

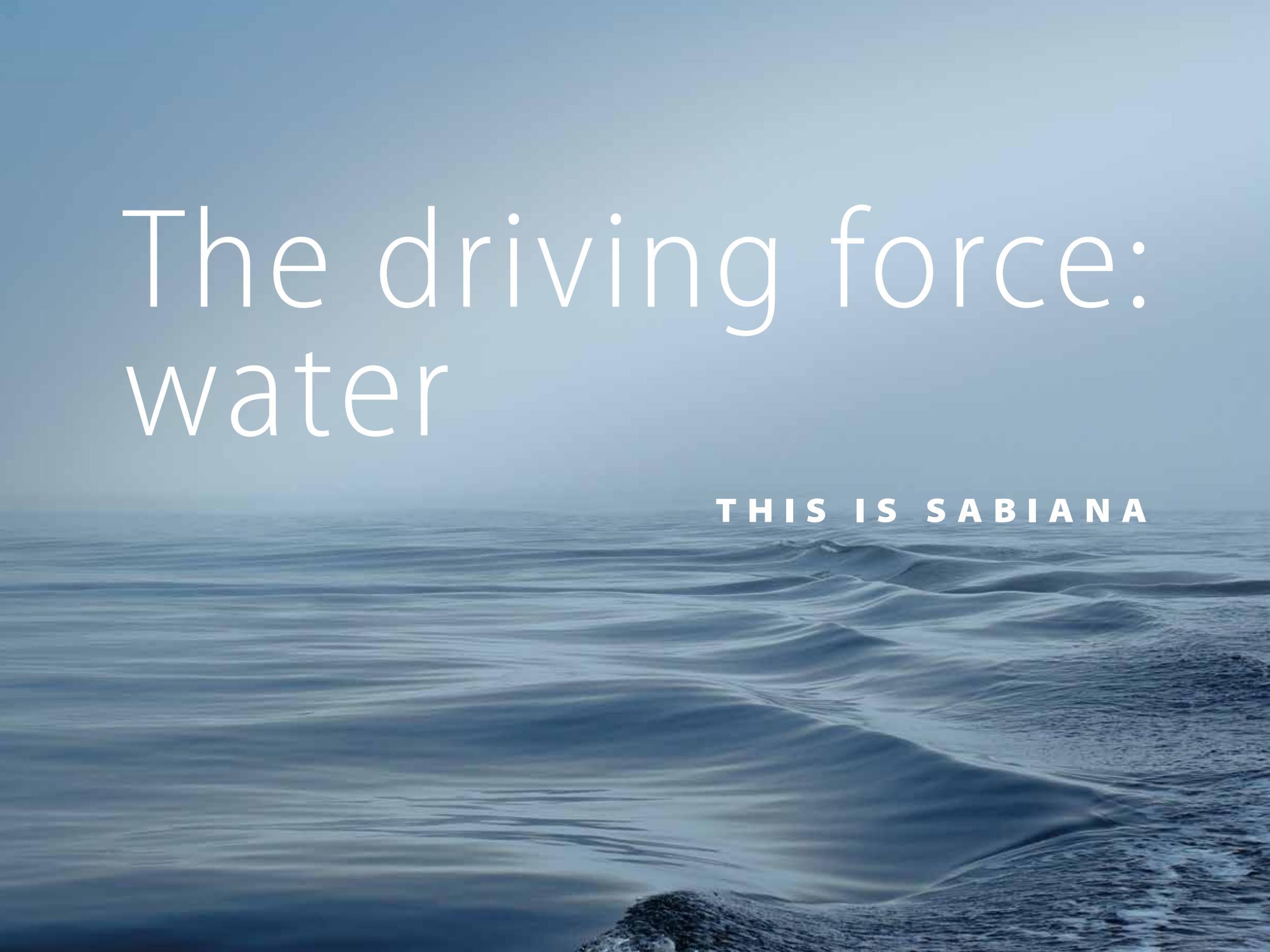
This is Sabiana





This is Sabiana





# The driving force: water

**THIS IS SABIANA**

## **WATER INSPIRES US.**

The essential elements of life: air and water.

We took these elements and embedded them in our company soul.

We are made of air, water, life.

Water is the key element of all our systems:

it generates the power to heat and cool through air, creating better living conditions.

## From water, air.

There's nothing more natural on earth. Water is the key element of all Sabiana systems.

All our products are based on water, the most natural fluid in the world.

Water heating and cooling can air-condition any kind of space.

### Water as key element of climate control.

Water is the source of all forms of life.

Likewise, it is also the source of our climate control systems.

Water allows us to generate a gentle, natural, human climate control, as opposed to an artificial one generated by air conditioners and other systems.

The core concept is simple: **water can heat or cool the air in a natural, non artificial way, offering excellent energy efficiency as well.**

