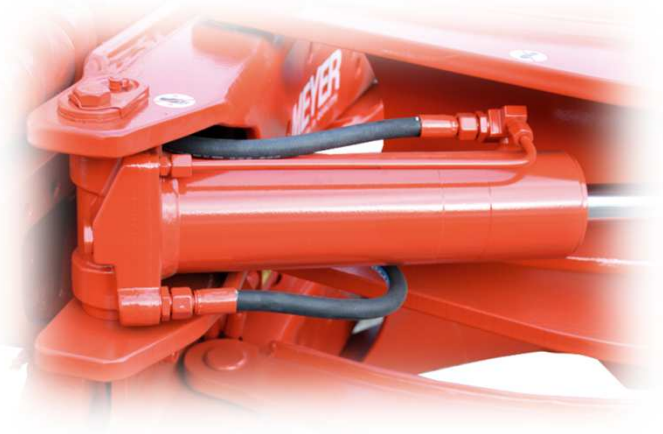
BOLZONI

Star conference Milan 2013

March 26th and 27th

The intelligent move

Company Overview



Bolzoni at a glance

Intelligent paper roll clamp

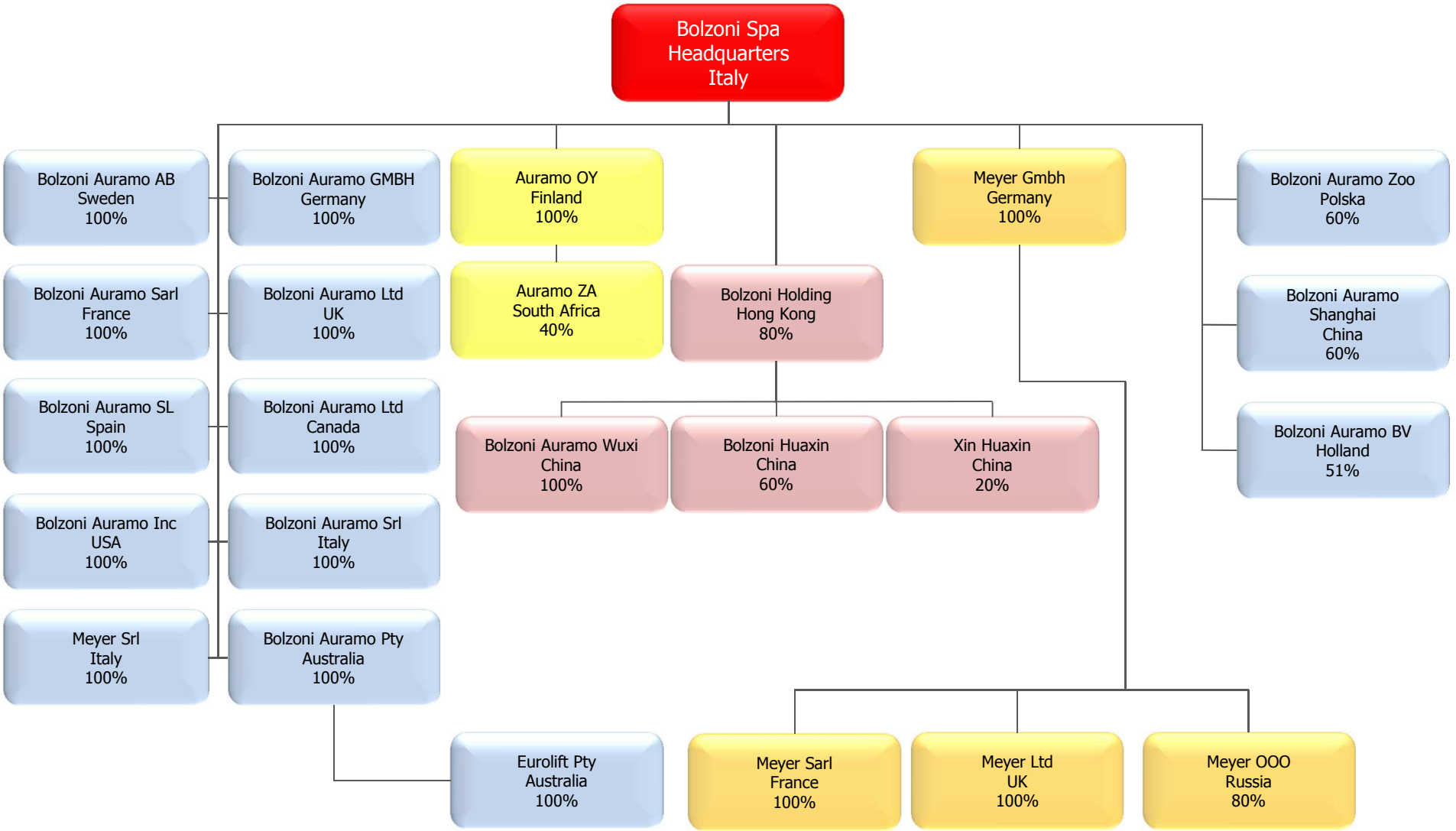
Bale clamp

Multipallets handler

Clamp for white goods

- ✓ Bolzoni holds the leading position in Europe and is the second largest worldwide manufacturer for lift truck attachments utilized for handling materials and products in beverage, white goods, paper and waste sectors
- ✓ Bolzoni has a worldwide presence and operates under the brands «Bolzoni » « Auramo» «Meyer» and «Bolzoni -Huaxin»
- ✓ The Group employs about 750 persons
- ✓ Founded in 1945 in Piacenza (Italy)
- ✓ Listed in the STAR SEGMENT of Italian Stock Exchange since June 2006
- ✓ Bolzoni has also consolidated its leadership through acquisitions: from the Spanish company Elman to the Finnish company Auramo, from the German company Meyer to the U.S. company Brudi, right up to the investment in the Chinese company Huaxin

Group structure



Net sales – Product lines breakdown

STRATEGIC BUSINESS UNIT

Material Handling Components

PRODUCTS

Lift Truck Attachments

€ 99,7 M
(83,8%)

Lift Tables

€ 7,2 M
(6,0%)

