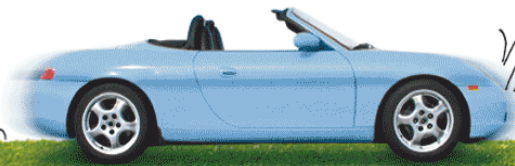


Company Presentation
May 2012



Company highlights

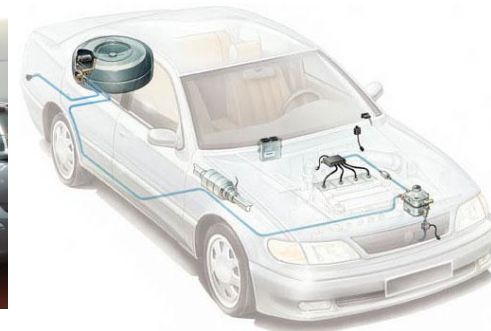


Landi Renzo – The World Leader in CNG and LPG Alternative Fuel Systems

- **World leader** in Compressed Natural Gas (CNG) and Liquefied Petroleum Gas (LPG) with worldwide **market share > 30%**
- Full year **2011 consolidated revenues €253.5 m**
- Landi's **products** are **distributed worldwide** in more than **50 countries**
- Landi has **14 subsidiaries in 12 countries**
- Landi markets its systems through **two main channels**
 - **Aftermarket (installers and distributors)**
 - **Car manufacturers**

Landi's business model focuses on R&D and distribution with substantial outsourcing of production

