

# COMPANY PRESENTATION



# MISSION

SIT develops and manufactures measuring devices and systems for the safety, comfort and performance of domestic gas equipment



**1953:** Pierluigi and Giancarlo de' Stefani establish SIT La Precisa, a company operating in precision mechanics, in Padova (Italy)



Today more than 2000 people work for SIT – distributed in productions plants, subsidiaries, sales offices and agencies all over the world. This highly international workforce represents a guarantee of competence and internationalism for customers everywhere.

57% of the company's employees work outside Italy, in 8 production sites and 25 European, American and Asian-Pacific commercial centres.

# ACTIVITY AND HISTORY

## 1953: Founded by Pierluigi and Giancarlo de' Stefani

### 1964 – 1997: international expansion

- 1964, the first mechanical gas control is exported to Germany
- 1974, first foreign subsidiary in the Netherlands
- 80s, new subsidiaries in the USA and Australia
- 1997, the Chinese subsidiary is opened in Shanghai

### 1999 – 2017: greenfield and acquisitions

- 1999, acquisition of ENCON, a Dutch manufacturer of electronic boards for gas applications
- 2000, construction of the Mexican plant, acquisition of CATOBA and BRAY BURNERS
- 2003, acquisition of OMVL, a company active in the market of gas conversion kits for automotive, then resold in 2009
- 2004, acquisition of NATALINI, manufacturer of electric fans and exhaust kits located in Macerata (Italy)
- 2010, increase of production capacity in Italy, Holland, Romania (new plant in Brasov) and China (new production plant in Suzhou)

## 2009 – 2016: start up in the Smart Gas Metering sector

- 2009, establishment of MeterSIt aimed at entering the Smart Gas Metering sector
- 2016, establishment of MeterSIt Romania (Brasov) to increase production capacity

## 2014-2018: quotation on the stock exchange

- Federico de' Stefani acquires 100% of the shares of SIT S.p.A.
- SAP implementation in all the Group's operating companies
- Transition to IFRS / IAS
- Merger with the SPAC Industrial Stars of Italy 2 and simultaneous admission to trading on the AIM Italia segment (20.7.2017)
- November 2018: SIT shares and warrants have begun trading on the Mercato Telematico Azionario (MTA) by Borsa Italiana.

## 2017-2018: implementation of the production capacity increase Plan

- Average + 30% distributed on the various plants

# ORGANIZATION

**SIT**  
is organised into two Divisions



## Heating

components and systems for the control, regulation and safety of gas appliances for domestic heating, cooking, catering and large appliances




## Smart Gas Metering

remotely controlled static gas meters  
measuring directly the standard volume in cubic meters

# MARKETS

## Heating



Mechanical Controls   Integrated Systems   Sensors   Electronic Controls   Fans   Hood Extractors   Flue Exhaust Systems

## Smart Gas Metering



Gas meters

## DOMESTIC APPLIANCES



Boilers   Water heaters   Instantaneous Water heaters   Fireplaces   Space heaters   Pellet stoves

## PROFESSIONAL COOKING AND CATERING



Commercial ovens  
Fryers  
Hoods



# CENTRAL HEATING: BOILERS COMBINING HEATING AND DOMESTIC HOT WATER



SIT is the world's top name in the production of multifunctional, regulating, safety gas valves.



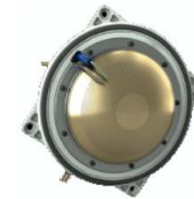
SIT is the main European player for the non captive electronic controls market



Air management technology (Fans and Exhaust systems) complete SIT traditional offering



Innovative solutions for sub-assembled and pre-tested integrated systems (modules) for condensing boilers



# DIRECT HEATING: FIREPLACES AND STOVES (gas & pellet)



- SIT provides mechanical controls (gas valves and sensors), electronic controls (main boards, remote controls and user interfaces) and fans for gas fireplaces, stoves and space heaters

- Main markets are North America, UK and Europe





# STORAGE WATER HEATING: FOR DOMESTIC WATER HEATING



SIT provides  
mechanical  
controls and  
pilots

- Markets include North America, Argentina and Australia
- New efficiency standards provide opportunities to increase technological content and differentiation of offering

# PROFESSIONAL COOKING AND CATERING APPLIANCES



- SIT provides mechanical controls and fans for (i) collective and community cooking appliances and (ii) high end cooker hoods
- Main markets are Europe and USA
- SIT is market leader in Europe