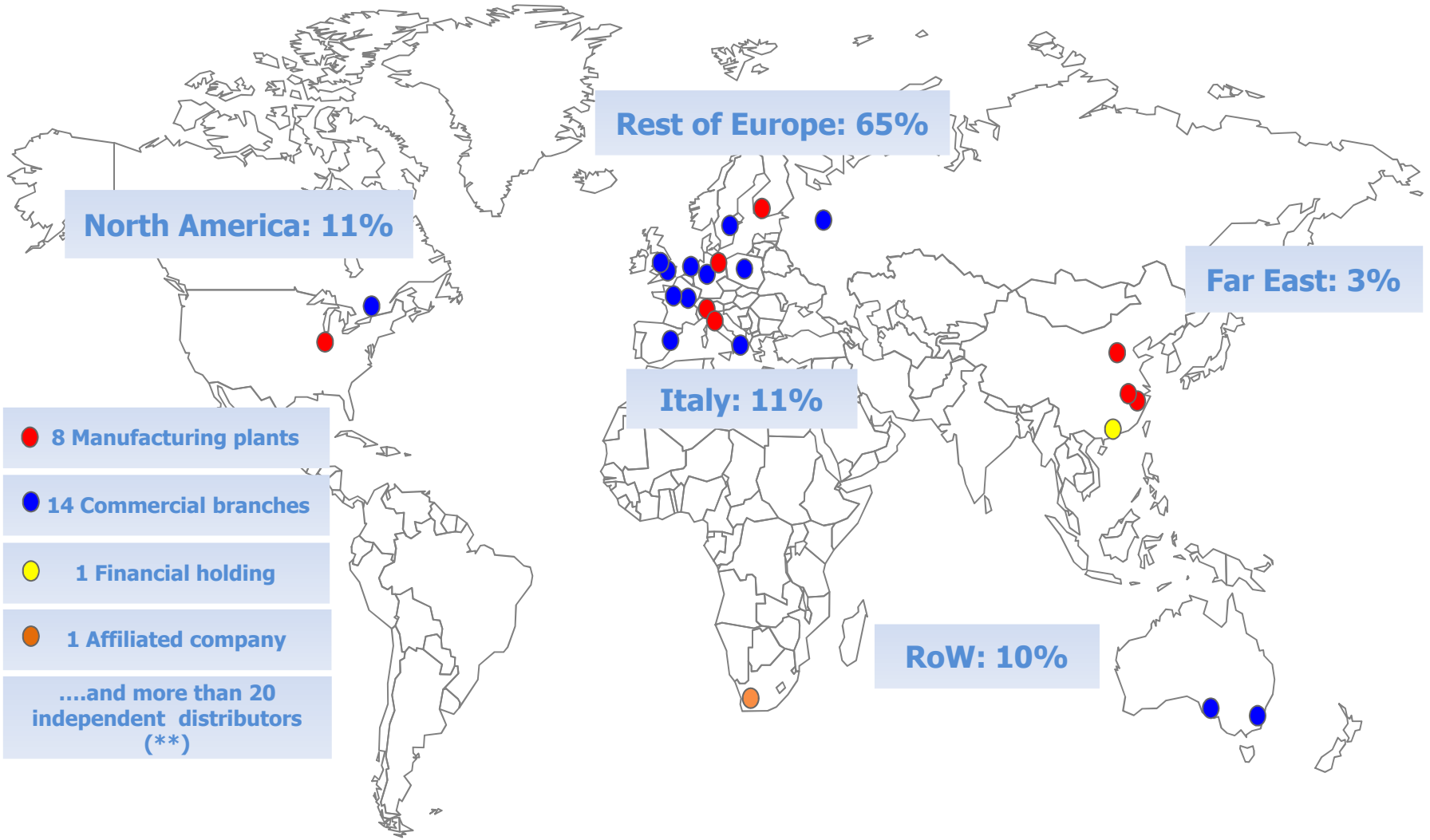
Forks

€ 5,5 M
(4,6%)

2012 Net Sales
€ 119,1 M (*)
(%)

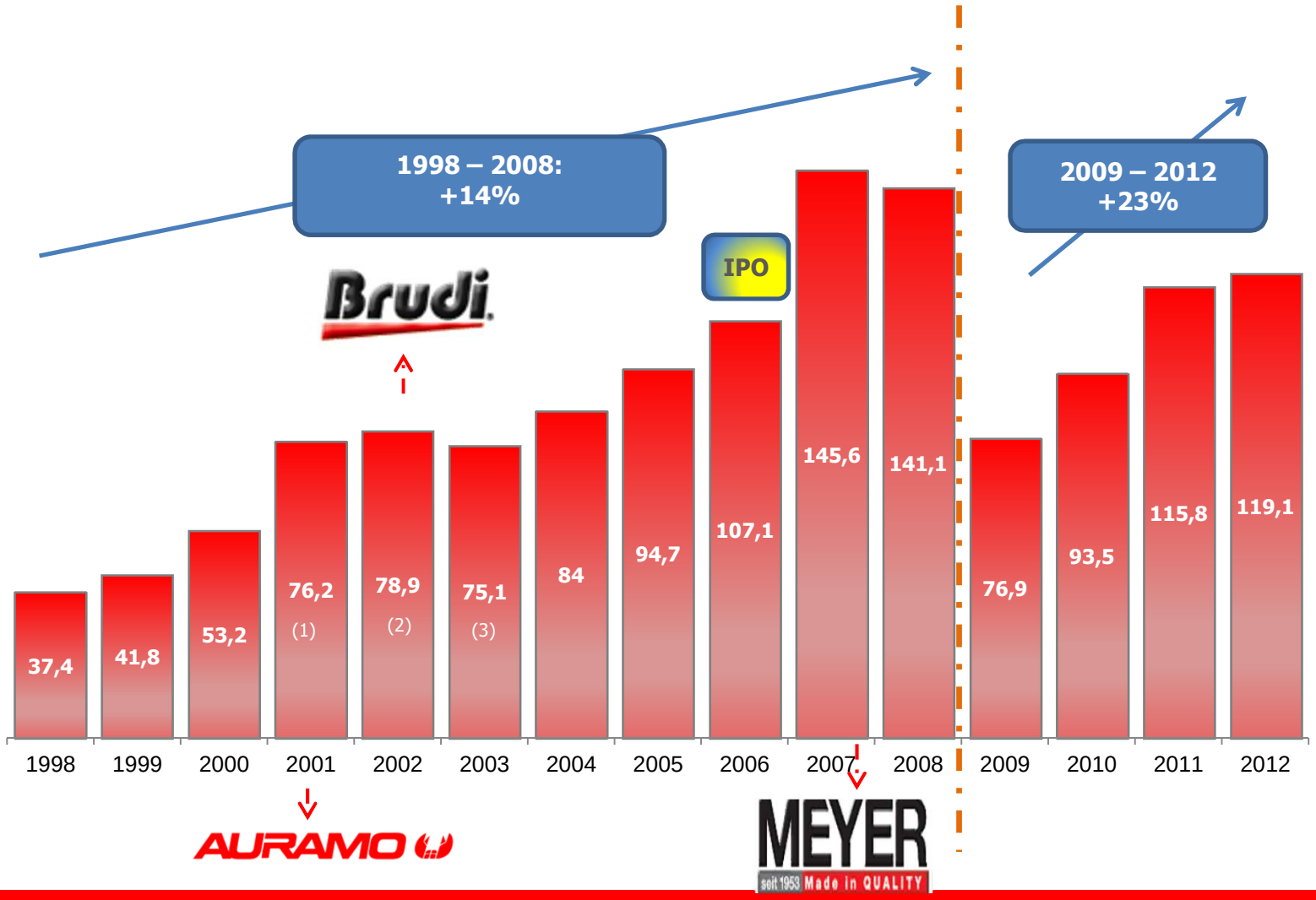
(*) Includes € 6,7 m (5,6%) of Other Revenues (Rental business and Customer care)

Net Sales – Geographic Area breakdown



(*): net sales at 31 December 2012
(**) Data source: Bolzoni - Marketing Dept.

