

**Sogefi**  
**incontra la Comunità Finanziaria**  
**per la presentazione dei risultati**  
**al 30 Giugno 2004**

**Milano, 10 settembre 2004**  
**Palazzo Mezzanotte**  
**Congress & Training Centre**  
**Sala Blu 70**

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## FIRST HALF 2004 HIGHLIGHTS

**Consolidated sales:**

**€ 495,3 millions +8,3%**

**EBIT:**

**€ 43,4 millions 8,8 % of sales**

**Net profit:**

**€ 18,3 millions 3,7 % of sales**

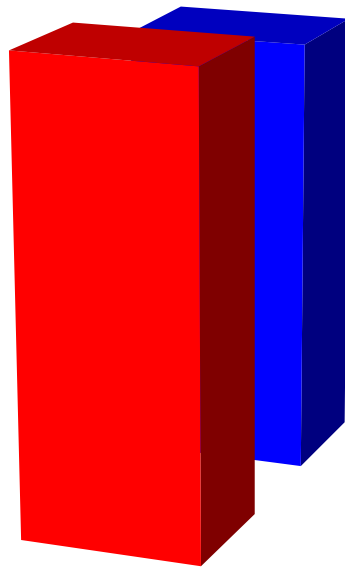
**Net debt:**

**€ 237 millions - 9,5%**

**... faster than expected towards our financial  
medium term targets of excellence.**

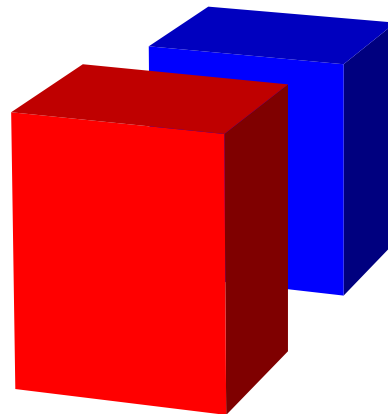
## TURNOVER

### GROUP



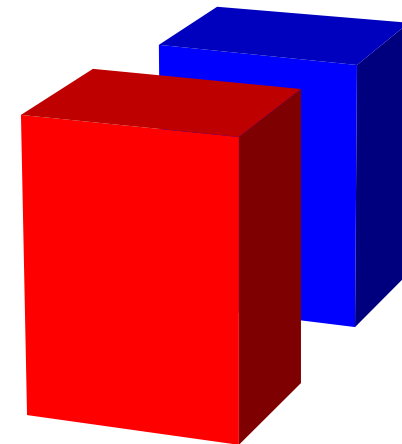
■ 1H 04	495,3
■ 1H 03	457,4
VAR %	8,3

### SUSPENSION COMPONENTS DIVISION



■ 1H 04	229,3
■ 1H 03	207,4
VAR %	10,6

### FILTERS DIVISION

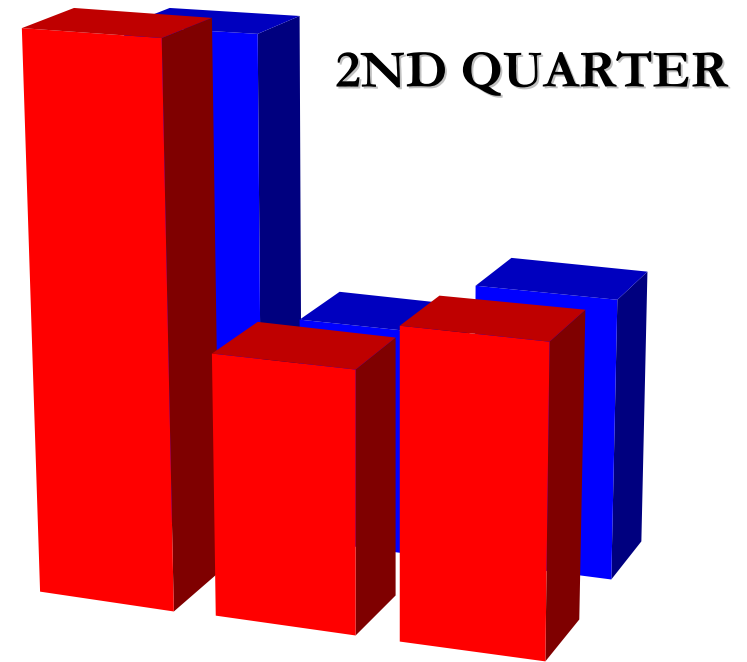
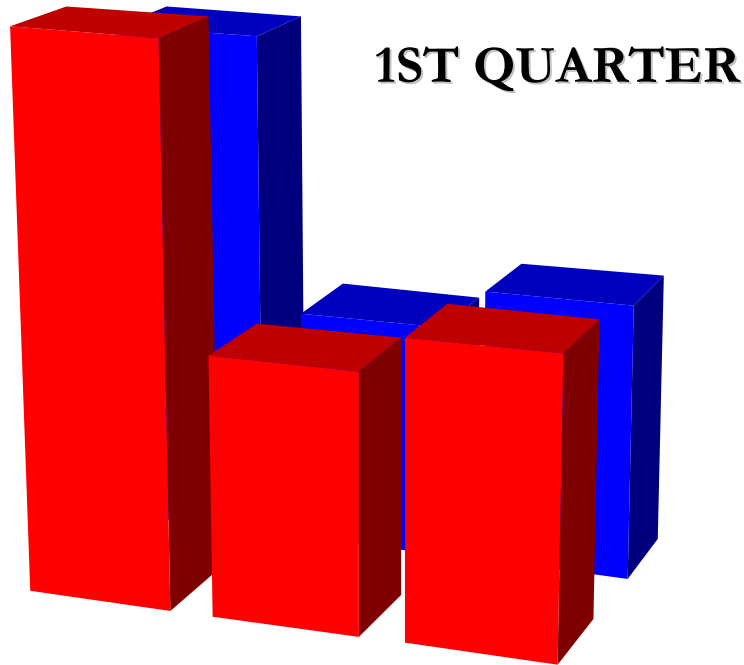


■ 1H 04	265,9
■ 1H 03	249,0
VAR %	6,8

(Values in Millions €)

# TURNOVER

## BREAKDOWN BY QUARTERS



Values in  
Millions €

	Group	Suspension components	Filters
■ 1 Q 2004	240,5	112,1	128,4
■ 1 Q 2003	223,3	102,4	120,2
VAR %	7,7	9,4	6,8

	Group	Suspension components	Filters
■ 2 Q 2004	254,8	117,2	137,6
■ 2 Q 2003	234,1	104,9	128,8
VAR %	8,8	11,7	6,8

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## TURNOVER

### A STRONG GROWTH IN REVENUES THANKS TO

- ➔ European market upturn, stronger than expected (car sales volume **+3,3%**)
- ➔ Impressive development of South American car production (**+15%**)
- ➔ Increase of market shares on Original Equipment Market
- ➔ Success of the new products, mainly *stabilinkers* for truck suspension components and *oil/diesel filtration systems*



## STABILINKER

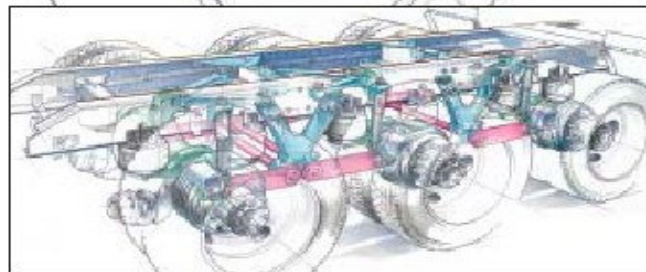
*Lightweight aluminum top torque rods, in a V-linkage configuration, eliminates the lateral motion between axle and frame that can stress components.*

*Flexible swaybar arms reduce strain in suspension components as your vehicle negotiates uneven road surfaces.*

*High-strength aluminum castings on the AG400 trim extra pounds without undercutting reliability.*