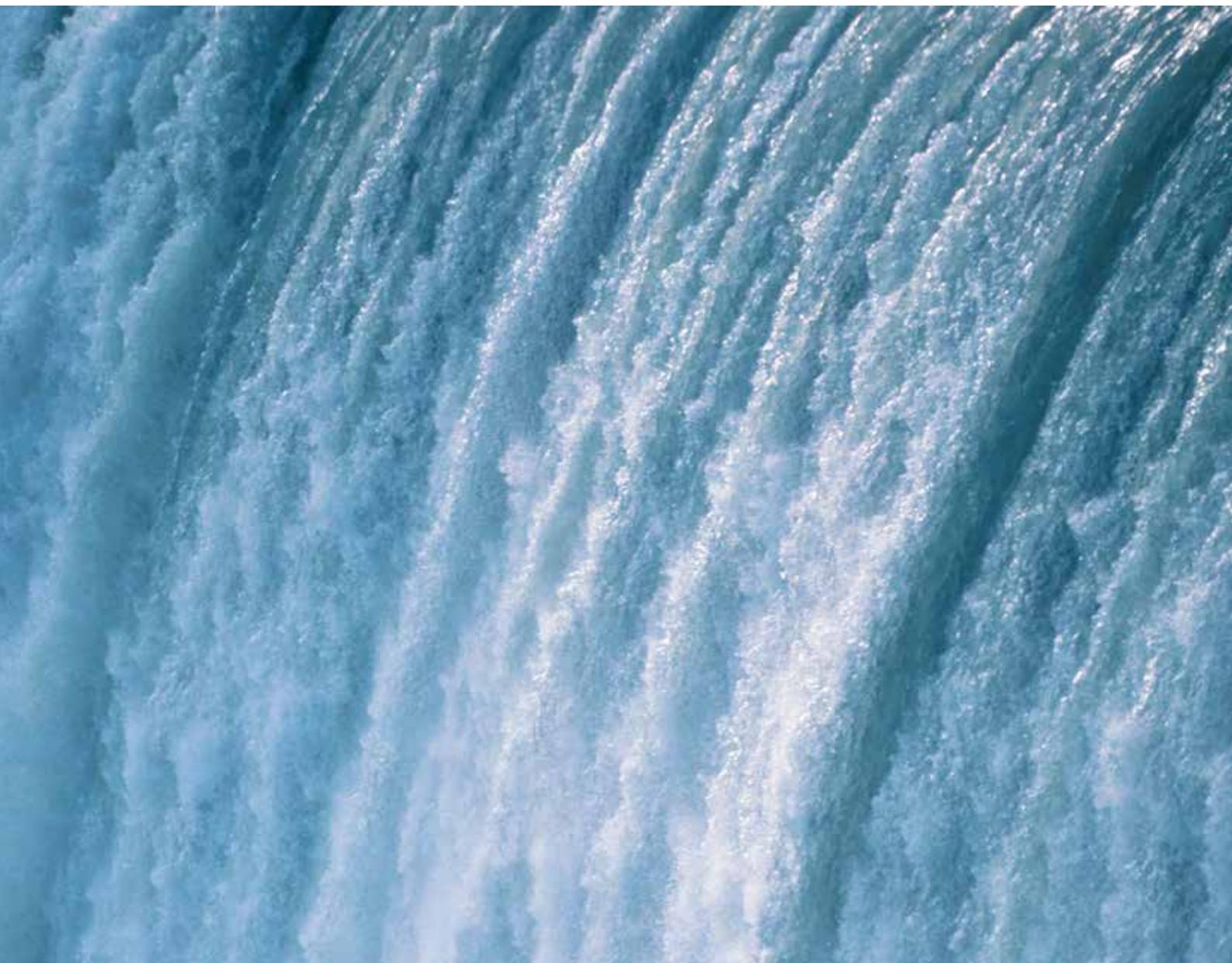
This is what we do with our unit heaters, radiant panels, air handling units and fan coils.

### Why water?

- \_ To avoid the chemical elements used in forced cooling methods.
- \_ To avoid many moving mechanical components, thus reducing the operational noise level as well as the servicing costs resulting from wear and tear of these components.

Energy from nature becoming  
quality of life.





## **BY PEOPLE FOR PEOPLE.**

We build appliances to improve the quality of the spaces where people live and work.

So it is natural that people are the centre of our idea of making business.

The human dimension of our company is always at the forefront: this has been a distinguishing feature from the start for us.



People

THIS IS SABIANA



People's worth is centrestage in our way of thinking, designing and manufacturing.

To work well you need to be comfortable with one another.

This is the premise of our idea of community, involving all the people who work at Sabiana, both internally and as suppliers or external consultants.

People are the true wealth of Sabiana:  
the quality of people makes the quality of the company  
and its products.



# Heritage

**THIS IS SABIANA**

**OUR AIR-CONDITIONING SOLUTIONS MADE HISTORY  
IN ITALY AND ABROAD. AND WE ARE DESIGNING THEIR  
FUTURE, TOO.**

We started out in 1929, by creating air-conditioning solutions for factories, thus driving companies to implement better and more comfortable working conditions.

## First, the name.

Sabiana sounds like the name of a Latin or Greek deity.

**Actually, it is an acronym for Società Anonima Binaghi Anatrella, the company denomination featuring the names of the two founders.**

Only a visionary or a dreamer could found a company in 1929.

The Great Depression had just landed from America, so it was not at all the best moment to found a company.

But Franco Binaghi and Benvenuto Anatrella met in Milan and resolved not to give up on their projects and dreams: manufacturing products to heat domestic and working environments.

A true utopia if we think at the time virtually no factory was heated. Factories were not very nice places to spend many hours a day in.

**And just for that, Franco and Benvenuto believed in their project even more: they understood how important it was to improve working conditions and the quality of people's lives.**

There was a need to rethink heating, and they did it.

A dream which is still alive today, brought on by the third generation: an Italian company within an international group.

You don't become the leading European industry manufacturer, and one of the major ones worldwide, by chance.

We are a company made of people who have the same goal.

This is our community spirit, shared by the whole Sabiana team.



The headquarters in Via Aprica, Milan, in the 1940's.



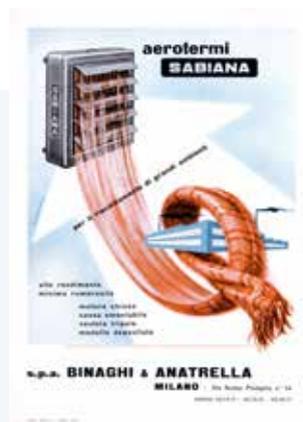
Sabiana founders and employees in the 1930's.



Our key years

### 1935

The first electric unit heater



Sabiana manufactures the first electric unit heater. An innovation which changes heating and living conditions.

### 1946

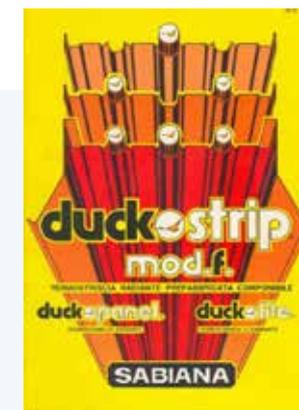
Water-driven technology

First unit heaters powered by hot water, now the signature technology of Sabiana. Today's versions of these products heat and cool thousands of factories all over the world.



