

A photograph of a large bridge with a complex steel truss structure. A truck is driving across the bridge, blurred to indicate motion. The sky is a clear, light blue. The bridge's structure consists of multiple parallel steel beams supported by vertical cables. The truck is a large, dark-colored vehicle with a multi-colored trailer.

indel B

9M 2017 Consolidated Sales Revenues Presentation
31 October 2017

What we do

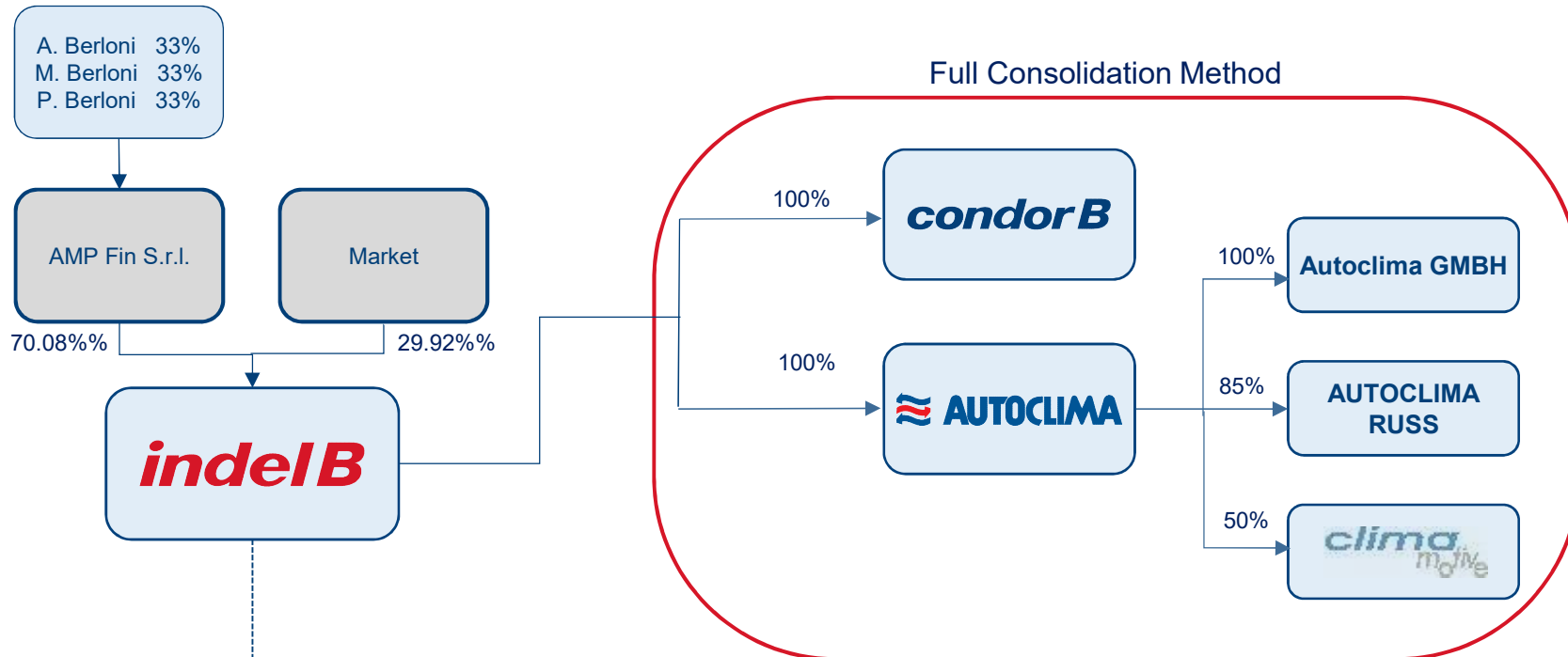
indelB



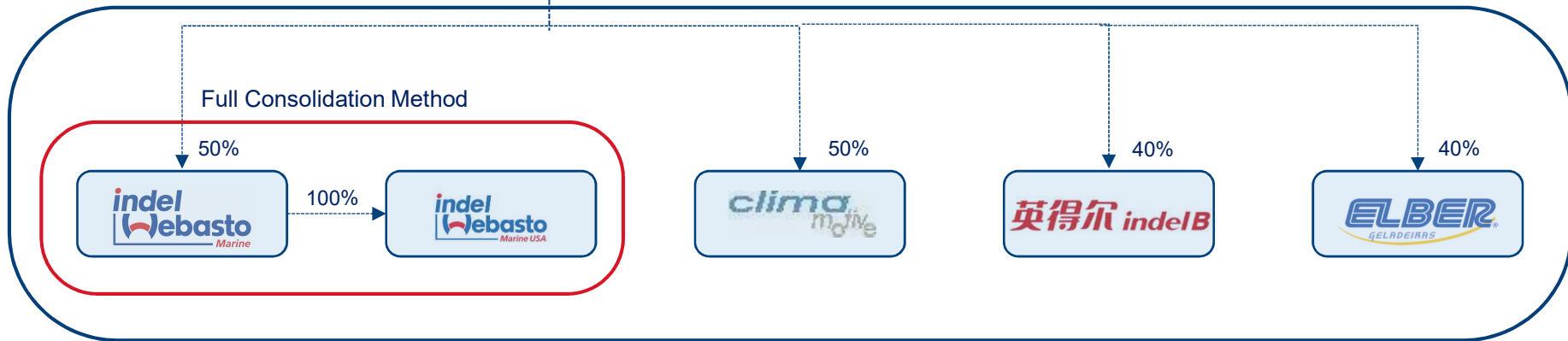
*We sell systems and solutions
for mobile cooling and refrigeration
to top quality customers
granting people comfort, leisure and
satisfaction*



