

# COMPANY PROFILE

**OLI**



# DEAR READER DEAR READER



DEAR READER,

OLI-Sistemas Sanitários, S.A. is much more than just a company. Tenacity and excellence. Honesty and credibility. Traditional and family values. These are characteristics that define us. OLI has reached a high level of product performance by analysing, anticipating market needs and consistently investing in research and development. This is what made OLI a brand that is recognized throughout the world.

Our journey is summarized in the pages of this brochure. From the day we were founded — March 1, 1954 — until the present day, where, from Portugal we export to more than 80 countries worldwide in 5 continents, through highly competent partners and through our own branches in Spain, Italy, Germany and Russia. A path, full of hard work and dedication, that sets us apart and makes us proud. All in the pursuit of perfection.



# COMPANY

Family values at the root of a company with a global reach.

OLI - Sistemas Sanitários, S.A., founded in 1954 in Aveiro, is currently the Iberian leader in the production of cisterns. A wide range of solutions, such as control plates, in-wall and exposed flushing cisterns, and mechanisms (inlet valves and outlet valves) are sent daily to 80 countries on five continents. In addition, OLI has branches in Italy, Germany, Russia and Spain.

From its large and modern industrial complex, in Aveiro, which operates 24 hours a day and seven days a week, 2 million cisterns and 2.8 million mechanisms are produced each year.

In 2019, OLI closed the year with a turnover of 59.3 million euros and a total of 431 employees in Portugal. OLI is part of the Italian group Silmar, which operates in 5 different yet integrated sectors: heating, aluminium processing, plumbing, electroplating and passive fire protection - and employs about 3,000 people.

OLI flushing cisterns can be found in bathrooms all over the world. A hotel in Cuba, an Israeli hospital, a school in Spain, a football stadium in Qatar, a boat Hotel in Peru or a restaurant in Italy, are just a few examples of landmark projects where OLI products are present. This international recognition is based on innovation, through designing unique technical and user friendly solutions.

OLI's innovative work has been recognized with several distinctions, namely "Archiproducts Design Awards", "Good Design", "Iconic Awards" and "Design Plus".

## Mission

Our Mission is to create hydraulically sustainable and inclusive bathroom solutions, with a focus on design and functionality.

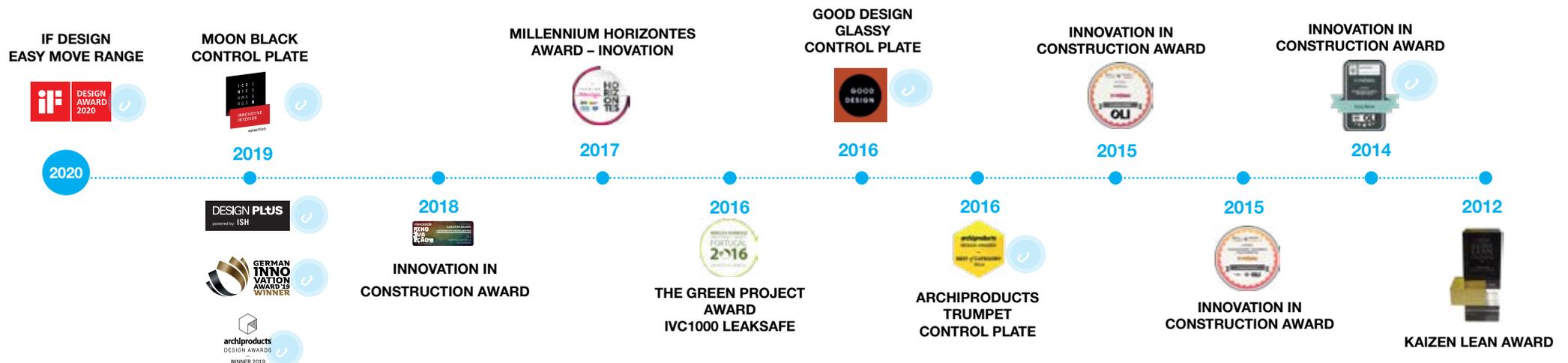
## Vision

Our Vision is to be a company of excellence, recognised for creating value, innovation, ethical relationships and a passion for people and the planet.

## Values

To implement strategic management systems, foster operational efficiency and develop a culture of excellence through sustainable and transparent practices throughout the entire value chain, as well as authentic, trusting and lasting relationships with all stakeholders.

