

Press release

Ospitaletto, 24 March 2009

## SABAF: APPROVES THE RESULTS AT 31 DECEMBER 2008

- 2008 Consolidated results: Revenue €166 million (+5%); EBITDA €33.2 million (-13.7%); EBIT €21.2 million (-21.1%) and net profit €15.4 million (-2.6%)
- SABAF S.p.A. 2008 results: Revenue €149.6 million (+4.7%); EBITDA €28.9 million (-16%), EBIT €19.1 million (-22.6%), net profit at €14 million (-10.5%)
- Proposed dividend of €0.70 per share (unchanged vs. 2008)
- Sales expected to dip by 40% in the first quarter 2009

The Board of Directors of **Sabaf S.p.A.**, which met today in Ospitaletto, has approved the consolidated financial statements and draft statutory financial statements for the year ending on 31 December 2008. The Board also approved the Annual Report on Corporate Governance.

### Consolidated Group performance

The financial year 2008 was characterized by a sharp and sudden deterioration in the economic landscape. After three quarters of growth, the fourth quarter saw a dramatic decline in orders, especially from European clients. The year as a whole ended with a 5% increase in sales, from  $\in 158.1$  million to  $\in 166$  million. The increase was due exclusively to higher volumes while average sale prices were slightly lower. Profits were down chiefly due to write-downs of trade receivables ( $\in 3.6$  million), heightened levels of competition, and non-recurring costs on new production lines. EBITDA amounted to  $\in 33.2$  million ( $\in 38.5$  million in the previous year), EBIT was  $\in 21.2$  million ( $\notin 26.8$  million a year earlier), and net profit was  $\notin 15.4$  million ( $\notin 15.8$  million at 31 December 2007).

At 31 December 2008, the financial situation showed net non-current assets of €98 million (€97.1 million at 31 December 2007) and net working capital of €41.8 million (€37.1 million at 31 December 2007). Capital employed was financed by consolidated equity of €03.3 million and by net financial debt of €29.7 million (respectively €98.1 million and €22.8 million at 31 December 2007).

In 2008, the Sabaf Group invested about €15.5 million, mainly for the purchase and in-house construction of machinery for the production of light-alloy valves.

## Results of the parent company Sabaf S.p.A.

The Group parent company Sabaf S.p.A.'s sales revenue totalled  $\leq 149.6$  million in 2008 (up 4.7% from the  $\leq 142.9$  million reported in 2007), EBITDA was  $\leq 28.9$  million, down 16% from the  $\leq 34.4$  million earned in 2007, EBIT was  $\leq 19.1$  million, declining by 22.6% from the  $\leq 24.7$  million reported in the previous financial year, and net profits were  $\leq 14$  million, down by 10.5% as compared to the  $\leq 15.7$  million reported in 2007.





### Annual General Meeting and proposed dividend

The Board of Directors will propose to the Annual General Meeting of Shareholders – which will be held on first call on 28 April at midday and, if necessary, on second call on 29 April 2009 at the same time at the company's HQ in Ospitaletto – distribution of a gross ordinary dividend of €0.70 per share, the same amount distributed in 2008. Coupon detachment is scheduled for 25 May and payment will be on 28 May 2009.

The Meeting will also discuss the appointment of the Board of Directors and the Board of Statutory Auditors for the three years 2009-2012, granting the assignment to the independent auditors for the period 2009-2017, and renewal of the authorization to purchase and use treasury shares.

### Business performance in early 2009

The start of the year 2009 showed a significant contraction in volumes of business caused by the slowdown in the consumption of durable goods, now generalized on all the leading markets, and the lower levels of inventories along the entire production and distribution chain. Sales in the first quarter are expected to fall by 40% versus the same period 2008. At the moment, visibility is still very limited and there are few if any perceptible signs of improvement on the market.

Pursuant to Article 154/2, paragraph 2 of the Italian Consolidated Finance Act (Testo Unico della Finanza), the company's Financial Reporting Officer Alberto Bartoli declares that the financial disclosure contained in this press release corresponds to the company's records, books and accounting entries.

Attachments: consolidated and Sabaf S.p.A. financial statements. Figures currently being audited.

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Founded in the early 1950s, SABAF has grown consistently over the years to become the key manufacturer in Italy - and one of the leading in the world - of components for kitchens and domestic gas cooking appliances.

The product range features four main categories: valves, thermostats and burners for gas cooking appliances, and hinges for ovens, washing-machines and dishwashers.

Unparalleled technological expertise, manufacturing flexibility, and the ability to offer a vast range of components - tailor-made to meet the requirements of individual manufacturers of cookers and builtin hobs and ovens and in line with the specific characteristics of its core markets - are Sabaf's key strengths in a sector featuring major specialisation, constantly evolving demand and an ever-increasing orientation towards products assuring total reliability and safety.

