

# Saet

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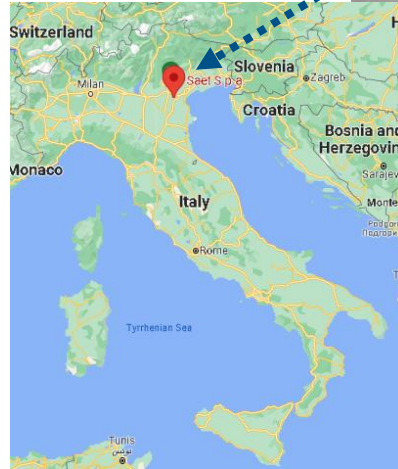
# Who we are

**SAET SpA** is an Italian company active on an **international scale** that offers solutions for **high voltage electrical grid**, **electrochemical storage systems** and custom solutions (**Operation & Maintenance**, after sales service, automation, weighing systems).

SAET has always operated with technological diversification and a strong commitment to **innovation**, thanks also to the prestigious collaboration with the University of Padua.

The world around us is constantly changing and SAET has always evolved. A story marked by key moments.

SAET proposes itself as **EPC** (Engineering, Procurement, Construction) also in the field of **renewable energy**.



## SAET in a nutshell

- **Foundation:** 1956
- **Headquarter:** Padua
- **Staff:** 55 employees
- **Turnover:** 20-30M€



### SAET SpA

Via Alberto Moravia, 8  
35030 Selvazzano Dentro, PADUA (IT)

# Our history

**Founded**  
as an electromechanical company.  
At the end of Eighties it's part of  
Techint Group Techint



**1956**



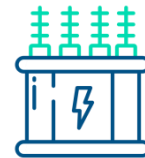
**1993**

**Management buyout  
operation**  
by the managers,  
currently shareholders,  
with technical and  
managerial  
responsibility

**Became VAR  
(Value Added Reseller)**  
of General Electric for protection  
and control systems



**2003**



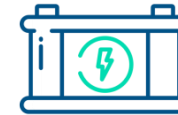
**2005**

**Construction  
turnkey HV  
substations begins**  
integrating Power,  
Protection, Control  
and Civil Works in Italy  
and abroad

**Enter the energy storage market**  
as a System Integrator with  
different electrochemical  
technologies with hundreds of  
MWh installed internationally



**2012**



**2021**

**Acquisition by the Falck  
Renewables Group**  
which controls 60% of the  
company



# Our certification

Those who turn to **SAET** choose a **partner of value**



▶ **ISO 9001** - Guarantee of the highest level of reliability, since 1998. The activities are monitored and controlled to ensure constant qualitative growth.



▶ **ISO 14001** - It confirms the sustainability values of the business, both in economic terms and in respect of the environment and natural resources



▶ **ISO 45001** - For a management system that improves health and safety at work, reducing risks by providing safe workplaces



▶ **ISO 50001** - Energy management system aims to seek constant quality improvement and systemic energy management



▶ **ISO 37001** - Certification that helps in the fight against corruption by establishing a culture of integrity, transparency and compliance



▶ **SA 8000** - Corporate social responsibility: respect for human rights, respect for labor law, protection against child exploitation, ...

▶ **SOA** - qualification for the execution of public works categories:

**OG 9 Class VI** Plants for the production of electricity

**OG 10 Class VIII** Impianti per la trasformazione alta/media tensione e per la distribuzione di energia elettrica in corrente alternata e continua ed impianti di pubblica illuminazione.





# Our membership and collaboration

SAET is an **associated company** of:



And SAET **cooperates** for years with:



UNIVERSITÀ  
DEGLI STUDI  
DI PADOVA

SAET is a **qualified supplier**

«**ENEL**» for:

- **FEST06** – EPC Supply of MV/HV electrical stations
- **SPPT21** – Turnkey design and installation service of stationary electrical energy storage systems.

«**TERNA**» for:

- **FTTE08** – Command and control for electrical stations
- **LESC02** – Electrical stations- electrical and electromechanical assemblies

