



Competence Center in Electric Heating

February 2017

SST Group is the largest producer of electric heating cables and heat tracing solutions in Europe.

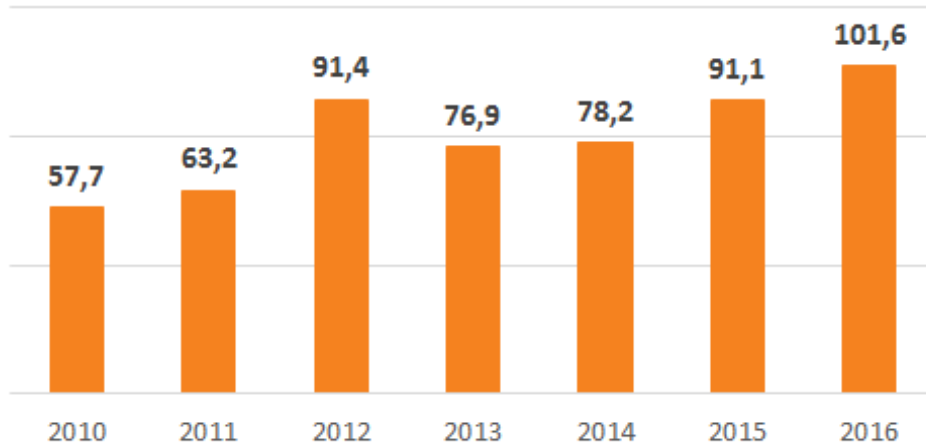
- Founded in **1991**
- **1300** employees
- **4** own plants
- **40 000 m²** production facilities
- **9** branches
- **7** subsidiaries
- Export to **47** countries

Produced to date

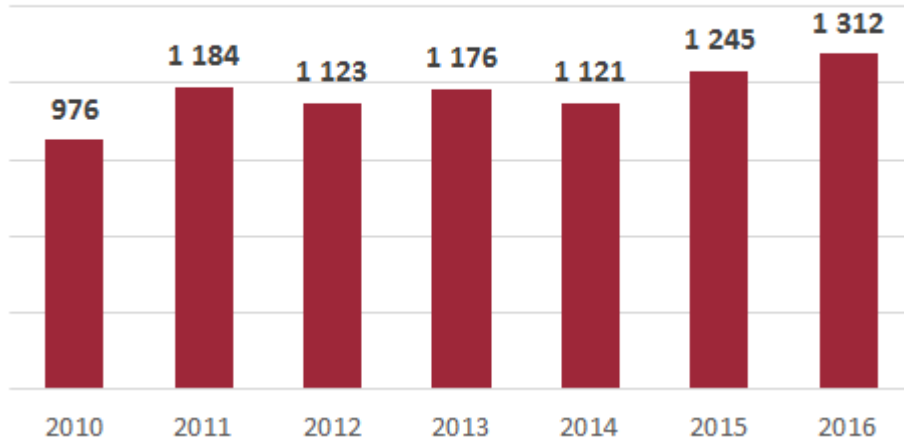
- **1 300 000** km of heating cables
- **13 000 000** electric heating cable systems
- **5 500 000** units of temperature control equipment
- **8 000** industrial heat tracing systems installed



Total Revenue, Million Euros



Number of Employees



- Stable revenue growth over the past 6 years, even during economic crisis in Russia;
- CAGR 2010-2016 = 10%;
- Total revenue of the Group exceeds 100 mln. Euros.

Our Mission

Our mission is to improve people's quality of life with innovative solutions for home comfort and to provide security for industrial companies, decreasing energy losses and reducing negative environmental impact.

