



**CEMBRE**

# Investor presentation

Results of the First Half 2022



- CEMBRE at a glance
- Group management team
- Main product lines & applications
- Results of the first half 2022
- Stock data & shareholding structure
- Contact

- CEMBRE is **Europe's leading** manufacturer of electrical crimp type connectors and related installation tools.
- The Group has grown its revenues by a **CAGR of 5.8%** in the last 20 years (2002-2021), from 56.9 M€ in 2002 to 166.8 M€ in 2021. In the last 5 years the Group has grown by a **CAGR of 5.9%** (2017-2021).
- It is a dividend payer with a 20 years average dividend **payout ratio of 47.0%**, and an **average dividend yield of 3.7%** (2002-2021). The average dividend yield in the last 5 years has been of **4.0%** (2017-2021).
- In 2021, the Group invested **9.0 M€**; the total amount of investments made by the company in the last five years (2017-2021) is **59.9 M€**; at December 31, 2020 investments amounted to **8.0 M€**.
- The product mix (a total of more than 18K end products sold during 2021) is offered to around 7K single clients around the world, with 10-biggest clients' purchases corresponding to **c.19.6% of the consolidated turnover**.



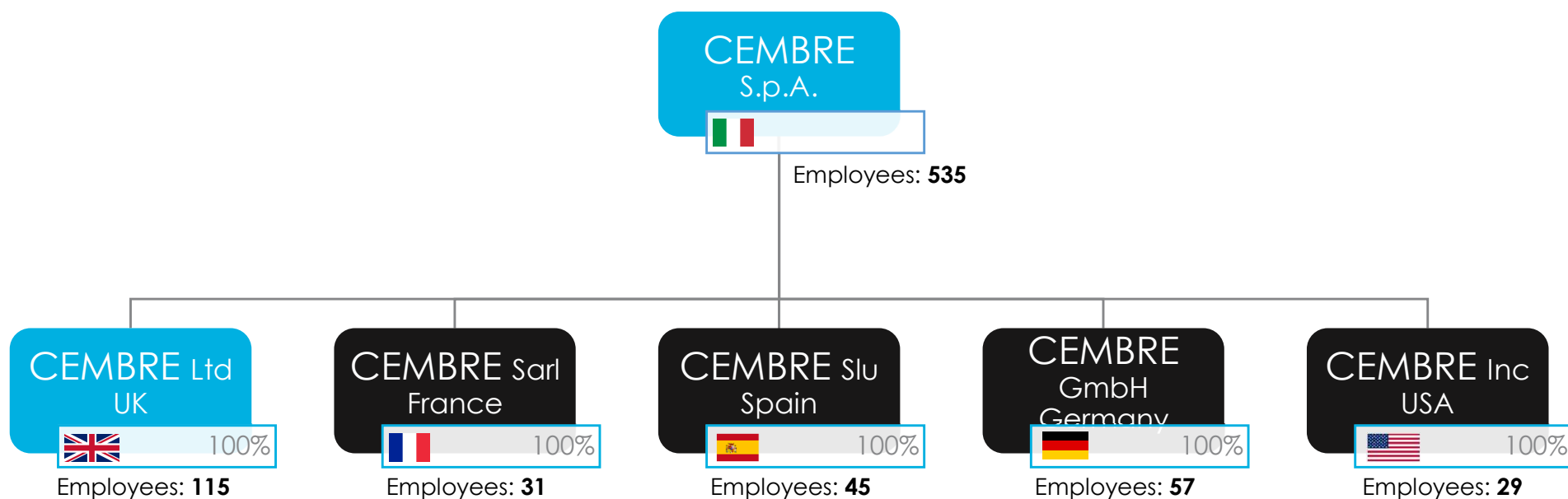
CEMBRE cooperates with the users of its products  
to search the **best technical and economical  
solutions** related to **electrical connection  
applications**





- **Giovanni Rosani**  
Chief Executive Officer (CEO)
- **Aldo Bottini Bongrani**  
Member of the board  
M&A and Special Projects
- **Claudio Bornati**  
Chief Financial Officer (CFO)
- **Felice Albertazzi**  
Member of the board  
Chief Sales & Marketing Officer (CSMO)
- **Franco Celli**  
Member of the board  
Chief Operating Officer (COO)

GROUP MANAGEMENT TEAM





 Manufacturing and trading unit  
 Trading unit

The Group employs  
**812 employees** worldwide  
 (at June 30, 2022)





### R&D

•22



### Manufacturing

•472



### Marketing, Sales & Distribution

•233



### Administration & services

•85

CEMBRE has extensive know-how in its operating field and **its strong R&D team** allows it to respond quickly to market demands.

Sharp focus on customer needs and the efficient **international sales network (121 salesmen)** are significant competitive advantages for CEMBRE.



CEMBRE is **Europe's leading manufacturer** of electrical crimp type connectors and related installation tools





Connectors

Tools

Labelling

Cable glands



POWER DISTRIBUTION



Rail drilling  
machine



Sleeper drilling  
machine



APPLICATIONS: RAILWAY



**18,000** product types  
sold every year

**4.5 Millions electrical  
connectors sold by  
CEMBRE Group  
each working day**

**22,800** product types  
for immediate delivery



CEMBRE has been established in 1969 and manufactures its products in its state-of-art **production facility located in Brescia.**

The facility covers an **area of 60,000 m<sup>2</sup>** on a **total land area of 121,000 m<sup>2</sup>.**

In December 2011 CEMBRE purchased a 13,500 m<sup>2</sup> industrial area next to its plant, by investing 9.7 M€.



CEMBRE S.p.A. – Headquarter in Brescia (Italy)

In addition, CEMBRE has a production facility in the UK which operates on a **8,800 m<sup>2</sup> land**.

This plant in Birmingham manufactures mainly **for the local market**.

The sales generated in the UK are **12% of the consolidated turnover** of the first half 2022.



CEMBRE Ltd. – Factory in Curdworth Birmingham (UK)



CEMBRE is present all over the Italian territory through a **network of salesmen and representatives** who are able to offer fast and constant technical assistance.

Abroad, it operates through **4 subsidiaries in Europe** (UK, France, Spain and Germany) and **1 in the USA**.

