

Sabaf Group



Financial Presentation

31st May 2022

www.sabafgroup.com

SABAF
GROUP

ARC

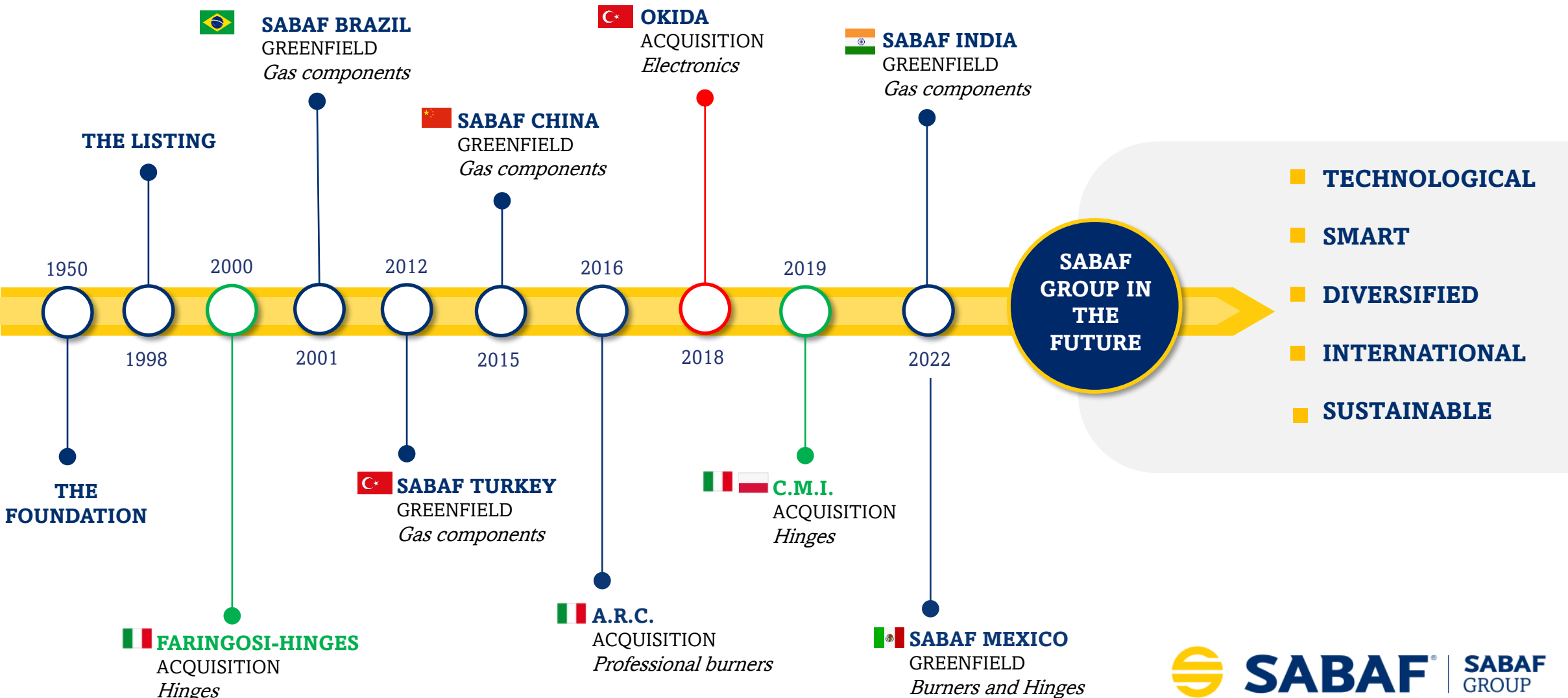
CMI

FARINGOSI
HINGES

OKIDA

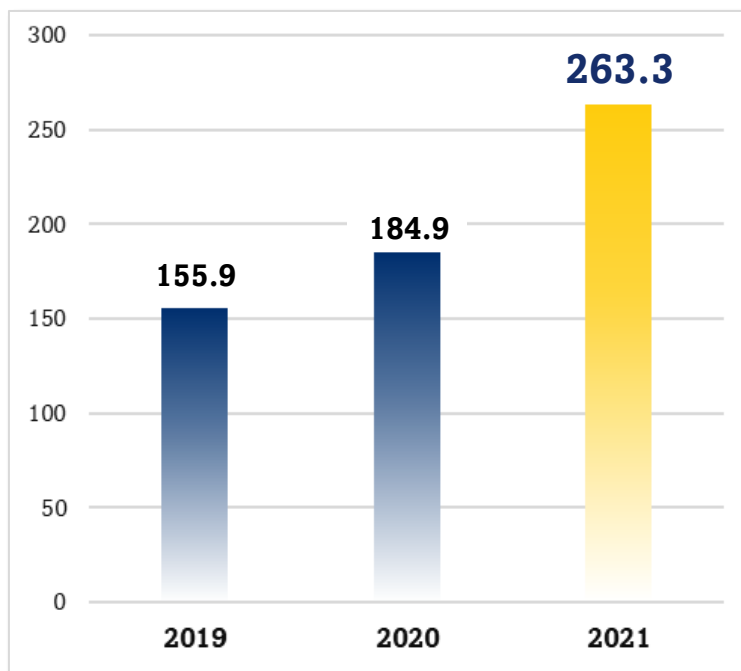
SABAF

Sabaf Group: our growth path



Sabaf Group: Revenues and EBITDA evolution

