



Tesmec Group

Presentation

FAMILY OFFICE INVESTOR DAY
II edizione



Milano, Sala Convegni Intesa Sanpaolo - 4 marzo 2013



Corporate



Business overview

MISSION: to operate in strategic markets for the growth and the modernization of every country in the world

From IPO

.. To ..

Overhead & Underground Power Lines

Transmission & Distribution Networks

Civil Infrastructure

Pipelines
Telecom
Bulk
Excavation

Urban Construction

Road Jobs
Construction
Utilities



Overhead & Underground Power Lines

Transmission & Distribution Networks

NEW

Grids efficiency

Transmission & Distribution Networks

NEW

Railway Lines

Railway
Electrification & Maintenance

NEW

Civil Infrastructure

Pipelines
Telecom
Bulk
Excavation

Trenching Services

Special Contracting

Urban Construction

Road Jobs
Construction
Utilities



STRINGING EQUIPMENT



TRENCHERS



MULTIPURPOSE MACHINES



STRINGING EQUIPMENT

INTEGRATED SYSTEMS



RAILWAY EQUIPMENT



TRENCHERS

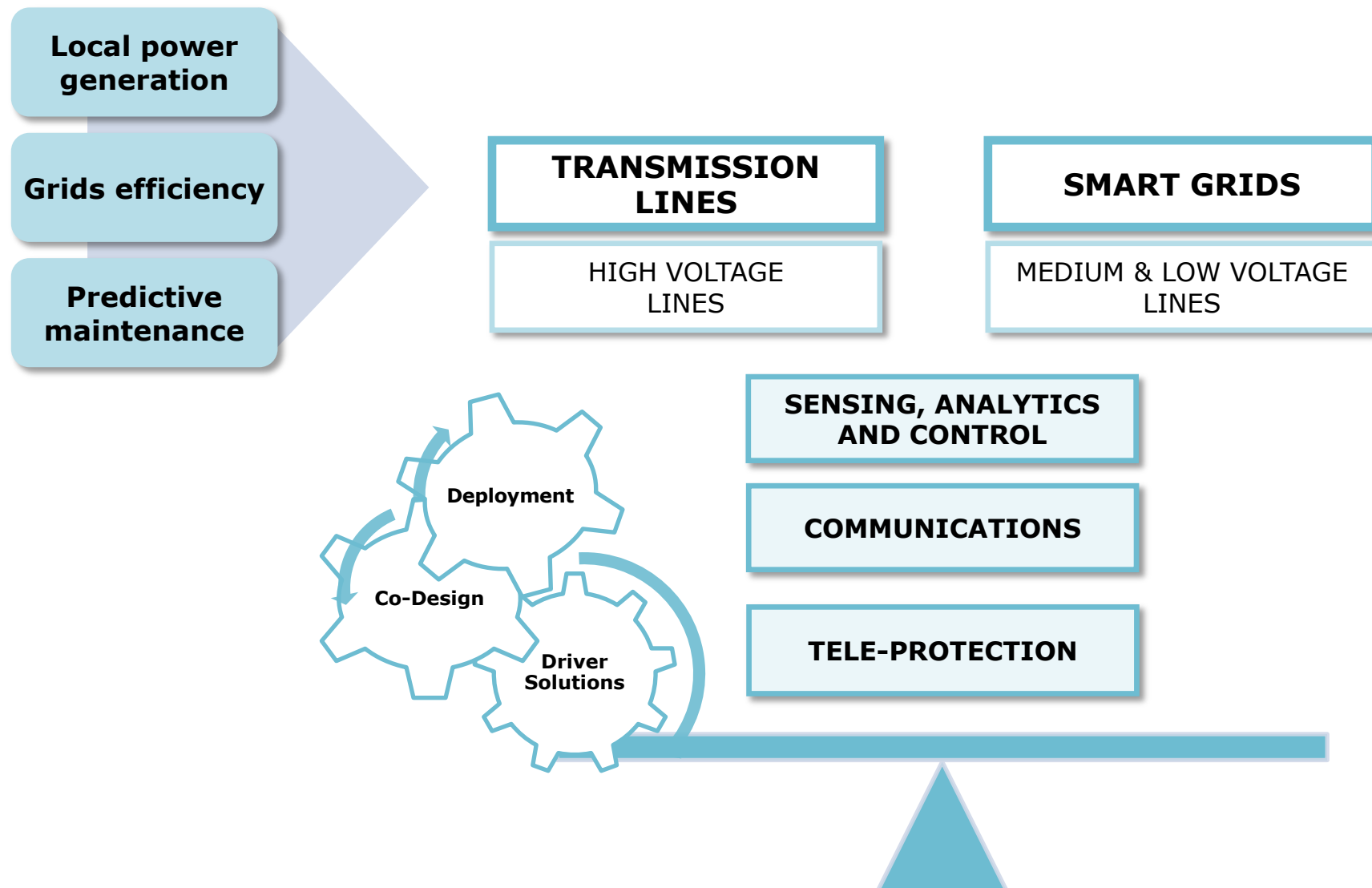
TRENCHERS



MULTIPURPOSE MACHINES

CROSS SELLING: new opportunities

Grids Efficiency - Business Development



Railways - Business Evolution

Catenary Installation



- Constant Tension Stringing Units specifically designed and manufactured for stringing cables in construction and maintenance of railways lines electrification or refurbishment