 Group companies

• Regional offices

★ Main importers



CEMBRE has a **network of importers and agents** who provide **technical and commercial assistance** and **rapid delivery worldwide**





## 1<sup>st</sup> Half 2022



■ Electrical connectors
 ■ Tools
 ■ Railway Products
 ■ Marking Systems
 ■ Cable Glands
 ■ Others

## 1<sup>st</sup> Half 2021



■ Electrical connectors
 ■ Tools
 ■ Railway Products
 ■ Marking Systems
 ■ Cable Glands
 ■ Others

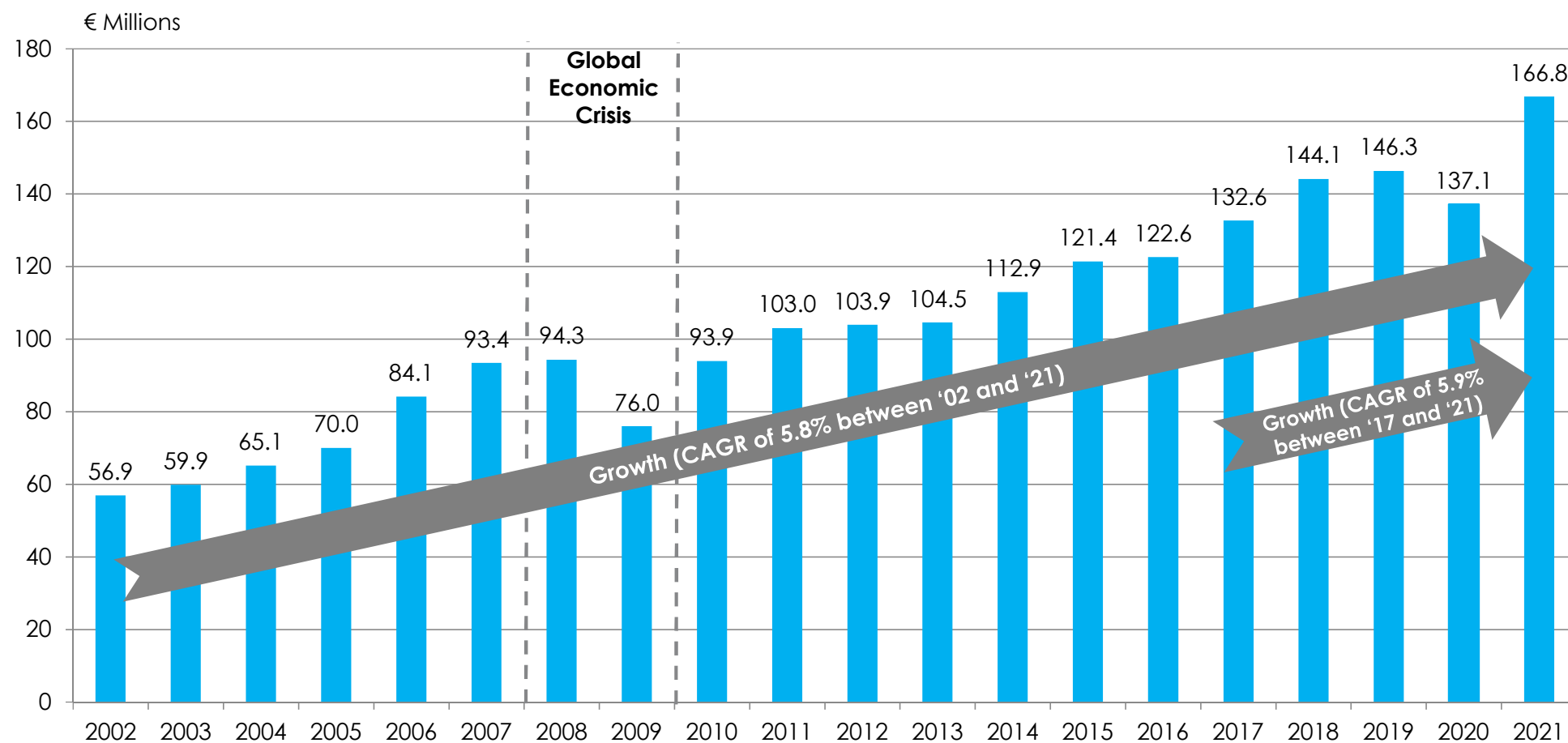
	<b>Electr. connectors</b>	<b>Tools</b>	<b>Railway products</b>	<b>Marking systems</b>	<b>Cable glands</b>	<b>Others</b>	<b>Total</b>
<b>1H 2022</b>	48,943 <b>43.53%</b>	13,992 <b>12.45%</b>	14,682 <b>13.06%</b>	21,420 <b>19.05%</b>	9,927 <b>8.83%</b>	3,462 <b>3.08%</b>	112,426 <b>100%</b>
<b>1H 2021</b>	37,787 <b>41.05%</b>	13,239 <b>14.38%</b>	13,055 <b>14.18%</b>	17,109 <b>18.59%</b>	7,704 <b>8.37%</b>	3,159 <b>3.43%</b>	92,053 <b>100%</b>
<b>Change</b>	<b>29.52%</b>	<b>5.69%</b>	<b>12.46%</b>	<b>25.20%</b>	<b>28.86%</b>	<b>9.59%</b>	<b>22.13%</b>

Italy	1 <sup>st</sup> Half 2022	1 <sup>st</sup> Half 2021	Δ
Sales	46.4 mln	36.4 mln	27.5%
% on total	44.5%	43.0%	

Europe (Italy excluded)	1 <sup>st</sup> Half 2022	1 <sup>st</sup> Half 2021	Δ
Sales	47.1 mln	39.6 mln	19.1%
% on total	45.2%	46.8%	

Rest of the World	1 <sup>st</sup> Half 2022	1 <sup>st</sup> Half 2021	Δ
Sales	10.8 mln	8.6 mln	26.1%
% on total	10.3%	10.2%	





€ Millions	1 <sup>st</sup> Half 2022	1 <sup>st</sup> Half 2021	Change %	1 <sup>st</sup> Half 2020
Sales	104.4	84.6	23.4%	64.7
EBITDA <i>% of sales</i>	30.5 29.2%	25.2 29.8%	20.9%	15.6 24.1%
EBIT <i>% of sales</i>	24.6 23.6%	19.6 23.2%	25.8%	10.2 15.8%
EBT <i>% of sales</i>	24.7 23.6%	19.7 23.3%	25.4%	10.2 15.8%
Net profit <i>% of sales</i>	18.2 17.4%	14.7 17.3%	24.2%	7.6 11.8%
Tax rate %	26.3%	25.5%		25.5%



