



STAR CONFERENCE

Milano – March 25, 2009

A worldwide leader in engine filtration and suspension vehicles technologies



Engine oil



Engine air



Engine fuel



Cabin air



Aftermarket



Helical springs



Stabilizer & torsion bars



Leaf springs & stabilinks



Truck adjusters



Precision springs



2008: profitable in a terrible year

26% DROP REVENUES IN THE LAST QUARTER VS. SAME 2007 PERIOD

RAW MATERIALS AND ENERGY COST HUGE INCREASE (+25% FOR STEEL)

ADVERSE EXCHANGE RATE EFFECT (GBP VS. EUR)

NO EXTRAORDINARY INCOME (€ 9 MIO IN 2007)

REORGANIZATION COSTS INCREASE UP TO € 11.5 MIO (€ 7.6 MIO IN 2007)

CLYDACH FIRE (COVERED BY INSURANCE)

Financial year 2008 results vs. 2007

REVENUES



2008 revenues analysis

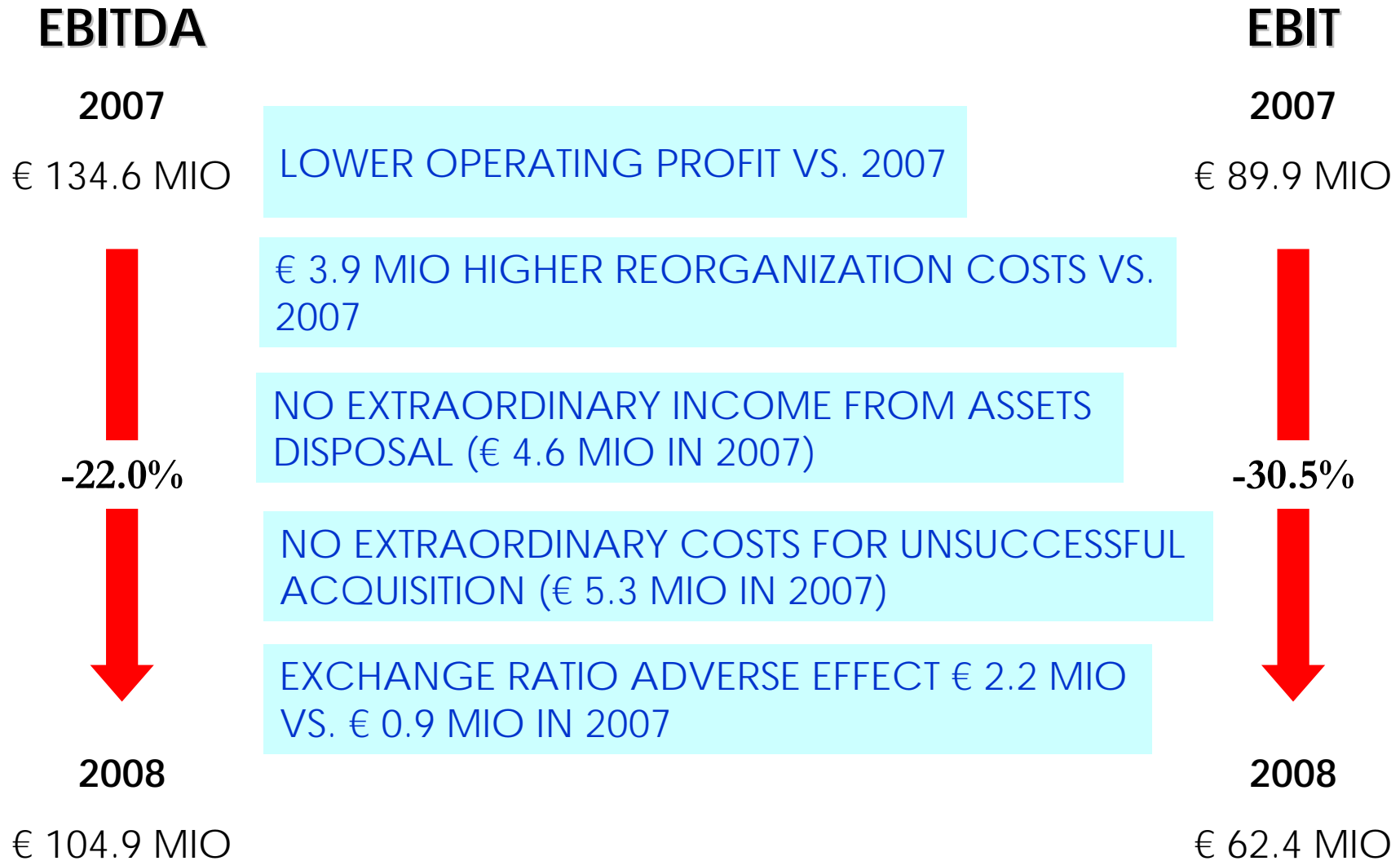
BY SEGMENT		BY CUSTOMER		BY MARKET	
Passenger cars (OEM)	47.9%	Renault Group	12.0%	France	21.6%
Industrial vehicles (OEM)	14.5%	PSA Group	11.0%	Germany	15.2%
Aftermarket (IAM)	20.7%	Ford Group	10.7%	Brazil	12.2%
Aftermarket (OES)	12.2%	Fiat Group	8.6%	UK	10.8%
Railways	1.0%	Daimler Group	7.4%	Italy	8.9%
others	3.7%	VW Group	6.5%	Benelux	6.3%
		Daf / Paccar	4.0%	Spain	6.0%
		GM Group	3.3%	USA	1.9%
		Toyota Group	1.8%	China	0.5%
		Honda	1.0%	others	16.6%
		Man	1.0%		
		Caterpillar	0.9%		
		Chrysler	0.5%		
		others	31.3%		