Complete System and Installations



Components

CNG Reducers



Electronic Control Unit



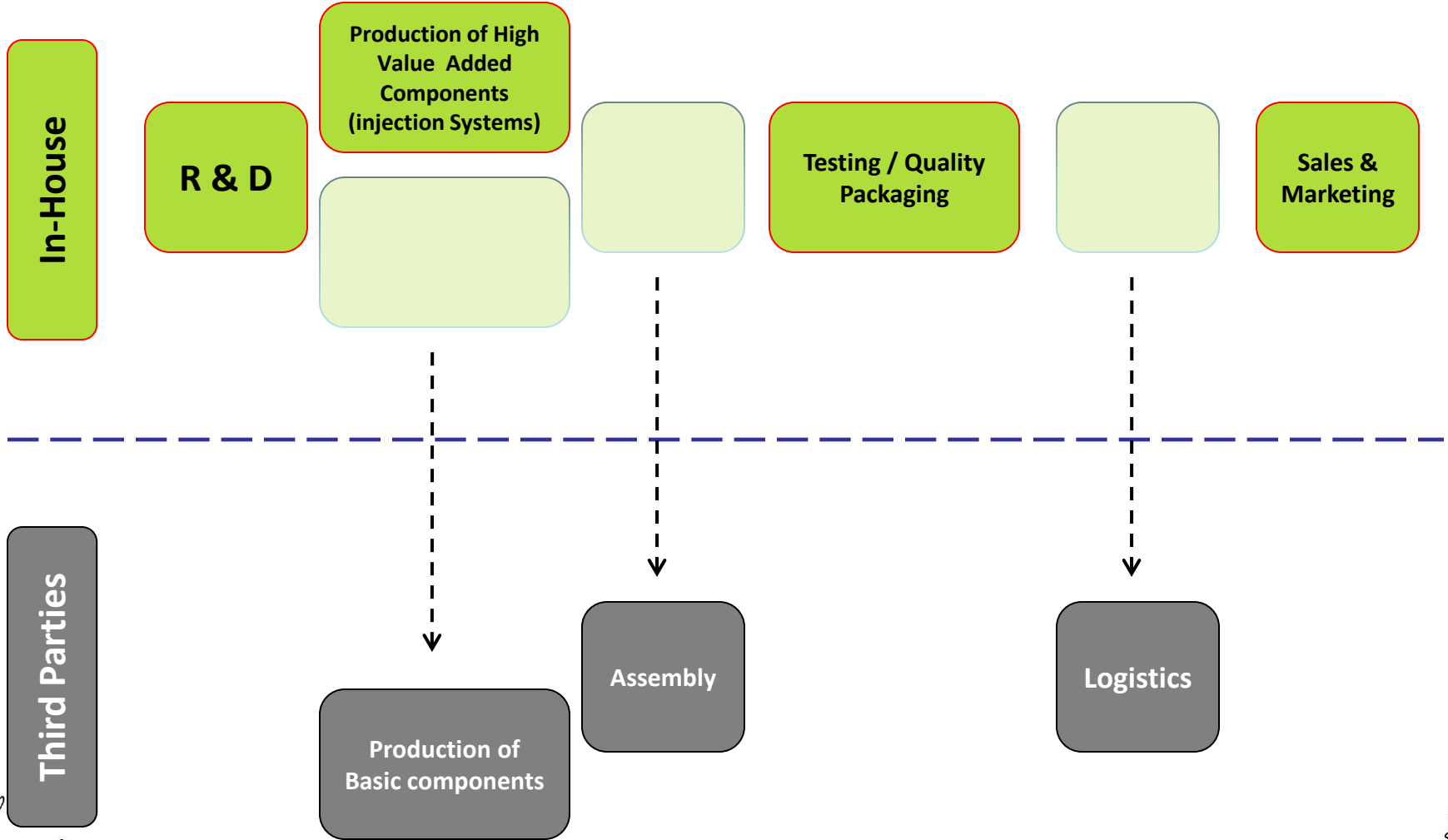
LPG Reducers



LPG / CNG Injectors



Production Process - Landi Business Model



Landi's subsidiaries



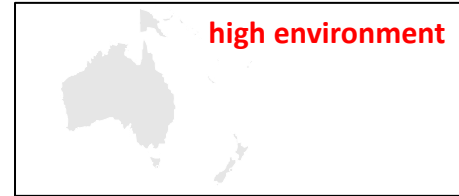
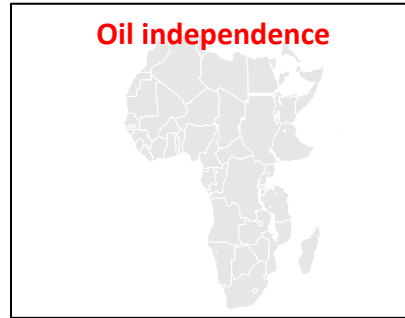
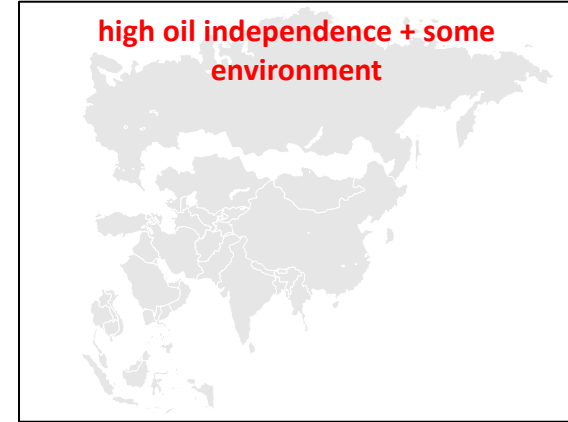
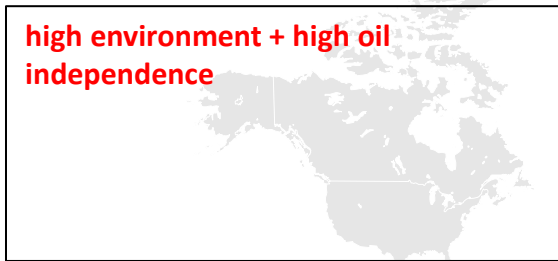
OEM Partnership



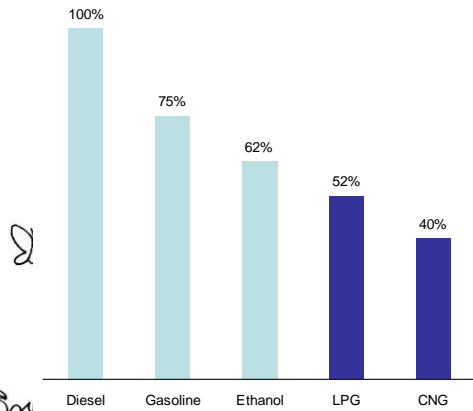
The sector



Drivers of sector growth



Greenhouse Gas and Particulate Emissions Reduction



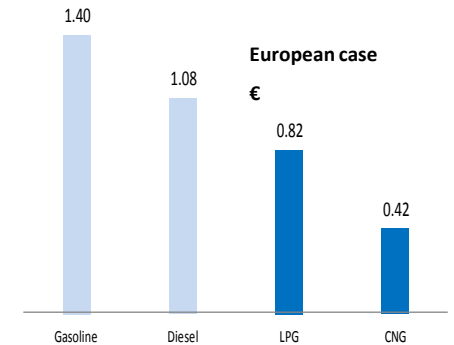
+ or

Indepence from Oil



=

Customer cost to run 10 Km



New opportunities rise in new countries – some cases

“Gazprom is going to do its utmost for the future of NGV vehicles.”

