

**Small Devices,
Big Impact.**

**Belimo
Company Presentation
2024**



Our Products

Seamless integration of innovative HVAC field-devices



Damper Actuators



- Non Fail-Safe Actuators
- Fail-Safe Actuators
- Outdoor Protected Actuators
- Quick Running Actuators
- Linear Actuators
- Fire & Smoke Damper Actuators
- Air Flow Measurement and Control

Sensors / Meters



- Duct Sensors (Air)
- Pipe Sensors (Water)
- Outdoor Sensors (Air)
- Room Sensors (Air)
- Meters (Water)

Control Valves



- Energy Valves
- Pressure Independent Control Valves
- Zone Valves
- Characterized Control Valves
- Ball Valves
- Butterfly Valves
- Globe Valves
- Piping Packages
- Potable Water Valves

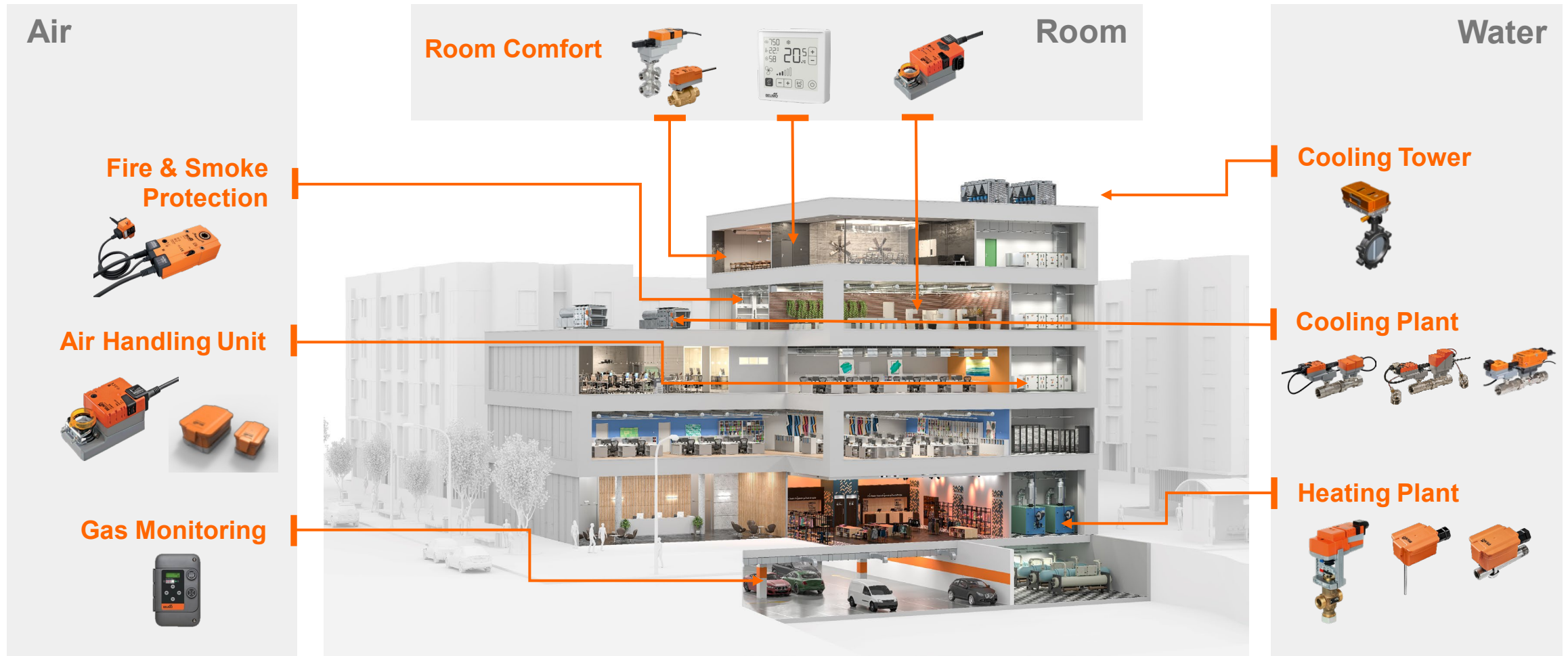
RetroFIT+



- Fire & Smoke Damper Actuators
- Damper Actuators
- Control Valve/Actuators
- Butterfly Valve/Actuators
- Globe Valve/Actuators
- Economizer

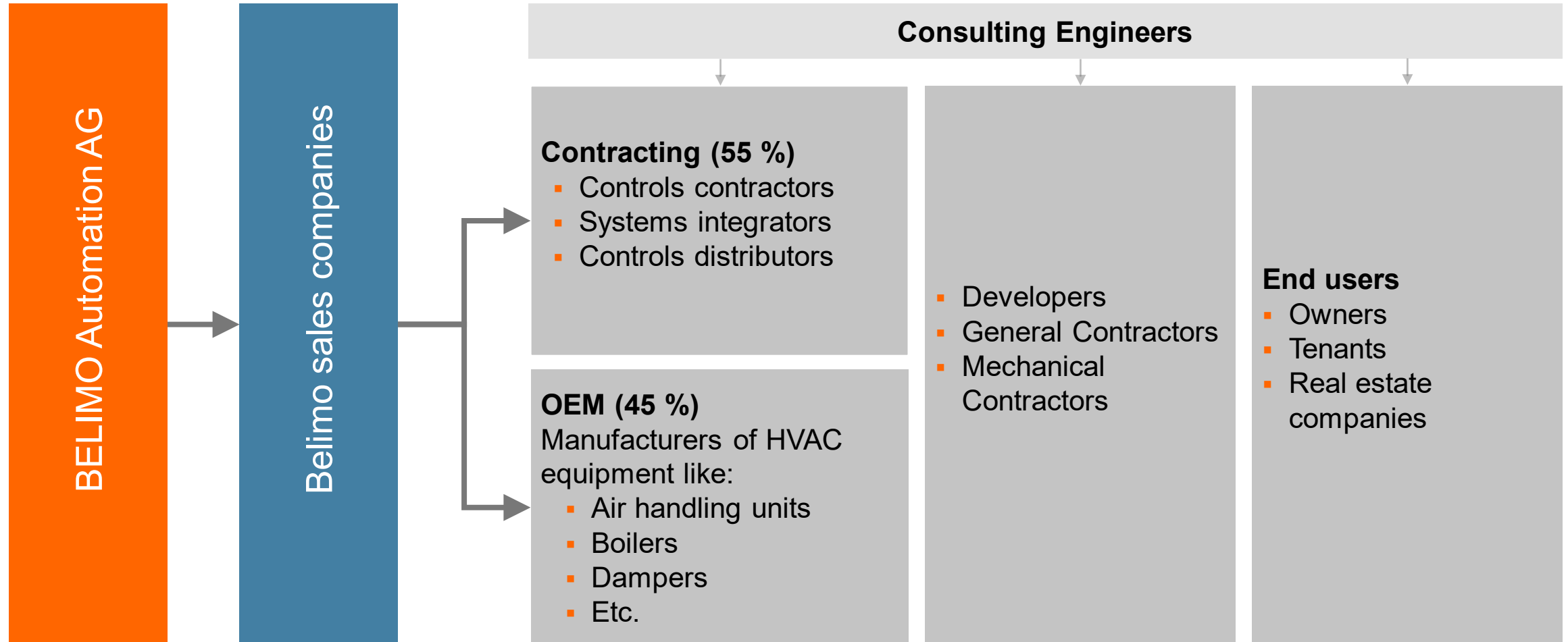
Applications

Heating, ventilation and air conditioning in buildings



We Serve Two Main Channels in HVAC

OEM and contracting



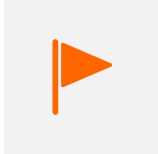
End-Customer Segments

Belimo products in every third commercial building



Belimo Company Facts

Successful by focusing on HVAC field devices



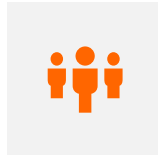
Founded: 1975
Headquarters: Hinwil Switzerland



Listed at the Swiss Stock
Exchange since 1995.



