

LUGANO - SEPTEMBER 22ND, 2017

# FINANCIAL HIGHLIGHTS & STRATEGIC KEY POINTS

PRESENTATION BY  
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A dark blue background featuring a light blue silhouette of a world map. The map shows the continents of North America, South America, Europe, Africa, Asia, and Australia.

# LEADING WORLDWIDE OPERATOR

in the «professional  
display cases for gelato,  
pastry bakery, bars,  
cafés and hotels»  
business

# 01

HIGHLIGHTS



# WIDE PRODUCT RANGE

synthesis of design and  
technology, with more than  
**1,100 models** declinable in  
several versions

# 2

HIGHLIGHTS

A modern kitchen interior with dark cabinetry, a white countertop, and a backsplash. A large, light-colored number '03' is overlaid on the left side of the image. The text 'OVER 20 PATENTS' is centered at the top in a large, white, sans-serif font.

# OVER 20 PATENTS

related to the technologies of  
conservation, the design and  
the strong **focus on innovation**



# 04

**>30% WORLDWIDE MARKET  
SHARE IN THE CORE BUSINESS**

gelato display cases



# STRONG PRESENCE IN EUROPE AND ASIA

strategic markets for the  
«gelato industry» with  
high growth forecasts

# 05



# QUALIFICATION OF «INNOVATIVE» SME

according to the Italian  
Government law

(“Legge di Stabilità 2017”)  
since March 31st, 2017

n6

HIGHLIGHTS

# CORPORATE STRUCTURE

**CLA.BO.FIN. SRL**

68,84%

**Own Shares**

2,59%

**MARKET**

28,57%





# 1<sup>ST</sup> HALF 2017 RESULTS

	1H2017	%	1H2016	%	'17 VS. '16
REVENUES	24.779		21.341		+16,1%
EBITDA	3.027	12,5%	2.514	11,8%	+20,4%
EBIT	1.602	6,6%	1.482	6,9%	+8,1%
NET PROFIT	682	2,8%	739	3,5%	-8,1%
OPERATIVE CASH FLOW	2.104		1.771		+18,8%
NET DEBT	17,0		16,8*		

\* Net Debt on 12/2017

# CONSOLIDATED SALES BREAKDOWN

	1H2017	1H2016	
ITALIA	9.620	9.396	+3,0 %
REST OF EUROPE	7.296	6.066	+ 10,7%
NAFTA	1.301	1.324	-1,7%
MEDOA	1.217	1.032	+ 17,9 %
LATAM	820	458	+ 79,0%=
APAC	3.563	1.454	+ 145,5 %
ROW	388	364	+6,4 %
TOTAL	24.205	20.094	+20,4%