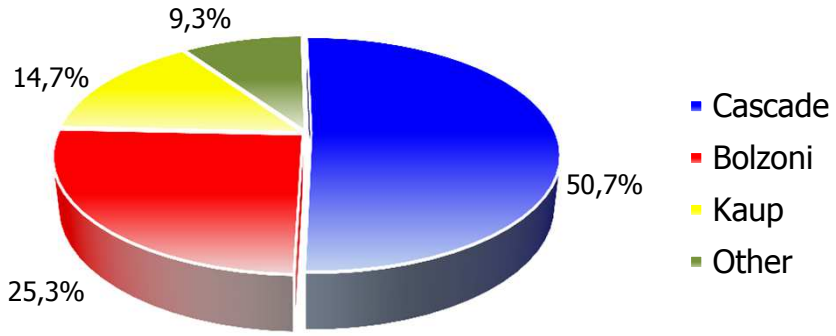
Net sales trend – CAGR



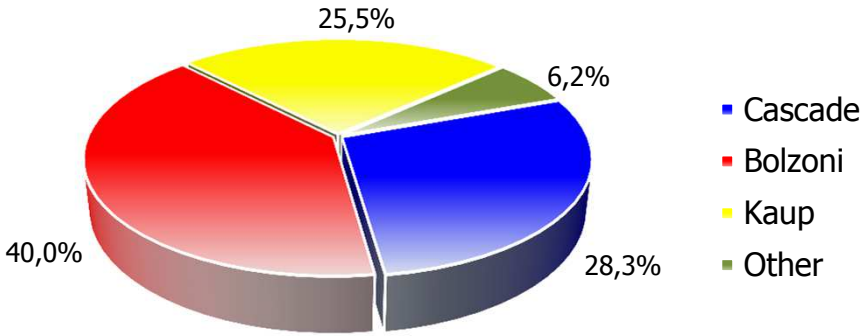
(1) Includes (for 10 months) the acquisition of the Finnish company Auramo OY, a leading manufacturer of Lift Truck attachments (pulp & paper clamps)
(2) Includes acquisition of Brudi
(3) Sale of masts activity

Bolzoni positioning in the reference market

Market share Worldwide



Market share Europe



- ✓ **Bolzoni has consolidated relationships with OEMs:**

Company	Years with Bolzoni
Linde	>15
Nacco M.H. S.p.A.	>15
Jungheinrich AG / GmbH	>15
Toyota Ind. Equipment	14
Nacco M.H. USA	13
OM Carrelli Elevatori	13
Mitsubishi	11

- ✓ **Bolzoni distributes its products through a network of more than 3,000 lift truck dealers worldwide**

Data source: Bain&Co (2006)

Year 2012: KION SUPPLIER OF THE YEAR award

KION GROUP:

- ✓ **Turnover : 4,7 billion Euro in 2012**
- ✓ **European leading provider of forklifts, warehouse equipment and other industrial trucks**
- ✓ **The second largest worldwide provider of forklifts, warehouse equipment and other industrial trucks .**
- ✓ **With the brands Linde, STILL, Fenwick, OM, Baoli and Voltas, Kion is present in more than 100 countries.**
- ✓ **Number of employee: about 21.000 people in 2012**
- ✓ **Supplier: 3.500 suppliers worldwide**

Year 2012: KION SUPPLIER OF THE YEAR award

Reasons for Nomination

- Bolzoni has shown very strong willingness to improve in all aspects, thus becoming an **active partner in our KIPS** (**K**ion **G**roup **I**mprovement **P**rocess with **S**uppliers) **program from day one**.

- Very **strong lean mindset, strong focus on internal cost reduction and improvement of quality and delivery service** leading to extended long-term agreements between KION and Bolzoni.

- Understanding that joint improvement is not finished when the contract is signed but needs to continue – **exemplary attitude among KION suppliers.**

Toyota Industries Corp agrees to buy 100% of Cascade

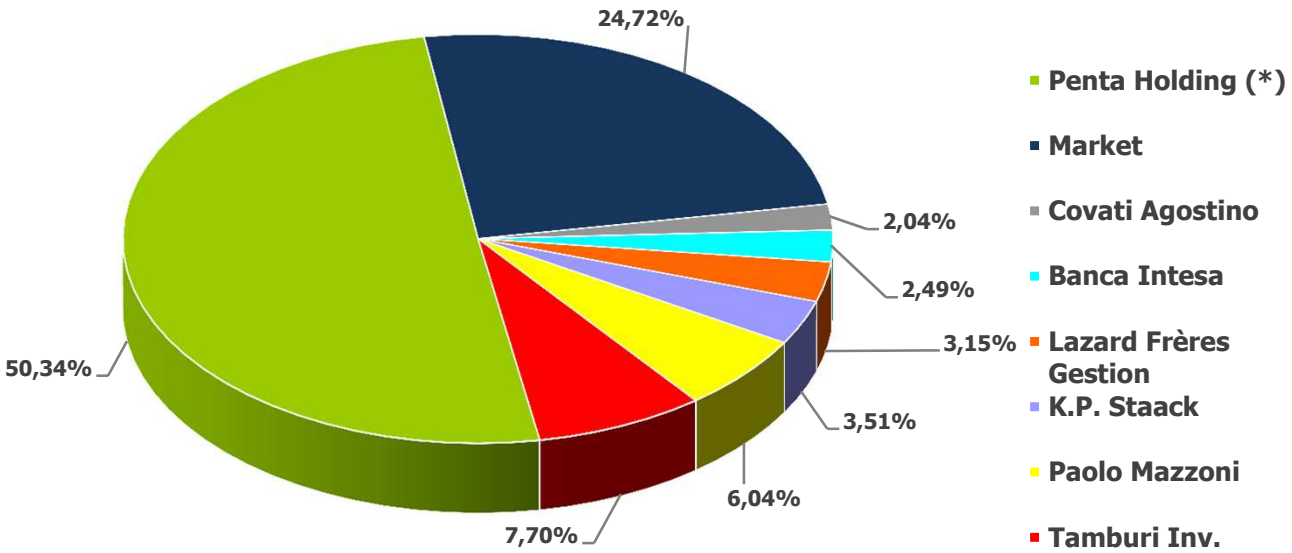
-22nd October 2012: TICO and Cascade have entered a definitive agreement under which TICO would acquire Cascade for USD759 million.

-TICO plans to purchase 100% of the shares of Cascade for USD65 each.

-Robert C Warren Jr, Cascade president and CEO, says, "Our company has concluded that the offer being made by Toyota Industries Corp, one of the world's most admired companies, represents an ideal combination of attractive return to our shareholders, continuing service to our customers and stability and opportunity for our employees."