### 1973

Radiant panels



The first in Italy to manufacture ceiling mounted radiant panels in industrial environments, for an efficient and noiseless heating. At the Alfa Romeo factory, 20 km of radiant panels are installed at 12 metres from the ground.

## 1979

### The fan coils

The first fan coils by Sabiana, firstly conceived for office and hotel climate control, rapidly become the core business of the company.

## 1985

### Design Compasso d'Oro

Start of the cooperation with designer Lorenzo Bonfanti, winner of the XIII Compasso d'Oro. His creations for Sabiana, Helios and Futura, draw the attention of designers and architects interested in the esthetics and style of climate control systems.



## 1995

### Air quality



Sabiana introduces fan coils fitted with its Crystall filter, an electronic plate filter which improves air quality.

Globally patented by Luigi Bontempi, it significantly improves air quality of homes and factories by capturing many pollutants found in tobacco smoke, dust, fibers or microbiological micro-substances like bacteria and fungi.

## 2004

### Cassette SkyStar fan coil



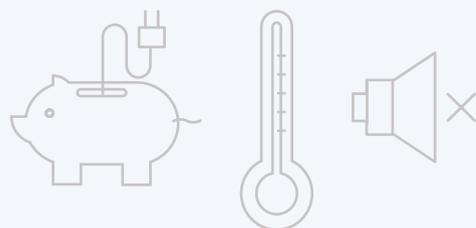
At Milan Expo Comfort, Sabiana introduces the Cassette SkyStar fan coil, which will become the leader in Europe for its design, performances, minimal noise and control flexibility.

## Our key years

**2009**

ECM fan coils

First in the world to manufacture fan coils with brushless and sensorless synchronous electronic engine with permanent magnets, controlled by an inverter board. Energy consumption reduced by over 50%; continuous variation of air capacity for a more accurate control of ambient temperature; reduced operational noise.

**2010**

New site and new Carisma



Opening of the new factory in Magenta, near Milan, with an area of over 9,000 square metres, specifically devoted to the manufacturing of fan coils, including the new Carisma, with energy consumption and noise levels among the lowest in the market.

**2011**

Class A energy efficiency



All Sabiana fan coils are available with electronic engines with inverter board, the only ones to match A energy efficiency requirements.

## 2012

Carisma Fly

The Carisma fan coil series launches the Fly wall-mounted model.



## 2014

Gruppo AFG  
(now Arbonia AG)

Sabiana becomes part of AFG (Abonia-Forster Holding AG), now Arbonia AG, international technology leader in the manufacturing of building material.

**A company of Arbonia Group**  
**ARBONIA** ▲

## 2016

Arbonia - Kermi

Sabiana becomes Italian distributor of the Arbonia-Kermi brands

**arbonia**

**KERMI**

## 2017

Energy Smart

Launch of Sabiana controlled mechanical ventilation for residential applications.





# Efficiency

**THIS IS SABIANA**

## **EFFICIENCY IS THE FOUNDATION OF ALL WE DO.**

For us, efficiency means generating thermal comfort with the minimal energy consumption. Based on this innovative thinking, we created the new ECM model, providing a 50% energy consumption reduction.

# Efficiency

Efficiency doesn't concern products only, but people as well.

**We focus on on-going development.**

This is why we founded Sabiana Academy, a meeting point between our engineers and plant-engineering practices, as well as experts in healthcare, design and architecture.

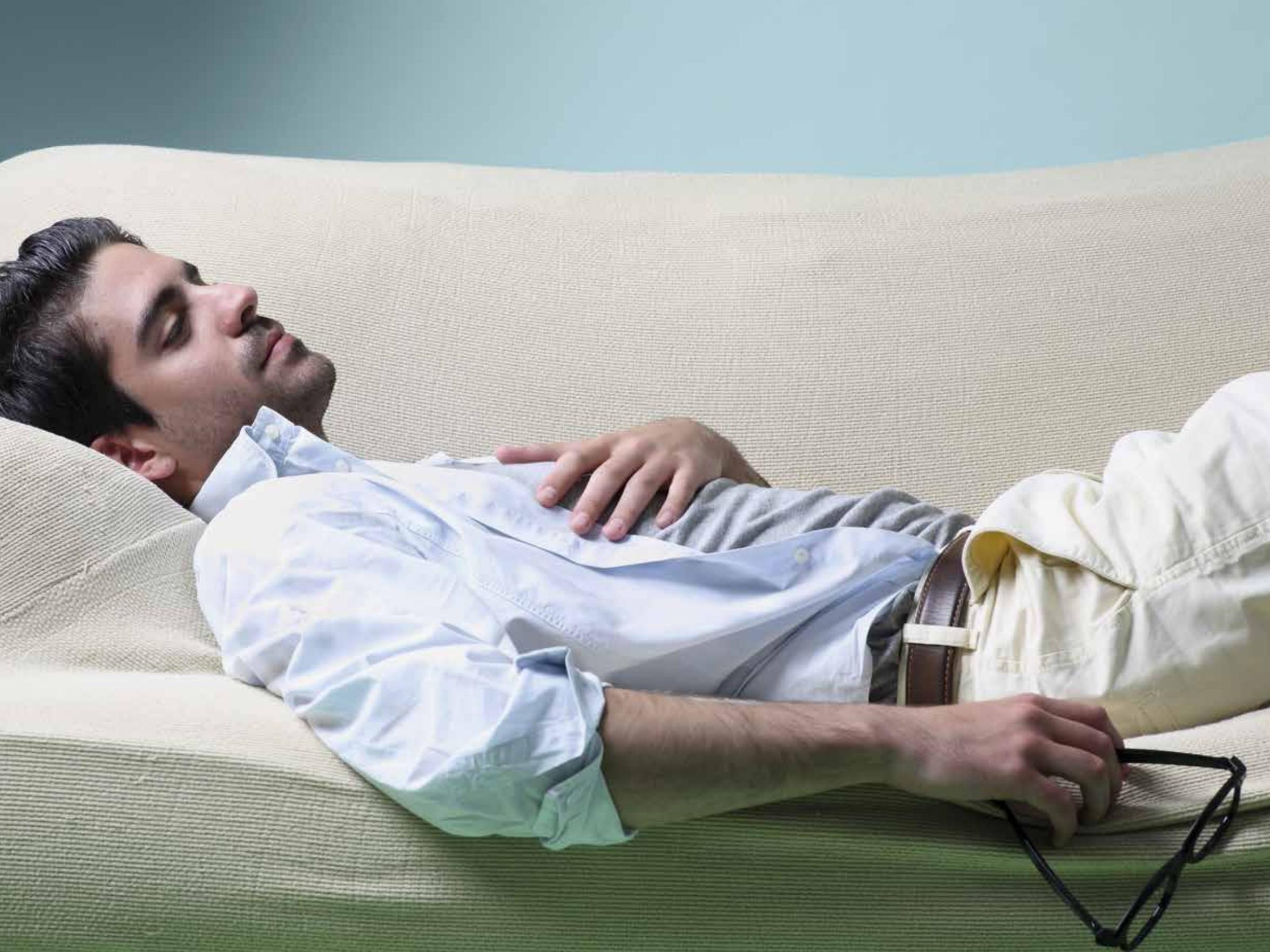
The subjects to discuss and learn about go from new industry regulations to innovations in energy efficiency and air quality in the office.