*Heat-treated steel castings – for all parts attached to the axle housings – contribute extra strength where it's needed the most for long-lived, low-maintenance performance.*

*Parallel orientation of top V-linkage and swaybar arms ensures constant pinion angles as axles move up and down – prolonging the life of U-joints and suppressing vibration. Greater distance between top and bottom linkages reduce stress on the system during high brake- or drive-torque situations.*

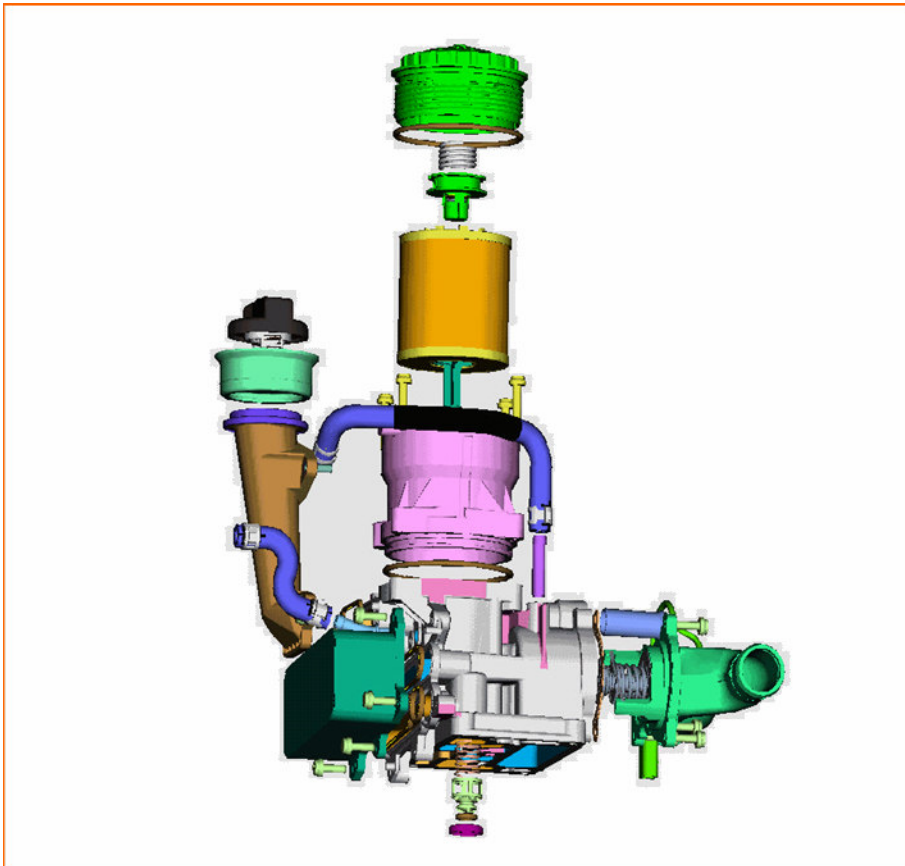


*Kenworth is one of the few manufacturers to build effective tri-drives – offering the pulling power of a 6 x 6 for less money and without the hassles of a transfer case or the raised front end of a front drive axle. The Kenworth AG690 is rated at 69,000 pounds on three axles, and offers superior cross-articulation for mobility and traction.*



## COMPLETE OIL FILTRATION SYSTEM

VW ENGINE V10 DIESEL  
(PHAETON AND TOUAREG)



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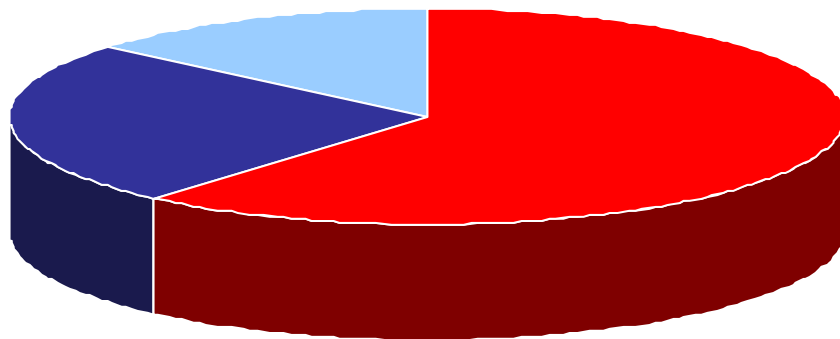
## TURNOVER

### A STRONG GROWTH IN REVENUES THANKS TO

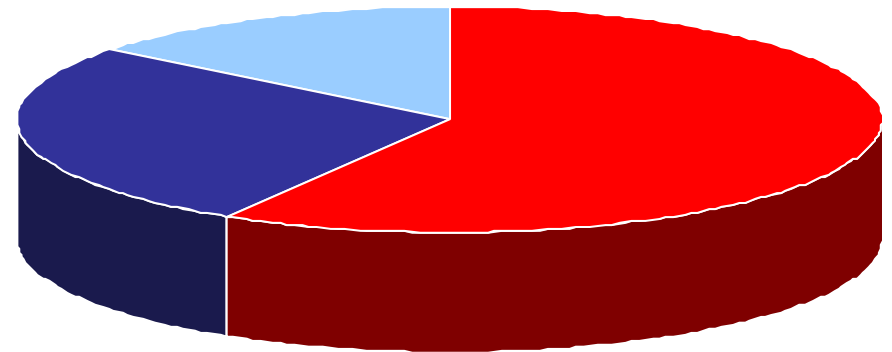
- ➔ European market upturn, stronger than expected (car sales volume **+3,3%**)
- ➔ Impressive development of South American car production (**+15%**)
- ➔ Increase of market shares on Original Equipment Market
- ➔ Success of the new products, mainly *stabilinkers* for truck suspension components and *oil/diesel filtration systems*
- ➔ No negative impact from evolution of exchange rates