Miller – Gazprom CEO, 3-06-2011

Reserves
for 70
years

“Uzbekistan to convert 29% of total vehicle population in the country by 2015.”

NGV Journal 18-01-2011

Reserves
for 26
years

Reserves
for 25
years

“Brazil: rise of conversions in Rio de Janeiro”

NGV News 12-04-2011

Kazakhstan: “KazTransGas and BG to convert motor vehicles to CNG. The program, which aims to reduce pollution in the city, will run to 2018”

NGV global news 27-05-2011

Reserves
for 60
years

“Bolivia switched 3,000 vehicles to compressed natural gas in April”

NGV Journal 4-11-2011

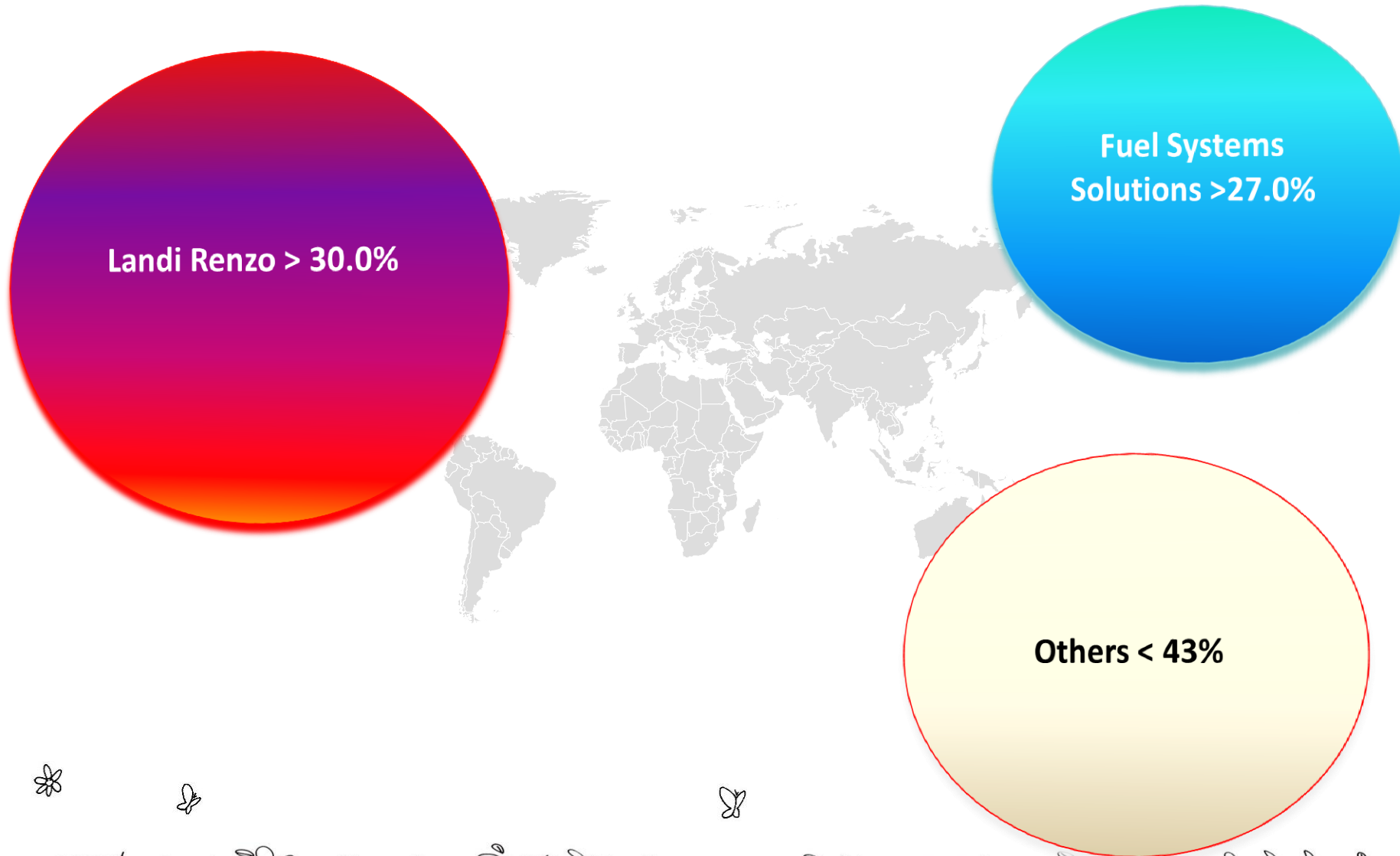
Reserves
for 155
years

Reserves
for 50
years

Venezuela to Carry Out “Natural Gas Revolution”



Market positioning



Products Development



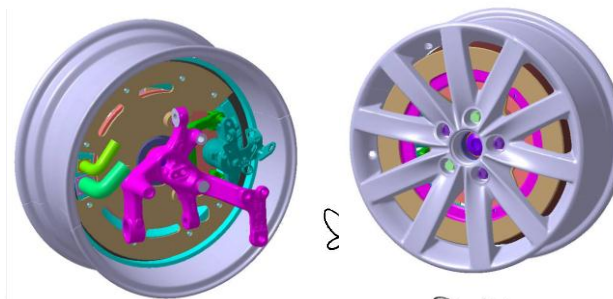
Dual Fuel

- **Dual fuel Diesel/CNG combustion**
- Pollution reduction: Particulate Matter (PM)
- Economically viable for high mileage
- CO2 saving
- Saving of petrol-based fuel
- Noise reduction



Hybrid

- **Retrofit Hybrid System**
- Parallel Hybrid structure Through the Road, very suitable for retrofit application
 - Front axle: Internal Combustion Engine
 - Rear axle: Electrical Motors in Wheels
- Hybrid Supervisor manages the Internal Combustion Engine
- **Proprietary solution for integration of electrical motor in a standard vehicle wheel**



Hydrogen

- **H2 Injector for Fuel Cell application**
 - By regulating the hydrogen amount in the stack it is possible to regulate the electrical power, following the demand of the user.
- LR has been awarded for **development of an injector for high pressure Hydrogen** in fuel cell for an important car manufacturer
- Know-how on future technologies and materials



***New Sector
SAFE DEAL***



The deal

