



# Full Year 2007 Results Presentation

*March 19, 2008*



# AGENDA

Full Year 2007 Key Facts

Full Year 2007 Financial Overview

Growth Strategy

Appendices






## Full Year 2007 Key Facts




# Full Year 2007 Key Facts



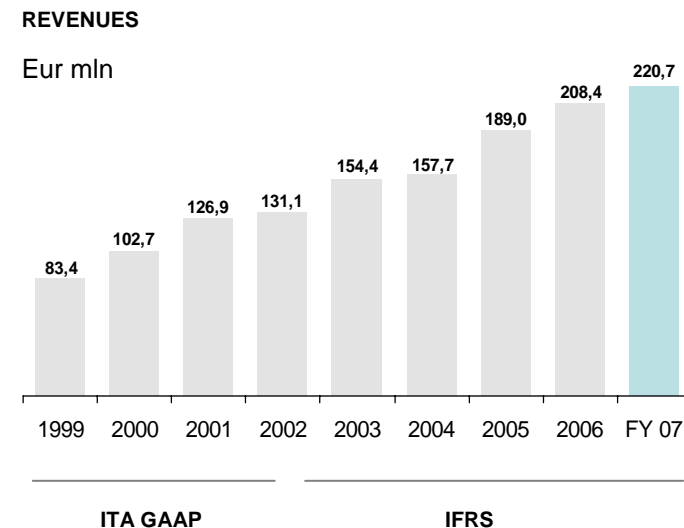
 **FY2007 Group revenues of Eur mln 220,72**  
**Increase of 5,9% vs. FY2006**

 **FY2007 Group EBITDA of Eur mln 26,79**  
**Increase of 10,9% vs. FY2006**

 **FY2007 Group EBIT of Eur mln 16,13**  
**Increase of 12,9% vs. FY2006**

 **FY2007 Group NET PROFIT of Eur mln 4,1**  
**Increase of 65,3% vs. FY2006**

 **Net Group Financial Position at 31 Dec 2007**  
**Eur mln 85,11**



# Full Year 2007 Key Facts



-  **Launch of the new Bialetti Collection**
-  **Launch of “cuor di moka” coffeemaker**
-  **Launch of “moka sound” coffeemaker**
-  **Relaunch and development of Girmi brand products**
-  **Launch of new “calore&colore” line of Aeternum**
-  **JV Agreement for the start up of a production plant in Mumbai (India)**
-  **Start up of a sales company in Hong Kong**
-  **Launch of Retail Project and acquisition of Rff Store S.r.l.**





