





## Elica Corporation



Today N#1 Player  
Worldwide in Hoods

2014 Turnover  
391.9 € M

> 3500 Employees



19 Mln  
Hoods + Motors

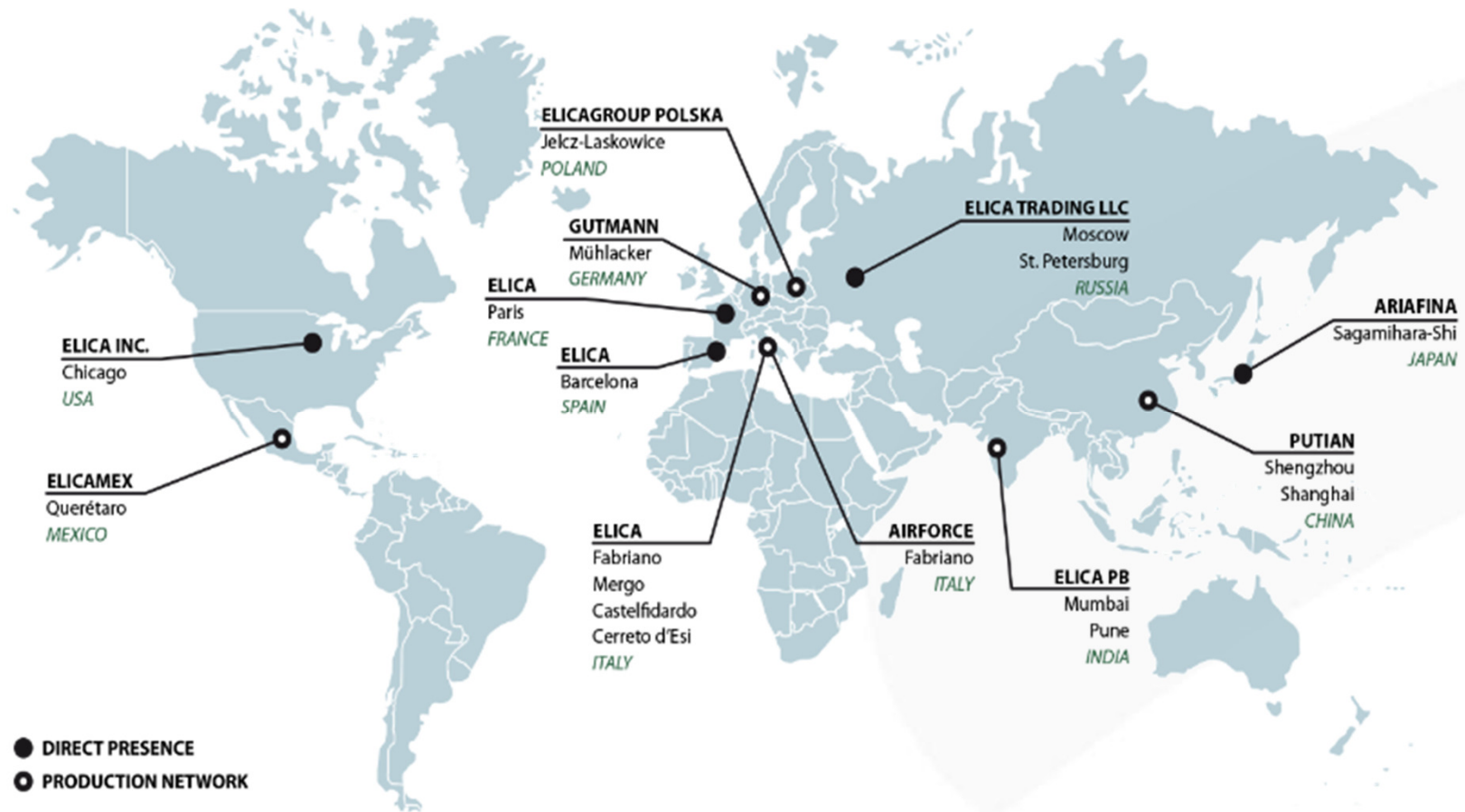


Cooking Net Sales:  
Own Brand 41%  