About 8.0 million actuators are
shipped every year by the subsidiaries
worldwide.



More than 2, 200 employees
worldwide in over 80 countries on
all continents.



We invest 7.3% of our sales every
year in research and development.



Global market leader in the
development and production of field
devices for the regulation and control
of HVAC systems.

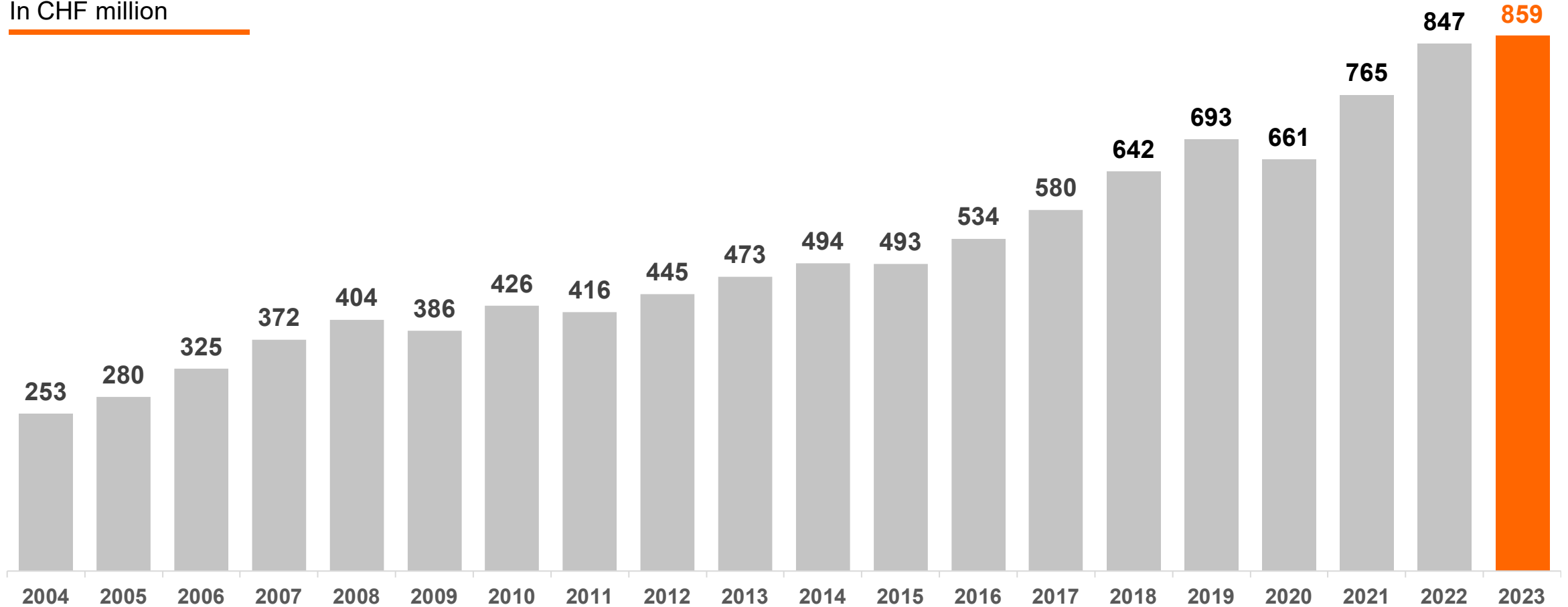
Our Key Figures

A continuous success story



Net Sales 2004-2023

In CHF million

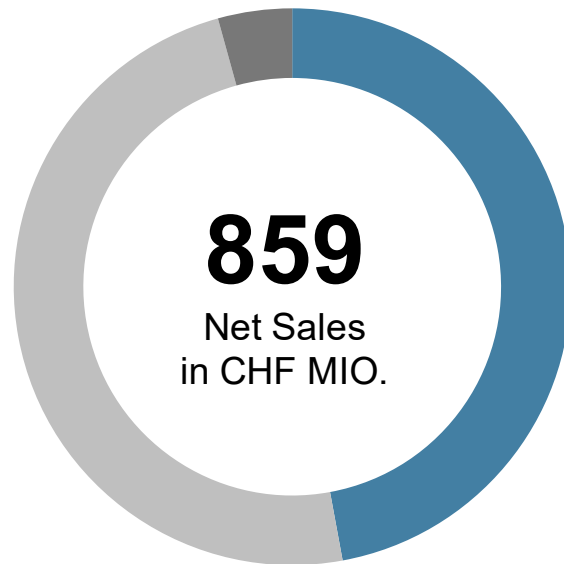


Our Key Figures

With CHF 859 million sales we are the market leader in field-devices

Net Sales by Application

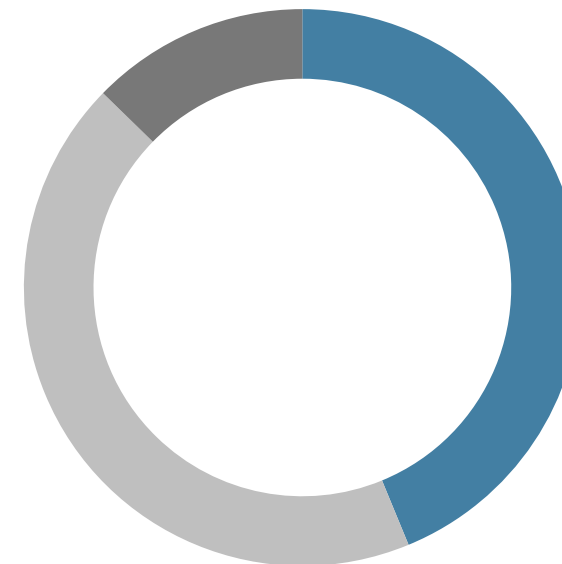
In %



- 47 Damper Actuators
- 49 Control Valves
- 4 Sensors and Meters

Net Sales by Region

In %



- 44 EMEA
- 44 Americas
- 13 Asia Pacific

Executive Committee

A leadership team with over 130 years of HVAC experience



Lars van der Haegen
Chief Executive Officer

Dr. Elena Cortona
Chief Technology Officer

Louis Scheidegger
Head of Group Division
Production

Jim Furlong
Head of Americas

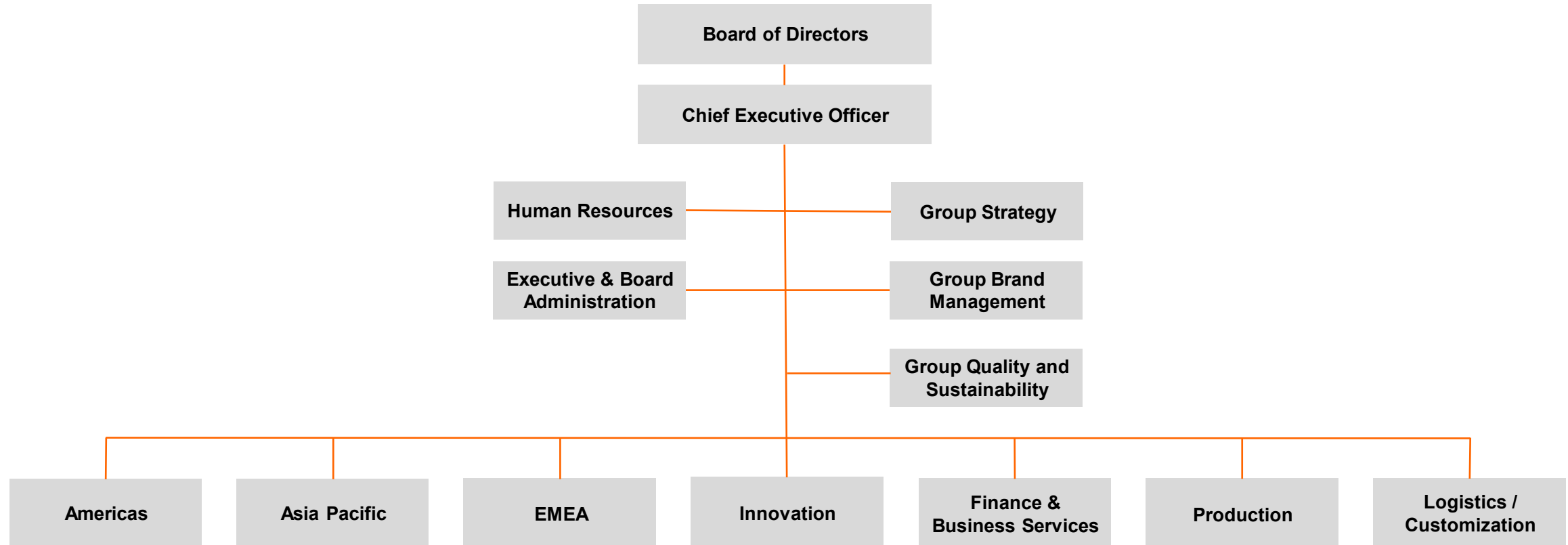
Dr. Markus Schürch
Chief Financial Officer

Dr. Adrian Stauffer
Head of EMEA

Gary Economides