Products range
upgrade

Catenary Installation



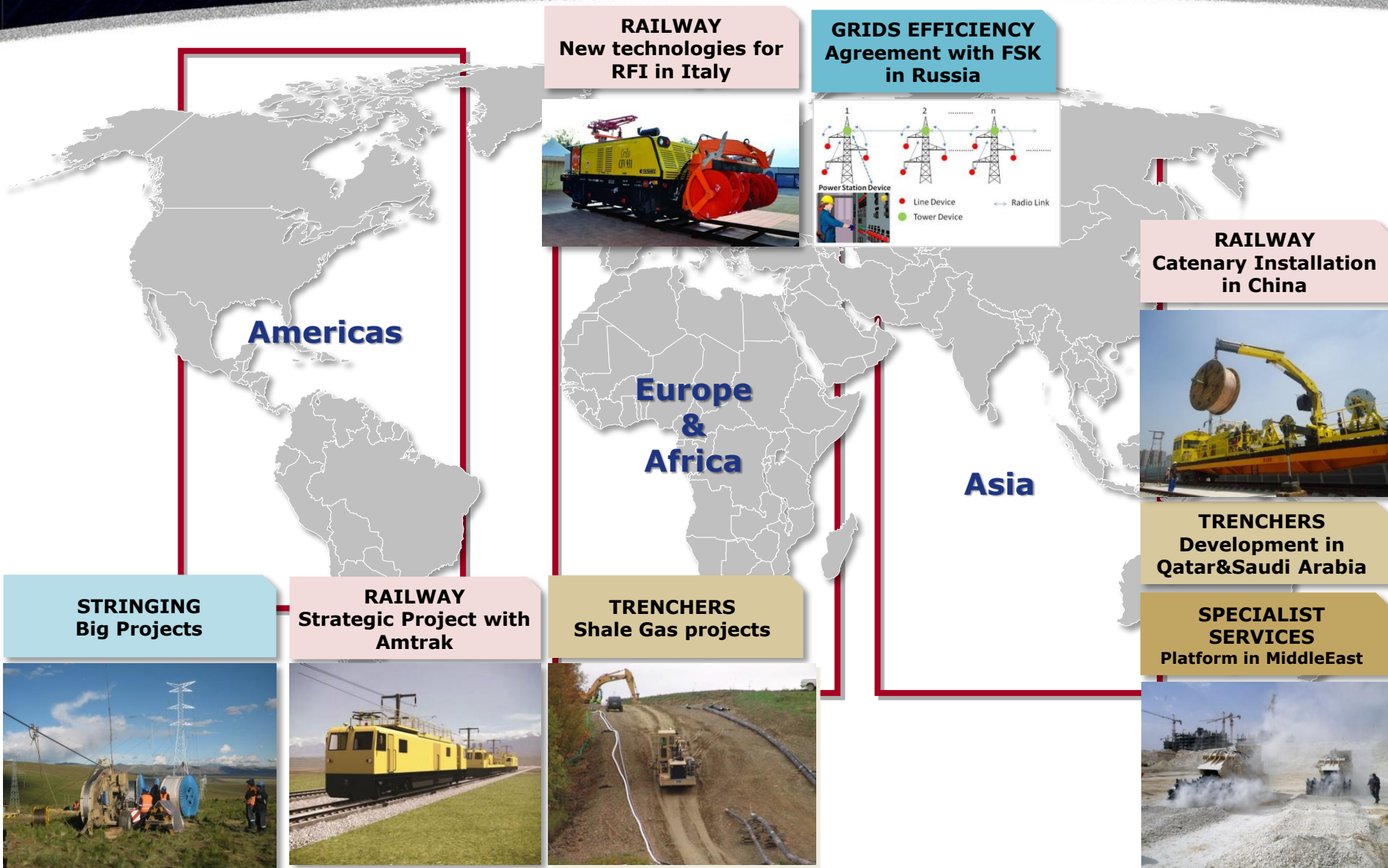
&

Maintenance Operations




- Fast-moving work cars with on board signaling and diagnostic devices
- Vehicles suitable for maintenance and diagnostic operations
- Snow removal vehicles