Reaction of the market on Bolzoni shares

Shareholders structure



Market segment: STAR MTA

Reuters Code: BLZ IM

Bloomberg Code: BLZ IM

Number of share: 25.993.915

Price per share (@ 21 March 2013): 2,578

Specialist: Banca IMI

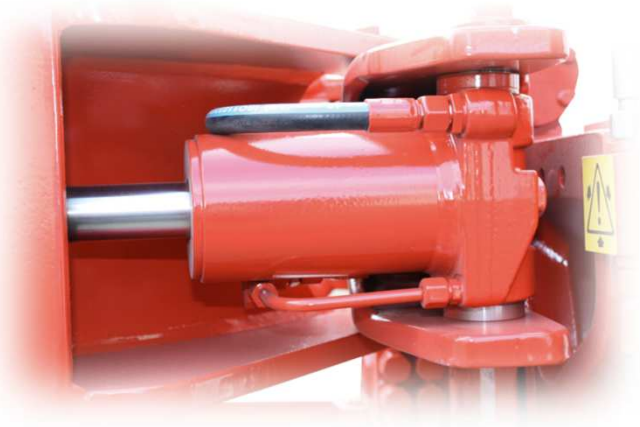
Auditing company: Deloitte & Touche

Market cap (@ 21 March 2013): € 67,0 M

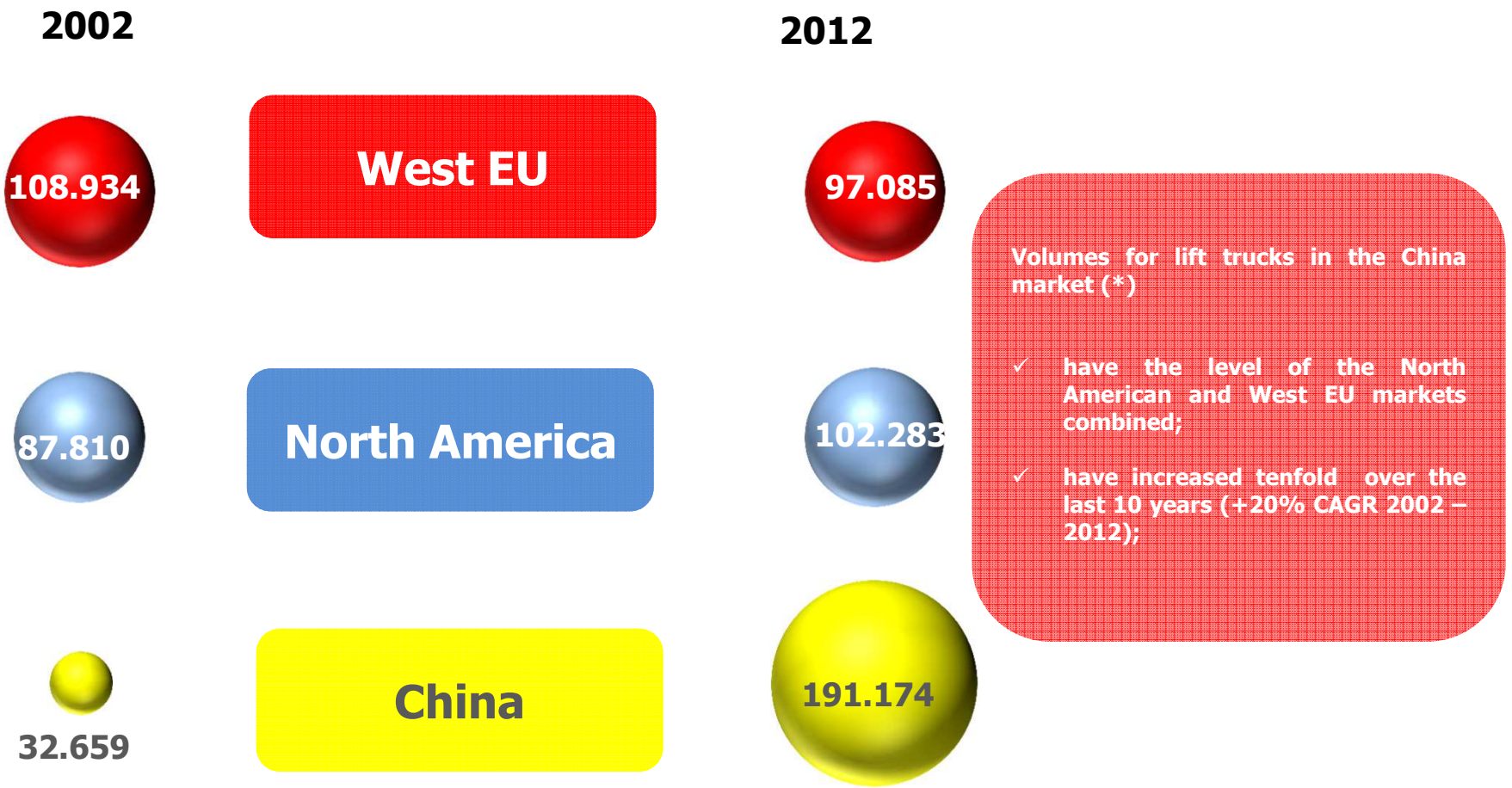
% var. from 1 Jan 2013: + 24,9%

(*) Shareholders are: Emilio Bolzoni, Franco Bolzoni, PierLuigi Magnelli, Luigi Pisani, Roberto Scotti

Project China



Lift trucks market – volumes 2002 vs 2012



Volumes for lift trucks in the China market (*)

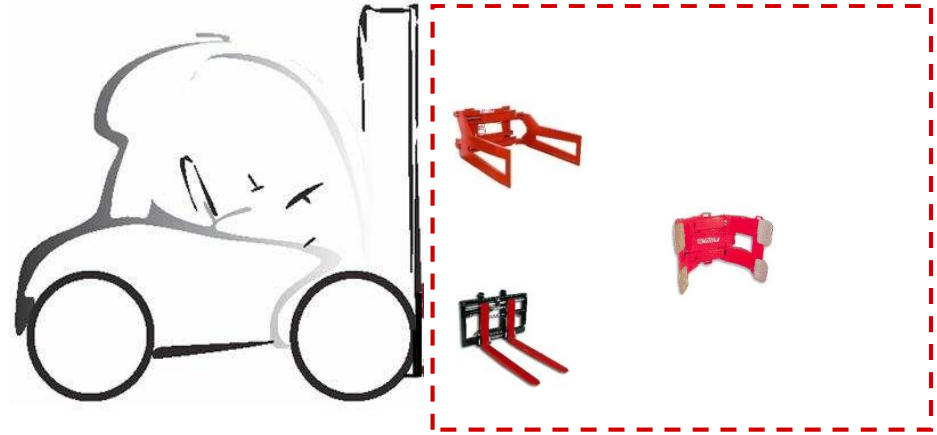
- ✓ have the level of the North American and West EU markets combined;
- ✓ have increased tenfold over the last 10 years (+20% CAGR 2002 – 2012);

(*) Data source: Bolzoni - Marketing Dept.

