

# FY 2019 RESULTS

March 31th,  
2020

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# Agenda

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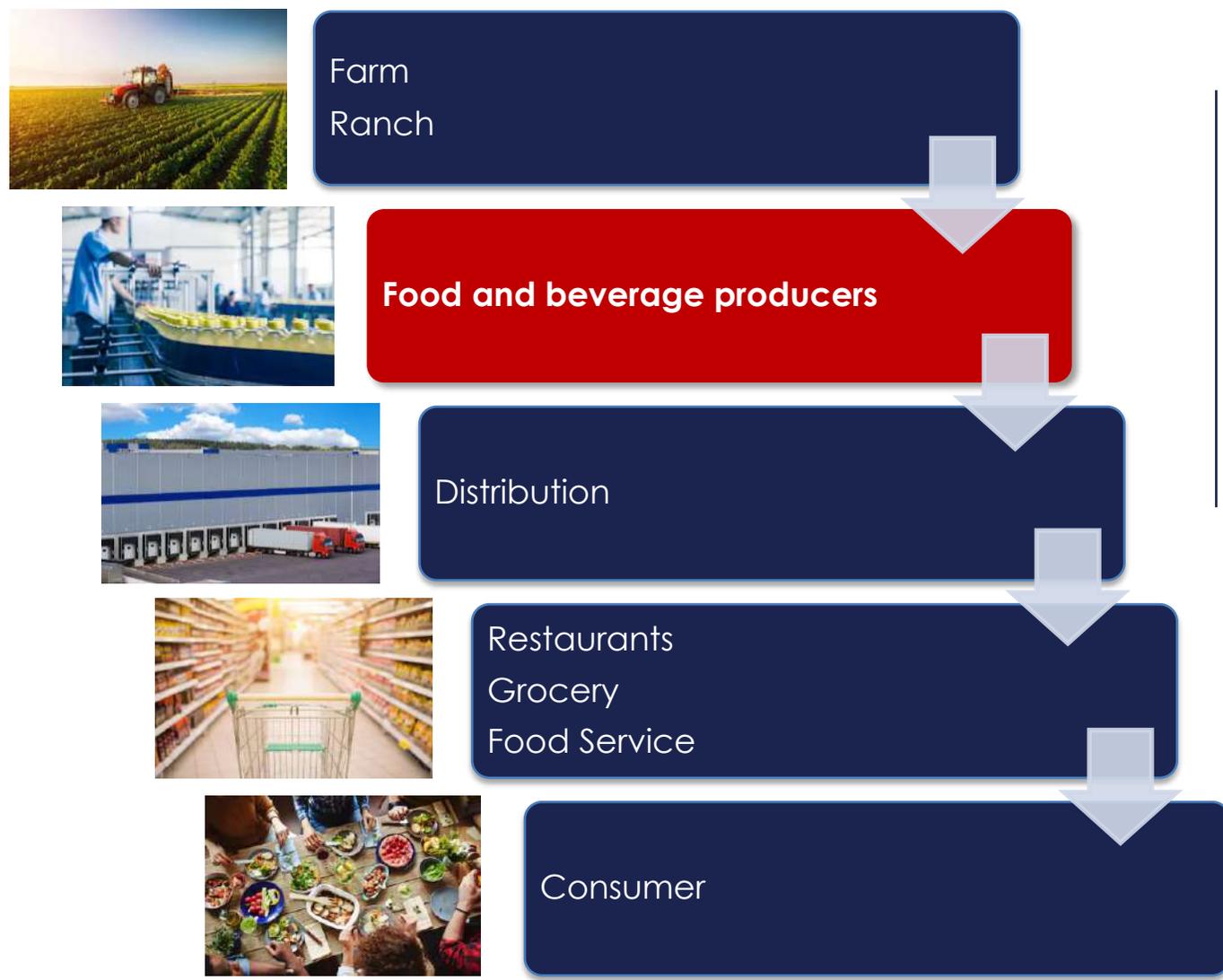
## ➤ **CFT Group overview**

FY 2019 Financial highlights

Order backlog

Appendix

# CFT IN THE FOOD AND BEVERAGE VALUE CHAIN



- Sorting
- Processing
- Primary Packaging
- Product Treatment
- Secondary Packaging

Leading consolidator of processing, packaging and sorting technologies in the food and beverage MACHINERY sector