**TURNOVER**  
**BREAKDOWN BY MARKET SEGMENT**




**1ST HALF 2004**



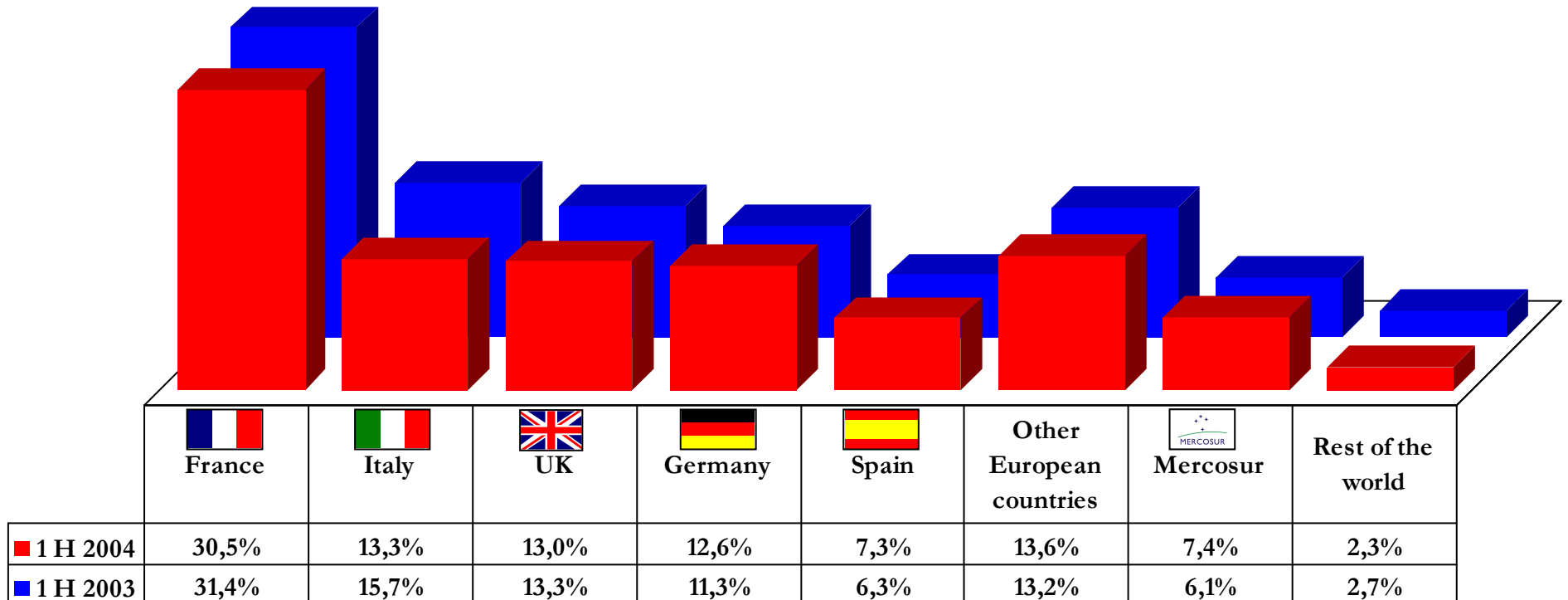
**1ST HALF 2003**



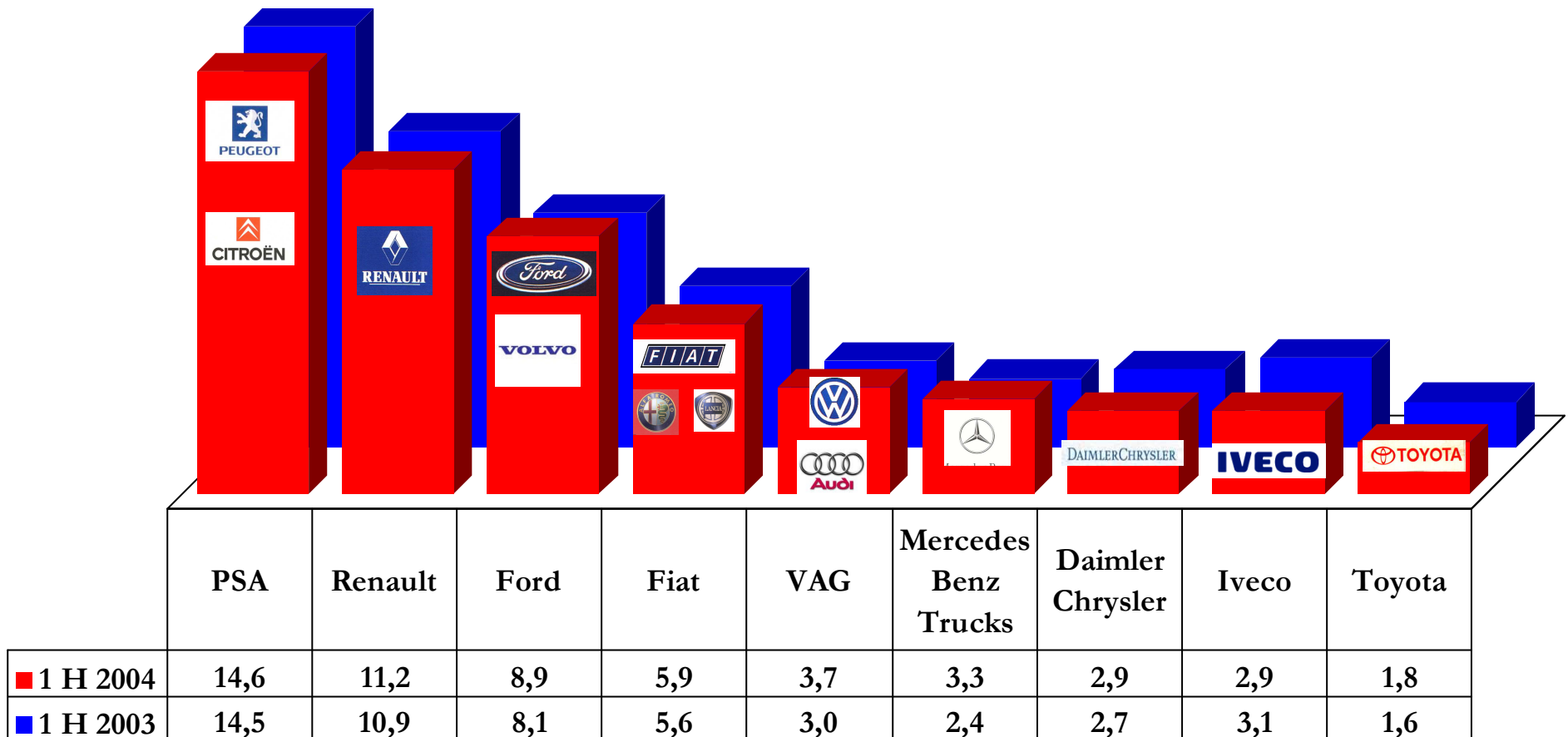
	OE	61,4%
	IAM	24,7%
	OES	13,9%

	OE	58,5%
	IAM	27,1%
	OES	14,4%

## TURNOVER BREAKDOWN BY GEOGRAPHICAL AREA

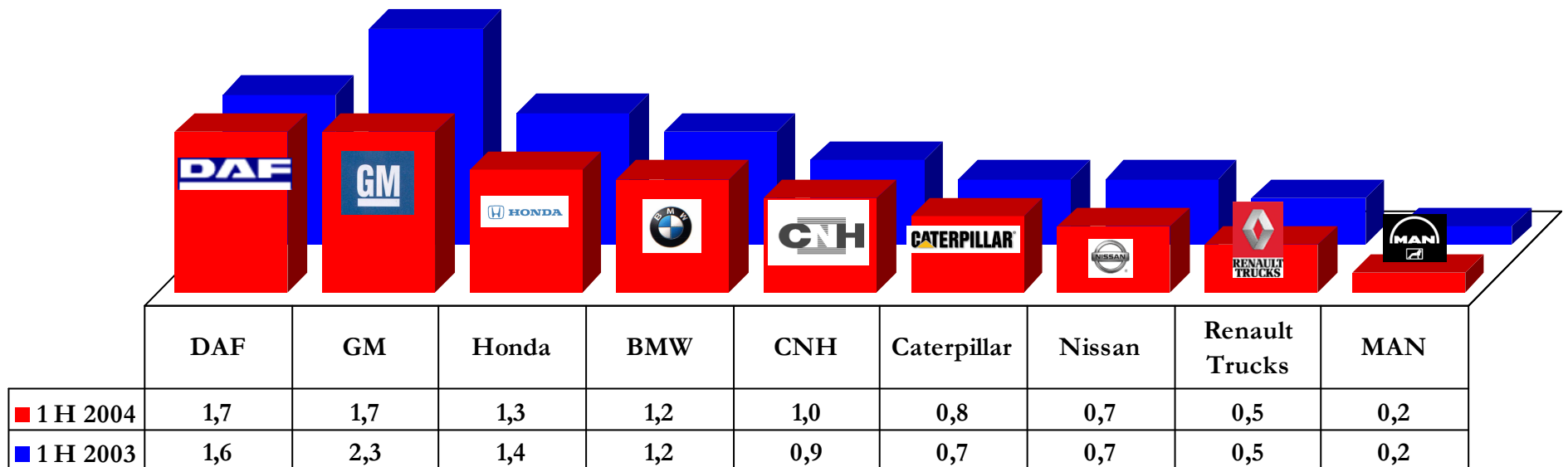


## TURNOVER BREAKDOWN BY CUSTOMERS



Values in %

## TURNOVER BREAKDOWN BY CUSTOMERS



Values in %

## SOGEFI IN NEW CAR MODELS

**NEW  
PSA 1007 2004**



**COIL SPRINGS  
STABILIZER BARS  
OIL FILTER  
ENGINE AIR FILTER  
FUEL FILTER**

**NEW  
VOLVO V 70 2004**



**COIL SPRINGS  
STABILIZER BARS  
FUEL FILTER**

**NEW  
LAND ROVER  
DISCOVERY 2004**



**COIL SPRINGS  
STABILIZER BARS  
OIL FILTER**

## SOGEFI IN NEW CAR MODELS

**NEW  
PSA 407 2004**



