

The SABAF logo is displayed in a bold, dark blue, sans-serif font within a yellow rectangular box. The background of the entire slide is a blue gradient with a central image of a water droplet creating concentric ripples.

SABAF

TECHNOLOGY AND SAFETY

ROADSHOW

Paris - 24 November 2009

Eco Efficienza
e Tecno Design



2009 - Nine months results and full year forecasts

Comments on 9M 2009

- Sales at € 89.4 mn, down by 28.9% due to the generalized drop in demand
- Market share is estimated to be stable
- Average sales prices down by 4%, reflecting lower raw material prices
- EBITDA at € 18.5 mn - 20.7% of sales - down by 32%
- EBIT at € 9.3 mn - 9.3% of sales - down by 48%
- Continuous improvement in profitability quarter on quarter
- Strong cash generation (FCF at €13.9 mn)

Comments on 9M 2009 – cost reductions

The main measures to offset the higher impact of fixed costs include:

- Improvements in productivity - especially for light alloy valves - thanks to production process optimisation
- Careful policy of purchases of raw materials
- Temporary lay-off of 15% of workforce (until May)
- Greater insourcing of burner die casting (until May)

Full year forecasts

- FY expected sales of roughly €124 million (down by 23% versus 2008)
- FY expected EBIT at 12.5% (vs. 13.1% in 2008)

Income statement

€ x 000	Q3 09		Q3 08		var. %	9M 09		9M 08		chg %
SALES	32,048	100.0%	39,552	100.0%	-19.0%	89,412	100.0%	125,809	100.0%	-28.9%
Materials	(11,047)	-34.5%	(16,232)	-41.0%		(27,815)	-31.1%	(52,703)	-41.9%	
Payroll	(6,422)	-20.0%	(7,208)	-18.2%		(19,004)	-21.3%	(23,274)	-18.5%	
Change in stock	1,036	3.2%	598	1.5%		(6,998)	-7.8%	1,767	1.4%	
Other operating costs/income	(6,442)	-20.1%	(7,143)	-18.1%		(16,149)	-18.1%	(22,822)	-18.1%	
Write off of trade receivables	(400)	-1.2%	(1,200)	-3.0%		(950)	-1.1%	(1,700)	-1.4%	
EBITDA	8,773	27.4%	8,367	21.2%	4.9%	18,496	20.7%	27,077	21.5%	-31.7%
Depreciation	(3,155)	-9.8%	(3,023)	-7.6%		(9,151)	-10.2%	(8,991)	-7.1%	
Gains/losses on fixed assets	(10)	0.0%	(3)	0.0%		(9)	0.0%	6	0.0%	
EBIT	5,608	17.5%	5,341	13.5%	5.0%	9,336	10.4%	18,092	14.4%	-48.4%
Net financial expense	(244)	-0.8%	(552)	-1.4%		(914)	-1.0%	(1,470)	-1.2%	
Foreign exchange gains/losses	(131)	-0.4%	434	1.1%		(345)	-0.4%	162	0.1%	
EBT	5,233	16.3%	5,223	13.2%	0.2%	8,077	9.0%	16,784	13.3%	-51.9%
Income taxes	(1,527)	-4.8%	(1,617)	-4.1%		(1,264)	-1.4%	(3,097)	-2.5%	
Minorities	0		0			0		0		
NET INCOME	3,706	11.6%	3,606	9.1%	2.8%	6,813	7.6%	13,687	10.9%	-50.2%
EPS	0.321		0.313		2.8%	0.591		1.187		-50.2%

Balance sheet

<i>€ x 1000</i>	30-Sep-09	31-Dec-08
Fixed assets	99,067	98,019
Net working capital	31,876	41,843
Capital Employed	130,943	139,862
Equity	103,951	103,261
Deferred taxes	292	2,892
Reserves for risks and severance indemnity	3,576	4,053
Net debt	23,124	29,656
Sources of finance	130,943	139,862

