



Riello Elettronica and Riello UPS

A global force

RIELLO ELETTRONICA, PART OF THE RIELLO INDUSTRIES GROUP, REPRESENTS AN ITALIAN MODEL FOR A GLOBAL COMPANY. THE RIELLO UPS BRAND IS NOW A WORLD LEADER IN THE UNINTERRUPTIBLE POWER SUPPLIES MARKET.

RIELLO ELETTRONICA

Riello Elettronica is the parent company of a group of industrial companies. Founded in 1986, Riello Elettronica initially manufactured switching power supplies for information technology applications, before moving into the manufacture of uninterruptible power supplies (UPS). In 1995 Riello Elettronica took on its present structure, organised as a holding company for the shares of the Group's businesses. In the meantime, the core business was extended to include energy, automation and safety.

ENERGY: PRODUCE IT, DISTRIBUTE IT, STORE IT

Thanks to Riello UPS, Riello Elettronica is today one of the four largest manufacturers of uninterruptible power supplies in the

world, with a complete range of UPS able to satisfy any energy requirement, from individual personal computers to the large systems used in banks, hospitals and airports, where operational continuity is crucial. Of equal importance is Aros Solar Technology's contribution to the Group. This company designs, manufactures and sells solar inverters and solutions for photovoltaic energy.

Most of the manufacturing takes place in the plants in Legnago (Verona) and Cormano (Milano). The direct monitoring of international markets allows the Group to operate a single global strategy, expressed locally in the form of coherent sales policies that are easily adaptable to the realities of individual markets. In addition, Riello Elettronica's strong grounding in European

and Asian marketplaces is fundamentally important to procurement, ensuring rapid, efficient and above all monitored selection and purchasing processes, especially with regards to the high quality electronic components used in the manufacturing process.

NOT JUST ENERGY

The Riello Elettronica group is also very active in the civil and industrial safety sectors, from domotics to oil hydraulic applications, through other industrial companies such as AVS Electronics, Cardin, Innovatech, Gamma System, Ceimu and Telcoma, which often collaborate together on large projects.

AVS Electronics, for example, is the national leader in the manufacture of alarm and anti-intrusion systems and it combines its

products with home automation systems made by Innovatech, offering a range of solutions able to communicate over a wireless network and interconnect the different domestic functions using intelligent terminals.

Domotics and photovoltaic technology in particular are driving the Riello Elettronica group into the future, creating new solutions for environmental well-being and everyday comfort supplied by energy from sustainable sources. The Group's companies are making the home intelligent; turning it into a place that can also be remotely controlled via Internet. Using a tablet, a notebook or a smart phone, the solutions offered by the Riello Elettronica Group allow you to monitor energy consumption, prevent black outs, keep out intruders, adjust the ambient temperature, switch on lights, open doors and gates, locate and stop water and gas leaks, etc.

Industrial safety and oil hydraulics are covered by Gamma System and Ceimu respectively. Gamma System manufactures electronic presence sensors and photoelectric barriers for monitoring access and for the safety of manufacturing machinery and systems in general. Ceimu manufactures servo controls, cylinders and oil hydraulic systems for general mechanical applications.

RIELLO INDUSTRIES

The Riello Industries group is the operating structure of the Riello family of companies.