## Full Year 2007 Financial Overview

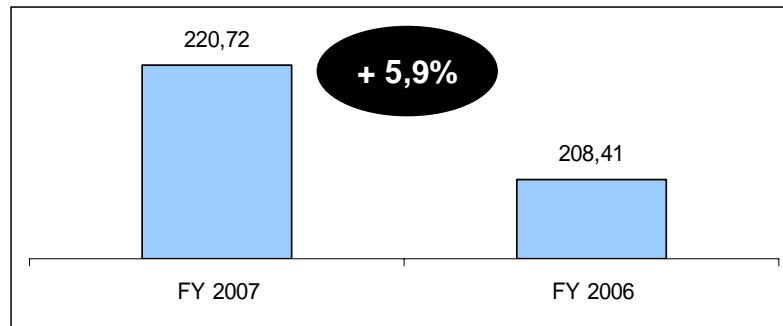


# Group Results

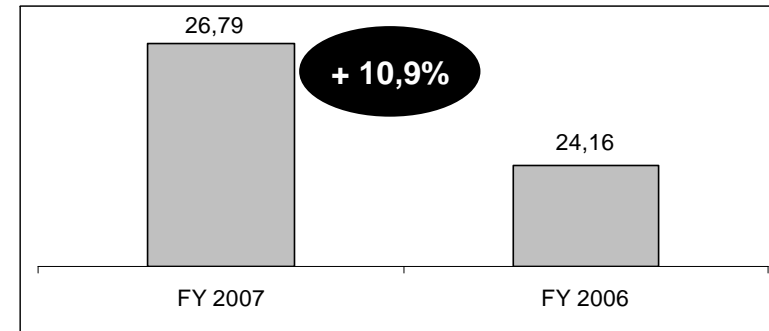


Eur mln

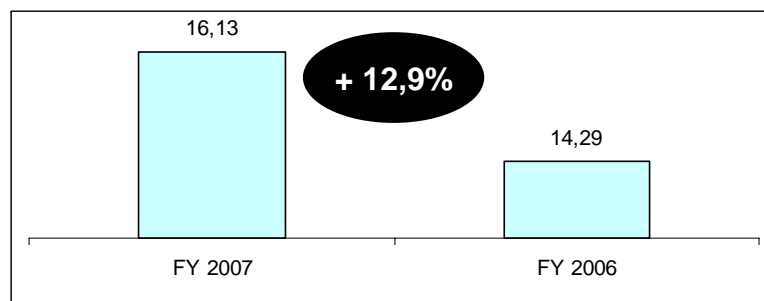
## REVENUES



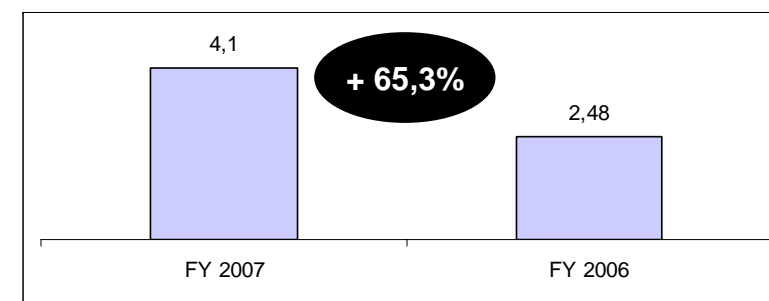
## EBITDA



## EBIT



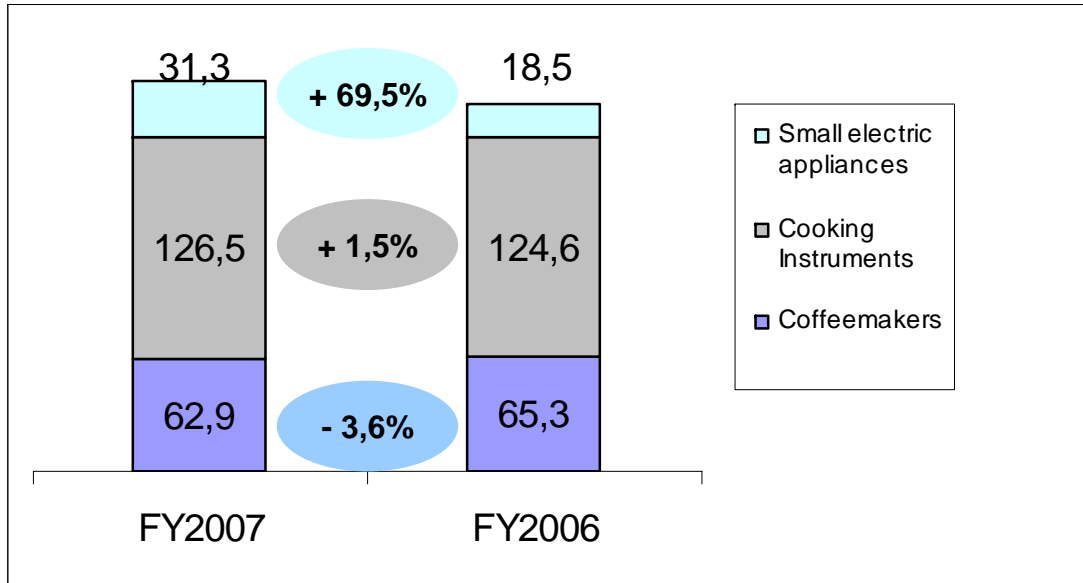
## NET INCOME



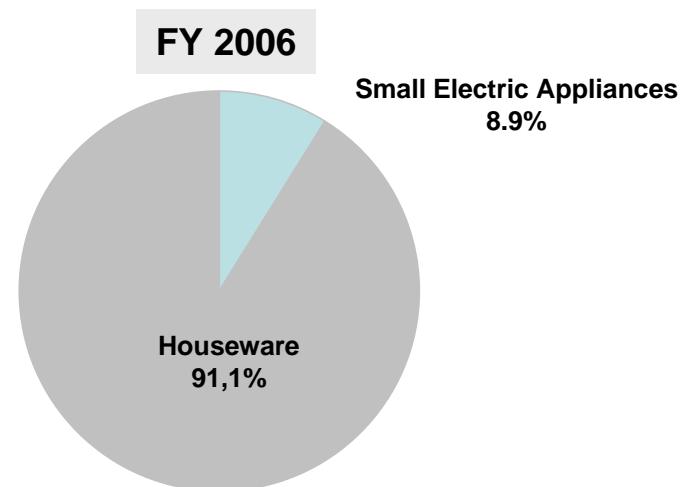
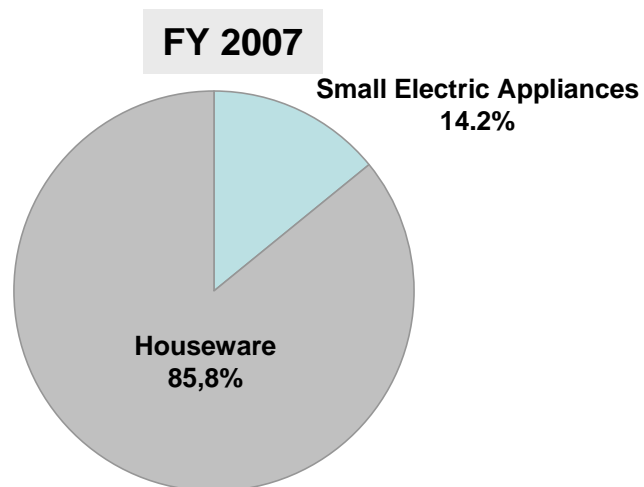
# Sales Breakdown