Rate of Adoption – West Europe vs China

West Europe

China



Attachments – Value for lift truck in Euro

Euro 2.130

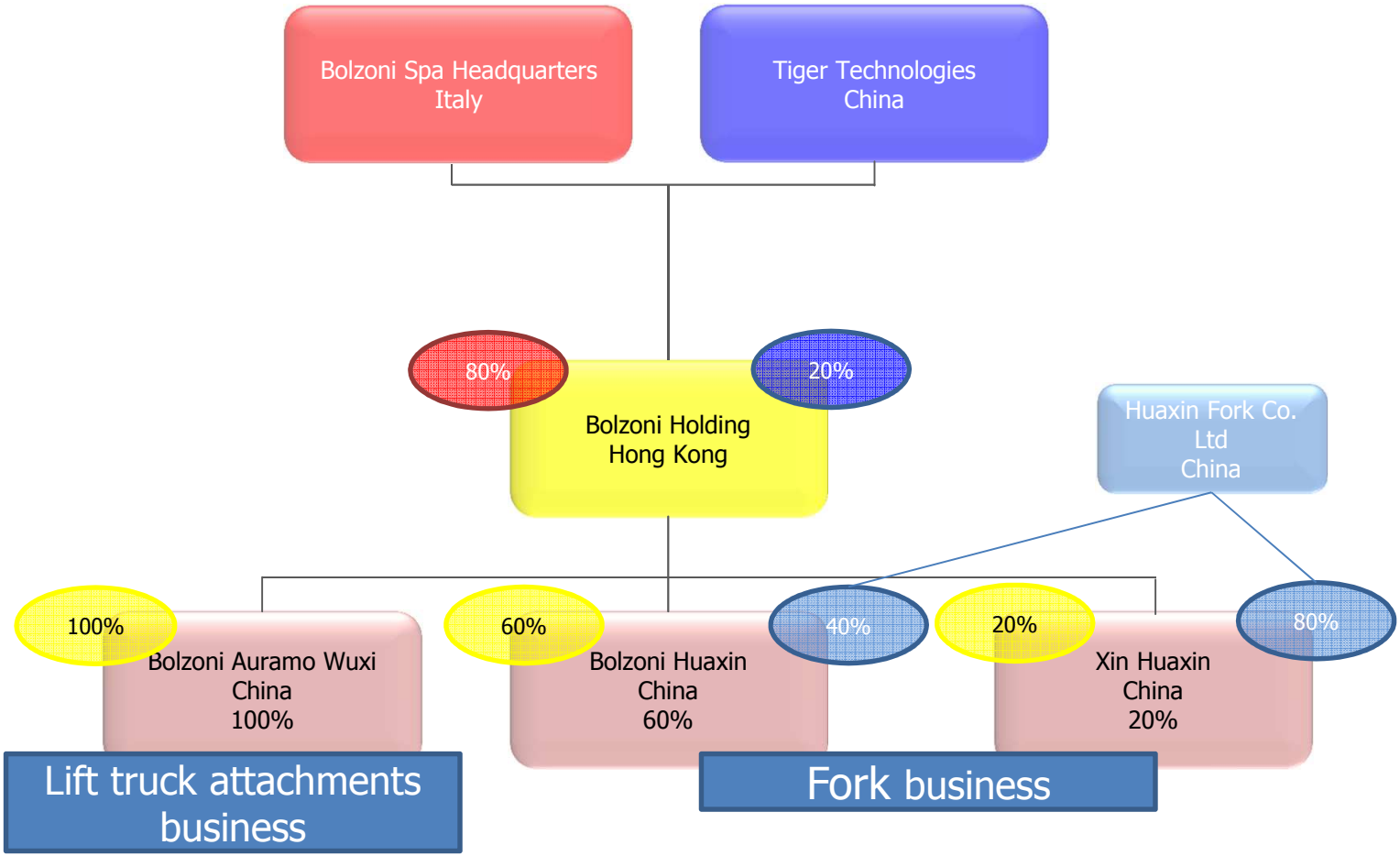
x 7,7

Euro 276

- ✓ In China each lift truck is equipped with attachments for the amount of € 276 compared to average € 2.130 of a European lift truck; so, in future, the potential rate of adoption in the attachment market could almost be 8 times the present
- ✓ The expected growth rates for the China attachment market are 20% YoY (*)

(*) Data source: Bolzoni - Marketing Dept.

Group structure in China



Lift truck forks plant

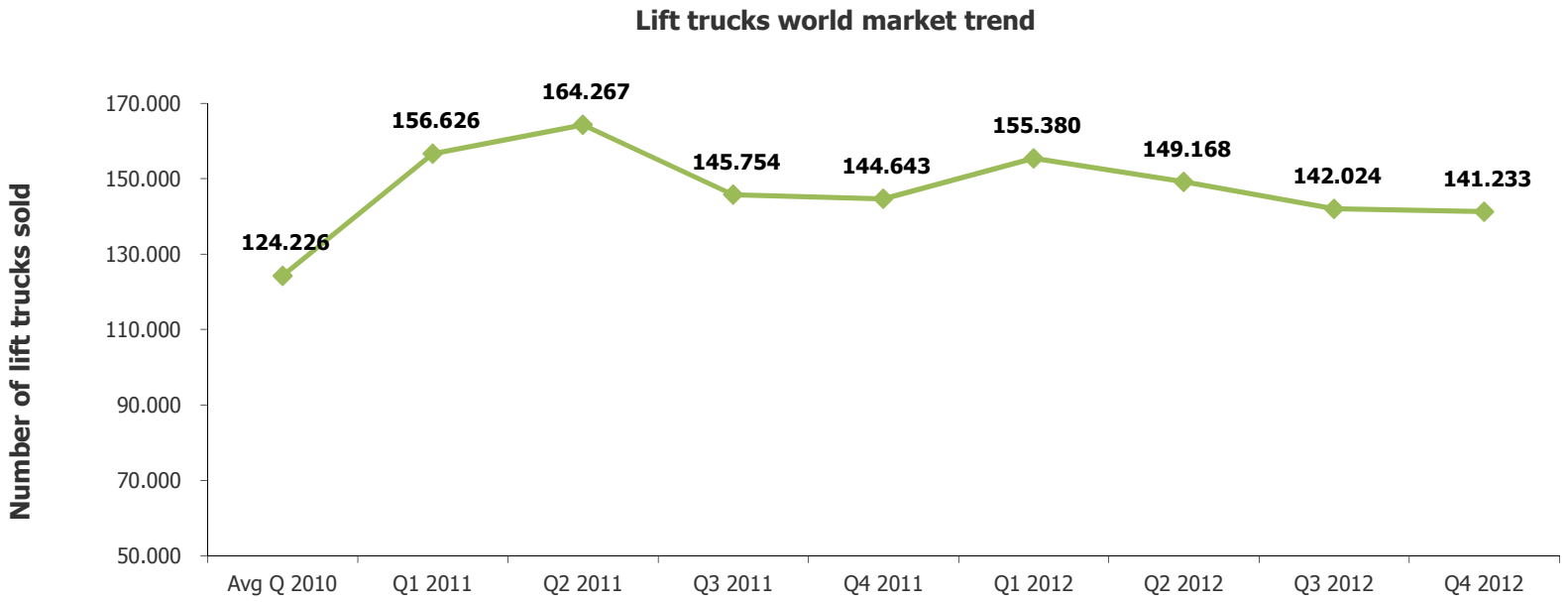
- ✓ Plant based in Longhua Town (Jing County, Hebei), 250 km south west from Beijing
- ✓ Start-up: June 2012
- ✓ Land size: 45.000 sq.m.
- ✓ Building size: 16.300 sq.m.
- ✓ Production capacity: 150.000 pcs per year in Y2015, up to 500.000 pcs per year following plant modification
- ✓ Employees at 3rd year: approx 120 people
- ✓ Features: low costs, industrial district skilled in fork manufacturing, steel factories in the area, facilitated taxation in the first years of activity
- ✓ Total investment: € 3,8 M Euros, of which € 1,8 M paid by Bolzoni

Lift truck attachments plant

- ✓ Plant based in Wuxi, 160 km from Shanghai port
- ✓ Start-up: beginning of 2013
- ✓ Land size: 45.200 sq.m.
- ✓ Building size: 15.000 sq.m.
- ✓ Production capacity: € 20 M
- ✓ Actual employees: 50 full-time workers which will become 150 when the plant will be fully operative
- ✓ Features: lower costs respect to suburban area of Shanghai, good availability of technicians, favourable logistics, presence of suppliers in the area, facilitated taxation in the first years of activity
- ✓ Total investment: € 8,5 M, of which € 6,8 M paid by Bolzoni