Client Brand 59 %



2' & 3' Player produce  
respectively 25% &  
50% less than Elica

## Unique world wide player



Elica Corporation Industrial Sites: 8



## 2014/2015 Elica sloughs off its skin

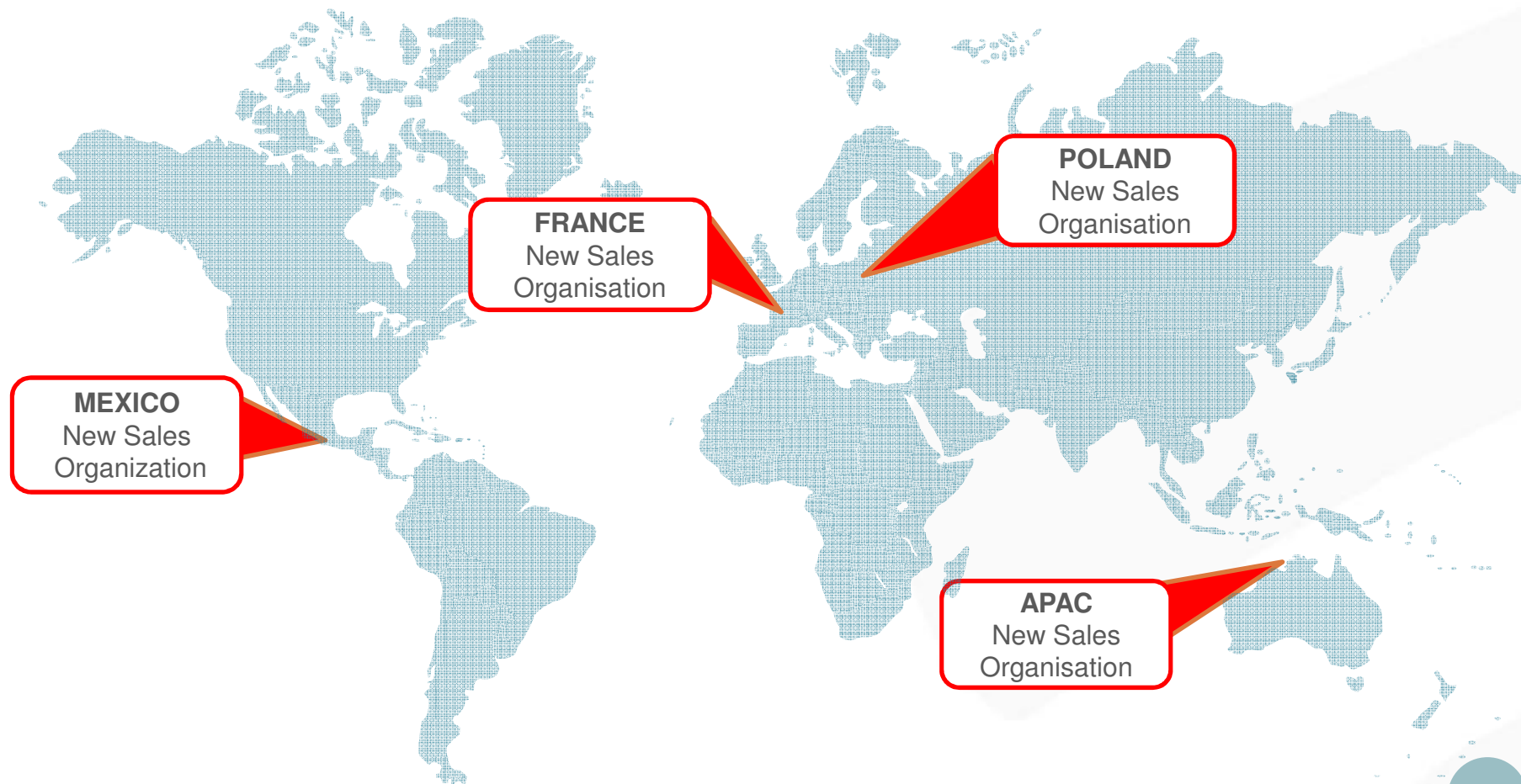