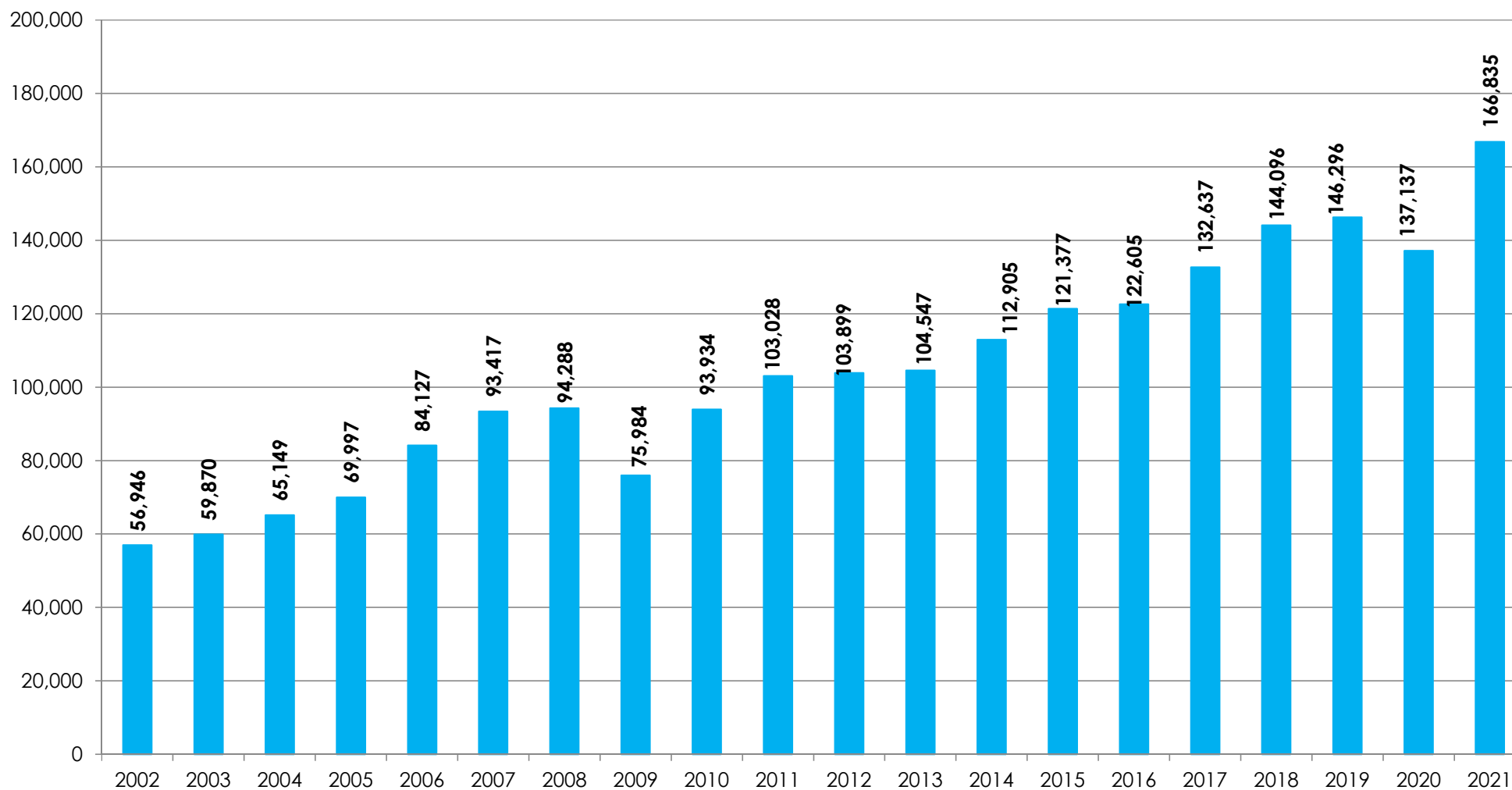
Company <i>(Euro thousands)</i>	1 <sup>st</sup> Half 2022	1 <sup>st</sup> Half 2021	Changes %	1 <sup>st</sup> Half 2020
CEMBRE S.p.A. (Italy)	59,994	46,948	27.8%	33,279
CEMBRE Ltd. (UK)	12,251	10,983	11.5%	7,642
CEMBRE S.a.r.l. (France)	5,772	5,956	-3.1%	4,309
CEMBRE España S.L.U. (Spain)	8,691	6,548	32.7%	5,495
CEMBRE GmbH (Germany)	11,191	9,335	19.9%	7,956
CEMBRE Inc. (USA)	6,460	4,777	35.2%	5,975
<b>CEMBRE Group</b>	<b>104,359</b>	<b>84,547</b>	<b>23.4%</b>	<b>64,656</b>

\* net of intragroup sales

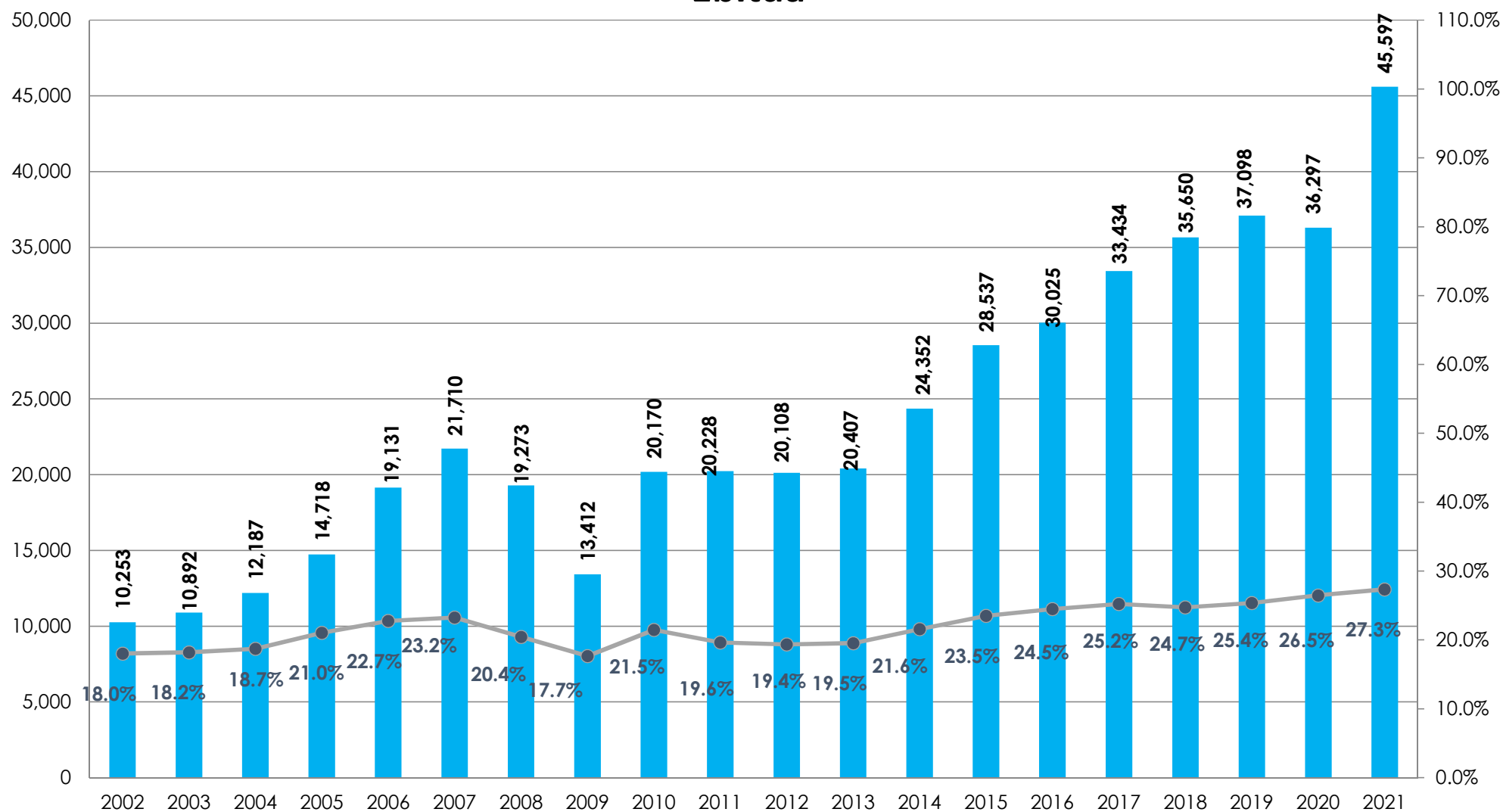
	€ Millions	June 30, 2022	Dec. 31, 2021	June 30, 2021
a	Net operating working capital <i>% of sales</i>	77.9 40.7%	57.7 34.6%	63.2 40.8%
b	Net fixed assets	103.1	103.5	105.4
c	Assets available for sales	-	-	-
d	Employees' severance indemnities	2	2	2.1
e	Provisions for risks and charges	0.5	0.4	0.3
f	Deferred taxes	3.5	3.3	3.1
	<b>Net invested capital (a+b+c-d-e-f)</b>	<b>175</b>	<b>155.5</b>	<b>163.1</b>
g	Equity	174.7	176.1	164.4
h	Net financial position	0.3	(20.6)	(1.3)
	<b>Total sources (g+h)</b>	<b>175</b>	<b>155.5</b>	<b>163.1</b>