The Sabaf Group has some 700 employees. It operates via the direct parent company Sabaf SpA and the subsidiaries Faringosi-Hinges – leader in the production of oven and dishwasher hinges – and Sabaf do Brasil – active in production of burners for the Latin American market. Sabaf is also present through subsidiaries in the People's Republic of China, Mexico and the United States.





## **Consolidated Balance Sheet**

|  | 31.12.2008 | 31.12.2007    |
|--|------------|---------------|
| (in thousands of euro)                           |            |               |
| ASSETS   |            |               |
|  |            |               |
| NON-CURRENT ASSETS                               | 0 / 01 0   |               |
| Property, plant, and equipment                   | 84,813     | 86,515        |
| Intangible assets                                | 10,366     | 9,137         |
| Equity investments                               | 645        | 419           |
| Non-current receivables                          | 176        | 253           |
| Deferred tax assets                              | 1,261      | 816           |
| Total non-current assets                         | 97,261     | 97,140        |
| CURRENT ASSETS                                   |            |               |
| Inventories                                      | 27,893     | 27,935        |
| Trade receivables                                | 42,078     | 46,723        |
| Tax receivables                                  | 2,530      | 1,520         |
| Other current receivables                        | 2,684      | 490           |
| Cash and cash equivalents                        | 11,229     | 7,262         |
| Total current assets                             | 86,414     | 83,930        |
|  | 00,414     | 00,700        |
| Non-current assets available for sale            | 758        | 0             |
| TOTAL ASSETS                                     | 184,433    | 181,070       |
| SHAREHOLDERS' EQUITY AND LIABILITIES             |            |               |
| SHAREHOLDERS EQUITIAND LIABILITIES               |            |               |
| SHAREHOLDERS' EQUITY                             |            |               |
| Share capital                                    | 11,533     | 11,533        |
| Retained earnings, other reserves                | 76,318     | 70,760        |
| Net profit for period                            | 15,410     | 15,828        |
| Total equity pertaining to parent company        | 103,261    | 98,121        |
| Minority interest                                | 0          | 0             |
| Total shareholders' equity                       | 103,261    | 98,121        |
|  |            |               |
| NON-CURRENT LIABILITIES                          |            |               |
| Loans  | 22,589     | 12,307        |
| Post-employ. benefit oblig. and retire. reserves | 3,007      | 3,581         |
| Reserves for risks and contingencies             | 1,046      | 735           |
| Deferred income tax                              | 2,892      | 8,944         |
| Total non-current liabilities                    | 29,534     | 25,567        |
| CURRENT LIABILITIES                              |            |               |
| Loans  | 18,120     | 17,765        |
| Other Financial liabilities                      | 176        | 0             |
| Trade payables                                   | 25,217     | 33,682        |
| Tax payables                                     | 2,593      | 905           |
| Other liabilities                                | 5,532      | 5,030         |
| Total current liabilities                        | 51,638     | <b>57,382</b> |
|  | 51,000     | 57,502        |
| TOTAL LIABILITIES & SHAREHOLDERS' EQUITY         | 184,433    | 181,070       |
|  |            |               |



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| Consolidated Income Statement   | 31.12.2008               | 31.12.2007               |
|---|--------------------------|--------------------------|
| (in thousands of euro)  | 51.12.2000               | 51.12.2007               |
| CONTINUING OPERATIONS   |                          |                          |
|   |                          |                          |
| OPERATING REVENUE AND INCOME  |                          |                          |
| Revenue   | 165,951                  | 158,091                  |
| Other income  | 884                      | 1,027                    |
| Total operating revenue and income  | 166,835                  | 159,118                  |
|   |                          |                          |
| OPERATING COSTS   |                          |                          |
| Materials   | (72,228)                 | (72,511)                 |
| Change in inventories   | 208                      | 6,735                    |
| Services  | (27,700)                 | (27,590)                 |
| Payroll costs   | (30,094)                 | (27,146)                 |
| Other operating costs   | (4,486)                  | (723)                    |
| Costs for capitalised in-house work   | 701                      | 648                      |
| Total operating cost  | (133,599)                | (120,587)                |
| OPERATING PROFIT BEFORE DEPRECIATION &<br>AMORTISATION, CAPITAL GAINS/LOSSES, WRITE-<br>DOWNS/WRITE-BACKS OF NON-CURRENT ASSETS |                          |                          |
| (EBITDA)  | 33,236                   | 38,531                   |
| Denne internet mediation  | (11.027)                 | (11574)                  |
| Depreciation and amortisation   | (11,937)<br>56           | (11,574)                 |
| Capital gains/(losses) on disposal of non-current assets<br>Write-downs/write-backs of non-current assets                       | (164)                    | (31)<br>(76)             |
| Whie-downs/ whie-backs of holi-current assets   | (104)                    | (70)                     |
| OPERATING PROFIT (EBIT)   | 21,191                   | 26,850                   |
|   |                          |                          |
| Finance income  | 188                      | 358                      |
| Finance expenses  | (2,275)                  | (2,126)                  |
| Foreign-exchange gains/(losses)   | 393                      | (319)                    |
| Profits and losses from equity investments  | 0                        | 0                        |
| PRE-TAX PROFIT  | 19,497                   | 24,763                   |
|   | ,                        | ,. = =                   |
| Income tax  | (4,087)                  | (8,935)                  |
| Minority interests  | 0                        | 0                        |
| ·   |                          |                          |
| NET PROFIT FOR THE YEAR   | 15,410                   | 15,828                   |
|   |                          |                          |
| EARNINGS PER SHARE (EPS)<br>Base  | 1.336 euro               | 1.372 euro               |
| Diluted   | 1.336 euro<br>1.336 euro | 1.372 euro<br>1.372 euro |
| Dinied  | 1.550 euro               | 1.37 Z EUIO              |