Net financial position

		30 Sep 09	31 Dec 08	Change
A.	Cash	15	13	2
B.	Positive bank current accounts	8,432	10,749	(2,317)
C.	Other liquidities	1,227	467	760
D.	Cash and cash equivalents (A+B+C)	9,674	11,229	(1,555)
E.	Current bank overdrafts	3,000	14,128	(11,128)
F.	Current portion of non-current debt	5,731	3,992	1,739
G.	Other current financial payables	0	176	(176)
H.	Current financial debt (E+F+G)	8,731	18,296	(10,195)
I.	Current net financial debt (H-D)	(943)	7,067	(8,010)
J.	Non-current bank payables	18,246	16,203	2,043
K.	Other non-current financial payables	5,821	6,386	(565)
L.	Non-current financial debt (J+K)	24,067	22,589	1,478
M.	Net financial debt (L+I)	23,124	29,656	(6,532)

Cash flow statement

€ x 1000	9M 09	9M 08
Net profit	6,813	13,687
Depreciation	9,151	8,991
Other non-monetary costs/income	(3,130)	(5,876)
Change in net working capital		
change in inventories	6,795	(1,702)
change in receivables	3,987	(6,510)
change in payables	(2,928)	(3,589)
other changes in current assets/liabilities	2,134	5,214
	9,988	(6,587)
Operating cash flow	22,822	10,215
Investments, net of disposals	(8,908)	(9,280)
Free cash flow	13,914	935
Change in long-term financial assets/liabilities	1,423	714
Dividends	(8,050)	(8,073)
Forex and other changes in equity	723	(579)
Cash flow	8,010	(7,003)