Head of Asia Pacific

Group Structure

Three strong regions supported by global functions



Sites Around the Globe

Close to our customers. In more than 80 countries.



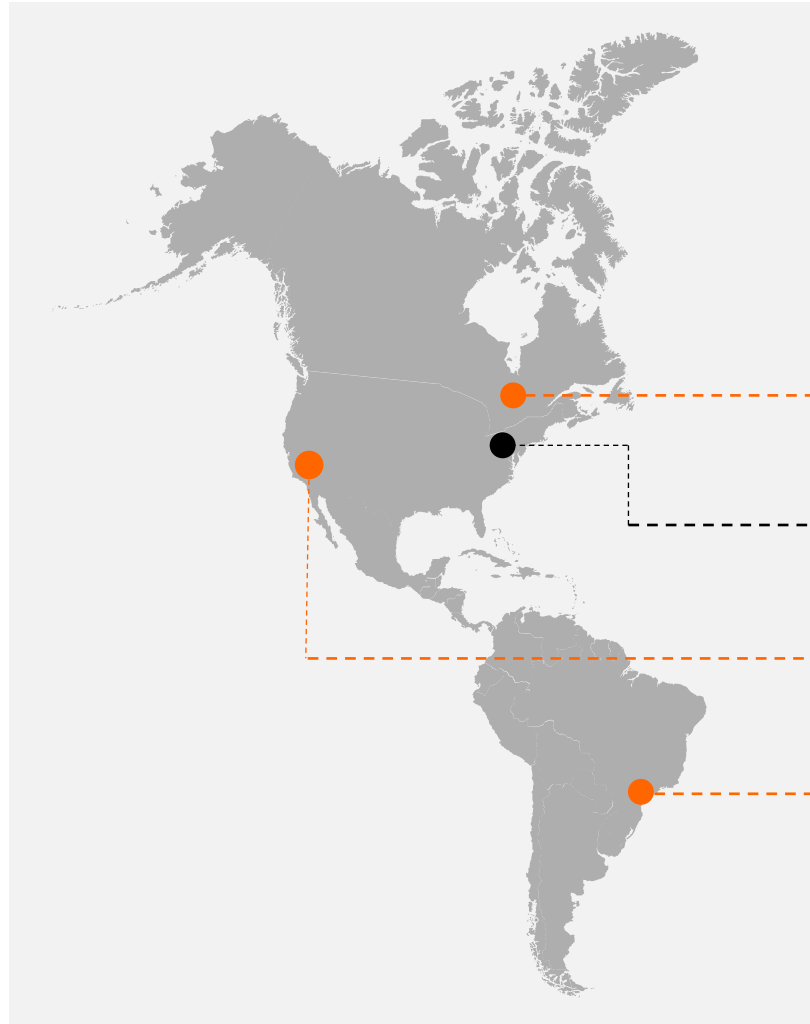
-
- Regional Headquarters
 - Subsidiaries
 - Representatives, Franchising Partners
-

Americas Locations

Over 400 Belimo people serving our customers



- Regional Headquarters
- Subsidiaries



Mississauga, Ontario, Canada

Belimo Canada
Office & Warehouse

Danbury, CT
USA

Belimo Americas Regional Headquarters
Office, Production & Logistics/Customization Hub
198,000 Sq. Ft.

Sparks, NV USA

Belimo Americas
Office & Logistics/Customization Hub
19,850 Sq. Ft.

Sao Paulo, Brazil

Belimo Brazil
Office & Logistics Hub



Total Americas Employees:

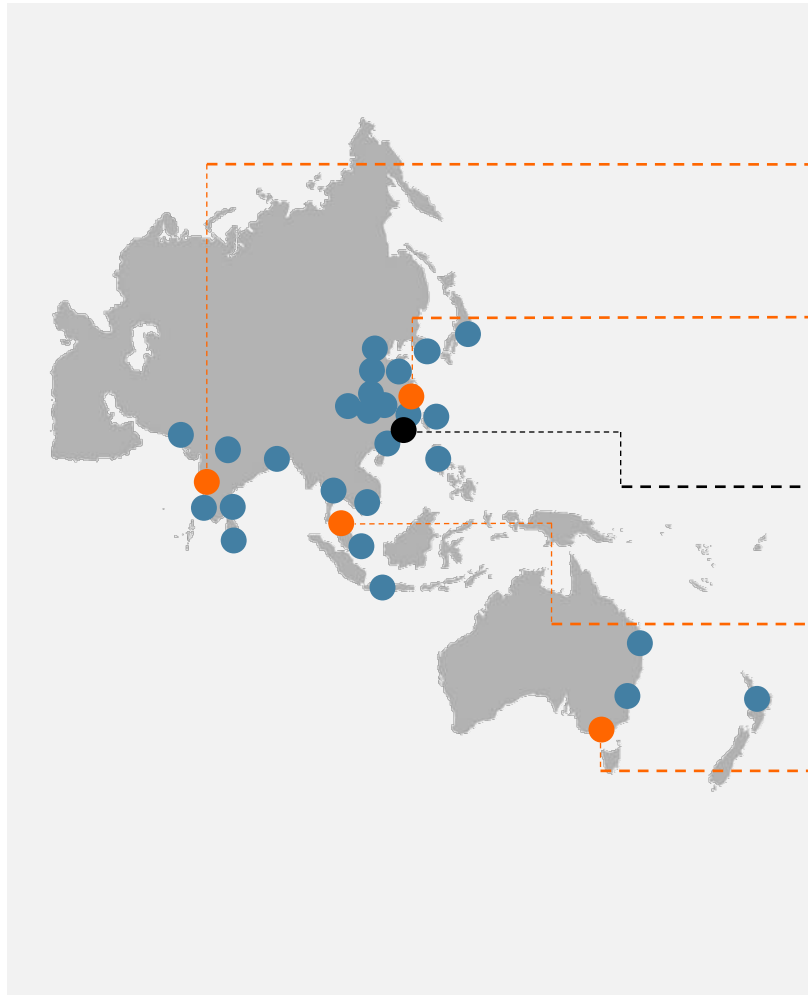
572

Asia Pacific Locations

Fast growing Belimo organization



Regional Headquarters
 Subsidiaries
 Representatives, Franchising Partners



Mumbai, India

Belimo India
Office & Logistics/Customization Hub
2,000 sqm

Shanghai, P.R. China

Belimo China
Office & Logistics/Customization Hub
5,005 sqm

Hong Kong, P.R. China

Belimo China, Asia Pacific Regional Headquarters
Office & Logistics/Customization Hub
1,900 sqm

