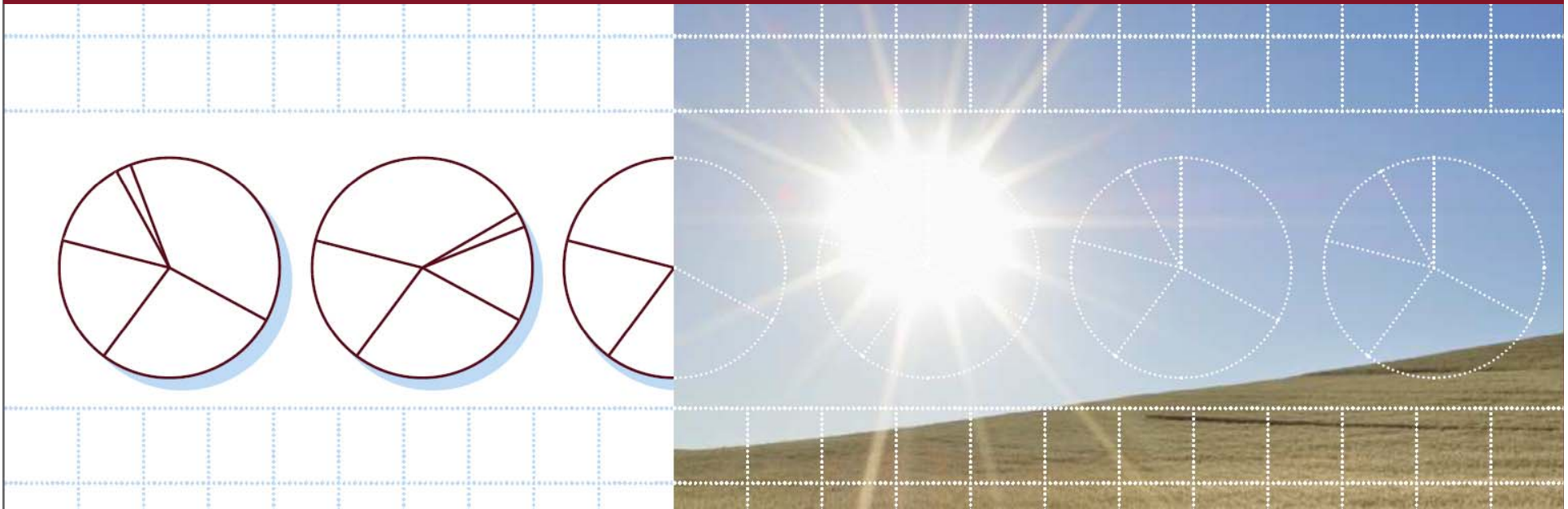




W E N D E L

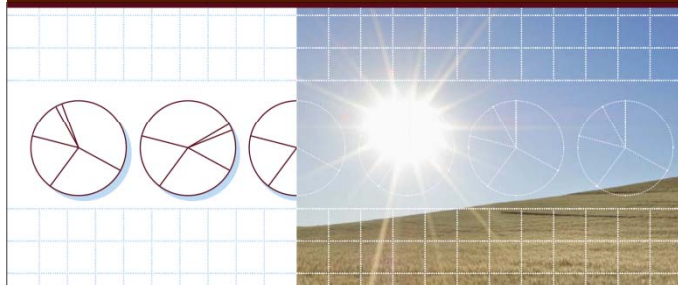


Deutsch
Wendel Investor Day

2 December 2010



W E N D E L



Jean-Marie Painvin
Chairman



DEUTSCH

Deutsch

Company strengths profile

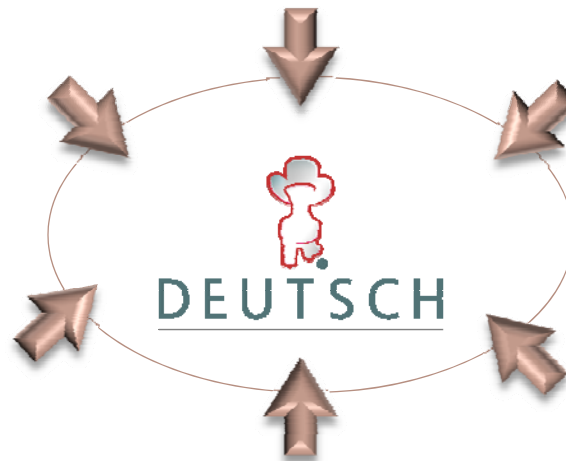
Leading position

Mil Aero Space #2 WW
Leader in Industrial Vehicles
Offshore #1 in Technology

Barriers to entry

Design in process
70% of proprietary products
Long term development

Strong brand



Financial discipline

Strong MEBITDA margin
DBS to control costs
Working capital initiatives

Management quality

Multicultural
Management Co-investment

Growing strategy

Energy
Industrial footprint
New platforms uplift \$120M



Deutsch Organization