**COIL SPRINGS  
STABILIZER BARS  
STRAIGHT BARS  
OIL FILTER  
ENGINE AIR FILTER  
FUEL FILTER**

**NEW  
OPEL ASTRA 2004**



**COIL SPRINGS  
FUEL FILTER**

**NEW  
FORD C-MAX 2004**



**COIL SPRINGS  
STABILIZER BARS  
OIL FILTER  
FUEL FILTER**

## SOGEFI IN NEW CAR MODELS

**NEW  
RENAULT MODUS  
2004**



**COIL SPRINGS  
STABILIZER BARS  
ENGINE AIR FILTER  
CABIN AIR FILTER**

**NEW  
RENAULT/DACIA  
LOGAN 2004**



**COIL SPRINGS  
STABILIZER BARS  
OIL FILTER  
ENGINE AIR FILTER**

**NEW  
MERCEDES  
CLASS A 2004**



**COIL SPRINGS  
STABILIZER BARS**



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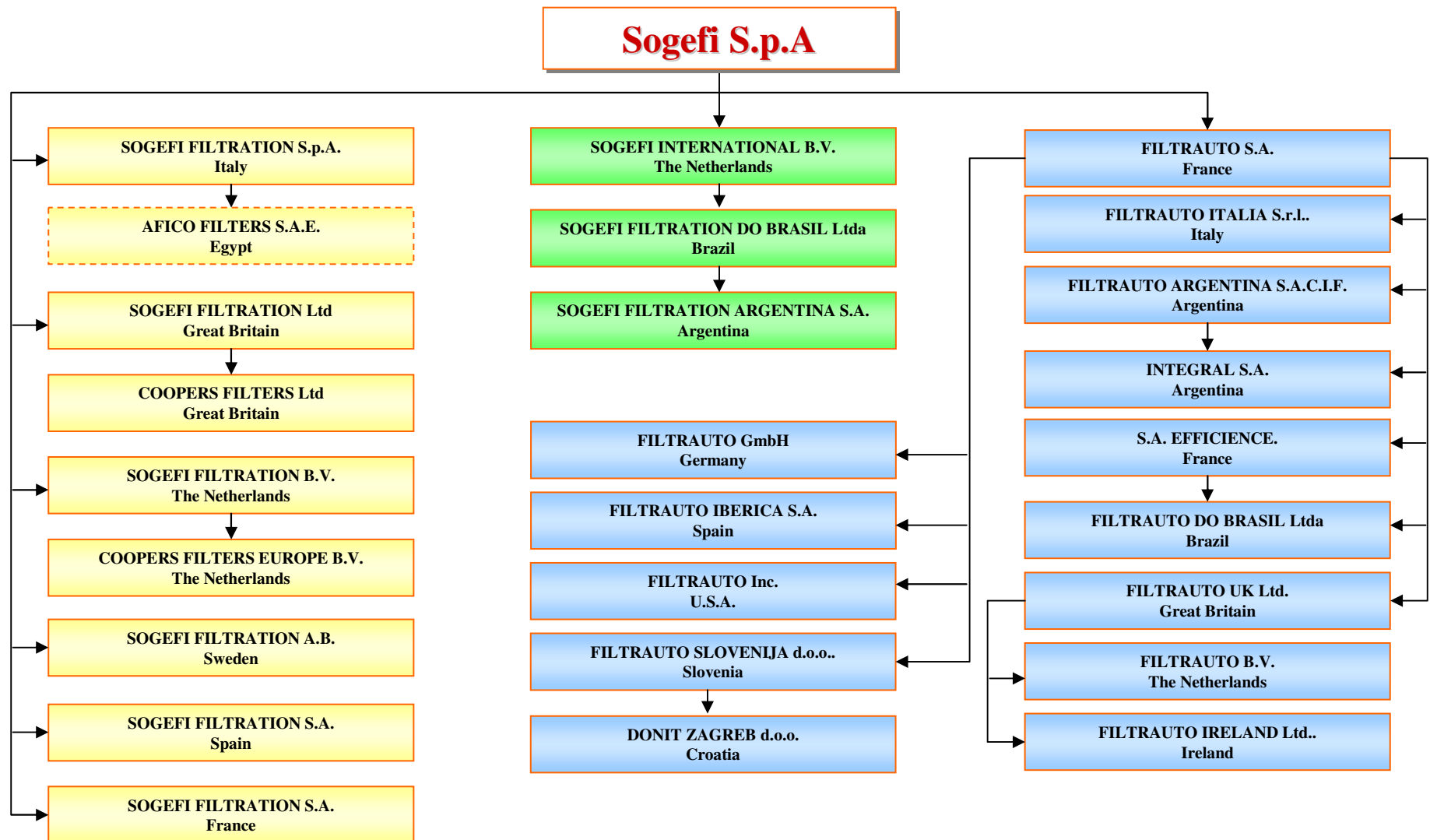
## HIGHLIGHTS ON SOGEFI ACTIVITIES 1ST HALF 2004

- ✓ **Sogefi implements the Filters Division reorganization process announced at the end of 2003**



