



Media and Financial Analysts Meeting 2020

Carlo Gavazzi Holding AG

**Media and Financial Analysts Zoom Meeting 2020
June 24, 2020**



Media and Financial Analysts Meeting 2020

AGENDA FOR TODAY

WELCOME & OVERVIEW

Valeria Gavazzi

AUTOMATION COMPONENTS

Vittorio Rossi

FINANCIAL HIGHLIGHTS

Lorenzo Trezzini

Q&A



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Welcome

Valeria Gavazzi
Chairman



General Overview - Key Figures

Sales and Bookings

CHF million

	2019/20	2018/19	Δ CHF	Δ LC
Bookings	153.0	155.2	-1.4%	+2.5%
Operating revenue	148.5	155.0	-4.2%	-0.5%



General Overview - Key Figures

Innovation and Income

CHF million

	2019/20	2018/19	Δ
R&D	8.7	8.2	+5.9%
EBIT	10.8	15.2	-28.9%
Net income	6.1	10.7	-43.0%



General Overview - Markets and Products

- ▼ **Controls:** strong demand for energy management solutions
- ▼ **Sensors:** positive contribution from capacitive sensors
- ▼ **Switches:** affected by weakening conditions in industrial markets



Challenges and Opportunities

- ▼ Automation as a mega trend
- ▼ Strong demand for energy management solutions
- ▼ Growth opportunities in Europe and America
- ▼ Weaker business conditions in Asia / trade war
- ▼ Covid-19-related issues



Dividend

- Traditional policy: distribute great part of net income
- Covid 19 related issues and uncertainties
- Safeguard all stakeholders' interests
- Board of Directors proposes to refrain from distributing dividend this year



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Automation Components

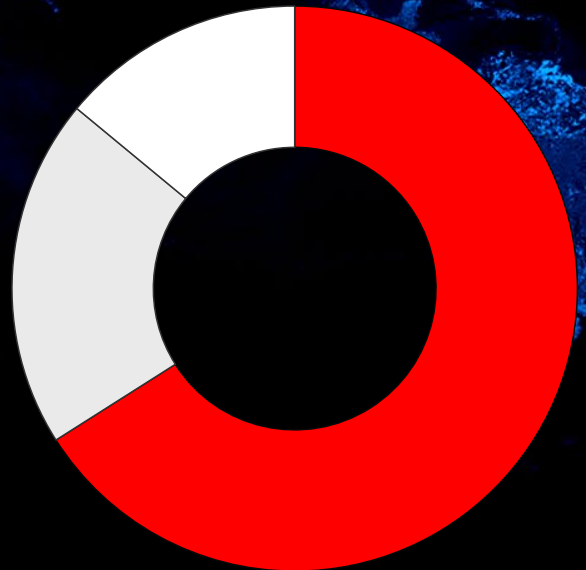
Vittorio Rossi
CEO



2019/20 Revenue Distribution by Region

Asia-Pacific
14% (14%)

Americas
20% (21%)