Sabiana Academy engages about 500 professionals every year.

All with a single aim:  
better products conceived by better people.







# Comfort

**THIS IS SABIANA**

**“THE AIR I BREATHE IS MADE OF WELLBEING”**

Comfort must be an everyday commodity: that's why Sabiana systems are designed to generate more comfort in closed environments, thanks to specific filters which improve air quality, and that's why they are conceived to operate at a minimum energy consumption rate, not to weigh down on bills and the environment.

# Comfort

We work with air and water, the two most natural elements in existence. With them, we build environmental conditions as natural and comfortable as possible.

All our products are based on this key concept: creating climate control solutions which are effective but not invasive, pleasantly accompanying work, study, shopping activities. [Life.](#)





## **CONCEPT, DESIGN, PRODUCTION: ALL MADE IN ITALY.**

We are an Italian company and always have been, since 1929.

We chose to stay rooted in our land, Italy and Lombardy, keeping our operational staff in Corbetta and Magenta.

Becoming part of the AFG Group (now Arbonia AG) means operating with an even more international perspective. While everything is still conceived, designed and manufactured in Italy.

Made in Italy

THIS IS SABIANA





Every Sabiana product is the result of the Italian passion for doing things well.

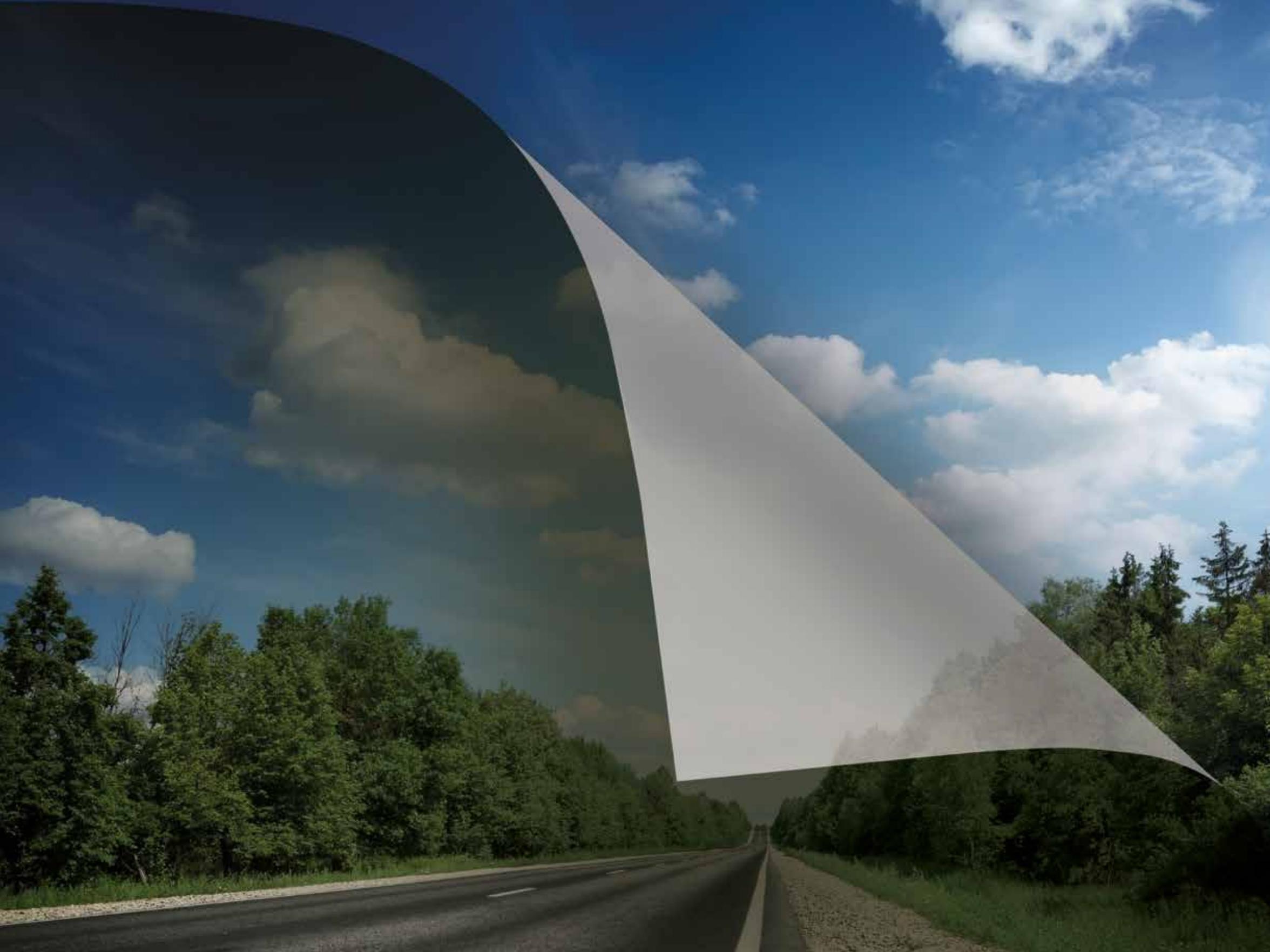
By the book, or a regola d'arte, literally "as art dictates", as they said in Renaissance art workshops, where timeless masterpieces were created.