# FILTERS DIVISION COMPANIES STRUCTURE AT 31/12/2003

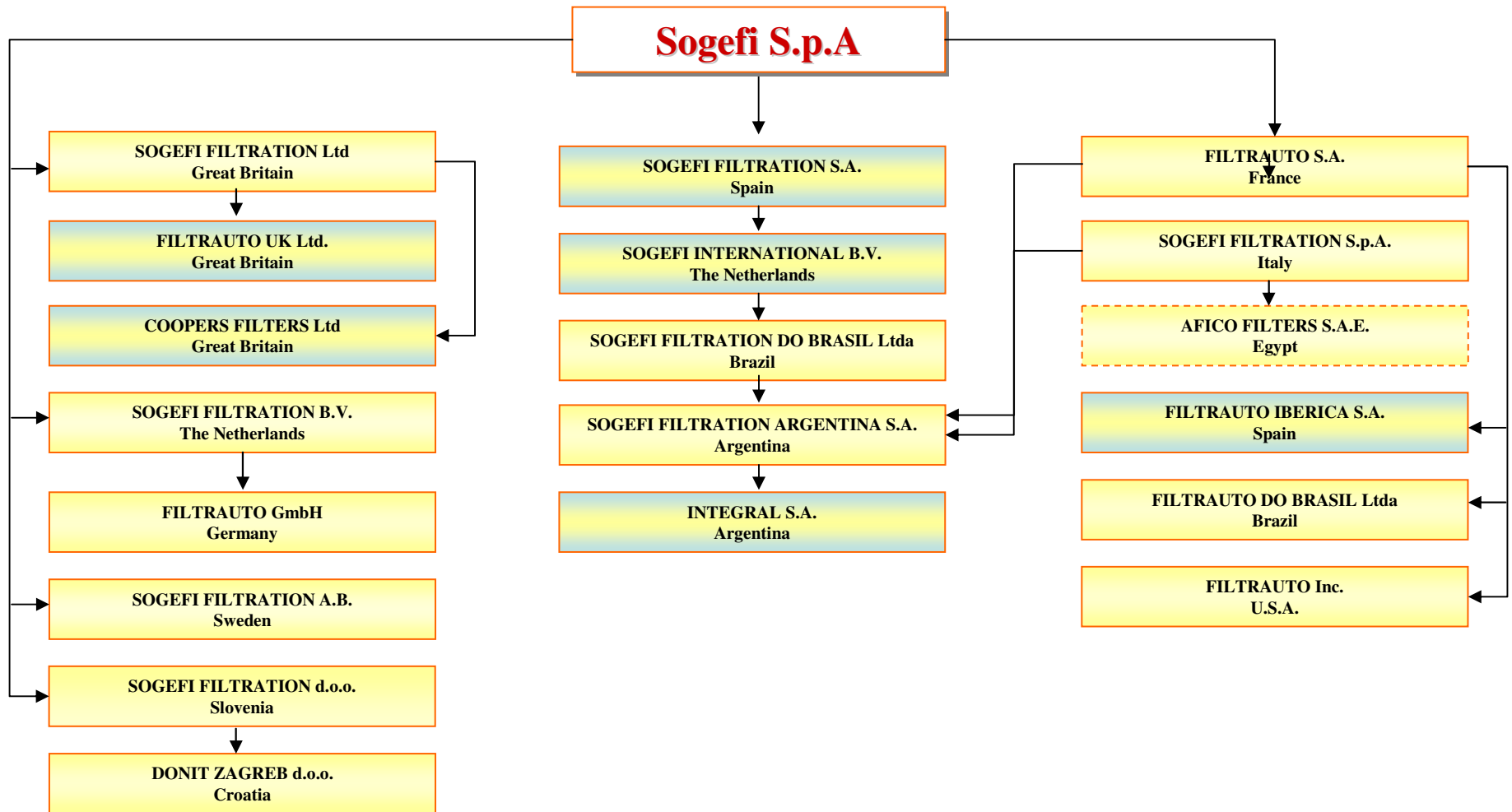
## 26 COMPANIES





# FILTERS DIVISION COMPANIES STRUCTURE AT 31/08/2004

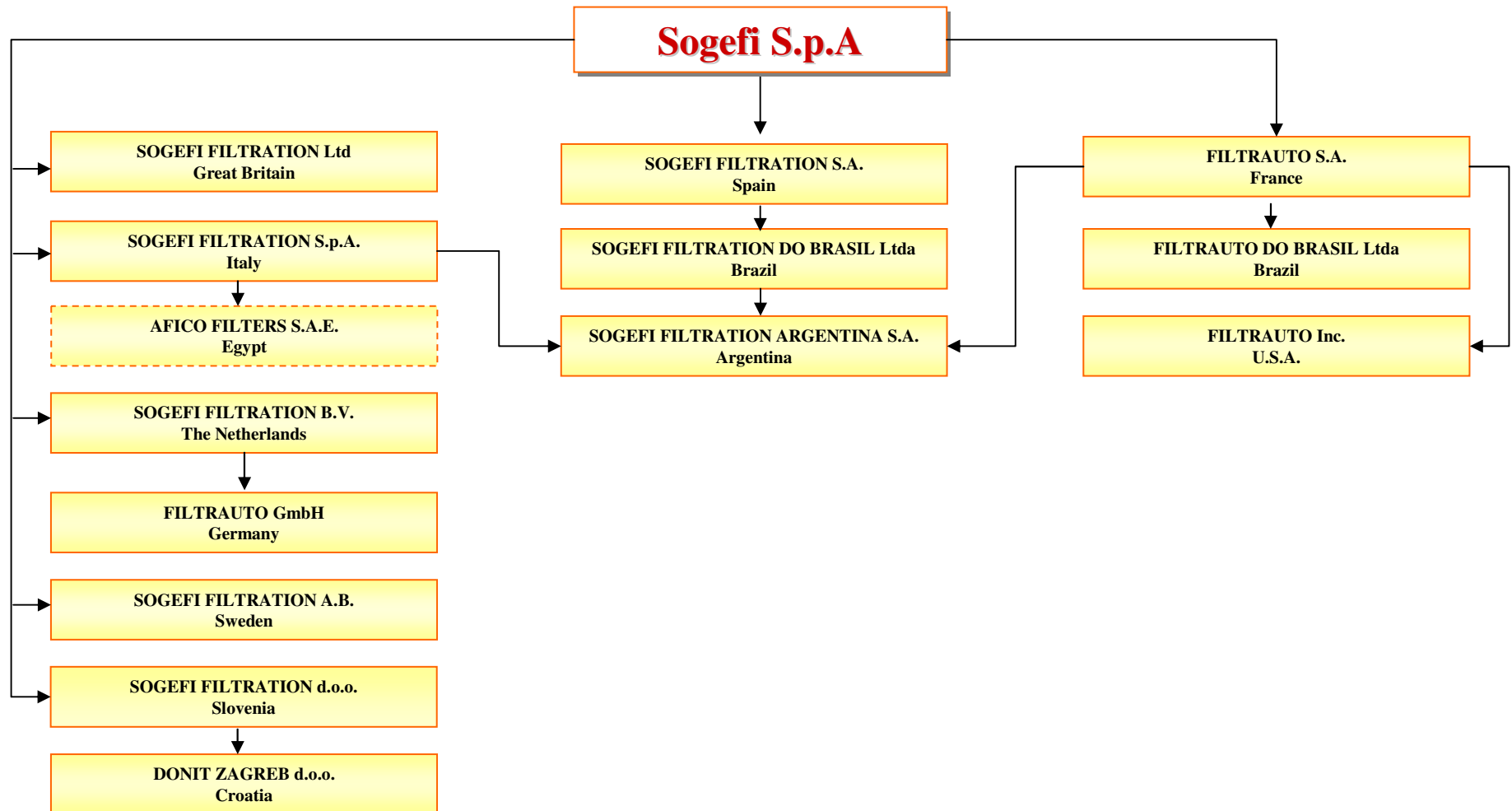
## 19 COMPANIES





## FILTERS DIVISION COMPANIES STRUCTURE AT 31/12/2004

### 14 COMPANIES





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## HIGHLIGHTS ON SOGEFI ACTIVITIES 1ST HALF 2004

- ✓ **Sogefi implements the Filters Division reorganization process announced at the end of 2003**
- ✓ **In June the new West Virginia plant of suspension components starts serial production for Ford**