Financial year 2008 results vs. 2007

OPERATING PROFIT



Financial year 2008 results vs. 2007



Financial year 2008 results vs. 2007

PRE-TAX RESULT

2007
€ 80.6 MIO

-40.1%

2008
€ 48.2 MIO

FINANCIAL COSTS UP TO € 14 MIO DUE TO INDEBTEDNESS INCREASE FOR EXTRAORDINARY DIVIDENDS DISTRIBUTION

HIGHER TAX RATE (34.8% VS. 31.5% IN 2007)

NET RESULT

2007
€ 52.2 MIO

-45.4%

2008
€ 28.5 MIO

Financial year 2008 results vs. 2007

NET FINANCIAL POSITION

2007

€ 92.4 MIO

-178.5%

2008

€ 257.2 MIO

€ 134.4 MIO EXTRAORDINARY DIVIDENDS
DISTRIBUTION

WORKING CAPITAL DETERIORATION

NET EQUITY

2007

€ 310.9 MIO

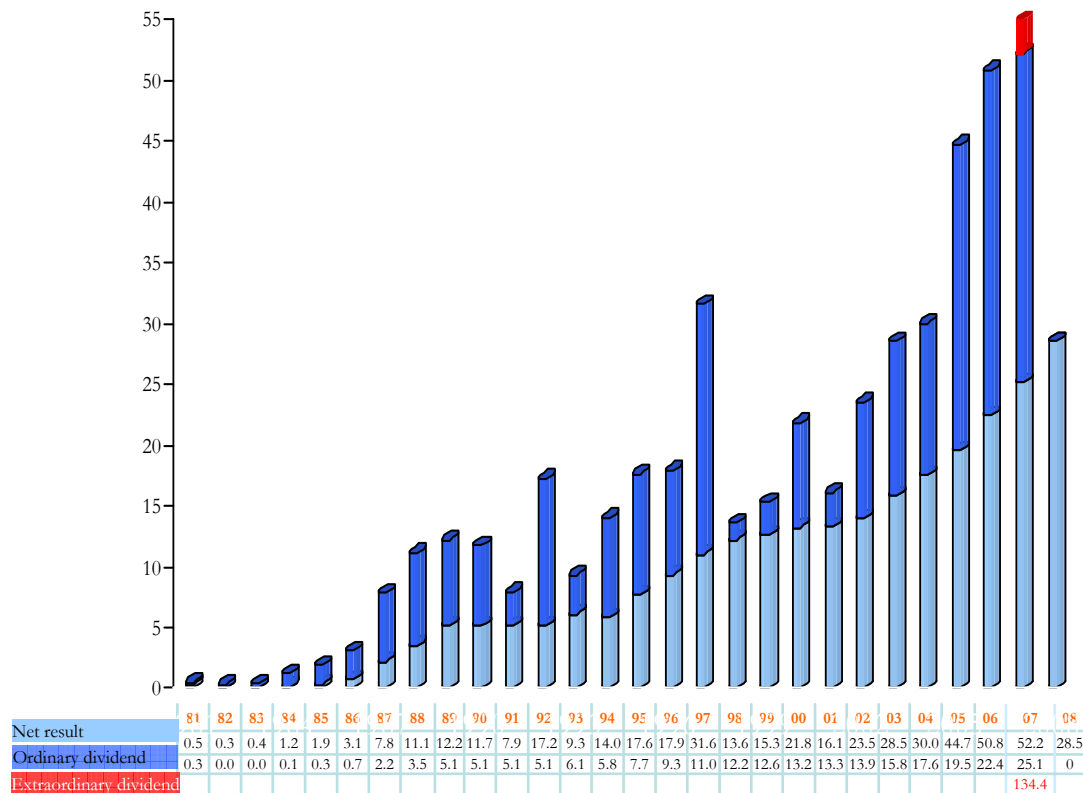
-48.2%

2008

€ 160.9 MIO

A profitability leader in the automotive sector

SOGEFI STARTING POINTS TO FACE CRISIS



28 YEARS OF NET PROFIT RELEASE

A PROVEN MANAGEMENT CAPABILITY TO CUT STRUCTURE COSTS: 15 PLANTS CLOSED IN THE LAST 10 YEARS

IN 2008 SOGEFI DOUBLED THE AVERAGE GLOBAL AUTOMOTIVE SUPPLIERS' EBIT PERFORMANCE (6.1% VS. 3%)*

IN 2007, PERFORMING 4.9% OF NET PROFIT ON SALES, SOGEFI RANKED # 6 WORLDWIDE IN PROFITABILITY (AUTO PARTS PRODUCER WITH MORE THAN € 1 BN SALES)°

