



Investora Zürich
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Carlo Gavazzi Holding AG

Electronic Equipment for Industrial and Building Automation

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- movements in currency exchange rates and interest rates
- competitive pressures
- technological developments
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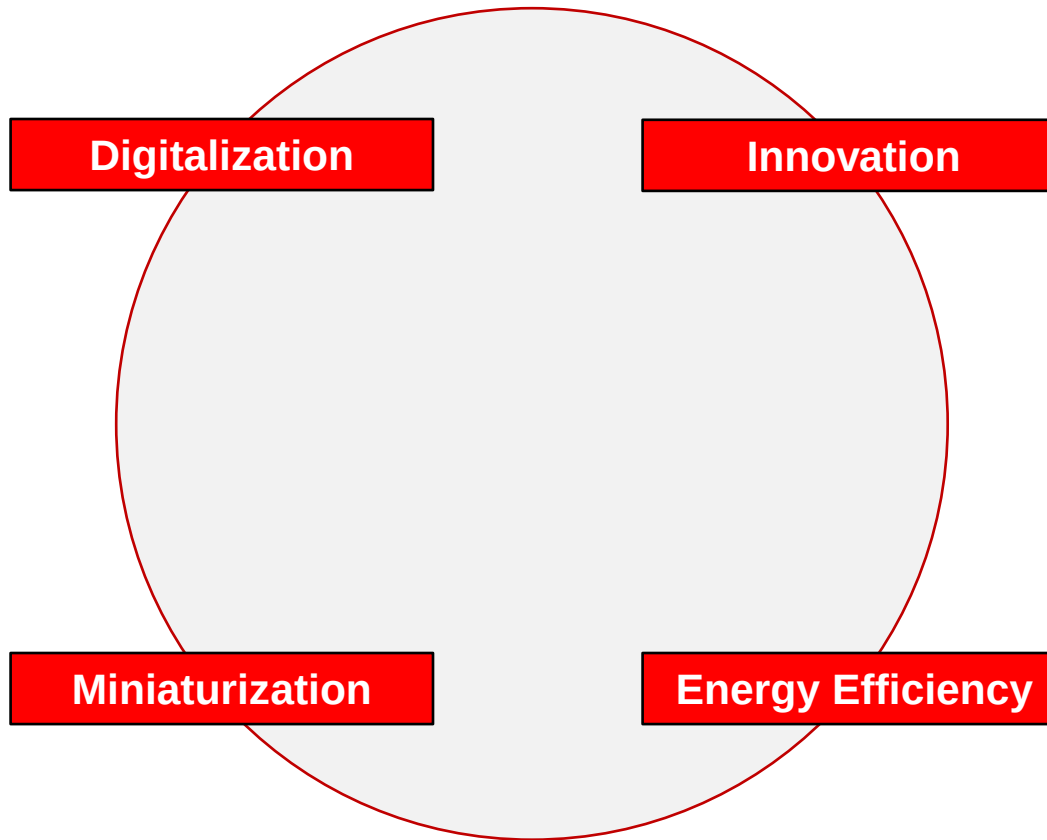
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Carlo Gavazzi is an international group active in designing, manufacturing and marketing electronic equipment targeted at the global markets of industrial and building **automation.**

Key figures

(in CHF million)	2016/17	2015/16	Change (%)
Bookings	137.7	129.3	+ 6.5 %
Operating revenue	135.4	130.2	+ 4.0 %
EBIT	16.7	14.4	+ 16.0 %
Net income	13.4	9.6	+ 39.6 %
▪ <i>per bearer share (CHF)</i>	18.84	13.58	