**SALES FORECAST  
FOR 2005  
20 MILLIONS \$**



**FORD MODELS EQUIPPED WITH SUSPENSION COMPONENTS MADE  
IN WEST VIRGINIA**

**FREE-STYLE**



**FIVE HUNDRED**



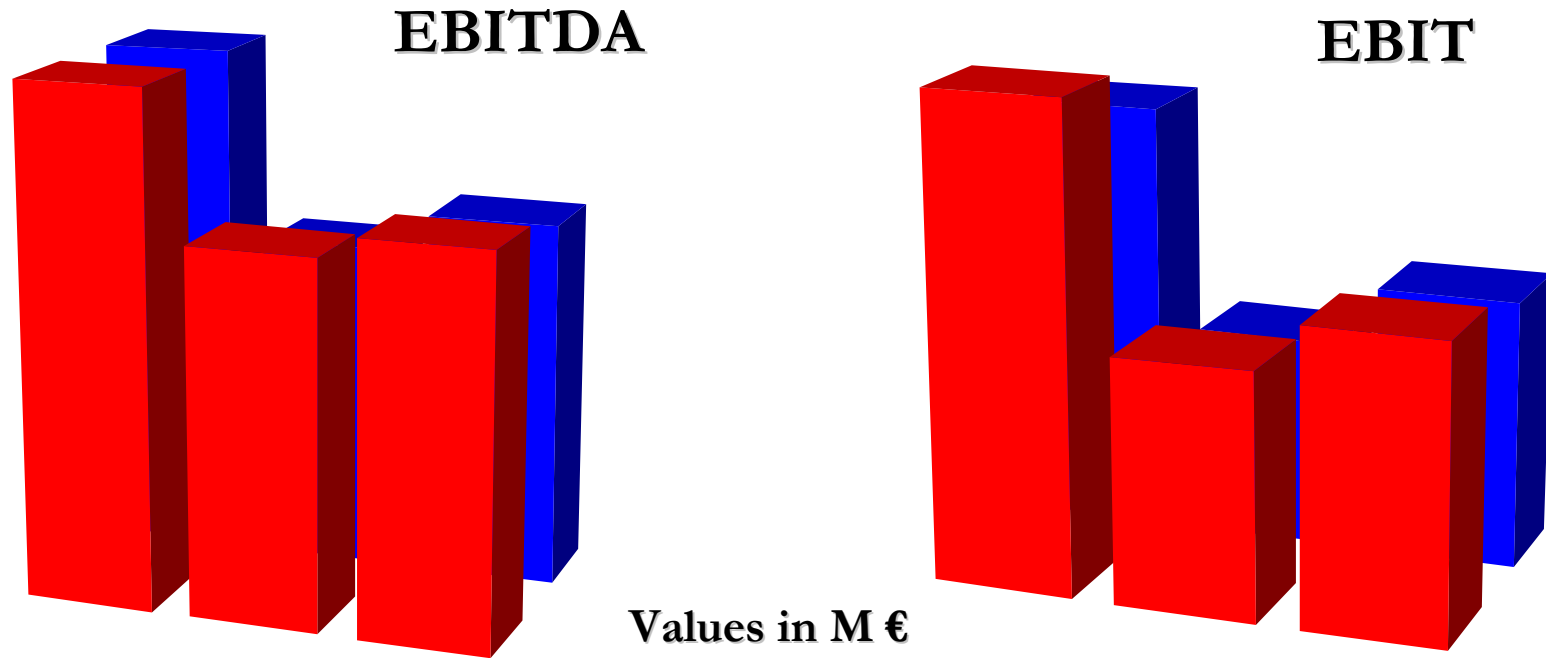


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## HIGHLIGHTS ON SOGEFI ACTIVITIES 1ST HALF 2004

- ✓ Sogefi implements the Filters Division reorganization process announced at the end of 2003
- ✓ In June the new West Virginia plant of suspension components starts serial production for Ford
- ✓ In early May Sidergarda Mollificio Bresciano ends the non profitable delivery of products to IVECO and starts the related restructuring process.

## EBITDA/ EBIT BREAKDOWN BY DIVISION

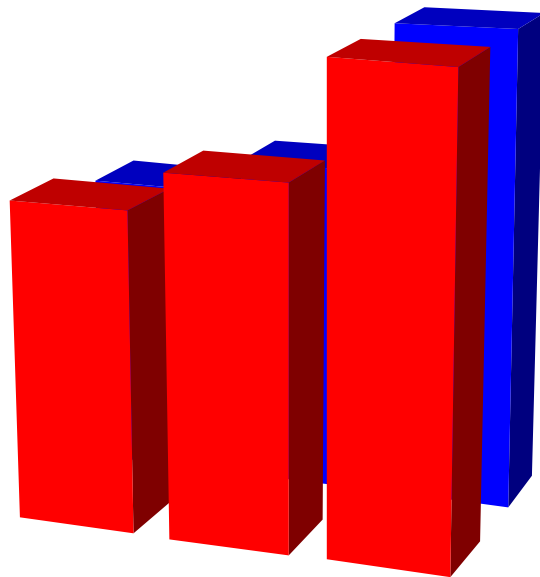


	Group	Suspension components	Filters
■ 1 H 2004	71,2	35,7	37,8
■ 1 H 2003	65,4	31,7	35,4
VAR %	9,0	12,6	6,8

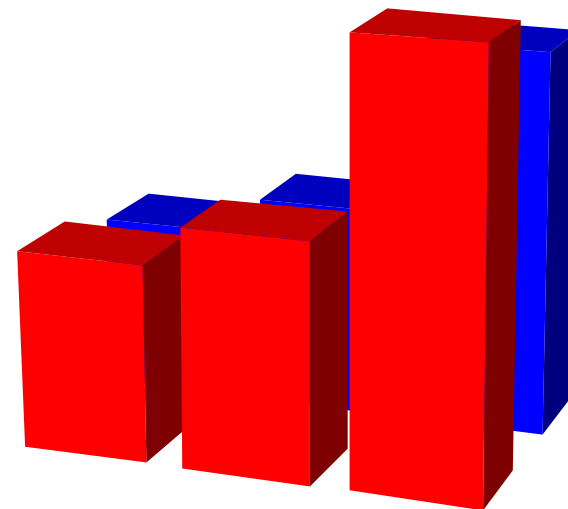
	Group	Suspension components	Filters
■ 1 H 2004	43,4	21,9	26,3
■ 1 H 2003	38,3	18,6	24,0
VAR %	13,5	17,4	9,8

## EBITDA/ EBIT BREAKDOWN BY QUARTER

### EBITDA



### EBIT

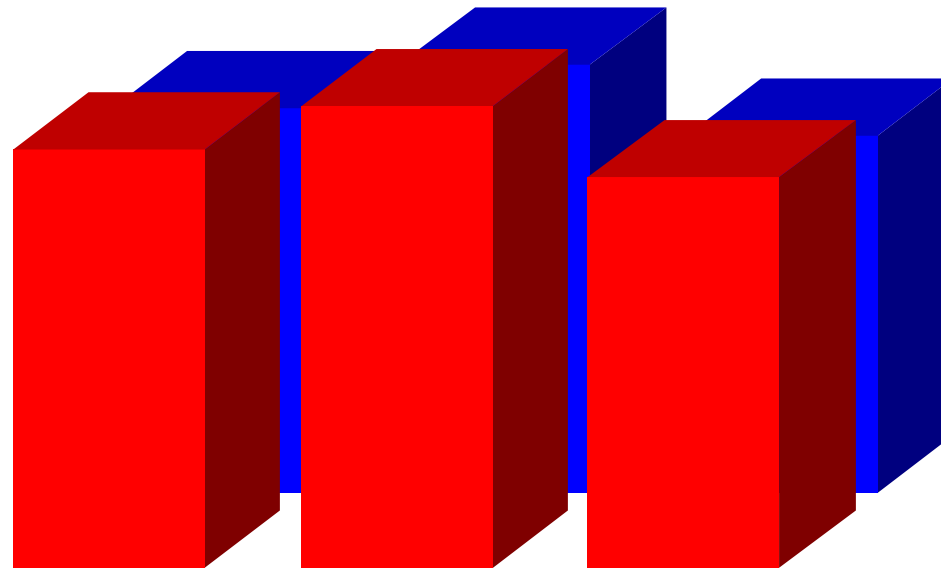


Values in M €

	1ST QUARTER	2ND QUARTER	1ST HALF
■ 2004	33,5	37,7	71,2
■ 2003	30,9	34,5	65,4
VAR %	8,5	9,4	9,0

	1ST QUARTER	2ND QUARTER	1ST HALF
■ 2004	19,7	23,7	43,4
■ 2003	17,3	21,0	38,3
VAR %	13,8	13,2	13,5

## SALES PER EMPLOYEE



Values in € thousand	Group	Suspension components	Filters
■ 1 H 2004	71,3	78,5	66,5
■ 1 H 2003	65,5	72,9	60,9
VAR %	8,8	7,6	9,2
Employees 30/06/04	6.605	2.741	3.838

**1ST HALF 2004:  
SHARP INCREASE IN STEEL PRICE**

- ✓ An uninterrupted increase in the cost of steel has affected first half 2004, with negative impact on Sogefi profitability starting from April 2004:

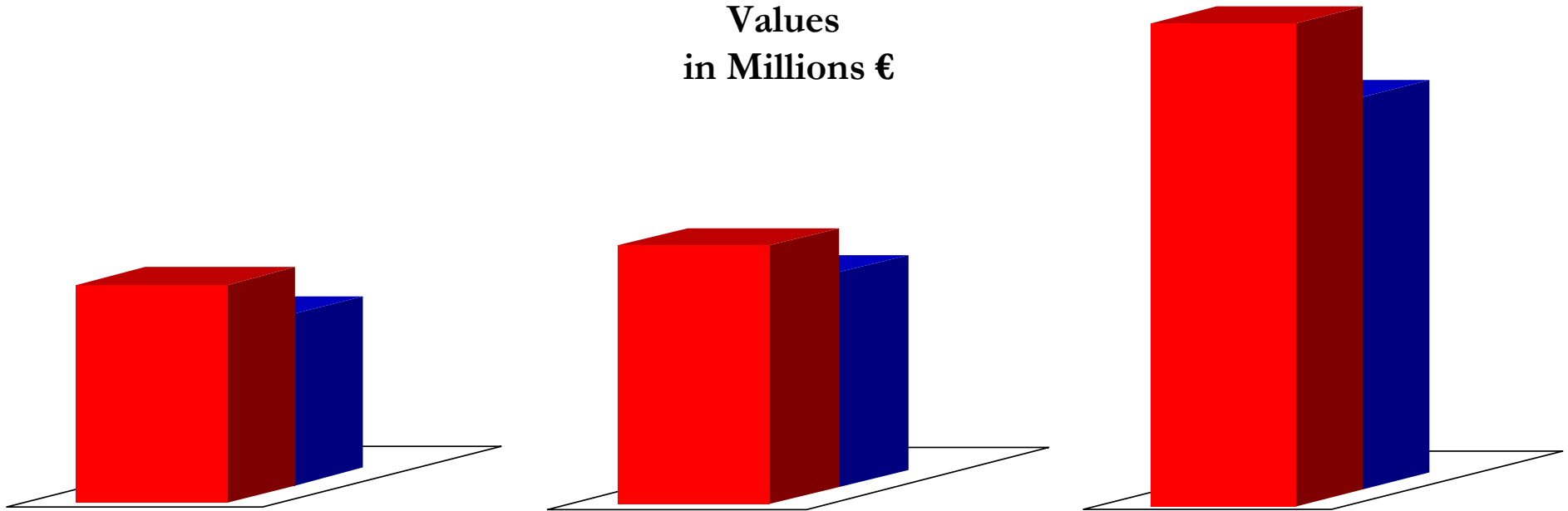
**SPECIAL STEEL USED IN SUSPENSION SECTOR  
+ 15%**

**PLATE STEEL USED IN FILTRATION SECTOR  
+ 25%**

- ✓ In July-August trend is confirmed and is likely to spread to other raw materials

## PROFIT BEFORE TAX

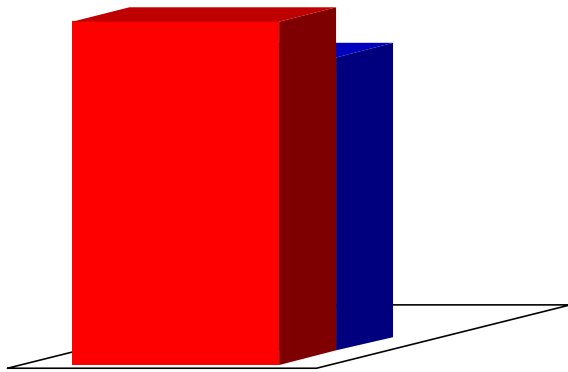
Values  
in Millions €



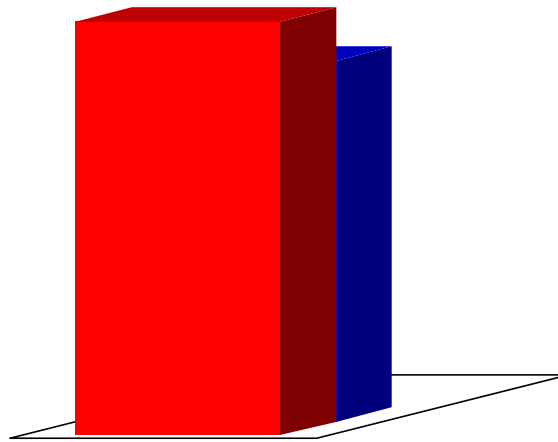
	1ST QUARTER		2ND QUARTER		1ST HALF
■ 2004	17,0	■ 2004	20,7	■ 2004	37,7
■ 2003	13,4	■ 2003	17,2	■ 2003	30,6
VAR %	26,6	VAR %	20,1	VAR %	23,0