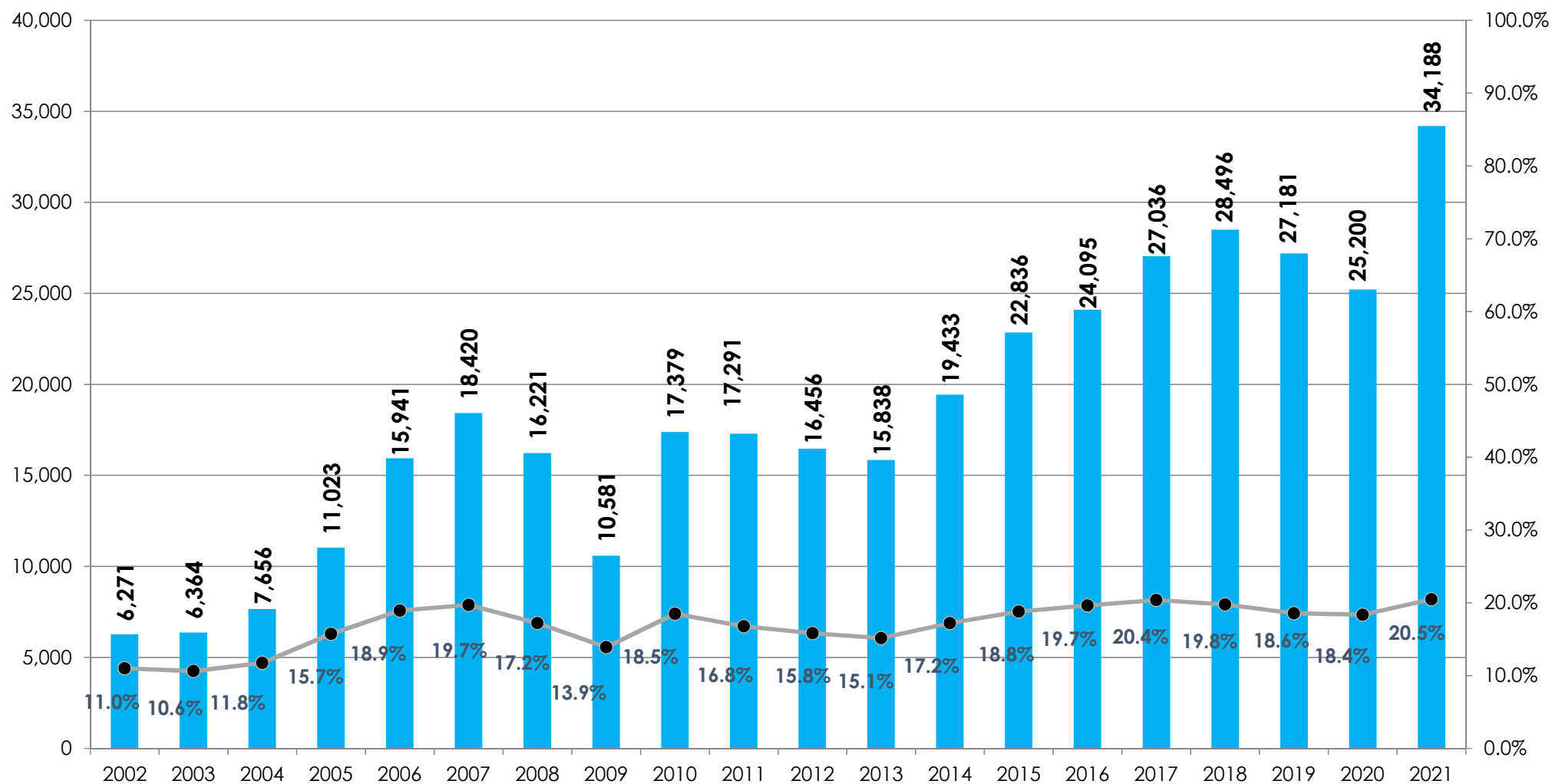
## Turnover



## Ebitda

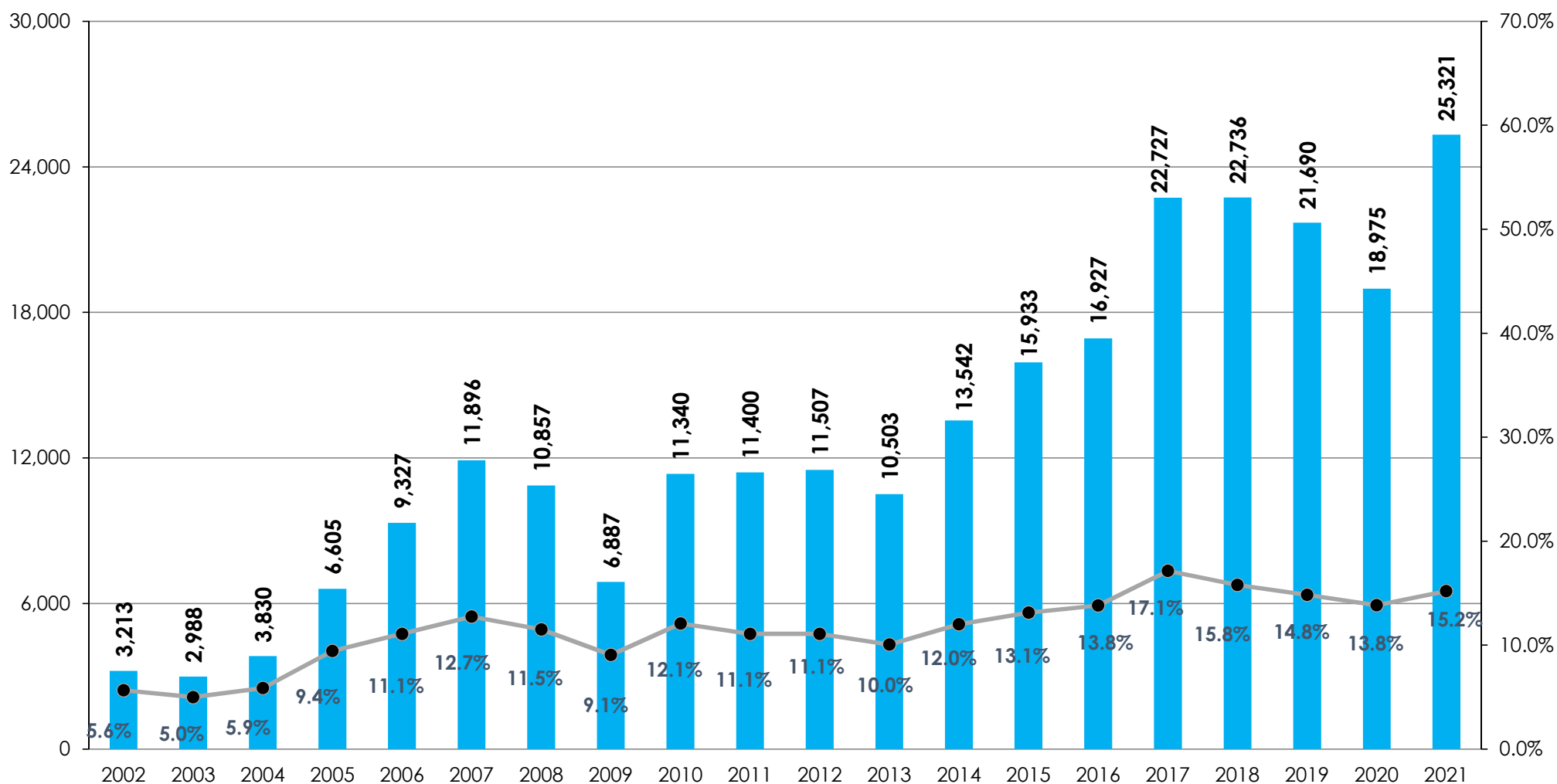


## Ebit (value and margin % on