Our Values



Innovation



Quality



Responsibility



- 1991** Foundation of the Special Systems and Technologies Company. Start of cable manufacturing.
- 1992** Start of industrial production of electric underfloor heating systems.
- 1996** Launch of de-icing systems for roofs and gutters, open areas, pipelines and vessels.
- 1998** First contracts for the design, manufacture and installation of industrial heat tracing systems.
- 2002** Installation and commissioning of the first skin-effect heating system for long pipelines.
- 2004** Implementation of the ISO 9001:2000 Quality Management System.
- 2007** Grand opening of SST Group plant, the largest electric heating systems factory in Europe.
- 2008** Opening of representative offices in Germany and China. Establishment of engineering division within SST Group.
- 2010** SST Group is titled “Industrial Company of the Year”.
- 2011** Over 60% of the Russian underfloor heating market and over 50% of the Russian industrial electric heating market.
- 2012** Opening of the 2-d plant, specializing in manufacturing of cables and wiring for special applications.
- 2013** Launch of the 3-d plant specializing in the production of small and medium-diameter corrugated stainless steel tubing.
- 2014** Start of development and production of conductive plastics and self-regulating heating cables.
- 2015** SST Group is included in the Russian Federation Ministry of Industry and Trade's list of companies and organizations to pose a significant influence on industry and trade.
- 2016** Serial production of conductive polymers and self-regulating heating cables. The Russian Ministry of Economic Development includes SST Group in the list of top-30 “priority companies” in Russia.





Sales

- SST Warm Floors
- SST Energomontage
- SDB Gamma
- SST Belarus
- SST Kazakhstan
- SST Ukraine
- i-warm GmbH
- warm-on GmbH
- SST GmbH

Manufacturing

- SST Warm Floors
- CST Plant
- SDB Gamma
- IWS Plant

Engineering

- SST Energomontage
- Delta Project

Moscow region

Moscow

Plant in Ivanteevka

Production of conductive plastics and self-regulating heating cables



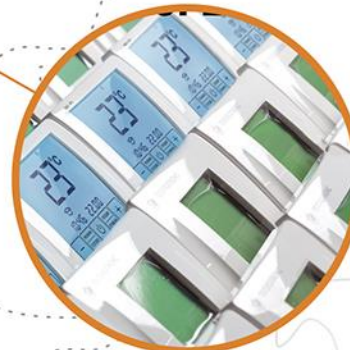
Plant in Sofrino

Manufacturing of all types of heating cables, control cables, connection cables and other types of cables.



Plant in Ivanteevka

Manufacturing of flexible stainless steel tubing and accessories



Plant in Mytishi

Manufacturing of electric heating systems and electrotechnical equipment: underfloor heating, thermostats, outdoor electric heating solutions

SST Group is a professional partner for companies in the following sectors:

- Oil & Gas
- Shipbuilding
- Aviation
- Energy
- Chemicals & Petrochemicals
- Metals & Mining
- Building & Construction
- Transport
- Utilities
- Engineering
- Pharmaceuticals