Growth drivers



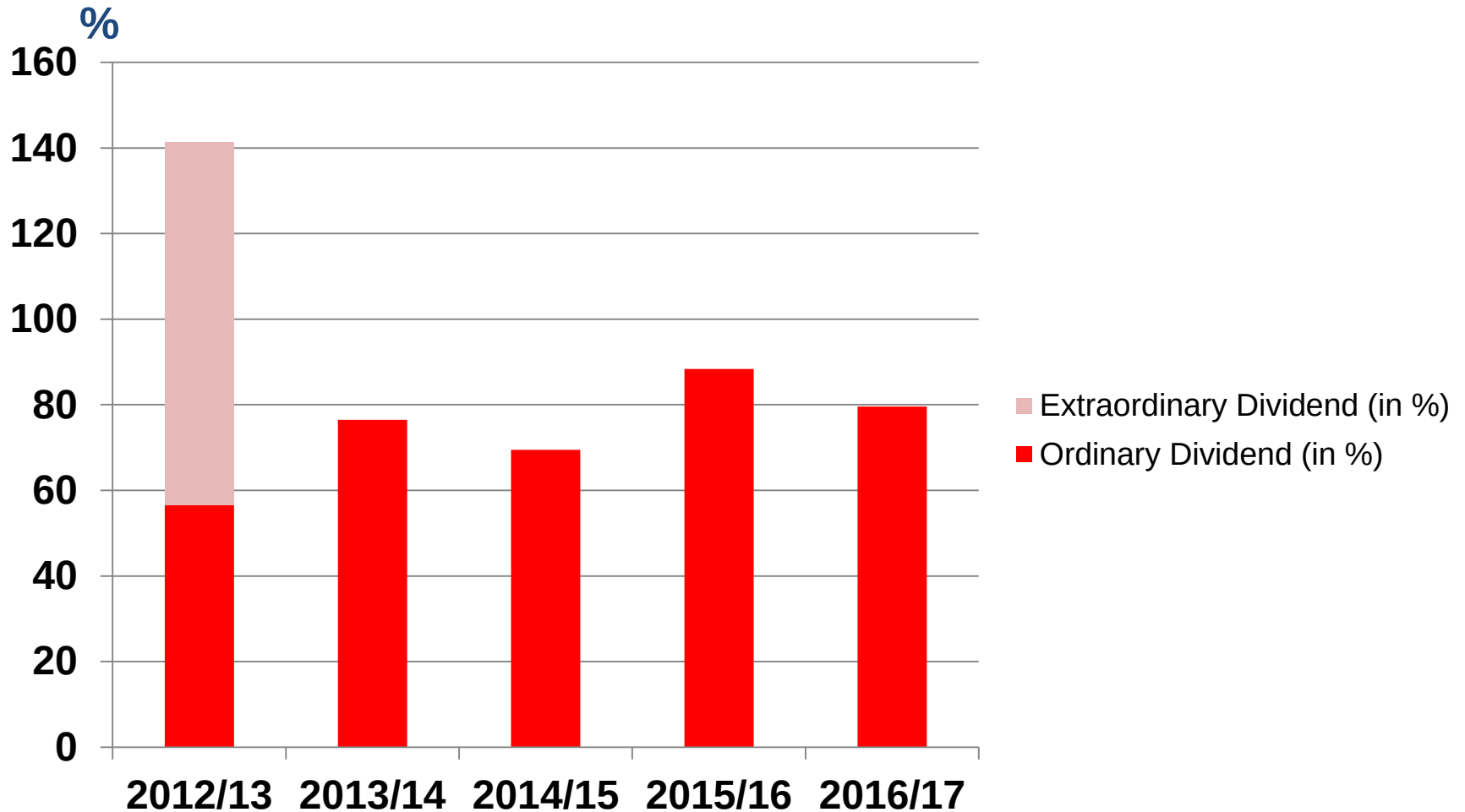
Balance Sheet

(at March 31, in CHF million)

	2017	2016	Δ CHF
Current assets	105.5	100.8	+ 4.7
▪ whereof cash	49.1	46.7	+ 2.4
Non-current assets	23.7	24.6	- 0.9
Liabilities	34.1	34.0	+ 0.1
Shareholders' equity	95.2	91.4	+ 3.8
▪ equity ratio	73.6 %	72.9 %	
Total	129.3	125.4	+ 3.9

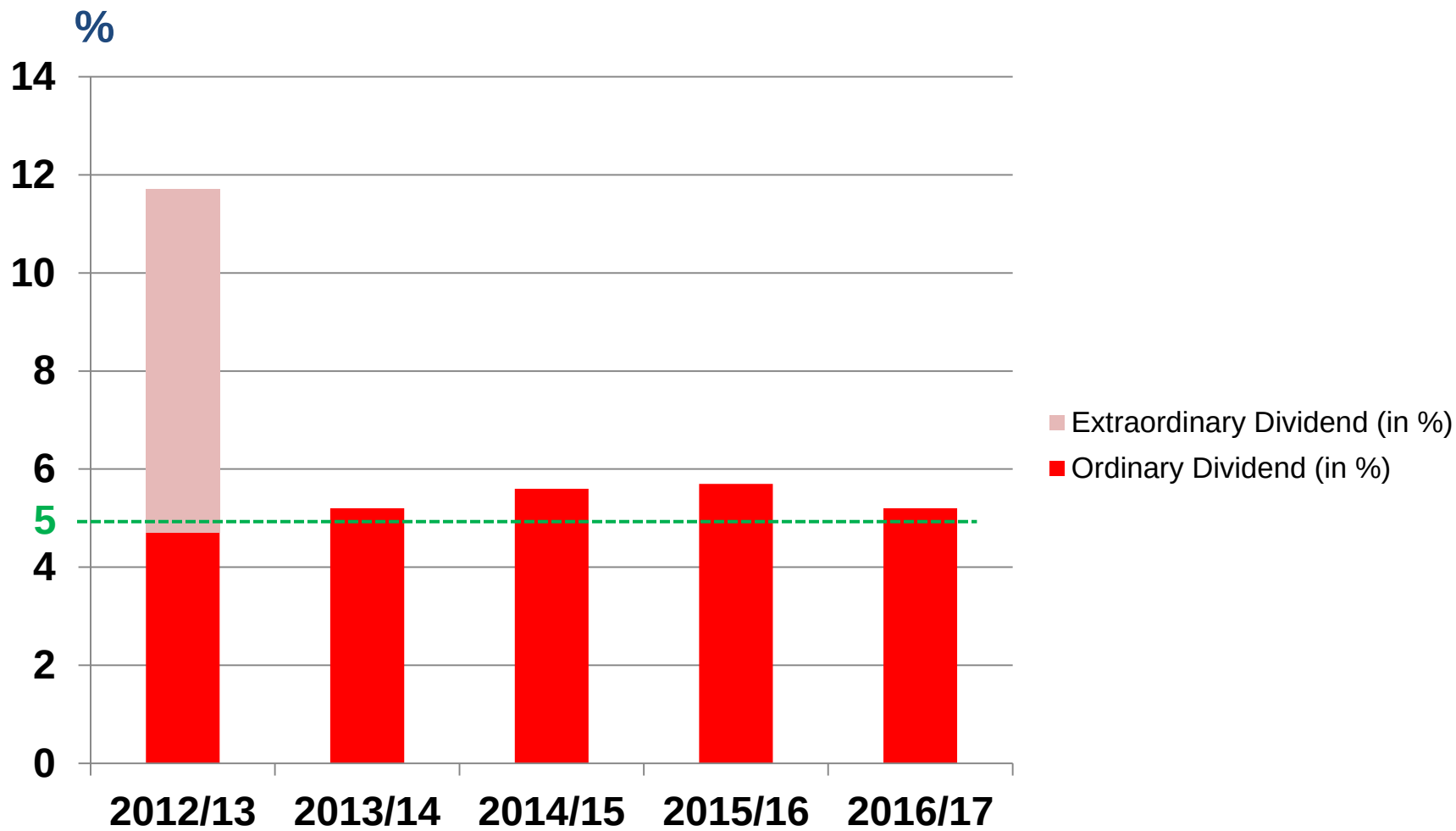
Shareholder-friendly Dividend Policy

High Payout Ratio (in %)