sales)

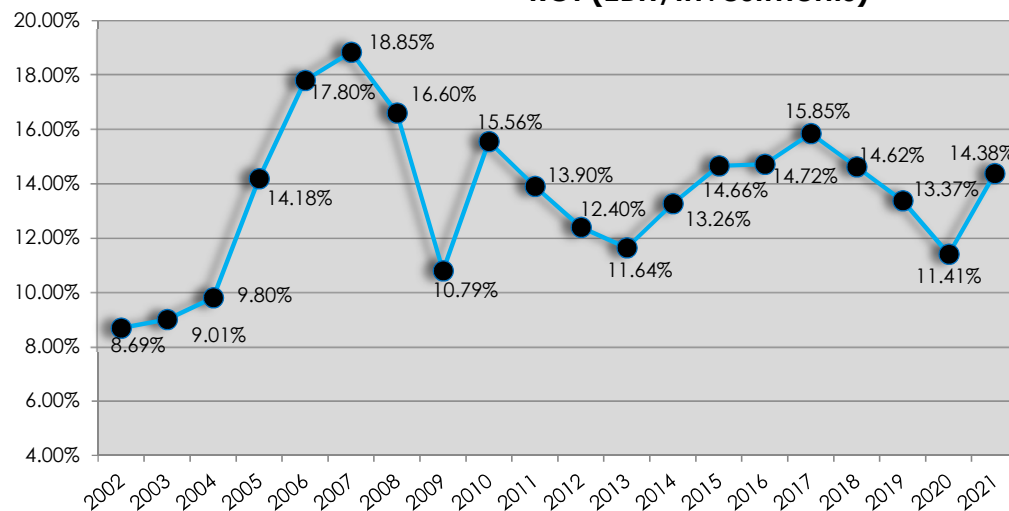




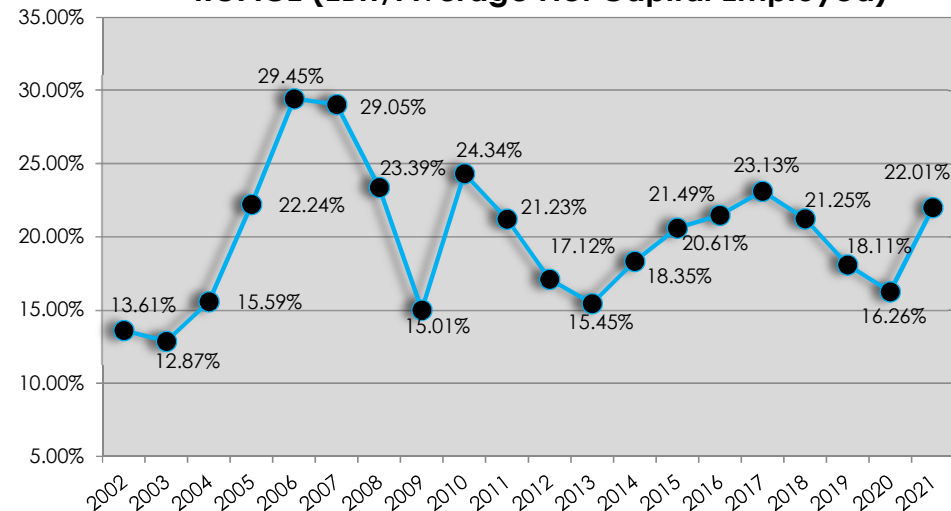
## Net profit (value and margin % on sales)