# CFT WELL POSITIONED TO BENEFIT OF POSITIVE MEGATRENDS & KEY DRIVERS



URBANIZATION AND GROWING MIDDLE CLASS



ENERGY SCARCITY AND STRICTER ENVIRONMENTAL REGULATIONS



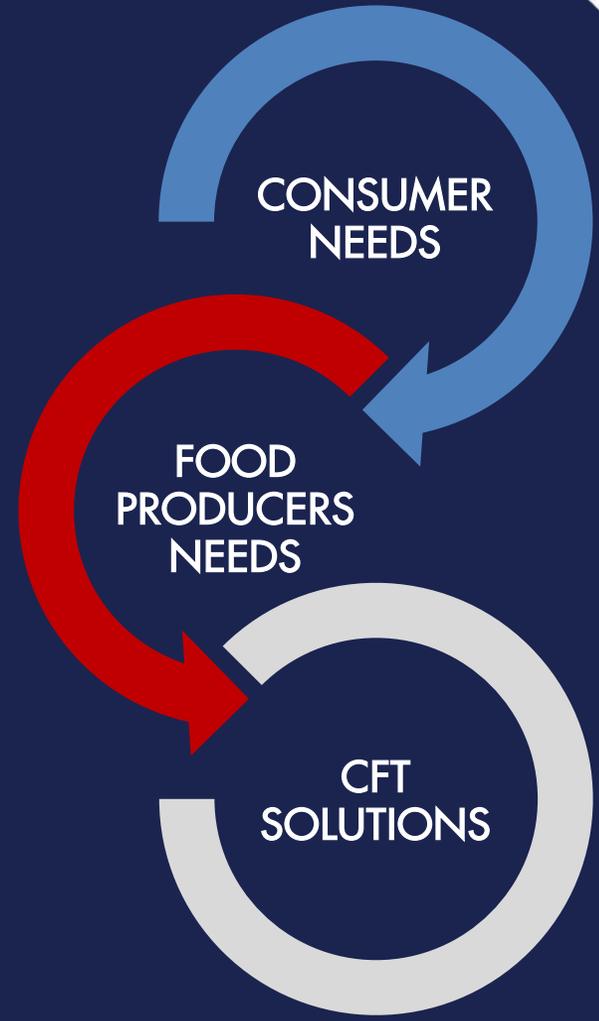
FOOD SAFETY  
HEALTHY AND HIGH QUALITY  
CONVENIENCE  
SMART PACKAGING  
READY TO EAT



SAFETY AND QUALITY CONTROL  
ENERGY CONSUMPTION REDUCTION  
LABOR COST MINIMIZATION  
INCREASING PRODUCTIVITY  
REDUCE DOWNTIME



CERTIFIED ASEPTIC PROCESSES AND SORTING SOLUTIONS  
ENERGY SAVING MACHINES  
COMPLETE AUTOMATION  
GLOBAL SERVICE AND SUPPORT



# GROWING REVENUES STREAMS

~50%

REVENUES

5-6  
months

TIME TO MARKET



## COMPLETE LINES DEVELOPMENT

- Engineering excellence
- Tailor-made solutions
- Long-term relationship with customers
- **Integration of single machines in CFT complete lines**

~ 30%

REVENUES

2-3  
months

TIME TO MARKET



## GROWTH OF SINGLE MACHINES

- **Limited investments**
- **High profitability**
- **Directly managed by each legal entity**
- **Growth of installed base**

~ 20%

REVENUES



## FOCUS ON AFTER SALES

- **High profitability**
- **Recurring sales**
- **Preventive and predictive maintenance programs**

# CFT GROUP IN A NUTSHELL

## ➤ 4 MAIN BUSINESSES



FOOD



BEVERAGE



LIQUID FOOD



NON-FOOD

## ➤ 8 MAIN FACILITIES



## ➤ 8 MAIN TECHNOLOGY PLATFORMS

PRIMARY PROCESSING



IT-DE

BLOWING



IT

SECONDARY PROCESSING



IT

PRODUCT TREATMENT



IT

FILLING



IT

ROBOTICS



IT-ES

SEAMING



SORTING



IT

# IMPORTANT INVESTMENTS DONE IN 2018 & 2019

➤ NEW FACILITIES



ITALY



GERMANY



SPAIN



ITALY

➤ NEW COMPANIES



➤ NEW TECHNOLOGY PLATFORMS

ROBOTICS



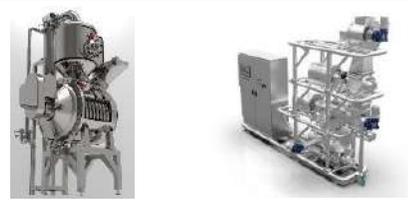
PRODUCT TREATMENT



➤ NEW TECHNOLOGIES

➤ NEW EQUIPMENT IN EXISTING PLATFORMS

PROCESSING



FILLING & SEAMING



SORTING



# Agenda

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# FY 2019 Financial highlights

\* Pro forma figures have been prepared to enable a better comparison between economic and financial data, and are based on full consolidation of the companies acquired during 2018 as if the related acquisitions had taken place on 1 January 2018.