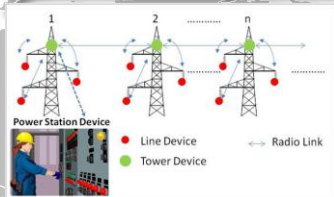
Key Projects



RAILWAY
New technologies for
RFI in Italy




GRIDS EFFICIENCY
Agreement with FSK
in Russia




Power Station Device
Line Device
Tower Device
Radio Link

RAILWAY
Catenary Installation
in China




TRENCHERS
Development in
Qatar&Saudi Arabia


**SPECIALIST
SERVICES**
Platform in MiddleEast




STRINGING
Big Projects



RAILWAY
Strategic Project with
Amtrak



TRENCHERS
Shale Gas projects



Innovation



Internationalization



Integration



LEADERSHIP

Focus on **QUALITY** to get the **PREMIUM** Sector of the market

Innovation: Research & Development



STRINGING
Design of special machines
for high difficult projects



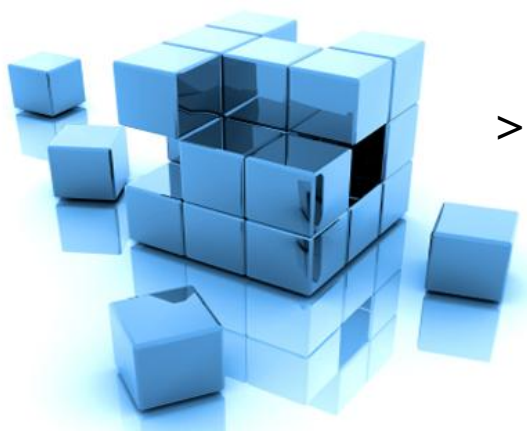
GRIDS EFFICIENCY
Advanced systems for
predictive maintenance on
power lines



RAILWAY
New vehicles for
maintenance & diagnostic
operations



TRENCHERS
New electronics for remote
control and maintenance



> 5%* OF TOTAL REVENUES
INVESTED EVERY YEAR
IN INTERNAL R&D

*AVERAGE AMOUNT

Collaboration with universities:



Pisa



Beijing



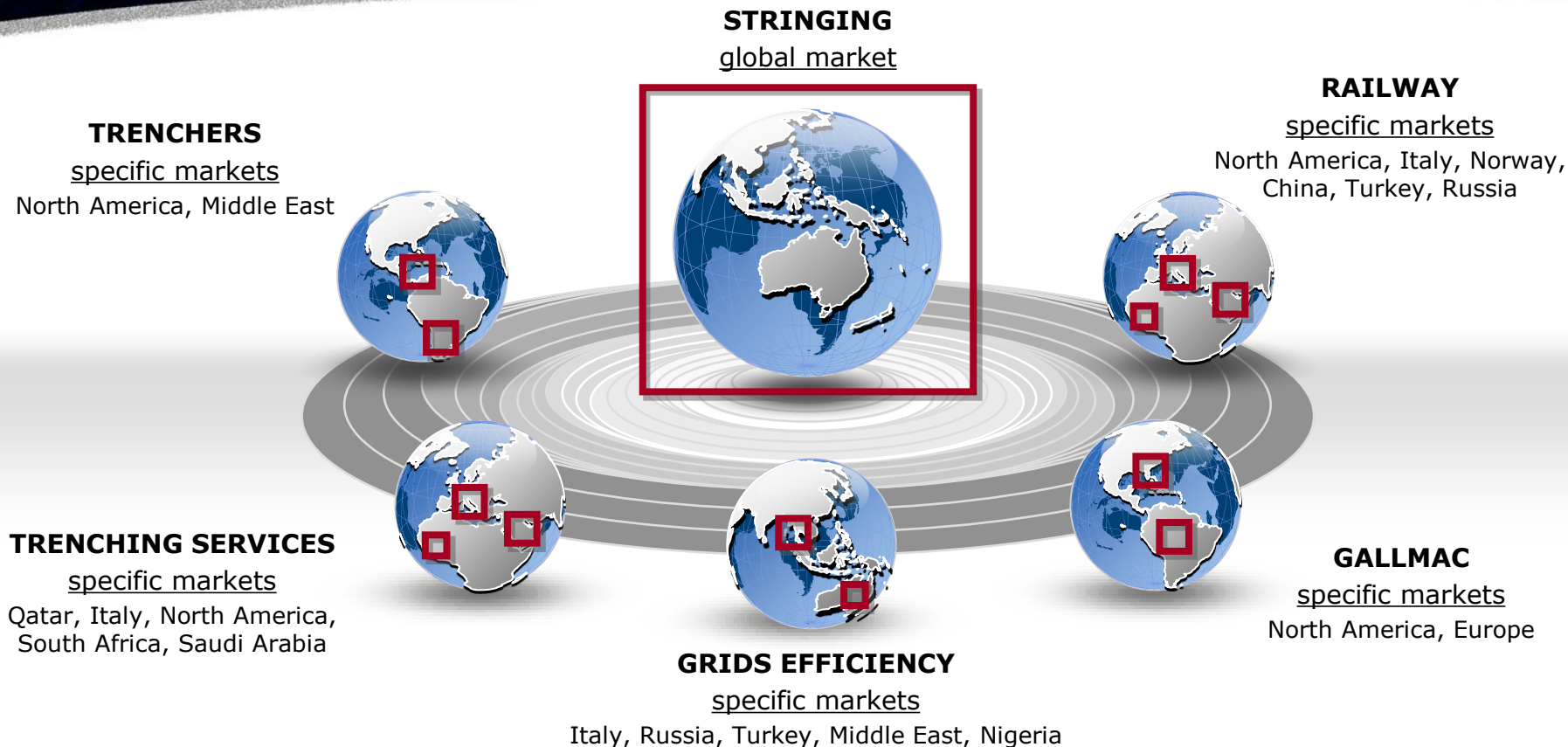
Bergamo



SDA Bocconi
School of Management

Milano

Internationalization



Americas

Europe&Africa

Asia

REVENUE

1/3

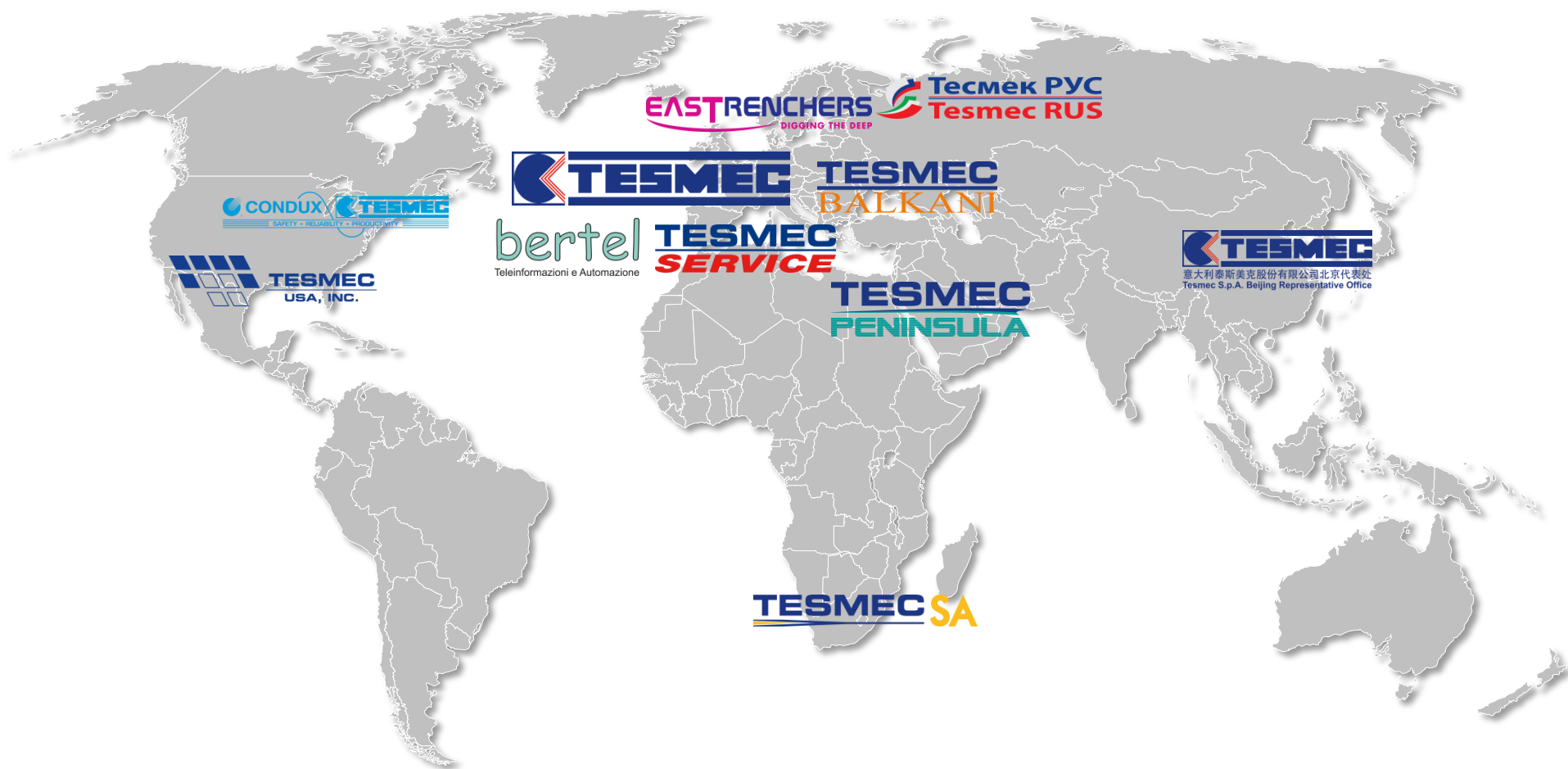
