

Welcome to
CAPITAL MARKETS DAY 2023





Capital Markets Day 2023

Skinnskatteberg January 17

Agenda | Welcome and Introduction



Roland Kasper
CEO



Anders Ulff
CFO



Janni Weber
Vice President M&A



Lee Morgan
Global Sustainability Manager



Ralf Bergne
Product Area Director
Controls



Tobias Sagström
Product Area Director
Residential Ventilation

Agenda | Capital Markets Day

1. **Welcome** and introduction of Systemair participants
2. **Product presentations**
Residential Ventilation (Tobias Sagström)
Automation and Control System (Ralf Bergne)
3. **Fika**, mingle and phone break
4. **Presentations and Q&A**
Including 2 breaks
5. **Bus returns** to Stockholm at 17.15

The trailer is open to visit during all breaks and at the end of the day!



Capital Markets Day 2023

Skinnskatteberg January 17

Agenda | Presentations

- Systemair
- Sustainability
- Financial Development
- Break with coffee
- Operational Excellence
- Continued Growth
- Short break
- Profit Improvement
- Strategic Focus
- Q&A

Roland Kasper
Lee Morgan
Anders Ulff

Roland Kasper
Janni Weber

Roland Kasper
Roland Kasper



Systemair

Roland Kasper, CEO



Established at HQ in
Skinnskatteberg,
Sweden

1974



Turnover
Annual net sales in mill.
EUR

960



Number of countries
with own sales
companies

52



NASDAQ
OMX Nordic Exchange

2007



Countries

21

*Own prod. facilities,
total book value of SEK 1.4 bn.*



Number of
employees

6,800

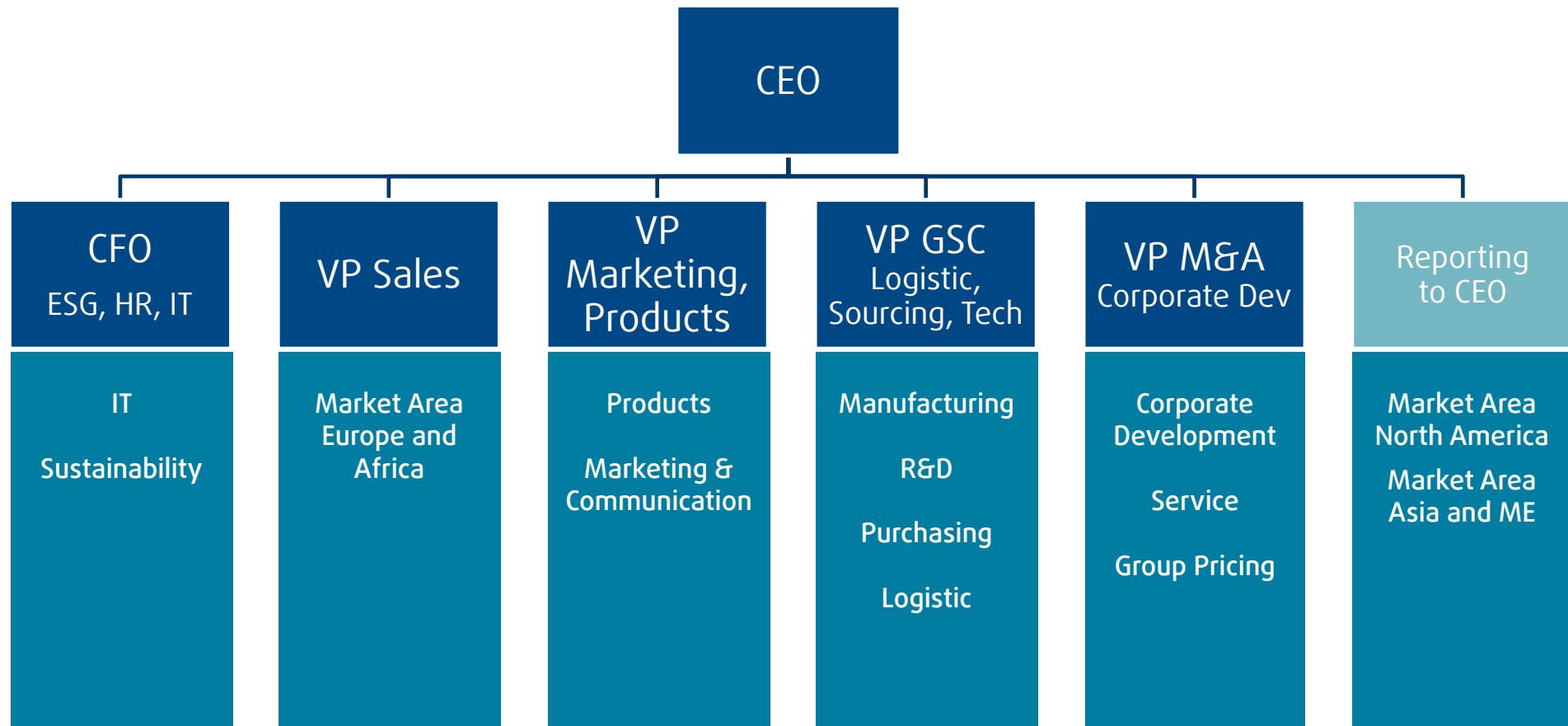


Countries
exported to

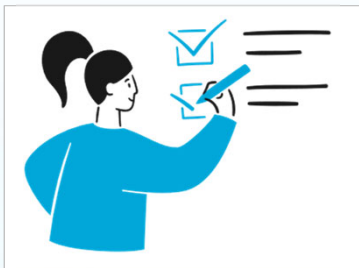
135



Systemair | Organisation



Systemair | Standards & Values



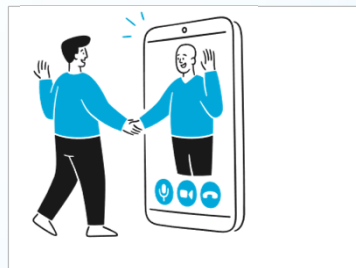
Prioritise

- Take initiative
- Factual Decisions
- Chosen strategy



Simplify

- Straight Way
- Systematic Approach
- Standardized Products



Trust

- Clear Communication
- Product Reliability
- Collective Responsibility



Systemair | Brands



The Systemair brand spans over all our high-quality ventilation products.



Fantech develops, designs and markets ventilation solutions in North America.