REVENUES

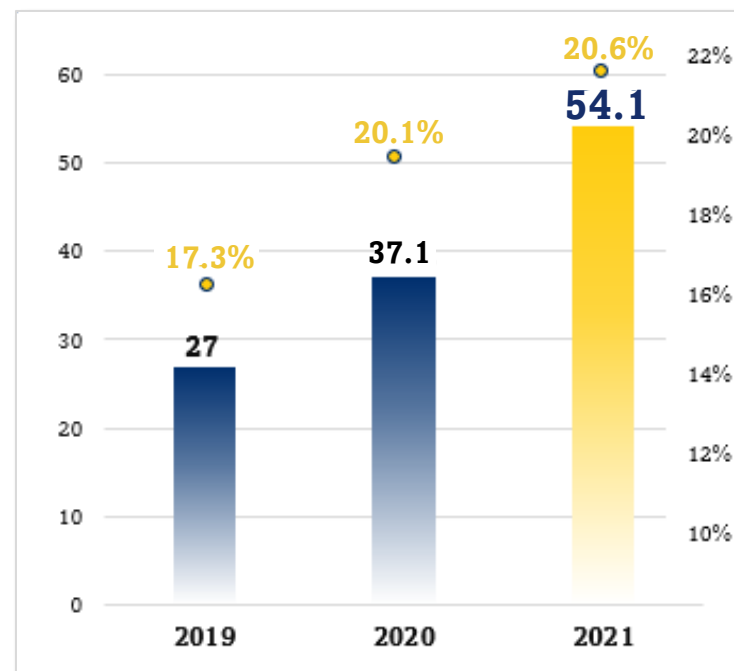


FY 2021 Revenues at € 263.3 mn

+ 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**

SABAF S.P.A.

Valves and thermostats
Standard burners
Special burners

ARC S.R.L.

Professional burners

FARINGOSI-HINGES S.R.L.