Eur mln

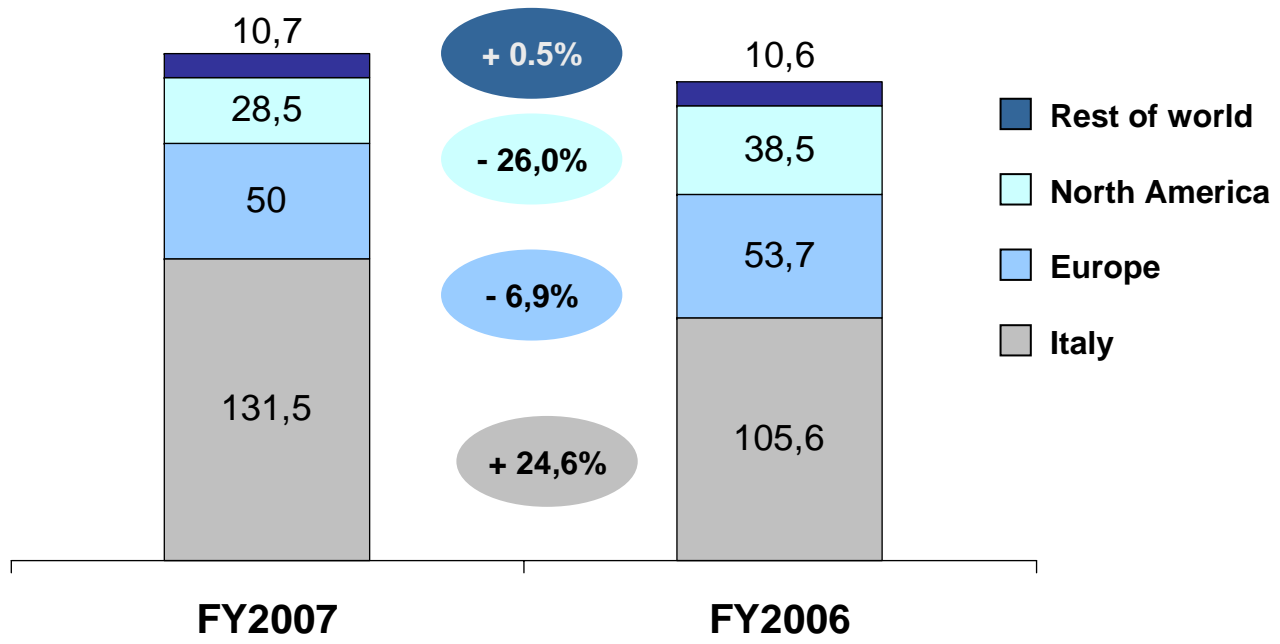
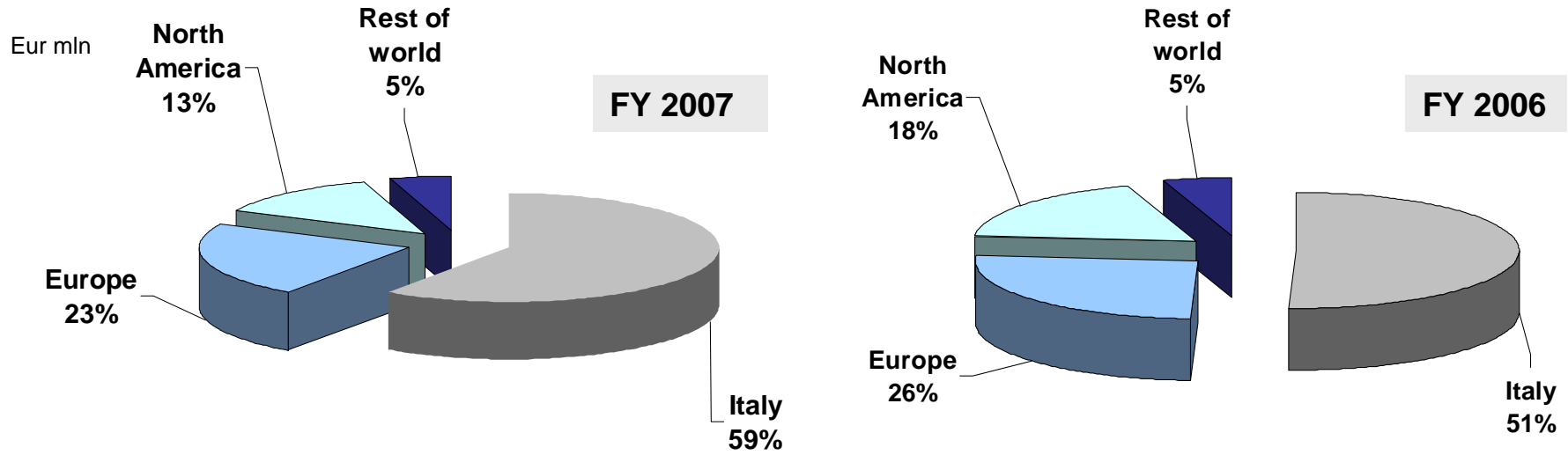


**Strong performance of Small electric appliances thanks to *Mokona* product**





# Sales Breakdown



- Rest of world
- North America
- Europe
- Italy

# Detailed Profit & Loss – (IFRS Data)



Eur 'mil	FY 2007	FY 2006	
Revenues	220,724	208,408	+5,9%
Cost of good sold	(167,328)	(161,407)	(3,7%)
Personnel cost	(26,603)	(22,842)	(16,5%)
<b>EBITDA</b>	<b>26,793</b>	<b>24,159</b>	<b>+10,9%</b>
Depreciation	(9,569)	(9,913)	+3,5%
Gains and losses on derivative instruments	(1,095)	0,040	(n.s.)
<b>EBIT</b>	<b>16,129</b>	<b>14,286</b>	<b>+12,9%</b>
Financial Income/expences	(8,302)	(8,852)	+6,2%
<b>Result before tax</b>	<b>7,827</b>	<b>5,434</b>	<b>+44,0%</b>
Taxes	(3,725)	(2,953)	(26,1%)
<b>Net Result</b>	<b>4,102</b>	<b>2,481</b>	<b>+65,3%</b>