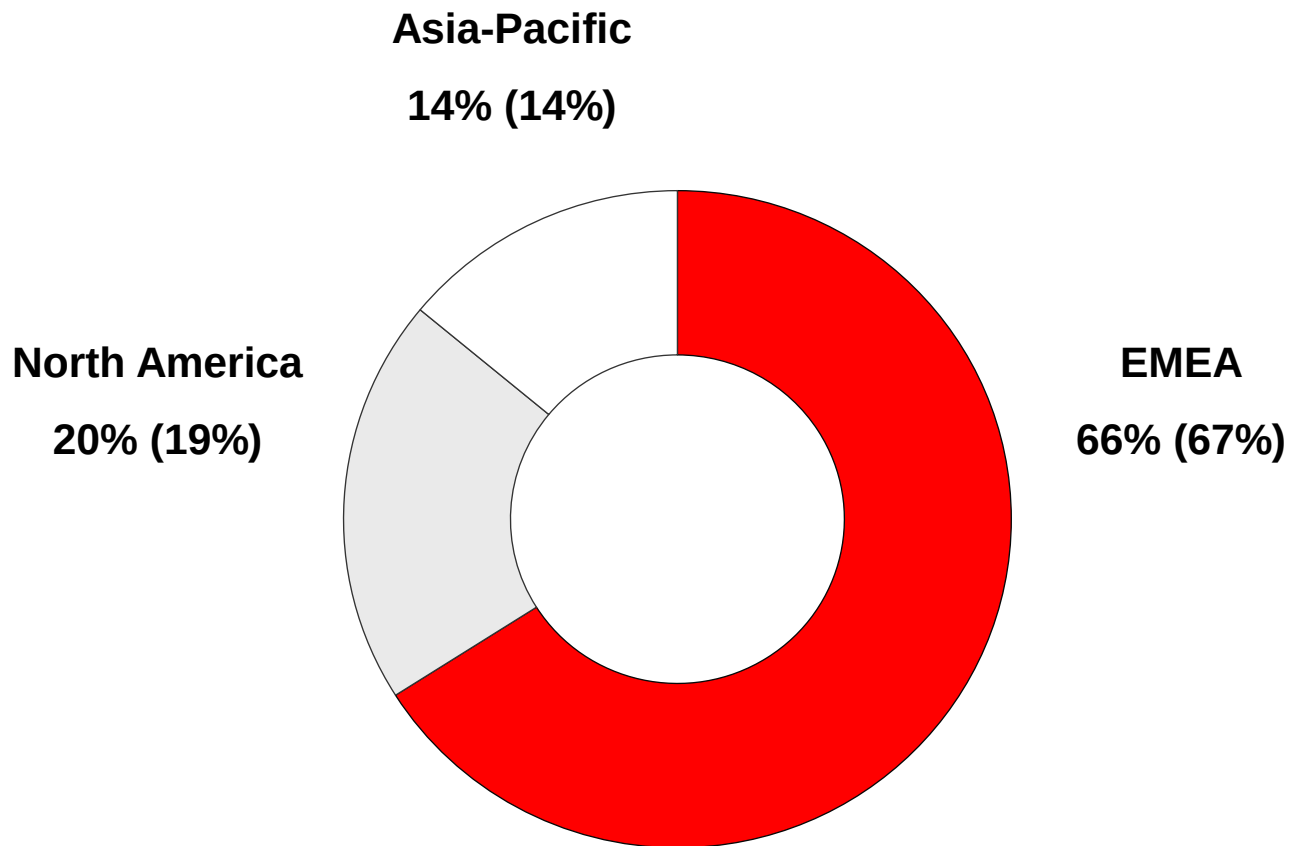


Shareholder-friendly Dividend Policy

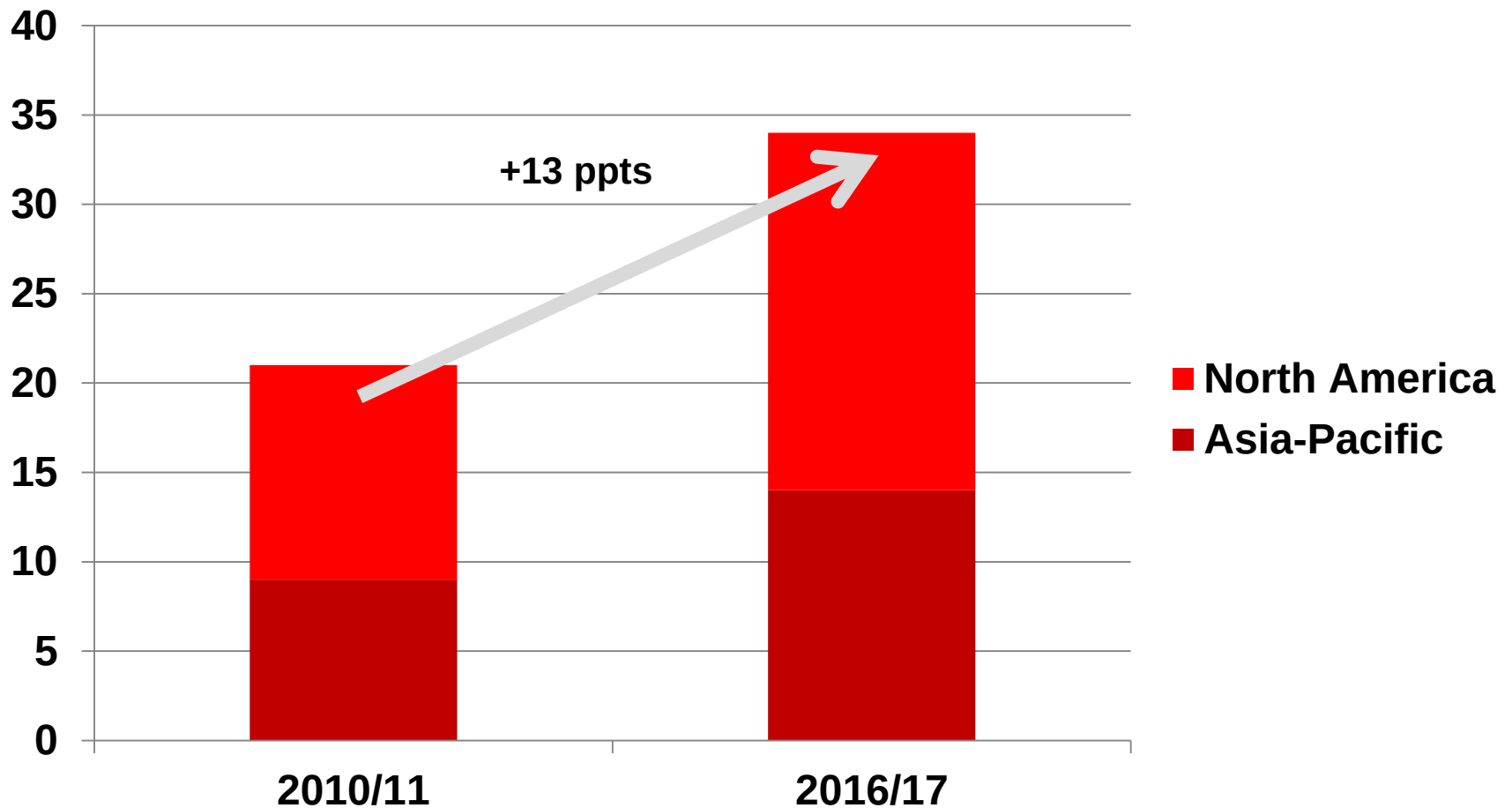
Consistently high yield of above 5% (per 31st March)