251  
M€

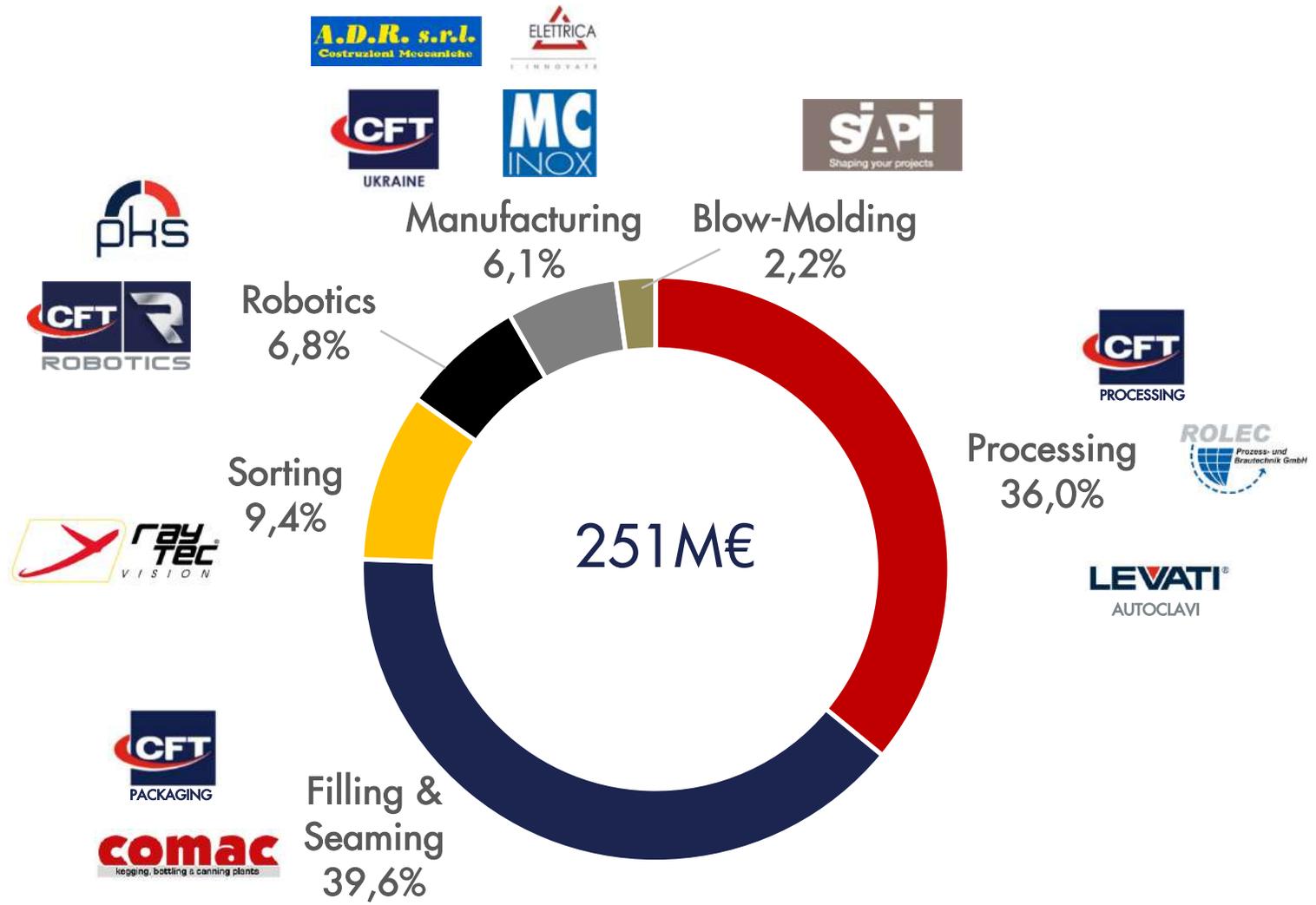
REVENUES

+12.3%

- Growth in sales volumes, mainly thanks to the acquisitions of Co.Mac Packaging del Sur and SIAPI;
- Significant increase in Processing & Packaging Division revenues of 13.8%;
- The positive performance of Fruits &Vegetables, Edible Oil and Other Food and Non Food applications, mainly driven by sales of the new technology platforms, more than compensated the stability on the lower bound of tomato business cycle and the temporary slowdown of the beverages (beer) businesses.
- +1.1% on 2018 pro-forma Revenues (€248.6 million);
- Sales in over 90 countries worldwide. Approx. 77% of revenue is generated abroad
- The leading 5 customers generate less than 25% of turnover and they change year on year