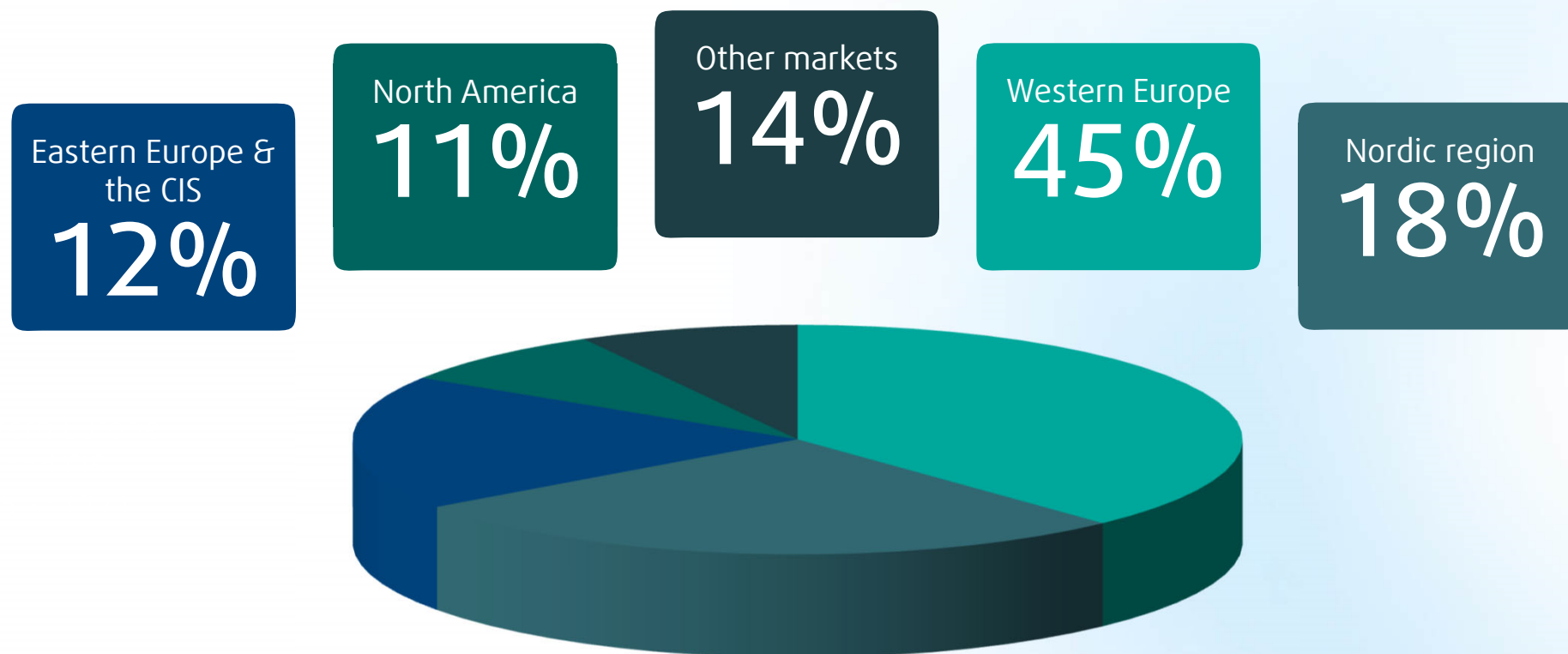


Frico is our brand for our air borne heating products. And is represented via subsidiaries or distributors in 70 countries.



Menerga is a leading producer of AHU's for swimming pool and comfort ventilation with extra high efficiency.