2016/17 Revenue Distribution by Region



Automation Components Share of Revenue outside Europe (% of total Revenue)



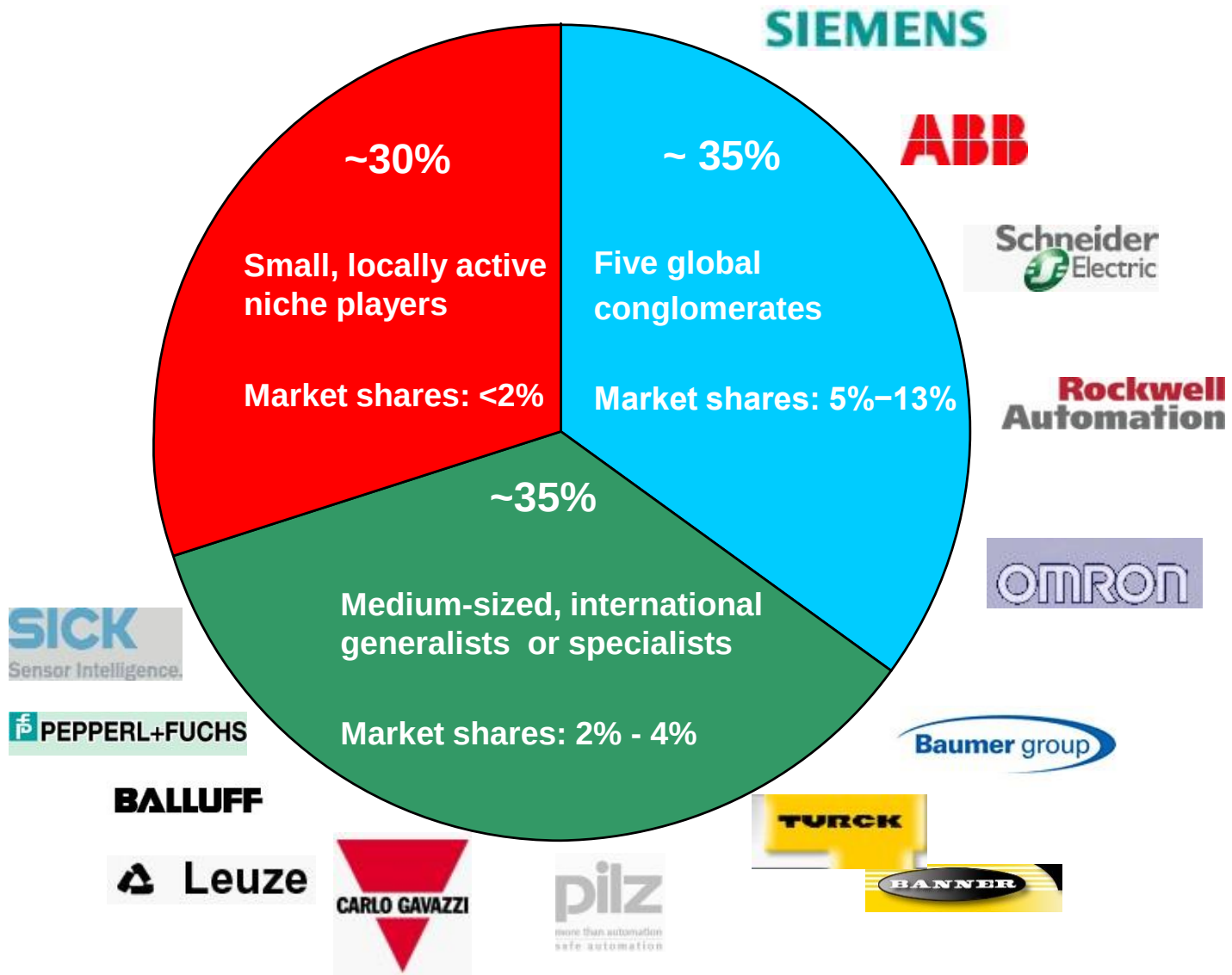
Broad-based business – customer- and country-wise