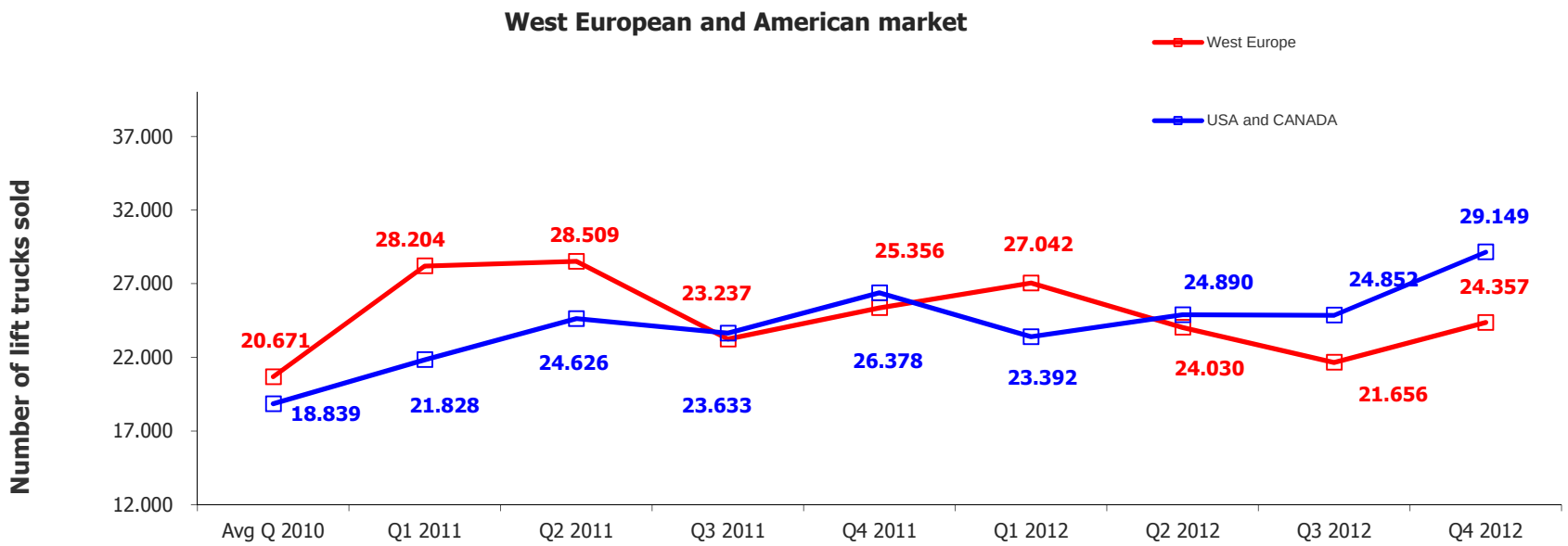
Financials 2012

World market trend



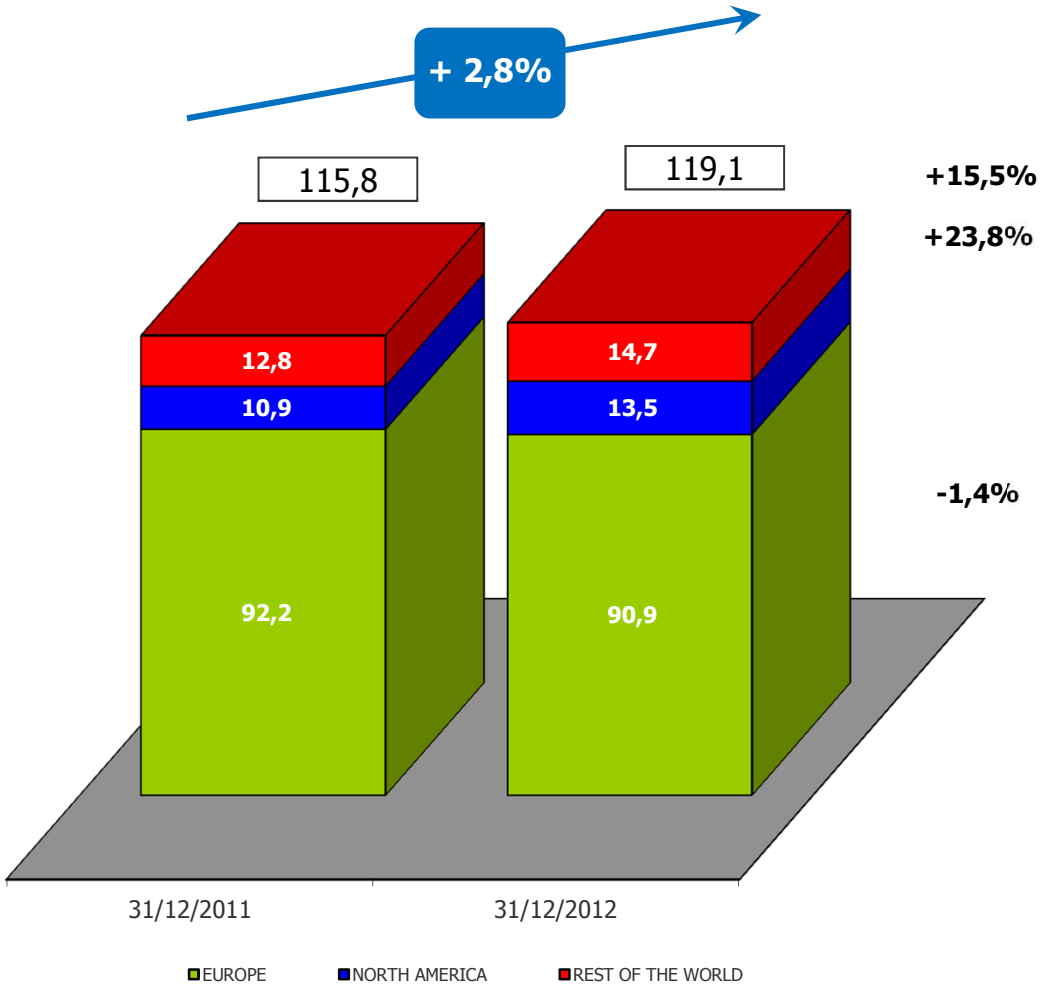
	Avg Q 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Year 2012 vs Year 2011
West Europe	20.671	28.204	28.509	23.237	25.356	27.042	24.030	21.656	24.357	-7,8%
USA and CANADA	18.839	21.828	24.626	23.633	26.378	23.392	24.890	24.852	29.149	6,0%
Asia	67.644	82.458	85.605	75.498	70.130	82.501	78.862	71.280	65.013	-5,1%
Rest of the world	17.073	24.136	25.527	23.386	22.779	22.445	21.386	24.236	22.714	-5,3%
World	**124.226**	**156.626**	**164.267**	**145.754**	**144.643**	**155.380**	**149.168**	**142.024**	**141.233**	**-3,8%**