# Sabaf S.p.A. - Balance sheet

| (in thousands of euro)                                      | 31.12.2008    | 31.12.2007 |
|---|---------------|------------|
| ASSETS  |               |            |
|   |               |            |
| NON-CURRENT ASSETS  | 40.070        | 45.074     |
| Property, plant, and equipment                              | 43,978        | 45,274     |
| Intangible assets   | 3,805         | 2,594      |
| Equity investments  | 34,830        | 34,104     |
| Non-current receivables                                     | 10            | 45         |
| Deferred tax assets   | 1,051         | 623        |
| Total non-current assets                                    | 83,674        | 82,640     |
| CURRENT ASSETS  |               |            |
| Inventories   | 25,586        | 24,771     |
| Trade receivables   | 38,434        | 42,243     |
| Tax receivables   | 1,728         | 711        |
| Other current receivables                                   | 3,271         | 358        |
| Cash and cash equivalents                                   | 8,144         | 4,310      |
| Total current assets  | 77,163        | 72,393     |
| TOTAL ASSETS  | 160,837       | 155,033    |
| SHAREHOLDERS' EQUITY AND LIABILITIES                        |               |            |
| SHAREHOLDERS' EQUITY  |               |            |
| Share capital   | 11,533        | 11,533     |
| Retained earnings, other reserves                           | 73,334        | 65,909     |
| Net profit for period                                       | 14,025        | 15,666     |
| Total shareholders' equity                                  | 98,892        | 93,108     |
| NON-CURRENT LIABILITIES                                     |               |            |
| Logns   | 9,955         | 17         |
| Post-employment benefit obligations and retirement reserves | 2,634         | 3,125      |
| Reserves for risks and contingencies                        | 783           | 622        |
| Deferred income tax   | 2,367         | 8,018      |
| Total non-current liabilities                               | 15,739        | 11,782     |
|   |               |            |
| CURRENT LIABILITIES<br>Loans                                | 16,189        | 14,311     |
| Other Financial liabilities                                 | 16,189        | 14,311     |
| Trade payables  | 22,485        | 30,315     |
| Tax payables  | 2,343         | 824        |
| Other liabilities   | 5,042         | 4,693      |
| Total current liabilities                                   | <b>46,206</b> | 50,143     |
|   |               |            |
| TOTAL LIABILITIES & SHAREHOLDERS' EQUITY                    | 160,837       | 155,033    |





## Sabaf S.p.A. - Income statement

| (in thousands of euro)   |         | 31.12.2007         |
|--|---------|--------------------|
| CONTINUING OPERATIONS  |         |                    |
| OPERATING REVENUE AND INCOME   |         |                    |
|  | 49,564  | 142,878            |
| Other income   | 736     | 692                |
| Total operating revenue and income 15  | 50,300  | 143,570            |
| OPERATING COSTS  |         |                    |
| •  | 4,582)  | (64,456)           |
| Change in inventories  | 815     | 6,773              |
|  | 7,261)  | (27,278)           |
|  | (3,072) | (3,011)            |
| ,  | 7,536)  | (24,391)           |
|  | 3,562)  | (481)              |
| Costs for capitalised in-house work  | 688     | 616                |
| Total operating cost (12   | 1,438)  | (109,21 <i>7</i> ) |
| OPERATING PROFIT BEFORE DEPRECIATION & AMORTISAT<br>GAINS/LOSSES, AND WRITE-DOWNS/WRITE-BACKS OF N |         |                    |
|  | 28,862  | 34,353             |
|  |         |                    |
|  | 9,790)  | (9,221)            |
| Capital gains/(losses) on disposal of non-current assets   | 60      | 16                 |
| Write-downs/write-backs of non-current assets  | 0       | (445)              |
| OPERATING PROFIT (EBIT)  | 19,132  | 24,703             |
| Finance income   | 70      | 132                |
|  | 1,305)  | (1,097)            |
| Foreign-exchange gains/(losses)  | 43      | (1,07,7)           |
| Profits and losses from equity investments   | 0       | 500                |
| PRE-TAX PROFIT   | 17,940  | 24,157             |
| Income tax (   | 3,915)  | (8,491)            |
| NET PROFIT FOR THE YEAR  | 14,025  | 15,666             |