Wendel Board Members



Bernard Gautier



David Darmon



Patrick Tanguy



Jean-Michel Roper

Support

Martin
Hopcroft
CFO



Tom
Sadusky
VP &
General
Secretary



Jean-Marie Painvin
Chairman & CEO



Sébastien
Goulet
EVP of
Industrial
Strategy



Operations

Jeff
Albers
COO DI



Philippe
Carette
COO DAT



Frederic
Kleindienst
COO DO



WENDEL

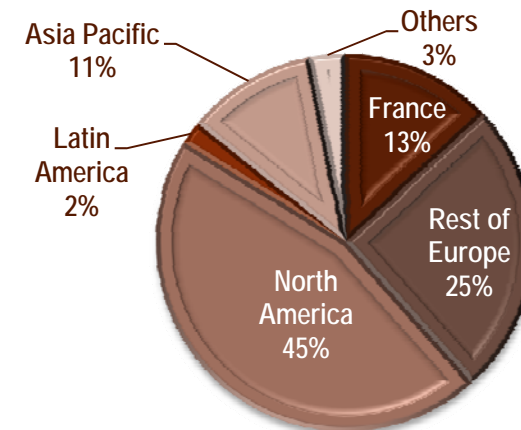
Deutsch

Pick-up in growth

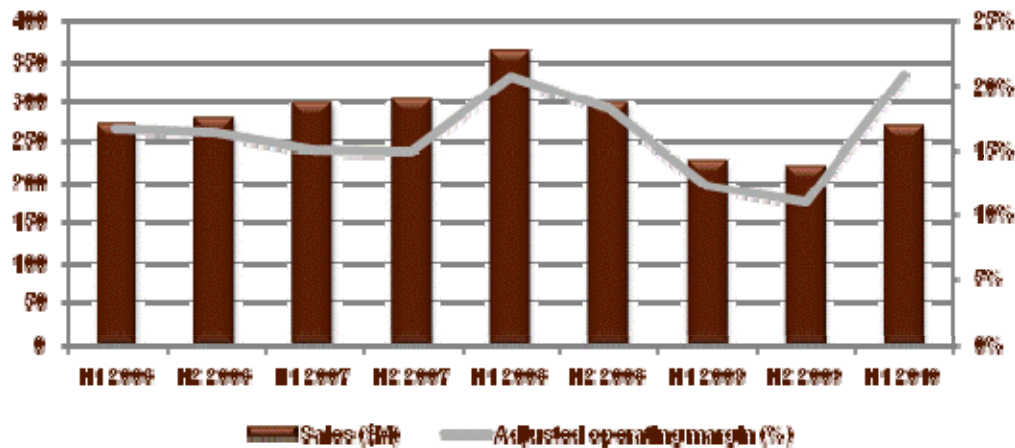
(\$ m)	H1 2009	FY 2009	H1 2010
Sales	226.5	446.6	269.9
Operating income⁽¹⁾	27.5	51.4	56.0
<i>As a % of sales</i>	<i>12.1%</i>	<i>11.5%</i>	<i>20.7%</i>
Net financial debt	697	696	598

⁽¹⁾ Adjusted operating income before goodwill, management fees and non-recurring items

