



company  
*Profile*



Let's light up tomorrow

We'll talk about a company that is flexible: one that has the structure of a large corporation but which still can - and does - always offer a personalized response.

CIB Unigas: the company for which predicting the future is the norm.



- Yesterday and today **5**
- Our goal is quality **7**
- Care and attention **9**
- Not only products **11**
- Worlds nearby **13**
- Simple future **15**
- Words and numbers **17**



Let's light up tomorrow





MORE THAN  
**40** years  
OF BURNING  
DYNAMISM

If time is the dimension by which one measures the success of a company, for CIB Unigas it has also represented the generator of its inventiveness: the spark that comes before the flame.



***A history of ideas, people and values.***



**F**oresight is seeing what others cannot yet see, such as the idea of creating a perfect gas burner in an age in which petroleum reigned supreme. It was in 1972 that Claudio Pancolini, a young and talented engineer, imagined a future that was different: one that was powered by methane. His dream became a reality when he founded CIB Unigas, the first company entirely dedicated to the production of gas burners of extraordinarily high quality. His intuition proved to be correct and the business grew, becoming a joint-stock company which faced up to the '80s and '90s with innovative products and continuous development.

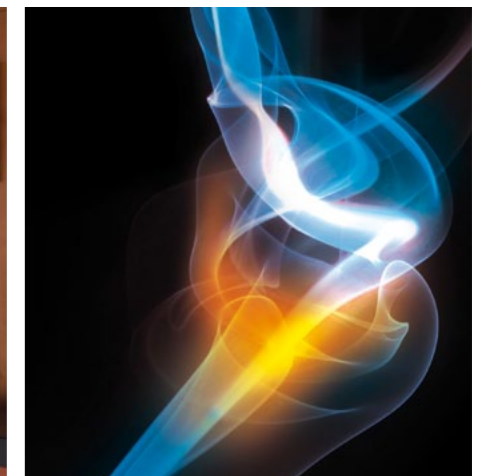
But it is in the new millennium that the real change has taken place: the challenges imposed by the emerging markets call for great flexibility and rapid strategic decisions. And during this time of change, the company's founder and President has been joined by his sons Filippo and Riccardo, responsible respectively for the areas of finance and technology. We are talking once again about people, ingenuity and a solid business model based on the values of the family and of innovation. We are talking about a company that is flexible: one that has the structure of a large corporation but which still can - and does - always offer a personalized response. CIB Unigas: the company for which predicting the future is the norm.

# 99,9% dependable

## THE RESULTS OF COHERENCE

Sometimes, understanding where you're trying to get to can be the most difficult thing. In our case, we have never had any doubts. We could only ever follow the most arduous path: the one that leads to excellence.

### *Perfection: a Mission Impossible?*



**W**e'd like to explode a myth: we didn't invent the gas burner. We can proudly claim, though, to have perfected it beyond all limits: not only from a technological point of view, but also - and especially - from a conceptual one. It has not in fact been easy measuring the degrees of improvement of a piece of machinery that has always been considered "an accessory", in order to transform it into a precious and highly functional energy-saving device. The secret has been to imagine what our ideal burners should be: more efficient, cleaner, less noisy and even more attractive from a design point of view.

We are delighted that the results are there for all to see, not only in the numerous international quality certifications we have obtained, but also because all of Unigas's products are now considered the state of the art for modern gas burners. If we had not had the enthusiasm, creativity and that little touch of madness that is necessary in any great enterprise, we might not be here today. The merit of having believed in our goals and having remained focused on a single core business has paid off in the end.

# ∞ respect

## IN AND FOR EVERY DETAIL

There are no bounds to our concern for the environment and for safety: another form of innovation that we can pass on to future generations. Because today is already tomorrow.