We take endless inspiration from these workshops and ideas, to make of Sabiana **a hub of research and innovation, where technique and beauty of climate control systems meet**

The inspiration of Leonardo, Michelangelo and Raffaello is the same which drives us to create climate control systems reflecting the Italian taste for beautiful things.

And the attention to style and esthetics drives us to cooperate with designers like Lorenzo Bonfanti, winner of a Compasso d'Oro award.

This is Sabiana: pure Italian climate.



# Innovation

**THIS IS SABIANA**

**We think about change. Constantly.**

And we build the tools to make it happen.

This idea helps Sabiana and its people to create a true, successful change.

It's a challenge which we take up every day and meet in creative, innovative ways.

To go further. To build new certainties.

# Innovation

We think that a company operating in a complex and sensitive sector such as climate control has a great responsibility towards its stakeholders.

**It means creating solid facts for investors, providing employees with stimulating and safe situations and environments, offering customers added-value products and services.**

And everything by safeguarding the environment.

This is a fundamental, essential ethical notion of enterprise, based on sustainable development which puts the company's interests on the same level as those of employees, customers and the environment.

This is the only way to grow.

This is the way Sabiana thinks,  
designs and manufactures its products.



## **ENVIRONMENTAL RESPONSIBILITY IS A KEY ELEMENT OF OUR ACTIVITIES.**

For a lasting and effective growth, development must always include respect for the environment.

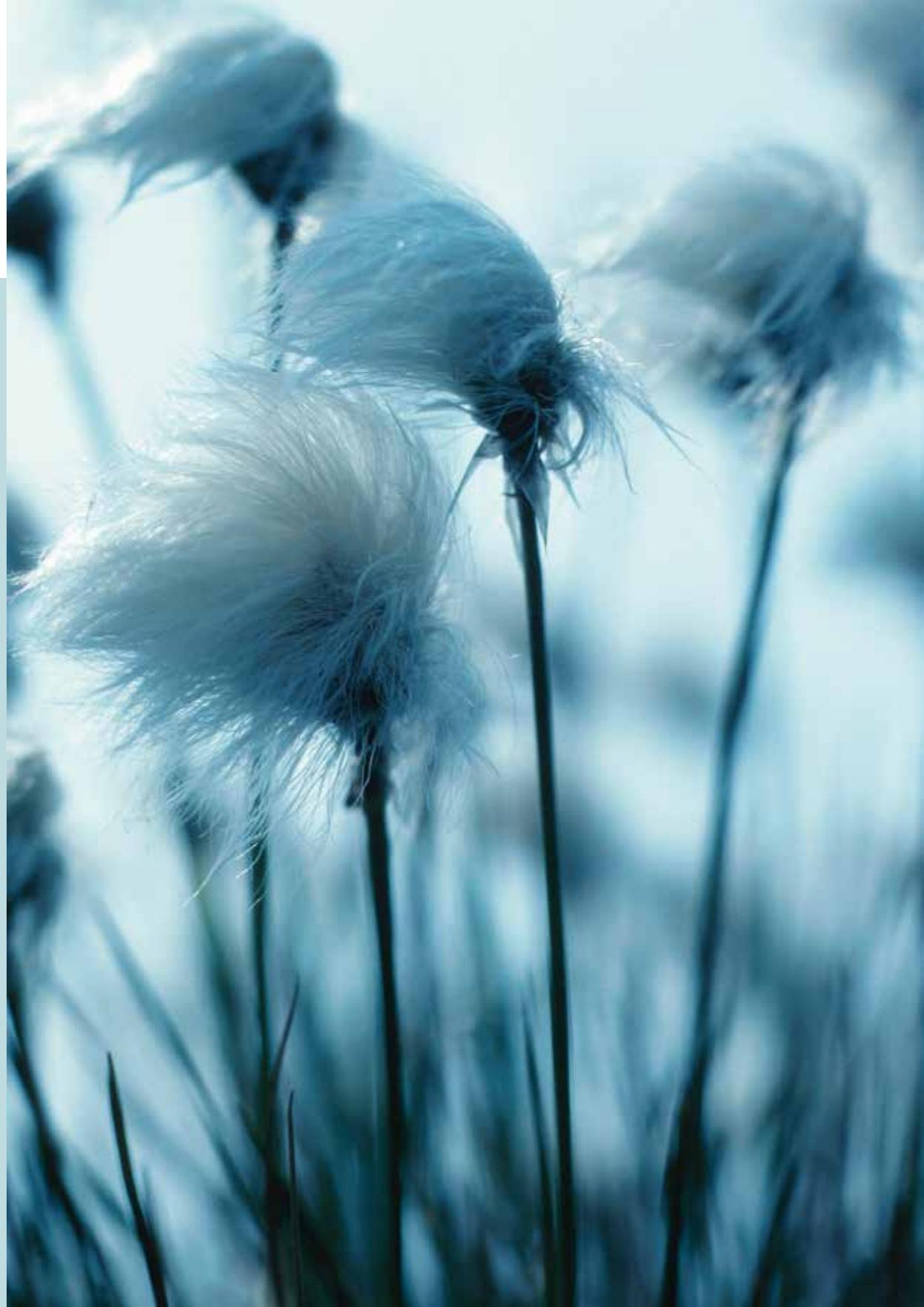
So we manufacture systems with lower and lower consumption and emission levels. And we invest in resources and imagination to keep reducing our ecological impact.

Because creating systems which improve the quality of climate control also implies taking care of the environment we all share.



# Corporate Responsibility

**THIS IS SABIANA**



# Corporate responsibility in practice

## **ENERGY SELF-RELIANCE**

thanks to photovoltaic systems

## **LOW-CONSUMPTION BUILDINGS**

with condensing boilers

## **ENERGY SAVING PRODUCTION CYCLES**

thanks to compressed air generation stations with inverters

## **GLOBAL SEPARATE COLLECTION OF WASTE**

in offices and plants: ferrous material,  
cardboard, plastic

## Social commitment

We have always had strong ties with our homeland.