Group Structure



Equity Consolidation Method

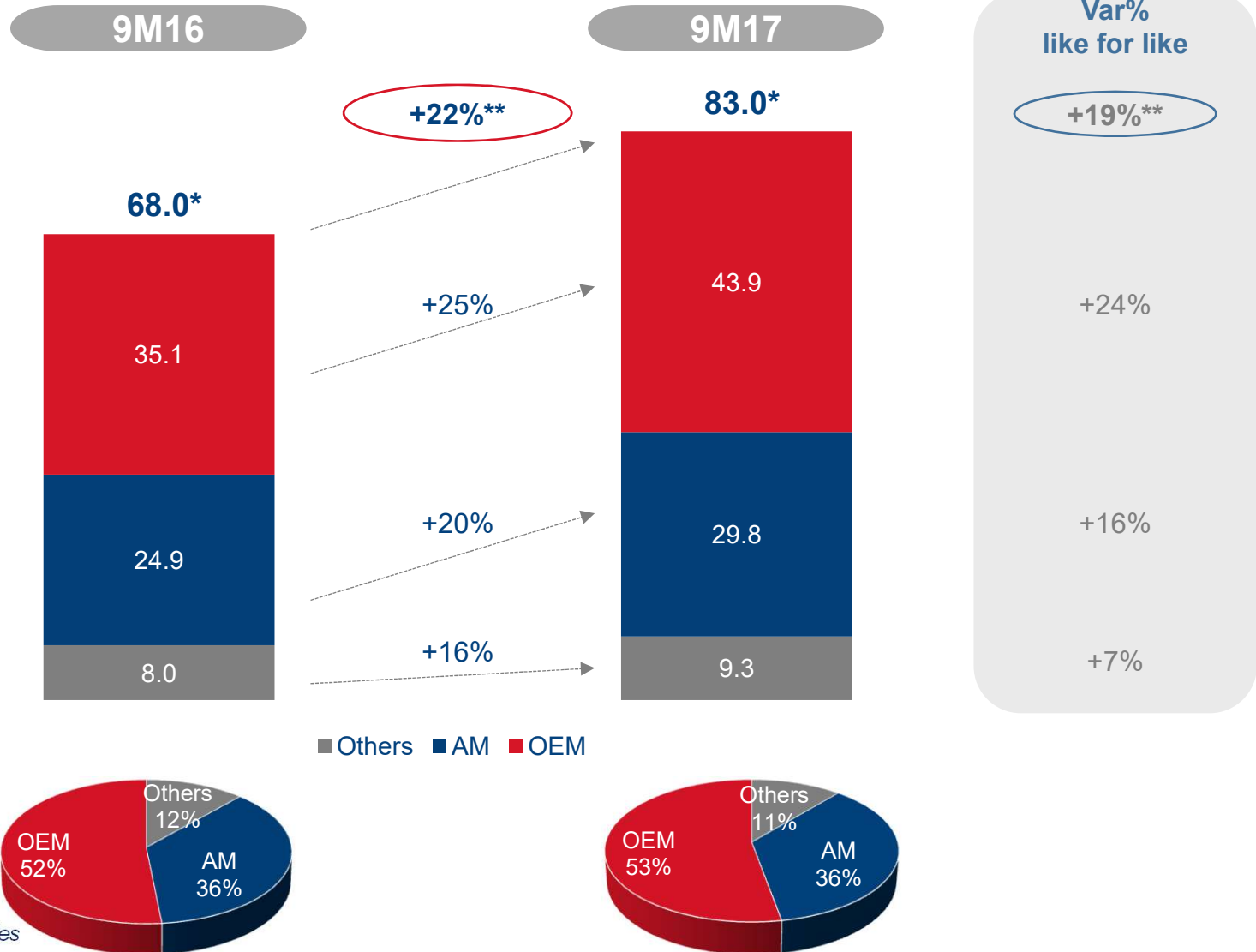


Note: Elber is consolidated starting from June 2017 and Autoclima starting from September 2017

Sales - Breakdown by Channel