Systemair | Markets



Systemair | Products



29%

Air Handling Units



23%

Fans



10%

Air Distribution



10%

Residential Systems



10%

Fire Safety Solutions



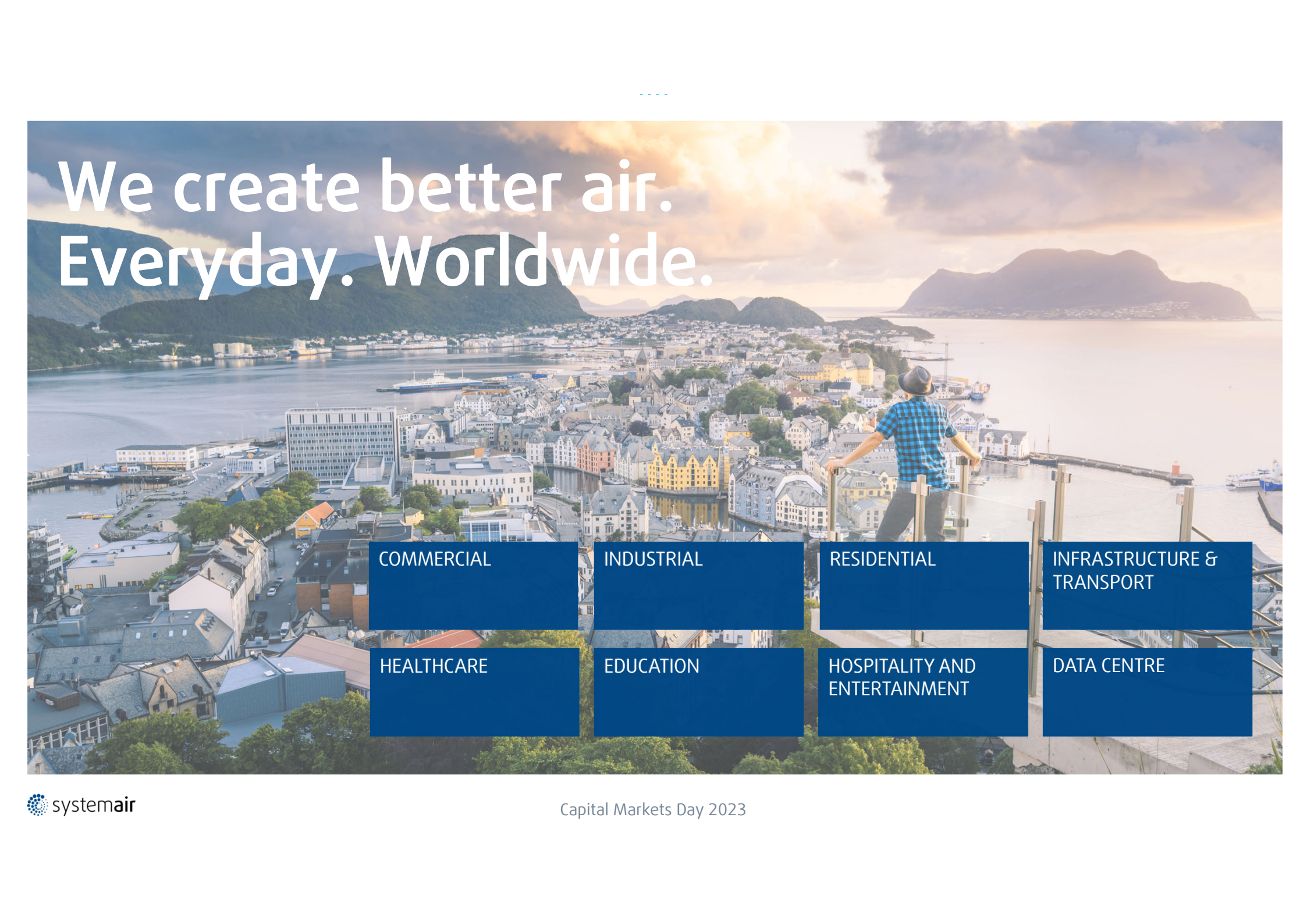
10%

Air Conditioners



8%

Airborn heating



We create better air. Everyday. Worldwide.

COMMERCIAL

INDUSTRIAL

RESIDENTIAL

INFRASTRUCTURE &
TRANSPORT

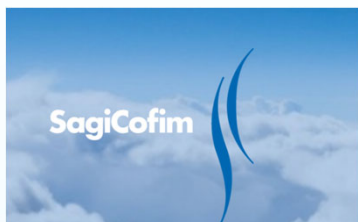
HEALTHCARE

EDUCATION

HOSPITALITY AND
ENTERTAINMENT

DATA CENTRE

Events 2021/22 | M&A and partnerships



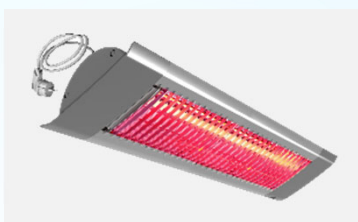
SagiCofim S.P.A.

- Air filters for e.g., healthcare, the pharmaceutical industry, marine applications
- Air distribution products



Tecnair LV S.P.A.

- Precision cooling products for healthcare applications intensive care units, operating theatres, laboratories and data center applications



Burda WTG Germany

- Market leader in infrared heaters for outdoor applications and a perfect complement to Frico's product range



Systemair to divest AC Business

- Systemair and Panasonic have signed an agreement in which Panasonic intends to acquire the Commercial Air Conditioner business from Systemair.