And our social commitment is particularly aimed at young people and sports.

We sponsor the Corbetta Football Club as well as sport events such as the Vittuone Cup and 5-a-side football tournaments for athletes with disabilities.



# Products

**THIS IS SABIANA**

## **WE ARE WHAT WE DO.**

And we do heating and air-conditioning systems: we conceive them, we design them, we manufacture them, all in Italy, in our factories.

At the centre of it all, one concept: combining usage, return on investment, operating reliability.

[This is Sabiana.](#)



## Unit heaters

# Heating for large working spaces.

### MADE IN SABIANA

Unit heaters have been our traditional specialty since 1935.

A specific expertise which made us leaders in Europe in this field.

We export them to 40 countries, with thousands of new installations each year, proving the reliability and soundness of this choice.

7 models of unit heaters, 3 of which can be connected to a water chiller and as such also used for summer air-conditioning.

Many versions include the Jetstream flow optimiser, which reduces the stratification

of hot air, for an improved ambient temperature and significant energy savings.

### THE DESIGN, THE TECHNOLOGY

The system includes a boiler, a pump, connection pipes, the unit heaters and electrical control components.

The high flexibility in the water temperature control allows for the perfect air temperature outlet.

### THE STRENGTHS

- \_ 100% designed and manufactured in Italy
- \_ Wide range of engines
- \_ Swift engine operational set-up
- \_ High flexibility of installation: wall-mounted, ceiling-mounted, at heights from 3 to 18 metres
- \_ Low energy consumption
- \_ Long life
- \_ Large selection of accessories and diffusers



## Unit heaters References

### **DIESEL**

Breganze, Vicenza, Italy  
At Diesel HQ, a clothing multinational company, Sabiana installed 30 Comfort unit heaters and, in the offices, 150 Cassette fan coils.



### **ABARTH**

Turin, Italy  
Sabiana supplied 30 Atlas unit heaters to this historical Italian-Austrian company, founded in 1949 by engineer Carlo Abarth.



### **ROSSO CORSA**

Milan, Italy  
Sabiana installed Janus and Polaris unit heaters in the Rosso Corsa Ferrari and Maserati HQ for Lombardy.



**PADUA UNIVERSITY BOTANICAL GARDEN**

Padua, Italy

For the climate control of Padua Botanical Garden, Sabiana installed 4 Helios unit heaters to meet specific esthetic needs and 18 Comfort unit heaters with vertical air outlet.



**PEPSICO HOLDINGS**

Moscow, Russia

To maintain the high company standards, the Moscow factory asked Sabiana to heat their spaces with Atlas unit heaters.



**DUCATI MOTOR HOLDING**

Bologna, Italy

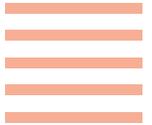
At the Bologna factory of the iconic Ducati, Sabiana installed 30 Comfort unit heaters, especially suitable for high spaces.



**AVIO AERO**

Pomigliano d'Arco, Naples, Italy

Sabiana provided Avio Aero with 10 Janus unit heaters, to air-condition industrial, commercial and sport spaces at extremely low costs.



## **Radiant panels**

# The heating solution for large industrial and commercial spaces

### **MADE IN SABIANA**

How do you become the major European manufacturer of radiant panels? With state-of-the-art design and manufacturing concepts, technical expertise, and the flexibility to match any installation requirement and any operational environment.

### **THE DESIGN, THE TECHNOLOGY**

Heating by radiation creates a uniform temperature across the room with less energy consumption, since people, walls and floors are heated directly and not through air.

There are no moving mechanical components, which means a noiseless operation and no air movement.

### **THE STRENGTHS**

- \_ 100% designed and manufactured in Italy
- \_ No routine maintenance
- \_ No encumbrance on walls and floors
- \_ Energy savings, thanks to reduced thermal requirements
- \_ Multi-room temperature control
- \_ No fire risk



## Radiant panels References

### **NATIONAL INDOOR ARENA**

Dublin, Ireland  
Sabiana provided the National Indoor Arena of Dublin, among the largest sport facilities in the world, with 1,684 metres of radiant panels.



### **HENKEL**

Vienna, Austria  
At the Vienna HQ of Henkel, a German multinational founded in 1876, Sabiana installed 300 metres of Duck Strip.



### **BMW WERK**

Regensburg, Germany  
For the new building in Regensburg, BMW chose 548 metres of Duck Strip, for the best environmental comfort.

**ROLLS ROYCE**

Derby, United Kingdom  
 The Rolls Royce division, headquartered in Derby, second aeronautical engine producer in the world, chose Duck Strip, installing 1,020 m of it.



**SAM EYDE VIDERGÅENDE SKOLE**

Arendal, Norway  
 The Sam Eyde Vidergående high school in Arendal can host up to 1,100 students. To heat the building, Sabiana installed 635 Pulsar radiant panels.



**AIRBUS DI TOLOSA**

Toulouse, France  
 To heat the "nest" of the A380 Airbus, the biggest passenger airplane ever built, Sabiana installed 18,000 sq. m. of radiant panels up to 40 metre high.



**METRO DIAMETER**

Sofia, Bulgaria  
 To build the Diameter metro of the Bulgarian capital, Sabiana installed 840 metres of Duck Strip radiant panels.



## Fan coils

Air made of design, efficiency, silence.

### MADE IN SABIANA

We have made history with our fan coils.  
Since 1980.

And we keep doing it.

We added the concept of design to this product, considering each fan coil as a true piece of furniture.

A different way to look at climate control.

### THE DESIGN, THE TECHNOLOGY

The water-source fan coil system allows to rapidly reach the desired temperature. And to maintain it with great energy efficiency.  
All with minimal noise levels.

How does a water-source fan coil climate control system operate? Everything is based on the most natural cooling and heating liquid in the world: water.