# The Falck Renewables Group

## KEY DATA

**€384M**  
Worldwide turnover\*












**Oltre 1.500**  
Customers in the world

**1.159 MW**  
Total installed capacity

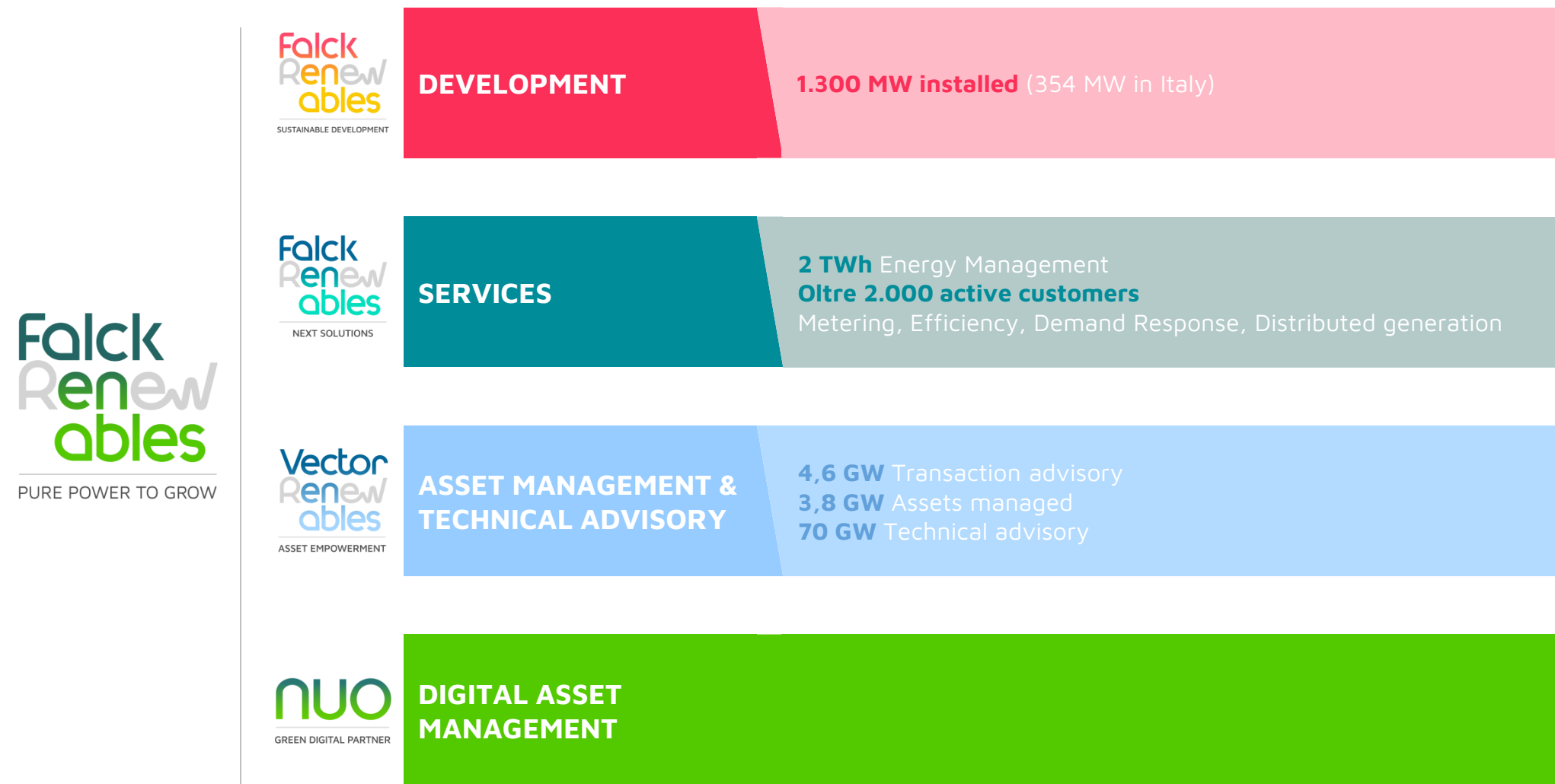
**€197 M\***  
EBITDA  
-3,5% vs 2019

- Plants and offices
- Offices
- Market presence

\* Data of financial statements 2020

Installed Capacity MW				
				
 Italy	292	17	46	
 France	98			
 Spain	33			
 UK	413			
 USA	30	144		7 (MWh)
 Norway	50			
 Sweden	47			

# The Group structure





# Sustainability: the commitment of Falck Renewables

## SUSTAINABILITY AT THE CORE

Falck Renewables is committed to **creating shared value** for **shareholders** and **local communities**, with maximum respect for the **environment** in which it operates



### Economic Capital

**170.2 M€**

The added value distributed to stakeholders

Of which **3.1mil.** went to the communities living in the areas where the Group operates



### Social and Relational Capital

**+45%**

the number of plants with a significant "Community Engagement Program"

**783.000€**

allocated to the international program to alleviate the **health, social and economic impact** of the Covid-19



### Natural Capital

**569.8 thousand tonnes**

of **CO<sub>2</sub>** emissions avoided, thanks to wind and solar generation, corresponding to about 206 thousand individual round-trip air travel on the Milan-New York route



### Human Capital

**42% Women** in the board

**30.3 individual average hours** of training provided during the year

SUSTAINABLE DEVELOPMENT **GOALS**

# Our solutions

## ENERGY SOLUTIONS

- Distributed generation (CHP, PV)
- Energy Efficiency
- Storage (BTM)
- Energy audits