World market trend



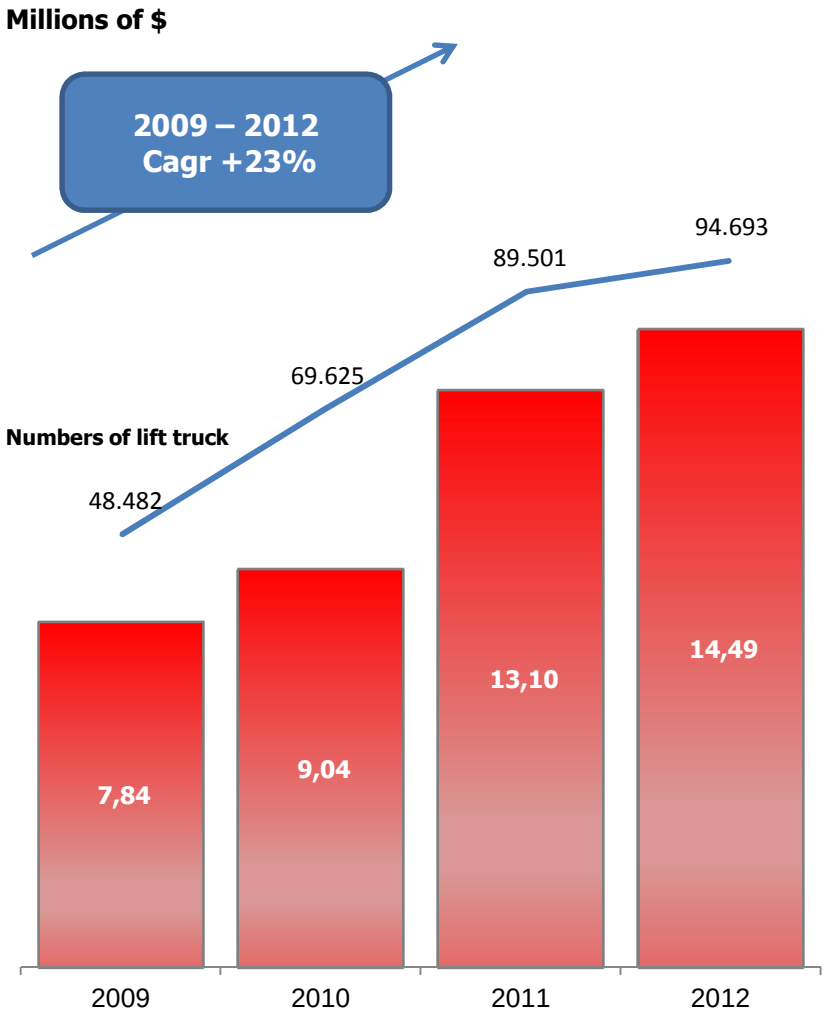
	Avg Q 2010	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Year 2012 vs Year 2011
West Europe	20.671	28.204	28.509	23.237	25.356	27.042	24.030	21.656	24.357	-7,8%
USA and CANADA	18.839	21.828	24.626	23.633	26.378	23.392	24.890	24.852	29.149	6,0%
Asia	67.644	82.458	85.605	75.498	70.130	82.501	78.862	71.280	65.013	-5,1%
Rest of the world	17.073	24.136	25.527	23.386	22.779	22.445	21.386	24.236	22.714	-5,3%
World	**124.226**	**156.626**	**164.267**	**145.754**	**144.643**	**155.380**	**149.168**	**142.024**	**141.233**	**-3,8%**

Net sales breakdown: 31.12.2012 vs 31.12.2011



Fork clamps

TURNOVER BBA INC USA – CAGR



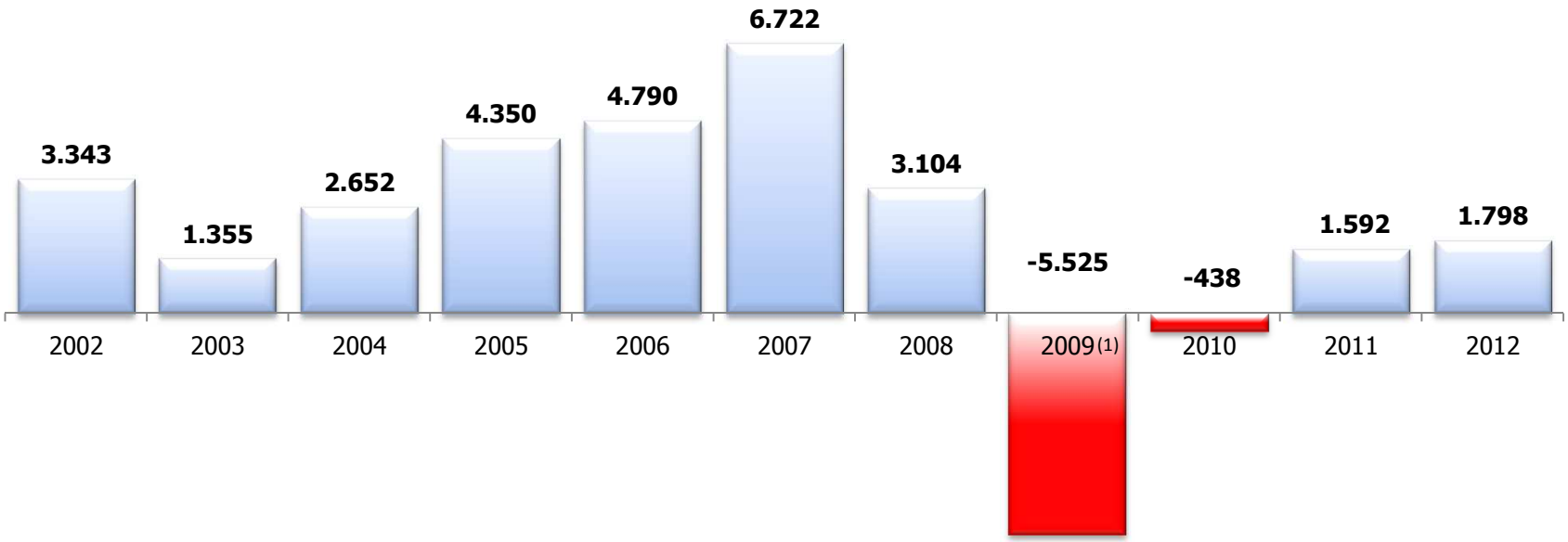
Push Pull

Main performance indicators

Thousands of Euro	31.12.2011	31.12.2012	% Var. 2012 vs 2011
TURNOVER	115.834	119.088	**2,8%**
EBITDA	9.119	9.456	**3,7%**
EBITDA margin %	*7,9%*	*7,9%*	
EBIT	3.666	3.993	**8,9%**
EBIT margin %	*3,2%*	*3,4%*	
RESULT BEFORE TAXES	2.909	2.465	**-15,3%**
margin %	*2,5%*	*2,1%*	
GROUP RESULT AFTER TAXES	**1.637**	**1.737**	**6,1%**
margin %	***1,4%***	***1,5%***	

- ✓ **Turnover increase: + 2,8% YOY**
- ✓ **EBITDA :+3,7% YOY, despite the fact that there are € 458 K of ordinary cost for relocation and start-up in China, € 205 K for IAS 19 effect on Bolzoni SpA, (discount rate passes from 4,0% to 2,7%)**
- ✓ **EBIT improves by 8,9% YOY**
- ✓ **Net result YOY passed from a profit of € 1.637 K to a profit of € 1.737K, thanks to the Ires deductibility on Irap income tax recorded in the 4Q 2012 for an amount of € 412 K.**

NET RESULTS FROM 2002 TO 2012



- ✓ **The proposed DIVIDEND 2012 amounts to € 1,3 M**
- ✓ **PAY OUT RATIO: 75% on the group net result**
- ✓ **The proposed dividend per share is € 0,05, +25% vs last year.**