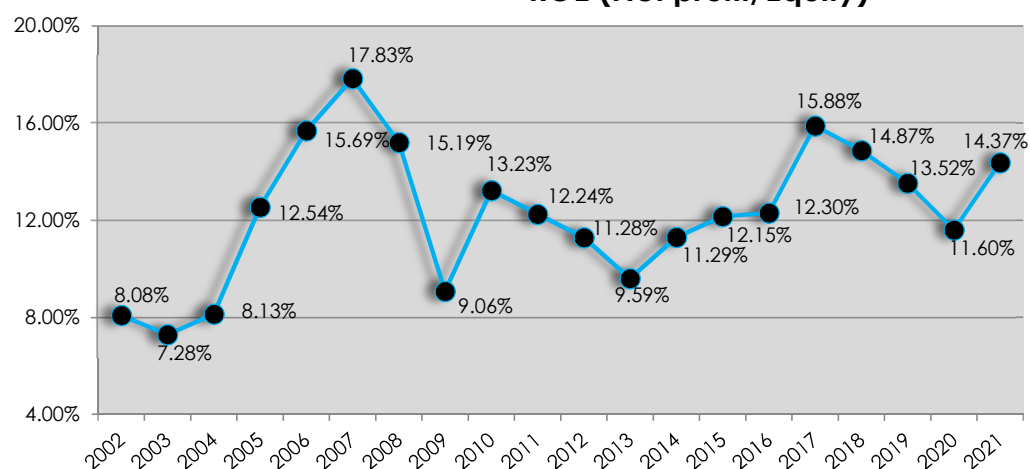
## ROI (EBIT/Investments)



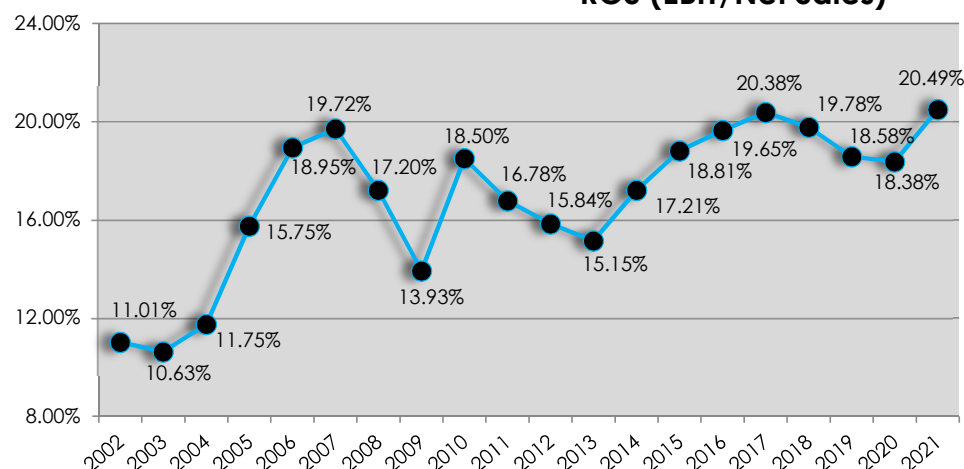
## ROACE (EBIT/Average Net Capital Employed)



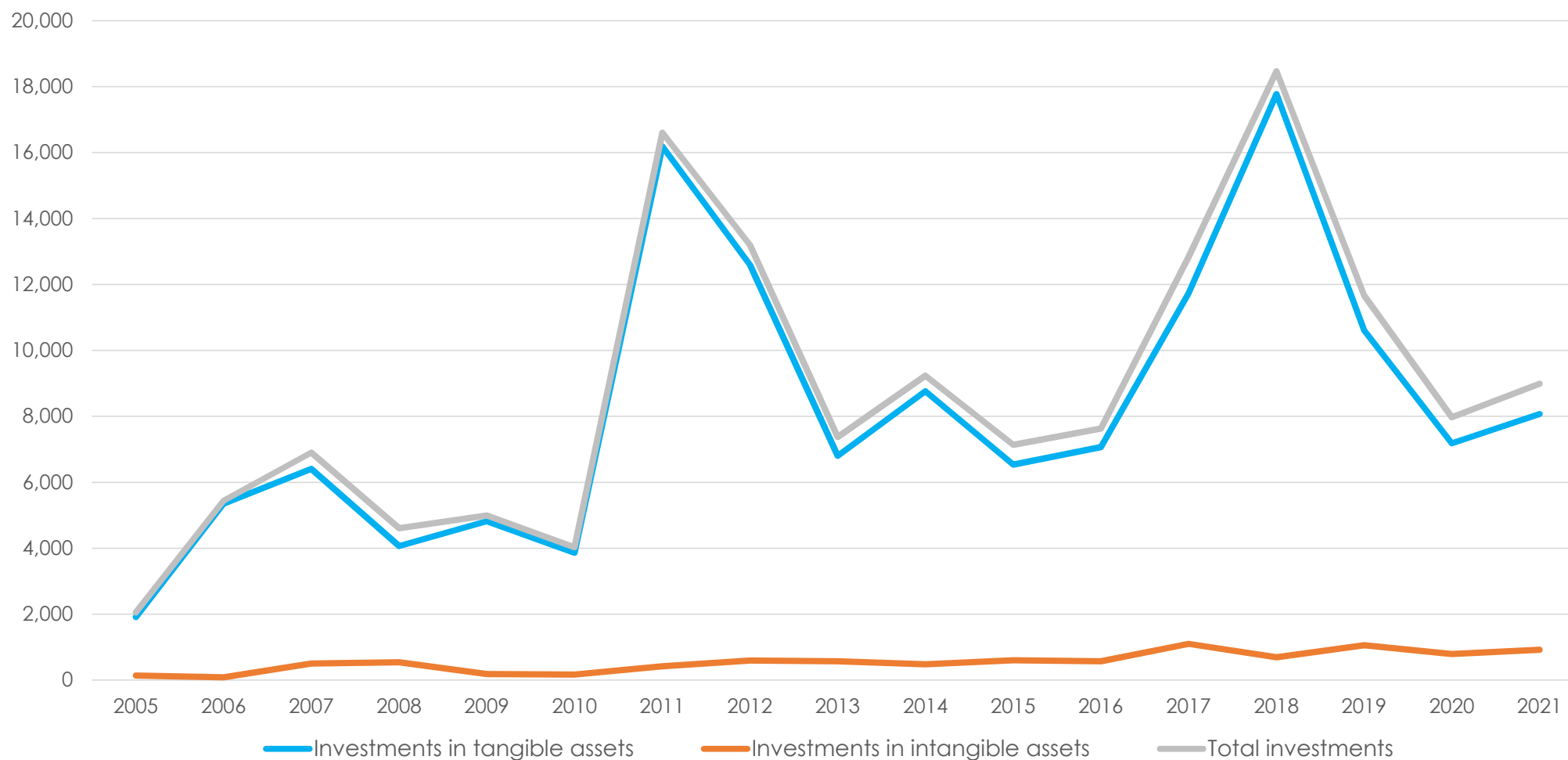
## ROE (Net profit/Equity)