2009: sailing against the cold wind

SOGEFI STRENGTHS TO FACE CRISIS

WELL BALANCED SALES MIX

WELL BALANCED
CUSTOMERS' PORTFOLIO

22% OF SALES IN FRANCE:
THE MOST PROTECTIONIST
MARKET

18% OF REVENUES IN
GROWING MARKETS: LATIN
AMERICA, CHINA, INDIA

CAREFUL
DELOCALIZATION
STRATEGY

NOT HUGE
INVESTMENTS IN
EASTERN EUROPE

VERY SMALL PRESENCE
IN USA AND NONE
IN JAPAN

COSTS CUTTING ATTITUDE
AND LEAN ORGANIZATION
STRUCTURE

2009: sailing against the cold wind

SURVIVAL KIT TO TACKLE THE CRISIS

15% OF WORKFORCE
REDUCTION (2009/12 VS.
2008/09)

MATERIALS AND ENERGY
COSTS DECREASE TO 2007
LEVEL

CLOSURE OF AT LEAST
TWO FURTHER PLANTS

NON-STRATEGIC CAPEX
POSTPONED AND TOTAL
AMOUNT REDUCED VS. 2008

POSTPONED FINANCIAL
INVESTMENTS IN NEW ENTITIES

WORKING CAPITAL
FURTHER OPTIMIZATION

NO DIVIDEND DISTRIBUTION
TO STRENGTH CAPITAL
STRUCTURE

AGREE ON HIGHER FLEXIBILITY
OF CREDIT LINES CONDITIONS

2009: new perimeter and activities start-up

INDIA FILTERS JOINT VENTURE

- 12 MONTHS CONSOLIDATION
- 60% CONTROL
- 2 SITES BASED IN BANGALORE
- EXPECTED 2009 REVENUES: € 5 MIO
- CUSTOMERS: TATA, FORD, FIAT, MAHINDRA
- PRODUCTS: FILTER SYSTEMS FOR 2, 3, 4 WHEELS VEHICLES

