

HANOI
HIGH LEVEL DIALOGUE
ON ASEAN ITALY
ECONOMIC RELATIONS

PRESENTATION BY VITO SARACINO

HIGH LEVEL DIALOGUE ON ASEAN ITALY ECONOMIC RELATIONS

Third Edition

Meliá, Hanoi

Wednesday, June 5 and Thursday, June 6, 2019

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ON ASEAN ITALY
ECONOMIC RELATIONS



High level dialogue on ASEAN ITALY economic relations

**Competences for development: creativity and design
to drive innovation of products, services and business models**

Vito Saracino | Managing Director Asia Pacific | Ariston Thermo Group

Hà Nội | 6th June, 2019

Ariston Thermo at a glance



€1.6bn revenues

66 operating companies in **40** countries

27 plants, **23** competences/R&D centers

7k employees

Since **1930**

450 fully dedicated people

30m+ users

1 dedicated plant (Việt Nam)

#1 brand in the region 

40 years in ASEAN

What we do

SPACE HEATING

GAS

Residential boiler



Commercial boiler



RENEWABLE

Heat pumps



Solar heating



SYSTEM INTEGRATION

Hot water tanks



Thermoregulation



OUR VISION:

*Sustainable
comfort for
everyone*

WATER HEATING



Storage

ELECTRIC



Instant



Storage

GAS

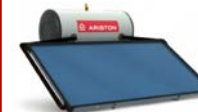


Instant



Heat pump

RENEWABLE



Solar

Ariston focus in ASEAN



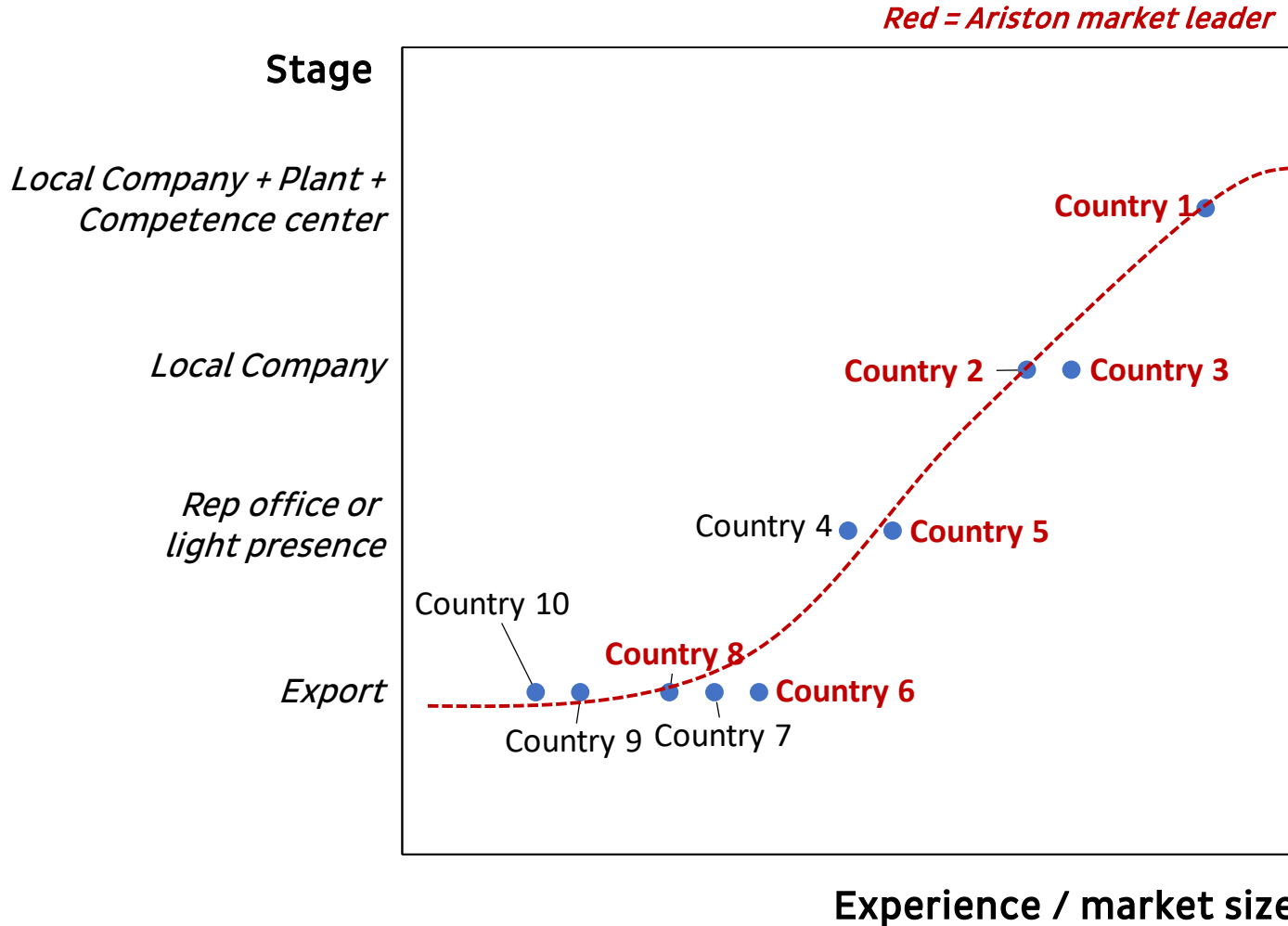
Three messages

How to succeed in ASEAN

Reasons to be excited about ASEAN

Expectations from ASEAN

How to succeed in ASEAN | #1 - Be local



Recent/ongoing cooperations

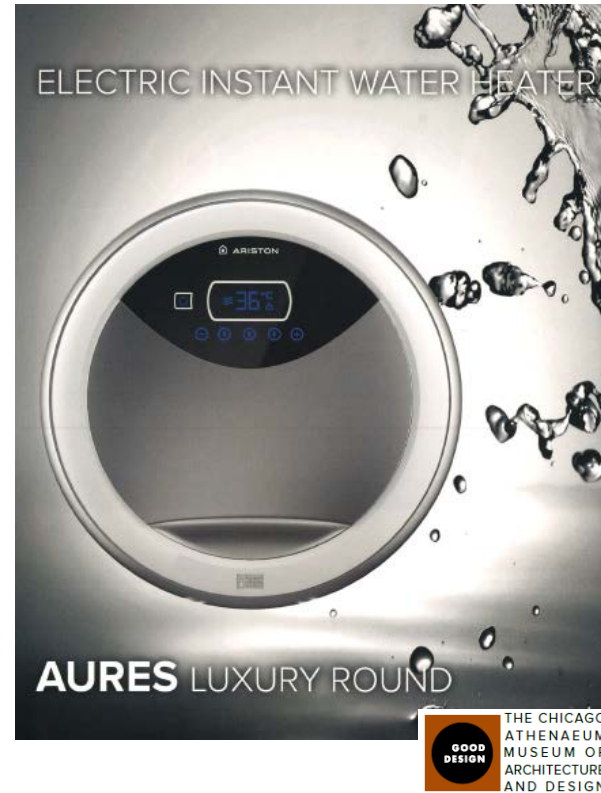
- 
Ariston and Ministry of Industry and Trade (MoIT) of Vietnam collaborating on energy efficiency matters

- 
Ariston advisor to National Environmental Agency (NEA¹) Singapore on new energy labeling rules

ANDRIS 2



AURES LUX



SLIM LUX

Innovation: Wi-Fi control and Smart functions



ECO EVO FUNCTION
**THE HOT WATER YOU WANT,
ANYTIME.**



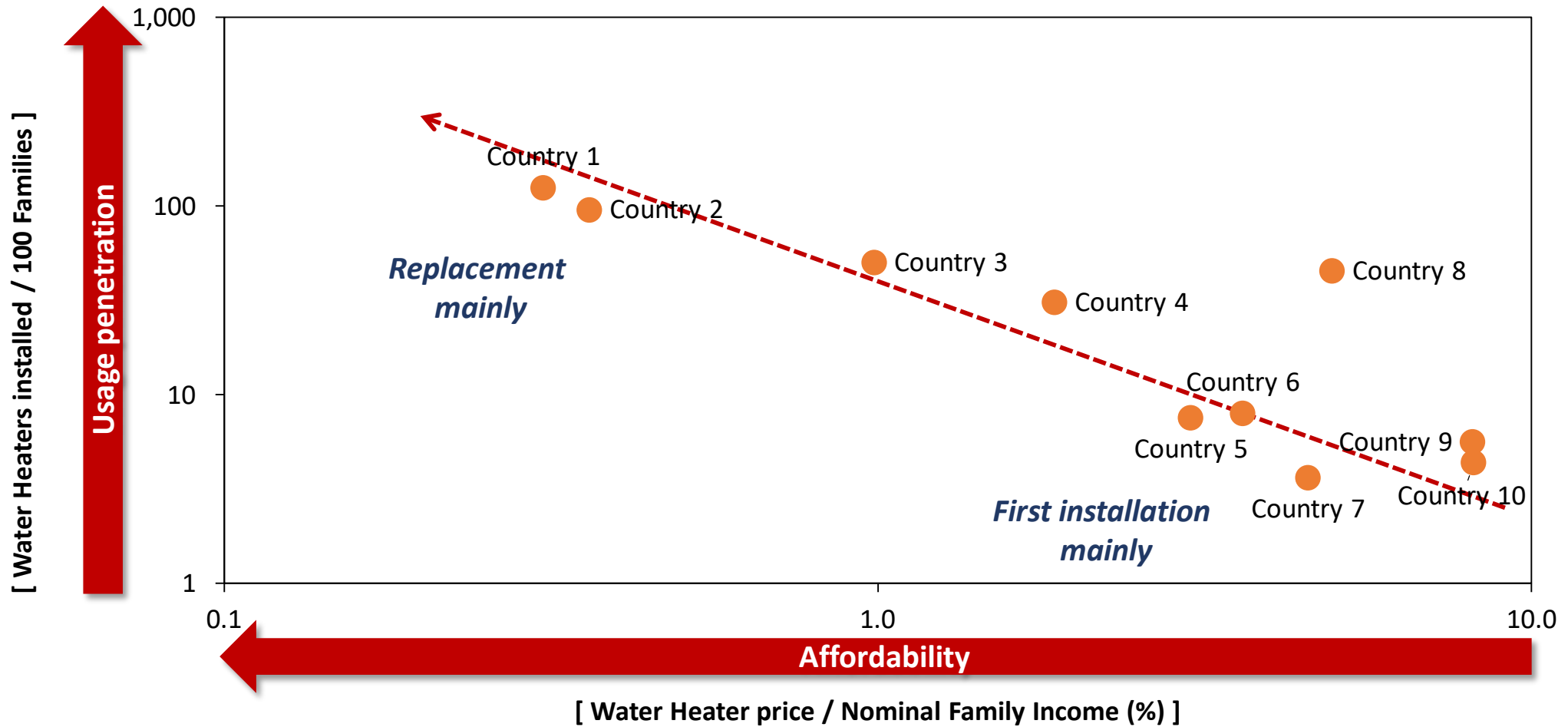
Creativity: The 1st hybrid electric water heater