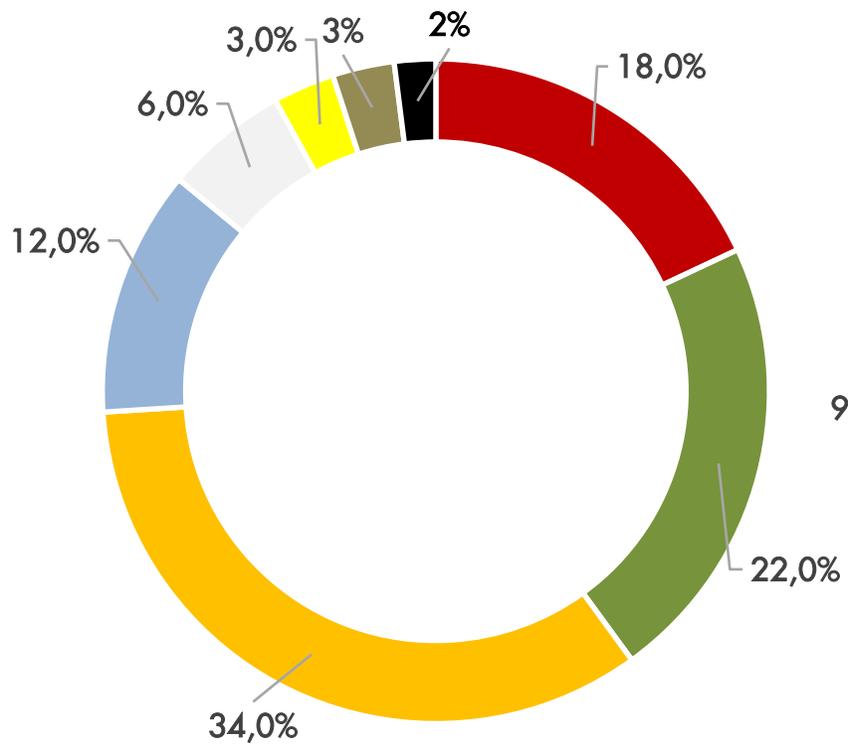


# 2019 REVENUES BY TECHNOLOGY

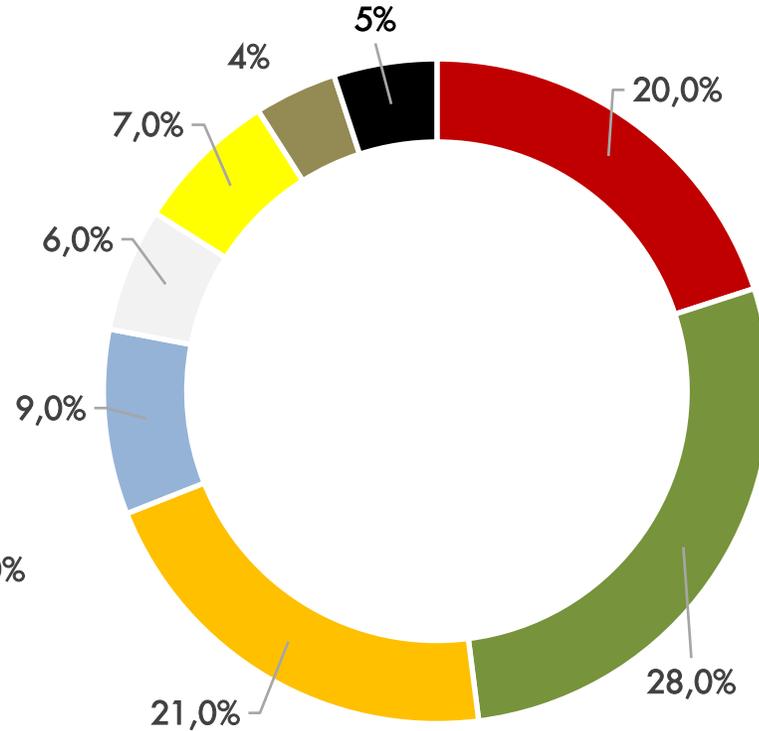


# MACHINES REVENUES BY BUSINESS

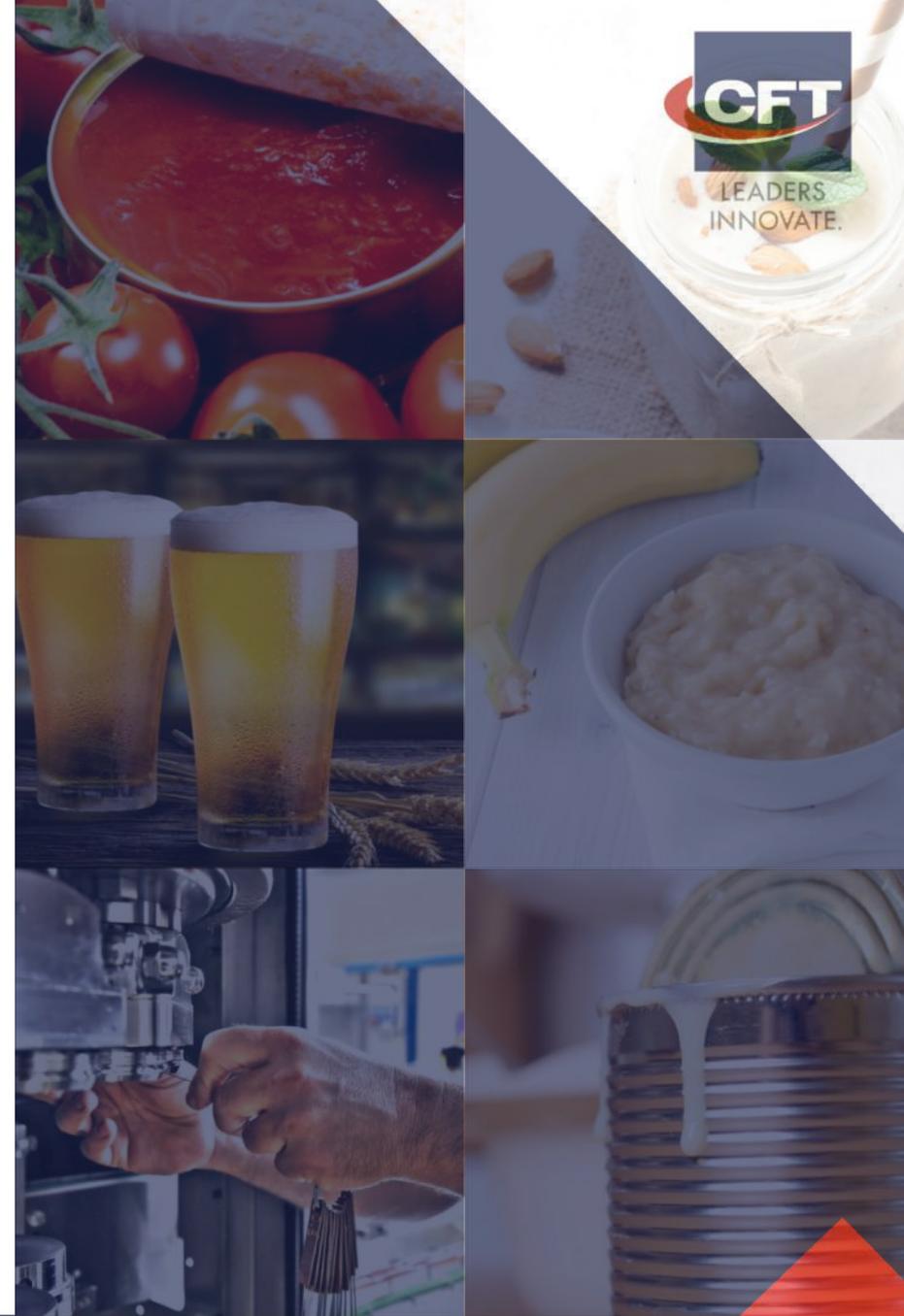
FY 2018



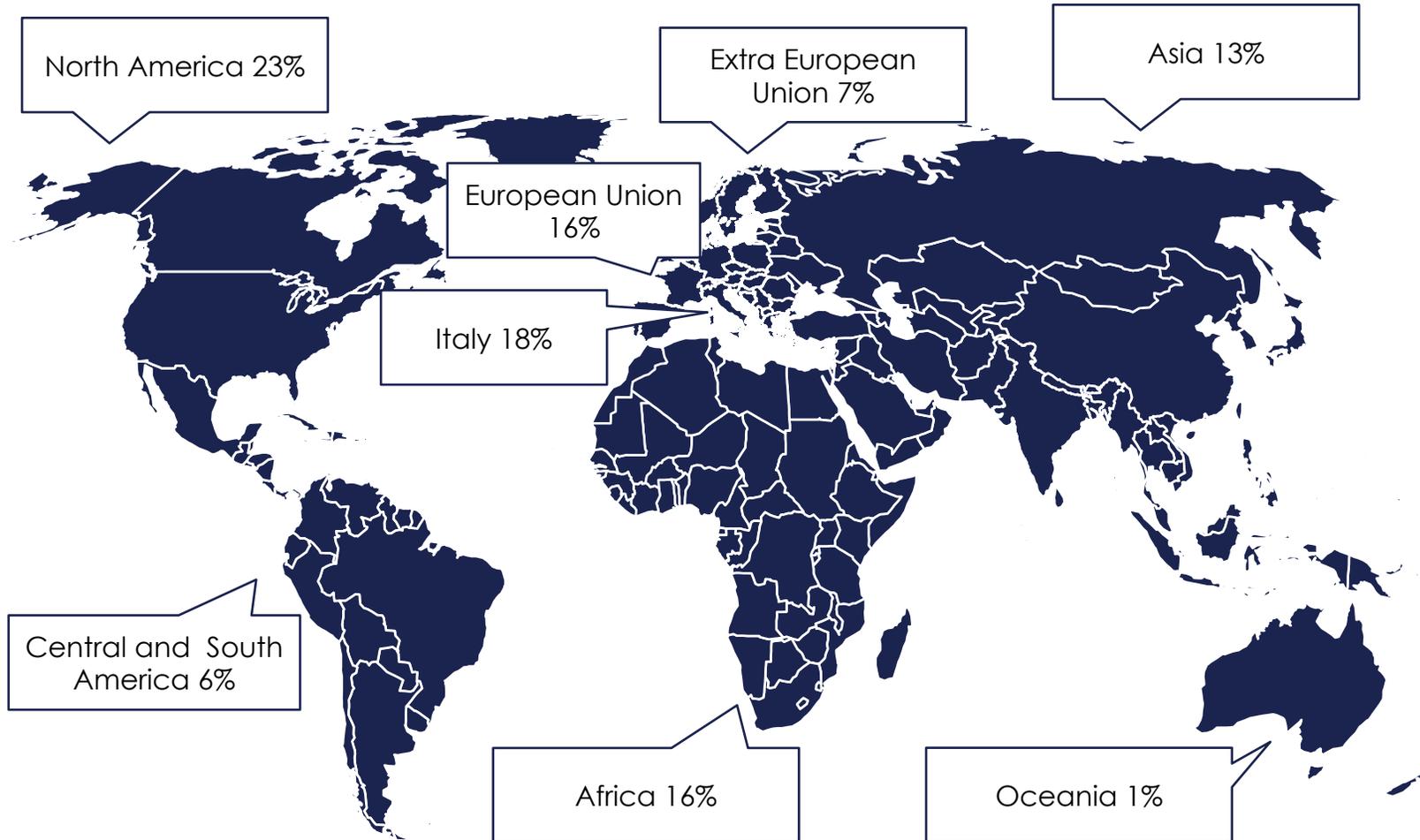
FY 2019



- Tomato
- Beer
- Dairy
- Other food
- Fruit & Vegetables
- Other Beverages
- Edible Oil
- Non Food



# 2019 MACHINES REVENUES BY AREA



# 2019 AFTER SALES REVENUES

FY 2018

FY 2019

+11%

48.6 M€



54.0 M€

+16%\*

48.6 M€



56.5 M€

\*Including SI-API for 2.5 M€

# FY 2019 Financial highlights

\*Pro-forma data as at 31 December 2018 were prepared, in order to allow a better comparison between the economic-financial data, with a view to the full consolidation of the companies acquired during 2018 as if the related business combination had taken place on 1 January 2018

17.5  
M€ EBITDA ADJ +3%

- The comparison with 2018 pro-forma EBITDA (€ 20.9 million) shows a reduction of 16 p.p.;

Ebitda difference mainly driven by:

- the contingent slowdown in the beer business;
- the operational investments to support the important development of *robotics* and *sorting technology platforms*;
- The adjustment carried out at the EBITDA level as at 31 December 2019 refers to non-recurring operating costs of € 2.4 million, mainly regarding consultancy related to 2019 M&A transactions, to non-monetary costs related to the stock incentive plan and extraordinary prototyping costs for R&D projects.

4.7  
M€ GROUP NET PROFIT

Significant increase in Group Net profit, compared to € 1 million in FY 2018.

Decrease in minorities (€ 1.2 million in FY 2019 vs 2.2 in FY 2018) due to Rolec minorities acquisition.