# SMART GAS METERING

Mainly driven by regulation and smart technology



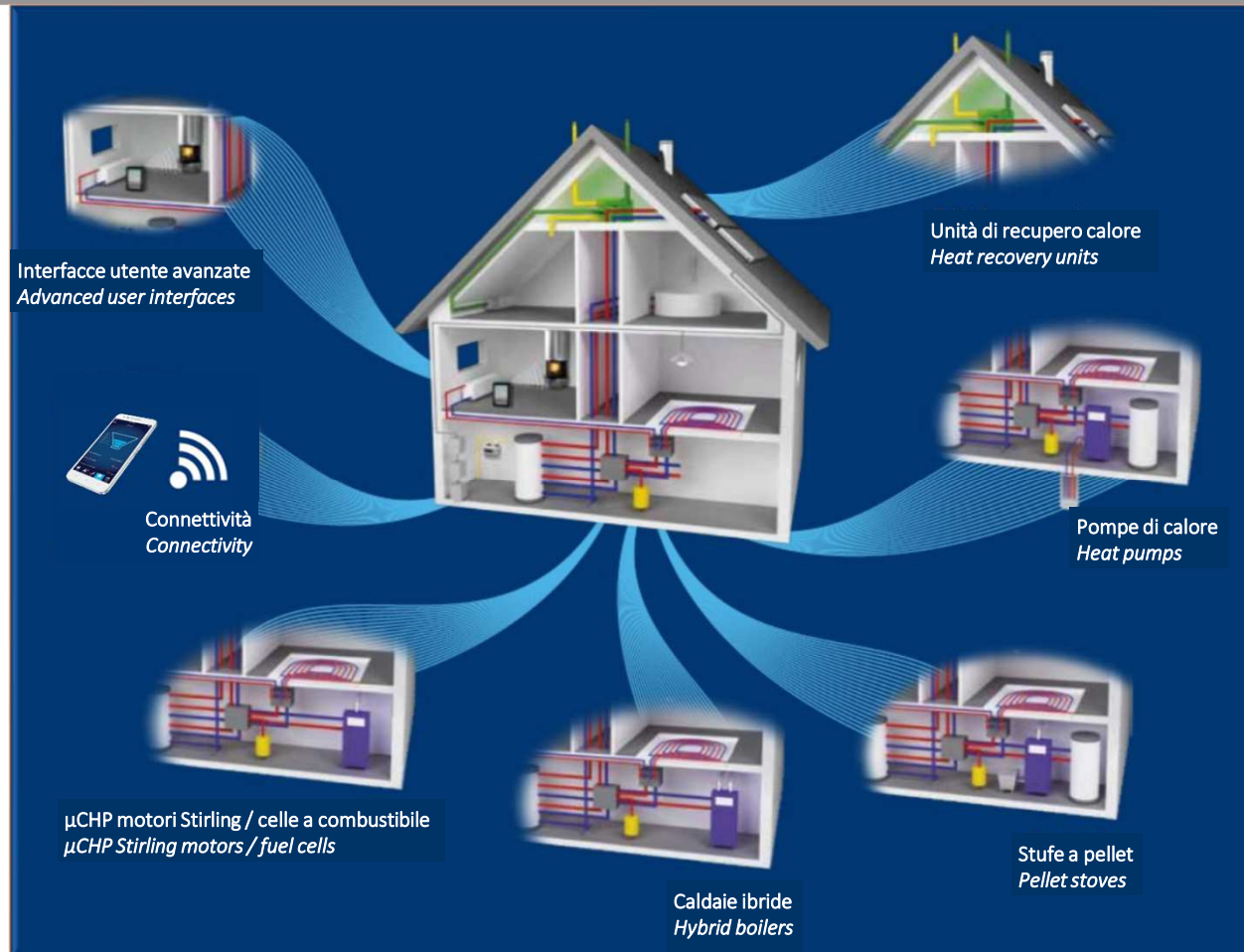
- European directive on smart gas metering (EU 2009/73)
- Italy: early adopter with directive ARG/gas155/08 issued by the national Authority (AEEG)
- European installed base over 120 million pcs

Domusnext®



- Innovative **thermo-flow sensor technology** that provides accurate measurement features in all conditions without add-on of compensation devices or calculations – truly disruptive, particularly on Commercial & Industrial applications
- Complete range of smart gas meters for both Residential and Commercial & Industrial purposes
- All major communication standards and protocols supported
- Developed and assembled with modular approach

# EMERGING AND COMPLEMENTARY TECHNOLOGIES



# SIT MARKET POSITION

Mechanical Controls for boilers	→	world market leader
Mechanical Controls for thermostatic space heaters	→	world market leader
Mechanical Controls for fireplaces	→	world market leader
ODS (Oxygen Depletion Systems)	→	world market leader
Mechanical Controls for catering appliances	→	n° 2 in the world
Mechanical Controls for storage water heaters	→	n° 2 in the world
Electronic controls for boilers	→	n° 1 in Europe

*Note: Since at the moment there is no existing reliable market research which provides the required level of detail, nor any official data, the statements of key information, the assessments concerning the positioning of SIT and the assessments regarding the market and the market segments of the reference market are based exclusively on assessments carried out by SIT's management, in accordance to its own knowledge of the market and its analysis of the data gathered. For such reason, these statements and assessments may not be updated and/or may also be quite approximate. Due to the lack of reliable and standardized data and of market data provided by third parties, these assessments are necessarily subjective and are provided, unless otherwise specified, by SIT on the basis of the analysis of the data it, as a company, has gathered. These evaluations and the performance of the industries in which SIT operates could prove to be different from those assumed due to the known and unknown risks, the uncertainties and other causes.*