***Innovation gets us there first.***

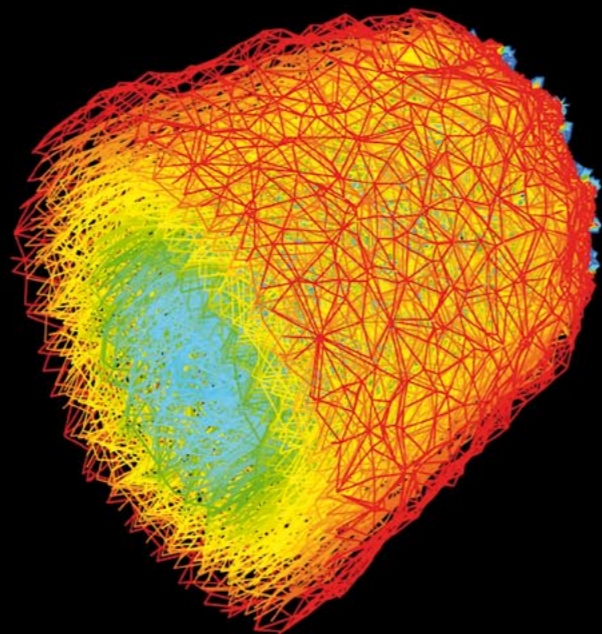
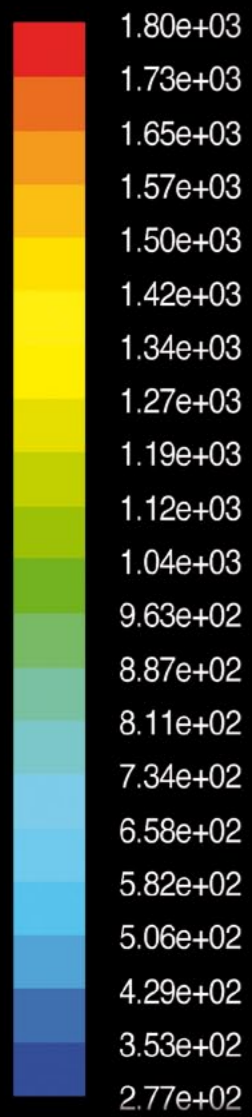


**A** serious subject deserves to be looked at head-on: today, following standard guidelines is not sufficient for combating those emissions that contribute to the greenhouse effect. For this reason all of our models have always guaranteed levels of pollutant emission that are decidedly lower than the limits required under international legislation for our sector. Thanks to its “Zero Emissioni NOx” research project, CIB Unigas is taking an active role in setting new standards in the field of environment-friendly design.

Our intense concern for the environment is also demonstrated by our marketing of innovative solar panel systems as an added energy solution for large-scale industrial plants. With regard to performance and control, we have also introduced “Drago”, a new multi-head combustion module to be used in conjunction with old-style heat generating technology. This system, with its particularly low flames and purpose-designed electronic regulation, always guarantees optimum performance, obviously combined with maximum safety. And our research continues...

# 213 days AND THEN WE MAKE CHANGES

That's the average time it takes us to update our range of products: a reaction time dictated by our technological research and our constant desire to keep on surpassing ourselves.



## *Our production philosophy.*



**N**ot all products are created equal. Including as it does conception, technical planning, product testing, marketing and after-sales assistance, the life-cycle of our products is extremely complex and complete. Everything begins in our research laboratories, where our team of enthusiastic engineers is free to experiment with new materials and new techniques that can create ever cleaner and more efficient burners. When a prototype is ready, it undergoes testing based on parameters that are much more severe than those required by the market. This is the only way to produce our product lines, with their specifically-targeted industrial and private applications.

This method based on excellence and constant updating does not, however, prevent CIB Unigas from displaying formidable operational agility, by offering an infinite range of tailor-made solutions that are surprisingly competitive in terms of time and costs. We are perfectionists, but above all we are flexible and open-minded. Put us to the test.

# 5 continents

## A WORLD OF CONSENSUS

The fact that we represent excellence in Italian production promotes our export trade to many parts of the world. But in this case as well, we don't rest on our laurels. Because we know that before we can be of help, we have to be able to listen.