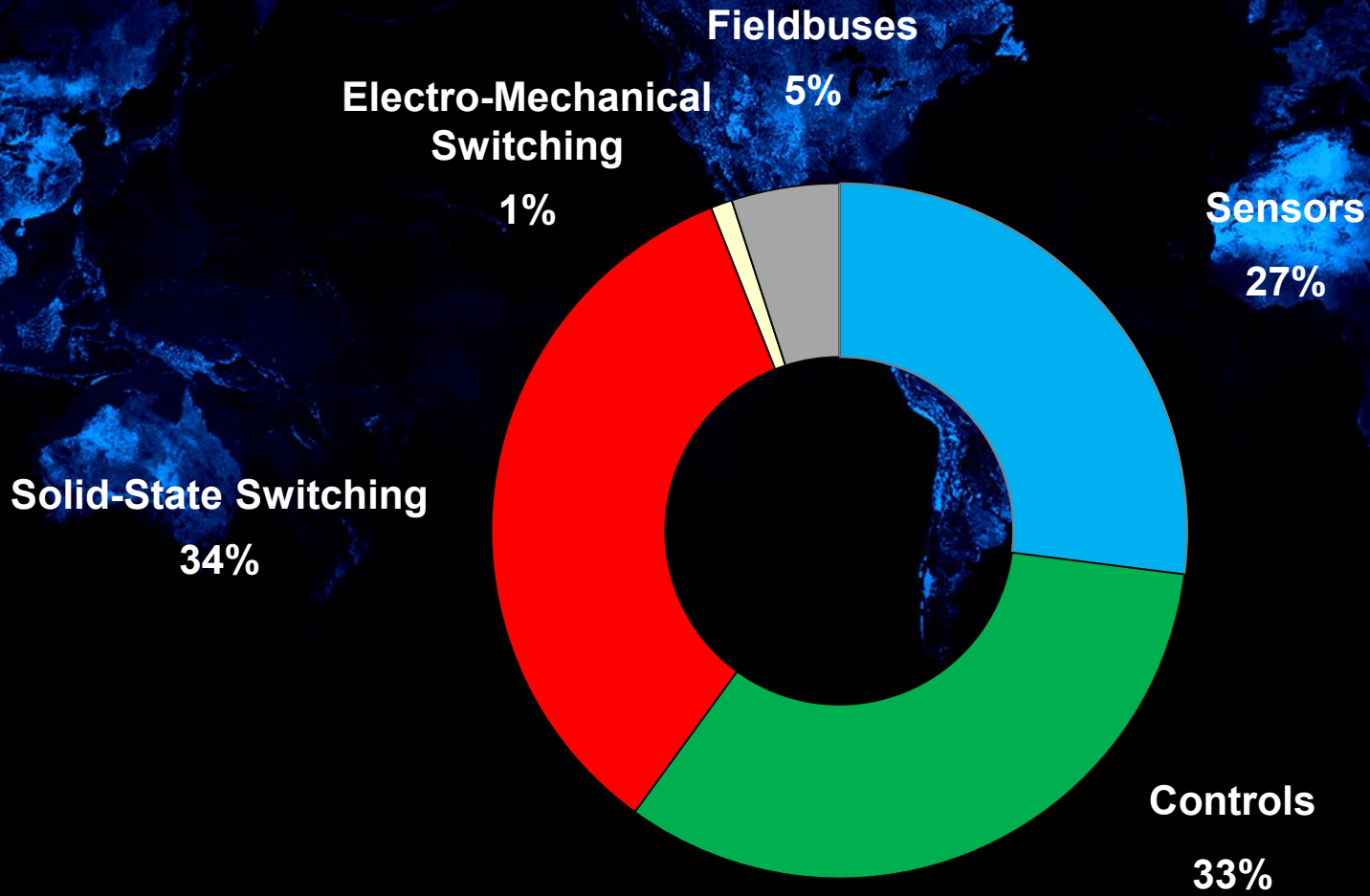
EMEA
66% (65%)

▼ Revenues

- Europe: +2.3%
- Americas: -5.3%
- Asia-Pacific: -6.7%



2019/20 Revenue by Product Line



Product Innovation (1/4)

R&D Competence Centers

- ▼ Hadsten, Denmark: Sensors devices
- ▼ Belluno, Italy: Monitoring relays, fieldbus, energy management
- ▼ Zejtun, Malta: Solid-state switching devices and motor controllers