## ROS (EBIT/Net Sales)







€ '000	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Investments in tangible assets	1,910	5,353	6,404	4,064	4,815	3,863	16,183	12,591	6,802	8,759	6,534	7,064	11,732	17,775	10,609	7,181	8,072
Investments in intangible assets	142	87	500	544	182	169	418	597	573	477	601	569	1,101	691	1,057	793	919
<b>Total investments</b>	<b>2,052</b>	<b>5,440</b>	<b>6,904</b>	<b>4,608</b>	<b>4,997</b>	<b>4,032</b>	<b>16,601</b>	<b>13,188</b>	<b>7,375</b>	<b>9,236</b>	<b>7,135</b>	<b>7,633</b>	<b>12,833</b>	<b>18,466</b>	<b>11,666</b>	<b>7,974</b>	<b>8,991</b>

## CEMBRE focused on these targets:

### Business development thanks to:

- A **strengthening of CEMBRE competitive advantage** by developing **new products and continuous product range renewing** by an **intense R&D activity**
- Improvement of the distributor channel in foreign countries
- An **higher penetration in the foreign markets**, especially in the US and Germany
- A commercial commitment focus on **high growing potential products**

**Cost management** by a better operative efficiency obtained from economies of scale and process innovations;

**Enforcing the manufacturing structure** by investing in high-tech, highly-automated machinery.



The automated warehouse, located in a **4,800 m<sup>2</sup> industrial building** built in 2012, has been operating from January, 2013.

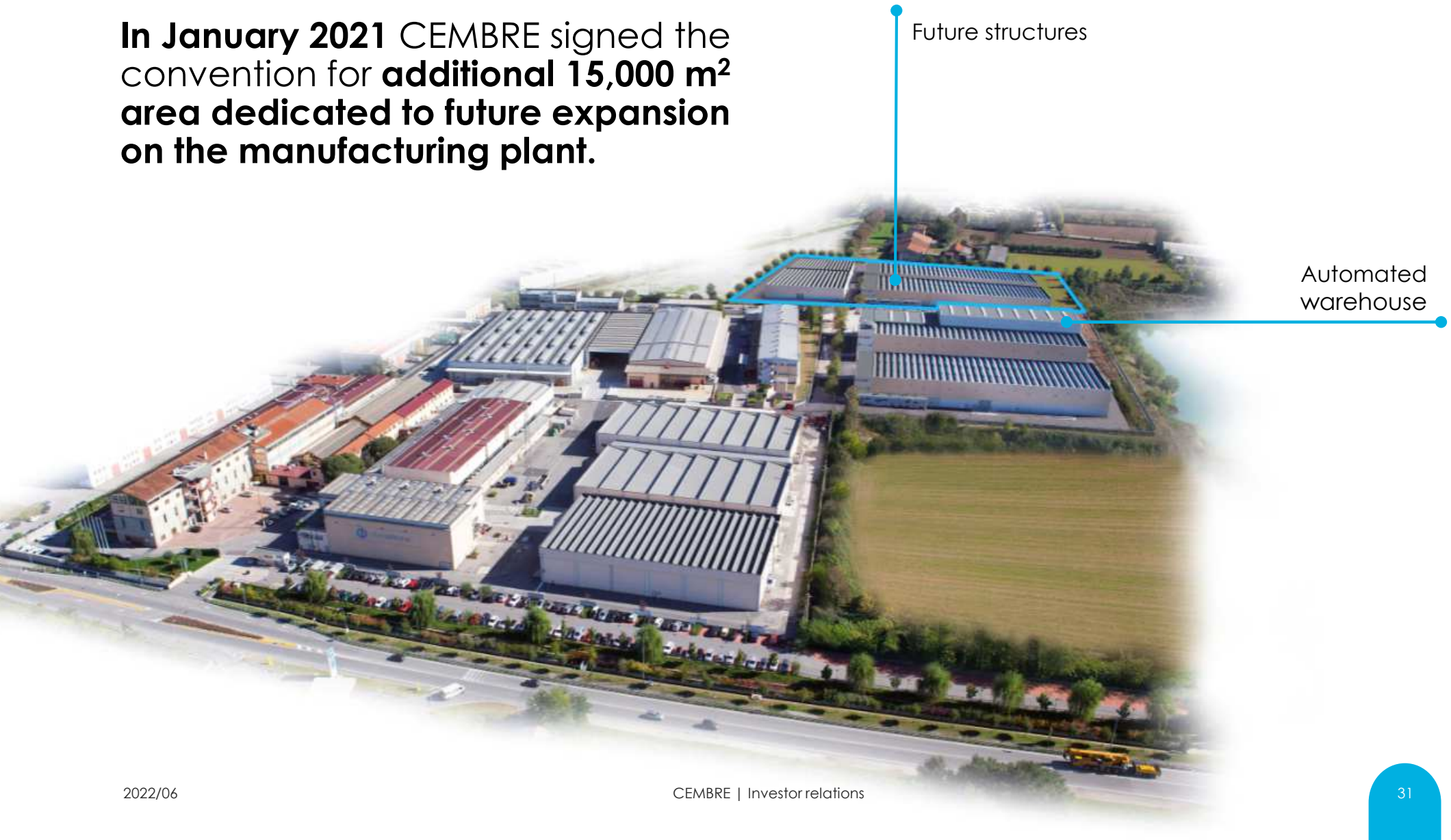
This automated warehouse is **3 time more efficient**, and has a 50% increase in end-product capacity warehousing compared to the previous automated warehouse that has been converted to stock raw material.



In 2018, a **new 9,600 m<sup>2</sup> industrial building** (two floors) started to be used, increasing the dimension of the production and parking area.