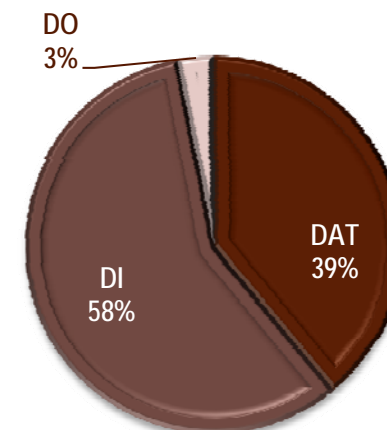
H1 2010 sales by region



Interim sales & operating margin



H1 2010 sales by division



Deutsch

Action plans initiated early in the downturn

Our action plans

Drive improvement utilizing the **Deutsch Business System**

Ramp-up manufacturing

Strengthen our Industrial footprint

Build on improvements made last year

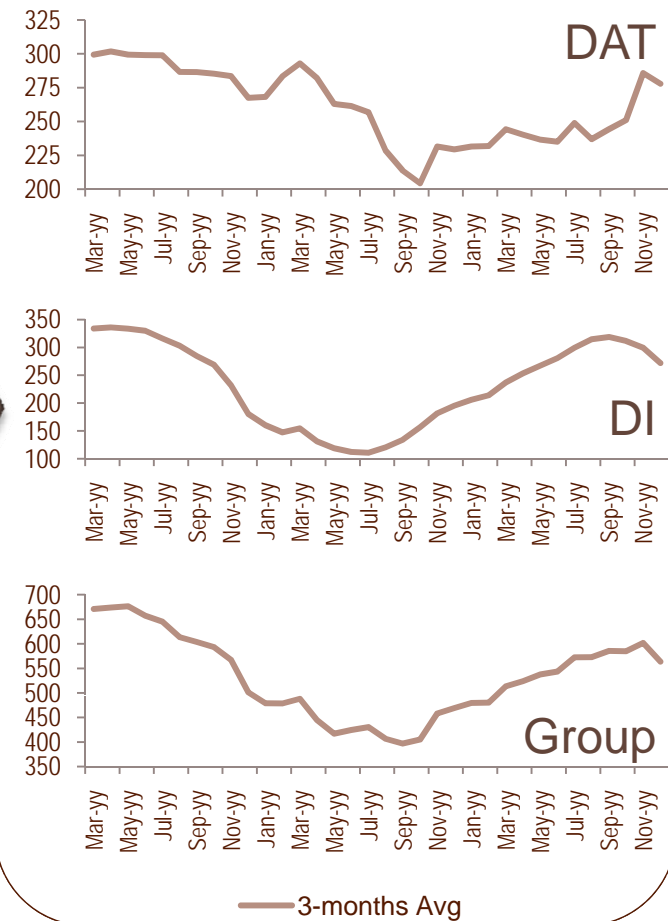
Establish position on future platforms

A good recovery for the last 9 months

Sales

DAT:	-7%
DI:	+111%
DO:	-24%
LADD:	+51%
Deutsch:	+27%

We start to recover (Sales 08-10)

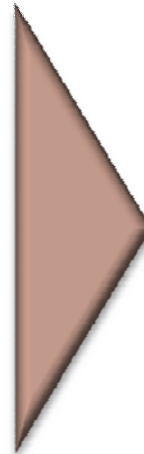


Deutsch

Long term outlook still strong

Our key strengths

- Brand
- Engineering
- Customer relations
- Connector technologies
- Multiple markets
- International footprint

