

Sabaf Group



Financial Presentation

31st May 2022

www.sabafgroup.com

SABAF
GROUP

ARC

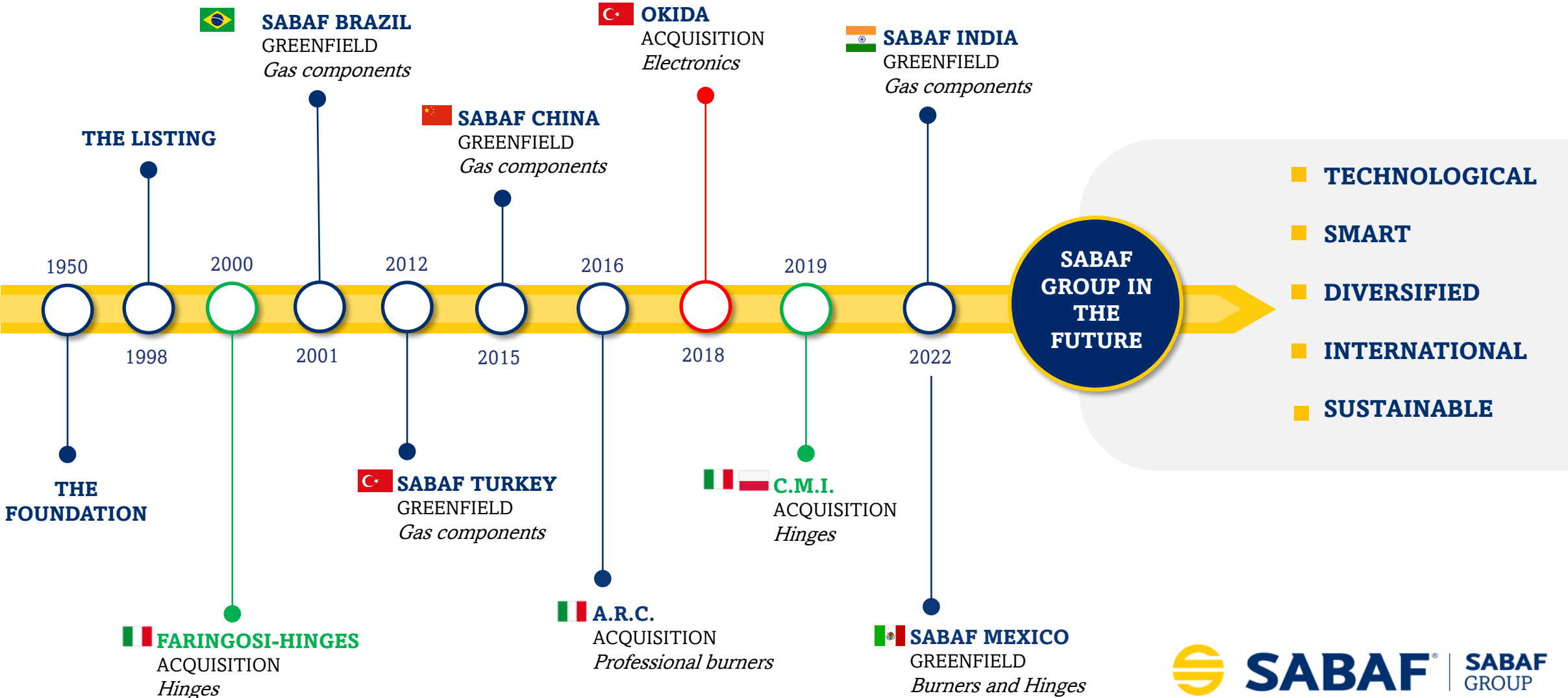
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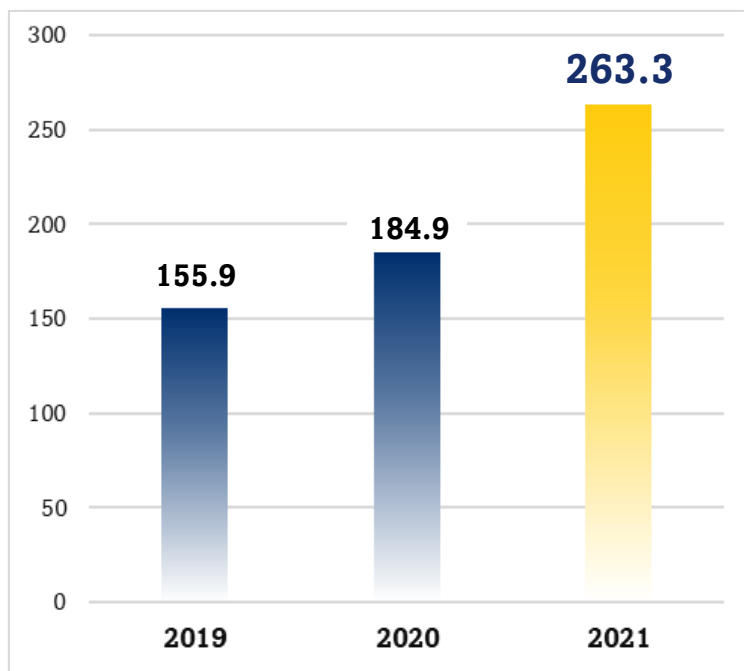
SABAF