# FY 2019 Financial highlights

43.4  
M€ NET FINANCIAL  
POSITION

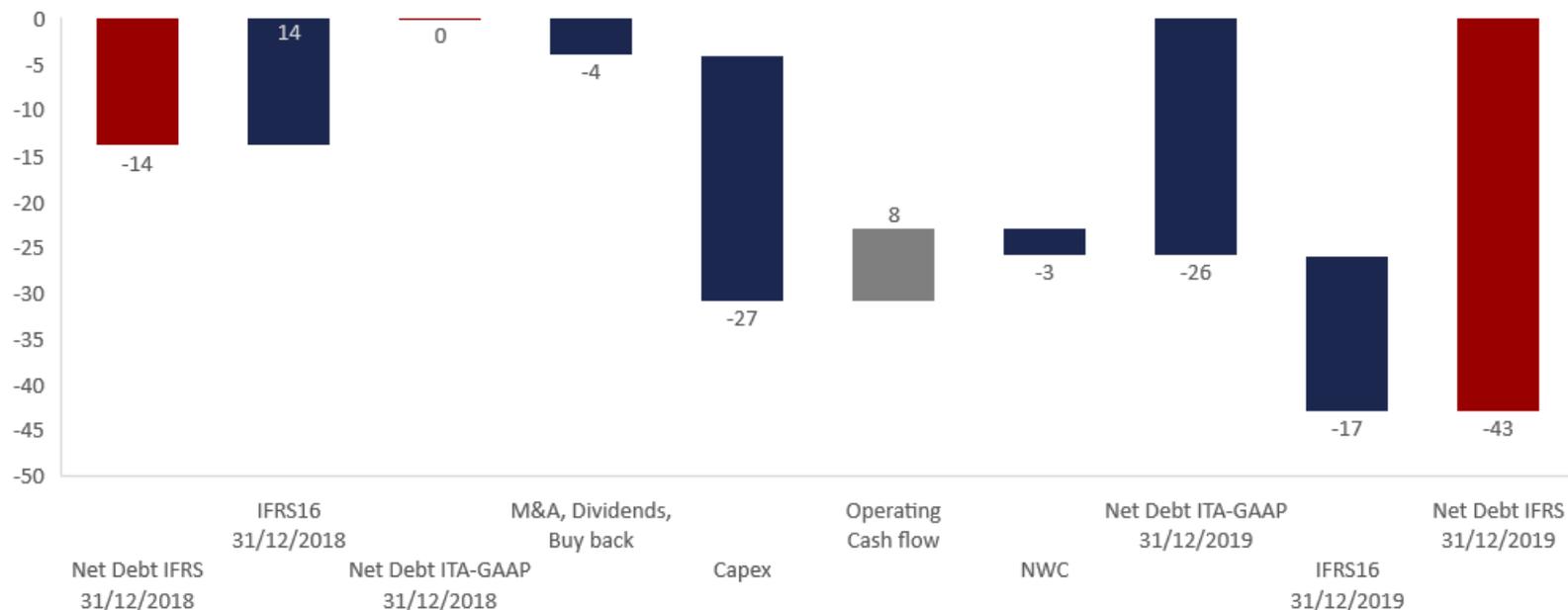
Including IFRS16 effect of € 17 million.

Increasing compared to € 14.2 million on December 31, 2018. The difference mainly concerns:

- the net positive operating cash flow generation of € 8 million;
- the negative cash effect related to working capital management for € 3 million;
- net investments in Tangible and Intangible Assets for € 26.8 million mainly for the development of the Robotics, Product Treatment and Sorting technology platforms to support the growth.
- the acquisition of Siapi Srl, of the minorities of Rolec and of treasury shares for a total amount of € 4.4 million.



# 2019 CASH FLOW STATEMENT



Net positive operating cash flow generation of € 8 million;

Net investments in Tangible and Intangible Assets for € 26.8 million mainly for the development of the Robotics, Product Treatment and Sorting technology platforms to support the growth. In particular:

- New Raytec headquarter for € 9 million;
- New PKS headquarter for € 3 million;
- Plant and equipment related to Comac (€ 3 million);
- R&D for € 4 million.
- Investments in Manufacturing and IT

Acquisition of Siapi Srl, of the minorities of Rolec and of treasury shares for a total amount of € 4.4 million.

Negative cash effect related to working capital management for € 3 million;

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➤ **Order backlog**

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# Order backlog

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➤ **Order backlog** as at  
February, 29<sup>th</sup> 2020

**113.5 M€**

➤ The total amount of orders already invoiced and order backlog as at February 29<sup>th</sup>, 2020, is **134.1 M€**, in line with the previous year.

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# 2019 Consolidated Income Statement

<i>(Thousands of Euros)</i>	For the period ended December 31,	
	2019	2018
Revenue	251,323	223,759
Other revenue	3,079	2,569
<b>Total revenue</b>	<b>254,402</b>	<b>226,328</b>
Cost of services	(68,344)	(65,842)
Cost of raw material, ancillary and goods for resale	(113,437)	(97,772)
Personnel costs	(54,566)	(44,402)
Other operating costs	(2,973)	(2,198)
Depreciation and amortization of property, plant and equipment, intangibles assets	(12,110)	(8,582)
Depreciation of financial assets	(316)	(800)
Other net provisions	(707)	1,019
<b>Operating profit</b>	<b>1,950</b>	<b>7,751</b>
Financial income	7,800	183
Financial expenses	(2,255)	(1,718)
Profit/(Loss) from investments accounted for using the equity method	(296)	80
Profit/(Loss) from foreign exchange	(351)	(1,414)
<b>Profit before tax</b>	<b>6,847</b>	<b>4,882</b>
Income taxes	(917)	(1,687)
<b>Profit for the year</b>	<b>5,930</b>	<b>3,195</b>
Profit for the year attributable to non-controlling interests	1,233	2,238
<b>Profit for the year attributable to equity holders of the Parent</b>	<b>4,697</b>	<b>957</b>