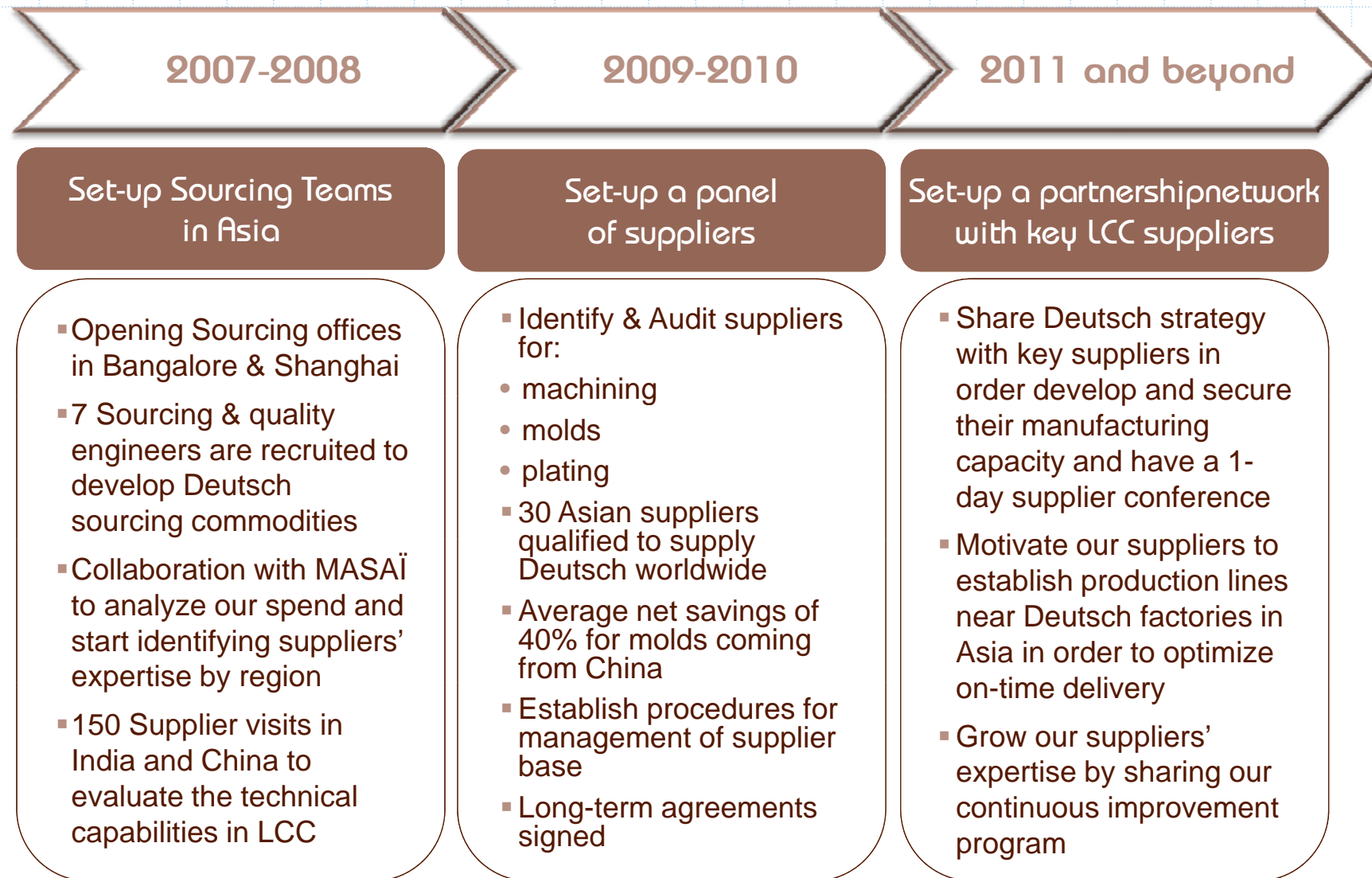


Industry long term triggers

- More electronics on all platforms
- Hybrid and Electrical vehicles
- Electric replacing Hydraulic
- Emergence of Military Drones
- Voltage standard change on airplanes
- Deep Offshore exploration
- New pollution standards with environmental safety requirements



