



Milan
27-28 March 2012

fuoco



aria



terra



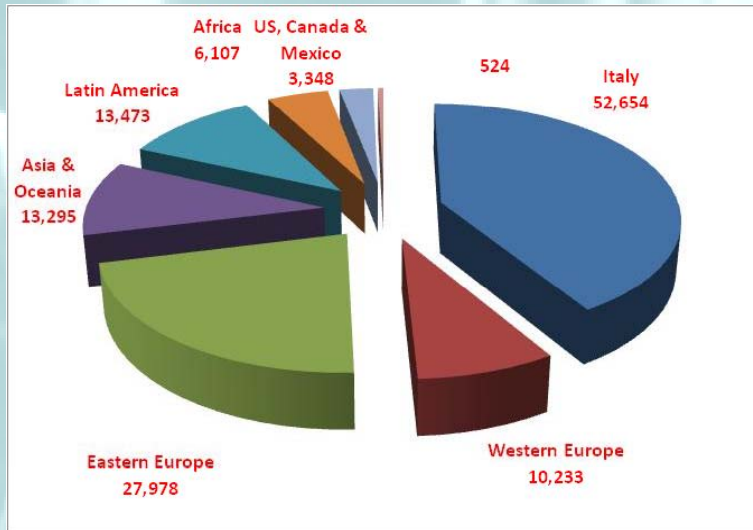
acqua



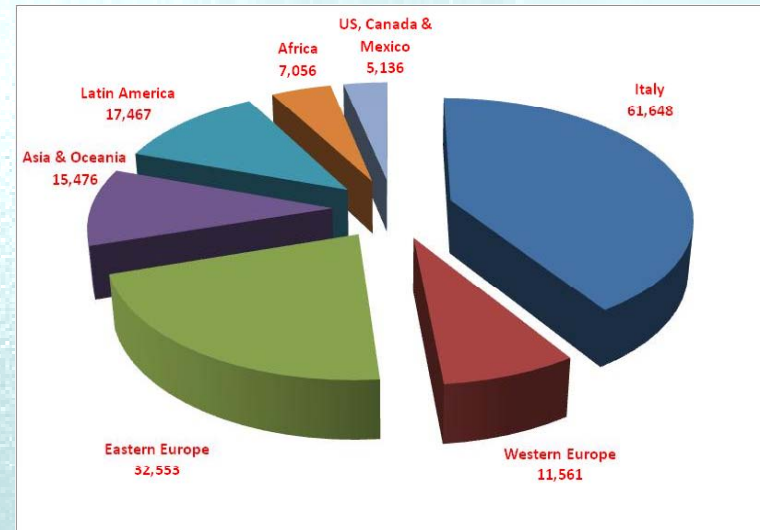
Business model

- Among few players, Sabaf keeps a strong leadership in the business of components for cooking appliances
- Competitive advantage based on:
 - Product and process know-how
 - Process automation
 - Economies of scale
- The components industry tends to grow faster than the appliance market, thanks to:
 - Higher technical complexity and increasing value of the components
 - Outsourcing from household manufacturers
 - Growing need for safety and efficiency
 - Focus on environmental matters