# 2019 Consolidated statement of financial position

<i>(Thousands of Euros)</i>	<b>As at Dec. 31, 2019</b>	<b>As at Dec. 31, 2018</b>
<b>ASSETS</b>		
<b>Non-current assets:</b>		
Right of use assets	16,675	13,490
Property, plant and equipment	37,362	20,639
Intangible assets	50,659	44,609
Investments accounted for using the equity method	233	426
Deferred tax assets	5,141	4,117
Non-current financial assets	1,893	1,791
Other non-current assets	-	-
<b>Total non-current assets</b>	<b>111,962</b>	<b>85,072</b>
<b>Current assets:</b>		
Inventory	92,709	88,039
Derivative financial instruments	-	97
Trade and other receivables	56,104	61,737
Income tax receivables	5,321	2,834
Cash and cash equivalents	36,027	41,798
Other current assets	9,995	11,085
<b>Total current assets</b>	<b>200,156</b>	<b>205,590</b>
<b>TOTAL ASSETS</b>	<b>312,118</b>	<b>290,662</b>

<i>(Thousands of Euros)</i>	<b>As at Dec. 31, 2019</b>	<b>As at Dec. 31, 2018</b>
<b>EQUITY</b>		
Share Capital	10,000	98,300
Statutory reserve	151	71
Share premium reserve	-	(8,300)
Other reserves	35,642	(47,311)
Retained earnings	6,119	2,952
<b>Equity attributable to equity holders of the Parent</b>	<b>51,912</b>	<b>45,712</b>
Non-controlling interests	21,763	22,026
<b>TOTAL EQUITY</b>	<b>73,675</b>	<b>67,738</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities:</b>		
Non-current bank borrowings	59,306	40,236
Non-current lease liabilities	12,839	10,151
Non-current put option liabilities	22,646	28,603
Employee defined benefit payables	4,538	4,799
Non-current trade payables	906	1,151
Provisions for risks and charges	2,839	1,375
Other non-current liabilities	4,113	1,548
<b>Total non-current liabilities</b>	<b>107,187</b>	<b>87,863</b>
<b>Current liabilities:</b>		
Current bank borrowings	2,129	489
Current lease liabilities	3,874	3,512
Current put option liabilities	-	2,848
Income tax payables	78	-
Derivative financial instruments	106	120
Current trade payables	70,599	75,966
Other current liabilities	54,470	52,126
<b>Total current liabilities</b>	<b>131,257</b>	<b>135,061</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>312,118</b>	<b>290,662</b>

# 2019 Consolidated statement of cash flows

(Thousands of Euros)	For the period ended Dec.31	
	2019	2018
<b>Profit before tax</b>	<b>6,847</b>	<b>4,882</b>
<i>Adjustments:</i>		
Depreciation and amortization of property, plant and equipment, intangibles assets	12,110	8,582
Depreciation of financial assets and other net provisions	1,023	(219)
Profit/(Loss) from investments accounted for using the equity method	296	(80)
Net financial expenses and Profit/(Loss) on foreign exchange	(5,194)	2,949
Other non-monetary movements	(3,411)	247
<b>Cash flow from operating activities before changes in net working capital</b>	<b>11,671</b>	<b>16,361</b>
<i>Changes in net working capital:</i>		
- Inventory	(1,623)	(4,212)
- Trade Receivables	7,714	(1,493)
- Trade payables	(8,790)	4,261
- Other changes in net working capital	(278)	(10,486)
<b>Net cash flow from changes in net working capital</b>	<b>(2,977)</b>	<b>(11,930)</b>
Income tax paid	1,902	(3,614)
Employee defined benefit payables and provisions for risks and charges	(191)	853
<b>Net cash flow provided by/(used in) operating activities</b>	<b>10,406</b>	<b>530</b>