NEW MARKETS

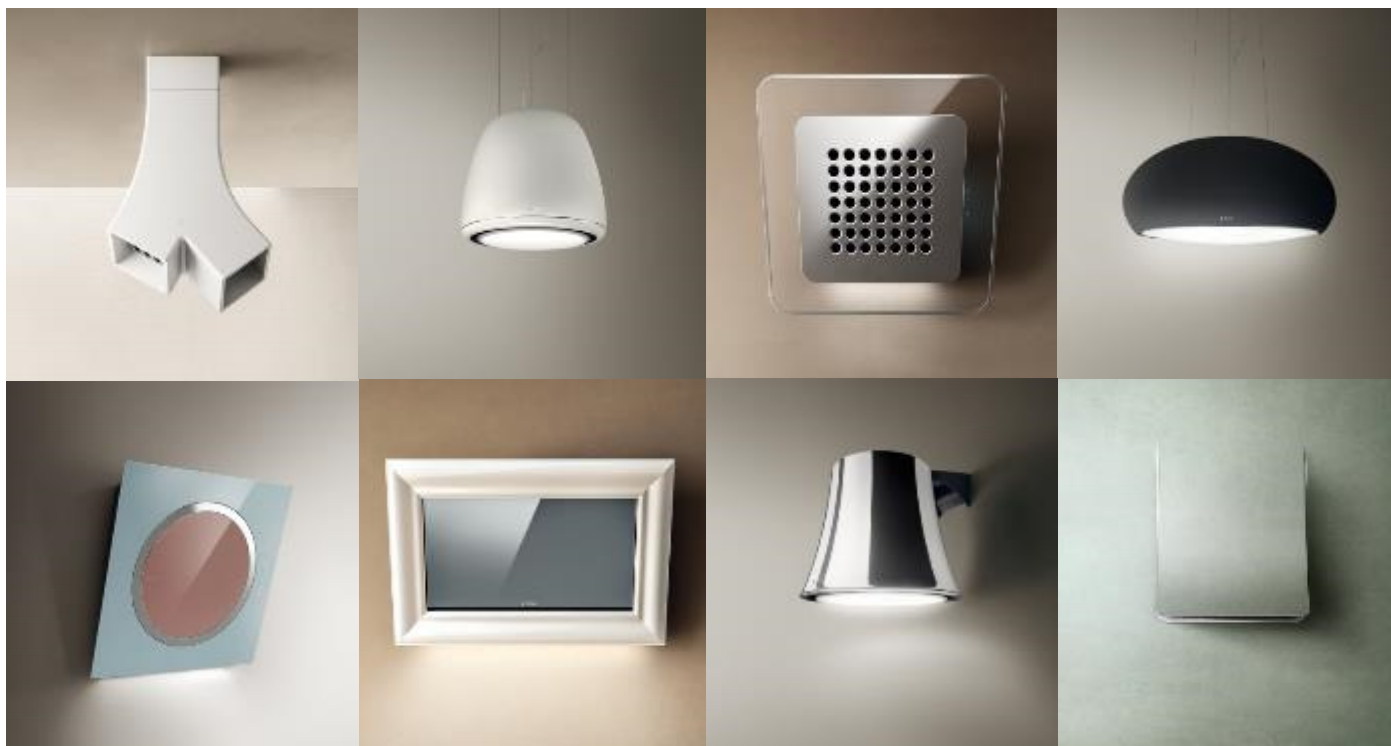
NEW PRODUCTS

RE-ORGANISATION

## New Sales Organizations to Capture the Market



## New Design

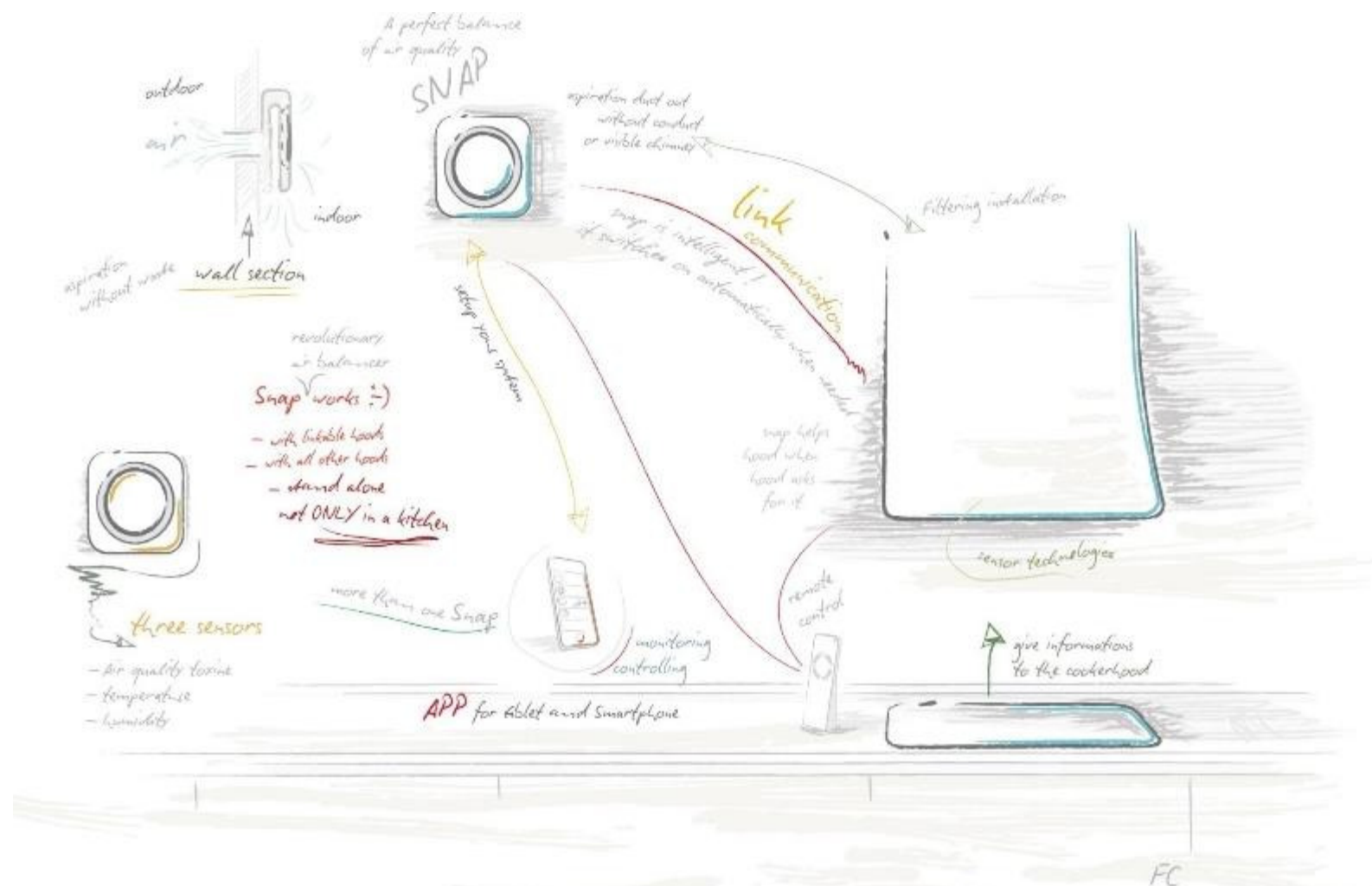


Products launched in  
Eurocucina are 63.3% of  
the Q4 growth\*

Marginality Level of Products  
launched +4 p.p.\*

\* Data refers to Q4 Net sales and Product margin of the market areas where the product have been launched