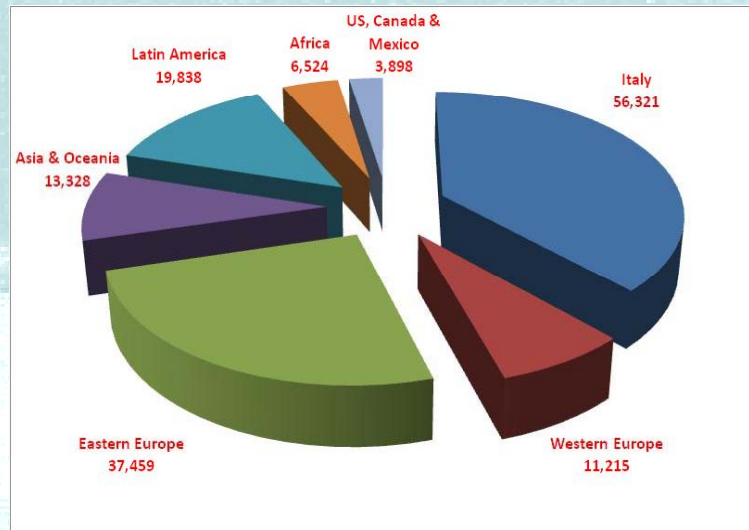
Sales by market



2009



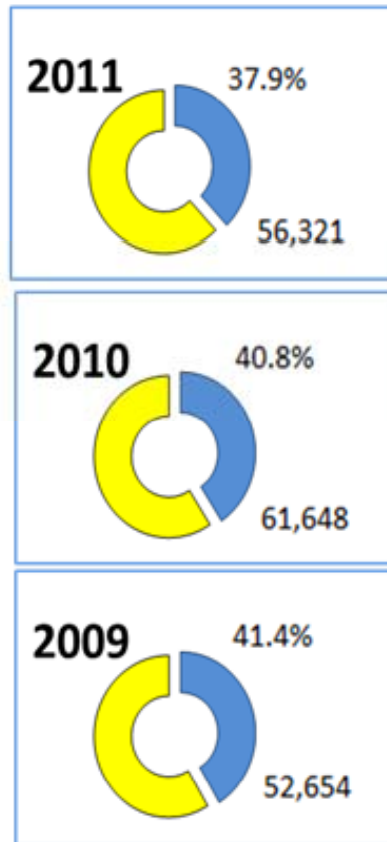
2010



2011



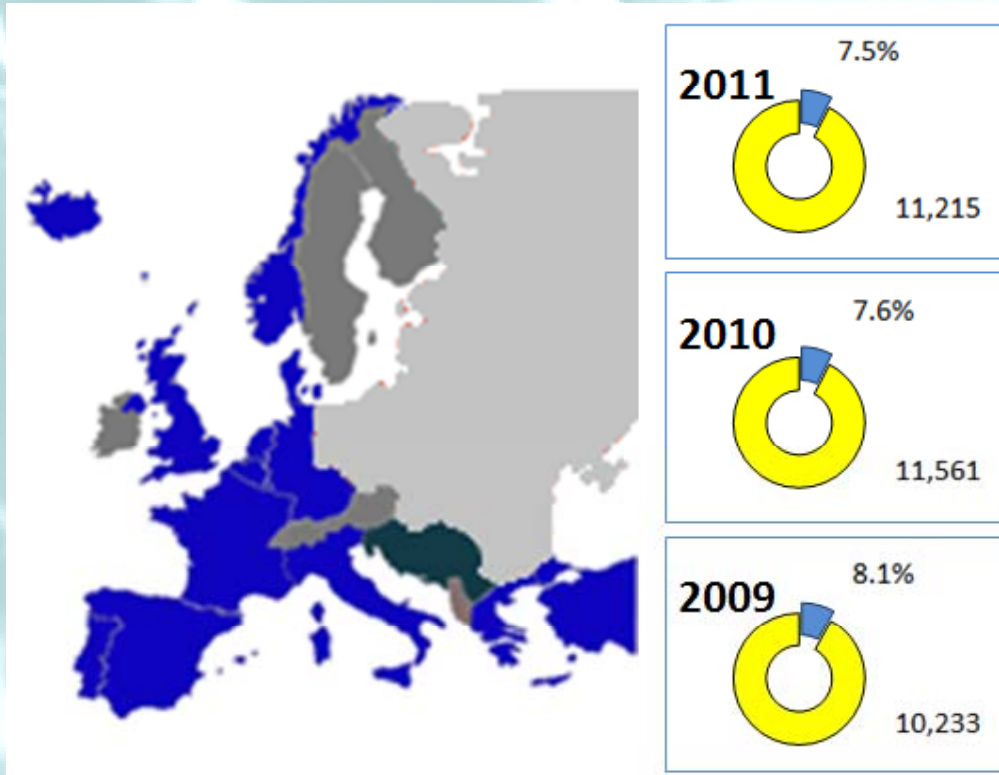
Analysis by market - Italy



Sabaf enjoys a consolidated presence on the Italian market, leveraged by the most complete and innovative product range

Future strategies are primarily driven towards product differentiation and higher energy efficiency, to cope with a relatively stagnant market and growing pressures from emerging countries