23 May signing of **commitment to rent and buy** a branch of the business by Agave: **SAFE**

Court of Bologna approval of Agave credits composition proposal (possible within June)

Agave **Creditors approval** of credits composition plans (possible within the end of 2012)

Phase 1

Phase 2

Phase 3

The deal states that **Landi will enter into rental (Phase 2) and then in the acquisition of the business branch (Phase 3)** if, and only if, some conditions will happen

As soon as, and if, the approval of the Court arrives

As soon as, and if, the approval of creditors arrives

-Court of Bologna Approval (access to Phase 2)

-Landi will enter into the **management of the business**

-Landi will **buy the business branch for 2 mln**

-Creditors Approval (access to Phase 3)

-Landi will **not enter** in the **old obligations** the business branch had until this moment

-Landi will **buy all the remaining inventories which were not already bought during phase 2**

Landi will only monitor the management of the branch during Phase 1

-Landi **will bear revenues and costs** starting from this moment

-Landi will **continue the activity started in phase 2**

Landi committed to pay **2€ mln for the branch and 8€ mln for inventories**. Debts amount to € 500k

-Landi **will buy goods belonging to Agave's inventory according to his needs**

Cashout

Zero cashout

Cashout due to Agave inventory consumption and to sustain the business

Cashout for the acquisition of the business branch (2 mln) and for inventories not yet consumed during phase 2

SAFE products and applications



UPSTREAM

- Gas gathering
- Gas reinjection
- CO2 and N2 reinjection



MIDSTREAM

- Stocking Gas
- Gas transportation (pipeline)



DISTRIBUTION

- CNG refueling
- Gas distribution and measurement
- Transportation and gas stock