## The STREAM System Connectivity





## From Kitchen to Living Environment Care

**Elica yesterday.....**



**In the Kitchen**



**Elica Today.....**



**In the House and Office**



## SNAP



The first **AIR ACTIVE BALANCER**

3 sensors that act both independently and in combination between them

**Air Quality Sensor**

**Humidity Sensor**

**Temperature Sensor**

# marie

SMART FRAGRANCE DIFFUSER



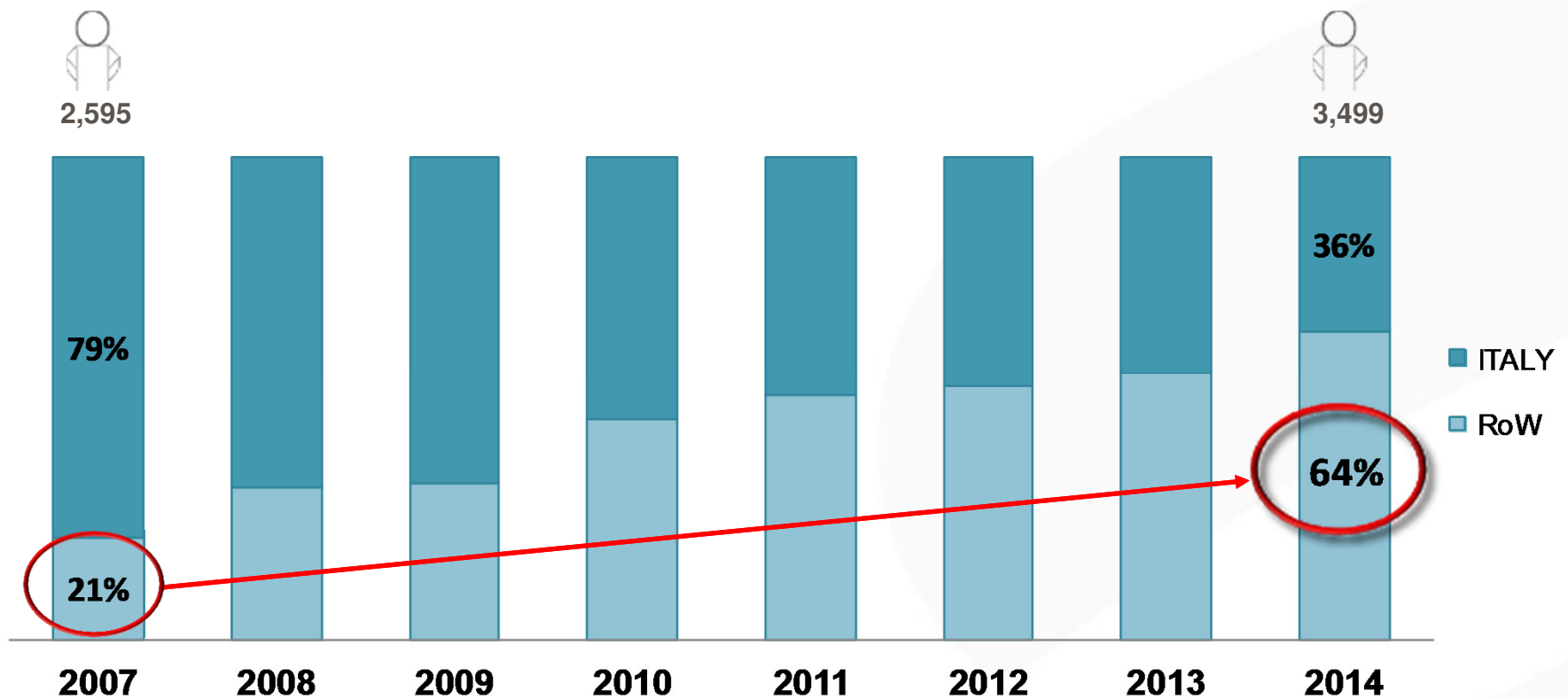
- |                                                                                                                                                     |                                                                                                                                                |
|-----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>N1 AROMATIC HERB</b></p> <ul style="list-style-type: none"> <li>- eucalypto</li> <li>- lavanda</li> <li>- rosmarino</li> </ul>                | <p><b>N8 ROSEDALE</b></p> <ul style="list-style-type: none"> <li>- rosa</li> <li>- ylang ylang</li> <li>- iris</li> </ul>                      |