Sales in €mln



* Figures related to Revenues from product sales

**Growth at current exchange rates

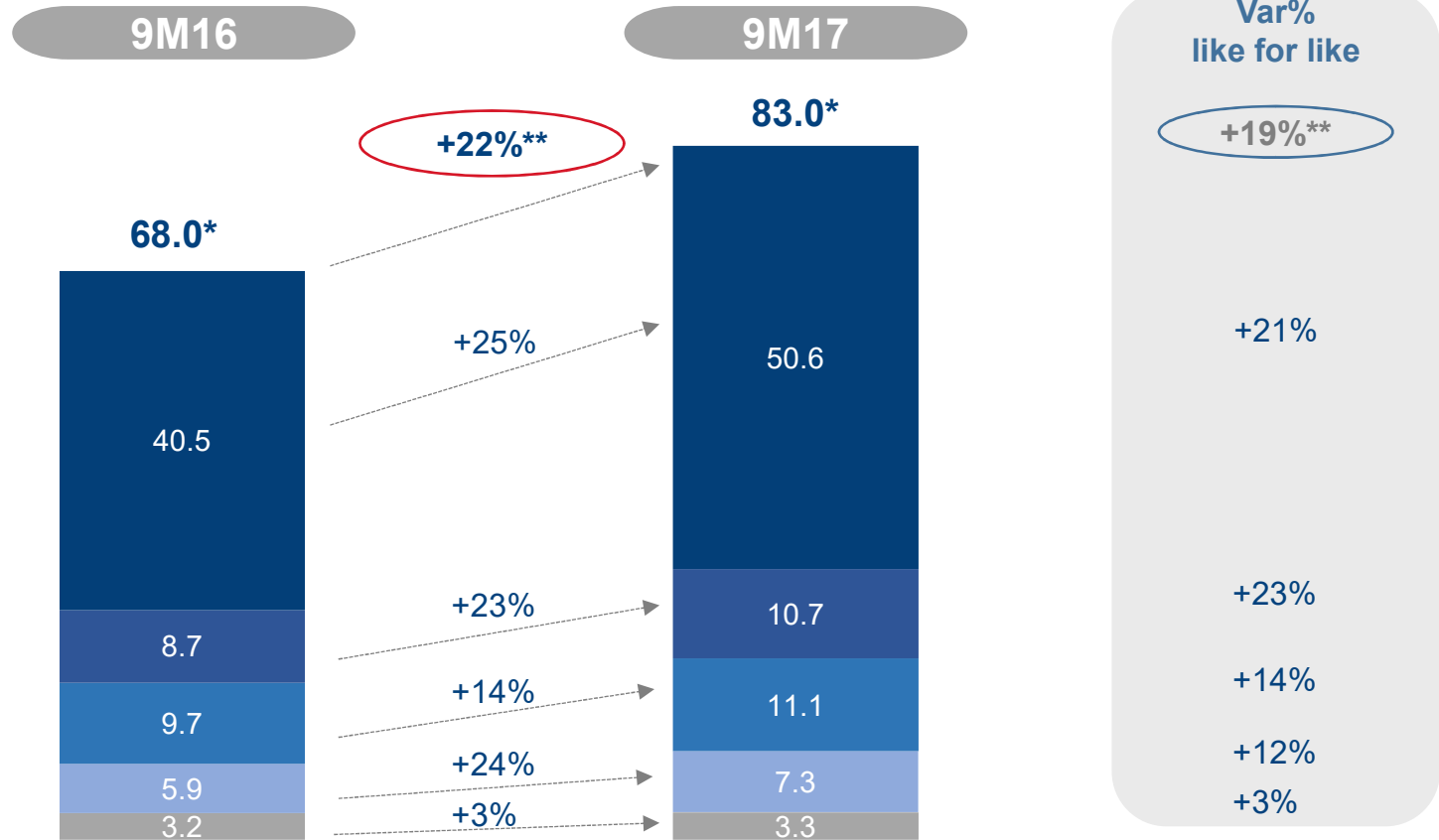
Starting from September 2017 Autoclima is fully consolidated