FUEL GAS

- Turbine gas generation

Applications

Product lines

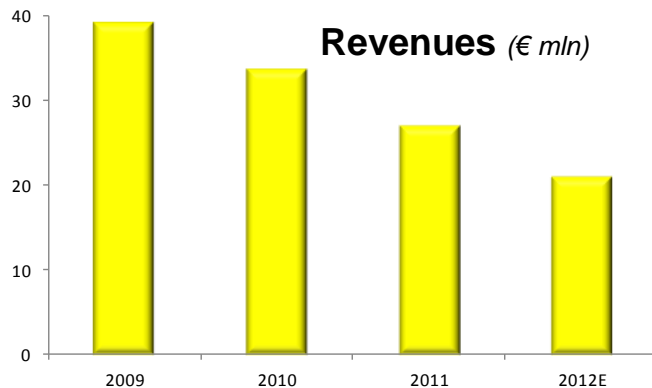
- High speed mechanic compressor
- Gas treating systems

- High speed mechanic compressors
- Turbo expander

- Dispenser
- Methane, hydrogen, blend compressors
- Dryers
- Underneath injections

- Fuel gas compressors

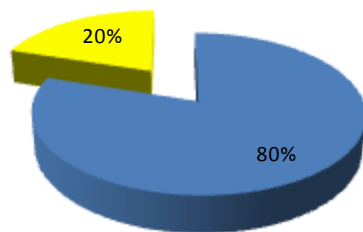
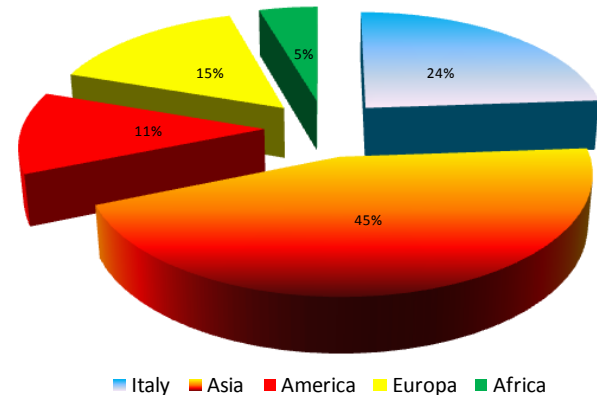
Some financials on SAFE business



In 2012 on a full year base Safe is expected to deliver more than 20 mln of euro. A positive result considering the particular situation

In 2011 Safe had a **geographical breakdown** (quite similar to previous years) as showed in the right pie which outlines its international background

Revenues geographical breakdown



Revenues sector breakdown

Typically the **impact of Oil&Gas business** is that one showed in the left pie

■ Trasportation ■ Oil&Gas

Financial Results



1Q12 Profit&Loss Highlights

Profit&Loss					
<i>Eur m</i>					
	1Q12		1Q11		Delta
Revenues	59.6	100.0%	47.2	100.0%	12.4
EBITDA	5.6	9.4%	1.1	-2.4%	6.7
EBIT	1.1	1.8%	5.9	-12.5%	7.0
Net Profit	-0.8	-1.3%	5.9	-12.5%	5.1

- **Good recovery in revenues versus 2011**
- **Margins improve** as a consequence of revenues increase and as a consequence of variable/fixed cost optimization activities which are beginning to deliver encouraging results

Revenues Breakdown

Revenues Breakdown by Region

Eur m		1Q12		1Q11		Delta	
Region	Italy	18.4	30.8%	7.8	16.6%	10.5	134.5%
	Europe (ex Italy)	17.4	29.2%	12.3	26.2%	5.1	41.2%
	SWAsia	6.8	11.4%	15.9	33.7%	- 9.1	-57.1%
	America	8.3	13.9%	3.3	7.0%	5.0	149.1%
	RoW	8.7	14.6%	7.8	16.5%	0.9	12.0%
	Total	59.6	100.0%	47.2	100.0%	12.4	26.4%

Revenues Breakdown by Segment

Eur m		1Q12		1Q11		Delta	
Segment	lpg	36.7	61.6%	24.4	51.8%	12.3	50.3%
	cng	19.7	33.1%	19.7	41.7%	0.1	0.3%
	Other	3.2	5.3%	3.1	6.5%	0.1	2.9%
	Total	59.6	100.0%	47.2	100.0%	12.4	26.4%

