COMPANY PRESENTATION
OUR MISSION

Our commitment is to create **smart solutions** for climate control and consumption measurement for a **more sustainable world**
OUR VISION

SIT’s vision is to be recognized as the leading sustainable partner for energy and climate control solutions - and to enjoy the journey.
Pierluigi and Giancarlo de’ Stefani establish SIT La Precisa, a company operating in precision mechanics, in Padova (Italy)

Today more than 2500 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. More than 67% of the company’s employees work outside Italy.
ACTIVITY AND HISTORY

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

2009 - 2016
IMPLEMENTATION OF THE PRODUCTION CAPACITY INCREASE PLAN

2009 - 2016
IMPLEMENTATION OF THE PRODUCTION CAPACITY INCREASE PLAN
Average + 30% distributed on the various plants

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

2020
Opening of a hub in Tunisia for the production of electronic and plastic components and the assembly of SIT products

2021
Acquisition of the NGA product line (electronic valves for gas storage water heaters) from the US company Emerson Electric
MeteRSit subsidiary opens in Manchester UK
SIT is organized into two Divisions

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

**Metering**
- remotely controlled static gas meters measuring directly the standard volume in cubic meters
- residential volumetric water meters based on volumetric metrological technology
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.
SIT manufactures and markets:
- mechanical controls (gas valves and sensors),
- electronic controls (main boards, remote controls and user interfaces)
- fans for gas fireplaces
- stoves and space heaters

Main markets are:
- Nord America, UK and Europe
STORAGE WATER HEATING
FOR DOMESTIC WATER HEATING

**SIT** manufactures and markets:

- mechanical controls
- pilots

New efficiency standards provide opportunities to increase technological content and differentiation of offering

**Markets include:**
North America, Argentina and Australia
SIT manufactures and markets:

- mechanical controls
- fans

for:

- collective and community cooking appliances
- high end cooker hoods

Main markets:

Europe and USA

SIT is market leader in Europe
MeteRSit manufactures and markets:

smart gas meters for residential, commercial and industrial use, and accessories.

Innovative thermo-mass flow sensor technology that enables accurate measurement in all conditions without the addition of external conversion and communication devices - truly disruptive, particularly for commercial and industrial applications.

A comprehensive range of smart and integrated gas meters small and easy to install displaying readings in standard cubic meters, no external devices needed for conversion and for communication, for an accurate billing transparent to the end customer.

All major communication standards and protocols are supported.

Developed and assembled with a modular approach.
JANZ manufactures and markets:

Residential, commercial, industrial smart water meters, a wide range of mechanical meters and in particular excels in volumetric metrological technology with which it equips its meters and supplies the main operators in the sector.

JANZ products are MID certified

Measuring Instruments Directive

An European Union directive that seeks to harmonize various aspects of legal metrology in all countries of the European Union on measuring instruments.
PRODUCTION PLANTS

- **Hoogeveen (The Netherlands)**
  Electronic Controls

- **Lisbon (Portugal)**
  Water meters

- **Monterrey (Mexico)**
  Mechanical Controls, Sensors

- **Tunisi (Tunisia)**
  Electronic and Mechanical Controls, and plastic components

- **Montecassiano (Italy)**
  Fans, Exhaust Systems

- **Suzhou (China)**
  Mechanical Controls

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

- **Brasov (Romania)**
  Mechanical Controls, Integrated Systems, Fans
71.9% of turnover is made outside Italy

Turnover by geographical areas:
- Italia: 28.1%
- Rest of the World: 27.9%
- Europe Extra Italy: 44.0%

380.5 M€ (year 2021)

Employees by geographical areas:
- Italia: 32.2%
- Rest of the World: 28.2%
- Europe Extra Italy: 39.6%

2,503* (year 2021)
SIT NUMBERS - 2021

380.5 M€
TURNOVER

24.7 M€
INVESTMENTS

5
LOCATIONS OF R&D

8
PRODUCTION FACTORIES

16
COMMERCIAL OFFICES

2,503
EMPLOYEES

114,800 mq
SQUARE METERS OF FACILITIES

31.8 M
PRODUCTS MADE EACH YEAR

12,5 M€
IN RESEARCH AND DEVELOPMENT

65
COUNTRIES SERVED COMMERCIALY
### HEATING DIVISION

#### MAIN CUSTOMERS IN WESTERN EUROPE

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**Note:** The list above is not exhaustive and includes some of the major heating equipment manufacturers in Western Europe. The list does not cover every customer or every product line within these companies. For a comprehensive list, please refer to the company's official documentation or contact the relevant sales and marketing teams.
## HEATING DIVISION

### MAIN CUSTOMERS IN EASTERN EUROPE

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<th>Russia</th>
<th>Czech/Slovak Rep., Hungary</th>
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*Company Confidential*
## HEATING DIVISION
### MAIN CUSTOMERS IN USA AND CANADA

### U.S.A.
- Alpine Gas Fireplaces
- AC Smith
- Buck Stove
- Brinly Controls Inc.
- Cleaver Brooks
- Dacor
- Heatstone
- HTP
- GreenWorks
- HTP
- Jotul
- ECR International
- Empire
- Solaronics

### Canada
- Sterling
- Suburban
- Laars
- Lochinvar
- United States Stoves Co.
- Weil-McLain
- Welbilt
- Pacific Energy
- Regency
- Enviro
- Garland
- IBC
- Napoleon
- SBI
- Valor
- Naapoleon
# HEATING DIVISION

## MAIN CUSTOMERS IN MEXICO AND SOUTH AMERICA

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<th>Mexico</th>
<th>South America</th>
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### HEATING DIVISION

#### MAIN CUSTOMERS IN ASIA AND AUSTRALIA

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# METERING DIVISION

## MAIN CUSTOMERS

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**Images:**
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- Company Confidential
Thank you!