COMPOSITE SUSPENSIONS JOINT VENTURE

- 12 MONTHS CONSOLIDATION
- 50% CONTROL
- 1 SITE IN FRANCE
- EXPECTED 2009 REVENUES: € 0.7 MIO (JUST PROTOTYPES)
- CUSTOMERS: AUDI, PSA
- PRODUCTS: SUSPENSION COMPONENTS IN COMPOSITE MATERIAL (50% WEIGHT REDUCTION)

2009: new perimeter and activities start-up

CHINA STABILIZER BARS PLANT START-UP

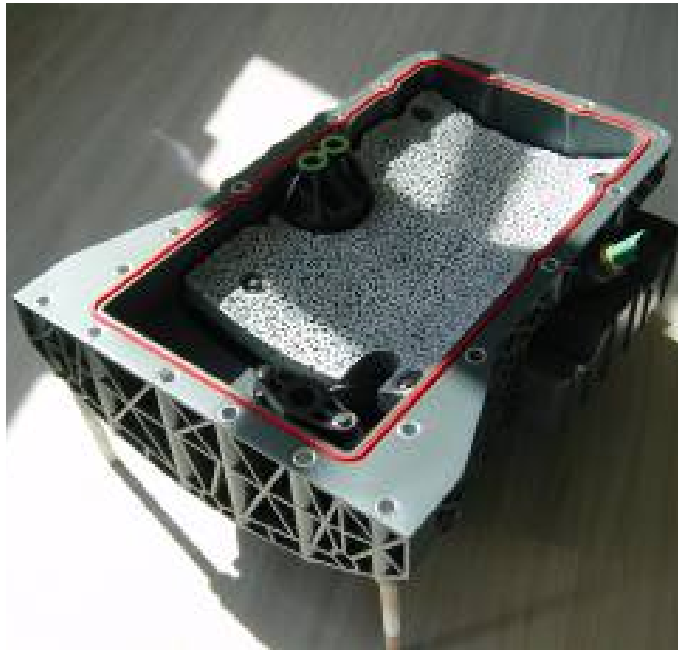
- 2009 LAST QUARTER CONSOLIDATION
- 100% CONTROL
- 1 SITE IN SHANGHAI
- EXPECTED 2009 REVENUES: € 0.5 MIO
- CUSTOMERS: FORD, DAIMLER
- PRODUCTS: CAR STABILIZER BARS

USA FILTERS PLANT START-UP

- 2009 LAST QUARTER CONSOLIDATION
- 100% CONTROL
- 1 SITE IN PRICHARD (WEST VIRGINIA)
- EXPECTED 2009 REVENUES: US\$ 4 MIO
- CUSTOMERS: FORD, TI, VALEO
- PRODUCTS: ENGINE OIL AND AIR FILTERS

Sogefi future products for environmental friendly vehicles

FILTRATION



OIL FILTER INTEGRATED INTO PLASTIC SUMP
(25% OF WEIGHT REDUCTION)



LOW PRESSURE EXHAUST GAS
RECIRCULATION FILTRATION

Sogefi future products for environmental friendly vehicles

SUSPENSIONS



COMPOSITE COIL SPRINGS FOR SHOCK-ABSORBERS - AN INNOVATIVE RAW MATERIAL TO:

SAVE 50% WEIGHT

HIGHER DURABILITY
(NO CORROSION)



REDUCE CO₂ EMISSIONS

SIZE OPTIMIZATION



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