



VALVITALIA JOINS THE DUBAI HUB FOR MADE IN ITALY

IN 2024, OVER 60 MILLION EUROS IN ORDER INTAKE IN THE MIDDLE EAST

The announcement on the occasion of ADIPEC, one of the world's leading events for the energy sector taking place in Abu Dhabi, where the Group is present with a stand

The president, Salvatore Ruggeri: "Honoured to be part of a network that enhances Italian excellence and promotes the exchange of professionalism and innovation between Italy and the UAE"

The CEO Ruggero Forzi stated: "The entry will allow us to strengthen support for local customers and further establish a presence in a key district for the energy sector"

*Rivanazzano Terme (PV), 6 November 2024 – Valvitalia inaugurates a strategic hub in the heart of Dubai to strengthen its presence in the markets of the Middle East and North Africa. The Italian multinational specialised in the design, production, and distribution of valves, actuators, fittings, and gas systems for the energy industry, as well as fire protection solutions for the naval, railway, and infrastructure sectors, has joined the **Dubai Hub for Made in Italy** by Italiacamp, the centre for the internationalisation of Italian companies in the Gulf countries.*

The markets of the MENA region, with the United Arab Emirates serving as an important hub, play a leading role in Valvitalia's international presence. In 2024, the direct and indirect business generated by the Group in this macro-region amounted to about 30% of total order intake, and to date exceeds 60 million euros in value.

Salvatore Ruggeri, President of Valvitalia, commented: *"The entry of Valvitalia into the Dubai Hub for Made in Italy marks an important milestone in our development journey. We are honoured to become part of a network that values Italian excellence in the Gulf countries and promotes the exchange of expertise and innovation between Italy and the Emirates. A dynamic environment capable of attracting major investments, such as the Arabian Peninsula, represents an opportunity for us to express the Group's strong phase of renewal".*

Andrea Forzi, CEO of Valvitalia, stated: *"The Middle East has always been home to many of our most strategic partners, and this year's performance provides positive evidence for continued development in this area. Being directly present in the Arabian Peninsula*

will allow us to strengthen our support for local customers and further establish a presence in a key district for the energy sector, meeting the challenges offered by the market”.

Luca Ruggeri, Chief Commercial Officer of Valvitalia, was appointed as head of the new Dubai Branch. The Group announced its entry into the Emirati hub on the occasion of **ADIPEC**, one of the world's most anticipated and influential events for the energy sector, where Valvitalia is present with its own stand. The exhibition, taking place in Abu Dhabi until Thursday, 7 November, has attracted over 180,000 visitors and 2,200 companies from around the world to the Gulf. This brought together leading decision-makers and industry operators to address today's energy needs and discuss tomorrow's landscape.

The **Dubai Hub for Made in Italy** is the bridge between Italian companies expanding in the Middle East, North Africa and Southeast Asia and leading local companies and entrepreneurs. A space of about 2,000 square meters inside the Convention Tower in the Free Zone of the Dubai World Trade Centre, with offices, meeting rooms, event rooms and co-working spaces. Companies that are part of the space have access to integrated consulting services and events with a privileged network of decision makers and market leaders in the area. A business consulting formula enriched by services for the design of research and professional and university training courses for the transfer of know-how useful for the development of Made in Italy in the region.

The hub is managed by Italiacamp EMEA FZCO, a company established by Italiacamp Srl in 2022. Italiacamp was founded with the aim of creating social and economic value for the country and today promotes the internationalization of Italian companies and their know-how in markets where Made in Italy still has great opportunities to seize.

Italy is among the UAE's main trading partners among the European Union countries and the interchange between Rome and Abu Dhabi is constantly growing. In 2023, the value of Italian exports to the UAE amounted to 6.7 billion euros^[1], increasing the figure recorded in 2022 by 10.9% and the performance recorded in 2021 by over 35%. In addition, the Gulf country is today for Italy the first supplier and the first outlet market in the Middle East and North Africa.

Valvitalia is an Italian multinational group specialising in the design, production and distribution of valves, actuators, fittings and gas systems for the energy industry, and fire protection solutions for the marine, railway and infrastructure sectors. Valvitalia was founded in 2002 by Cav. Lav. (Order of Merit for Labour) Salvatore Ruggeri, the current president. It has its headquarters and main factory in Rivanazzano (Pavia) and is one of the big international players in the valve market. Thanks to a strategy of targeted acquisitions, the Group expanded its product offering and consolidated its international presence. Today Valvitalia operates 8 plants, 5 of which are in Italy and 3 abroad (China, UK and Canada), while its products are distributed in 115 countries through a direct and indirect network of agents. The Group employs around 800 people, 650 of whom work at the Italian plants. In addition to a specialised structure dedicated to research and development, Valvitalia has five different business units: Fire fighting (with the Eusebi and Silvani brands), Flow control Italy, Flow control China, Tecnoforge and Broady UK. Since March 2023, CDP Equity has been the majority shareholder at 75 per cent, while the Ruggeri family holds a 25 per cent stake in the Group through the holding company Finvalv. In 2023, the Group recorded revenues of 181 million euros, an increase of 36% compared to 2022, while profit saw a significant rise, reaching 69 million. Valvitalia's dimensional development also continued in 2024: in the first nine months of the year, revenues amounted to 164 million euros (+37%) and order intake rose to 173 million euros (+22%).

[1] Source: *infoMercatiEsteri, Economic Observatory - 2024*



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