Kuala Lumpur, Malaysia

Belimo Malaysia
Office & Logistics/Customization Hub
1,355 sqm

Melbourne, Australia

Belimo Australia
Office & Logistics/Customization Hub
1,090 sqm

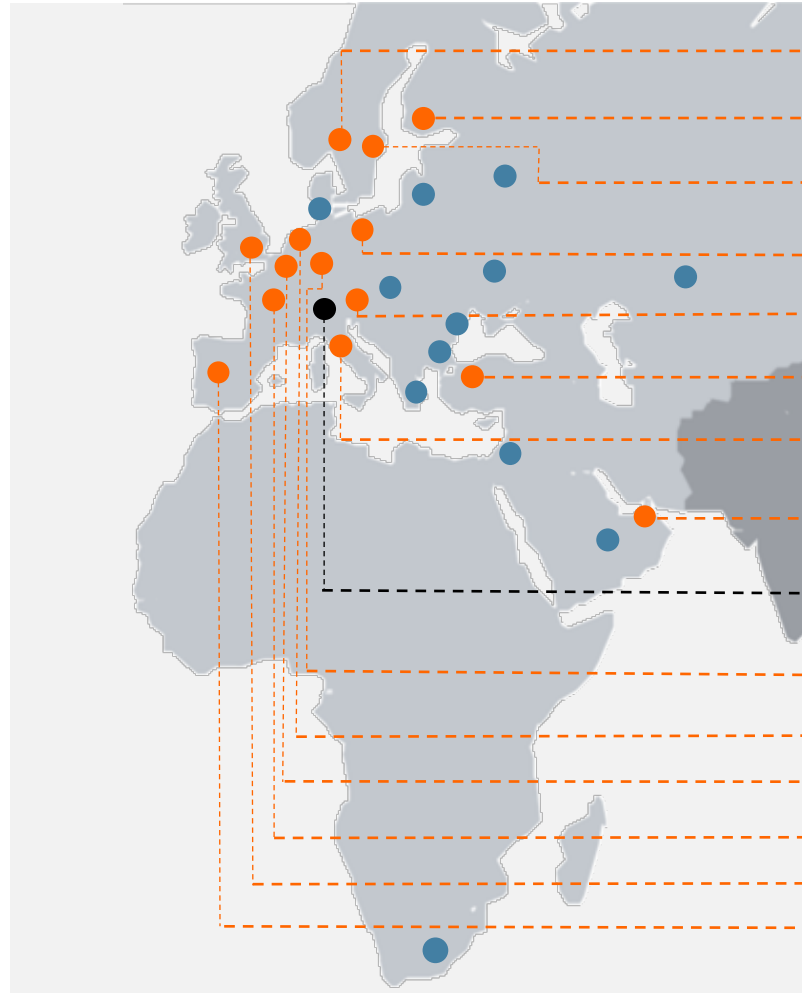


Total Asia Pacific Employees:

352

EMEA Locations

Covering the EMEA market



- Belimo Norway
- Belimo Finland
- Belimo Sweden
- Belimo Poland
- Belimo Austria
- Belimo Turkey
- Belimo Italy
- Belimo UAE
- Belimo Switzerland
International Headquarters**
- Belimo Germany
- Belimo Netherlands
- Belimo Belgium
- Belimo France
- Belimo United Kingdom
- Belimo Spain

- Regional Headquarters
- Subsidiaries
- Representatives, Franchising Partners

	Employees: Representatives, Franchising Partners	120
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	Total Belimo Europe Employees:	1276
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Our History

Key milestones on our 49-year long history



1975

Foundation of BELIMO Automation AG Switzerland



1976

Creation of first direct coupled actuator



1984

Introduction of the variable air volume controllers (VAV)



1992

Introduction of the brushless direct current motor. Actuators contain a microprocessor for the first time.

Our History

Key milestones on our 49-year long history



1995

Safety actuators and variable air volume controllers were updated. The tight connection between mechanics and electronics results in attractive products.



1999

Creation of the Characterized Control Valve (CCV)



2003

Creation of Pressure Independent Valve Technology (PICCV)



2005

The new generation of actuators without safety position is introduced within the following three years

Our History

Key milestones on our 49-year long history



2009

Creation of the 6-Way Characterized Control Valve (6-Way CCV)



2012

Creation of the Belimo Energy Valve™



2015

Introduction of the ZoneTight product range



2016

IoT product range of cloud-enabled products

Our History

Key milestones on our 49-year long history



2016

Launch of the new actuator and valve assembly for high flow rates including smartphone diagnostics via NFC



2016

Introduction of the new actuator for variable air volume control — Belimo ZoneEase™ VAV



2017

Introduction of the Belimo Sensors product range



2019

Launch of room sensors

Our History

Key milestones on our 49-year long history



2020

Production of the 100 millionth actuator



2020

Launch of the VRU Universal VAV controller for sensitive applications in laboratories or hospitals