To disseminate the Integrated Management System policy among employees, seeking a commitment to the principles of quality, continuous improvement and innovation.



# REFERENCE PROJECTS



**Savidor Railway Station**  
Tel Aviv, Israel



**Gran Hotel Manzana Kempinski La Habana**  
Havana, Cuba



**Sail Tower**  
Jeddah, Saudi Arabia



**Amazon Discovery Hotel**  
Iquitos, Peru



**The Pacific Clinic**  
Panamá, Perú



**Isla Chamartin Tower**  
Madrid, Spain



**Mowasat Hospital**  
Salmiya, Kuwait



**The Radisson RED hotel**  
in Lima, Peru



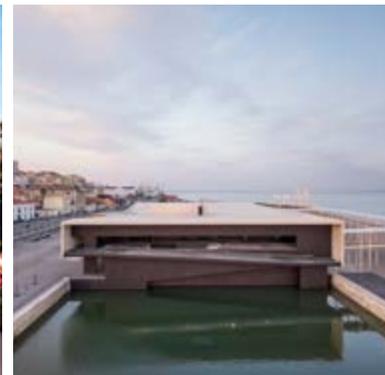
**Inter Continental Hotel**  
Cairo, Egipto



**Radiance Hotel**  
Sydney, Australia



**Rasa Sayang Shangri-la Hotel**  
Penang, Malaysia



**Cruise Terminal**  
Lisbon, Portugal



**Tivoli Hotel**  
Maputo, Mozambique

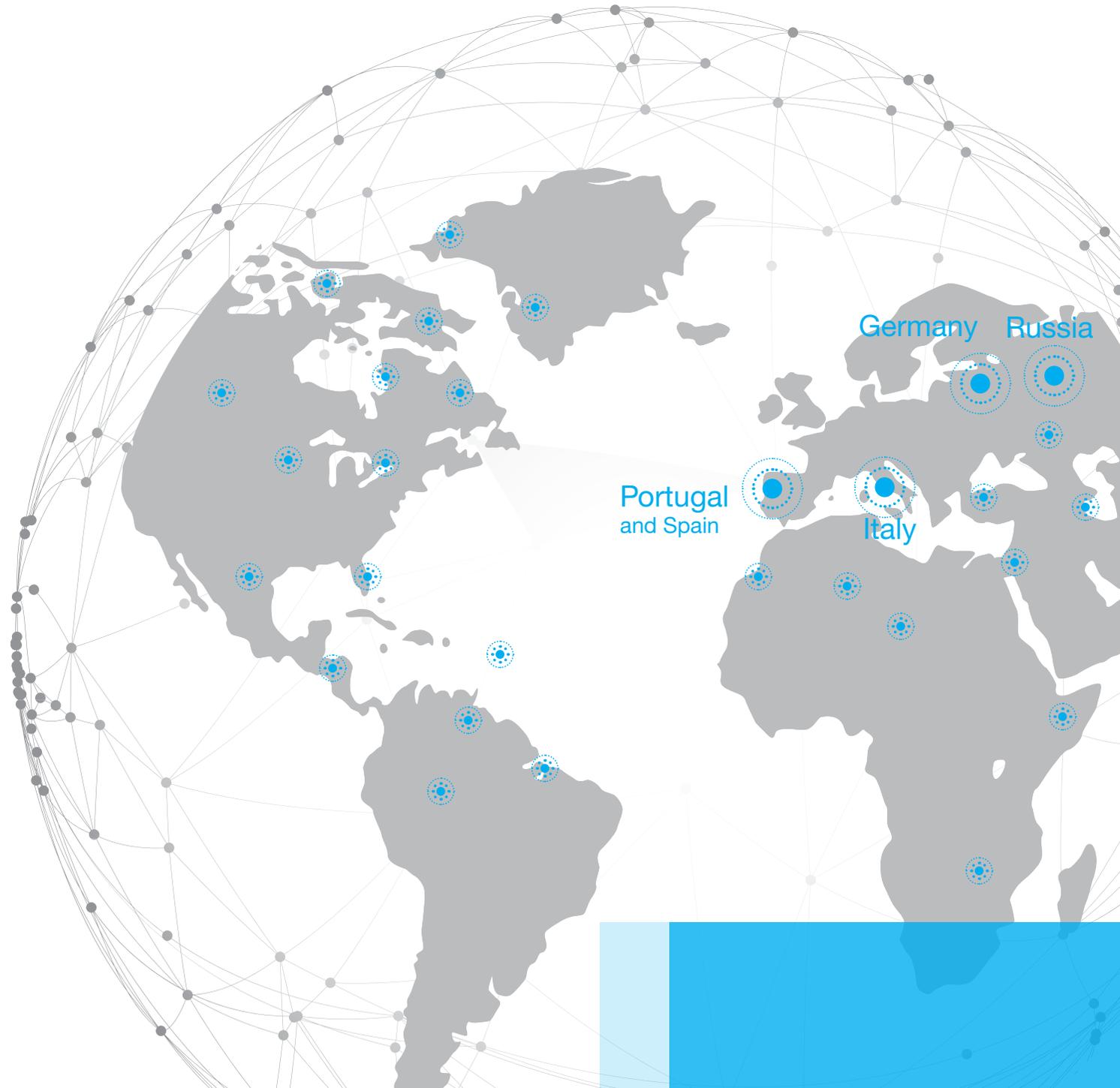
## MARKETS

Built to surpass global standards.  
Designed for your market.

OLI's commercial activities extend to all continents with a presence in over 80 international markets. Based on a well-structured research, development and innovation policy, our products are recognized and certified by the highest world standards, which motivates us to continue to invest in a personalized differentiation strategy. Because each market is unique, OLI adapts its products to different requirements. This adaptability makes OLI competitive and stand out from the rest.

Some of the international markets where OLI is well known and appreciated:

Portugal, France, Italy, Spain, Germany, Belgium, Holland, Austria, Finland, Denmark, Sweden, Czech Republic, Poland, Romania, Russia, Morocco, Egypt, Tunisia, Algeria, Senegal, Cote d'Ivoire, Saudi Arabia, Jordan, United States of America, Brazil, Mexico, Australia, Indonesia and China.



## RESEARCH, DEVELOPMENT AND INNOVATION

RDI investment is something we are very proud of at OLI.

On a daily basis, and in partnership with universities, research centres and architects, OLI's Research and Development Centre works on the development of new ideas and solutions that increase water efficiency and accessibility for people with reduced mobility in the bathroom.

Input from professionals and customers is extremely valued and helps immensely in designing and creating OLI products that provide a technical solution and are user friendly.