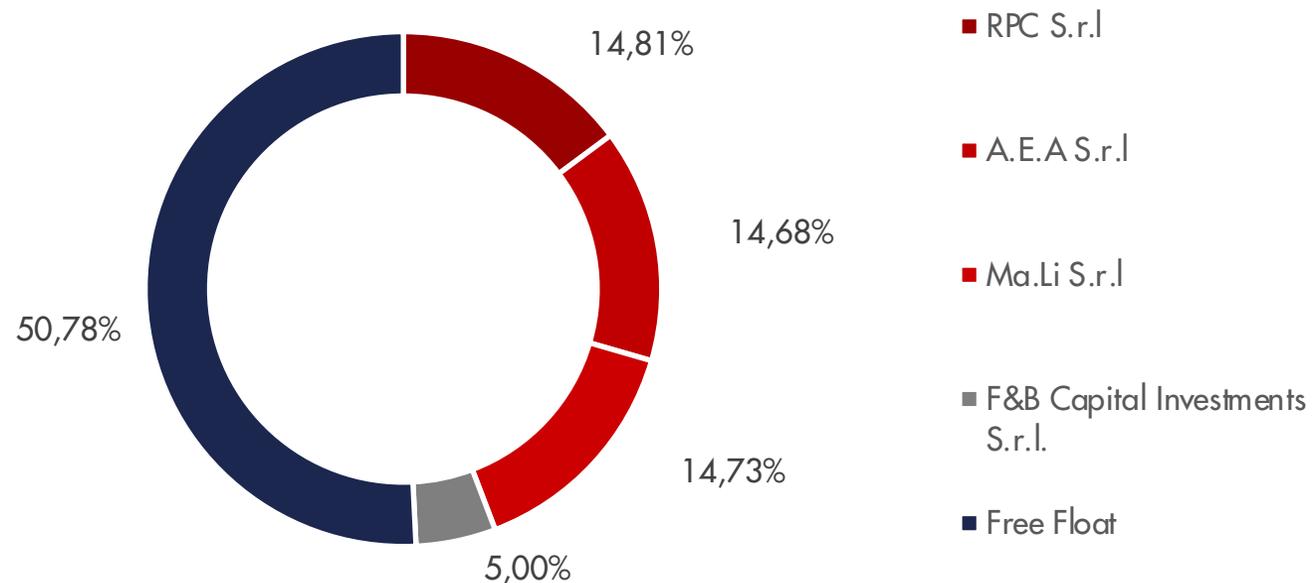
(Thousands of Euros)	For the period ended Dec 31	
	2019	2018
<b>Net cash flow provided by/(used in) operating activities</b>	<b>10,406</b>	<b>530</b>
<i>Net cash flow provided by/(used in) financing activities:</i>		
Investments in:		
-Intangible and tangible assets	(26,803)	(12,898)
-Right of use	(3,185)	(2,383)
-Equity investments	(213)	(284)
Changes in current and non-current financial assets	(26)	-
Deferred price for shareholdings investments	-	(100)
Net assets acquired	(839)	(19,338)
<b>Net cash flow provided by/(used in) investing activities</b>	<b>(31,066)</b>	<b>(35,003)</b>
<i>Net cash flow provided by/(used in) financing activities:</i>		
Current bank borrowings	-	(18,943)
Non-current bank borrowings	20,000	6,206
Shareholders' loan	-	1,548
Changes of bank liabilities	(1,358)	
Changes of lease liabilities	(34)	(2,579)
Change in Put liabilities	(1,400)	
Net financial expenses paid	(1,719)	(2,479)
Dividends paid	(174)	(150)
Treasury Shares	(425)	
IPO Costs and Mergers costs	-	76,782
Other	0	13
<b>Net cash flow provided by/(used in) financing activities</b>	<b>14,890</b>	<b>60,398</b>
<b>Total cash flow provided/(used) in the year</b>	<b>(5,771)</b>	<b>25,925</b>
Cash and cash equivalents at the beginning of the period	41,798	15,873
Cash and cash equivalents at the end of the period	36,027	41,798

# 2019 EBITDA RECONCILIATION

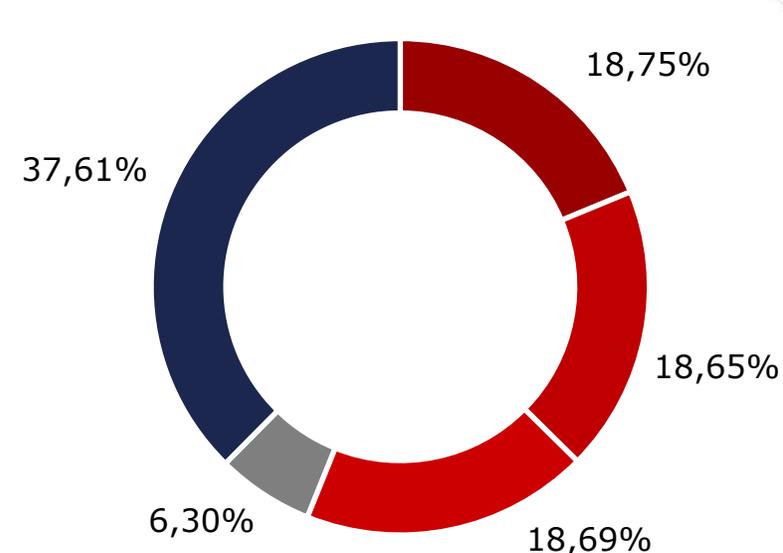
	<b>As at December 31</b>	
<i>(Thousands of Euros)</i>	<b>2019</b>	<b>2018</b>
Profit for the year	5,930	3,195
Income Taxes	917	1,687
Profit/(Loss) from foreign exchange	351	1,414
Profit/(Loss) from investments accounted for using the equity method	296	(80)
Financial Expenses	2,255	1,718
Financial Income	(7,800)	(183)
Depreciation of financial assets	316	800
Other net provisions	707	(1,019)
Depreciation and amortization of property, plant and equipment, intangibles assets	12,110	8,582
Other non-monetary movements	324	134
Other costs for equity investments	211	768
Non-recurrent income or expenses	1,900	-
<b>EBITDA</b>	<b>17,518</b>	<b>17,016</b>

# SHAREHOLDING STRUCTURE

Share capital(\*)



Voting rights



Note: Updated as per March 25<sup>th</sup>, 2020  
 (\*) % on the share capital with voting rights

**The share capital is equal to € 10.000.000 divided into 16.026.357 ordinary shares listed for trading on the MTF AIM Italia, 133.334 type B shares without voting right and 3.000.000 multiple voting shares, all without indication of nominal value. In addition, there are n. 4.739.577 Warrants outstanding.**

**As of 25th March 2020, the company has 992.665 treasury shares for which the voting right is suspended.**

**Based on the information available to CFT, there are no other shareholders other than those indicated above with an interest of more than 5% of the share capital with voting right.**

THANK YOU



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