***We understand Your market.***



**T**oday, the world calls for simple things: friendship and respect between nations. This isn't just rhetoric. It is our ethical basis for approaching foreign markets, and especially the emerging ones. And we have demonstrated everywhere that, as well as having competitive products, we also possess a human quality that has a greater value than mere money: loyalty.

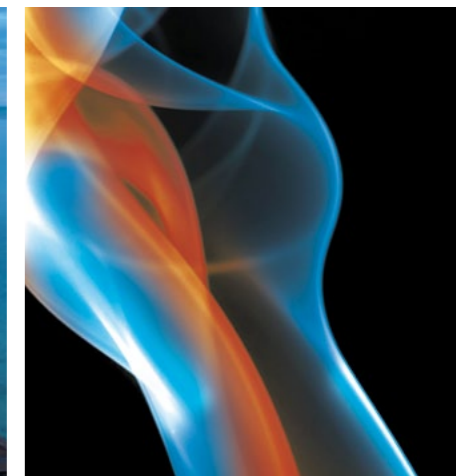
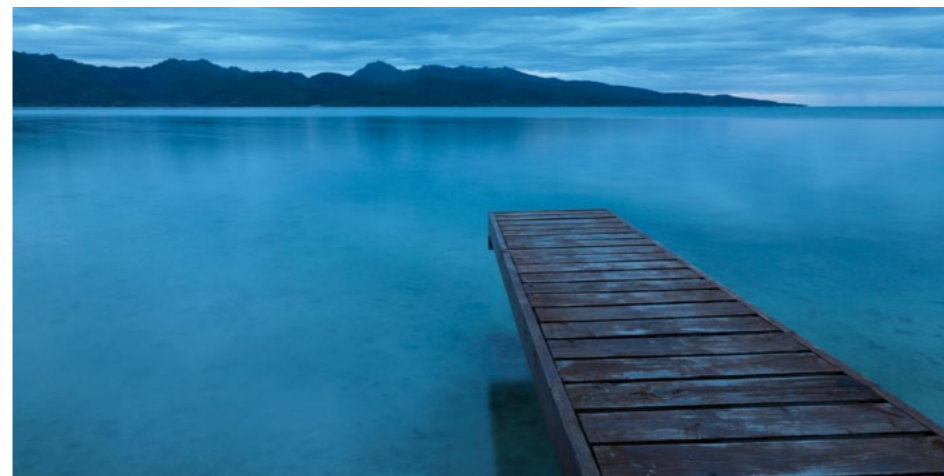
It is no accident that over 64% of our turnover comes from exports, in particular to Russia and China. And almost all our major clients have not only limited themselves to our supplying them with products, but have become involved in important commercial and distribution-linked joint-ventures, supported and serviced by our network of representatives on all five continents. This is a collaborative concept that gives a brand-new meaning to efficient service. Because our being in a market is never just a result in itself, but an opportunity to grow. Together.