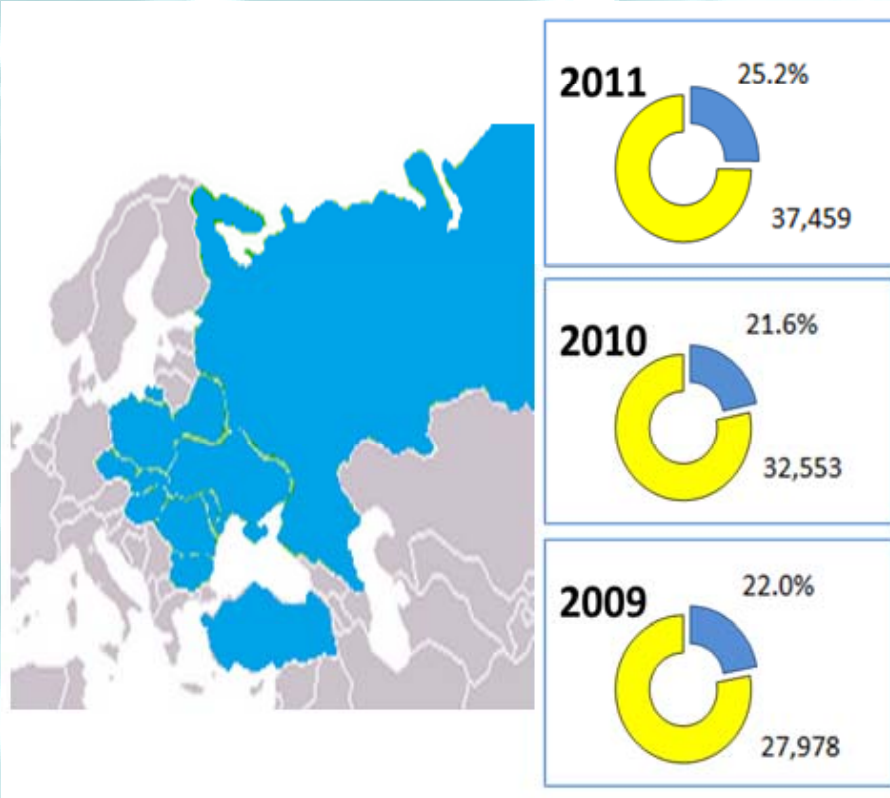
Analysis by market – Western Europe



As well as the Italian players, the appliance manufacturers in Western Europe risk to suffer competition from emerging countries

Relying on the quality and the constant innovation of its product range Sabaf plans to consolidate its customer base

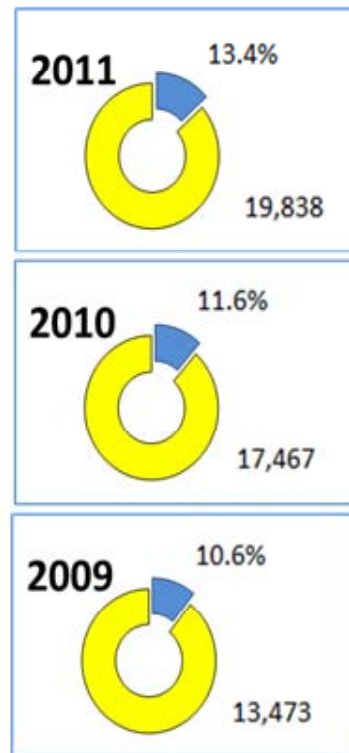
Analysis by market – Eastern Europe & Turkey



Sabaf tends to benefit from the expected growth in Eastern European countries, with a specific focus on Turkey

The set-up of a manufacturing plant in Turkey during 2012 and the development of new commercial relationships represent key elements

Analysis by market – South America

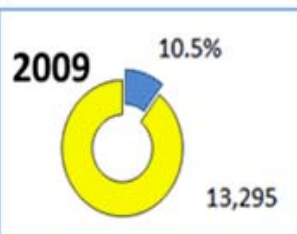
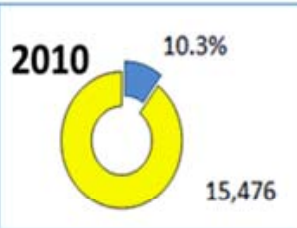
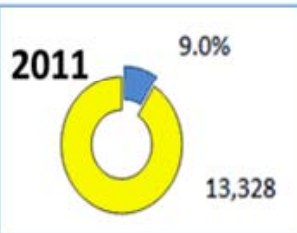
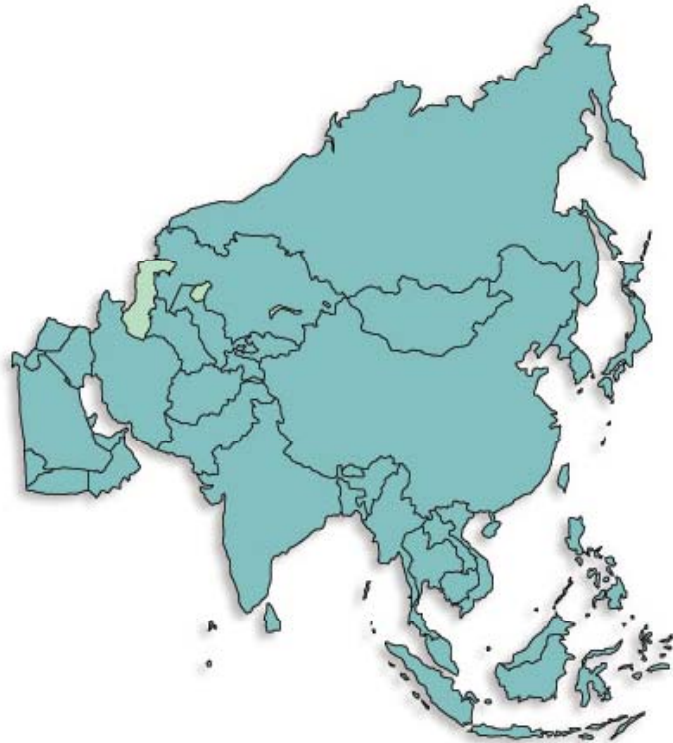