2021

Launch of the new range of Belimo Energy Valve™ with the Thermal Energy Meter™

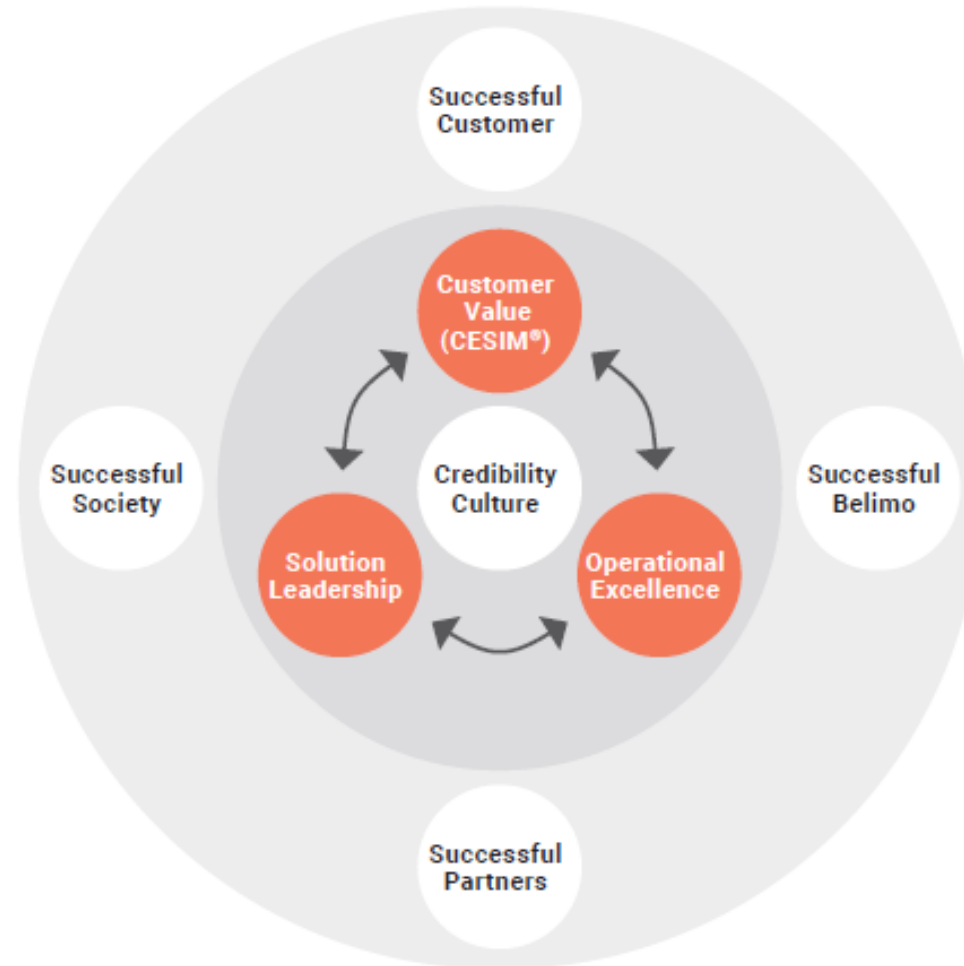


2022

Launch of the new room sensors and operating units with ePaper display and virtual display

Belimo Value Creation Model

Successful customers ultimately lead to a successful Belimo



Operational Excellence

Partnership with suppliers

Sourcing (Suppliers)

Assembly (Belimo)

Logistics/Customization (Belimo)

88% of production costs

8%

4%



Operational Excellence

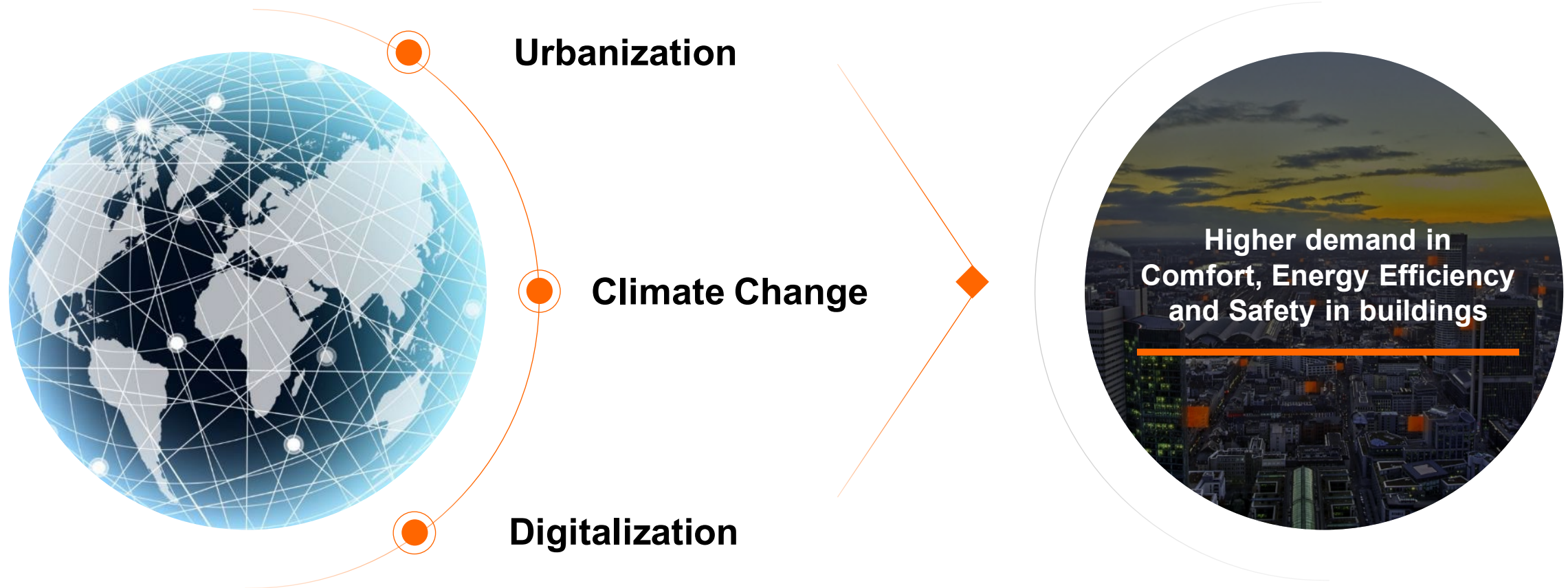
Our commitment to quality



- Every actuator is extensively tested before delivery. In 2022, 8 million tested actuators (5.6 million air-side and 2.4 million water-side) left our factory.
- Our specialized know-how and the "Swiss quality" make a five-year warranty on the entire range possible.

Megatrends

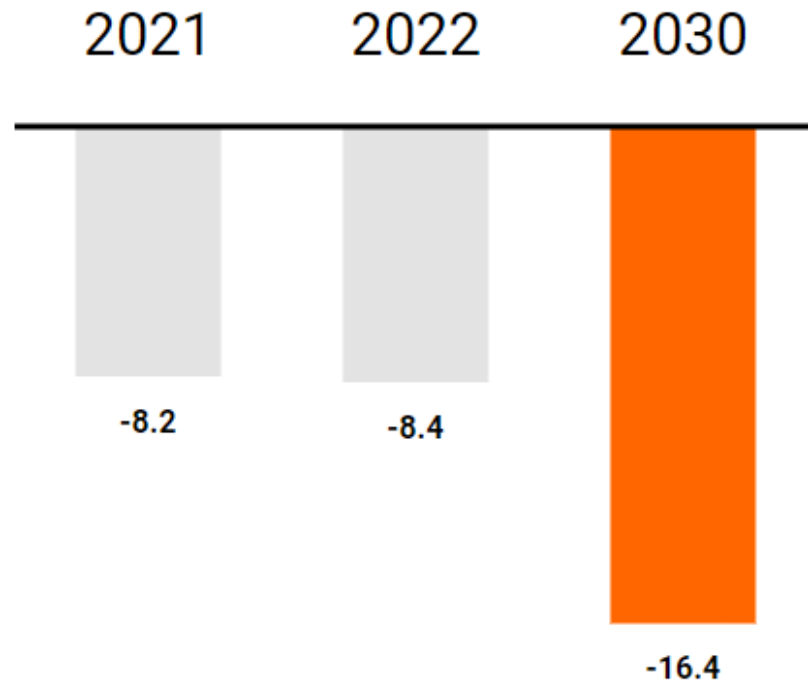
Driving higher demand in comfort, energy efficiency and safety



