



# INSPIRE THROUGH EXCELLENCE

CREATE OPPORTUNITIES AND COMMIT TO MAKE THEM HAPPEN. EXPLORE, LEARN, IMAGINE.

# INSPIRE THROUGH EXCELLENCE



Brands of excellence, high-performance and low-consumption products, excellent performance across all operations: we are continuously working to improve the quality of our products and services.

## 2018 | FACTS & FIGURES



REVENUES COMPARED TO 2017



OF TURNOVER FROM INNOVATIVE PRODUCTS YOUNGER THAN 5 YEARS



GOOD DESIGN AWARDS 2018

IN THE CATEGORIES "BATH & ACCESSORIES" AND "BUILDING MATERIALS"



PASSION FOR EXCELLENCE:

WORLD CLASS MANUFACTURING, WORLD CLASS LOGISTICS, WORLD CLASS ENGINEERING



MORE THAN CONNECTIVITY-READY PRODUCTS SOLD



OF HEATING CONNECTIVITY-READY PRODUCTS CONTROLLED VIA REMOTE FROM TECHNICAL ASSISTANCE CENTRES

## ROAD TO 2022

DOUBLE-DIGIT GROWTH OF PROFITABLE REVENUES

80% OF TURNOVER FROM INNOVATIVE PRODUCTS YOUNGER THAN 5 YEARS

UP TO 800,000 CONNECTIVITY-READY PRODUCTS

## OUR STORIES

### LYDOS HYBRID

The first electric water heater with hybrid technology in energy Class A, Lydos Hybrid efficiently combines electric and renewable heat pump energy to adapt to the use habits, saving up to 50% of energy compared to the most efficient standard electric water heaters in Class B.

By learning from use habits, memorising hot water usage for four weeks and adjusting it from time to time based on routines, the innovative **i-Memory software** efficiently manages the **Hybrid technology**, choosing the most convenient option between electric and renewable heat pump energy. Lydos Hybrid can also be equipped with Wi-Fi features, allowing the water heater to be remotely controlled through a mobile phone App.



## INTERNATIONAL RECOGNITION

### GOOD DESIGN AWARDS

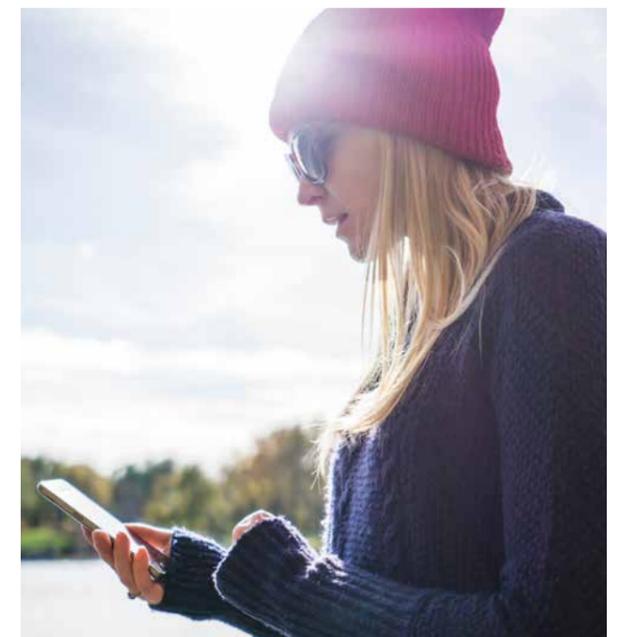
Ariston achieved a double victory in the 67th edition of the Good Design™ Awards in the categories "Bath & Accessories" and "Building materials", with Aures Luxury Round and Lydos Hybrid products, respectively. The awards were

conferred by the Chicago Athenaeum Museum of Architecture and Design, in cooperation with the European Centre for Architecture, Art, Design and Urban Studies.

## SMART COMFORT. ANYTIME, ANYWHERE

The future of thermal comfort goes hand in hand with the creation of a real home ecosystem.

Ariston Thermo offers the largest range of products, systems and services in the market, including smart thermostats and devices equipped with Wi-Fi technology, designed to provide **user-friendly connectivity solutions linking all devices in the house** and detailed reports on energy consumptions. Such reports provide customers with the opportunity to keep an eye on consumption habits, to avoid energy waste and save money. The Ariston Thermo **remote control platform** allows assistance and maintenance centres to monitor all products in real time and timely intervene in case of need, thus providing added value to customers in terms of safety and comfort continuity, through an IoT (Internet of Things) platform that guarantees data security and accuracy.



Through the **Ariston NET App**, customers can remotely manage all functionalities of the heating devices, scheduling the turning on and off, setting the temperature in few steps even through voice commands and enjoying the benefits of a real Smart Home thanks to the integration with **Google, Amazon** and **Apple systems**. **Ariston NET becomes the access point to the ecosystems of the Over The Top manufacturers, allowing customers to check all the smart devices from one single App controlled through a mobile phone.**

**MAXIMUM COMFORT. ANYTIME AND ANYWHERE**



A simple App allows you to manage the water and space heating systems and adapt them to your own needs in a user-friendly way. Switching on, heat level adjustment and time setting are completed in a few easy steps.

**SAVINGS WITHIN REACH**



Connected products and systems include a detailed report on energy consumption, to maximise efficiency, reduce consumption and environmental impact.