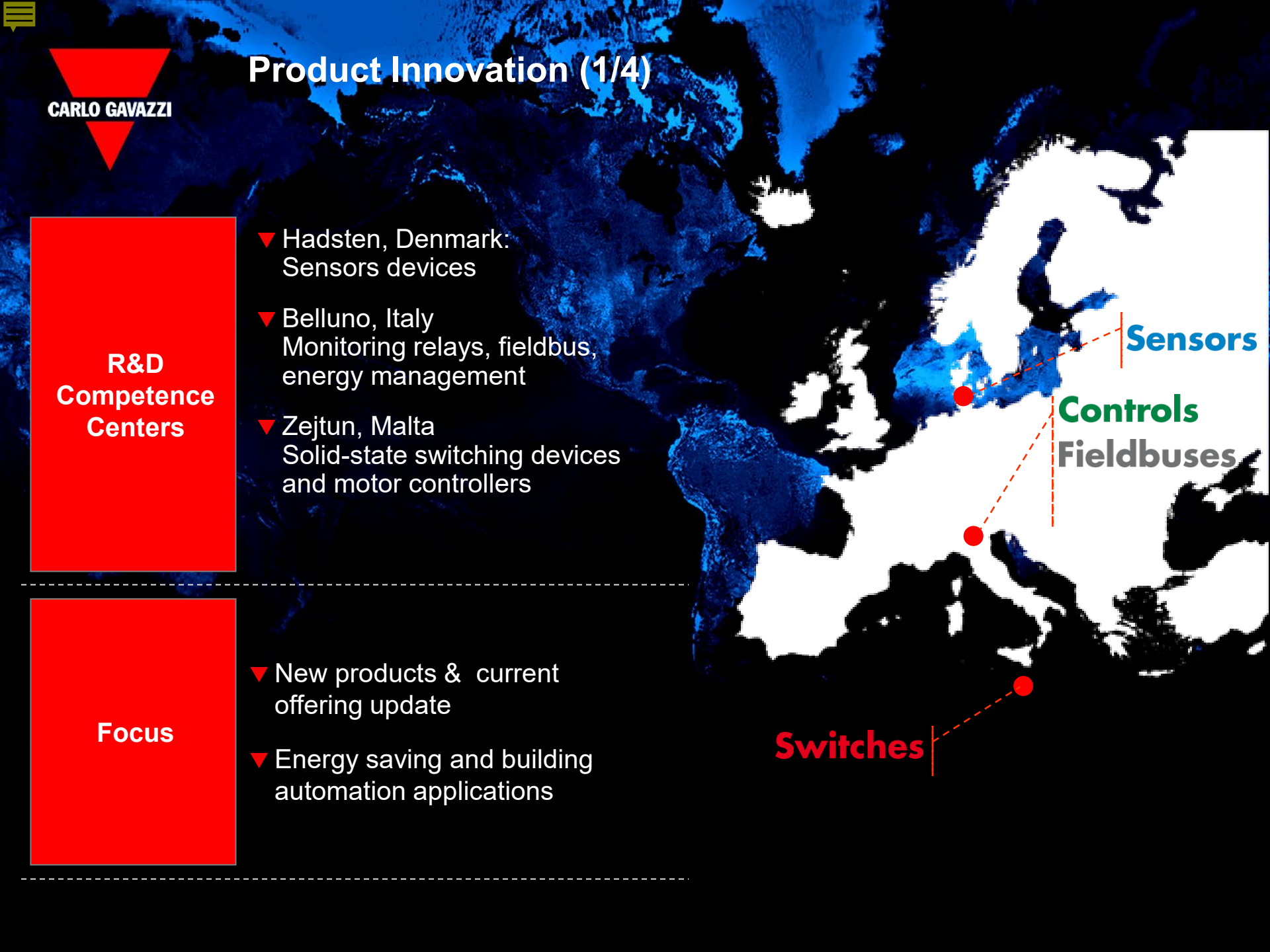
Focus

- ▼ New products & current offering update
- ▼ Energy saving and building automation applications

Switches

Sensors

Controls
Fieldbuses



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Product Innovation (2/4)



IO-Link
Smart configurator

SCTL55

Product Innovation (3/4)



Power analyzer
for three-phase systems

WM15

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Product Innovation (4/4)



Single phase
dynamic motor starter

HDMS series

Outlook

- Contracting global economy due to Covid-19
- Carlo Gavazzi acted promptly to maintain business continuity
- Weak economic and market conditions likely to affect result
- Capturing mid-term market opportunities by continued focus on
 - strengthening sales organizations
 - increasing the product penetration
 - developing a state-of-the art ERP system



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Financial Highlights 2019/20

Lorenzo Trezzini
Chief Financial Officer

Income Statement

(in CHF million)

	2019/20	2018/19	Change
Bookings	153.0	155.2	- 1.4%
Operating revenue	148.5	155.0	- 4.2%
Gross profit	79.6	82.8	- 3.8 %
▪ in % of revenue	53.6 %	53.4 %	
Net financial expense	- 0.7	- 0.2	
EBITDA	16.9	18.7	- 9.6 %
EBIT	10.8	15.2	- 28.9%
▪ in % of revenue	7.3 %	9.8 %	
Earnings before taxes	10.1	15.1	- 33.3 %
Net income	6.1	10.7	- 43.0%
▪ per bearer share (CHF)	8.55	15.07	

Balance Sheet

(at March 31, in CHF million)