Oven hinges
Dishwasher hinges

CMI ITALY

Oven hinges
Dishwasher hinges

CMI POLAND

Dishwasher hinges

SABAF TURKEY

Burners, valves, hinges
and Electronics

OKIDA ELEKTRONIK

Electronics for household
appliances

SABAF APPLIANCE

COMPONENTS (KUNSHAN)

Wok burners

NEW

SABAF INDIA

Valves and burners

NEW

SABAF MEXICO

Burners and hinges

SABAF BRASIL

Standard burners
Special burners

SOP - Q4 2022

SOP - H1 2022



SABAF®

**SABAF
GROUP**

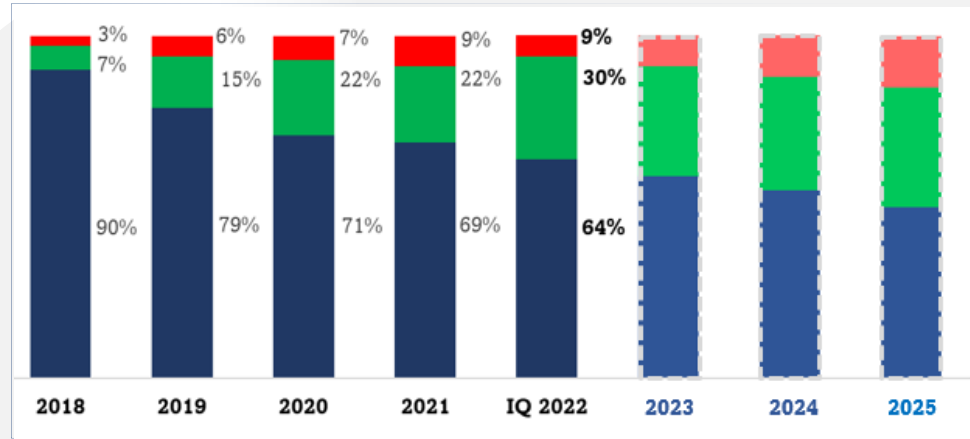
Today: since 2018 diversification in 3 divisions