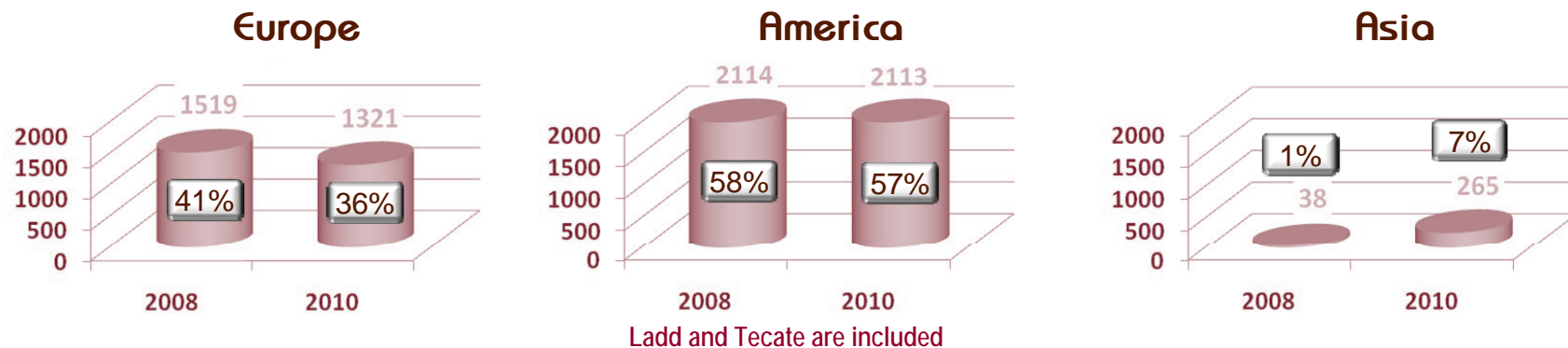
Deutsch Business system



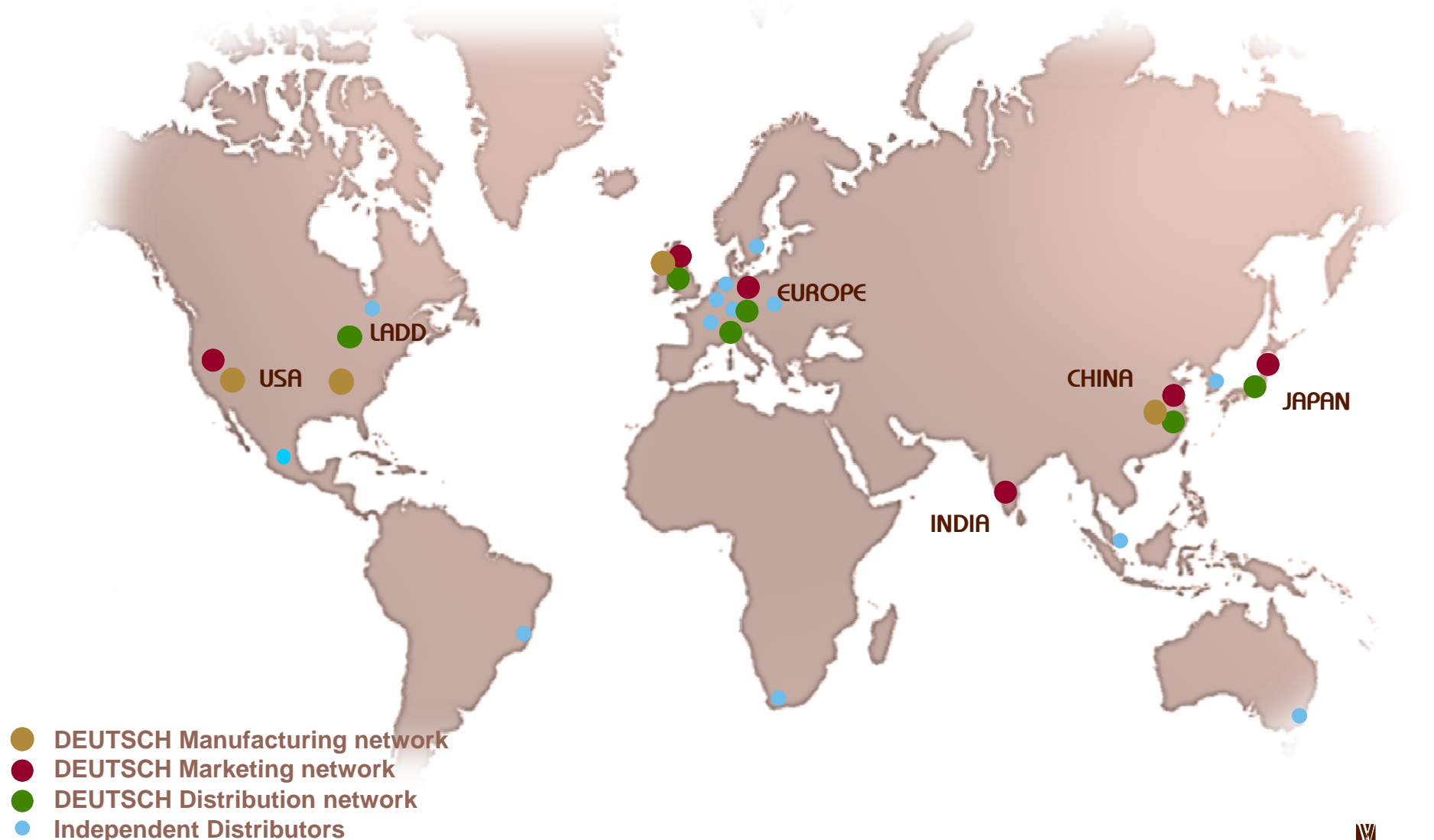