Current assets

- whereof cash

Non-current assets

- whereof goodwill

Liabilities

Shareholders' equity

- equity ratio

Total

2020

102.8

47.5

28.8

6.2

41.3

90.3

68.7 %

131.6

2019

112.6

47.8

23.3

6.4

38.3

97.5

71.8 %

135.8

Δ CHF

- 9.8

- 0.3

+ 5.5

- 0.2

+ 3.0

- 7.2

- 4.2

Shareholders' Equity

(in CHF million)

Shareholders' equity at the beginning
of the reporting period

▪ equity ratio

Net income

Currency impact

Dividends

Other

Shareholders' equity at March 31

▪ equity ratio

ROE

2020

97.5

71.8 %

6.1

- 4.4

- 8.5

- 0.4

90.3

68.7 %

6.7%

2019

99.3

72.5 %

10.7

- 2.9

- 8.5

- 1.1

97.5

71.8 %

11.0 %

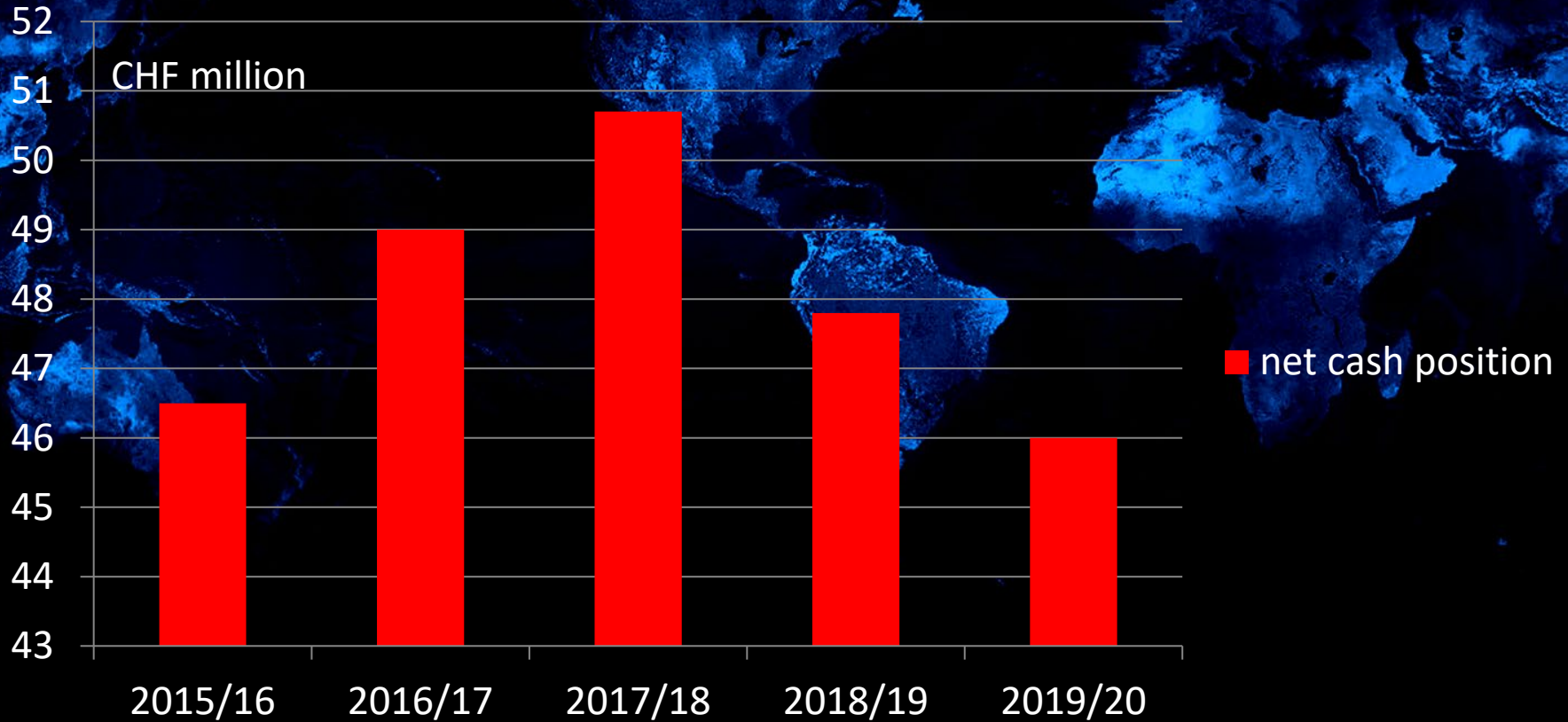
Cash Flow Summary

(in CHF million)