**In January 2021** CEMBRE signed the convention for **additional 15,000 m<sup>2</sup> area dedicated to future expansion on the manufacturing plant.**





**Cembre has been listed since December 1997**, and is a part of the **Star Index** since September 2001.

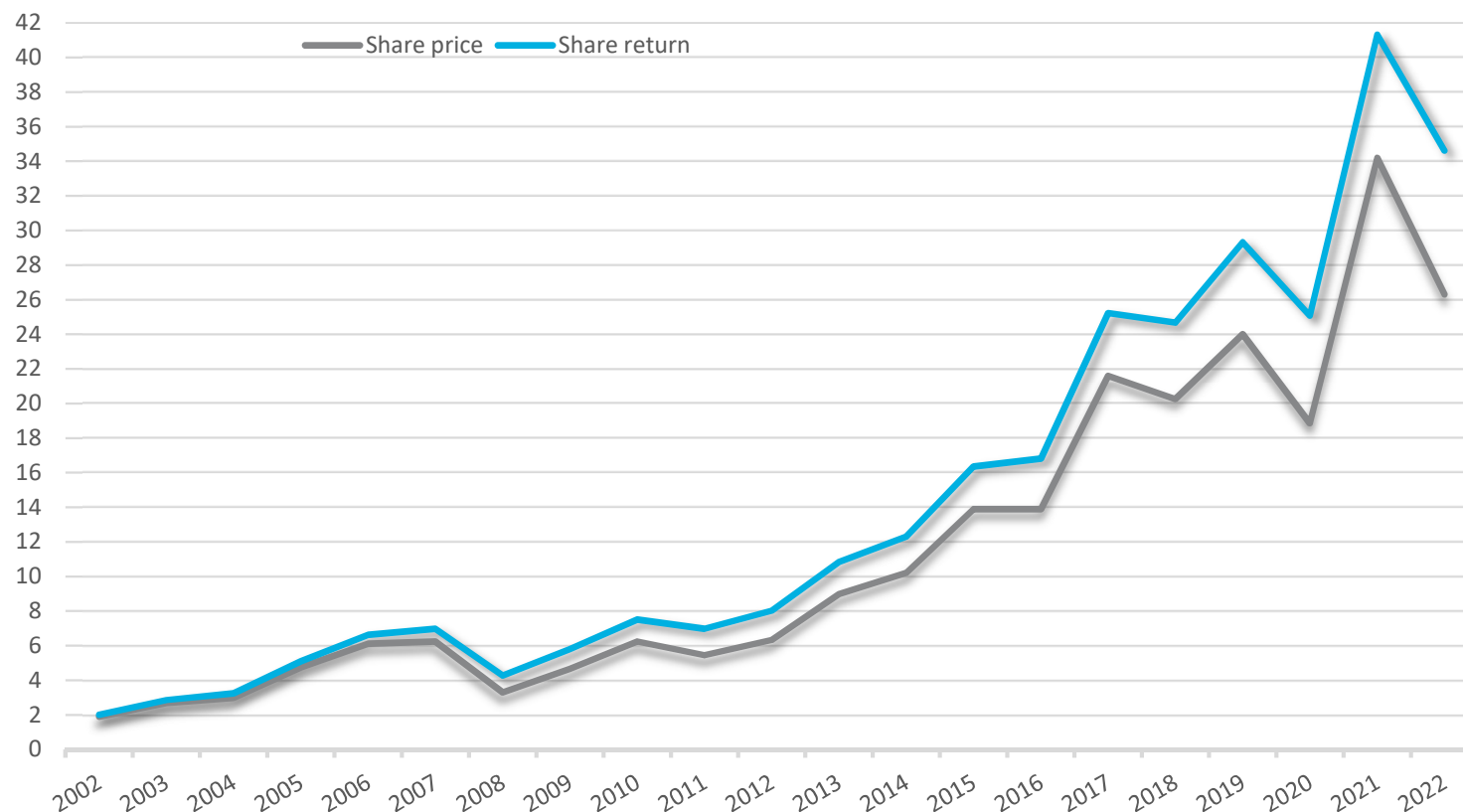
Shareholders	Share
LYSNE Spa	52.39%
Sara Rosani	8.65%
Giovanni Rosani	8.53%
Anna Maria Onofri	0.71%
Others	29.72%

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Dividend per share (€)	0.10	0.08	0.07	0.10	0.15	0.22	0.26	0.16	0.12	0.26	0.16	0.16	0.26	0.36	0.46	0.70	0.80	0.90	0.90	0.90	1.20
Payout Ratio <sup>1</sup>	44%	42%	41%	41%	39%	40%	37%	25%	30%	39%	24%	24%	42%	45%	49%	70%	59%	66%	69%	79%	79%
Dividend Yield <sup>2</sup>	4.1%	4.4%	2.9%	3.3%	3.2%	3.6%	4.2%	4.8%	2.6%	4.2%	2.9%	2.5%	2.9%	3.5%	3.3%	5.0%	3.7%	4.4%	4.8% <sup>3</sup>	4.8%	3.5%

<sup>1</sup> Using consolidated profit

<sup>2</sup> Using the year-end share price





**Total return\* 2002-2022**  
**+15.3%**  
 CAGR

**Performance\*\* 2002-2022**  
**+14.0%**  
 CAGR

\* **Total Return** is the average 'Share return' growth in the period

\*\* **Performance** is the average 'Share price' growth in the period

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
A) Share price <sup>1</sup>	1,90	2,68	2,99	4,75	6,12	6,25	3,30	4,66	6,25	5,45	6,34	8,99	10,21	13,90	13,90	21,60	20,25	24,00	18,85	34,20	26,30 <sup>2</sup>
Change in share price	-21.5%	41.1%	11.6%	58.9%	28.8%	2.1%	-47.2%	41.2%	34.1%	-12.8%	16.3%	41.8%	13.6%	36.1%	0.0%	55.4%	-6.3%	18.5%	-21.5%	81.4%	-23.1%
Received dividend	0,10	0,08	0,07	0,10	0,15	0,22	0,26	0,16	0,12	0,26	0,16	0,16	0,26	0,36	0,46	0,70	0,80	0,90	0,90	0,90	1,20
B) Accrued received dividends	0,10	0,18	0,25	0,35	0,50	0,72	0,98	1,14	1,26	1,52	1,68	1,84	2,10	2,46	2,92	3,62	4,42	5,32	6,22	7,12	8,32
Share return (A+B)	2,00	2,86	3,24	5,10	6,62	6,97	4,28	5,80	7,51	6,97	8,02	10,83	12,31	16,36	16,82	25,22	24,67	29,32	25,07	41,32	34,62
Price quota	95.0%	93.7%	92.3%	93.1%	92.4%	89.7%	77.1%	80.3%	83.2%	78.2%	79.1%	83.0%	82.9%	85.0%	82.6%	85.6%	82.1%	81.9%	75.2%	82.8%	76.0%
Dividend quota	5.0%	6.3%	7.7%	6.9%	7.6%	10.3%	22.9%	19.7%	16.8%	21.8%	20.9%	17.0%	17.1%	15.0%	17.4%	14.4%	17.9%	18.1%	24.8%	17.2%	24.0%

<sup>1</sup> at the end of the year

<sup>2</sup> at September 9, 2022

# Thank you

**Claudio Bornati**  
CFO & IR

Via Serenissima 9 • 25135 Brescia (BS) ITALY  
ph. +39 030 36921  
claudio.bornati@cembre.com  
cembre.com

The manager responsible for preparing the Company's financial reports, Claudio Bornati, declares, pursuant to paragraph 2 of Article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.