How to succeed in ASEAN

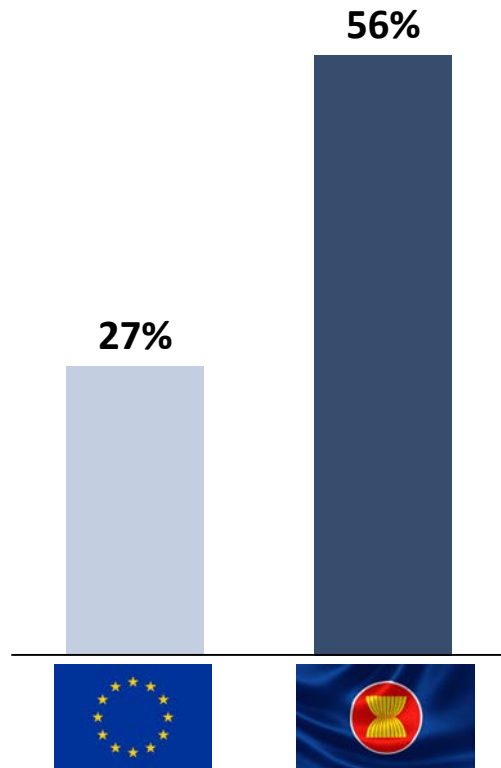
Reasons to be excited about ASEAN

Expectations from ASEAN (and Italy)

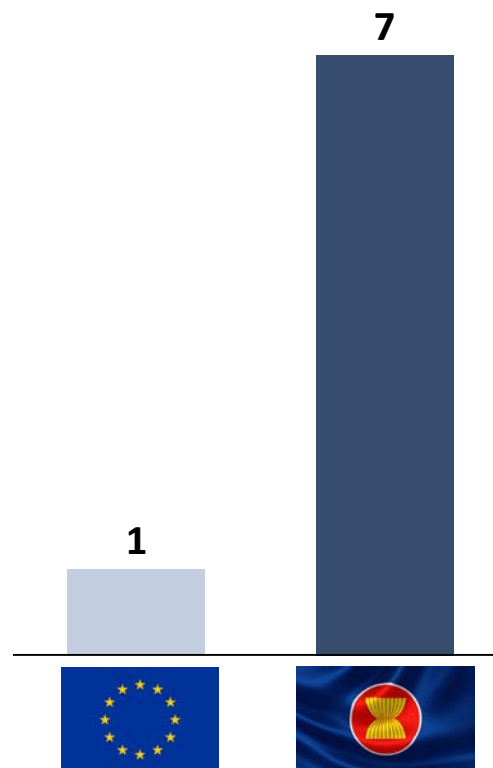


Learning

Population **below 30y**
(%)



Countries in the top 20 list
for **Time Spent on Internet**
(#)



Social media users
(% population)



How to succeed in ASEAN

Reasons to be excited about ASEAN

Expectations from ASEAN

What we expect from ASEAN (and Italy)

IP and Consumer protection

Uniformity of rules

Environment

Investments support



Human capital