**In the winter**, water is heated by a boiler or a heat pump.



**In the summer**, water is cooled by a chiller.

### THE STRENGTHS

- \_ 100% designed and manufactured in Italy
- \_ Low energy consumption
- \_ Eurovent programme performance certification



# Fan coils References

## **SONY ERICSSON**

Stockholm, Sweden  
To climate control their HQ in Stockholm, Sony Ericsson chose 500 Skystar ECM fan coils, with electronic engine and low energy consumption.



## **EUROPEAN PARLIAMENT**

Brussels, Belgium  
The European Parliament, currently comprising 751 representatives, is climate controlled by Sabiana fan coils.



## **ONCOLOGIC CENTER OF SIDE BEL ABBES**

Bel Abbes, Algeria  
Sabiana improved the comfort of Bel Abbes Oncologic Center by installing 372 Carisma CRC and 31 Carisma CRSO fan coils.

**BAKU FLAME TOWERS**

Baku, Azerbaijan  
 For these three towers  
 looking like flames  
 Sabiana supplied about  
 460 Carisma CRC fan coils.



**CARDIO CENTER**

Astana, Kazakhstan  
 At the Cardio Center of Astana, capital  
 of Kazakhstan, over 400 Coanda fan  
 coils were installed.



**BOSCO VERTICALE**

Milan, Italy  
 The engineers of the  
 prestigious Vertical  
 Forest selected Sabiana  
 to climate control the  
 whole building complex.



**TRIPOLI TOWER**

Tripoli, Libia  
 The Tripoli Tower is a skyscraper  
 located in the heart of Tripoli.  
 To climate control this majestic  
 building, Sabiana installed 1,182  
 Carisma CRC fan coils.



**MEGA PARS MALL**

Teheran, Iran  
 Sabiana supplied 995 Carisma CRSO,  
 CRC and Maestro fan coils for the Mega  
 Pars Mall, the first "green" commercial  
 mall in Persia.



## **Air handling units**

Total peace of mind for climate control systems.

### **MADE IN SABIANA**

All-round reliability: performances, low noise level, a wide range of accessories. These are the benefits of our air handling units, suited to any usage requirement, from small residential spaces to big industrial environments.

### **THE DESIGN, THE TECHNOLOGY**

Air handling units are suitable for climate control systems requiring low levels of noise, the purest air and low energy consumption.

### **THE STRENGTHS**

- \_ 100% designed and manufactured in Italy
- \_ 3 modular, adaptable types, both vertical and horizontal
- \_ Made to measure



# Air handling units References

## **SAN RAFFAELE HOSPITAL**

Milan, Italy

At the San Raffaele Hospital in Milan, Sabiana installed 30 Vulcan air handling units and 700 SkyStar fan coils..



## **NATIONAL ARCHAEOLOGICAL MUSEUM, NAPLES**

Naples, Italy

At the National Archaeological Museum of Naples, Sabiana installed 2 air handling units with a low noise level impact.



## **DONNAFUGATA GOLF RESORT&SPA**

Contrada Piombo, Ragusa, Italy Sabiana provided the prestigious Donnafugata Golf Hotel & Resort with 300 Carisma fan coils and 20 Vulcan Pro air handling units.



**ATELIER VALENTINO**

Rome, Italy

For the Maison Valentino atelier, Sabiana supplied 106 Carisma fan coils, 2 Vulcan Pro and 1 Zeus air handling units.



**AZIENDA OSPEDALIERA  
POLICLINICO DI CATANIA**

Catania, Italy

At the Vittorio Emanuele II General Hospital of Catania, Sabiana installed 597 Futura and 189 SkyStar fan coils, and 24 Vulcan Pro air handling units.



## **Stainless steel flues**

Steel reliability for flue gas discharge.

### **MADE IN SABIANA**

Quality materials and components, state-of-the-art building techniques, continuous checks of products and manufacturing process, application flexibility, assembly simplicity. These are the distinguishing features of Sabiana flues.

### **THE DESIGN, THE TECHNOLOGY**

The design focus is on the reduction of the thermal bridge between inner and outer wall of the flue. The range also includes a series of accessories to manage the evacuation of flue gases of generators, co-generators, internal combustion engines and turbines.

### **THE STRENGTHS**

- \_ 100% designed and manufactured in Italy
- \_ Available as double wall version in 13 different diameters (100÷600 mm) and as single wall in 11 diameters (80÷300 mm)
- \_ Wall in contact with the flue gas made of AISI 316L stainless steel and 0.5 mm thickness
- \_ Outer wall and fixing components made of AISI 304 stainless steel
- \_ IMQ certification



## **Stainless steel flues** References



### **EXCELSIOR HOTEL GALLIA**

Milan, Italy

At the luxury Le Méridien Gallia hotel, in the heart of Milan, Sabiana installed 300 Carisma fan coils and 6 flues.



**OPERA TOWERS**

Pescara, Italy  
Opera is a tower residential and office building complex. Here Sabiana installed 500 metres of Omniplast flues.



**ZOPPAS ARENA**

Conegliano Veneto, Treviso, Italy  
At the Zoppas Arena Palasport in Conegliano Veneto, Sabiana installed 85 metres of Inox50 flues.



**VENETA CUCINE**

Conegliano Veneto, Treviso, Italy  
At the Veneta Cucine site, Sabiana installed 70 metres of Inox50 flues for the evacuation of flue gases of generators.



# Indoor air quality

**THIS IS SABIANA**

## **WHAT THE MARKET AND PEOPLE WANT...**

Healthier air within residential, commercial and industrial spaces.

## **...SABIANA PROVIDES.**

Crystall, an active electronic/electrostatic filter which captures impurities, reducing liquid and solid particles polluting the air almost to zero: tobacco smoke, dust, bacteria, fungi and harmful substances.



# Crystall

## Electronic/electrostatic plate active filter (FEMEC)

Crystall is comprised of two separate sections:

**an active part**, including electrodes and insulating elements;

**a passive part**, including polluting particles collected from purified air.

The two parts stay separate:

- \_ the active one, with the most delicate elements, stay protected;
- \_ the passive one can be removed to be washed and to periodically eliminate the polluting particles.

### **MILLIMETRIC PRECISION**

UNI 11254:2007 certified tests show that Crystall can completely remove particles of less than 0.4 micron in diameter.