Our Sustainability Goals

We are committed to sustainability

Doubling Our Total Savings



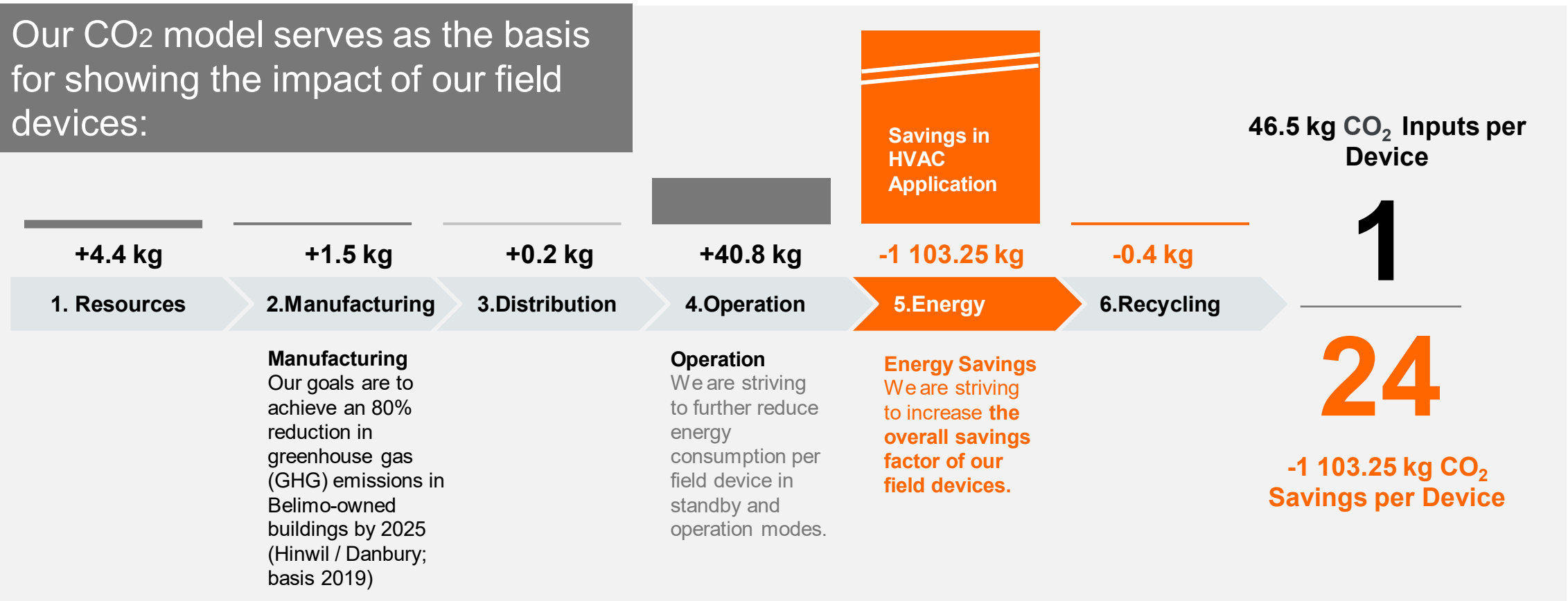
We are striving to double the total CO₂ savings from our sold field devices by 2030.

→ basis 2021, measured in million tons CO₂e

Our Sustainability Goals

Quantifying our impact

Our CO₂ model serves as the basis for showing the impact of our field devices:



Weighted average impact of an air-side and water-side actuator (in kg of CO₂e) over a lifetime of 15 years.

Our Purpose

What we want to impact

COMFORT



Create more comfort and health for people in buildings.

C

ENERGY



Contribute to higher energy efficiency of buildings with visible energy savings.

E

SAFETY



Provide technology that saves lives and minimizes damage to buildings and assets.

S

INSTALLATION



Make installations easier and the commissioning faster.

I

MAINTENANCE

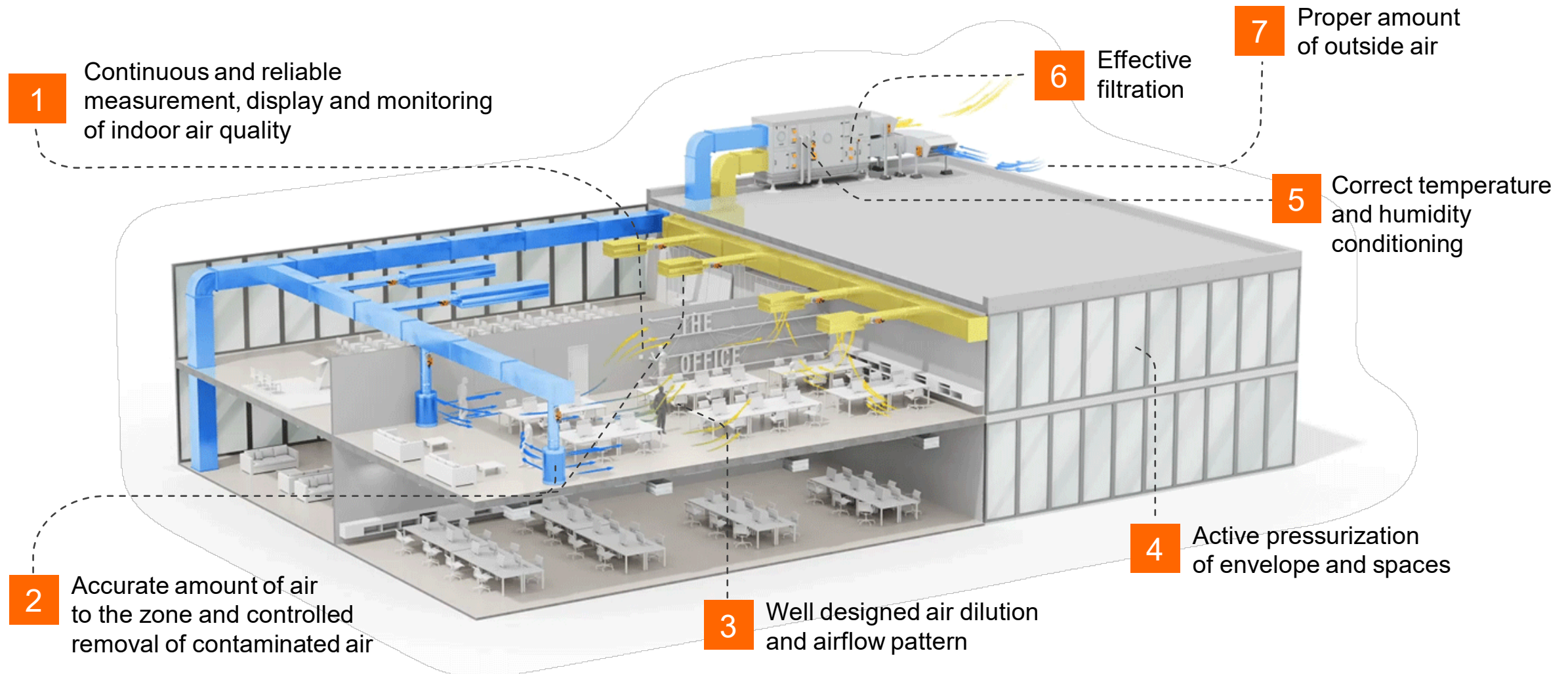


Assure long lifetimes and minimal maintenance efforts for HVAC controls equipment.

M

Basic requirements for HVAC systems for healthy indoor air

7 essentials of a healthy building



Our contribution to “Safety” – Healthy Indoor Air

For the better health of future generations

Belimo contributes to healthy indoor air with:

- Accurate and reliable room and duct sensors
- VAV solutions for demand-controlled ventilation
- Fast-acting actuators and tightly closing valves
- Belimo Energy Valve™ for precise and stable control, energy measurement and monitoring
- Seamless BMS and cloud-platform integration



Application Examples

Air handling units

Belimo's devices enable the precise and efficient conditioning of air in buildings, for example:

- Actuators safely control outside air or bypass dampers
- Temperature, humidity and air quality sensors measure the room comfort
- Pressure sensors assure the right air flow and identify dirty filters



Application Examples

Heating water plants

Belimo devices control the generation and the flow of hot water in a building in an energy-efficient way, for example:

- Temperature Sensors measure the condition of the supply and return water
- Energy Valves control and monitor the flow of thermal energy to the building
- Butterfly valves stage hot water boilers based on the demand
- Pressure sensors assure sufficient water pressure in the piping system



Application Examples

Fire & smoke protection

Belimo safety actuators save lives and help to minimize damage to buildings and tangible assets, for example:

- Fire damper actuators seal off fire-rated compartments against the spread of fire and smoke through the ventilation duct.
- Smoke control damper actuators enable the mechanical smoke extraction from escape and rescue routes.