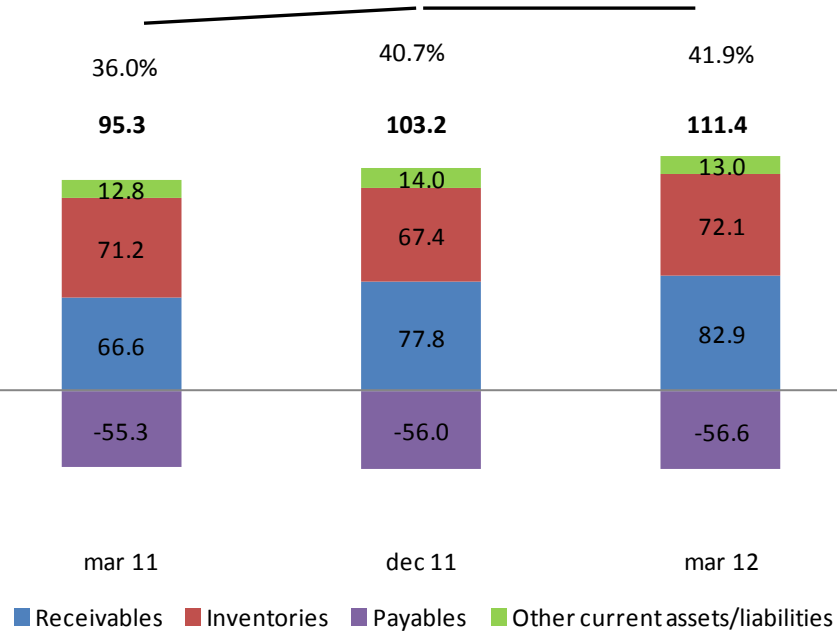
- LPG increased a lot as a consequence of Italy and Eastern Europe recovery
- CNG kept its value thanks to South America and some Asian countries that offset the decrease in Iran and Pakistan

- Italy is back with important numbers on Car Makers Euro V models (launched during 2011) **New car sold with cng/lpg options reached almost 15% of total market in april.** A level reached only with incentives in 2009
- In Italy **AM distribution channel** is in a growing trend.
- Also **Eastern Europe** is performing particularly well
- America is positively impacted above all by the good performance of **South America**
- Other important markets are in the **Far East**
- **South West Asia** decreased as a consequence of Iranian embargo and Pakistan penalizing laws

Working capital and debt level

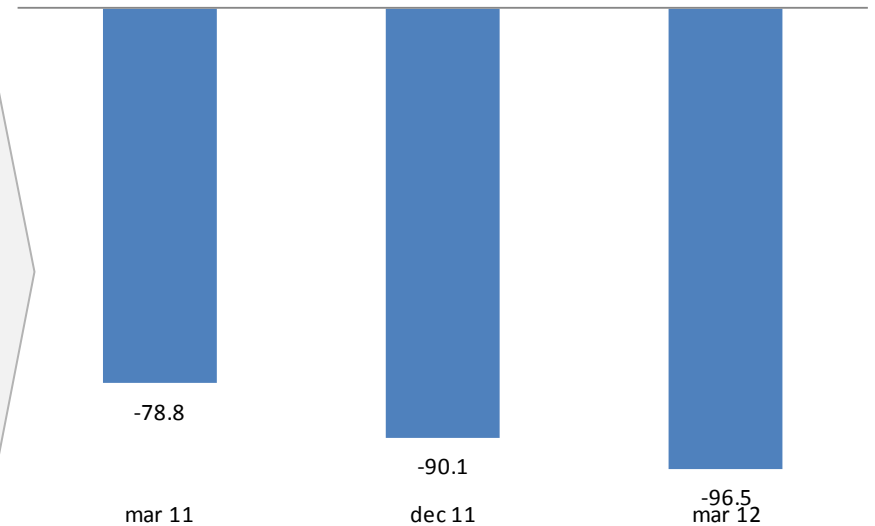
Net Working Capital

Eur m



Net Financial Position

Eur m



NWC is almost stable if compared with 4Q11

• **Net Financial Position** moved during the first quarter as a consequence to Net Working Capital

Annexes



Landi Renzo Company Profile

Board of Directors

Stefano Landi –President
 Giovannina Domenichini – Honorary President
 Claudio Carnevale - Executive Director
 Carlo Alberto Pedroni – Executive Director
 Carlo Coluccio - Director
 Alessandro Ovi - Indip. Director
 Tomaso Tommasi di Vignano – Indip. Director