**Falck Next Srl**

## ENERGY SYSTEM

- Grid Solutions
- Energy Storage
- Custom Solutions



## ENERGY SOLUTIONS

## ENERGY MANAGEMENT



## ENERGY SYSTEM

## SMART SOLUTIONS

## ENERGY MANAGEMENT

- PPA (Power Purchase Agreement)
- CPPA (Corporate Power Purchase Agreement)
- Portfolio management
- Demand-response
- Storage (grid)
- Energy Communities

**Falck Next Energy Srl**

## SMART SOLUTIONS

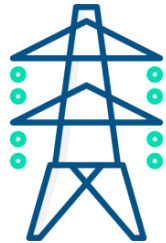
- Metering (power)
- Metering (other utilities)
- Energy Management Systems
- Data Science for energy



# Our offer

**SAET** offers **Engineering, Procurement & Construction, Operation & Maintenance solutions**, technical advisory and software solutions, in synergy with the business lines.

## GRID SOLUTIONS



## ENERGY STORAGE



## CUSTOM SOLUTIONS



**Sustainability, Flexibility, Professionalism and Transversal Skills are our strengths**

# Focus – Grid Solutions



**SAET** offers HV stations for connection to the national grid of production plants from renewable and non-renewable sources, it also deals with activities relating to the construction of grid-connected plants and creates portions of the grid itself.

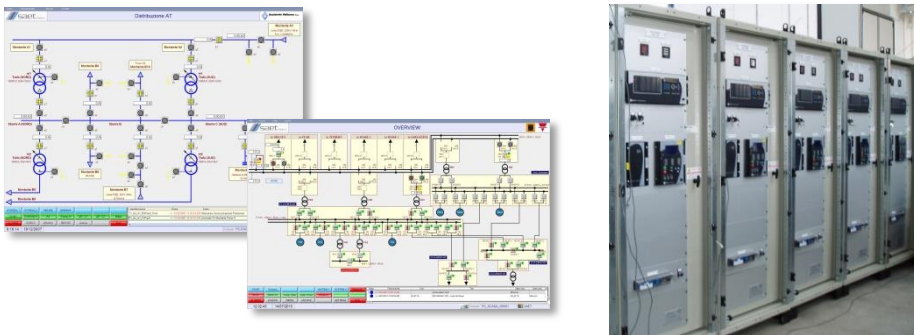
## GRID STATION and HV SUBSTATIONS



## TECHNICAL ADVISOR



## PROTECTION & CONTROL



## ELECTROMECHANICAL ASSEMBLY



# Focus – Energy Storage



**SAET** offers electrochemical storage systems, stand alone or associated with other plants (renewable, industrial, etc.)

## ENERGY STORAGE $\leq$ 1 MW



## ENERGY STORAGE $\leq$ 10 MW



## ENERGY STORAGE $>$ 10 MW



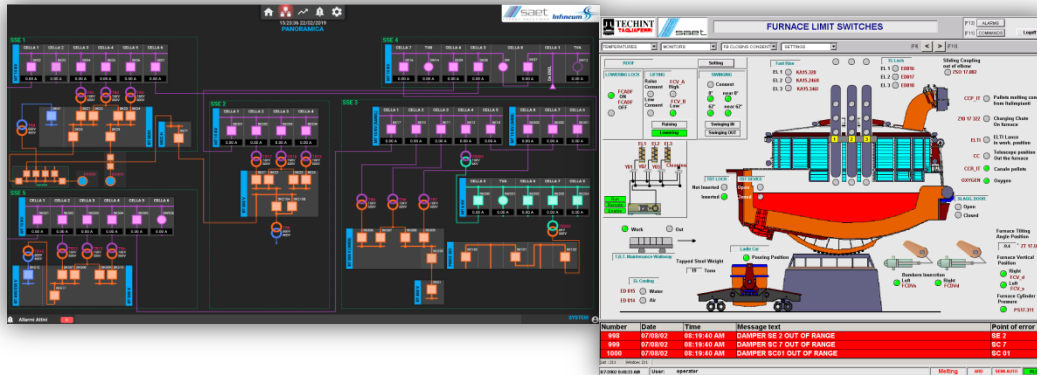


# Focus – Custom Solutions



**SAET** offers O&M services for the Operation and Maintenance of plants, automation and special industrial systems or exploratory systems for Saet

## AUTOMATION



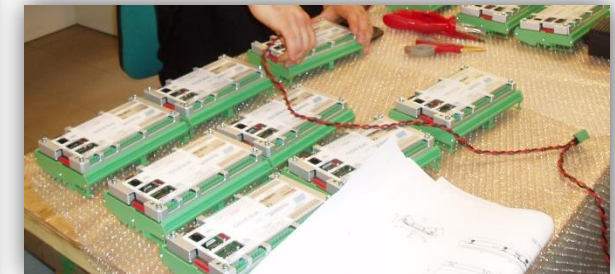
## OPERATION & MAINTENANCE



## WEIGHING SYSTEM



## AFTER SALES SERVICE/SPARE PARTS







**Thank you**

[www.saetpd.it](http://www.saetpd.it)