1/3

1/3

EXPORT

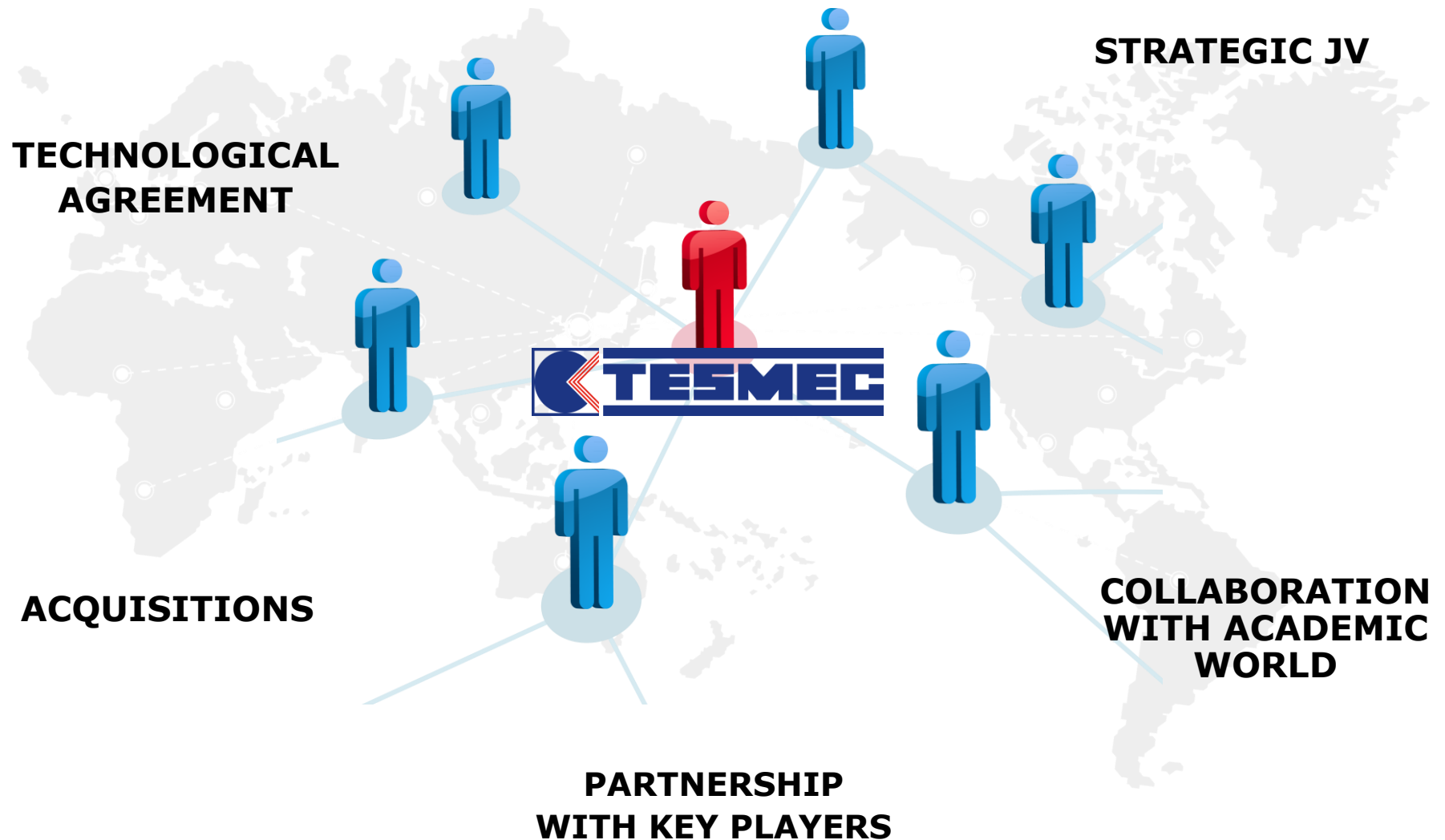
95%

International presence in key areas



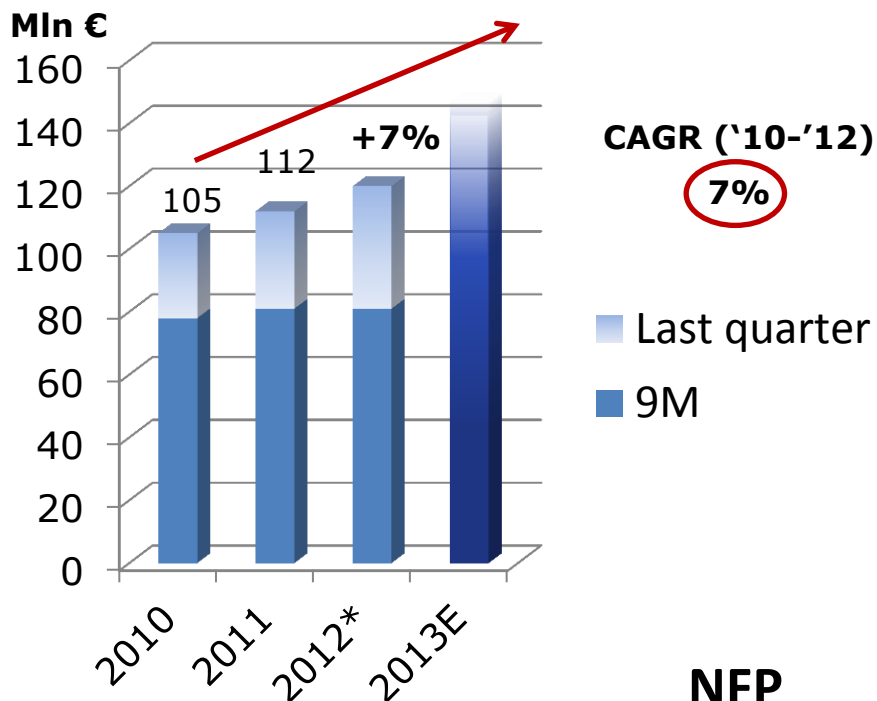
Tesmec Group: subsidiaries, participated companies and representative offices