A large and fast growing market makes South America a priority in Sabaf strategy

Sabaf's presence here is well consolidated (a factory in Brasil was set up in 2001)

Safety standards could improve, opening new opportunities

Analysis by market – Asia & Oceania

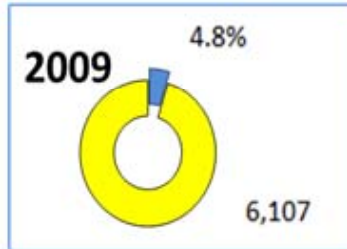
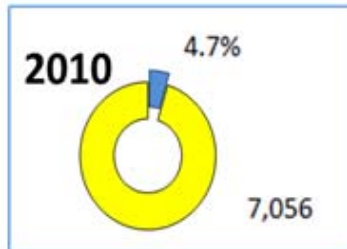
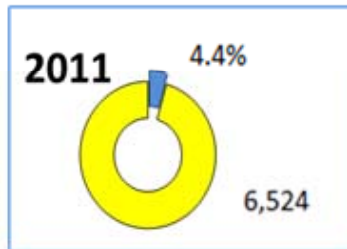


A boosting demand, along with probable stricter safety standards, represent growth opportunities for Sabaf

Young people tend to westernize their lifestyles, also as regards furniture and appliances

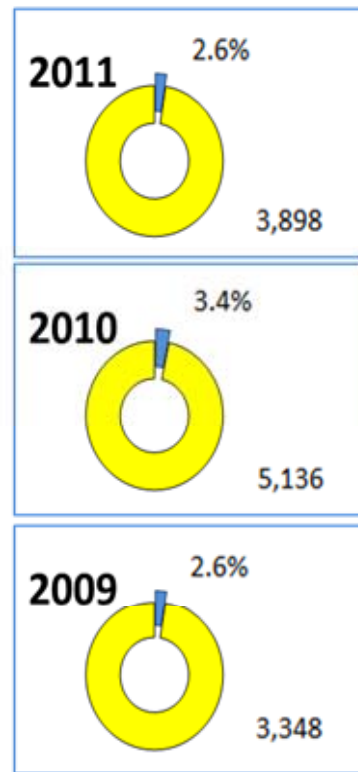
Sabaf's universally reknown brand and "made in Italy" represent an important premium in all the Asian markets

Analysis by market – Africa



Huge housing market plans for new married young people represent an opportunity in North African markets, as soon as the political situation stabilizes. Leveraging on geographical proximity and long-term presence, Sabaf targets to increase its market share in the area

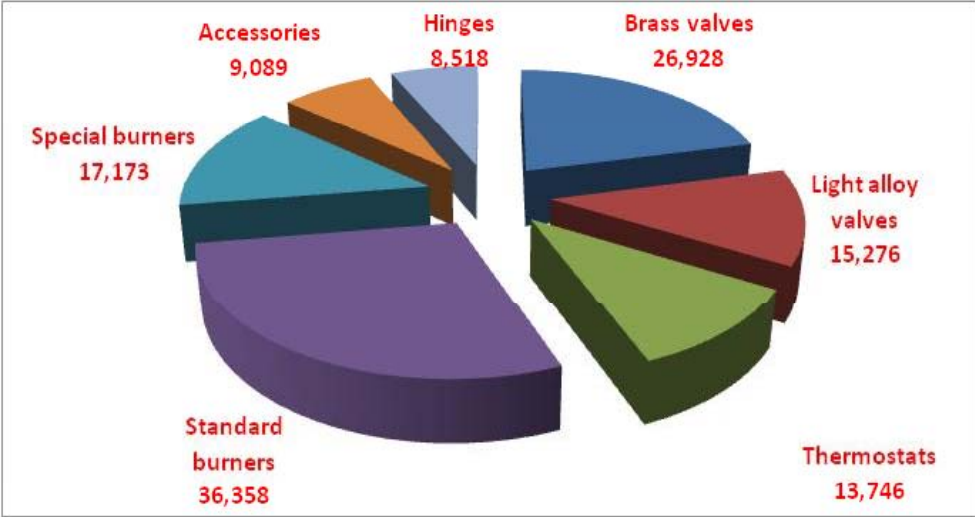
Analysis by market – North America & Mexico