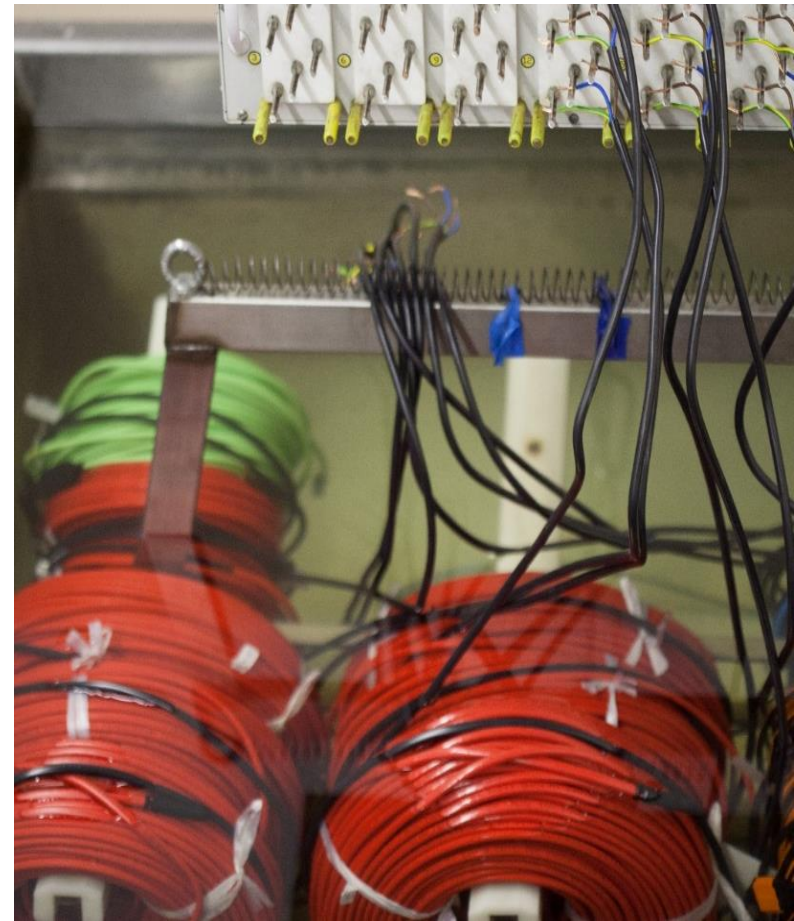





- All products meet international standards and technical requirements
- ISO 9001 Compliance Certification since 2004
- Customs Union Technical Regulations Certificate (TR CU Certificate)
- GOST-R and GOST-R Ex Certificates

100% Quality Control


- ✓ Water test to check system reliability
- ✓ High-voltage tests (3000 V)



Export to 47 countries worldwide

 – SST Group offices

 – Branch offices

 – Regular delivery

- Austria
- Azerbaijan
- Armenia
- Afghanistan
- Belarus
- Belgium
- Bulgaria
- United Kingdom
- Germany
- Greece
- Georgia
- Denmark
- Egypt
- Iran
- Spain
- Italy
- Kazakhstan
- Cyprus
- Kyrgyzstan
- China
- Kosovo
- Kuwait
- Latvia
- Lithuania
- Luxembourg
- Republic of Moldova
- The Netherlands
- UAE
- Panama
- Poland
- Portugal
- Romania
- Serbia

- Slovakia
- Slovenia
- Tajikistan
- Turkmenistan
- Turkey
- Uzbekistan
- Ukraine
- Finland
- France
- Montenegro
- Czech Republic
- Sweden
- Estonia
- South Korea





TANKS & VESSELS



PIPELINES



OIL EXTRACTION



SPECIAL APPLICATIONS



**ROOFS &
GUTTERS**



**OPEN AREAS,
STAIRWAYS**



**FOOTBALL FIELDS,
SPORTS GROUNDS**



RAILWAYS



HELIPADS



**PUMPING STATIONS
FLOORS**

Turn-key Solutions from Consulting to Servicing.

Providing both products and solutions, implemented through integrated project management

consulting



manufacturing



installation



servicing



project design



delivery



commissioning

Our heating solutions consist of:

Electrical heat tracing

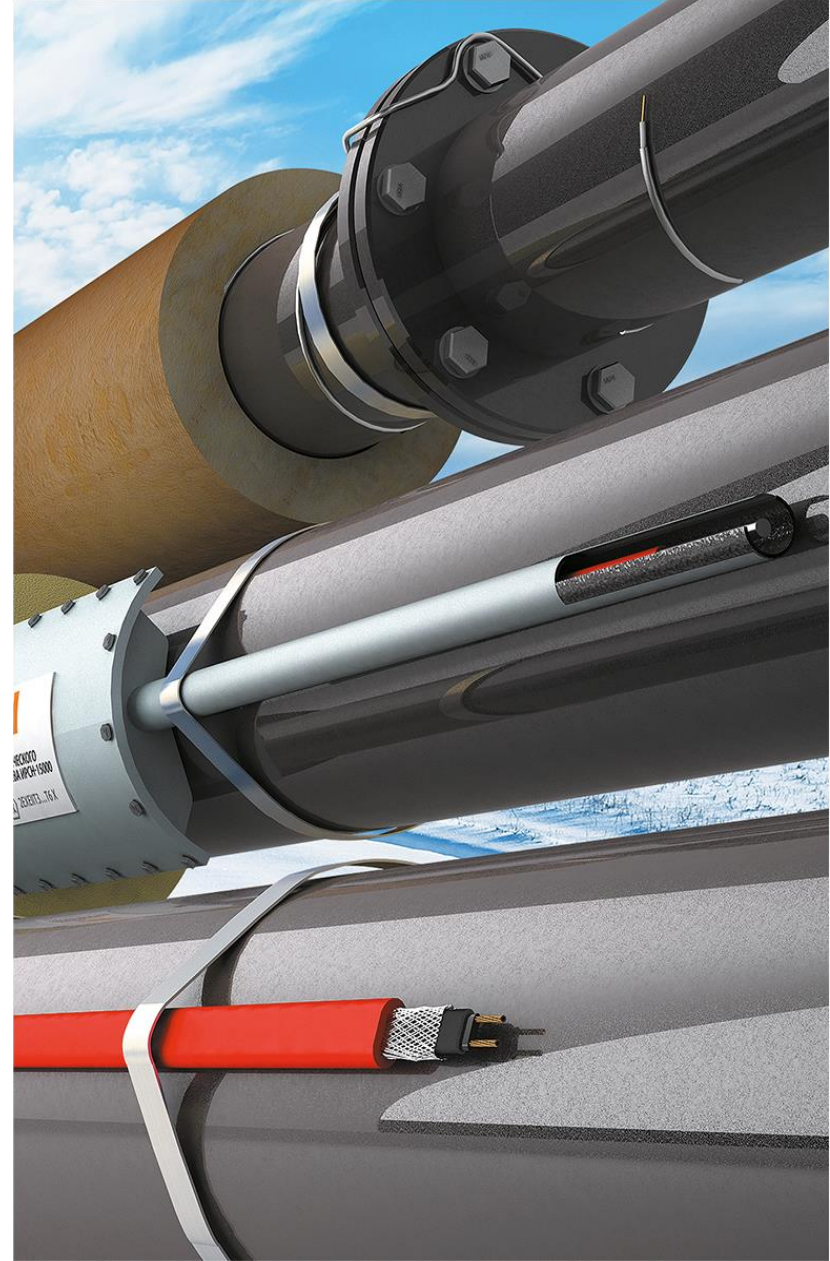
- Self-regulating cables
- Resistance cables
- Long-line systems
- Skin-effect systems

Insulation

- Special types of thermal insulation for electrical heat tracing

Electrical equipment

- Control equipment
- Power supply elements



SST Group heat tracing systems operate in a large range of climate conditions:

From **-60°C**

To **+55°C**



Own production by SST Group

Self-regulating heating cables

Low-temperature **HTM, HTA, HTP, CTE**

High-temperature **BTC, BTX**



Series resistance heating cable

LLS three-phase heating tape



SNF medium-temperature heating cable



TMF clutchless heating cable



MIC mineral insulated heating cable



Max temperature
600 °C



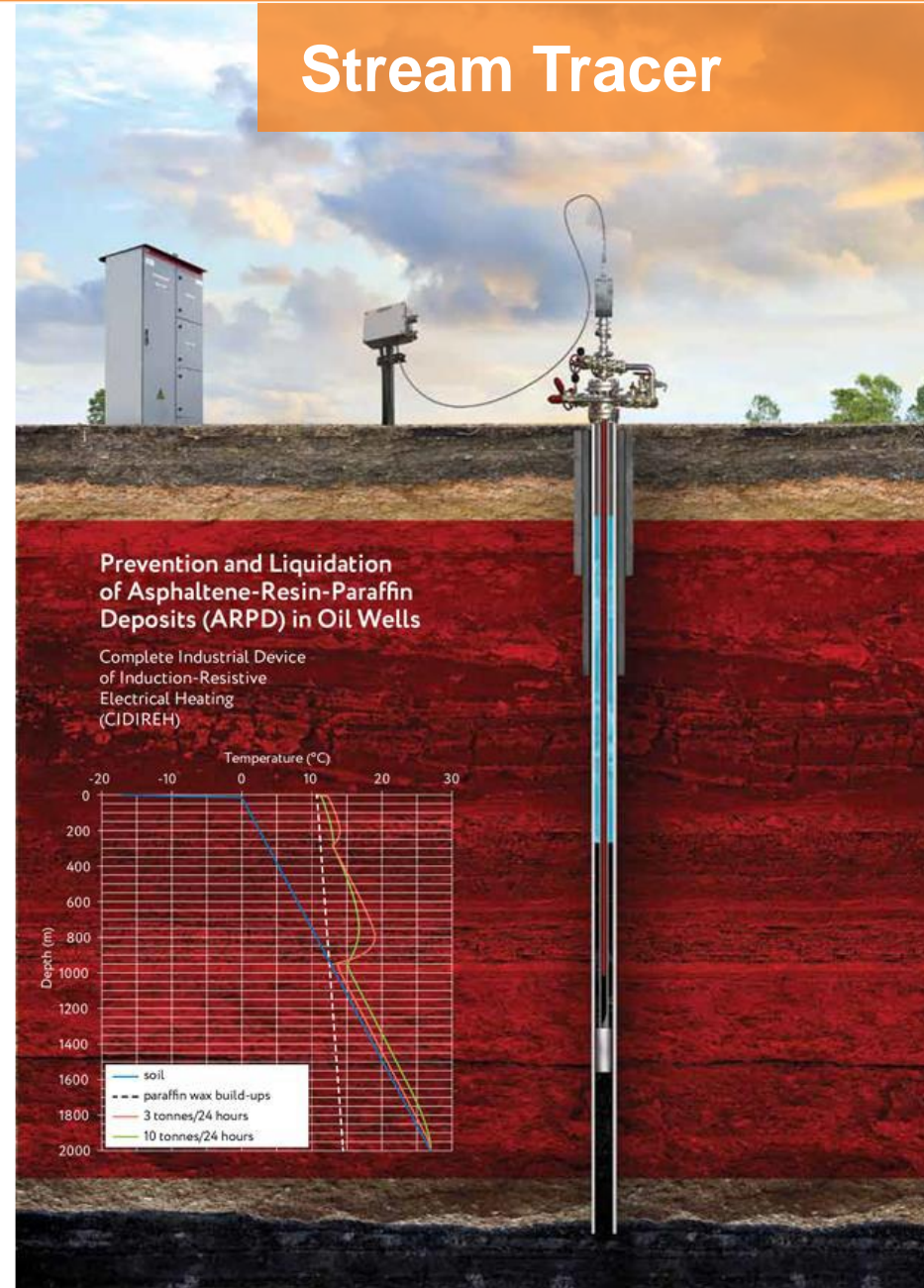
Stream Tracer

Protection of Oil Wells from Wax Deposits (ARPDs)

- Continuous oil extraction
- Cost reduction of the well operation
- Effective operation solution for wells with heavy oils
- SST Group proprietary technology

**Energy cost savings
up to 50%**

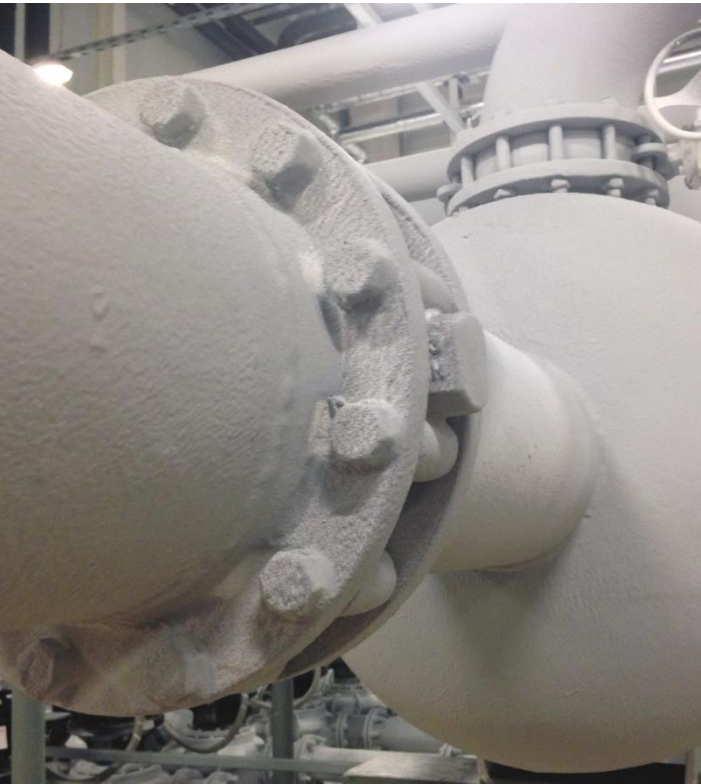
Stream Tracer





Innovative Thermal Insulation Materials

- Special thermal insulation solutions for industry
- Corrosion-resistant coatings
- Fire-retardant paints