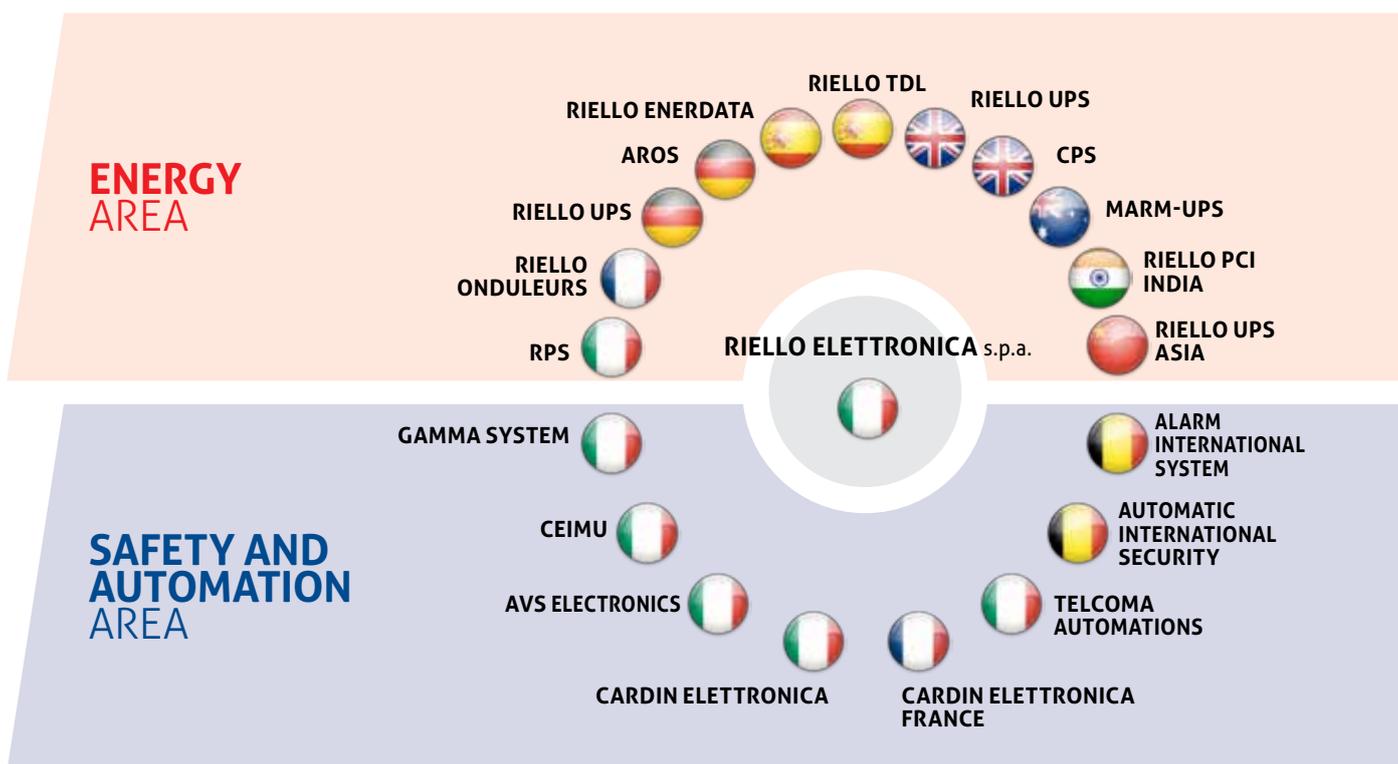


Active since 1922, it includes the holding company Riello Elettronica and various other businesses in the Riello galaxy.

The Riello family of companies distinguishes itself in Italy for its innovative entrepreneurial structure. Despite being structured according to Anglo-Saxon governance models, which allow for the effective and rapid coordination of a large number of companies operating in bordering technological and commercial areas, it also manages to exceed the boundaries of a classic holding company by remaining closely connected to the territory and to the individual companies. The Family Company Agreement is an

important part of this; a single central force that defines and structures decisions related to both stock options and operational management.

Riello Industries is governed by Pilade Riello. His sons Pierantonio, Andrea, Giuseppe and Nicola, each control their own core businesses and the remaining shares are divided equally between the other brothers. Each following their own independent orbit, the companies belonging to the group rotate around this centre. They are held together by the Family Company Agreement, but they still retain their own autonomy and specific sector.





Our roots and our history

RIELLO ELETTRONICA HAS BEEN A SOLID POINT OF REFERENCE ON THE INDUSTRIAL WORLD STAGE FOR 25 YEARS, GAINING CREDIBILITY AS WELL AS DIFFERENTIATING ITS PRESENCE IN DIVERSIFIED MARKETS.



Guided successfully by Pierantonio Riello since the company was first set up, Riello Elettronica is about to celebrate its 25th anniversary as the market leader in Italy and one of the top players internationally in the energy conversion sector and in the manufacture of uninterruptible power supplies (UPS), intelligent electronic devices that operate as electrical power reserves in the event of mains power black outs.

Energy conversion is the group's core business area, this also includes new technologies for harvesting clean and renewable energy sources via the manufacture of solar

inverters, a sector in which Riello Elettronica has become a national player.

Energy, but not only: the group has also been successfully investing in automation and civil and industrial safety for several years.

The group owns five manufacturing sites in Italy, twenty subsidiaries in Europe, China, India and Australia, and is present in over 80 countries worldwide. This is the Riello Elettronica Group today, the expression of an entrepreneurial tradition focused on innovation, global challenges and the development of 'made in Italy' technologies in the international marketplace.

riello AROS
ups
DUCATI

**Perfect
synergy**



**High performance
Unlimited energy
Italian technology**

**This is what we have in
common with Ducati**

Riello UPS is the official sponsor of the Ducati Corse MotoGP Team. Our partnership with Ducati provides Riello UPS with high levels of visibility and worldwide prestige. The two companies share values and principles that unite them in perfect synergy.