Sabaf Group: our growth path



Sabaf Group: Revenues and EBITDA evolution

REVENUES

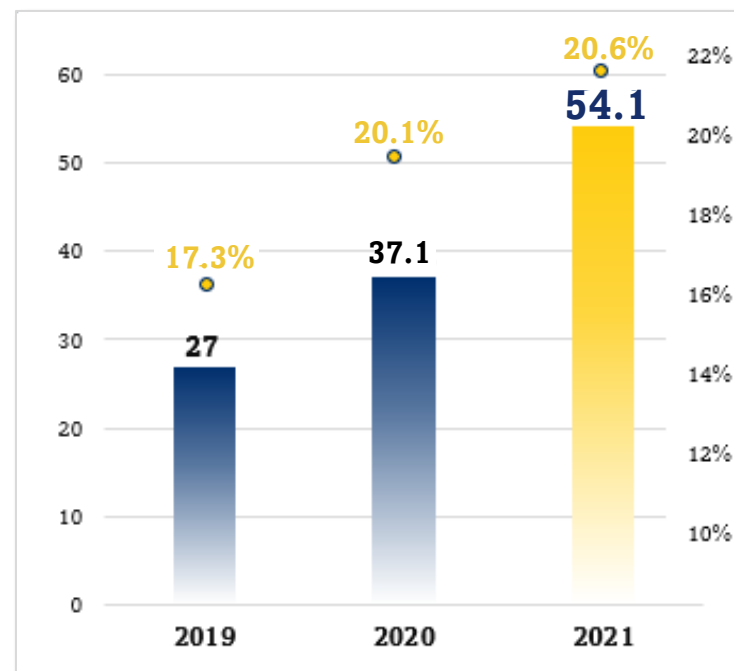


FY 2021 Revenues at € 263.3 mn

+ 42.4% vs. 2020

+ 68.9% vs. 2019

EBITDA



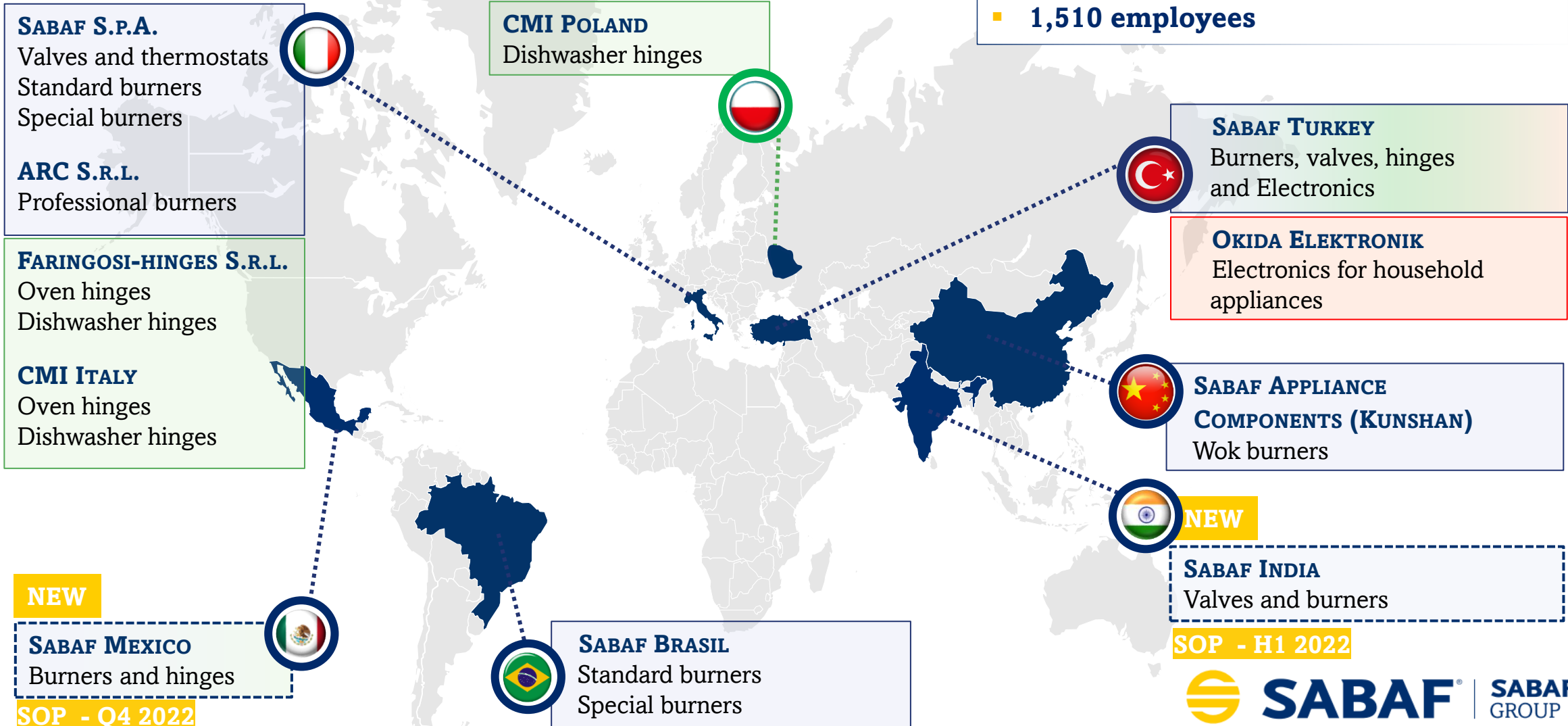
FY 2021 EBITDA at € 54.1 mn

+ 45.9% vs. 2020

+ 100.4% vs. 2019

Sabaf Group: industrial footprint

- 2021: 9 production plants
- By 2022: 13 production plants**
(5 in Italy and 8 abroad)
- 1,510 employees**