Industrial network optimization



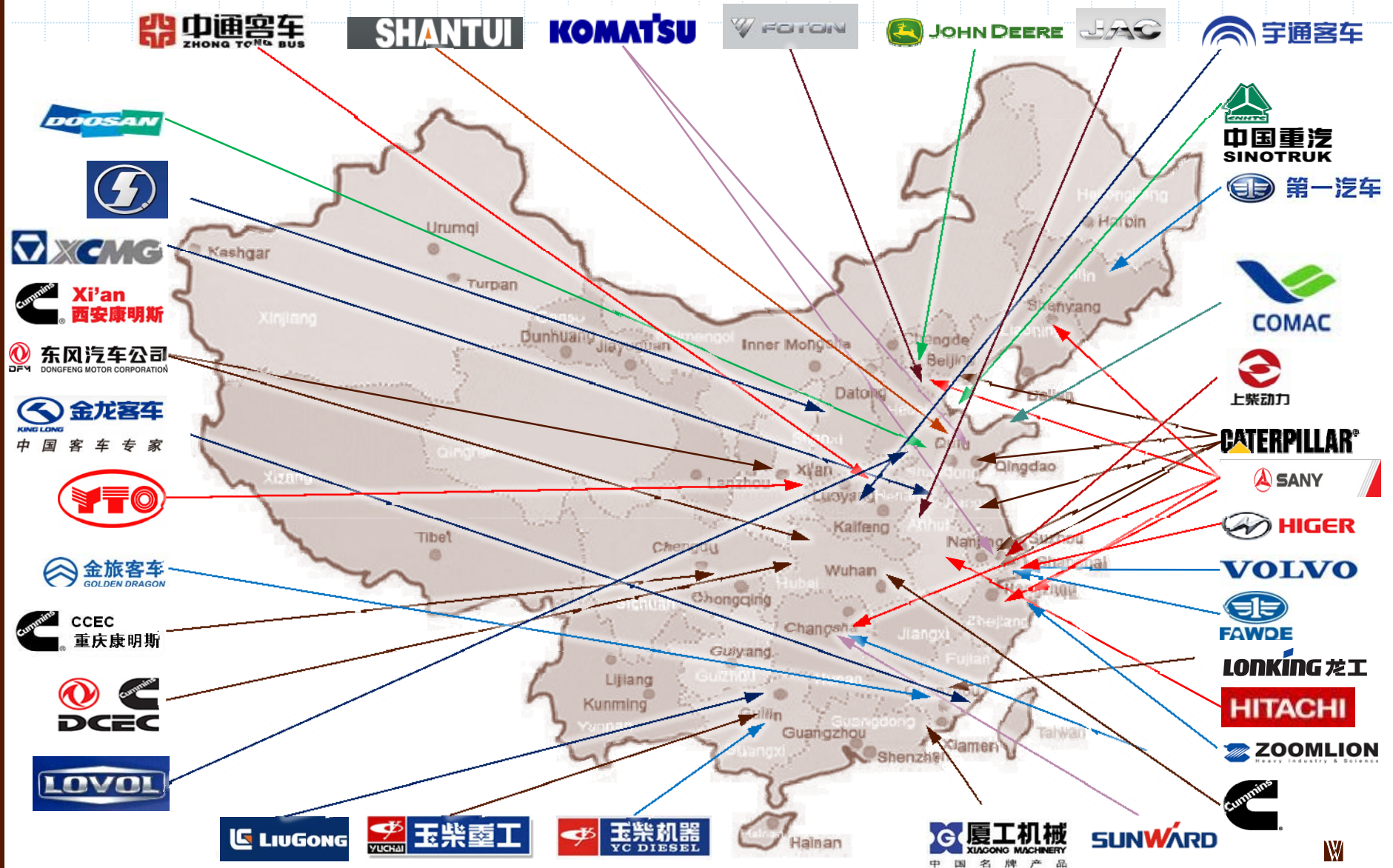
Production Site Headcount Impact (FTEs)