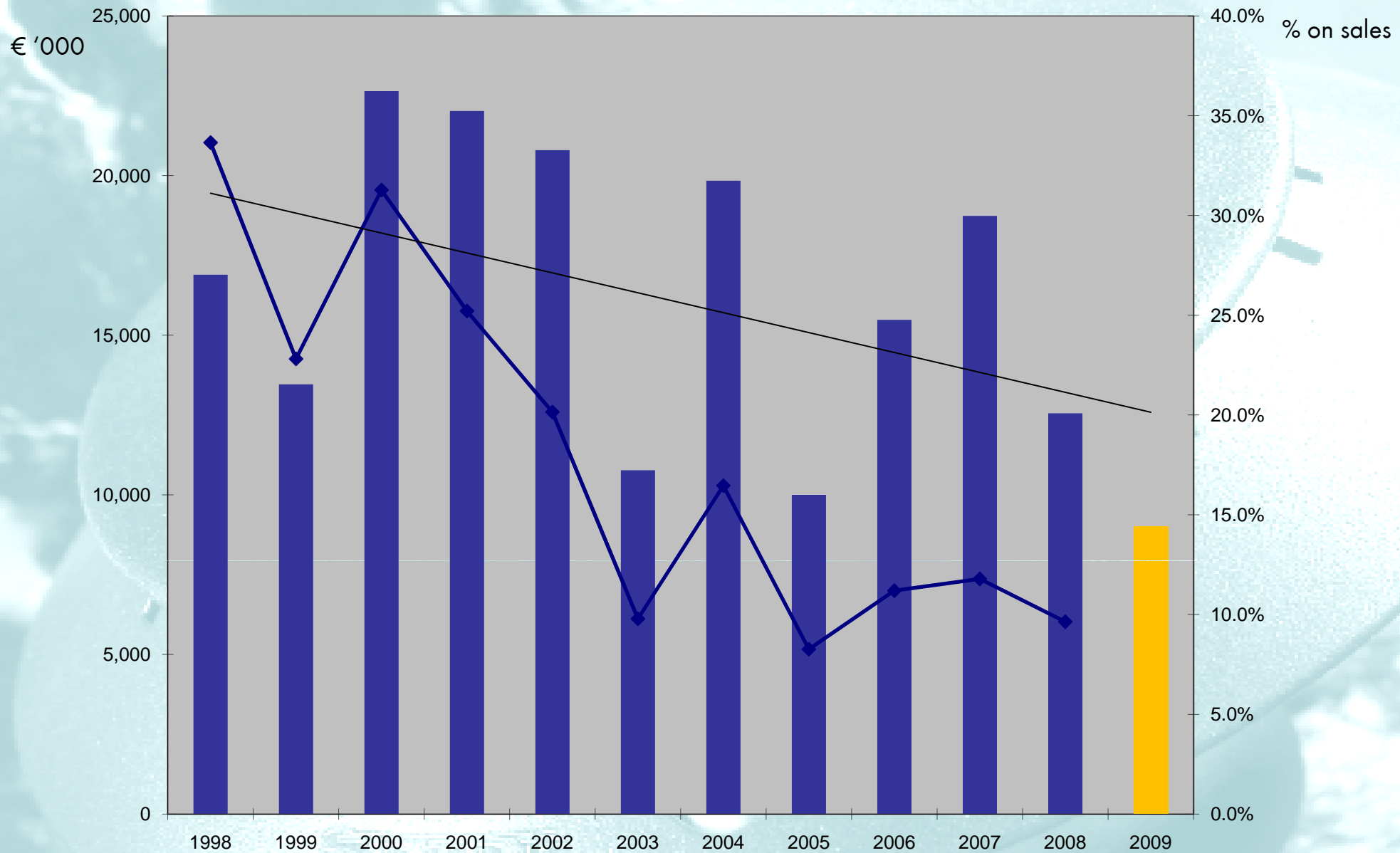
Sales by geographical area

<i>in thousands of Euro</i>	Q3 2009	Q3 2008	Change %	9M 2009	9M 2008	Change %	FY 2008
Italy	11,078	15,101	-26.6%	37,909	54,661	-30.6%	68,750
Rest of Western Europe	2,754	3,032	-9.2%	7,375	10,379	-28.9%	13,443
Eastern Europe	7,891	9,507	-17.0%	20,658	29,830	-30.7%	38,840
Asia	2,914	2,630	10.8%	6,968	7,576	-8.0%	11,350
Latin America	4,512	3,874	16.5%	9,954	10,421	-4.5%	13,378
Africa	1,999	4,333	-53.9%	3,932	10,055	-60.9%	12,390
USA, Canada & Mexico	869	922	-5.7%	2,540	2,583	-1.7%	3,309
Oceania	31	153	-79.7%	76	304	-75.0%	524
Total	32,048	39,552	-19.0%	89,412	125,809	-28.9%	161,984

Sales by product line

<i>in thousands of Euro</i>	Q3 2009	Q3 2008	Change %	9M 2009	9M 2008	Change %	FY 2008
Brass valves	6,035	9,297	-35.1%	18,953	31,537	-39.9%	39,188
Light alloy valves	3,943	4,005	-1.5%	11,043	11,771	-6.2%	15,923
Thermostats	3,478	4,948	-29.7%	8,663	14,869	-41.7%	18,948
Standard burners	9,418	11,331	-16.9%	26,005	36,352	-28.5%	46,818
Special burners	4,701	4,490	4.7%	12,083	13,863	-12.8%	18,255
Accessories	2,401	3,059	-21.5%	6,241	9,387	-33.5%	12,435
<i>Total gas components</i>	<i>29,976</i>	<i>37,130</i>	<i>-19.3%</i>	<i>82,988</i>	<i>117,779</i>	<i>-29.5%</i>	<i>151,567</i>
<i>Hinges</i>	<i>2,072</i>	<i>2,422</i>	<i>-14.5%</i>	<i>6,424</i>	<i>8,030</i>	<i>-20.0%</i>	<i>10,417</i>
Total	32,048	39,552	-19.0%	89,412	125,809	-28.9%	161,984

Capex 1998 - 2009e





New products



Series II burners AE



Series II AE is the next burner generation, developed according to the latest market requirements and with the unique experience of SABAF



Available at 3 different powers



AE on ABC platform
Available at 3 different powers

Series II burners AEO

- Series 2 AEO is compliant with the Chinese Standard GB16410/2008
- Perfectly interchangeable with Series 2 AE



Available at 4 different powers

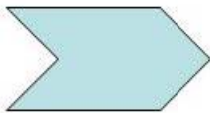


AE on ABC platform
Available at 4 different powers

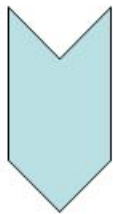
AE & AEO – power and efficiency

	Auxiliary	Semi Rapid	Rapid	Ultra-rapid (AEO)
Maximum Power (kW)	1.0 kW	1.75 & 2 kW	3.0 kW	3.6 kW
Minimum Power (kW)	0.30 kW	0.35 kW	0.60 kW	0.80 kW
Efficiency	n.a.	69%	64%	62%
<i>Efficiency required by EN30</i>	n.a.	> 52%	> 52%	>52%