(1) Without one off cost

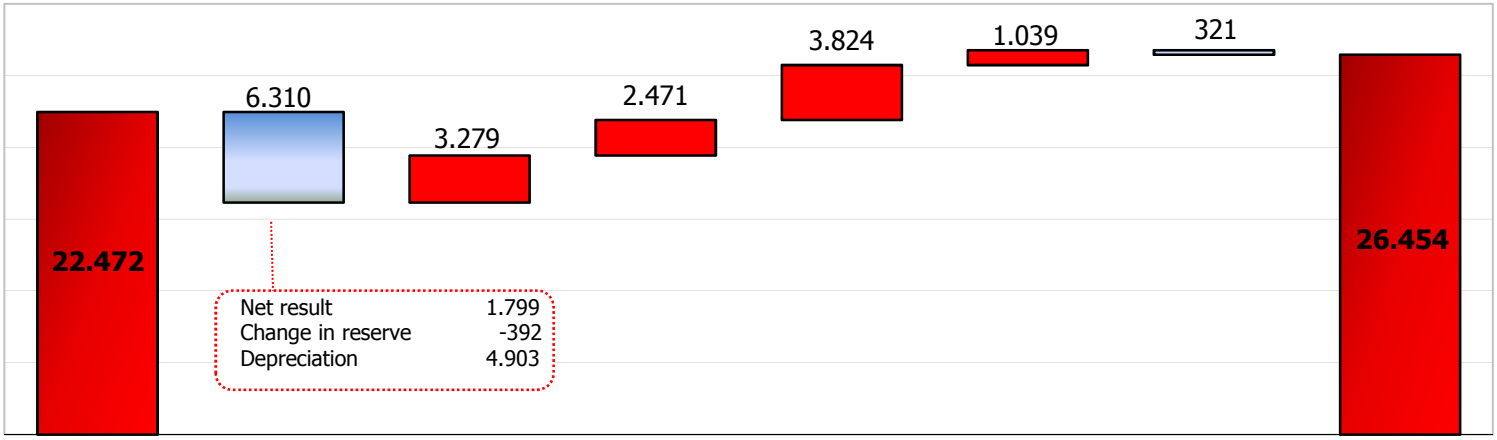
Net financial position

Thousands of Euro	
OPENING NET FINANCIAL POSITION	**(22.472)**
Net result	**1.799**
Change in reserves	**(392)**
Depreciation	**4.903**
Change in net working capital	**(3.279)**
- Inventories	*15*
- China new plants- inventories	*(1.779)*
- Trade receivables	*56*
- Trade payables	*(1.241)*
- Others	*(330)*
Net capital expenditure	**(6.295)**
FREE CASH FLOW	**(3.264)**
Equity and third parts changes	**321**
Dividend distribution	**(1.039)**
CLOSING NET FINANCIAL POSITION	**(26.454)**

The negative balance of the net financial position has increased from € 22,4 M at 31.12.2011 to € 26,5 M at 31.12.2012.

The increase in the period is mainly due to capital expenditure in China for € 4 M and due to the inventories in the new China plants.

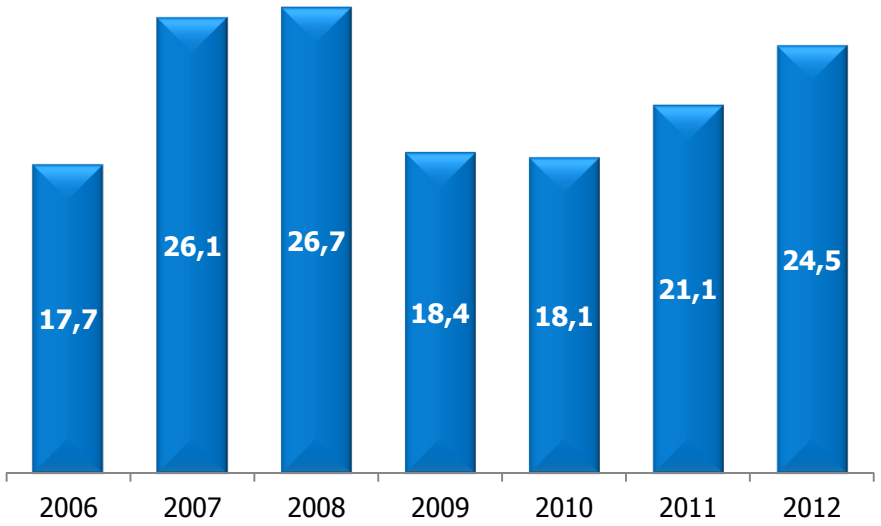
Net financial position analysis



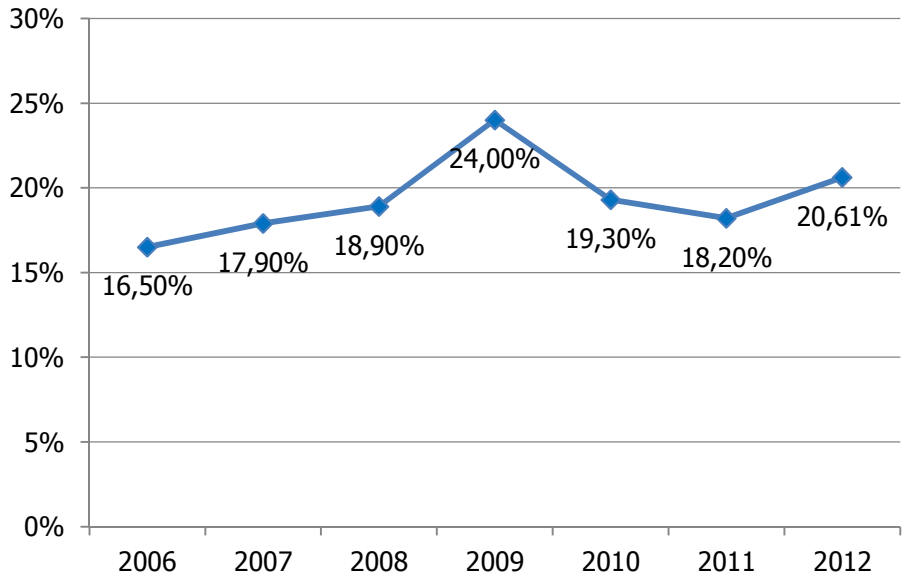
Thousands of Euro	31.12.2011	31.12.2012
Cash and cash equivalent	6.716	3.513
Current portion of long term debts	(13.135)	(16.502)
Net financial position - short term	**(6.419)**	**(12.989)**
Financial assets held to maturity	60	0
Non current portion of long term debts	(16.113)	(13.465)
Net financial position - M/L term	**(16.053)**	**(13.465)**
Net financial position	**(22.472)**	**(26.454)**

Working capital and other KPI

Million €



% on net sales



- ✓ Accounts payable turnover ratio at 31.12.2012: 81 days vs 82 days at 31.12.2011
- ✓ Accounts receivables turnover ratio at 31.12.2012 : 75 days vs 73 days at 31.12.2011
- ✓ Inventory turnover ratio at 31.12.2012: 64 days vs 60 days at 31.12.2011

Consolidated assets and liabilities

Thousands of Euro	31.12.2011	31.12.2012
Net fixed assets	46.698	48.181
Net working capital	21.123	24.540
Leaving indemnity and other reserves	(5.640)	(5.140)
Net capital employed	**62.181**	**67.581**
Net Equity	36.494	36.875
Minority interest	3.215	4.252
Net financial position	22.472	26.454
Net Debt / Equity	**0,57**	**0,64**

Waste paper bale clamp

Contacts

BOLZONI

Contacts:

investor.relator@bolzoni-auramo.com
+39 0523 555511

Visit our web.site:
www.bolzoni-auramo.com

Thank you!

The intelligent move