Deutsch Industrial worldwide footprint



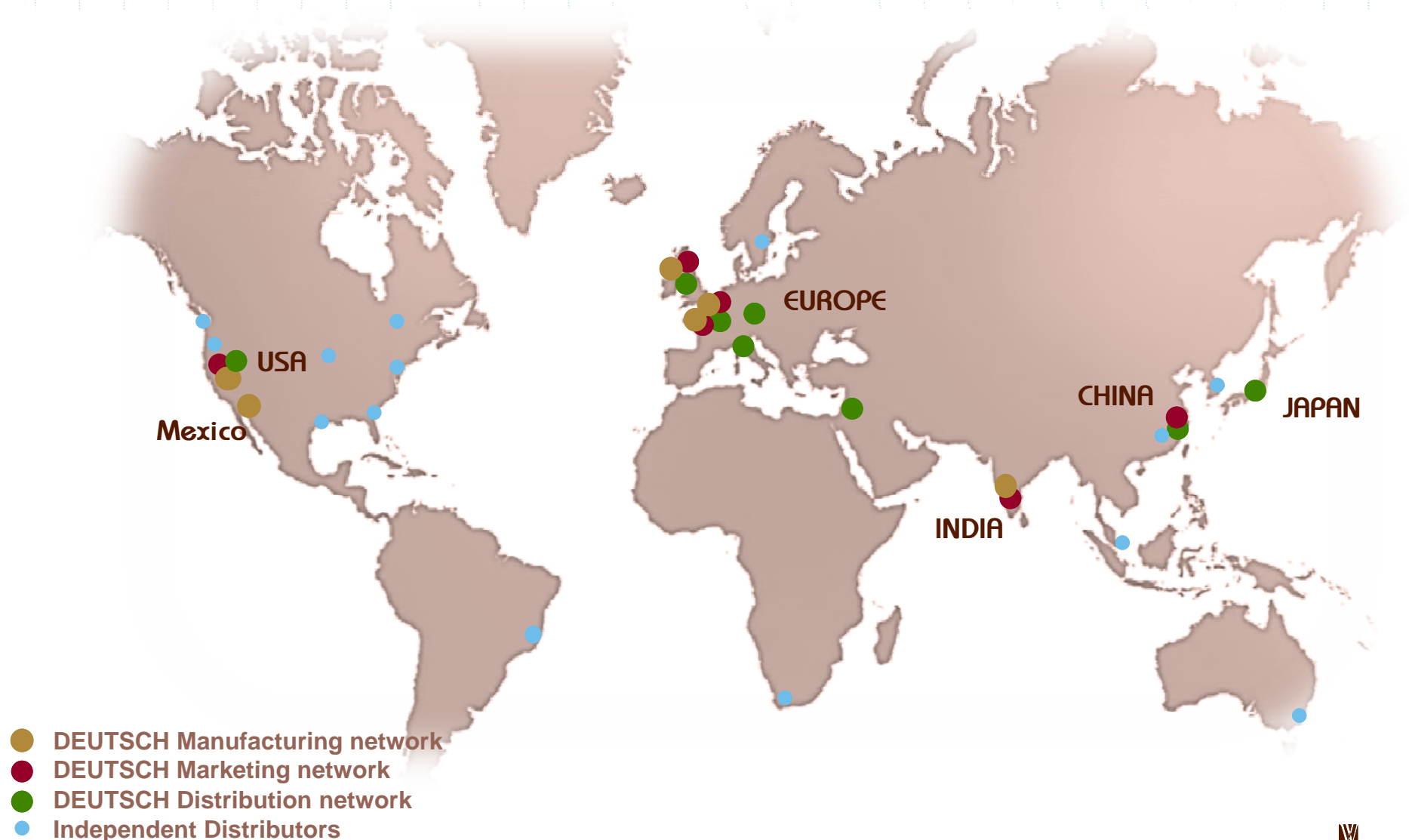
Industrial Division: potential Chinese customers