### **HIGHLY EFFECTIVE ON MICROBIOLOGICAL POLLUTANTS**

Crystall offers a ionizing action producing small quantities of ozone.

Combined with UV rays, they act against the proliferation and diffusion of bacteria, mould, yeast, viruses and fungi, preventing polluting factors to settle on the filtering surfaces, unlike traditional mechanical filters.

### **ENDLESS LIFE**

With Crystall filters you can forget about replacement costs and disposal of the filter.

Their life is virtually infinite, as the filter regenerates by a simple washing with water and soap.

### **ENERGY SAVINGS UP TO 60%**

In compliance with European UNI standards, by installing this type of filter on fan coils, you can reduce the inlet of external air of over 50%. This allows for energy savings from 50% up to 60% with fan coils using brushless technology.

### **UNIVERSAL COMPATIBILITY**

Crystall can be adapted to the most common vents and diffusers on the market and it can be mounted on existing installations. You just need a small variation in the thermal and aerualic balance of the system.



# Certifications

**THIS IS SABIANA**





**Certificate No. 16.05.03**

Air handling units

**Certificate No. 96.01.182**

Fan coils



**Certificate No. 0051 - CPR - 0004**

Inox25 flues

**Certificate No. 0051 - CPR - 0009**

Inox50 flues

**Certificate No. 0051 - CPR - 0062**

InoxMono flues



**Certificate No. 0545/6**

Activity code EA 18

Design, manufacturing and servicing of heating and air-conditioning equipment (unit heaters, radiant panels, fan coils and air handling units) and flues.

# Worldwide

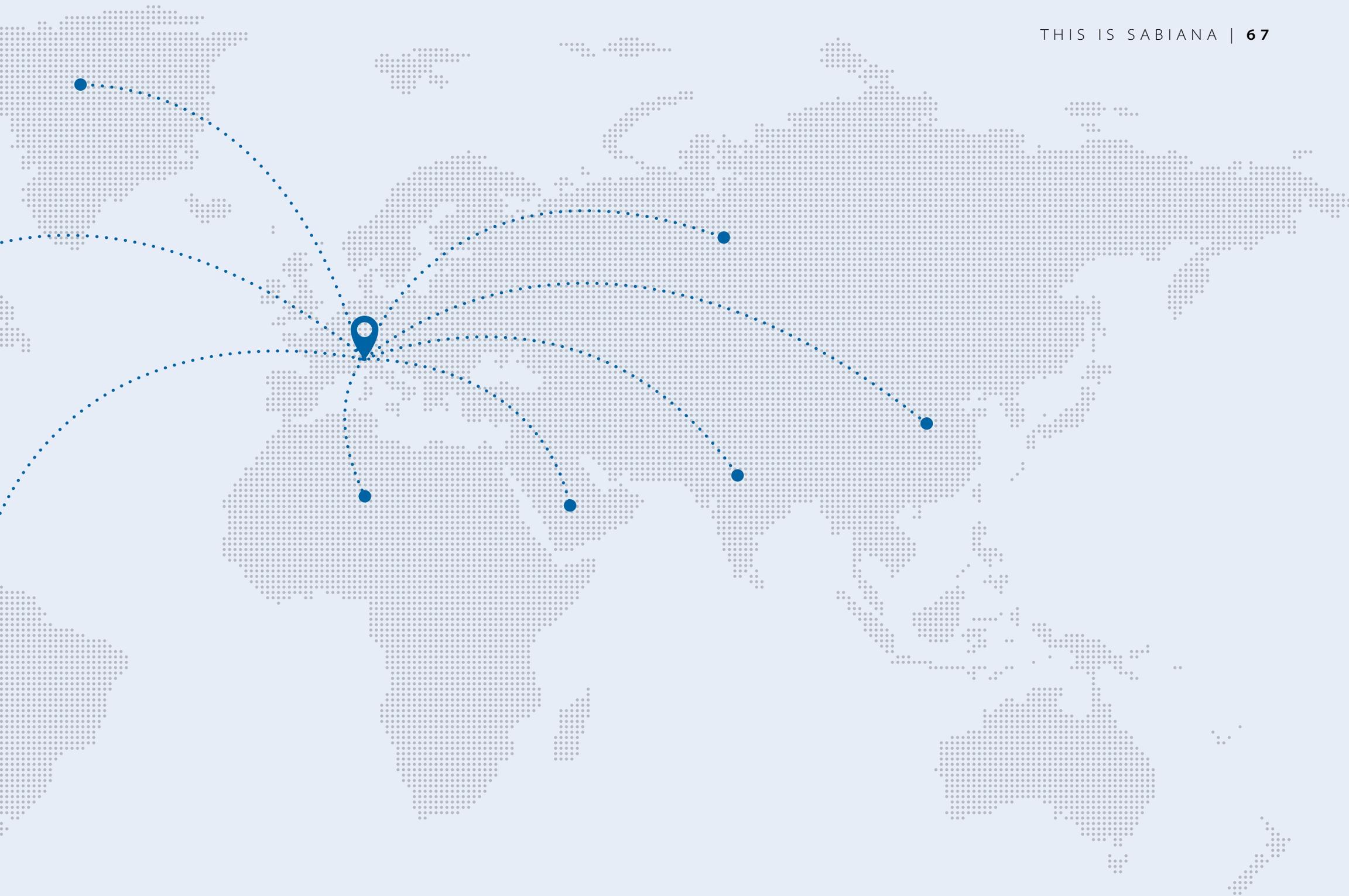


## THIS IS SABIANA

Our widespread global presence guarantees reliability, technical assistance and sales support: we are an international point of reference for the manufacturing of environmental comfort equipment.

2016 sales:	84.1 M euros
Employees:	200
Sites:	3
Total site surface area:	65,000 sq. m.
Electricity consumed per year:	2,000,000 kWh
Electricity generated per year:	1,700,000 kWh
Sales agents in Italy:	56
Service centres in Italy:	74
Foreign distributors:	over 50

Further information:  
[www.sabiana.it](http://www.sabiana.it)





LIMITED EDITION

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