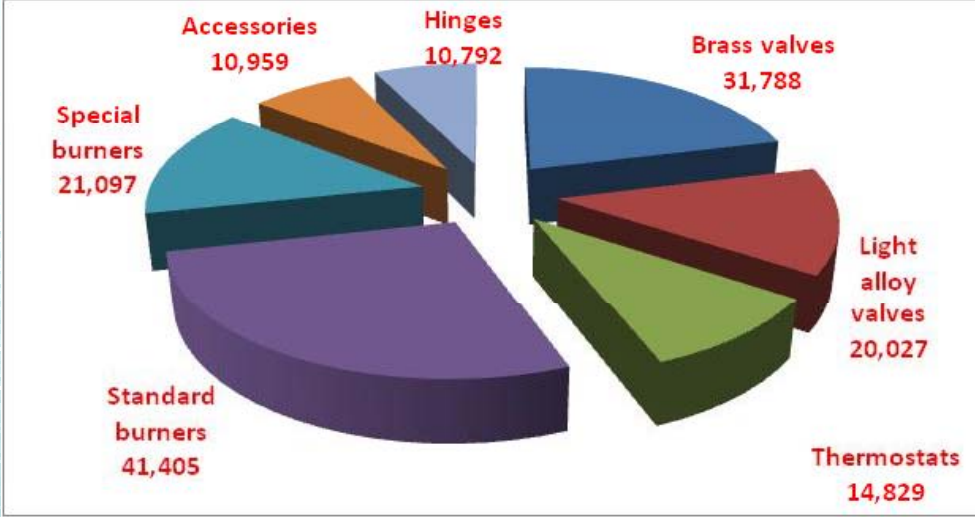
A wide range of innovative and efficient products, good commercial relationships and excellent technical reputation make Sabaf ready to exploit new opportunities in North America