- ▼ Own sales companies in 22 countries
- ▼ Around 60 independent national distributors
- ▼ No customer with sales >1% of total revenue

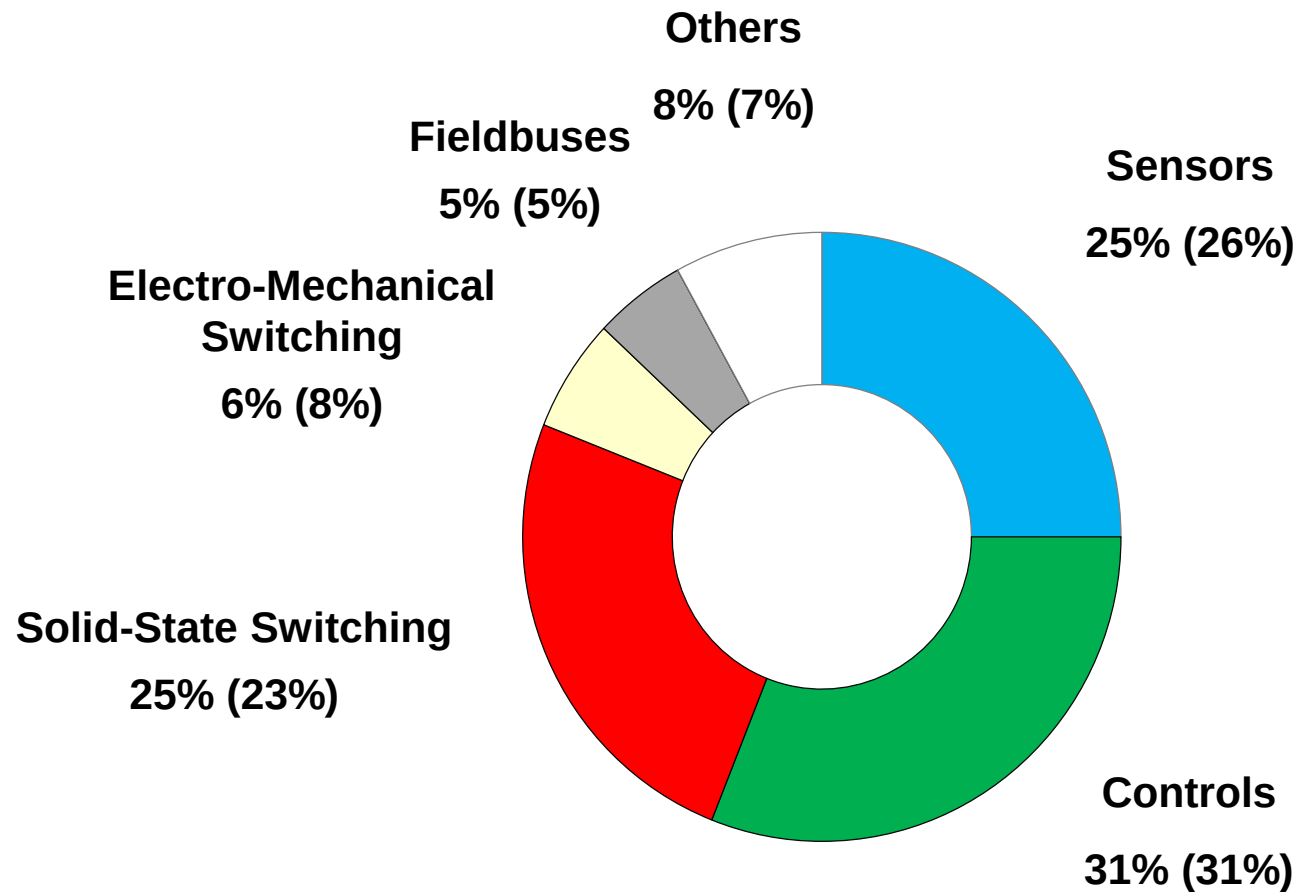


Automation Components

Estimated relevant market volume 2017: ca. CHF 10 bn



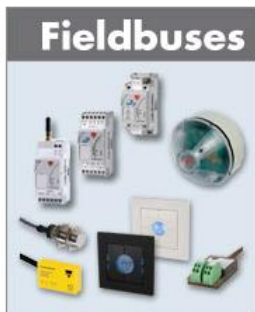
2016/17 Revenue by Product Line



Broad-based product range

▼ Ca. 12'000 product specifications

▼ High degree of customization



Fieldbuses

- Feldbus-Komponenten
- Dupline Safe
- Bewässerungssysteme
- Haus und Gebäude Automatisierung
- Parkleitsystem
- Bausteine für den Aufzug