Integration: Key Partnership

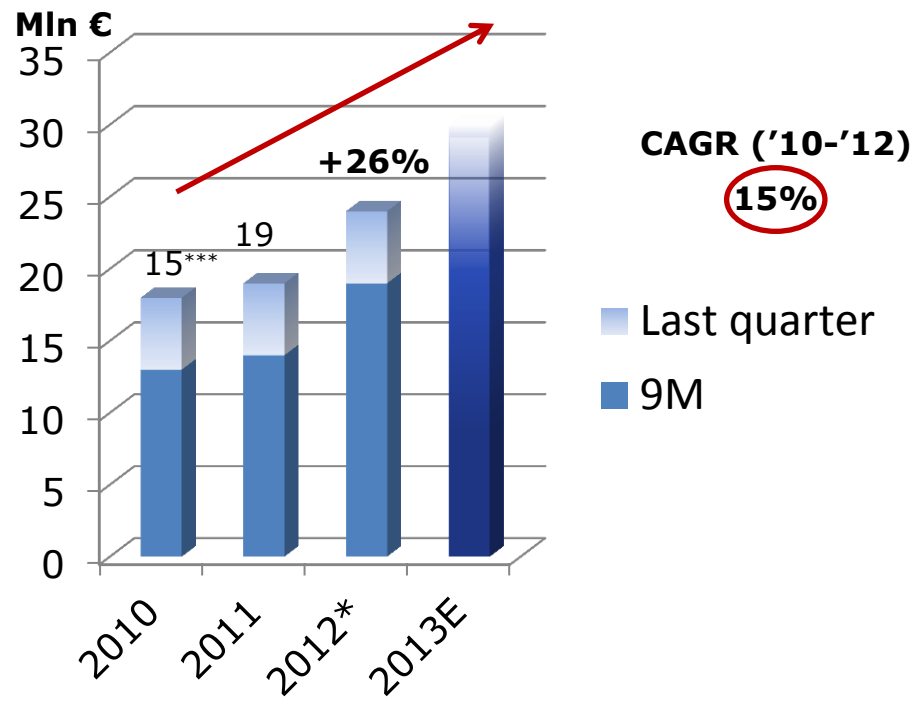


Tesmec Group key numbers 2010 - 2012

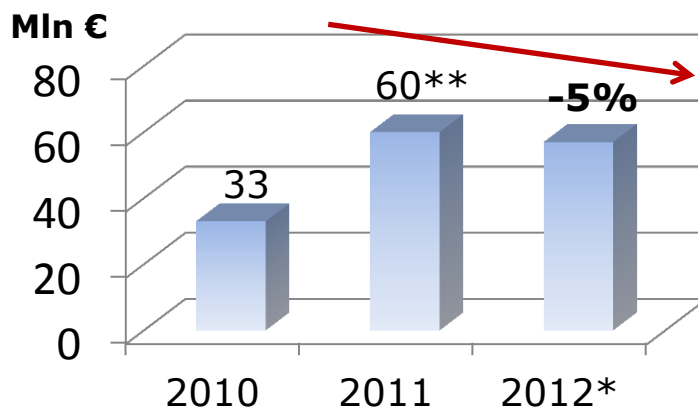
REVENUE



EBITDA



NFP



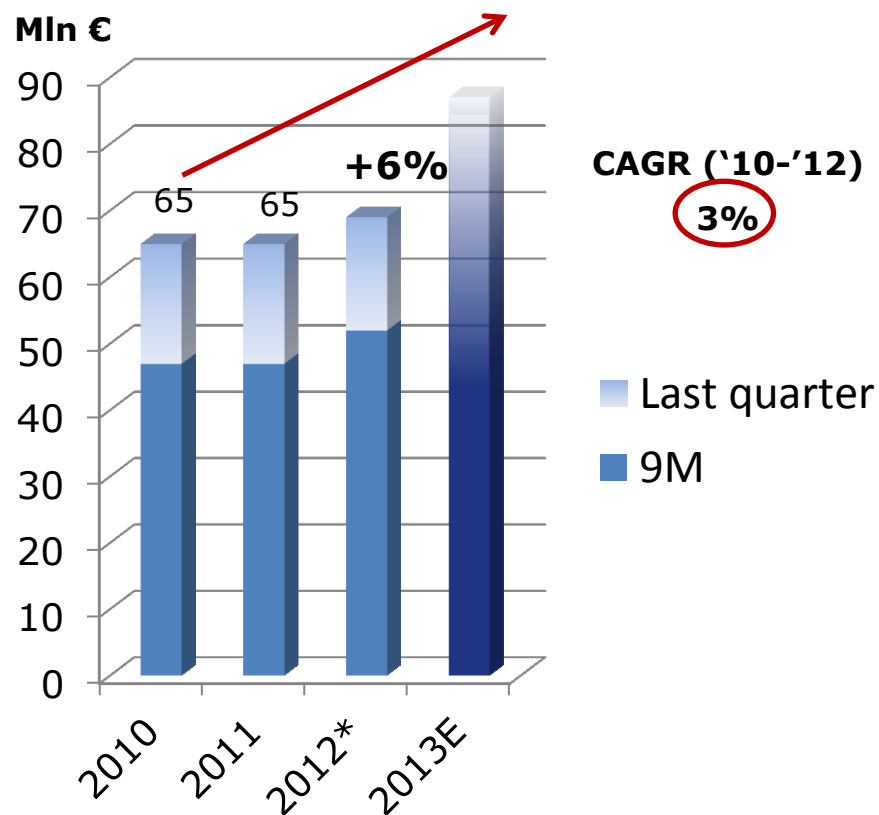
(**) IAS 17 for Grassobbio premises has an increase effect on NFP equal to 21,8 Euro Mln

* Preliminary results