A growing focus on safety is also emerging

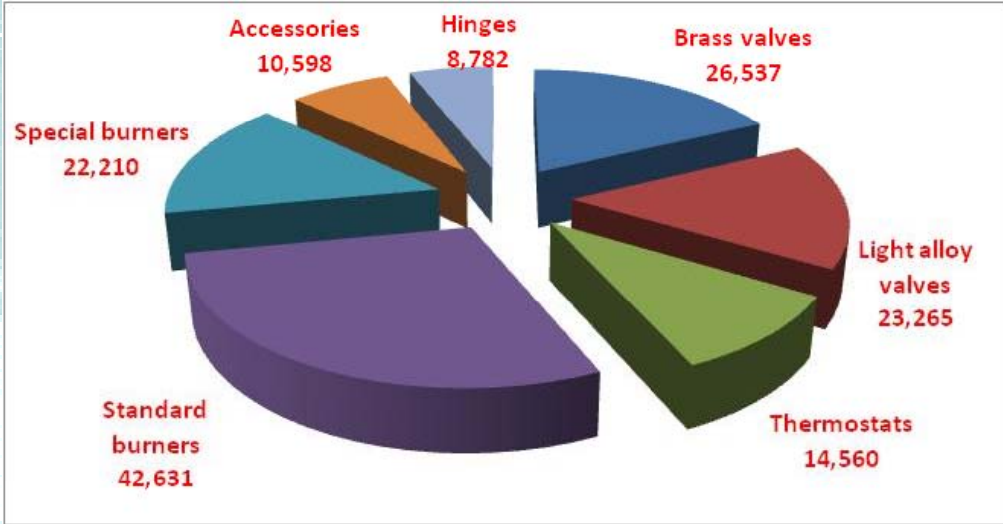
Sales by product line



2009



2010

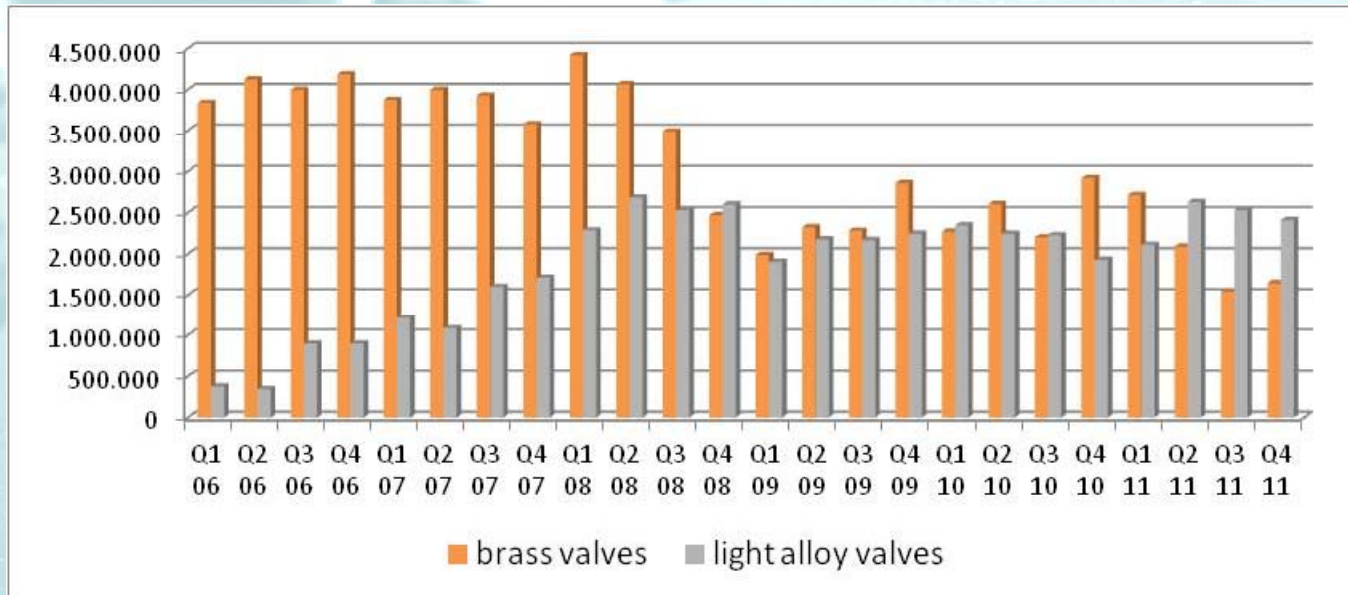


2011



The introduction of light alloy valves

sales
(units)



Raw material incidence on an extruded aluminium gas valve for freestanding range is lower than 5%



Raw material incidence on a forged brass gas valve for freestanding range is about 30%

New products

➤ Serie II High Efficiency burners, AE & AEO



➤ DUAL wok High Efficiency burners
AE, AEO and TORCH



➤ Sabaf oven burner



➤ New aluminium valve



Double Ring Dual High Efficiency burners



Sabaf new double ring dual are designed to be the most flexible, high efficiency and eco-friendly multiple flame ring burners in the market place.

They are available in three different versions:

AE (High Efficiency) – aluminium alloy flame spreader

AEO (High Efficiency brass version) – brass ring flame spreader

TORCH –brass flame spreader

Flexible – Platform concept

Using the same injector holder (applicable both on standard steel tops and ceramic glass ones) it is possible to fit **eight different flame spreaders**.

This platform concept allows the OEMs to reduce investments with a huge opportunity to diversify the aesthetics of the top of the appliances using different and interchangeable flame spreader versions.

Moreover the injector holder can have one or two inlets:

Single inlet – all rings of flame work simultaneously

Double inlets – inner and outer rings of flame work separately

Efficiency

Standard level of efficiency for triple or double ring of flame is about 52 – 53%

New Double Ring Dual burners have an **efficiency over 60%**

Eco-friendly

Increasing efficiency automatically reduces gas consumption resulting in lower pollution and carbon monoxide emissions.