For 66 years OLI has been committed to growing sustainably, by investing in new products and markets. OLI's global success can be attributed in large part to the continuous effort to improve products and anticipate market needs.

Innovation defines OLI. The slogan "Inspired by water" manifests OLI's commitment to place innovation in the service of water preservation, with the overall goal of making the world a better place to live. To compete globally OLI continuously invests in innovation, having applied, in the last five years, 10 million euros in Research and Development. Using patented technology and high quality manufacturing standards, OLI is constantly studying new and better solutions that increase water efficiency and accessibility for people with reduced mobility.

Currently, OLI has 34 active patents and according to the report of the European Patent Office for the last four years is among the Portuguese companies with the most patents in Europe and is considered the most innovative in the construction sector.

In addition to being sustainable and accessible, OLI solutions are also characterized by their contemporary design with simple and refined lines.

OLI strives to offer sustainable products that not only have a strong functional component, but allow our customers to design a truly unique bathroom that they can be proud of.



## INDUSTRIAL AND COMMERCIAL ACTIVITY

From the idea, all the way to commercialization.  
Everything is executed at OLI.

OLI-Sistemas Sanitários S.A., founded in 1954 in Aveiro, is the largest cistern producer in Southern Europe and owns OLI, a global brand of bath solutions, present in 80 countries on five continents.

In the large and modern industrial complex, with a total area of 180 thousand square meters and 431 employees, the entire value chain is controlled - from idea to industrialization, production and commercialization. The factory, recognized for innovation and awarded for efficiency, works 24 hours a day, 7 days a week, and ensures annual production of 2 million flushing cisterns and 2.6 million mechanisms. OLI is the only Portuguese company producing concealed cisterns.





## OLI TRAINING CENTER

Training is essential.

Training is part of the day-to-day activities, and always with the aim of acquiring or developing knowledge, with an emphasis on continuous improvement. We provide our customers with the same knowledge development tools that we use at OLI. This is accomplished through training sessions that can be either general or specific in nature.