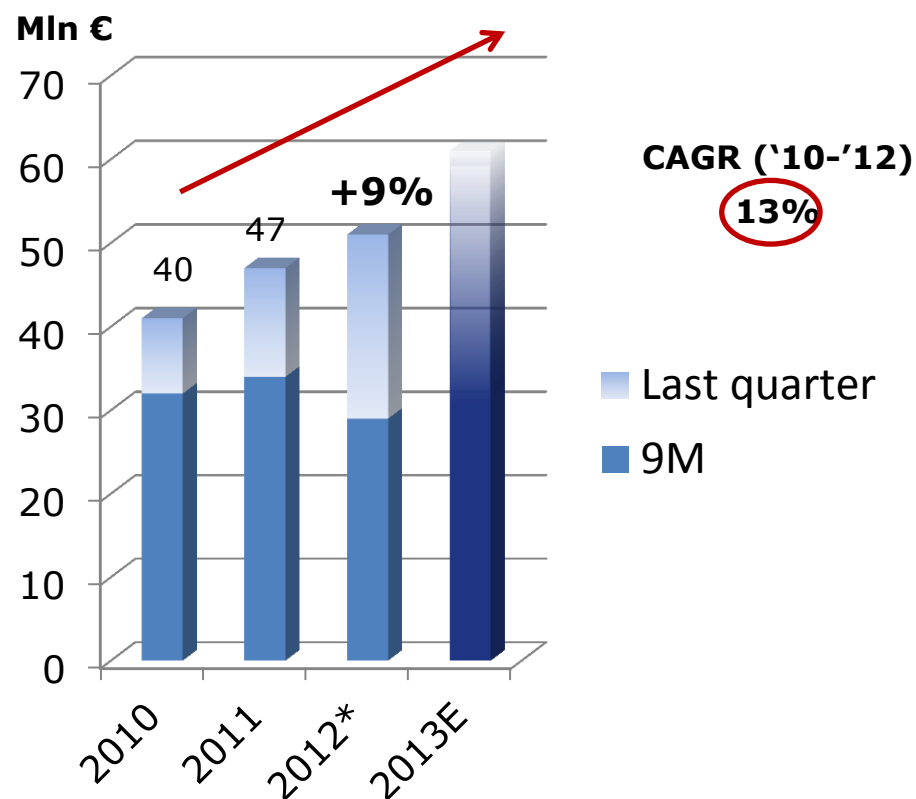
*** EBITDA affected by 3,3 IPO non recurring costs -> EBITDA Recurring Euro 18.4 Mln 11/14

Revenue by Division numbers 2010 - 2012

STRINGING



TRENCHER



* Preliminary results

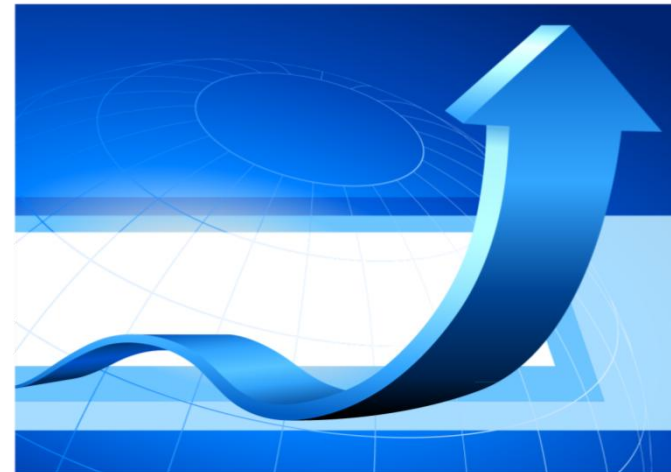
Outlook 2013 - 2015

Revenue increase in all lines of business for the **next 3 years**:

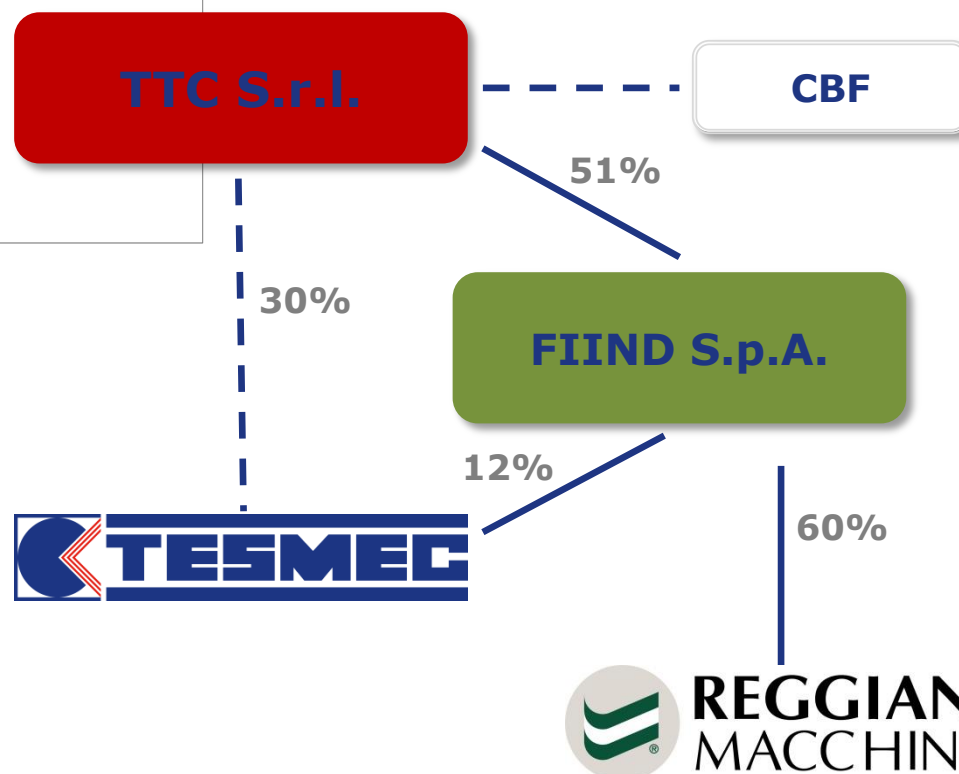
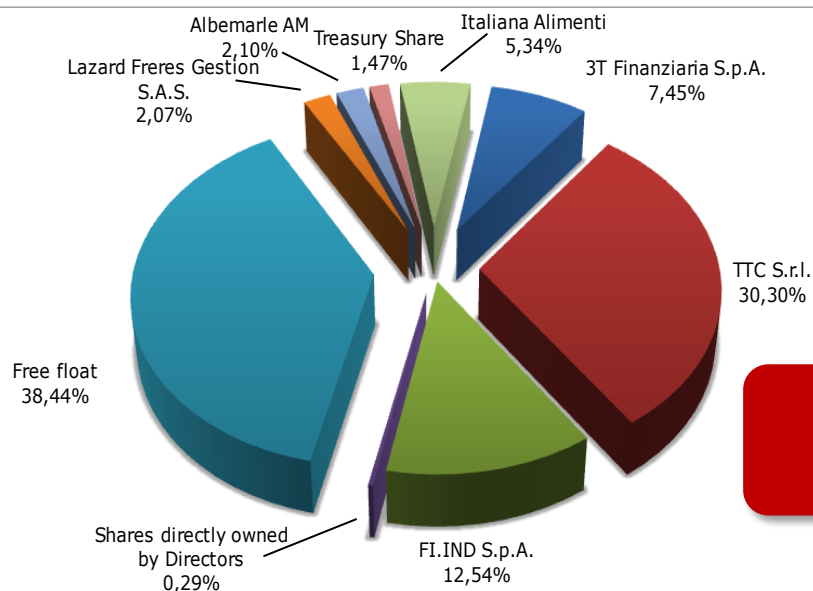
- **Single digit** in *Stringing and Trencher*;
- **Double digit in new business lines** (*Railway, Efficiency and Special Contracting*).

Financial:

- No increase in Share Capital;
- Dividend pay-out ratio increasing;
- Capex in line with previous years.



Shareholding Structure





TESMEC S.p.A - Headquarters

via Zanica, 17/O - 24050 Grassobbio (BG) - Italy

Tel. +39.035.423 2911 - Fax +39.035.4522444 Management and Administration

Fax +39.035.4522445 Stringing Equipment Division - Fax +39.035.335664 Trencher Division

www.tesmec.com - info@tesmec.it