Controls

- Überwachungsrelais
- Zeitrelais
- Zähler
- Digitale Einbaumessgeräte
- Modulare Energiezähler und Netzanalysatoren
- Software und Zubehör
- PV-Überwachungssystem
- Sicherheitsmodule
- Schaltnetzteile
- Mess- und Stromwandler



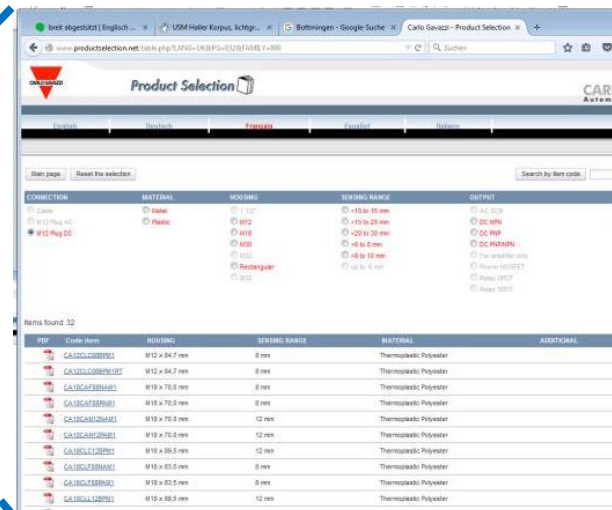
Switches

- Halbleiterrelais /-schütze
- Motor-Softstarter
- Frequenzumrichter
- Endschalter
- Schalter, Taster und Signalleuchten
- Motorschutzgerät



Sensors

- Induktive Näherungsschalter
- Kapazitive Näherungsschalter
- Optoelektrische Sensoren
- Konduktive Füllstandsensoren
- Magnetische Sensoren
- Ultraschallsensoren
- Radar-Bewegungssensoren
- Lichtgitter
- Umweltsensoren
- Fahrzeug Schleifendetektor
- Sicherheits Magnet Sensoren
- Sicherheitslichtgitter



Focus on select products / categories

■ Energy Management



■ Inductive Sensors



■ Capacitive Sensors



■ Photoelectric Sensors



■ Monitoring Relays



■ Switches



Automation Components Market Segmentation

Nine Priority Segments

Building Automation

- ▼ Smart Building
- ▼ Heating, Ventilation, AC
- ▼ Entrances and Doors
- ▼ Elevators and Escalators
- ▼ Energy

Industrial Automation

- ▼ Plastic Materials Machinery
- ▼ Food and Beverage
- ▼ Packaging
- ▼ Agriculture

HVAC Systems (Heating, Ventilation, Air Conditioning)

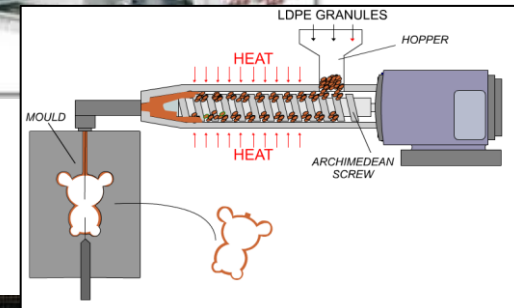
HVAC Systems - Solutions for

- ▼ Air handling units
- ▼ Heat pumps
- ▼ Chillers
- ▼ Roof tops
- ▼ Pellet burners



Plastics Machinery – Solutions for

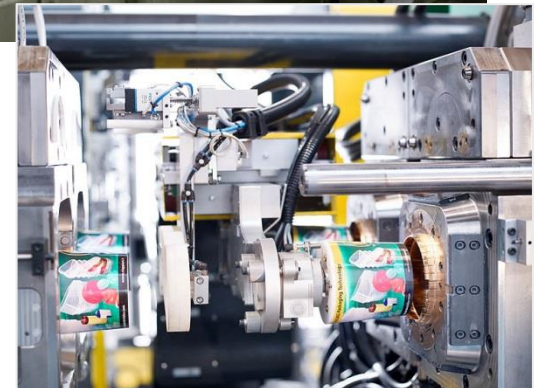
- ▼ Injection machines
- ▼ Extrusion machines
- ▼ Blow molding machines
- ▼ Blown film extrusion machines
- ▼ Thermoforming machines
- ▼ Plastic dryers & Dosing systems