Electrical Engineering

Integrated solutions for industrial and commercial energy facilities

Automation Systems

Full range of services to suit any level of complexity

Automation of industrial and commercial facilities



100+ experts

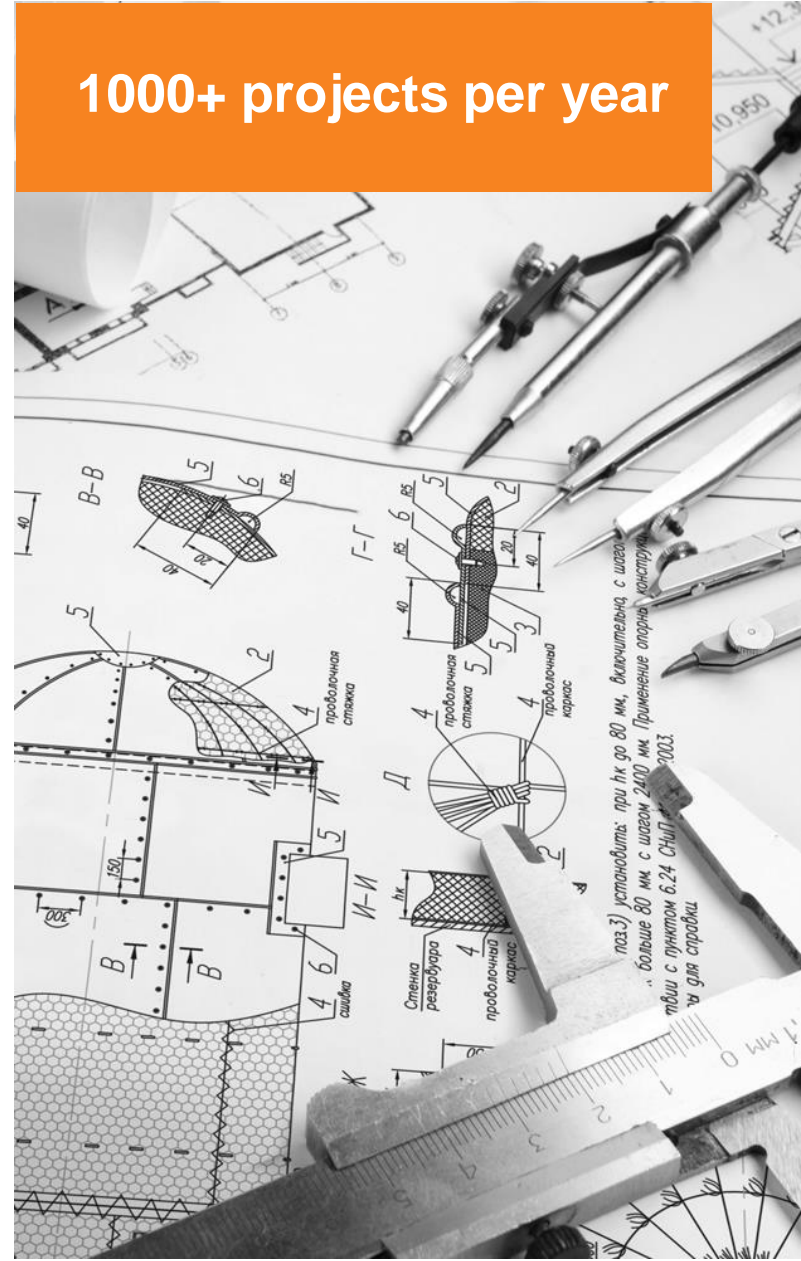
Consulting at any Project Stage

- Design procedures
- Thermal calculations and mathematic simulation
- Estimates
- Project approval
- Software

Engineered Systems

- Electric heating systems
- Process heaters
- Building power supply solutions
- Industrial thermal insulation
- Industrial automation solutions

