



Sabaf aims to double its turnover by 2022

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Sabaf aims to double its turnover within the next five years, **from 150 to 300 million euros**. “Two ways will allow us to reach the objective – commented Pietro Iotti, CEO of Sabaf -. A series of **acquisitions complementary to our business**, to which a



decisive push on the lines digitalization will be added. We see **Factory 4.0** as the only antidote to contractual dumping, in the sense that putting the robots in our company (115 are already operative) allows us to keep producing in Italy, focusing on R&D. In Sabaf, innovating means to be able to create a margin on a mature and inexpensive product: “How? By making a **new easy-to-clean burner that can be washed in the dishwasher**. Producing it is not difficult. Difficult is to propose it at a competitive cost. And this can only be done thanks to digital manufacturing”, Iotti explains.

Sales in the **third quarter of 2018** amounted to 38.4 million euro, up by 8% compared to 35.5 million in the third quarter of 2017. Taking into consideration the same scope of consolidation, excluding the contribution of Okida, which revenue was recognised as from September, sales in the third quarter of 2018 (37.4 million euro) increased by 5.3% compared to the same period of 2017. The Sabaf Group reported **revenue of 114.4 million euro in the first nine months of 2018**, up 1.4% from 112.8 million in the same period of the previous year (+0.6% taking into consideration the same scope of consolidation). “We are satisfied with the Group’s results as at 30 September, which show a marked trend reversal compared to the second quarter – Pietro Iotti commented -. We consider the results to be significant because they were achieved in an overall unfavourable market situation. The result of activities in Turkey is also positive, where Sabaf has recently strengthened its presence through the acquisition of Okida Elektronik. The decline in domestic sales caused by the devaluation of the Turkish lira was, in fact, offset by the increase in exports, which benefited from the greater competitiveness of local production”.