

LUGANO - SEPTEMBER 22ND, 2017

FINANCIAL HIGHLIGHTS & STRATEGIC KEY POINTS

PRESENTATION BY
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A dark blue world map is visible in the background, showing the outlines of continents. The text is overlaid on the left side of the map.

LEADING WORLDWIDE OPERATOR

in the «professional
display cases for gelato,
pastry bakery, bars,
cafés and hotels»
business

01

HIGHLIGHTS



WIDE PRODUCT RANGE

synthesis of design and
technology, with more than
1,100 models declinable in
several versions



HIGHLIGHTS

HIGHLIGHT

04

A glass display case filled with various cakes and pastries. The case is divided into two sections. The left section contains several round cakes on stands, some with white frosting and some with chocolate. The right section contains a large number of small, round pastries or tarts arranged in rows. The background of the image is a light-colored, textured wall with a pattern of irregular, rounded shapes.

>30% WORLDWIDE MARKET SHARE IN THE CORE BUSINESS

gelato display cases



QUALIFICATION OF «INNOVATIVE» SME

according to the Italian
Government law

(“Legge di Stabilità 2017”)
since March 31st , 2017

of

HIGHLIGHTS

CORPORATE STRUCTURE

CLA.BO.FIN. SRL

68,84%

Own Shares

2,59%

MARKET

28,57%





THE FOODSERVICE

EQUIPMENTS INDUSTRY MAP

**FOOD
PREPARATION &
COOKING**

**FOOD
DISTRIBUTION**

WASHING

**FOOD
STORAGE**

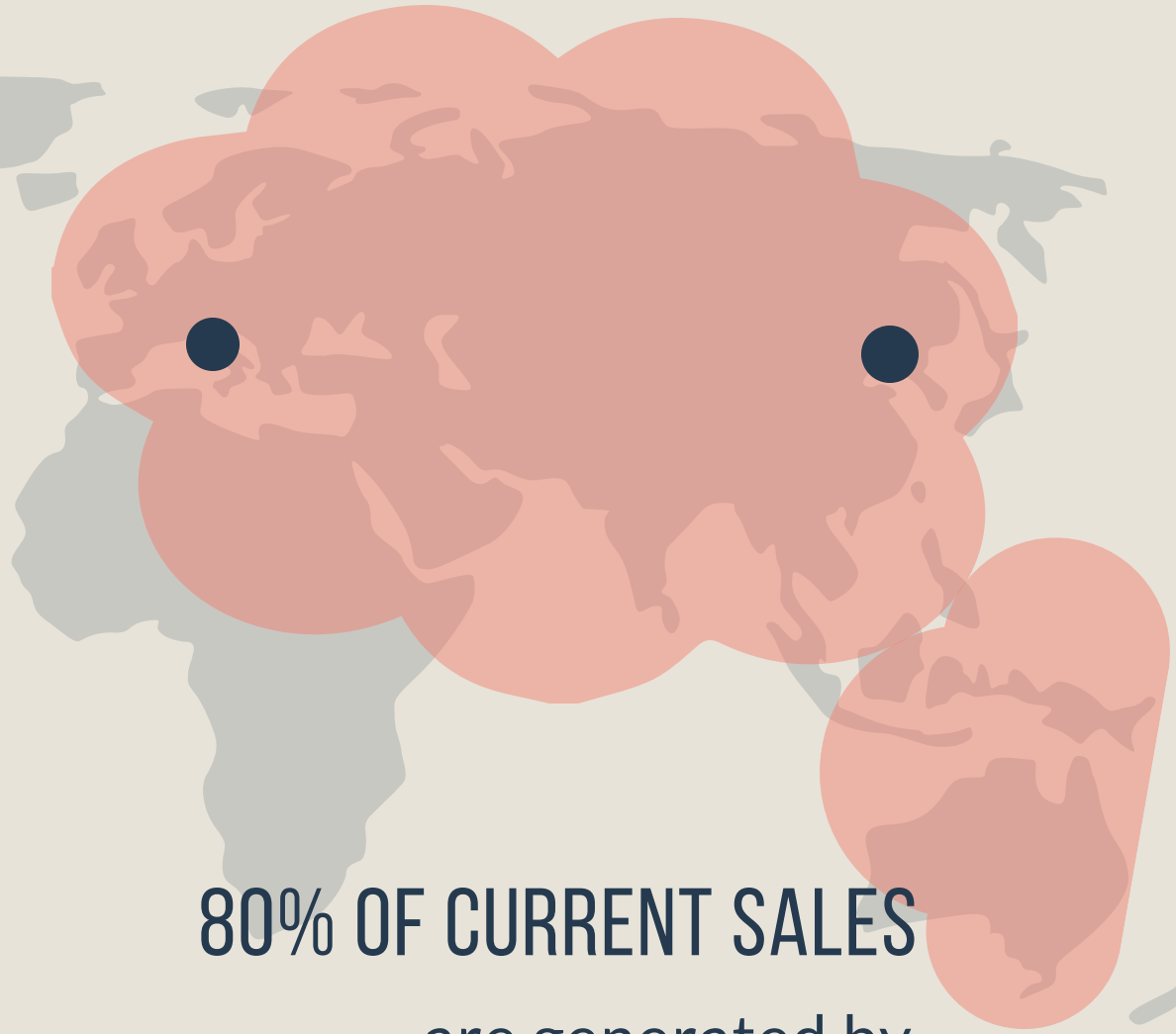


GEOGRAPHICAL COVERAGE IMPROVEMENT



TARGET 2020

35% of the sales generated by **North American markets**



80% OF CURRENT SALES

are generated by **Middle East, Africa and Asian markets**