# KEY DRIVERS



## SALES GROWTH

due to both M&A and Organic

## PROFITABILITY GROWTH

due to efficiency improvements in  
operations

## EBITDA GROWTH & CASH CONVERSION

helped to keep the debt under control

# KEY STRATEGIC GROWTH DRIVERS

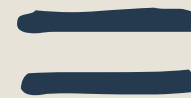
## 2018 2020



PRODUCTS  
RANGE  
WIDENING



GEOGRAPHICAL  
COVERAGE  
IMPROVEMENT



SOLID  
GROWTH



# THE FOODSERVICE

## EQUIPMENTS INDUSTRY MAP

**FOOD  
PREPARATION &  
COOKING**

**FOOD  
DISTRIBUTION**

**WASHING**

**FOOD  
STORAGE**



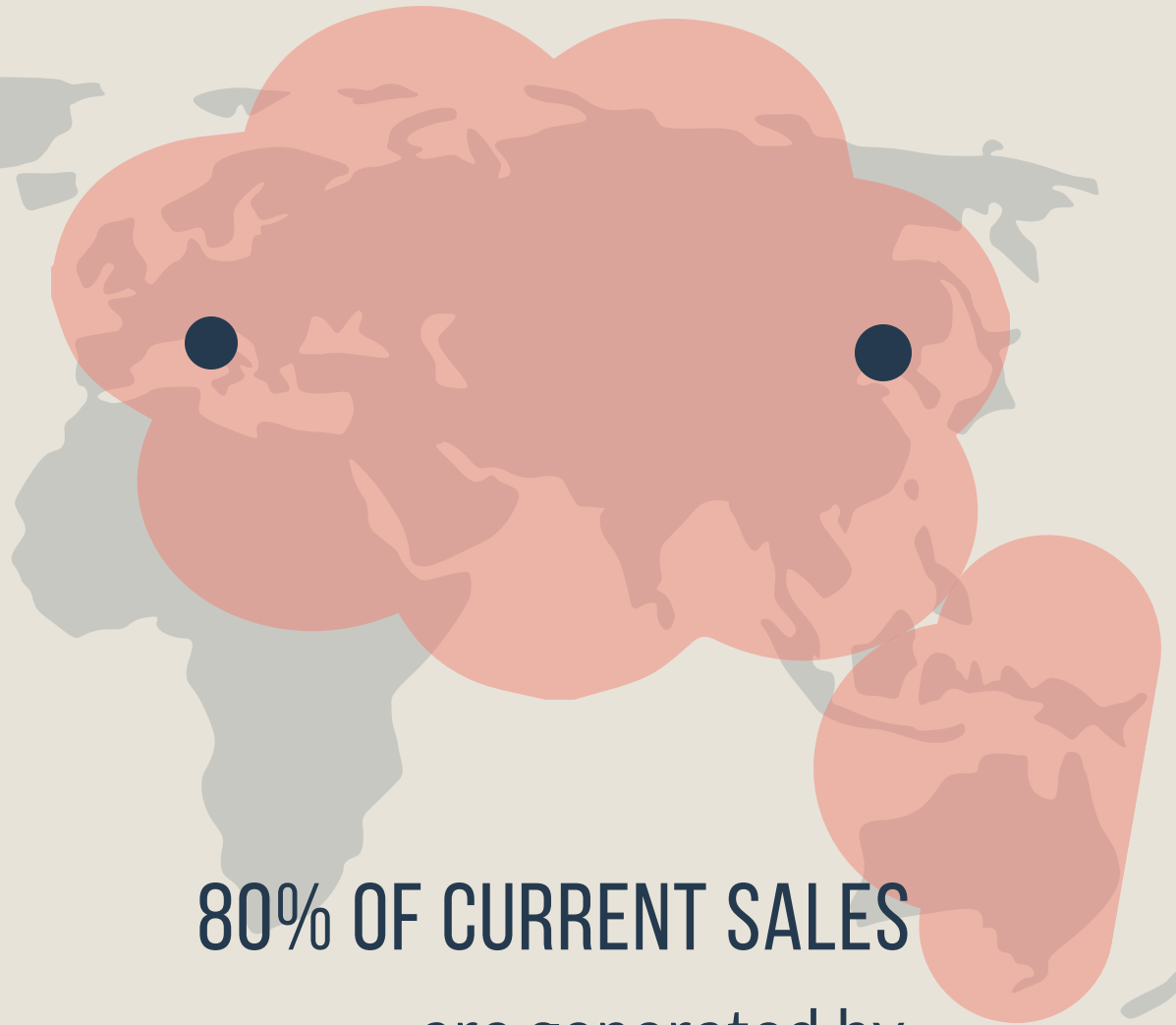


# GEOGRAPHICAL COVERAGE IMPROVEMENT



**TARGET 2020**

35% of the sales  
generated by **North  
American markets**



**80% OF CURRENT SALES**

are generated by  
**Middle East, Africa and  
Asian markets**



MANUFACTURING PLANTS

# 2020 FINANCIAL TARGET

	2020 FC*	2017 E	2016
REVENUES	58,2	43,7	37,3
EBITDA	9,6    16%	5,5    13%	4,2    11%
EBIT	4,6    8%	2,1    5%	1,8    5%
DEBT	11,9		16,8
DEBT/EBITDA	1,2		4

(\*) The targets are based on a plan including **only organic growth** and not M&A activity

# INVESTMENTS BREAK DOWN

15,7

TOTAL

INVESTMENT

2016/2020

5

R&D: >15 NEW PRODUCTS TO BE DEVELOPED AND LAUNCHED. I.O.T. PROJECT AND NANO TECHNOLOGIES TO BE APPLIED

2016-2020

6,4\*

JESI PLANT: NEW AUTOMATED PROCESSES AND SAP INTEGRATION.

2016-2018

4,3

EASY BEST AQUISITION AND USA EXPANSION

2016-2018

(\*) Clabo will be financed by Invitalia, an Italian government institution, for the 50% of the 6,4M investments at 0% interest rate. Clabo will also benefit of a 15% subsidy (0,96M)

# STOCK DATA

**MARKET CAPITALIZATION**

**€ 25,9 MLN**

**EARNING PER SHARE**

**€ 0,09**

**DIVIDEND PER SHARE**

**€ 0,03**

**DAILY AVERAGE VOLUME**

**81.620 SHARES**

**DIVIDEND YIELD**

**11%**

**updated on**  
**15/09/2017**

# STOCK DATA /2

**YEAR TO DATE LOW**

**€ 0,64**  
02/01/2017

**YEAR TO DATE HIGH**

**€ 4,29**  
29/05/2017

**RETURN SINCE IPO**

**17,03%**

**RETURN SINCE**  
01/01/2017

**386,15%**

updated on  
15/09/17





# THANKS

FOR LISTENING TO ME TODAY!



**TALK TO US**

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