## EBITDA

Increase of 10,9% in profitability thanks to PED products and positioning in high end of the market

Increase in personnel costs following the structure development

Decrease in depreciation due to real estate spin - off

Losses on derivates

Slow decrease in filancial expenses

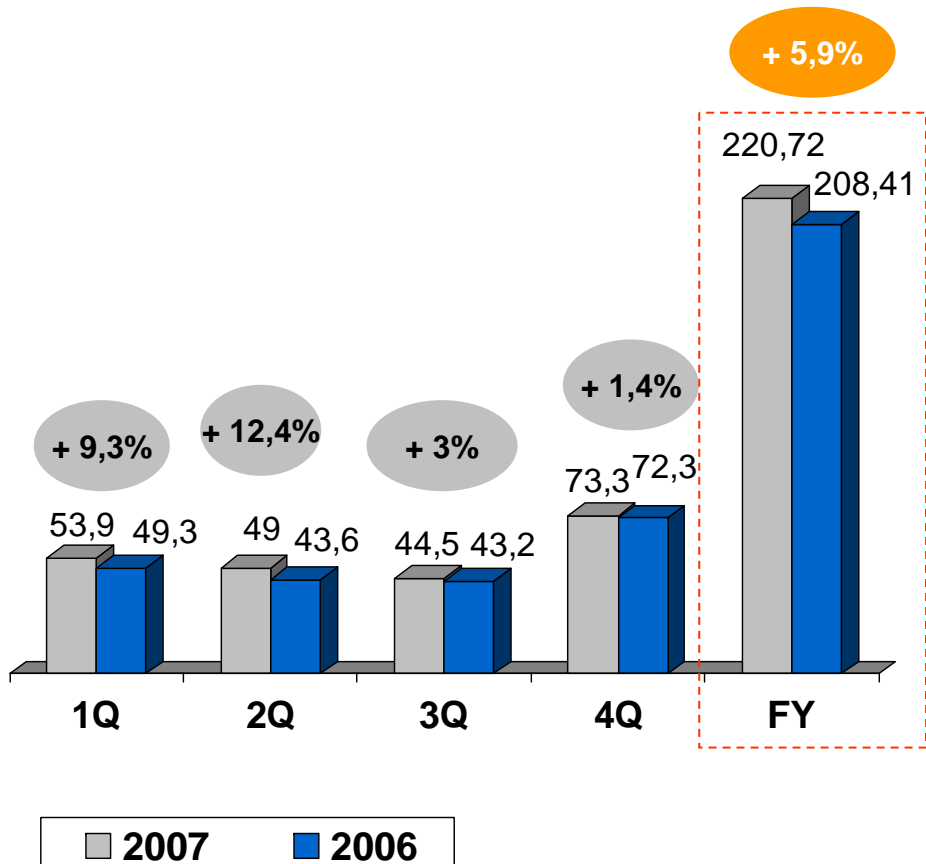
Tax rate reduction  
47,6% in 2007; 54,3% in 2006

# Sales trend by quarter



Eur mln

## SALES TREND BY QUARTER



### Regarding the total sales 2007:

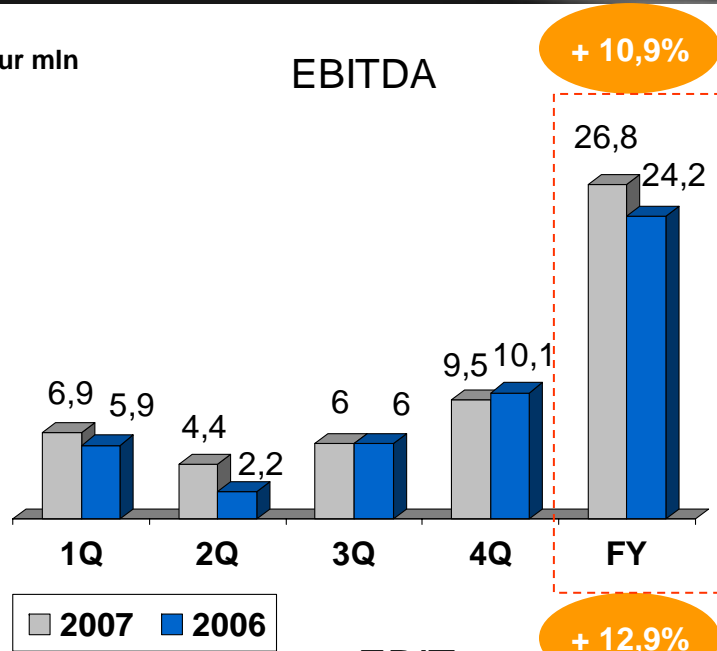
- at a constant exchange rate between US dollar and euro the revenues of 2007 would have been 2.5 million euro more
- truck strike on December caused one week delay in delivery