Top Managers



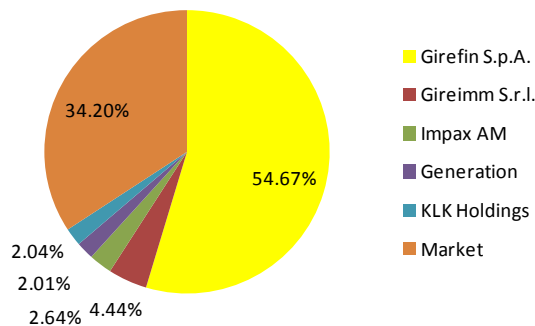
*Interim

Investor Relations

Investor Relations Contacts:

Pierpaolo Marziali
 Tel: +39 0522 9433
 E-mail: ir@landi.it
www.landi.it

Shareholding



Share Information

N. of shares outstanding: 112.500.000

Price as of 28/05/12: 1.672€

Capitalization: € 189,25 mln

FTSE Italia STAR

Stock vs Market since Ipo



Healthy Balance Sheet

ASSETS (thousands of Euros)	31/03/2012	31/12/2011	31/03/2011
Non-current assets			
Property, plant and equipment	32,994	35,096	37,613
Development expenditure	9,579	10,346	11,528
Goodwill	55,582	55,582	59,566
Other intangible assets with finite useful lives	28,825	29,506	30,681
Other non-current financial assets	171	170	281
Deferred tax assets	13,723	13,274	11,366
Total non-current assets	140,874	143,974	151,035
Current assets			
Trade receivables	82,559	77,429	65,653
Trade receivables - related parties	296	361	902
Inventories	72,052	67,408	71,212
Other receivables and current assets	27,466	27,452	25,120
Current financial assets	176	176	149
Cash and cash equivalents	23,568	20,059	22,757
Total current assets	206,117	192,885	185,793
TOTAL ASSETS	346,991	336,859	336,828

Healthy Balance Sheet

EQUITY AND LIABILITIES (thousands of Euros)	31/03/2012	31/12/2011	31/03/2011
Group shareholders' equity			
Share capital	11,250	11,250	11,250
Other reserves	124,886	134,154	139,486
Profit (loss) for the period	-792	-9,138	-5,911
Total equity attributable to the shareholders of the parent	135,344	136,266	144,825
Minority interests	628	738	643
TOTAL EQUITY	135,972	137,004	145,468
Non-current liabilities			
Non-current bank loans	38,052	40,119	64,016
Other non-current financial liabilities	49	49	72
Provisions for risks and charges	5,066	4,860	4,987
Defined benefit plans	2,877	2,835	3,139
Deferred tax liabilities	11,780	12,351	14,009
Total non-current liabilities	57,824	60,214	86,223
Current liabilities			
Bank overdrafts and short-term loans	81,891	69,878	36,920
Other current financial liabilities	125	125	508
Trade payables	56,267	55,903	55,097
Trade payables - related parties	300	61	154
Tax liabilities	6,784	6,458	4,495
Other current liabilities	7,828	7,216	7,963
Total current liabilities	153,195	139,641	105,137
TOTAL LIABILITIES AND EQUITY	346,991	336,859	336,828

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (thousands of Euros)	31/03/2012	31/03/2011
Revenues (goods and services)	59,596	46,545
Revenues (goods and services) - related parties	2	623
Other revenue and income	843	211
Cost of raw materials, consumables and goods and change in inventories	-25,638	-22,920
Costs for services and use of third party assets	-17,943	-14,486
Costs for services and use of third party assets – related parties	-390	-389
Personnel expenses	-10,251	-10,147
Accruals, impairment losses and other operating expenses	-601	-548
Gross Operating Profit	5,618	-1,111
Amortization, depreciation and impairment losses	-4,543	-4,772
Net Operating Profit	1,075	-5,883
Financial income	133	91
Financial expenses	-1,060	-744
Exchange rate gains and losses	-840	-737
Profit (Loss) before tax	-692	-7,273
Taxes	-130	1,284
Net profit (loss) for the Group and minority interests, including:	-822	-5,989
Minority interests	-30	-78
Net Profit (Loss) of the Group	-792	-5,911
Basic earnings (loss) per share (calculated on 112,500,000 shares)	-0.0070	-0.0525
Diluted earnings (loss) per share	-0.0070	-0.0525

Disclaimer

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