Throughout the year various sessions that relate with the different areas of business and markets are prepared at our OLI Training Centre. The sessions can be either theoretical or practical, and include the presentation of products in our showroom, thus allowing direct contact with the products.

However, this does not just happen at our facilities nor is it intended only for national customers. With a team of multidisciplinary employees, composed of high quality trainers, training is offered in various parts of the globe.

Training is essential for us. And for our customers as well.

## BRAND

Tenacity and Excellence. To be OLI is to seek perfection.

OLI is a unique brand. Recognized nationally and internationally for:

- its strict quality control;
- its innovative design;
- unparalleled work in water preservation and its efficient use.

OLI adapts itself with the same level of rigor and excellence to all markets, each with its characteristics and unique features. Additionally, OLI is certified by major global standards.





## PRODUCT RANGE In pursuit of perfection

OLI offers a wide range of products that reflect two key points: an investment in Research, Development and Innovation, in order to attain perfection and the suitability; and, the suitability and flexibility of each product for each market, ensuring that the needs of our customers are always put first.

In this sense we are continuously striving to present a wide range of solutions in products where OLI is a reference in the global market: 01-concealed cisterns; exposed cisterns; 02-control plates and 03-mechanisms (inlet valves and flush valves)



## STANDARDS AND CERTIFICATIONS

Certifications represent maximum quality and excellence.

The strict production processes, combined with a clear focus on technological innovation, are the basis for the development and design of the sanitary installation system solutions that we present.

This daily effort is recognized by leading international standards that certify the quality and sustainability of our products.

From the inlet valves that allow quick and silent cistern refilling to the strength of the frames for suspended ceramic pieces, our products are subjected to rigorous testing by international certification bodies.

To achieve this goal, OLI implemented and maintains a quality management system certified according to ISO 9001: 2000.

A wide range of products we produce are certified by various international organizations. In addition, all OLI products go through rigorous quality tests before they reach our customers. All products are tested with 200000 flushing cycles with the same functional parameters before going to market in our life-time test lab. During production, 100% of the cisterns are tested and are subject to additional sample random testing by the quality department.



### RESEARCH, DEVELOPMENT AND INNOVATION





## WATER USE EFFICIENCY AND RESPECT FOR THE ENVIRONMENT

Respecting the efficient use of water is a priority.

Today, water is a scarce resource which has become, in recent decades, a resource of extreme economic importance.

Climate change and population growth has accentuated this phenomenon and the rational use of water has become a priority.

OLI products are designed and produced using the latest technology, always respecting environmental concerns.

Examples of how OLI respects environmental concerns: the massification of the dual flush and the development of OLI74 plus 2 inlet valves that saves water by connecting your cistern to a second water source, such as rainwater and includes the Azor Plus inlet valve, with delayed refilling that saves, on average, up to 9 litres of water per day.

In terms of water efficiency there are various OLI cisterns that are certified by ANQIP as Class "A". In other words, this is evidence of our company's commitment to the efficient use of water, a resource that belongs to everyone and should be used efficiently and consciously.



## DESIGN

At OLI, design is in the details. The smallest detail.

In an increasingly competitive market, it's the little things that make a difference. With a wide range of innovative products, OLI takes design seriously. In detail. The smallest detail. Minimalist and bold. Simple and functional. In various materials and finishes. In various shapes and uses. Produced at home and with successful partnerships. With the best architects: Siza Vieira, Souto de Moura, Romano Adolini. A touch of class in every bathroom.



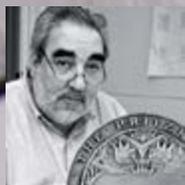
## ARCHITECTS AND THEIR CREATIONS



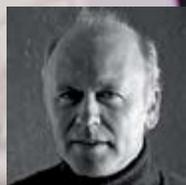
1. **Siza Vieira**, Trumpet control plate, inspired by an instrument played by great maestros: the trumpet.

I am very pleased with the prestigious “Best of Category 2016” award for the Trumpet control plate. The quality achieved is due to the competent and committed contribution of the technicians at OLI. It was a pleasure to evolve the design of the control plate with them.

*Siza Vieira*



2. **Souto de Moura**, SM15 control plate with a size of 147x147mm for a smooth application on walls covered with traditional Portuguese tiles.



3. **Romano Adolini**, designed the INO-X collection, control plates in stainless steel combining rectangular, square and round shapes.



## PEOPLE

Everyone matters at OLI. Everyone is important.