# Margin trend by quarter

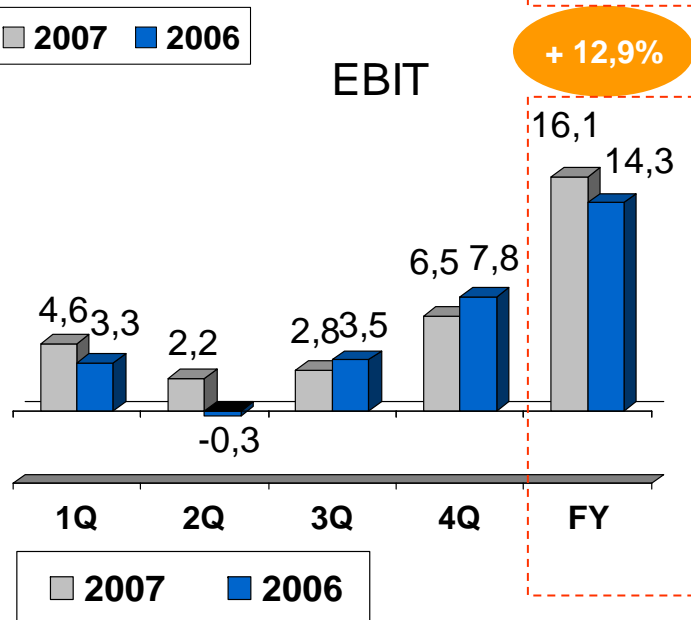


Eur mln

## EBITDA



## EBIT



## EBITDA

Anticipated investments and related costs in 4Q:

- retail project
- commercial branch in Spain and Honk Kong
- start up costs in India

Lower profitability in CEM (Turkey)

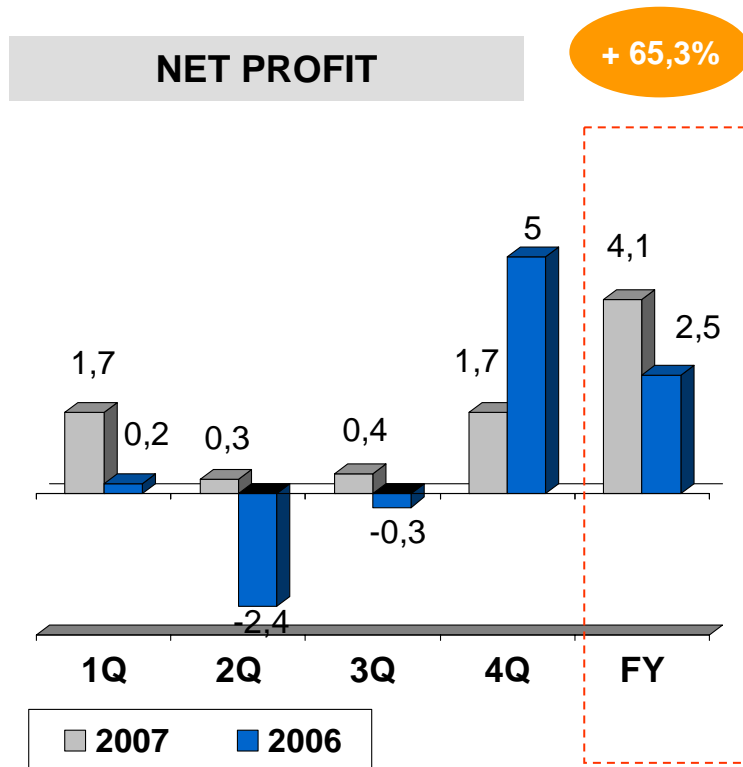
## EBIT

Losses on derivates for Eur 1.09 million

# Net profit by quarter



Eur mln



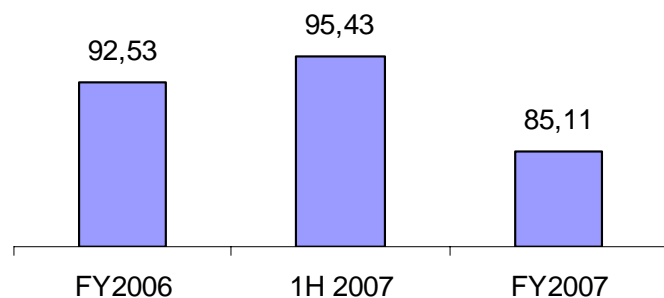
Reversal of deferred tax due to the new Italian fiscal policy (Eur 0.3 mln)