Packaging Machinery

Packaging Machinery – Solutions for

- ▼ Filling
- ▼ Inspection
- ▼ Wrapping and sealing
- ▼ Labelling



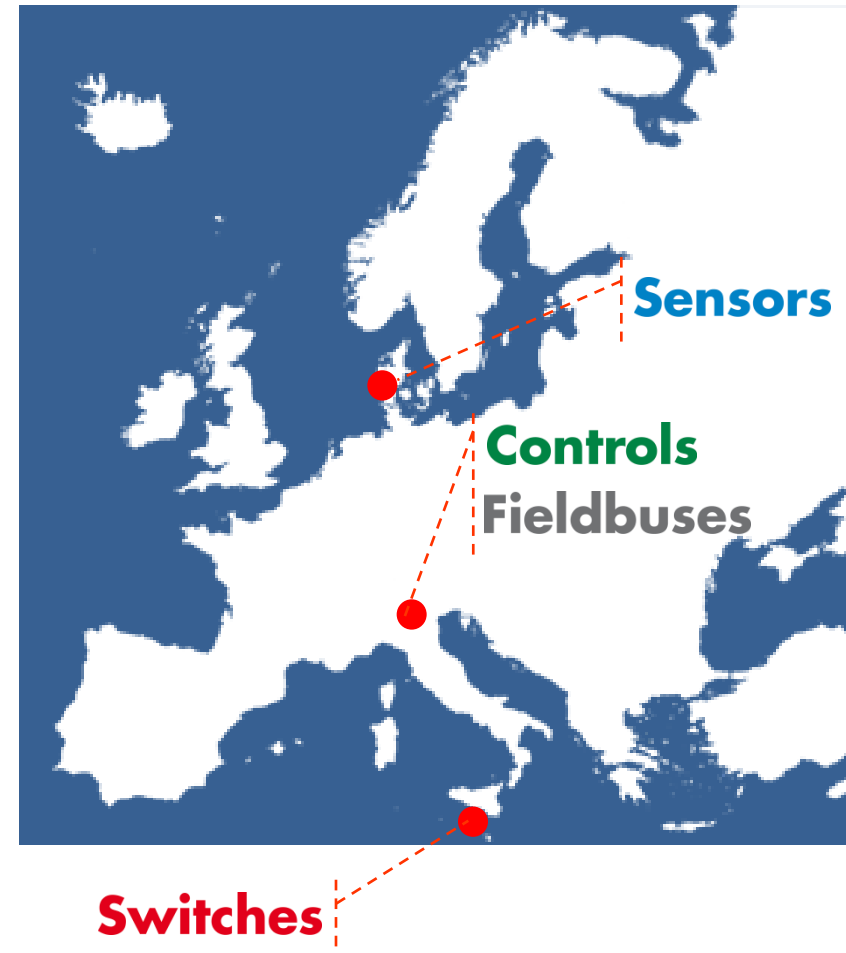
Automation Components (ACBU) Product Innovation

R&D Competence Centers

- ▼ **Hadsten, Denmark:**
Sensor 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