**WORRY-FREE GUARANTEE**



The Ariston Thermo remote control platform allows support and maintenance centres to monitor all the products in real time and intervene promptly, to ensure the comfort and well-being of its customers.

**ARISTON THERMO INNOVATIVE TECHNOLOGIES (ATIT)**

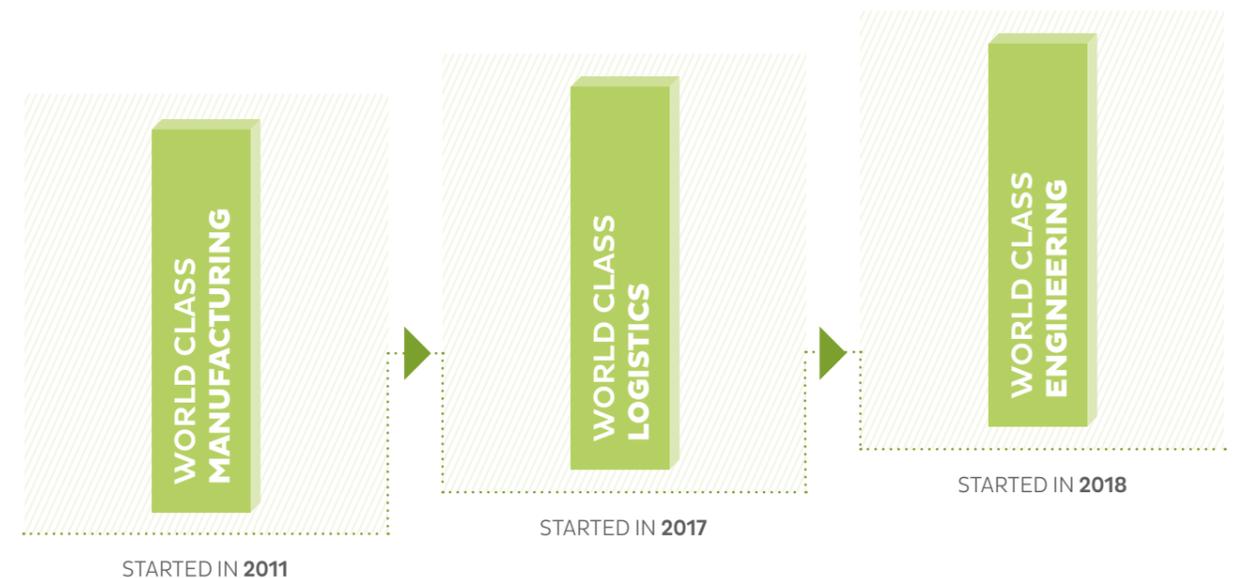
With the goal of developing new, highly innovative, efficient and state-of-art technologies in the thermal comfort field, Ariston Thermo established in 2016 a research partnership with the ReLab of the Department of Energy at Politecnico di Milano. The program includes several Research & Development activities related to high energy efficiency products fed by renewable energy, particularly focused on electric and absorption heat pumps. The partnership so far has allowed the training of **a team of highly educated and skilled people**, representing one of the best examples in Europe of collaboration between the university world and the industry.



**WORLD CLASS MANUFACTURING, LOGISTICS AND ENGINEERING**

**World Class Manufacturing (WCM) is a structured program started in 2011, inspired by Lean Thinking Principles and aimed to continuous improvement and continuous learning.** Our plants worldwide are regularly audited by the international WCM Association on all the main topics of production management from safety to environment, efficiency, maintenance, internal logistics and quality in order to guarantee the highest standards and meet customer expectations. A significant decrease in the environmental impact of the production plants is assured by systematically monitoring energy efficiency.

Ariston Thermo has extended the **World Class program to Logistics (WCL)** in 3 logistics hubs and **Engineering (WCE)** in one technical office, enabling the current service level to be improved. The adoption of WC guidelines provides a view of the medium to long-term perspectives in keeping up with the future industrial challenges. In 2018, the Ariston Thermo plant in Wuxi, China, was awarded the Bronze Medal after successfully completing the World Class Manufacturing audit. This was the third time that an Ariston Thermo plant received such an outstanding recognition (Arcevia and Osimo, 2016).



**CUSTOMER TESTIMONIALS**

**“Monitoring my consumption helps me save money”**  
 Maria C. – Spain – Ariston Alteas ONE heater

“It’s important for me not to waste energy because I want to take care of the environment where my children will grow up, but I never expected to be able to reduce the cost of my energy bill simply thanks to an App”

**INCREASINGLY SMART**



**CONNECTIVITY IN ALL HEATING AND MAIN WATER HEATING SEGMENTS**



**4 PARTNERSHIPS IN THE SMART HOME AREA**

**ARISTON THERMO ADVANCED ENGINEERING TOOLS**

Ariston Thermo is constantly exploring innovative ways to enhance systems and products engineering in order to design and deliver the best solutions to the market. This attitude has led to the development of multi-objective optimisation algorithms that are used to streamline the engineering design process and reduce development time and cost while obtaining improved results. Among the advanced engineering tools being used, Ariston Thermo

has developed an **innovative 4 in 1 solution** to provide customers and maintenance centres alike with a remote-controlled management system that includes all connected devices serving heating, water heating, air-conditioning and ventilation duties. This solution allows for a stronger competitiveness at three different stages: pre-sales, delivery and commissioning, where house builders can effectively integrate systems design.