Mini Triple ring of flame wok burner – customization and innovation



New Series III Wok burner
new shape



New Squared Wok burner
new shape



New Ultra Mini Wok 3,3 kw

All available on 2 different versions, also on ABC platform

Dual ring of flame wok burner – dual burner system & common platform



Based on the same platform, cup and accessories: perfectly interchangeable



Available at 1 power



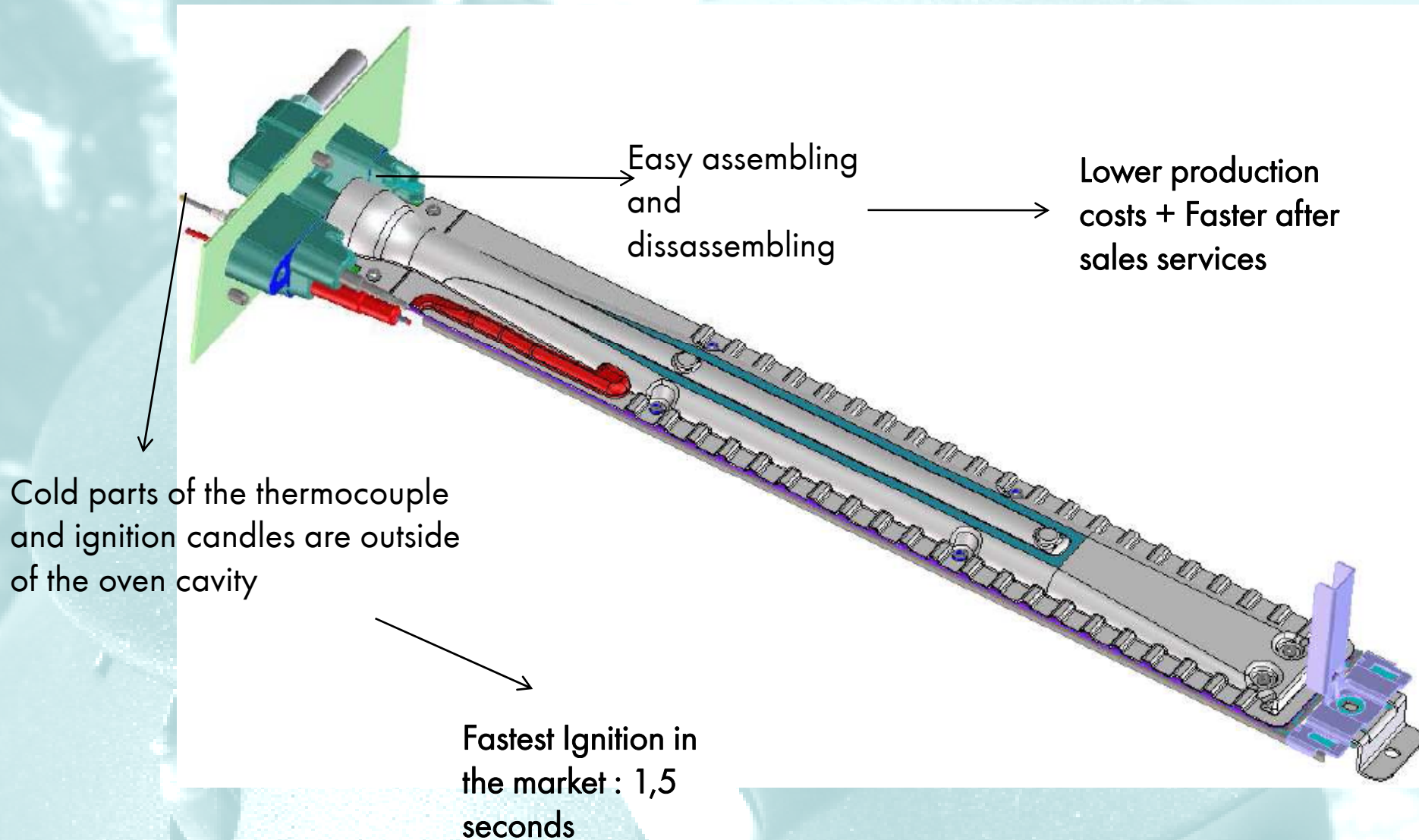
Available at 2 different powers

Bruciatore dual torche

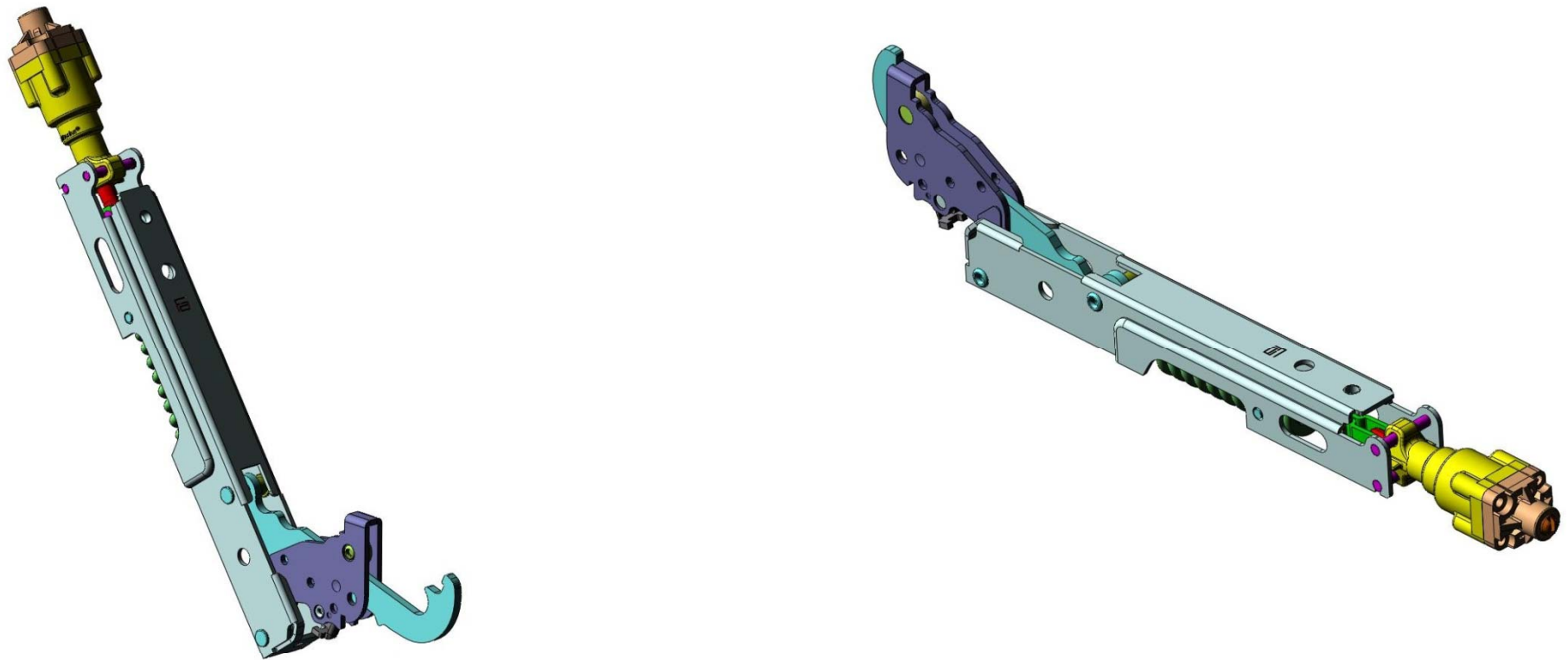


Available at 4 different powers

New Sabaf oven burners



Oven hinges - innovation



Disclaimer

Certain information included in this document is forward looking and is subject to important risks and uncertainties that could cause actual results to differ materially, The Company's business is in the domestic appliance industry, with special reference to the gas cooking sector, and its outlook is predominantly based on its interpretation of what it considers to be the key economic factors affecting this business, Forward-looking statements with regard to the Group's business involve a number of important factors that are subject to change, including: the many interrelated factors that affect consumer confidence and worldwide demand for durable goods; general economic conditions in the Group's markets; actions of competitors; commodity prices; interest rates and currency exchange rates; political and civil unrest; and other risks and uncertainties.

Contact

For further information, please contact our Investor Relations Department

Gianluca Beschi

SABAF S.p.A.

Via dei Carpini, 1

25035 Ospitaletto (Brescia)

Tel +39.030.6843236

gianluca.beschi@sabaf.it