	2019/20	2018/19
Cash flow from operating activities	+14.9	+10.1
Cash flow from investing activities	- 3.8	- 3.5
Cash flow from financing activities	- 9.7	- 8.5
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Change in cash and cash equivalents	+ 1.5	- 1.9

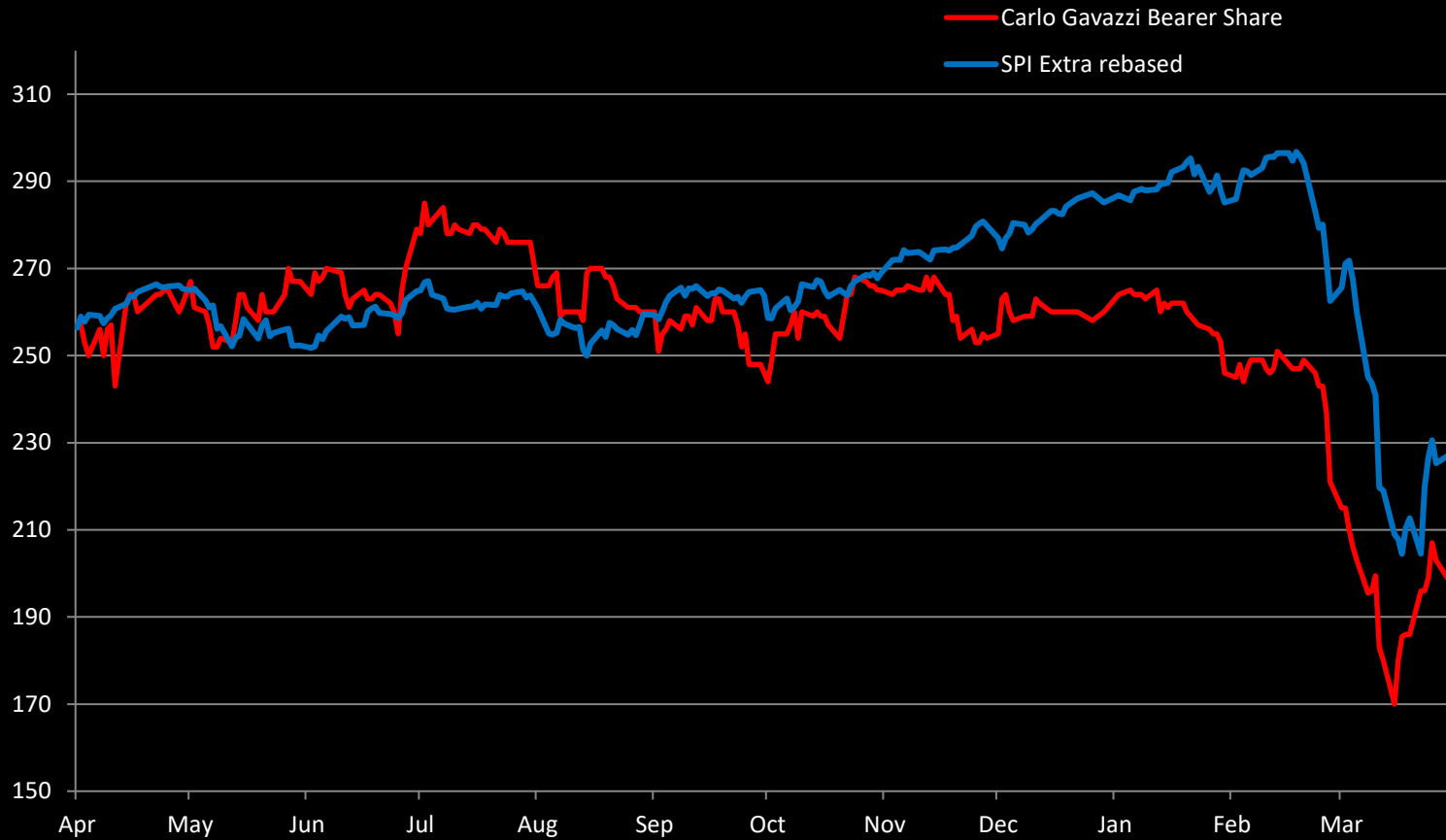


Net Cash Position

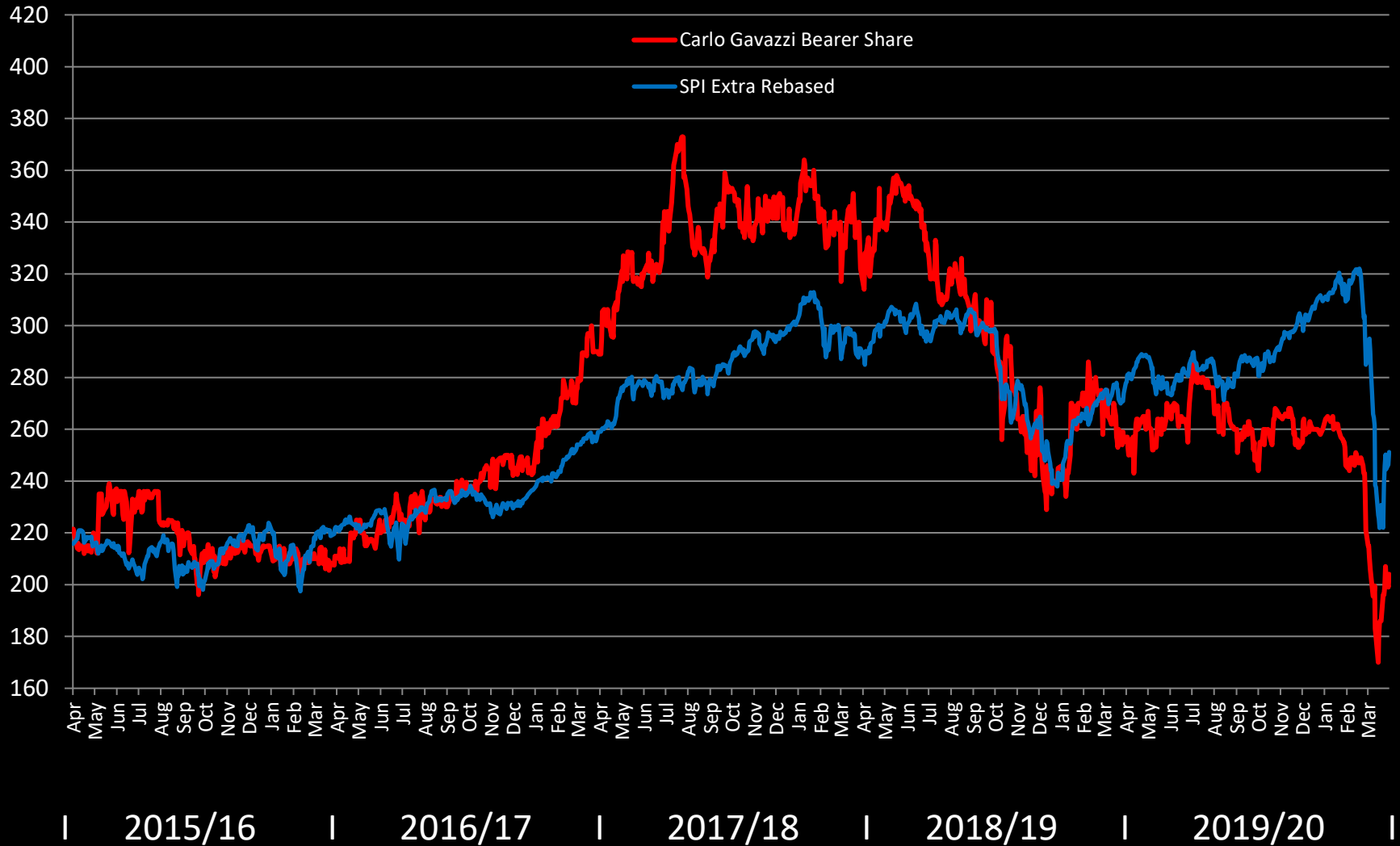




Share Price Development 1.4.2019 – 31.3.2020



Share Price over 5 Years





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Questions?



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