2020 FINANCIAL TARGET

	2020 FC*	2017 E	2016
REVENUES	58,2	43,7	37,3
EBITDA	9,6 16%	5,5 13%	4,2 11%
EBIT	4,6 8%	2,1 5%	1,8 5%
DEBT	11,9		16,8
DEBT/EBITDA	1,2		4

(*) The targets are based on a plan including **only organic growth** and not M&A activity

INVESTMENTS BREAK DOWN

15,7

TOTAL

INVESTMENT

2016/2020

5

R&D: >15 NEW PRODUCTS TO BE DEVELOPED AND LAUNCHED. I.O.T. PROJECT AND NANO TECHNOLOGIES TO BE APPLIED

2016-2020

6,4*

JESI PLANT: NEW AUTOMATED PROCESSES AND SAP INTEGRATION.

2016-2018

4,3

EASY BEST AQUISITION AND USA EXPANSION

2016-2018

(*) Clabo will be financed by Invitalia, an Italian government institution, for the 50% of the 6,4M investments at 0% interest rate. Clabo will also benefit of a 15% subsidy (0,96M)

STOCK DATA

MARKET CAPITALIZATION

€ 25,9 MLN

EARNING PER SHARE

€ 0,09

DIVIDEND PER SHARE

€ 0,03

DAILY AVERAGE VOLUME

81.620 SHARES

DIVIDEND YIELD

11%

STOCK DATA /2

YEAR TO DATE LOW

€ 0,64
02/01/2017

YEAR TO DATE HIGH

€ 4,29
29/05/2017

RETURN SINCE IPO

17,03%

RETURN SINCE
01/01/2017

386,15%

A large, ornate glass display case filled with various cakes and pastries, set in a room with a chandelier and large windows. The case is filled with several cakes of different sizes and styles, including round cakes with frosting and decorative elements. The background shows a room with a large, ornate chandelier hanging from the ceiling and large windows with multiple panes. The overall scene is brightly lit, suggesting a high-end bakery or spa setting.

THANKS

FOR LISTENING TO ME TODAY!



TALK TO US

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