# WORLD-WIDE PRESENCE



# PRODUCTION PLANTS

All plants are certified according to ISO 9001:2015 Quality System

Rovigo, Brasov and Monterrey are also certified according to ISO 14001:2015 Environmental Management System



Suzhou (China): Mechanical Controls



Montecassiano (Italy): Fans, Exhaust Systems



Hoogeveen (The Netherlands): Electronic Controls



Rovigo (Italy): Diecasting, Mechanical Controls, Sensors, Gas Meters and Logistic Hub



Brasov (Romania): Mechanical Controls, Integrated Systems, Gas Meters

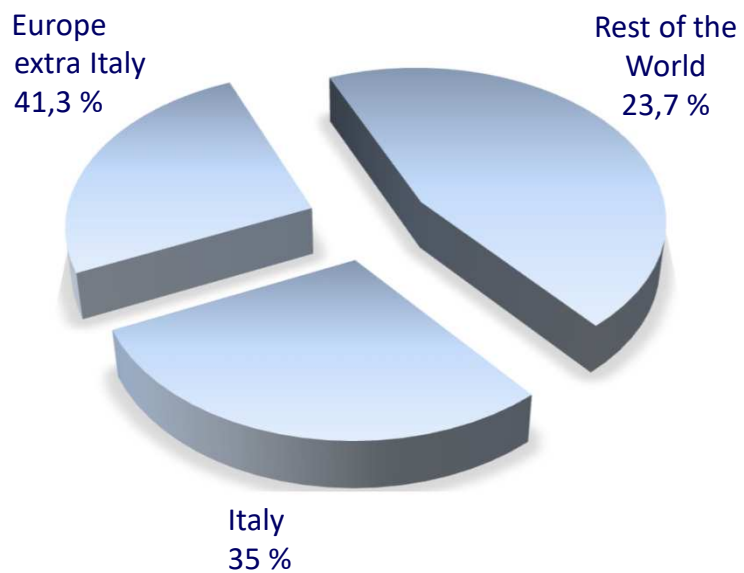


Monterrey (Mexico): Mechanical Controls, Sensors

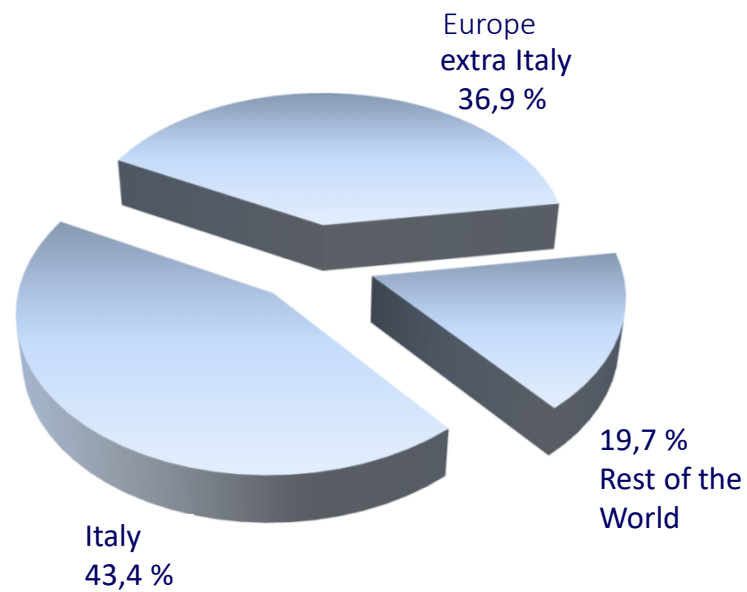
# KEY INDICATORS

65% of turnover outside Italy\*

Turnover by geographical areas:  
359,1 M€



Employees by geographical areas:  
2.019



\* 2018



# SIT NUMBERS - 2018

**359,7 million** € turnover\*

**30,7 million** € investments

**4** locations of R&D

**6** production factories

**25** commercial offices

**2.019** employees

**88.800** square meters of facilities

**29 million** products made each year

**10,8 million €** in R&D

**66** countries served commercially

**90** patents filed

\* 2014-2018 yearly internal growth rate (CAGR) = 8,6%



# HEATING DIVISION – Main customers in Eastern Europe

## Czech/Slovak Rep., Hungary


## Ukraine


## Russia


## Poland


## Turkey


# HEATING DIVISION – Main customers in USA and Canada

## U.S.A

## Canada

# HEATING DIVISION – Main customers in Mexico and South America

## Mexico

## South America

# HEATING DIVISION – Main customers in Asia and Australia

China




Japan


Korea


Australia


# METERING DIVISION– Main customers

## Italy