**Official
Sponsor**



Riello UPS

Brand values

“RELIABLE POWER FOR A SUSTAINABLE WORLD” - THE RIELLO UPS PHILOSOPHY CONDENSED INTO A FEW SIMPLE WORDS - A GLOBAL BRAND CONSTANTLY SEARCHING FOR THE MOST INNOVATIVE SOLUTIONS

INNOVATION - THE SECRET OF AN ALL-ITALIAN SUCCESS STORY

Riello UPS offers a vast range of products, organised into 20 ranges of uninterruptible power supplies (UPS)-based on several different state-of-the-art technological architectures. Thanks to its two research centres in Legnago (Verona) and Cormano (Milan), world class centres of excellence for the design, development and testing of uninterruptible power supplies, Riello UPS can constantly innovate its product portfolio, keeping it at the top in terms of performance, reliability and competitiveness. In addition, in the event of large tenders or commissions

Riello UPS often also provides bespoke solutions based on the specifications provided, demonstrating its attention to the customer's individual.

Riello UPS designs and manufactures its UPS in Italy in order to maintain direct control over quality and reliability standards by closely following the entire manufacturing process, sales and after-sales service. This strategy allows for a process of continuous improvement, monitoring customers' opinions and using them to make rapid adjustments to optimise features as required by the market.

This process of continuous improvement, as well as having a direct effect and benefit on sales and after-sales service,

helps to further consolidate Riello UPS's image as a reliable, dynamic and quality-oriented company.

It doesn't stop here however: the solid results achieved by Riello UPS in the development of UPS solutions equipped with completely innovative and avant-garde technologies such as the PowerBox, SuperCaps UPS, and Smart Grid Ready UPS, i.e. ready for intelligent power distribution grids which represent the future of energy supply, are the best demonstration that innovation and quality really are the secrets of Riello UPS's success.





RELIABLE POWER FOR A SUSTAINABLE WORLD

Riello UPS manufactures effective and efficient solutions that ensure power quality and business continuity, guaranteeing power supply and the correct operation of systems even in the event of critical situations.

Riello UPS is constantly implementing new solutions into its products that are aimed at reducing power consumption by increasing efficiency and actively participating in the promotion of sustainable development. To this end the company also sets up ecological projects and makes large investments in the development of new

technologies for harvesting clean and renewable energy sources.

Riello UPS's social commitment aims to help the present as well as positively affecting the future, combining the inevitable need for energy with environmental protection. The environmental management system employed by Riello UPS is ISO14001 certified.

Riello UPS has always been a strong supporter of the Code of Conduct on Energy Efficiency and Quality of AC Uninterruptible Power Systems, a document signed by the major European manufacturers of UPS addressed to the European Commission. It sets out the energy efficiency targets for power

ranges from 300 VA to >200 kVA, from 25% to 100% loads.

Riello UPS is also the first European manufacturer to identify its products in terms of energy efficiency.

ECO ENERGY LEVELS

Riello UPS uninterruptible power supplies power some of the most critical data centres and servers in use today. Within these environments, energy management is critical. Running costs must be minimised without compromising resilience, i.e. the ability to adapt to adverse external conditions whilst ensuring complete



availability of the services provided. Equipment must operate at the highest possible levels of efficiency to reduce the strain on critical power supplies and minimise the effect on the installation area.