Industrial Division: potential Indian customers

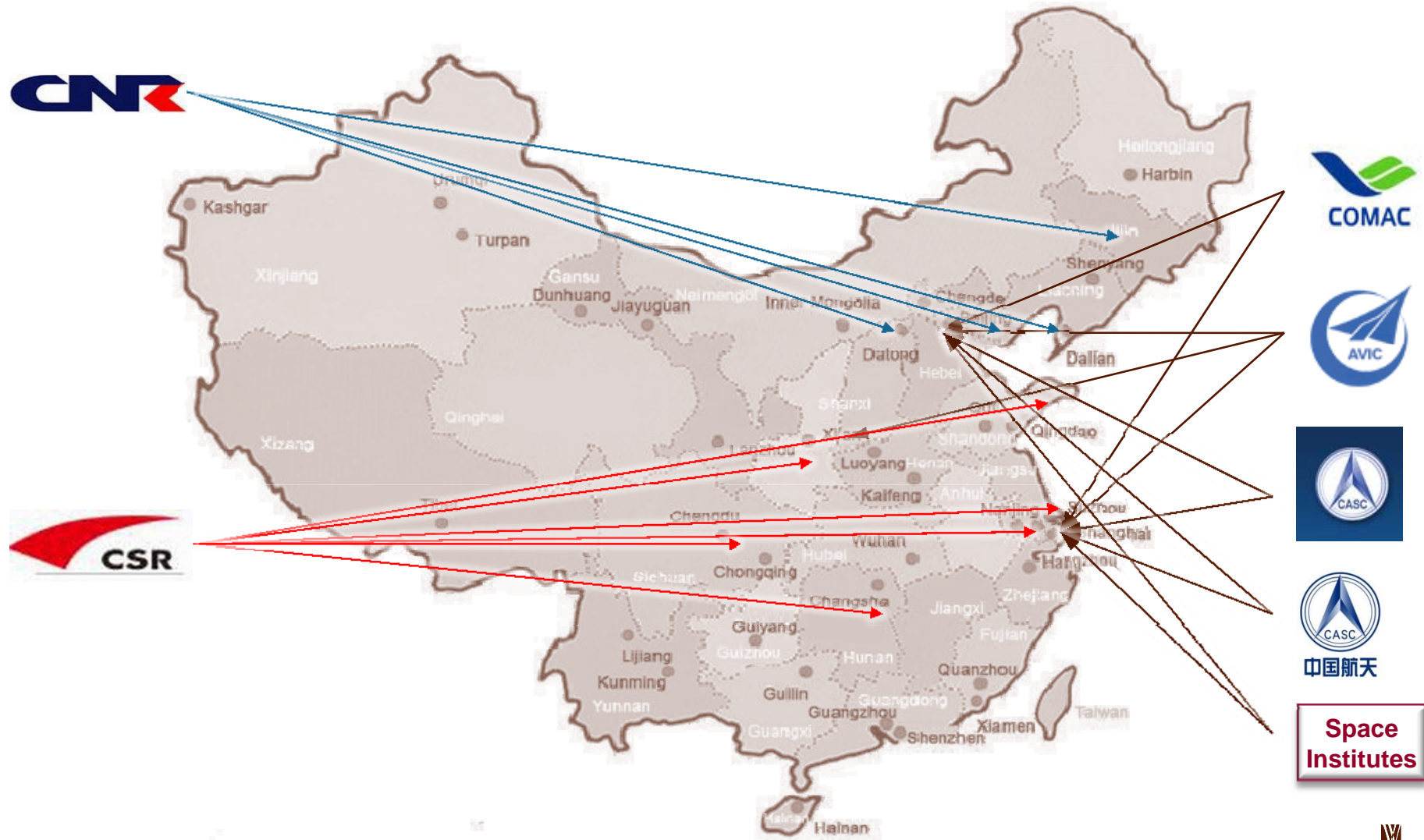


Deutsch AeroSpace & Transportation footprint



- DEUTSCH Manufacturing network
- DEUTSCH Marketing network
- DEUTSCH Distribution network
- Independent Distributors

AeroSpace & Transportation: potential Chinese customers



AeroSpace & Transportation: potential Indian customers

MISSILES & BALLISTICS

TBRL

ASL

DRDL

RCI

SPACE



AERONAUTIC



BHARAT Electronics



Conclusion

