Company presentation

April 2017

SITI B&T - Group at a glance

WORLD LEADER IN CERAMIC PLANTS

FULL VALUE CHAIN COVERAGE

TILE

- Group core business
- Covers all phases of the production process: from preparation of raw materials, to packaging of finished products

SANITARY WARE

- Covers all technological processes for production of sanitaryware
- Innovative production department molds and complete know-how of high pressure pressing

CUSTOMER CARE

- Personalized technical assistance and maintenance
- Plant upgrades for energy efficiency and savings
- Spare Parts

Group sales revenues 2016: 187 M€

Group EBITDA: 18,9 M€

Revenues by region

Group employees: 545

Strong specialization in plant and machinery for producing ceramic tiles, covering all stages of the production process

Copyright © SITI B&T Group, All rights reserved.

FINANCIAL RESULTS
Turnover, Ebitda

TURNOVER 2010 - 2016

Turnover expected to growth

Million €uro

EBITDA 2011 - 2016

Ebitda average 10% on revenues

Copyright © SITI B&T Group, All rights reserved.

SITI B&T - Group

Copyright © SITI B&T Group, All rights reserved.

Foreign markets presence

FOSHAN B&T PIONEER LTD:
production of machinery for the ceramics industry for the Asian and Indian markets, the Far East and the Indian subcontinent

B&T IBERICA:
commercial coverage and customer care of Tile products for the Spanish area, South America and North Africa

B&T DO BRASIL:
currently being developed to become the production and commercial hub for the Brazilian market

SITI B&T GROUP MEXICO, B&T EGYPT, PT INDONESIA, SINGAPORE, USA DIGITAL AND SITI B&T INDIA:
operate as commercial premises and Customer Care services hubs

Copyright © SITI B&T Group, All rights reserved.

Group history

A CONSTANTLY EVOLVING COMPANY THAT HAS BEEN ABLE TO MEET MARKET CHALLENGES THROUGH IMPORTANT INVESTMENTS AND TARGETED ACQUISITIONS

1961 – Fausto Tarozzi and Emer Barbieri found the Barbieri & Tarozzi Group

1975 – Creation of B&T logo

1981 – Foundation of B&T Iberica

1991 – Creation of the Issuer denominated B.T.P. S.r.l.

1999 – Creation of the Group's Technology Center

2001 – Acquisition of Nassetti Group (manufacturer of complete plants for the ceramics industry) and Macpal (packaging and industrial palletizer)

2003 – SITI, with a 60-year track record acquired by the group

2006 – Fabio Tarozzi becomes CEO

2° GENERATION

2010 – Projecta Engineering joins the SITI B&T Group

2011 – 50 years B&T

- B&T White brand founded
- Digital Design. completes Projecta Engineering's technologies

2013 – Creation of new resin molds department

2015 – Acquisition of Ancora

Copyright © SITI B&T Group, All rights reserved.

Coverage of the entire value chain

SITI B&T GROUP COVERS THE ENTIRE VALUE CHAIN FOR PLANTS AND MACHINERY FOR PRODUCING TILES AND SANITARY WARE

SERVICES CENTRALIZED IN THE HOLDING COMPANY:

- R&D Coordination
- Technological Center
- Finance and control coordination
- Commercial coordination

THE GROUP'S KEY STRENGTH CONSISTS IN BEING AN ENGINEERING, LOGISTICS AND SERVICES COMPANY

Copyright © SITI B&T Group, All rights reserved.

The Technology Center

HEADQUARTERS OF R&D AND LABORATORY GROUP

- PERMANENT EXHIBITION OF NEW TECHNOLOGIES
- TRAINING FOR CUSTOMERS
- PILOT PLANTS FOR R&D PROJECTS
- **GROUP R&D EXPENDITURE IN 2016: € 5,6 MILLIONS**

Over 60 people involved in R&D

4 mio € average invested yearly

More than 20 patents per year

Copyright © SITI B&T Group, All rights reserved.

STRUTTURA IPO

OFFERTA

Mercato	Aim Italia
DEAL STRUCTURE: ✓ Aumento di Capitale* ✓ Vendita ✓ Greenshoe ✓ Prestito Obbligaz. Convertibile	 € 20m € 3m € 3m € 3m
Warrant assegnati gratuitamente	1 a 10
Pricing Range	€ 8 - € 9 cad.
Lock-up	30 giugno 2018
Flottante	~ 26%
Flottante fully diluited**	~ 30%

PROJECT TEAM

Nomad & Global Coordinator	Banca Popolare di Vicenza
Financial & Legal Advisor	SCOA
Co-Financial Advisor	Thymos Business & Consulting
Auditor	BDO
Legal Advisor	GRIMALDI STUDIO LEGALE
Governance Advisor	STARCLEX Studio Legale Associato Giaghemmi

* Comprende anche Offerta Retail da € 1,4 mln
** Post conversione integrale del POC

Copyright © SITI B&T Group, All rights reserved.

Thanks for your attention