| <p><b>N2 TOMATO AND BELL PEPPER</b></p> <ul style="list-style-type: none"> <li>- pomodoro</li> <li>- peperoncino</li> <li>- basilico</li> </ul>     | <p><b>N7 PISTE BLANC</b></p> <ul style="list-style-type: none"> <li>- vaniglia</li> <li>- cardamomo</li> <li>- zenzero</li> </ul>              |
| <p><b>N3 WHITE WINE</b></p> <ul style="list-style-type: none"> <li>- uva</li> <li>- vino</li> <li>- macedonia</li> </ul>                            | <p><b>N6 PINKET</b></p> <ul style="list-style-type: none"> <li>- rosa di damasco</li> <li>- rosa di shiraz</li> <li>- rosa di irano</li> </ul> |
| <p><b>N4 YOSSENIA AND GIN TONIC</b></p> <ul style="list-style-type: none"> <li>- fiori d'arancio</li> <li>- cardamomo</li> <li>- mentolo</li> </ul> | <p><b>N5 ORIENTAL WOODS</b></p> <ul style="list-style-type: none"> <li>- legno di cedro</li> <li>- sandalo</li> <li>- patchouli</li> </ul>     |
| <p><b>N9 JUMBER BERRY AND BEE</b></p> <ul style="list-style-type: none"> <li>- mirtillino</li> <li>- vaniglia</li> <li>- balsamo</li> </ul>         | <p><b>N10 LA MER</b></p> <ul style="list-style-type: none"> <li>- mare</li> <li>- cardamomo</li> <li>- rosa di shiraz</li> </ul>               |