Application Examples

Controlling room comfort

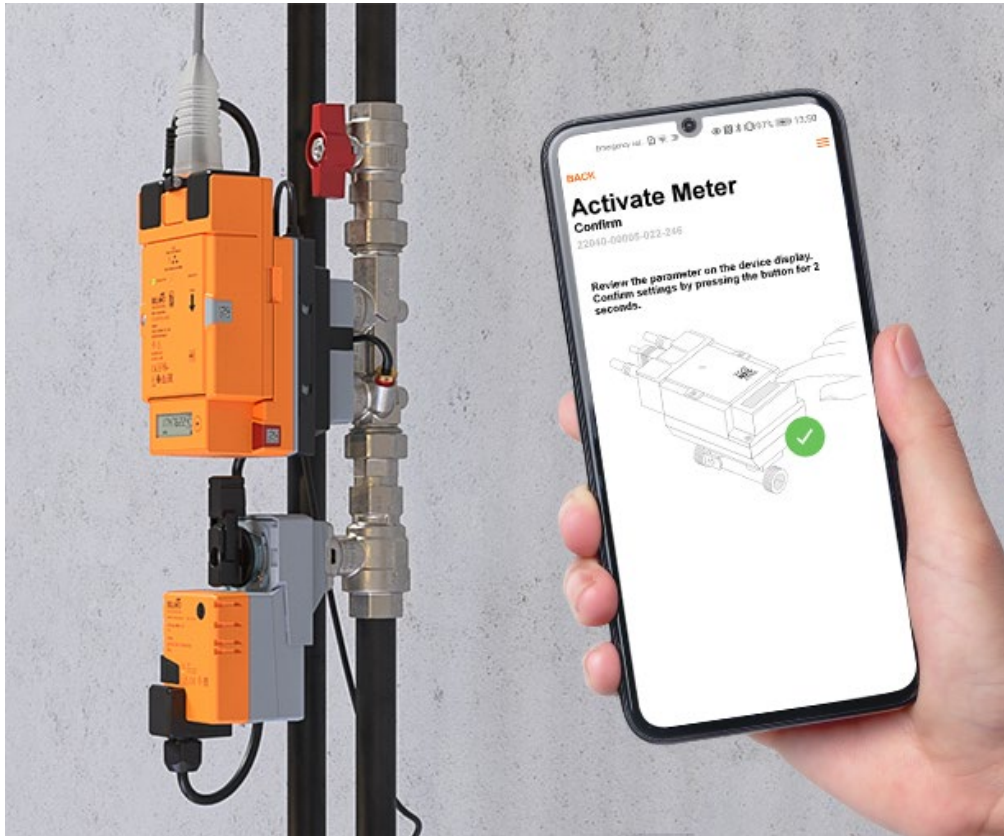
Belimo's devices provide a comfortable room environment that is essential for the well-being and productivity of people:

- Room sensors measure the temperature, humidity and air-quality in the room
- Variable Air Volume actuators provide the right amount of fresh air to the room
- 6-way valves precisely control the flow of cold/hot water to a chilled/heated ceiling
- ZoneTight valves control water flow to a fancoil and close it completely tight if no demand exists



Solution Leadership in HVAC Field Devices

New Era of the Integrated Thermal Energy Management

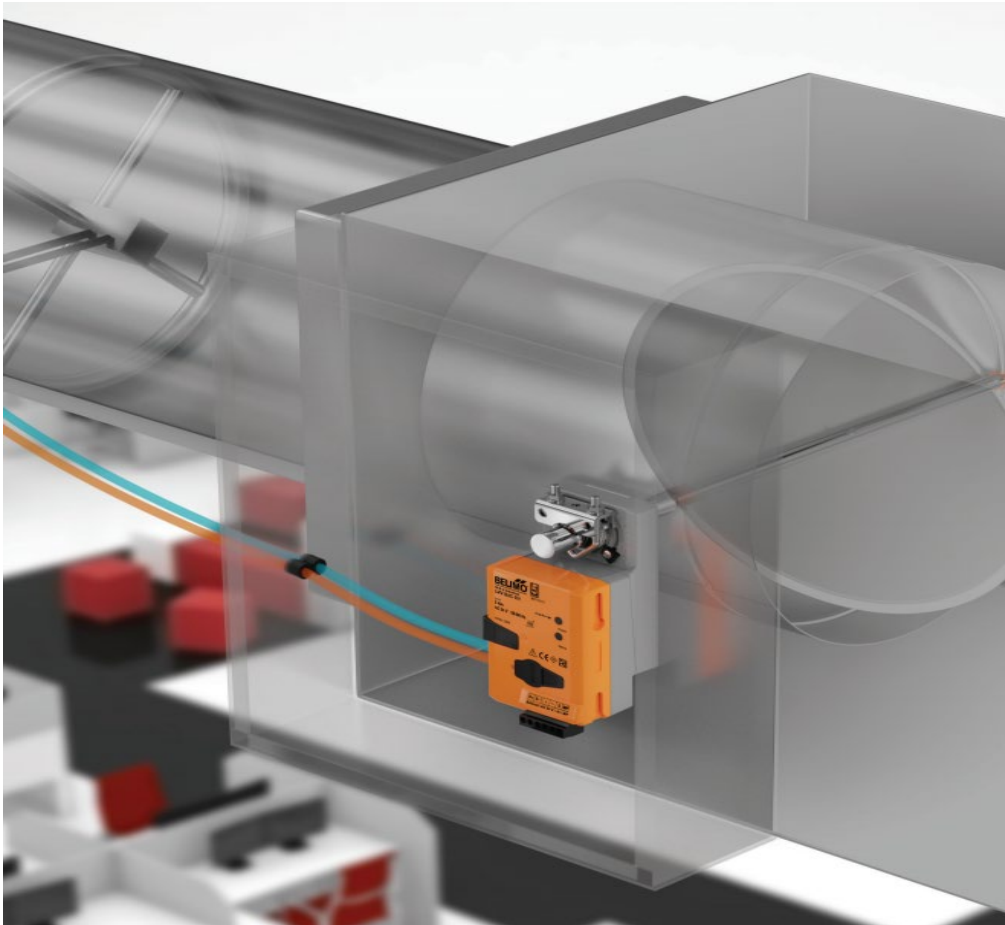


Belimo Energy Valve™ with the Thermal Energy Meter

It integrates energy measurement and control, Delta T management, and IoT-enabled billing in one device. It offers seamless and direct integration to the BMS or IoT-based monitoring platforms. Energy measurement and control with certified energy measurement and billing are united. It brings together performance features to save you time and costs.

Solution Leadership in HVAC Field Devices

Innovations in air for the success of our customers



Belimo ZoneEase™ VAV

The most innovative VAV-solution to simplify the commissioning process.

It provides commissioning support via the cloud and the Belimo Assistant App. ZoneEase™ reduces the project complexity and the commissioning time substantially and automatically documents all configuration-settings. The progress of a VAV-job gets fully transparent.