1000+ projects per year

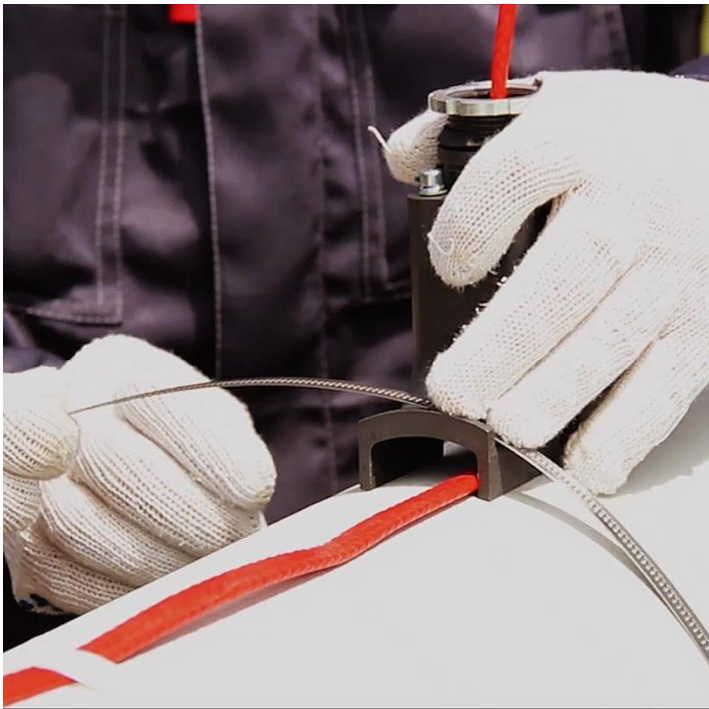


Installation, Commissioning & Supervision

- Electric heating cable systems
- Process heaters
- Building power supply systems
- Thermal insulation of industrial facilities
- Industrial facilities automation systems

Maintenance & Servicing

- On-site maintenance contracting
- Personnel training





Project scope:

Application: **extraction**

250 km of heat trace cable

Total power output: **10,3 MW**

30 000 man/hours

Bovanenkovo oil, gas and condensate field





Project scope:

Application: **extraction**

31 km of heat trace cable

Total power output: **1,2 MW**

Insulation: **430 m³**

Off-shore Platforms of the Caspian Sea's Continental Shelf



Perm Organic Synthesis Oil Refinery (PNOS)



Project scope:

Application: refinery

18 km of heat trace cable

Total power output: **0,5 MW**

Insulation: **200 m³**

Volgograd Oil Refinery



Project scope:

Application: refinery

93 km of heat trace cable

Total power output: 2,5 MW



Project scope:

Application: **transport**

315 km of heat trace cable

Total power output: **14,5 MW**

Insulation: **18 860 m³**

14 700 man/hours

East Siberia – Pacific Ocean oil pipeline (ESPO)

A large white pipeline with blue Cyrillic text 'Восточная Сибирь - Тихий океан' (East Siberia - Pacific Ocean) is shown in an industrial setting. The pipeline is supported by concrete pillars and has various valves and pipes connected to it. In the background, there are industrial structures, including a crane and a tall tower, under a clear blue sky.

Восточная Сибирь - Тихий океан

Taman Oil Terminal

The TNG logo, consisting of the letters 'TNG' in white, bold, sans-serif font, enclosed within a white oval shape on a red background.

TNG

Project scope:

Application: **terminal**

142 km of heat trace cable

Total power output: **4,5 MW**

Insulation: **14 850 m³**

11 000 man/hours



Ust-Luga LNG Terminal



NOVATEK

Project scope:

Application: **terminal**

35 km of heat trace cable

Total power output: **2,8 MW**

Insulation: **1 700 m³**

12 700 man/hours





#1 electric heating cable manufacturer in Europe in terms of production volume*



The largest electric heating systems plant in **Europe**



Own production of conductive plastics and **self-regulating heating cables** with **strict quality control** procedures



1 of 4 global manufacturers of **skin-effect heating systems**

5 Reasons to Work with Us

An orange square containing the number '25' in a large white font, with the word 'years' in a smaller white font below it.

25
years

Quarter century
of experience in
electric heating



World-class products
with international
certificates



Turn-key solutions
from consulting to
servicing



Office in Europe,
international team
of professionals



Own production
of self-regulating
heating cables,
skin-effect systems



Thank you!