Today: since 2018 diversification in 3 divisions

WIDENING PRODUCT RANGE

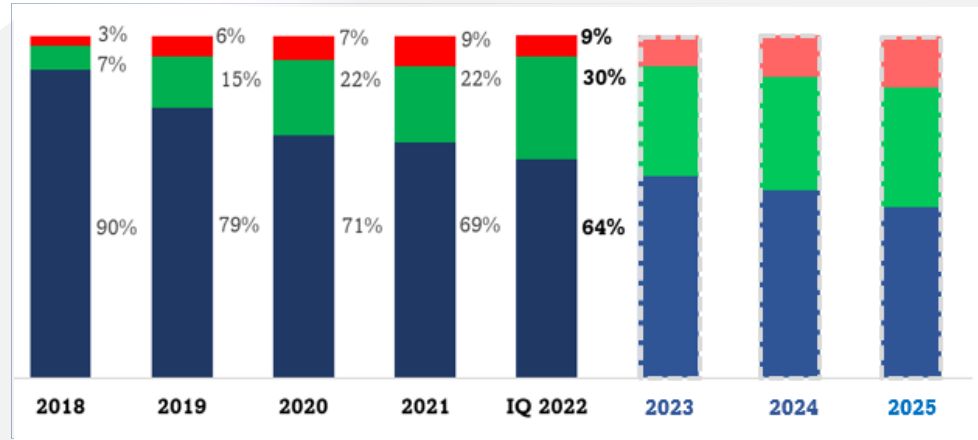


DIVERSIFICATION

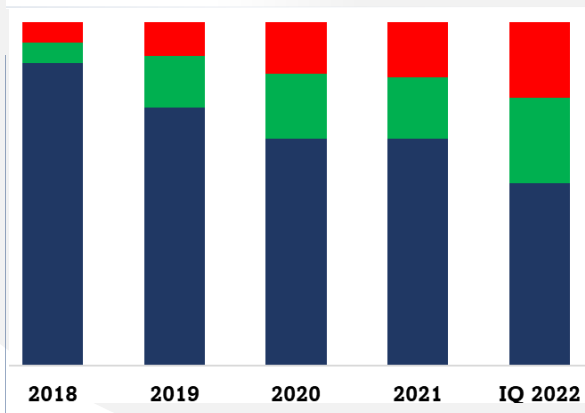


DIVERSIFICATION OF PROFITABILITY

SALES by division



EBITDA by division



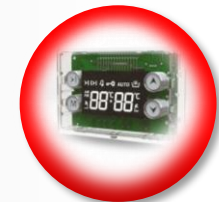
GAS



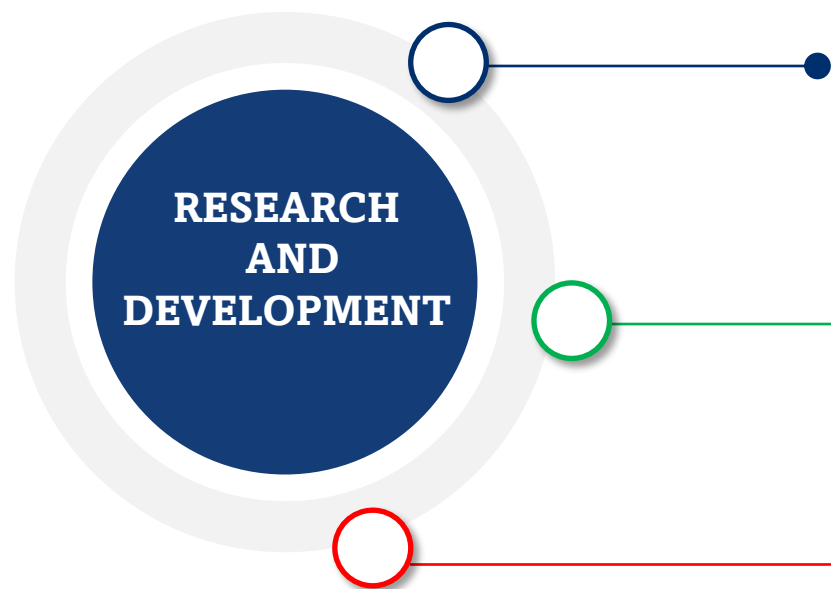
HINGES



ELECTRONICS



Extract from Business Plan 2021-2023 released in March 2021



R&D activities will focus on **ad hoc solutions** to meet the needs of **individual markets** and on the design of **customized products**

100+ R&D engineers

GAS