## NET PROFIT

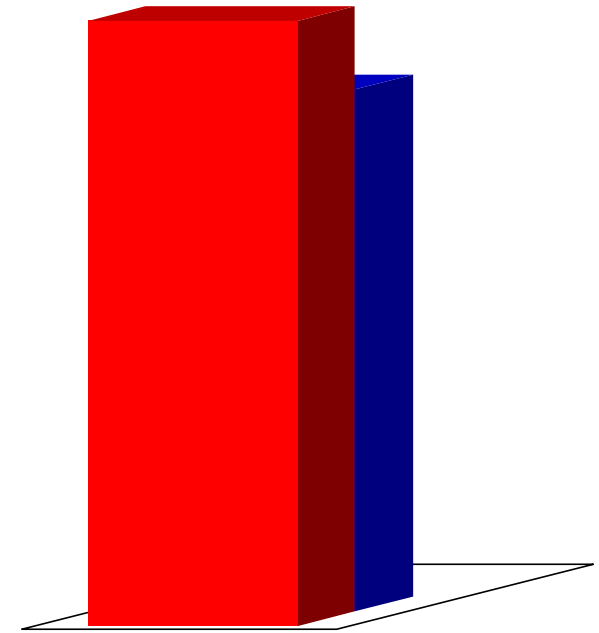
Values  
in Millions €



	1ST QUARTER
■ 2004	8,3
■ 2003	7,1
VAR %	16,0
% SALES	3,4

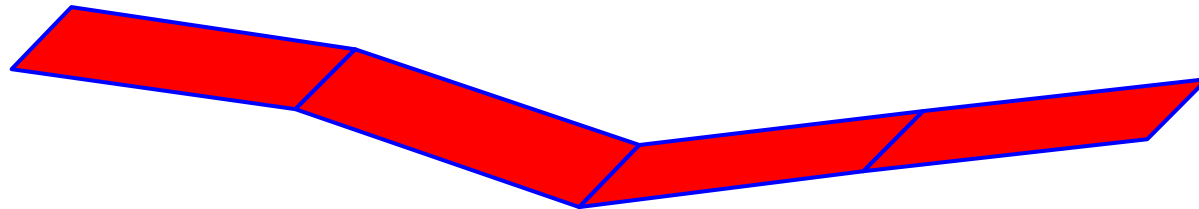


	2ND QUARTER
■ 2004	10,0
■ 2003	8,7
VAR %	14,9
% SALES	3,9



	1ST HALF
■ 2004	18,3
■ 2003	15,8
VAR %	15,4
% SALES	3,7

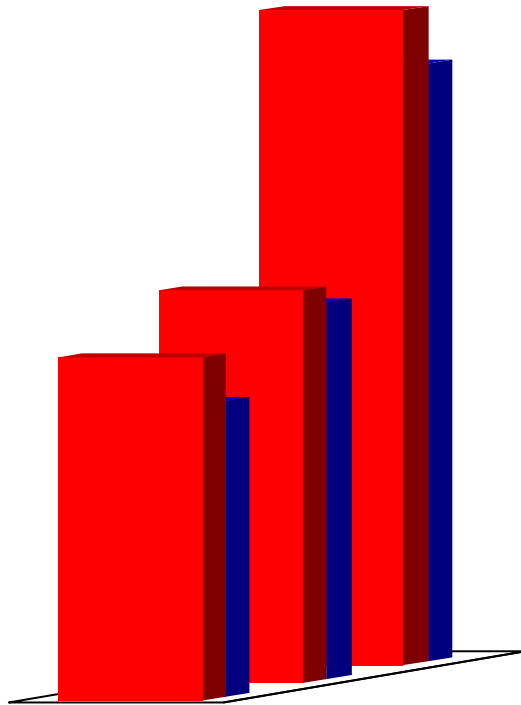
## GROUP NET FINANCIAL POSITION



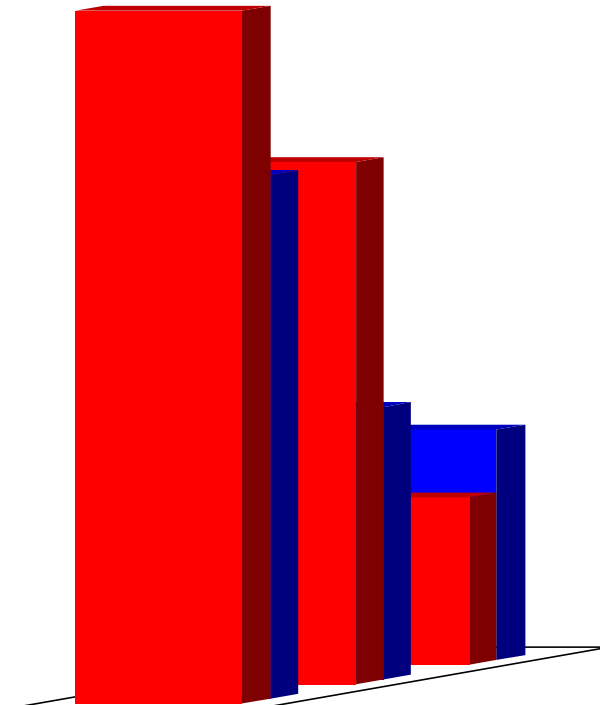
30/06/04 VS. 30/06/03  
 - 24,8 MILLION € - 9,5%

	30.06.03	30.09.03	31.12.03	31.03.04	30.06.04
■ Million €	261,8	247,1	213,4	225,9	237,0

## R.O.I.



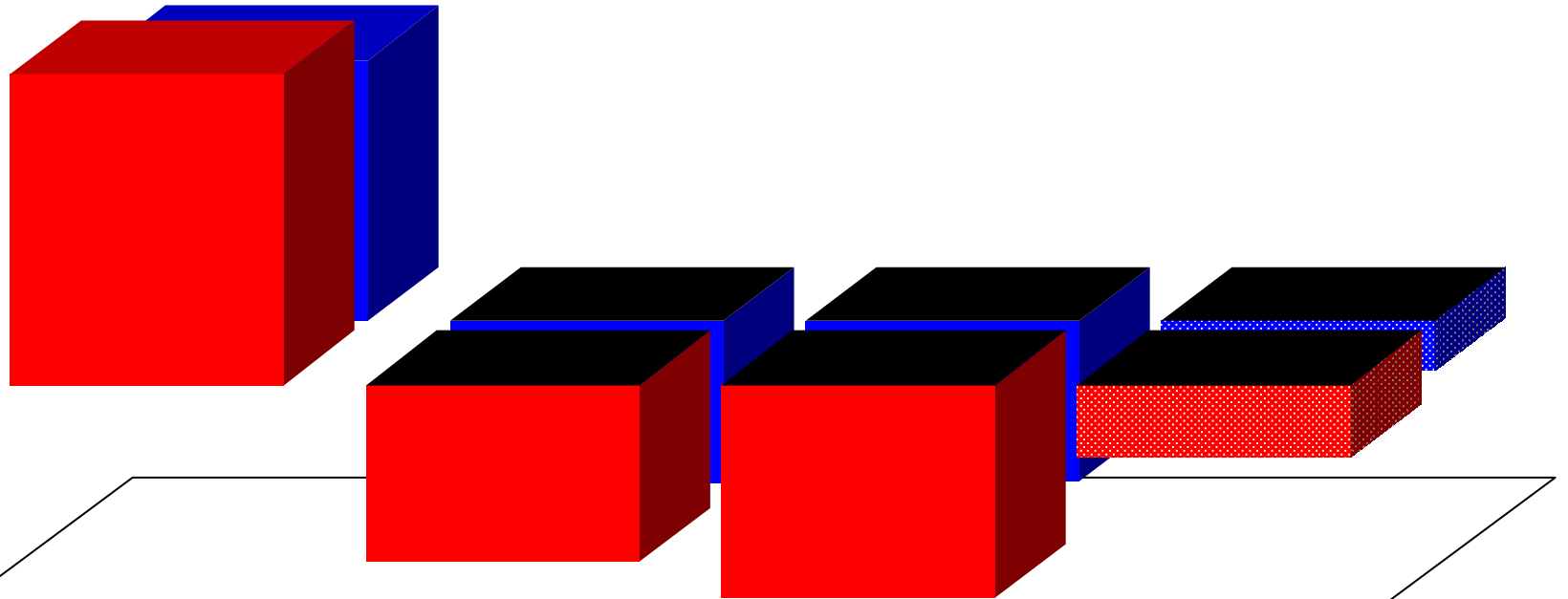
## CAPEX



	Group	Suspension components	Filters
■ 1 H 2004	18,3	21,0	35,0
■ 1 H 2003	15,8	20,1	31,9
VAR %	16,0	4,1	9,8

	Group	Suspension components	Filters
■ 1 H 2004	29,5	22,2	7,1
■ 1 H 2003	22,3	11,6	9,8
VAR %	31,8	90,5	-27,7

## FREE CASH FLOW



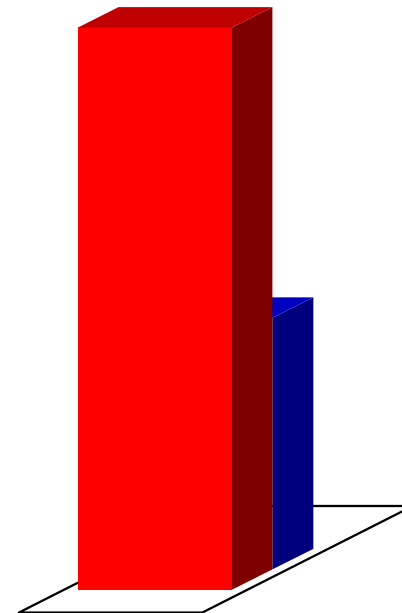
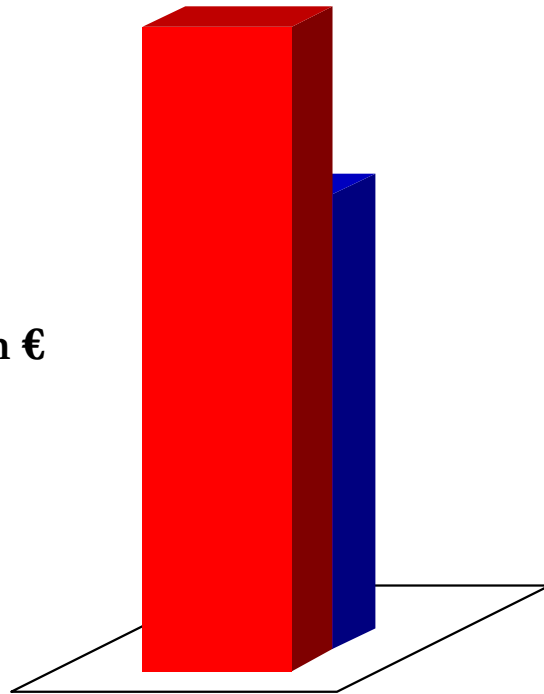
	Cash generation	Changes in NWC	Net capital expenditures	FREE CASH FLOW
■ 1 H 2004	43,2	-24,6	-29,5	-10,0
■ 1 H 2003	36,2	-22,6	-22,3	-6,9

Values in  
Millions €

### E.P.S.

### ALTMAN Z SCORE

Values in €



■ 1 H 2004	0,168
■ 1 H 2003	0,148
VAR %	13,8

■ 1 H 2004	4,23
■ 1 H 2003	3,55
VAR %	19,2

# **SOGEFI: A SHINY STAR IN**



**STAR**<sup>TM</sup>  
BORSA ITALIANA

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