WIDENING PRODUCT
RANGE

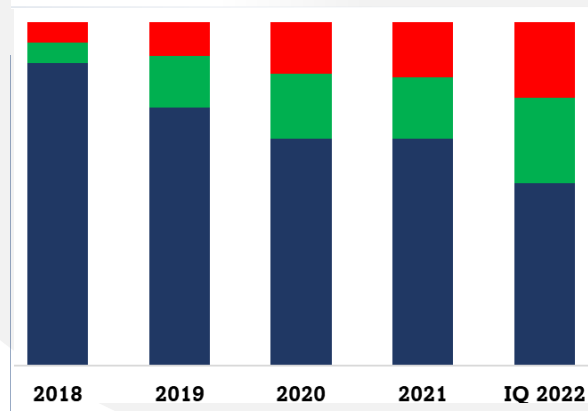
DIVERSIFICATION

DIVERSIFICATION OF
PROFITABILITY

SALES by division



EBITDA by division



GAS



HINGES



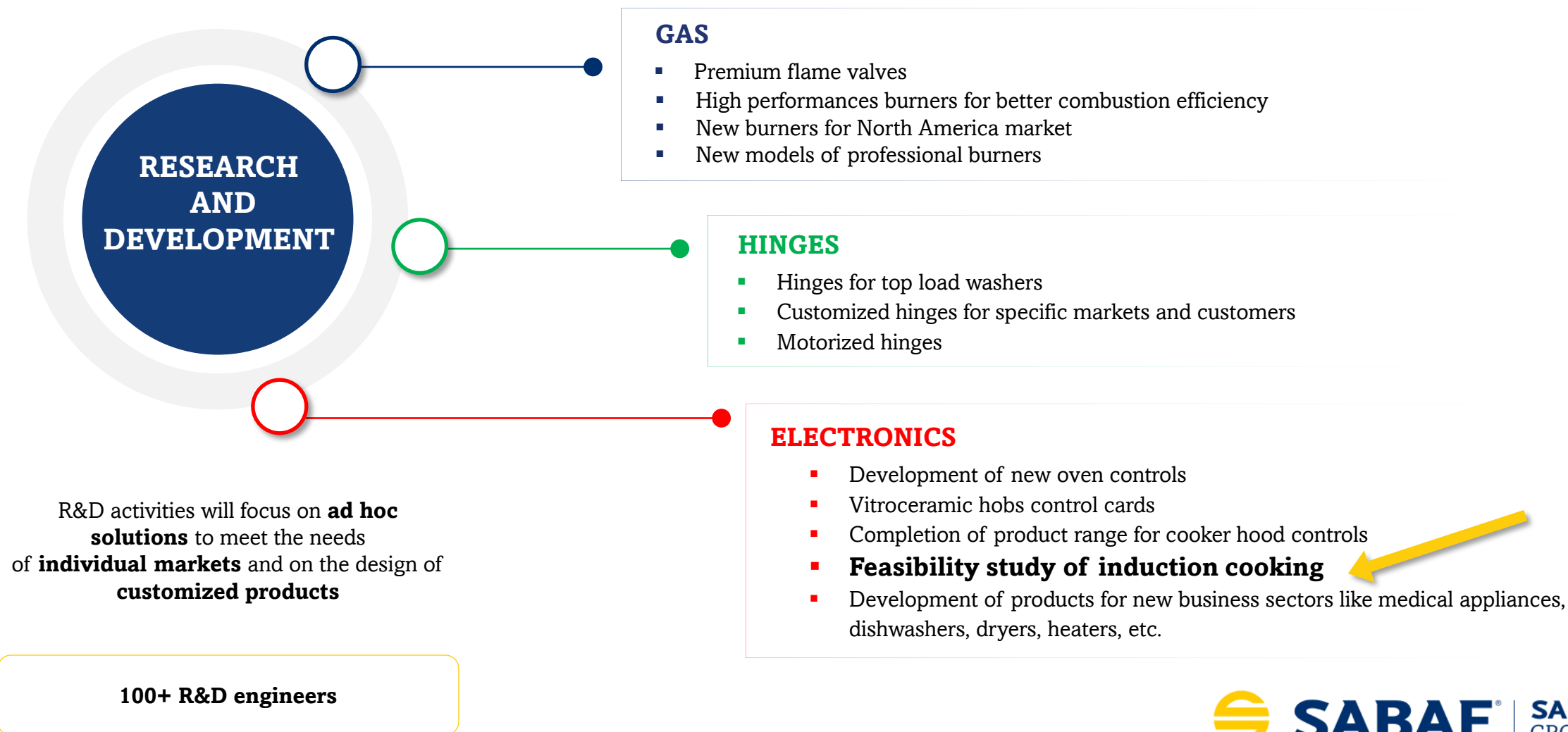
ELECTRONICS



SABAF

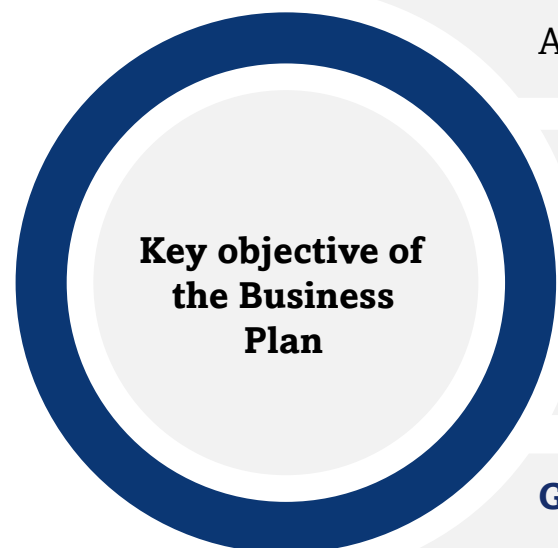
**SABAF
GROUP**

Extract from Business Plan 2021-2023 released in March 2021



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

Sabaf Induction

**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.

For further information, please contact

Gianluca Beschi - +39.030.6843236

gianluca.beschi@sabaf.it