Filling in packaging machinery



Stainless steel
Photoelectric sensor
PD30ET series



PointSpot
Photoelectric sensor
PD30..PS series



Photoelectric sensor
PA18 series



Inductive sensor
ICB series



Ultrasonic sensor
UA series



Capacitive sensor
CA series

Heating and cooking equipment



Solid state relays
RF1



Solid state relays
RAM1A..G series



Solid state relays
RKD2 series



Solid state contactor
RGC series



Energy analyzer
EM340



Proportional controller
RGC...P series



Monitoring relay
DPB52



Safety magnetic sensor
SMS/CLS

Parking Guidance System



**Carpark controller
SBP2WEB24**



**Carpark master generator
SBP2MCG324**



**Carpark server
SBP2CPY24**



**Carpark display interface
SBP2DI48524**



**3-phase scroll compressor
soft starter
RSBT**



**45° ultrasonic sensor
SBPSUSL45**



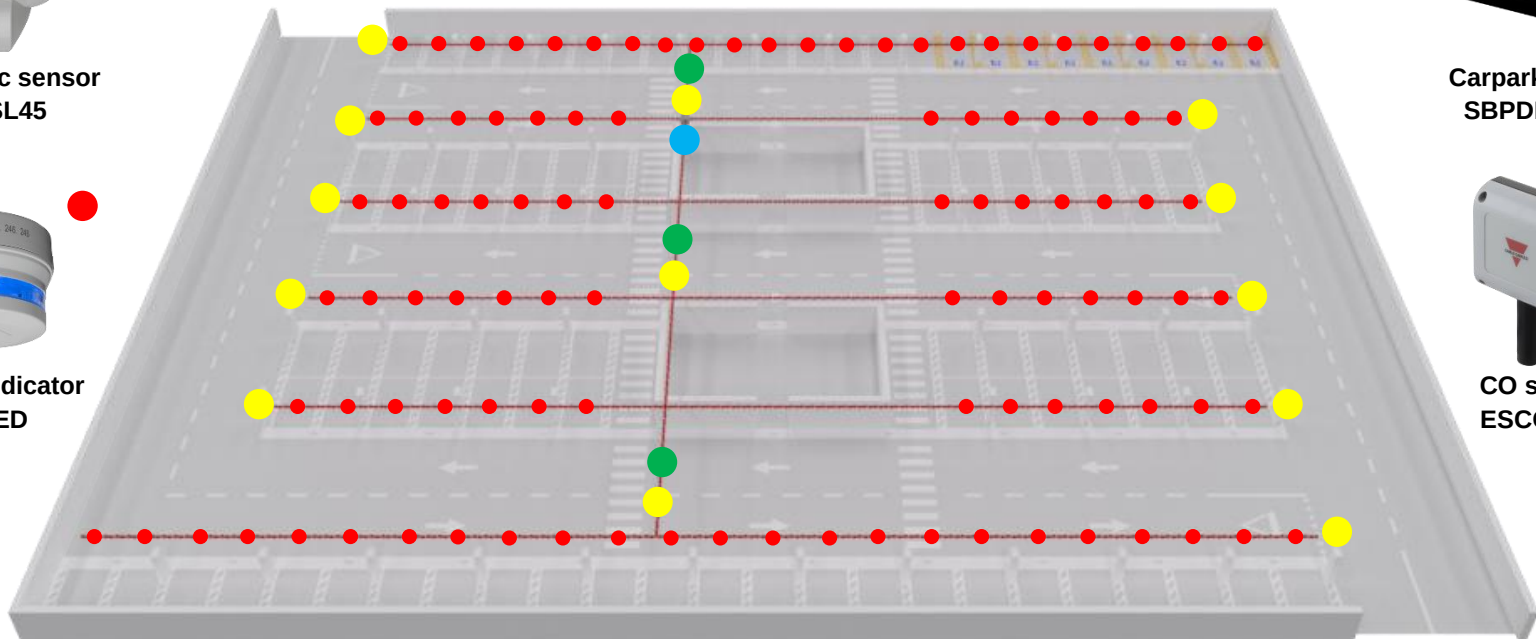
**360° LED indicator
SBPILED**



**Carpark display
SBPDIS1ALH**



**CO sensor
ESCOW5V**



Building Automation



Energy analyzer
EM340



Controller
Sx2WEB24



Bus generator
SH2MCG24 / SH2DUG24



DALI master
SB2DALI23



Wireless base unit
SH2WBU230N



360° PIR – Luxmeter
SHSQP360L



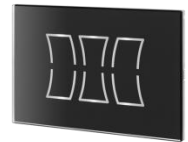
Decentral output
modules
BDA-RE13A-U



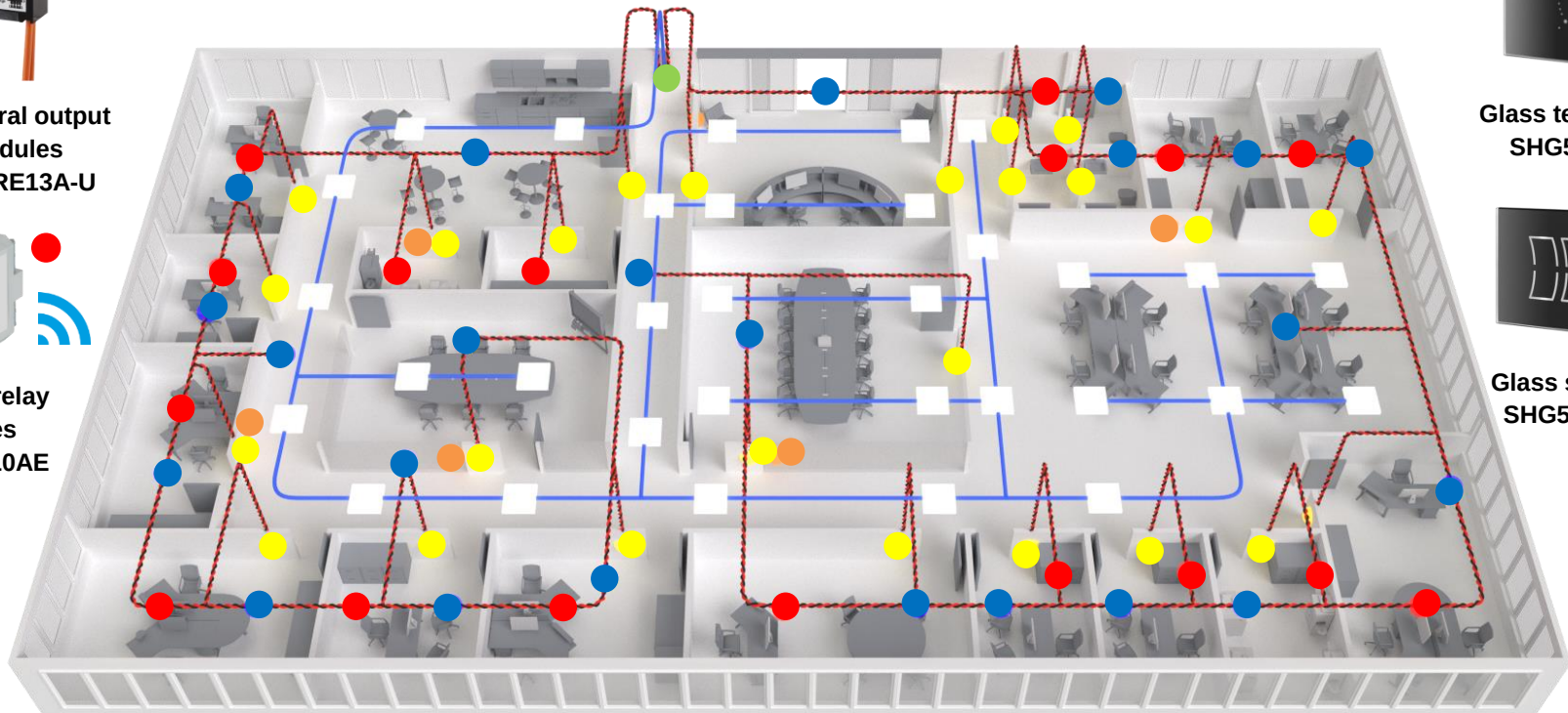
Wireless relay
modules
SHJWRE10AE



Glass temperature
SHG503_SLT



Glass switches
SHG503_LS6



Five reasons to invest in Carlo Gavazzi

- ▼ Long-term oriented family enterprise
- ▼ Sound financials: cash flow, balance sheet, dividends
- ▼ Unique market position as 1 stop shop for automatic components
- ▼ No dependence on a single product or customer
- ▼ Clear focus on innovation and 9 attractive market segments

Thank you!