All distribution channels registered solid growth

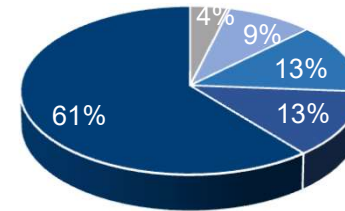
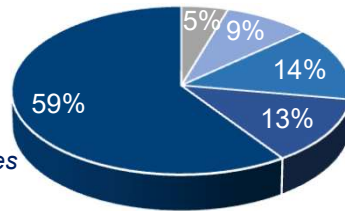
Sales - Breakdown by Market



Sales in €mln



■ Cooling Appl. ■ Others ■ Leisure ■ Hospitality ■ Automotive



* Figures related to Revenues from product sales

**Growth at current exchange rates

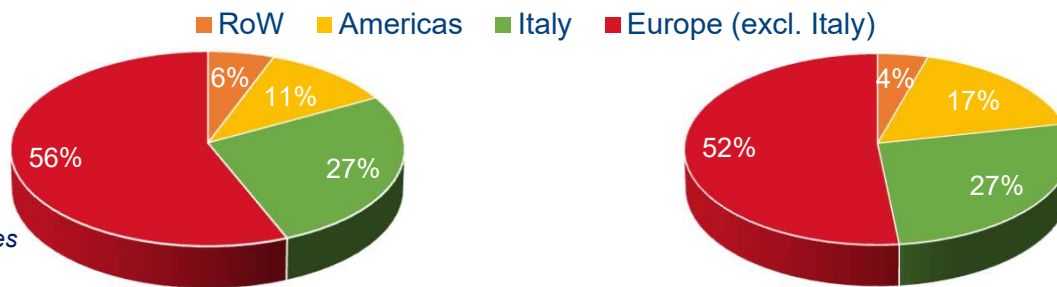
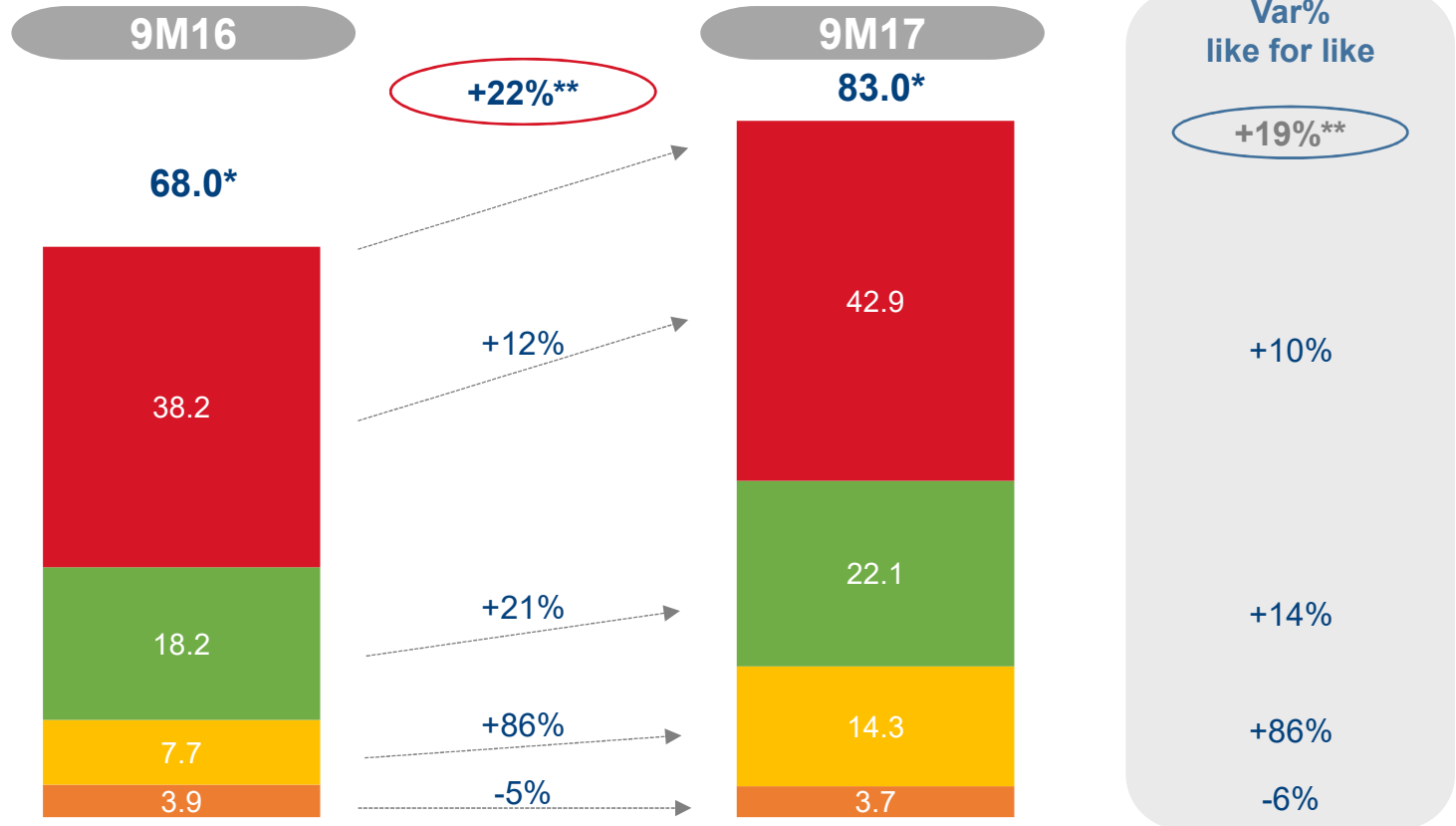
Starting from September 2017 Autoclima is fully consolidated

Strong double-digit growth continued also in 9M17 in almost all markets

Sales - Breakdown by Region



Sales in €mln



* Figures related to Revenues from product sales

**Growth at current exchange rates

Starting from September 2017 Autoclima is fully consolidated

Positive revenue growth trend in almost Regions

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you for
your
attention

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