2007 Deferred tax asset (related to losses) is lower of Eur 0.7 mln vs 2006

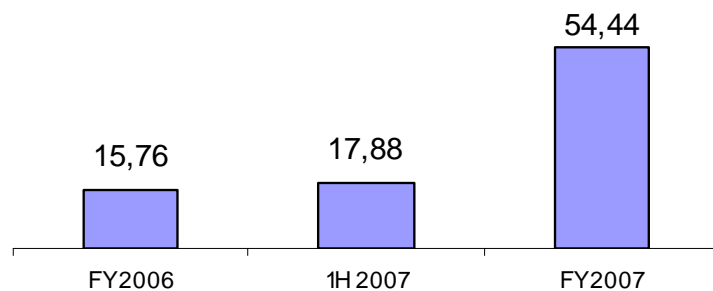
# Net Debt evolution



## Net Debt Trend



## Shareholders' Equity Trend



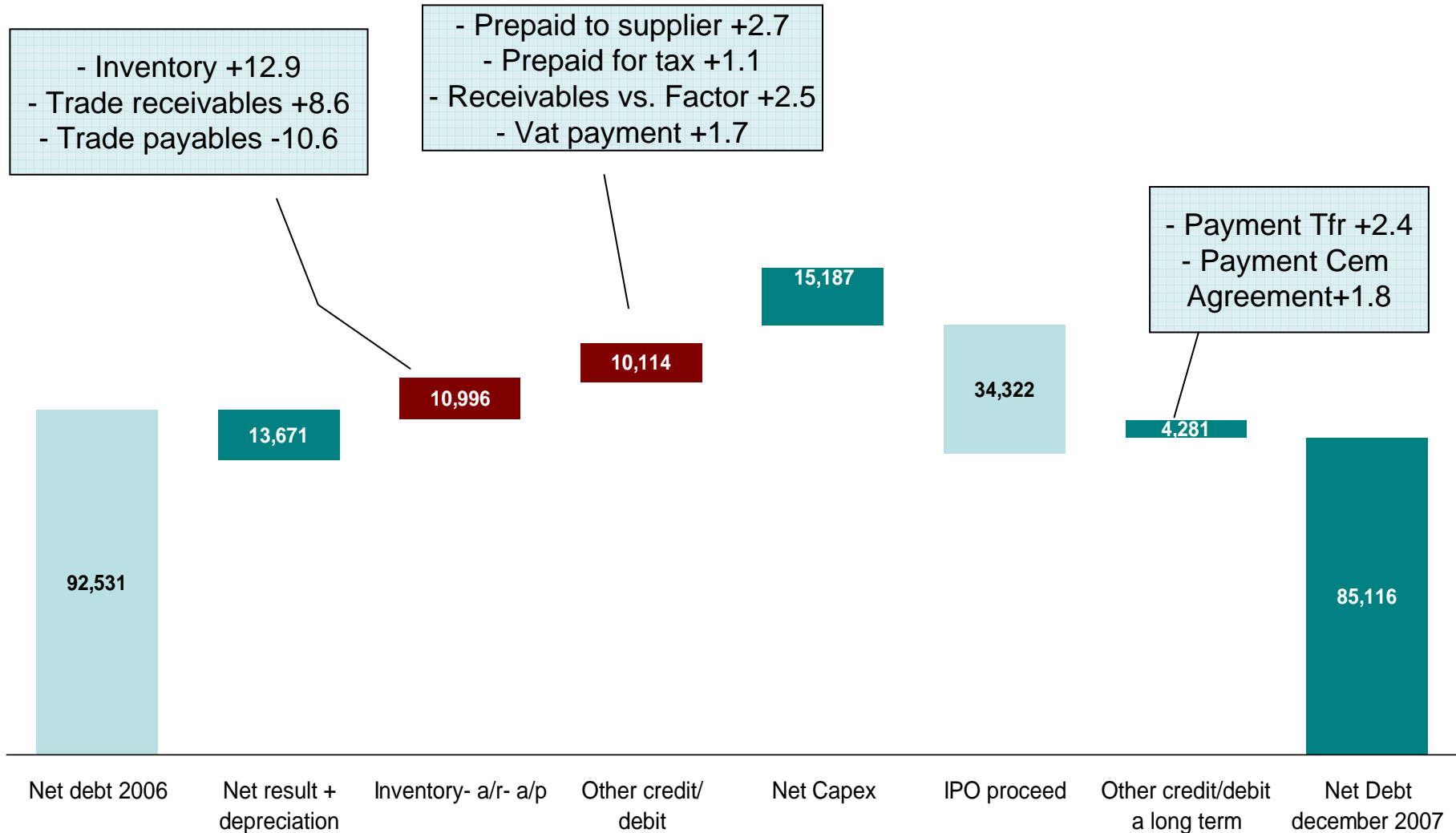
## Key Data

	FY 2006	IH 2007	FY 2007
Cash & Similar	9,396	9,330	10,315
Current Liabilities	82,078	84,529	74,577
Non Current Liab.	19,849	20,228	20,854
Net Financial Debt	92,531	95,427	85,116
Net Debt/Equity	5.87	5.34	1.56
Net Debt/EBITDA	3.83	n.s.	3.18