- Premium flame valves
- High performances burners for better combustion efficiency
- New burners for North America market
- New models of professional burners

HINGES

- Hinges for top load washers
- Customized hinges for specific markets and customers
- Motorized hinges

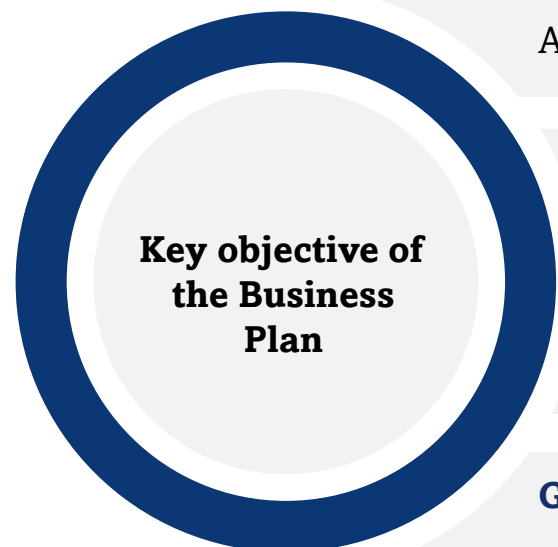
ELECTRONICS

- Development of new oven controls
- Vitroceramic hobs control cards
- Completion of product range for cooker hood controls
- **Feasibility study of induction cooking**
- Development of products for new business sectors like medical appliances, dishwashers, dryers, heaters, etc.