There is no company without people and above all, there are no successful companies if people aren't committed and motivated with their work. Training and good people management is a top priority. We take great pride in the development of our people throughout their careers. We spend a lot of time together and stimulate team work. Throughout the year we have various events and leisure activities to balance demanding work periods and stimulate OLI spirit.

Together we are stronger.





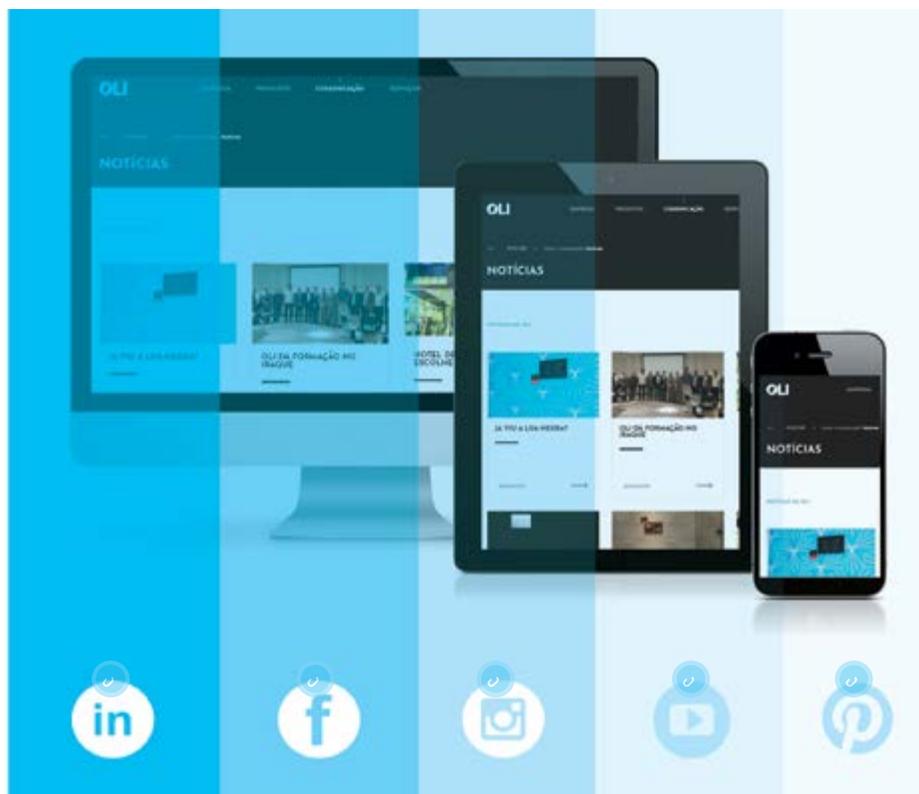
## COMMUNICATION

Accurate information. Readily available.

At OLI, everything we do is communicated to the market in several ways. There are two main vehicles of information that are available to everyone who interacts with us: our website, [www.oli-world.com](http://www.oli-world.com), and our newsletter, sent to customers all over the world (register at [www.oli-world.com](http://www.oli-world.com)).

Our website contains everything about OLI. From the latest statement of accounts, the company brochure or company profile, to the tiniest bit of information about our products, as well as technical sheets, images, videos, assembly instructions and technical drawings. You can also see all of our available catalogues.

In terms of the newsletter, it contains current information and above all useful to readers. It is delivered to subscribers once a month and contains general information, such as new product launches and construction projects that OLI is involved in. Additionally, it is delivered in a timely manner, detailing specific events, for example participating in internationally relevant fairs.



## BIM

Building Information Modeling

OLI is committed to being at the forefront of development in the construction sector. BIM is the new standard of design and construction. BIM facilitates the transfer of information between stakeholders and enables integrated management throughout the product life cycle.

With this methodology, OLI aims to boost the efficiency and creativity of construction projects through cooperative work with architects, engineers, contractors and owners, as well as reinforce its commitment to continuous innovation and the creation of a bathroom that doesn't waste water, is safe and accessible for all.

OLI will continue to progressively expand their library and offer customers a wide range of Sanitary System solutions. OLI's products are available as BIM objects in Graphisoft Archicad®, Autodesk Revit® and SketchUp®.

Visit our website for more information and to download our BIM files: [www.oli-world.com](http://www.oli-world.com)





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Cost of a call to the portuguese  
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Inspired by water...