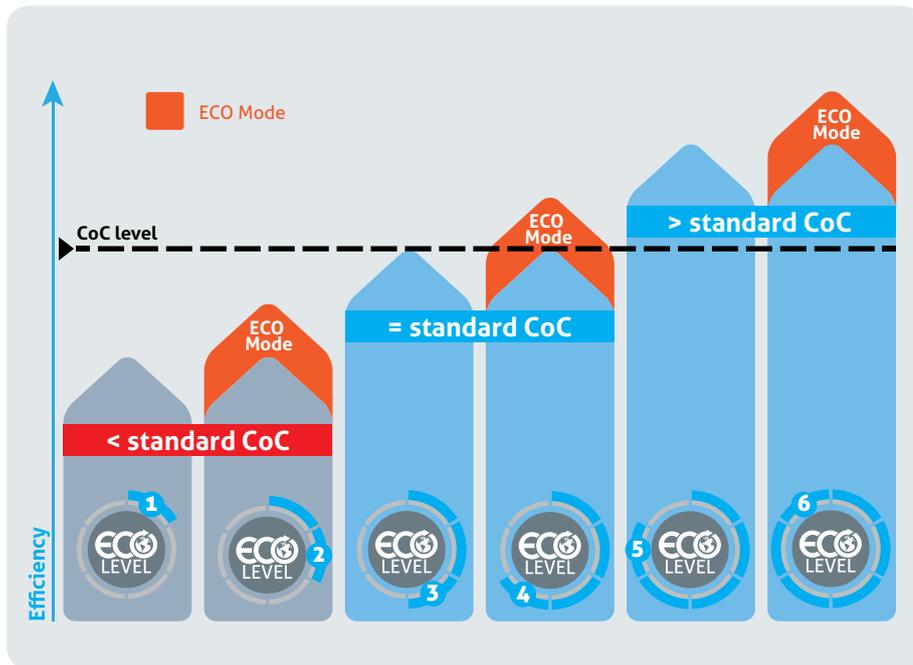
Riello UPS models have always been compliant with the highest levels of efficiency in terms of energy protection and are classified according to a scale with 6 levels, corresponding with the efficiency value of the UPS with respect to the European Code of Conduct; this is known as the Eco Energy Level.

The ECO Energy Level is a tool implemented by Riello UPS to help customers to identify the products with the highest levels of efficiency in terms of energy protection; the 6 levels have recently been updated to comply with the stringent new efficiency levels that the CoC requires for 2013-2014.

In addition to this, the availability of the Smart Mode provides a further method for improving efficiency, improving the Eco Energy Levels assessment.

Riello UPS 's Eco Energy Level is more than just a concept; it is a system that demonstrates how the UPS that get the highest marks (levels 4, 5 and 6) are more efficient, and therefore more beneficial economically and environmentally.

The Eco Energy Level system demonstrates both how the most efficient UPS provide energy savings that allow the cost of their purchase to be recovered quickly with respect to standard efficiency UPS, as well as how their use leads to significant reductions in carbon emissions into the atmosphere. An Energy Saving Calculator is available at www.riello-ups.com to help calculate the energy and cost savings as well as the reduction in CO₂ emissions that can be achieved by using Riello UPS Eco Energy Level products.



THE HUMAN FACTOR, ADDED VALUE

The concepts of product quality and excellence are central to Riello UPS's corporate philosophy, but this is combined with a further concept: the value of people, whether they are customers, users or colleagues.

At every staff level in Riello UPS, the sense of belonging to the company and respect for others has created an excellent working environment, which has been instrumental in achieving the great results enjoyed by Riello UPS. The team work that leads everyone to give their best every day, coordinating with colleagues to achieve the set results

is the result of the careful selection, management and training of staff, but also and above all thanks to a healthy attitude of sharing targets at all levels and an ethical belief in added value.

One of the secrets of Riello UPS's success as a company is the reciprocal respect for each person's contributions and the shared effort to ensure the best levels of service and highest levels of customer satisfaction.

Proof of this are the awards that Riello UPS has received and continues to receive, the latest from Frost & Sullivan, who nominated Riello UPS "Company of the Year 2012".



UPS SMART GRID READY



The evolution of electrical power grids is a key element for achieving greater sustainability; particularly fundamental are the power management systems for balancing supply and demand, for using energy in the most sustainable and efficient way: smart grids.

Smart grids are nothing more than power grids that efficiently integrate and manage the behaviour and actions of all the connected consumers (generators, output points, etc.), with the aim of ensuring the economically efficient operation of the electrical system, with

a high level of safety, continuity and quality of supply.

Smart grids not only introduce new concepts to power grids but also new business opportunities with regards to installations with UPS: batteries represent significant investments, but they are only partially used. Using these distributed power accumulators and generating business in power accumulation scenarios will become fundamentally important.

Smart grids also mean the integration of different energy sources, two-way flow, information exchange grids and centralised management. In this new scenario installations with UPS can take on new roles, becoming virtual power plants, decentralised power accumulation

systems, variable power generators and above all they can be combined with renewable energy sources.

In order to be "smart grid ready", UPS must allow for the implementation of power accumulation solutions, and at the same time ensure extremely high levels of efficiency. They must also be able to independently select the most efficient operating method based on the status of the grid. They must be able to electronically interface with the energy manager using the smart grid communication network. Always open to technological innovation, Riello UPS has invested in research and technology to develop smart grid ready products, creating the Master HP, Master MPS and Multi Sentry ranges, the first smart grid ready UPS on the market.