# Cash Flow Highlights



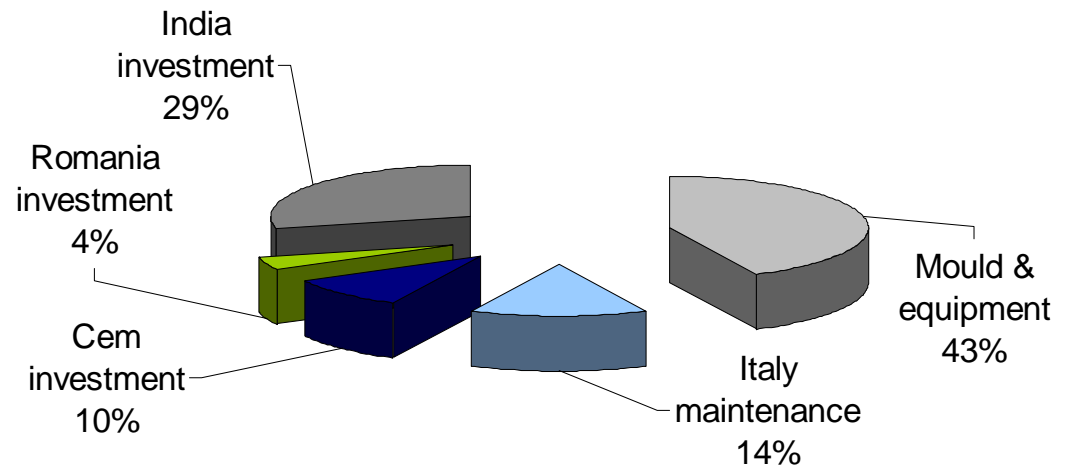
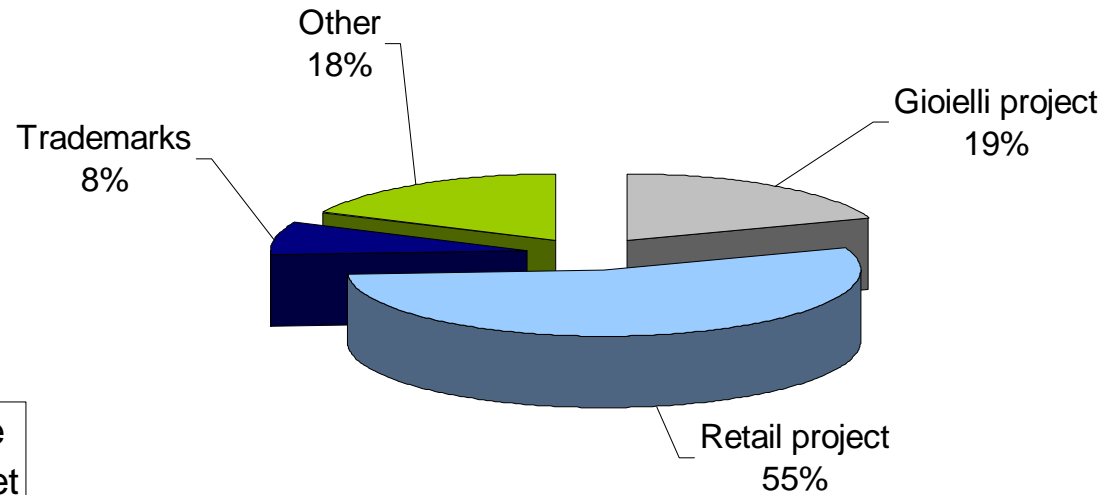
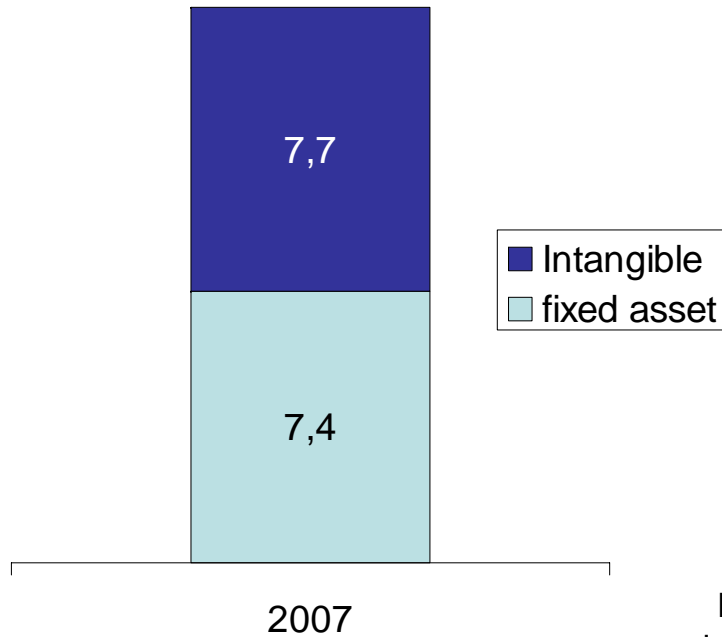
Eur mln



# Investment



Investment

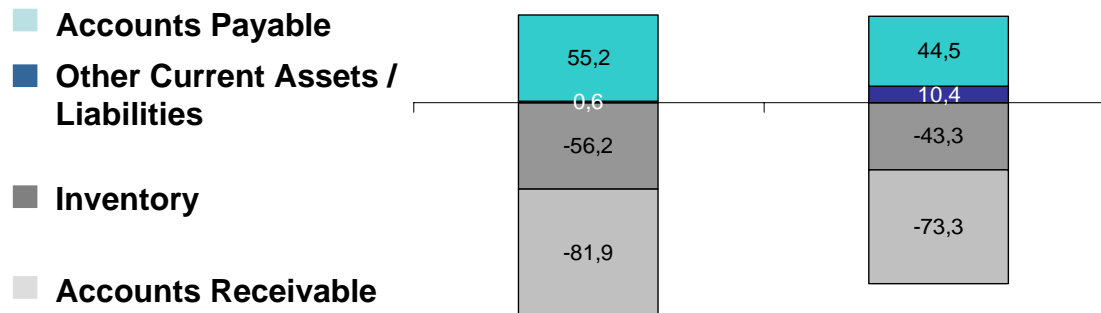




# NWC evolution



## NWC Evolution



🏰 Increase in inventory (+12.9) due to

- “Gioielli collection” and “Retail Project” stock
- Sda importation

Accounts receivable (+8.6) related to Girmi and CEM

🏰 Increase in other current assets/liabilities:

- Advance note from supplier (+2.7)
- Credit for tax purposes (+1.5)
- Factoring credit (+2.5)

	FY 2007	FY 2006
<b>NWC</b>	<b>82.4</b>	<b>61.5</b>
Inventory days	92.9	76
Receivable days	135	128
Payable days	114	100