Serie II AE & Serie II AEO – Power & Efficiency



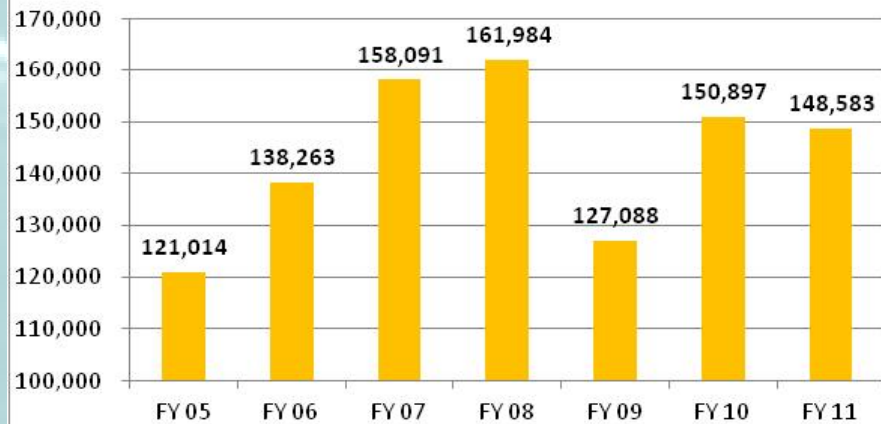
	Auxiliary	Semi Rapid	Rapid	Ultra Rapid
Maximum Output (kW)	1.00 kW	1.75 kW	3.00 kW	3.60 kW
Minimum Output (kW)	0.22 kW	0.33 kW	0.60 kW	1.50 kW
Efficiency	68%	69%	64%	60%

	EN-30 Standards Burners	Sabaf Series II Burners	Sabaf Serie s II AE, AEO
Efficiency	52 %	60%	69%
Time needed (seconds)	345	299	260
Total GAS CONSUMED (dm3 - ltr)	15.98	13.85	12.04
Saving	-	13%	25%

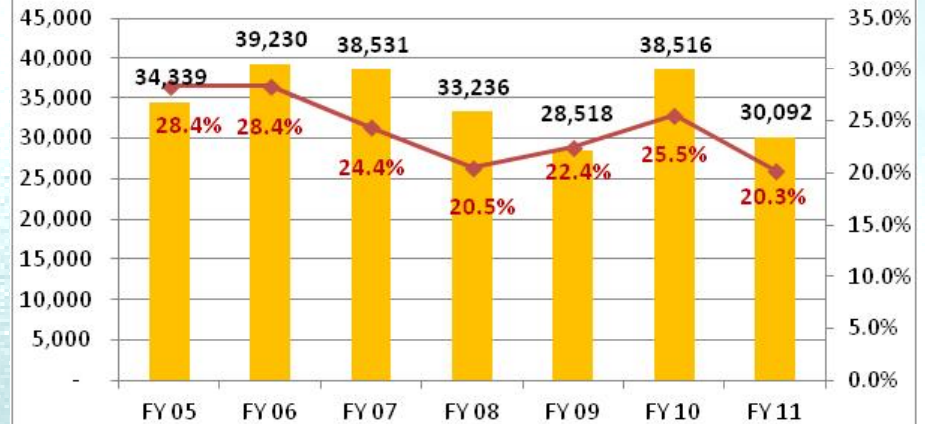
Comparing 3 semi rapid burners
Boiling 1 litres of tap water with
initial temperature of 25°C,
natural gas