Business Plan 2021-2023 - Widening product range

Expansion of the product range offered in complementary sectors



Acquisition of **new skills**

Enhancement of the relationship network with major manufacturers of household appliances

Building a portfolio of **cutting-edge products** in compliance with the principles of ecological transition

Global presence

**The Sabaf Group enters the
Induction cooking sector**

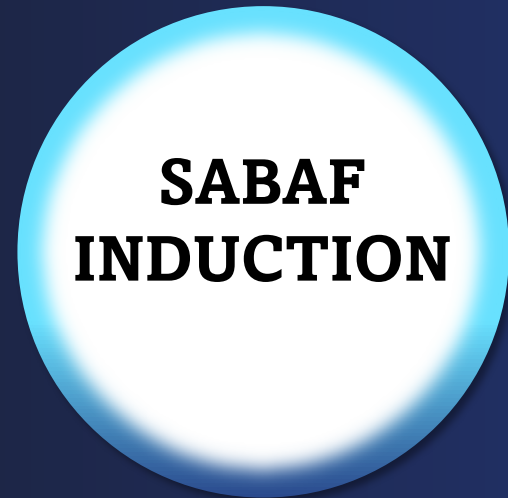
and

becomes a **global manufacturer** in
all cooking technologies:

- Gas
- Traditional electric (radiant)
- Induction



2022



**SABAF
INDUCTION**

IS BORN

Diversification in 4 divisions

Gas



Hinges



Electronics



Induction



SABAF
GROUP



Sabaf Induction: business strategy

1

The Sabaf Group aims to become a **key player** in the large **induction cooking** market

2

Through this strategic investment Sabaf intends to turn out as **leader and innovator** not only in the mechanical sector, but also in electronics and new technologies

3

The inclusion of induction technology will lead the Group to be one of the few players able to **fully cover the cooking surface technologies**

4

Sabaf aims to carry on along the **sustainable growth** path in the respect of the environment

5

This project will push Sabaf to a further **evolution** and **deep transformation** in the next few years

Sabaf Induction: business strategy

MARKET

The **European** market of **induction cooking components**, estimated at around €500 million

- **Steady growth** for several years at a rate of over 10%
- Highly **concentrated market** with few players (Technology complexity)

PROJECT

Investment plan

- About **€5 million** in R&D in the period 2021 – 2023
- Setting up of a **dedicated project team** in Italy

Research and development activities

- Sabaf has developed **its own project know-how** internally by filing proprietary patents, software and hardware
- Creation of **innovative products** which better meet manufacturers' needs and new consumer trends
- The Group benefits from the expertise gained from the acquisition of **Okida** – the Turkish company of Sabaf Group already designated to electronics and where part of the induction cooking components will be produced
- Team of **more than 50 electronic engineers**

The project technological flexibility will enable Sabaf to offer to its clients **customised products**

Sabaf Induction: business strategy



Sabaf Induction: business strategy



- **5 product platforms** which cover the whole market with customisation opportunities
- The first **prototypes** will be released from **June 2022**
- **Production** will start by the **first half of 2023**
- Sabaf **network** for **sales** and distribution
- **Very positive customer feedback** (**agreements** with some important players have been already **signed**)
- Objective: at least **5% of the non-captive European market** by 2025, further expansion in the following years

Sabaf Group: technological evolution and widening of the industrial footprint

Sabaf Group designs its **FUTURE** through the **technological evolution** and the widening of the **industrial footprint**

The starting point is our **history**, a **solid and strong base**, mainly in metalworking, which continues with an **electronical evolution**:

- 2018: Electronics (Okida acquisition)
- 2020: production of radiant cooktops components (vitroceramic)
- 2022: design, development and sale of induction cooktops components

Investments and projects to become a **global company**, able to offer cooking systems for every market

- Emerging countries: gas cooking (evolution of the industrial footprint: after Turkey and Brazil also China, India and Mexico)
- Western countries (mainly Europe): electric cooking (radiant and induction)

Next steps: **hydrogen**

Hy4Heat trial project (UK) which is going on with the starting of Phase 2

DISCLAIMER

Certain information included in this document is forward looking and is subject to important risks and uncertainties that could cause actual results to differ materially.

The Company's business is in the domestic appliance industry, with special reference to the gas cooking sector, and its outlook is predominantly based on its interpretation of what it considers to be the key economic factors affecting this business. Forward-looking statements with regard to the Group's business involve a number of important factors that are subject to change, including: the many interrelated factors that affect consumer confidence and worldwide demand for durable goods; general economic conditions in the Group's markets; actions of competitors; commodity prices; interest rates and currency exchange rates; political and civil unrest; and other risks and uncertainties.

Pursuant to Article 154/2, paragraph 2 of the Italian Consolidated Finance Act (Testo Unico della Finanza), the company's Financial Reporting Officer Gianluca Beschi declares that the financial disclosure contained in this financial presentation corresponds to the company's records, books and accounting entries.

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