## Growth Strategy



# Delocalisation & Market Development



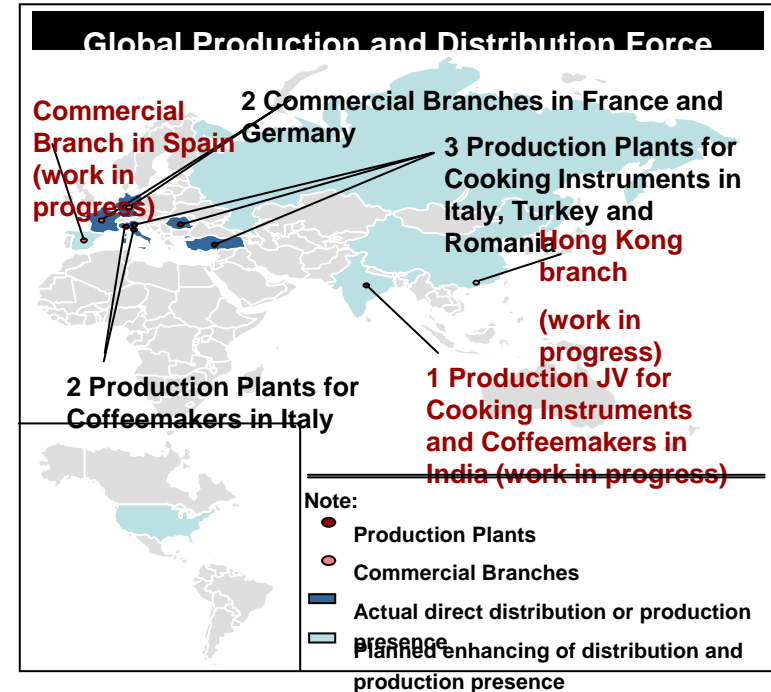
## India:

- Joint venture in India for the production and marketing of aluminium and steel cookware and kitchen tools

- New production plant in Mumbai (square meter 20.000)

## Spagna, Francia, Hong Kong:

- Opening of commercial branch



# Innovation and Design in the Small Domestic Appliances Segment



Renewal of the product portfolio of Girmi . . . . . and launch of new products



# Growth in the Electric Coffeemakers and Coffee Niches



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## Bialetti Store Srl: outlet and retail



Bialetti Industrie S.p.A. has purchased 100% of the share capital of RFF Store S.r.l., a company that manages Bialetti stores in nine outlets.

In the first eleven months of 2007, RFF has achieved sales of Euro 4,22 million and net profits of Euro 0,2 million.



Vicolungo Outlet



Mantova Outlet



Franciacorta Outlet Village



Serravalle Outlet

In addition, Bialetti has signed an act giving RFF its own division involved in the retail sale of Bialetti products, currently handled through ten single-mark stores

(legal and economic effects are set for 15 January 2008).

RFF has changed the company name into Bialetti Store S.r.l.

# Bialetti collection



Bialetti collection is the executive kitchenware dedicated to those interested in adding excellent performances to the everyday gestures in the kitchen, or simply to those who love being surrounded by objects aesthetically precious and exclusive in their design.





## Appendices





# Detailed Financial Statements – Income Statement (IFRS Data)



Eur '000

	FY 2004	FY 2005	FY 2006	1Q 2007	1H 2007	9M 2007	FY 2007
<b>Revenues</b>	157,684	189,044	208,408	53,928	102,899	147,423	220,724
<b>EBIT</b>	7,901	5,696	14,286	4,620	6,768	9,600	16,129
<b>Net Income Before Taxes</b>	3,739	1,376	5,434	2,825	3,928	4,868	7,827
<b>Net Income</b>	598	59	2,481	1,678	2,027	2,435	4,102
<b>EBITDA</b>	14,958	14,796	24,199	6,869	11,358	17,353	26,793

# Detailed Financial Statements – Balance Sheet (IFRS Data)



Eur '000	FY 2004	FY 2005	FY 2006	FY 2007
<b>Total Fixed Assets</b>	91,902	105,859	61,616	65,612
<b>Total Current Assets</b>	108,246	133,724	132,086	161,033
<b>Total Assets</b>	200,148	239,583	193,702	226,645
<b>Shareholders' Equity</b>	19,076	19,180	15,758	54,442
<b>Total Non-Current Liabilities</b>	55,899	64,935	37,753	32,362
<b>Total Current Liabilities</b>	125,173	155,468	140,191	139,608
<b>Net Financials Debt and Shareholders' Equity</b>	200,148	239,583	193,702	226,645
<b>Net Financial Debt</b>	97,024	131,197	92,531	85,116

# Detailed Financial Statements – Cash Flow Statement (IFRS Data)



Eur '000	FY 2004	FY 2005	FY 2006	FY 2007
<b>Net Income Before Taxes</b>	3,739	1,376	5,434	7,827
<b>Operating Cash Flow</b>	8,080	(22,038)	21,682	(12,980)
<b>Cash Flow from Investing Activities</b>	(5,531)	(7,243)	(10,631)	(12,298)
<b>Cash Flow from Financing Activities</b>	(3,994)	29,275	(10,741)	28,317
<b>Cash and Cash Equivalents at the beginning of the Period</b>	3,572	2,127	2,120	2,430
<b>Cash and Cash Equivalents at the end of the Period</b>	2,127	2,120	2,430	5,469
<b>Cash Flow of the Period</b>	(1,445)	(7)	310	3,039



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**\* \* \***

“The manager responsible for preparing the company’s financial reports” Anna Luisa Spadari declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this slides corresponds to the document results, books and accounting records.



## 2008 Calendar

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April 21, 2008 - Annual General Meeting of Shareholders

May 13, 2008 - first quarter as at March 31, 2008

August 29, 2008 - half-year financial report for the period ending June 30, 2008

November 12, 2008 - third quarter as at September 30, 2008

## Contacts

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Bialetti Industrie S.p.A.

Valentina Ambrosini  
Investor Relator

Tel. 0039\_030\_7720011  
[vambrosini@bialettiindustrie.it](mailto:vambrosini@bialettiindustrie.it)