Sales and profitability

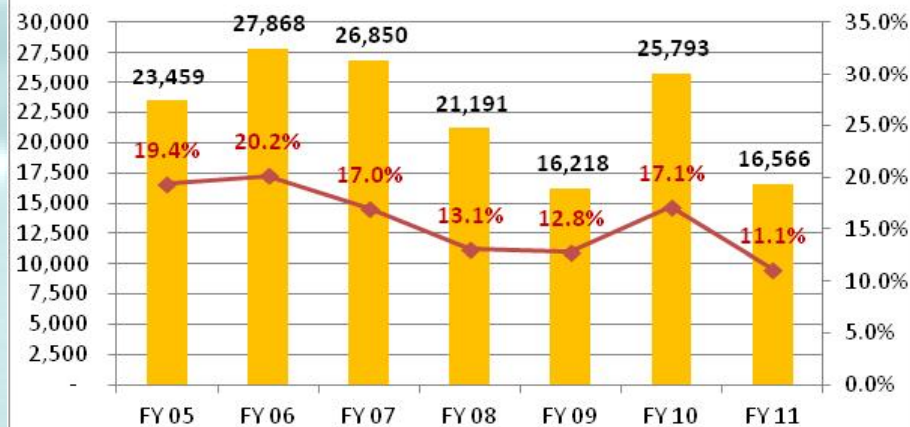
SALES



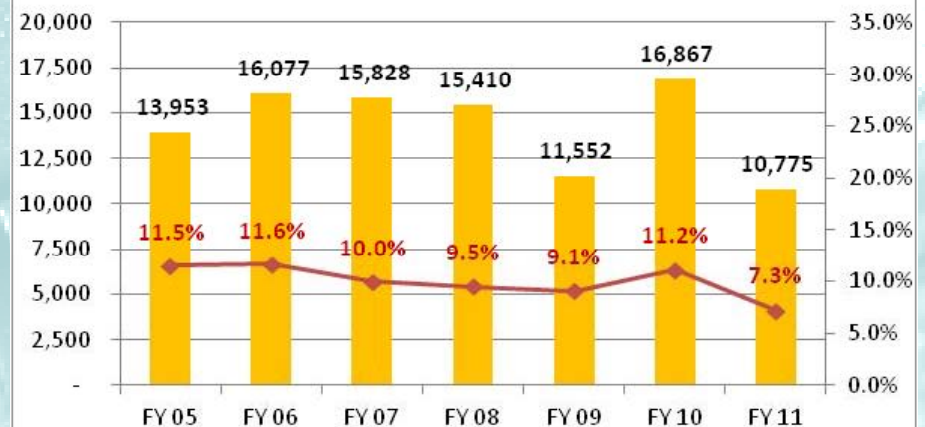
EBITDA



EBIT



NET INCOME



FY2011 results

€ x 000	FY 11		FY 10		
SALES	148,583	100.0%	150,897	100.0%	-1.5%
Materials	(59,103)	-39.8%	(57,919)	-38.4%	
Payroll	(30,740)	-20.7%	(30,920)	-20.5%	
Change in stock	910	0.6%	4,656	3.1%	
Other operating costs/income	(29,558)	-19.9%	(28,198)	-18.7%	
EBITDA	30,092	20.3%	38,516	25.5%	-21.9%
Depreciation	(12,420)	-8.4%	(12,438)	-8.2%	
Gains/losses on fixed assets	23	0.0%	(34)	0.0%	
Impairment of fixed assets	(1,129)	-0.8%	(251)	-0.2%	
EBIT	16,566	11.1%	25,793	17.1%	-35.8%
Net financial expense	(1,146)	-0.8%	(1,107)	-0.7%	
Foreign exchange gains/losses	390	0.3%	(151)	-0.1%	
Results of equity investments	(356)	-0.2%	(759)	-0.5%	
EBT	15,454	10.4%	23,776	15.8%	-35.0%
Income taxes	(4,679)	-3.1%	(6,909)	-4.6%	
Minorities	0		0		
NET INCOME	10,775	7.3%	16,867	11.2%	-36.1%
EPS	0.934		1.462		

Cash flow statement

€ x 1000	FY 11	FY 10
<i>Cash at the beginning of the period</i>	9,769	9,154
Net profit	10,775	16,867
Depreciation	12,420	12,438
Change in net working capital		
change in inventories	(801)	(4,635)
change in receivables	981	(3,187)
change in payables	3,623	(659)
	3,803	(8,481)
Other changes in operating items	(4,559)	4,174
Operating cash flow	22,439	24,998
Investments, net of disposals	(14,455)	(13,344)
Free cash flow	7,984	11,654
Cash flow from financial activity	6,690	(6,052)
Own shares	0	0
Dividends	(9,201)	(5,750)
Forex	(1,034)	763
Cash flow	4,439	615
<i>Cash at the end of the period</i>	14,208	9,769

Balance sheet

€ x 1000	31-Dec-11	31-Dec-10
Fixed assets	102,310	100,632
Net working capital	37,915	37,476
Capital Employed	140,225	138,108
Equity	121,823	121,846
Deferred taxes	366	323
Reserves for risks and severance indemnity	3,240	3,394
Net debt	14,796	12,545
Sources of finance	140,225	138,108

Net financial position

<i>€ x 1000</i>	31-Dec-11	31-Dec-10
A. Cash	8	11
B. Positive balances of unrestricted bank accounts	11,868	9,105
C. Other liquidities	2,332	653
D. Cash and cash equivalents (A+B+C)	14,208	9,769
E. Current bank overdrafts	8,546	-
F. Current portion of non-current debt	8,486	5,843
G. Other current financial payables	33	55
H. Current financial debt (E+F+G)	17,065	5,898
I. Current net financial debt (H-D)	2,857	(3,871)
J. Non-current bank payables	9,051	12,240
K. Other non-current financial payables	2,888	4,176
L. Non-current financial debt (J+K)	11,939	16,416
M. Net financial debt (L+I)	14,796	12,545

FY 2012 forecasts

The household appliance market in Europe continues to struggle at the start of 2012, while the outlook on other markets is encouraging.

For FY 2012, the Group believes that it will be able to register sales and profitability levels in line with those of 2011.

However, compared with 2011, the Group expects a weaker first half of the year and a gradual recovery in the second half, partly thanks to the contribution of new supply contracts that will gradually come into force over the year.

Contact

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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.

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 financial presentation corresponds to the company's records, books and accounting entries.