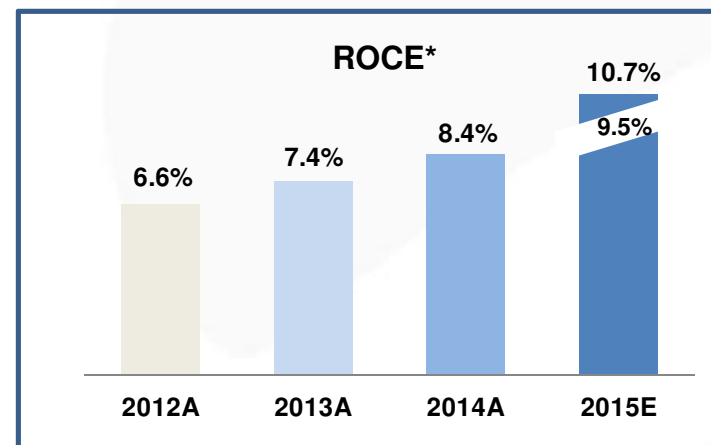
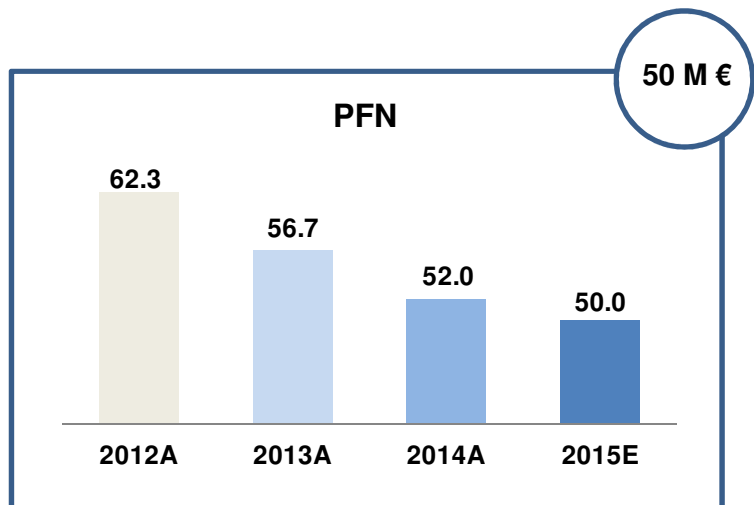
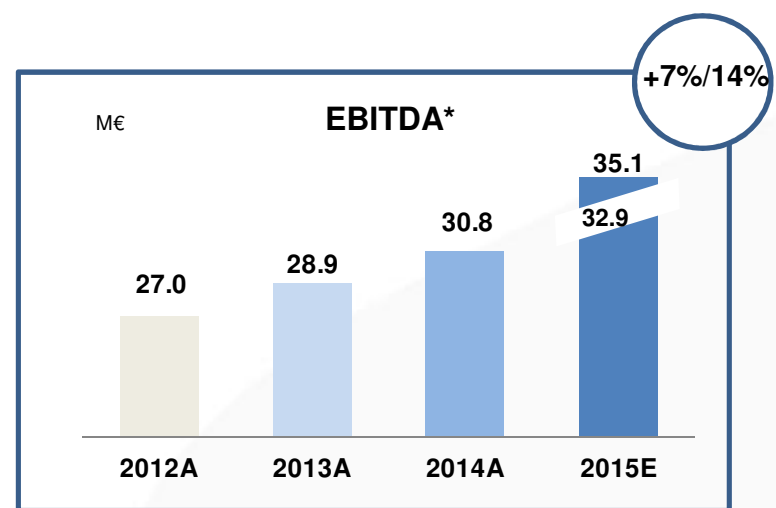
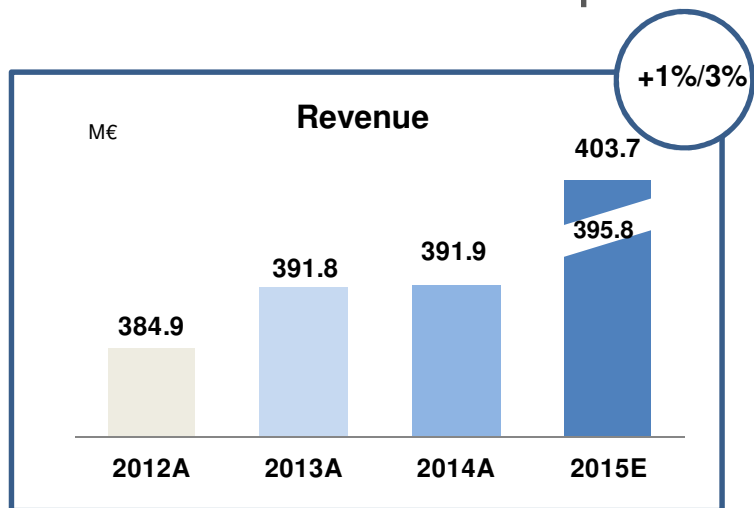
2,700 units sold in the first month

## Becoming less Italian and more International Organisation

Elica Corporation Employees Evolution



## Performance Development & Guidance 2015



\* Before Restructuring Costs

# Thank You