Solution Leadership in HVAC Field Devices

Innovations in sensors for the success of our customers

Room Sensors and Operating Units

The Foundation of Comfort



- Timeless design
- Fast installation
- Easy configuration
- Short reaction time
- De-energised configuration via smartphone*
- Intuitive diagnostic function via smartphone*

* for active devices

Belimo Ultrasonic Flow Sensor

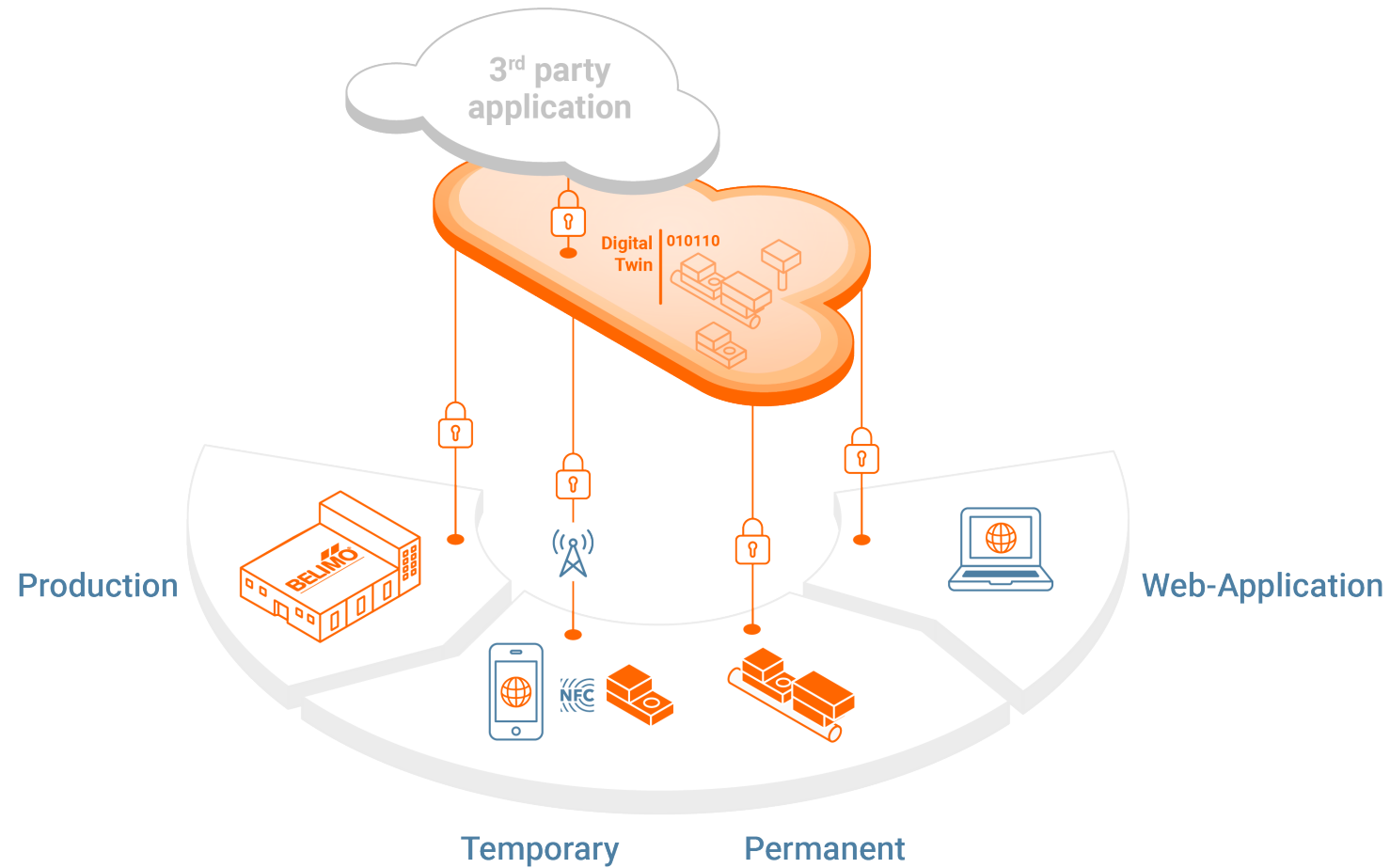
Flow Measurement that You Can Trust



- Accurate and reliable
- Patented temperature and glycol compensation logic
- Compact design
- Easy installation
- Accurate results without drift

Solution Leadership

Belimo IoT-ready products and the Belimo eco-system



Belimo RetroFIT+

The best replacement solution

- Our RetroFIT+ Product Replacement Tool enables you to find retrofit products based on a variety of parameters. It is a quick and simple tool providing you with fast HVAC replacement solutions.
- The Belimo RetroFIT+ Product Replacement Tool is available as an App. The App is free and is available from the iTunes store or Google Play.



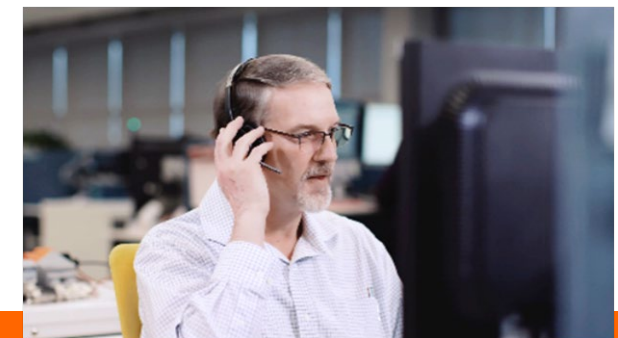
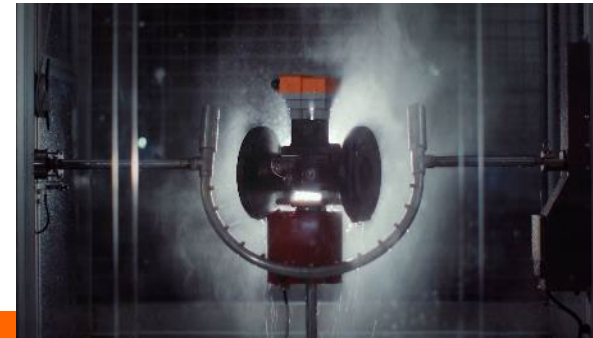
Credibility Culture

Hands-on training in the Belimo Experience Centers



Belimo Added Values

More than just products



We are where you need us, speak your language and understand you.

Complete product range with shortest delivery time in the industry.

5-year warranty and tested quality.

Award winning service to assist customers quickly and effectively, either remotely or on-site.

Belimo Movie Channel

More movies on belimo.corporate.tube



Company Movie



Our Commitment to Quality



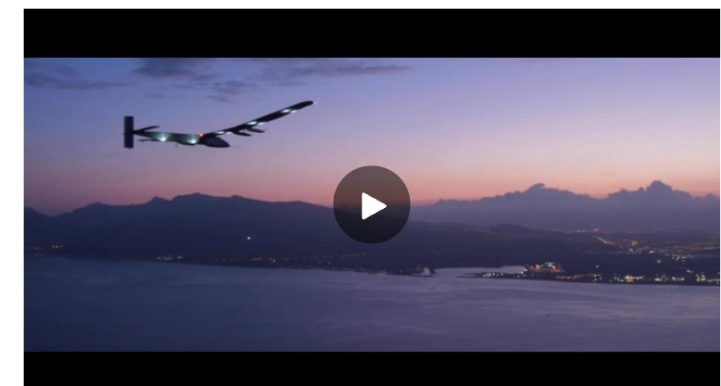
Creating Customer Value with CESIM



Belimo Energy Valve™ Case Study –
Hospital Ludmillenstift Meppen, Germany



Ultrasonic Flow Sensor Technology



Awarded the Solar Impulse Efficient
Solution Label



Comfort

Installation

Maintenance

Small Devices,
Big Impact.

Energy Efficiency

Safety

The logo features the word "BELIMO" in a bold, black, sans-serif font. Above the letters "I" and "M" are two parallel orange slanted bars. A registered trademark symbol (®) is located to the upper right of the letter "O". A solid orange horizontal line is positioned directly below the text.

BELIMO®