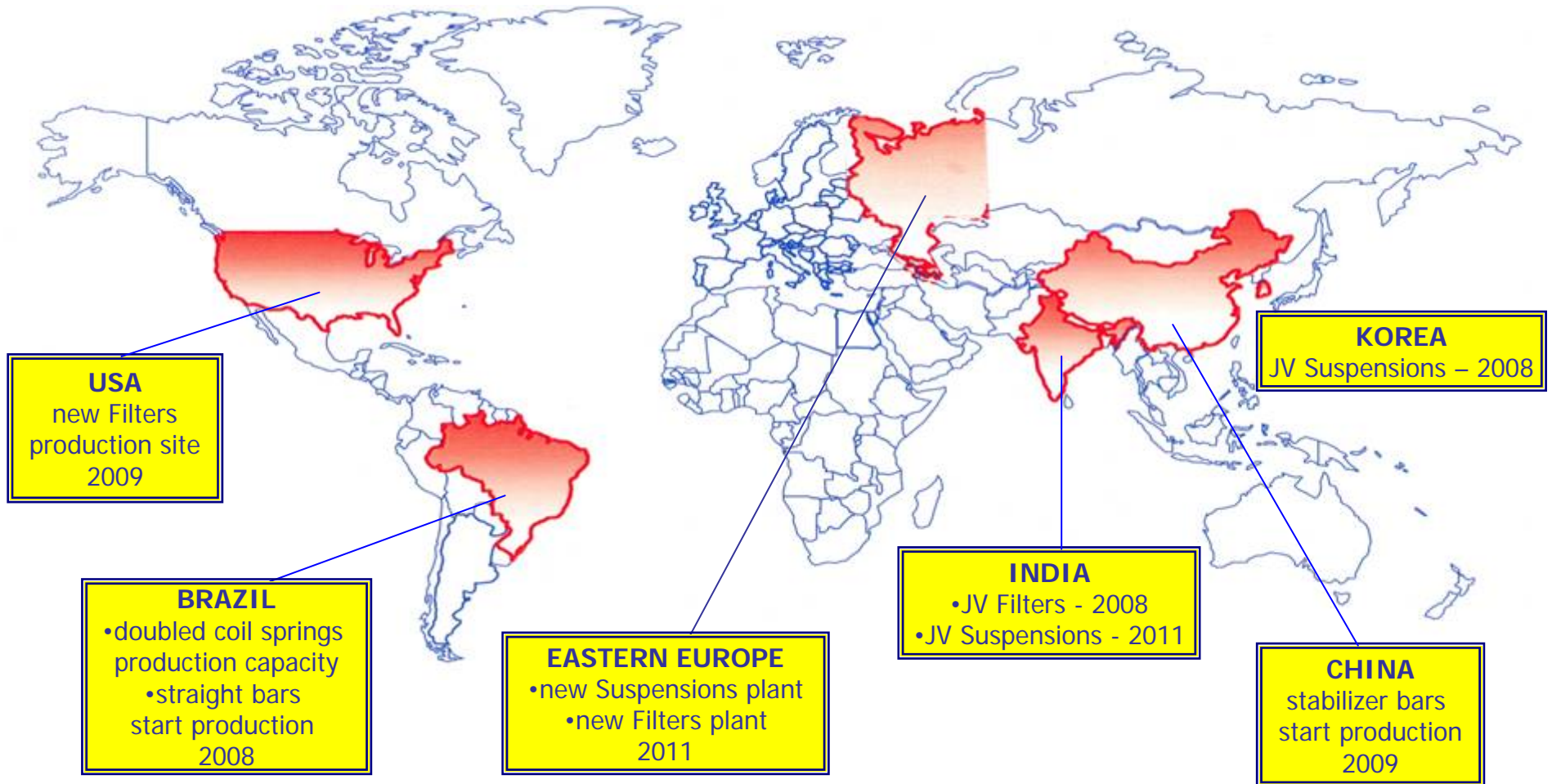


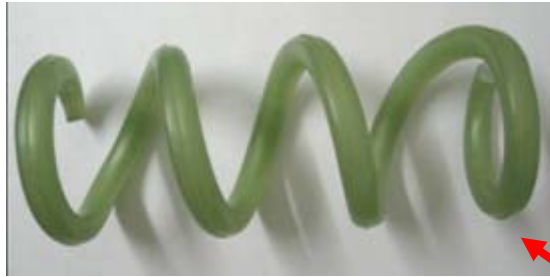
## GROWTH EXPECTATIONS 2008-2011

	<u>2007 Act</u>		<u>Yearly CAGR 2008-11</u>
REVENUES	1,071.8 M€	→	≈ 5.5 %
EBITDA	134.6 M€	→	≈ 6.5 %
NET PROFIT	52.2 M€	→	≈ 9.0 %
NET EQUITY	310.9 M€	→	≈ 9.2 %
NET DEBT	92.4 M€	→	CLOSE TO 0



# GLOBAL EXPANSION 2008 - 2011

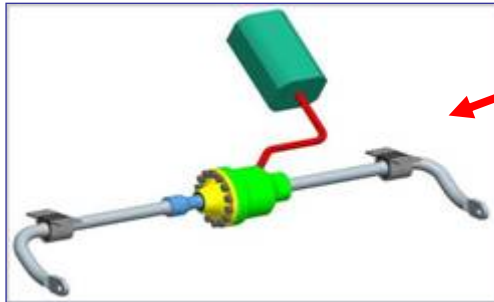




COMPOSITE MATERIAL



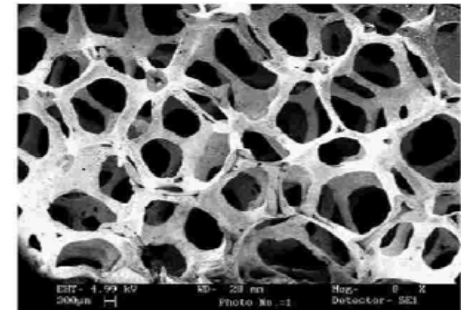
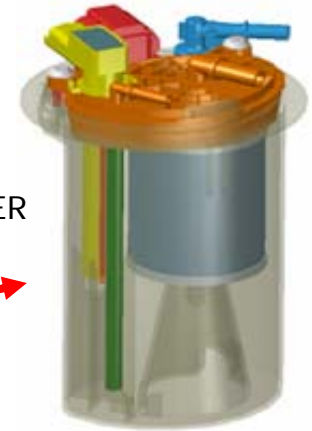
STABILINK NEW GENERATION



ACTIVE BAR

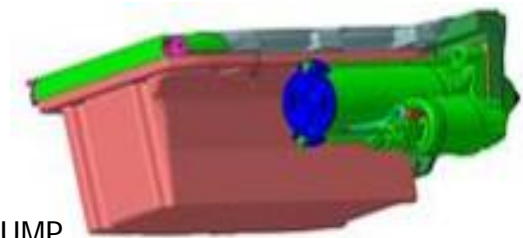
**INNOVATIVE  
PRODUCTS AS  
LEVERAGE FOR  
LONG TERM  
PROFIT  
SUSTAINABILITY**

INTAKE DIESEL FILTER



OIL COOLERS WITH ALLUMINIUM FOAM

PLASTIC OIL SUMP





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