# method<sup>2</sup>

OUR WORK IS RAISED  
TO A HIGHER POWER

## *A message for the future.*



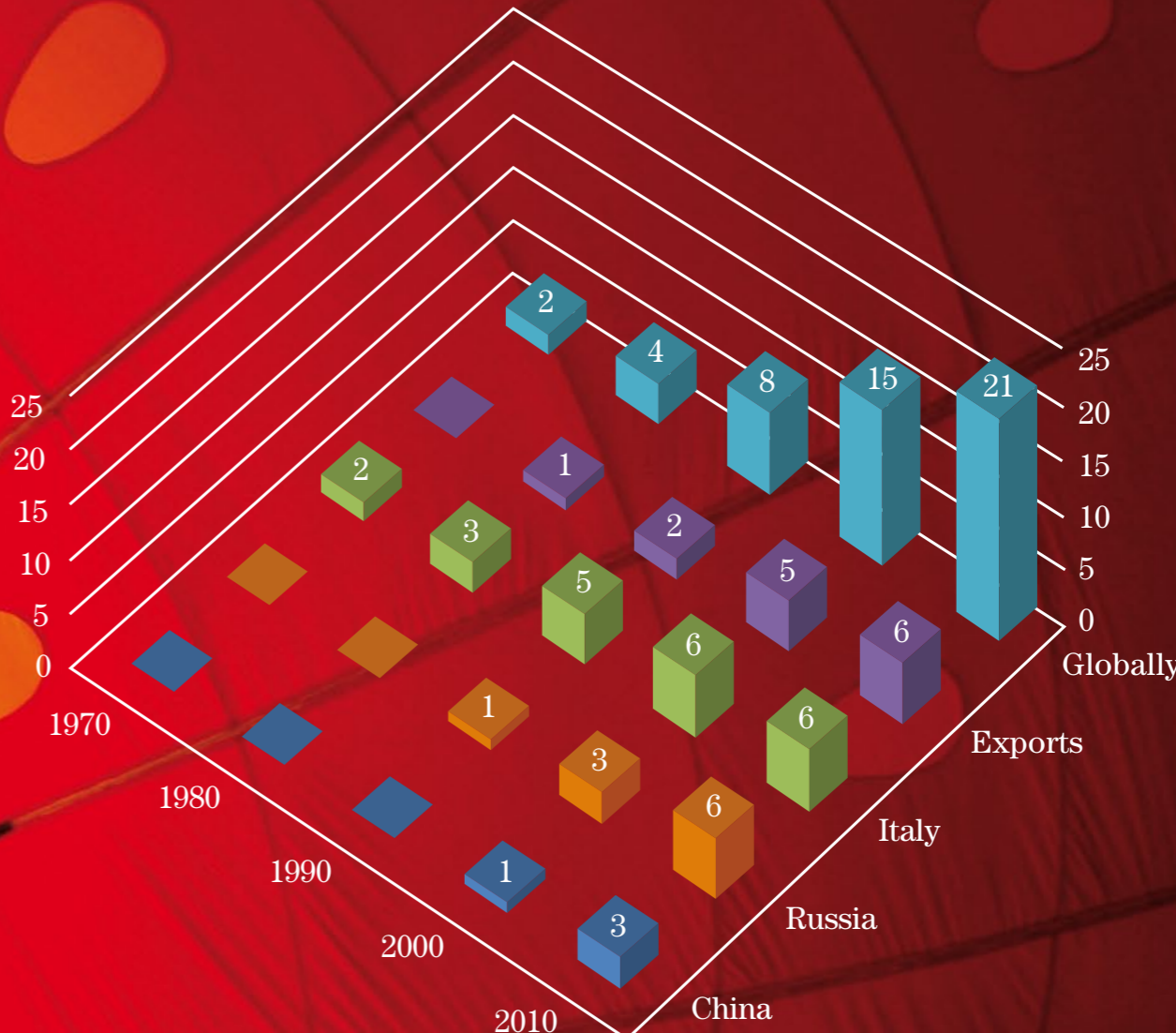
**T**he world of CIB Unigas is - today more than ever - the realm of the synchronized application of mechanics, thermodynamics and electronics. These combined skills continue to generate a whole range of international patents and unique, innovative solutions. But here at CIB Unigas we have another special quality: the ability to admit that technology is always an instrument rather than an end in itself. At the heart of our competitive promise there is still always a human touch, a craftsmanship that, if it were devoid of passion, could not create products universally recognized as being amongst the very best of Italian-made burners.

Maintaining this leadership involves communicating these values at every stage of production, organization, finance and marketing - in order to share the progress we have achieved with all our clients, as well as among ourselves and our network of representatives. Ours is a serious world, and it is therefore extremely simple, direct and professional. It is that of the CIB Unigas of the future.

# 1000 times

## BEYOND EVERY EXPECTATION

Since 1972 we have witnessed continuous growth in all our markets worldwide. Our secret? Keeping the flame alive.



The growth in CIB Unigas's turnover in millions of Euros