Systemair Traydus no longer part of the group

- The divestment in the Brazilian market is part of our strategy to minimize our footprint and review entities in challenging conditions.



Systemair partners with Mar del Sur in Chile

- Mar del Sur has the exclusive rights to distribute Systemair products in Chile, replacing the local Systemair sales company.

Events | Investments



Pardubice, Czech Republic 2021/22

New factory for Recutech, production of counterflow HR and home for new Rotor manufacturing.



Maribor, Slovenia 2021/22

Factory expansion for capacity increase, mainly AHU production and integration of Compact Menerga units.



Lenexa, USA 2022/23

Planned factory expansion and investment in new metal production capabilities



Tillsonburg, Canada 2021/22

New Factory for capacity increase, mainly AHU production and Metal Production integration



Ukmerge, Lithuania 2023/24

Start for expansion of our factory in Ukmerge, groundworks and main preparations ongoing.



Windischbuch, Germany 2023/24

Initiated expansion of factory for capacity increase and logistic capabilities



Sustainability

Lee Morgan, Global Sustainability Manager

What we sell
makes a difference!

*We create better air.
Everyday. Worldwide.*

**Reducing buildings energy demand
& CO₂ emissions, while improving
indoor air quality**



A man with dark hair and a light beard, wearing a light blue lab coat over a striped shirt and dark trousers, is sitting on a dark ledge. He is holding a tablet in his right hand and looking off to the side with a thoughtful expression. The background is a lush green forest with sunlight filtering through the trees. The overall mood is professional and serene.

Improving the health
of both the planet
and people

Capital Markets Day 2023

Energy Recovery | What really makes a difference for energy efficiency

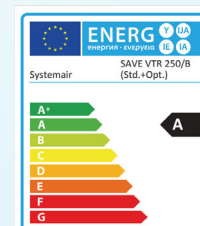
- **Ventilation** that **recovers the heat and cold** in buildings – **Circularity** in its purest form
- Our products contributed to near **2 TWh** in energy savings for buildings last year – equivalent to roughly **500 000 tons CO₂** emission avoidance
- **Well-positioned** for the **EU Taxonomy** and **financial incentive programs**
 - *Green Deal, Renovation Wave, REPowerEU*
 - *Build Back Better and Inflation Reduction Act*



500 000 tons CO₂ equals emissions from **280,000 cars** per year.

EU Taxonomy | Energy efficiency equipment for buildings

- Systemair is present in the economic activity called:
3.5. Manufacture of energy efficiency equipment for buildings
- In Systemair's previous financial year (2021/22) a taxonomy-eligible turnover of **42% was reported**
- For 2022/23 taxonomy-alignment must also be reported
- Systemair expects an aligned turnover on a competitive level due to our **broad range of highly energy-efficient products**



Our sustainability work is
more than products!

Complete ESG agenda

Sustainability | at Systemair

Central and natural part of our business

Our solutions reduce the energy demand from the world's buildings, while providing a healthy indoor air quality



Sustainable Products

We take responsibility in our value chain...

...improve our own environmental impact...

...providing a sustainable workplace for our employees



Responsible Enterprise



Sustainable Operations

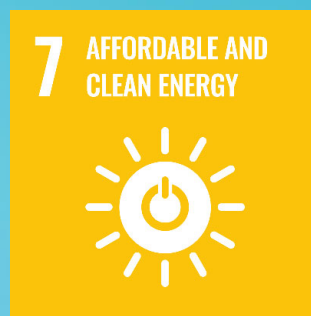


Sustainable Workplace

Central Markets Day 2023



We contribute to 10 of the sustainable development goals (SDGs)



[Read more how we contribute to them on group.systemair.com](https://group.systemair.com)

Sustainability | proving that you make a difference



Responsible
Enterprise

Medium Risk	High Risk
Low Risk	Medium Risk

Updated internal process in progress for **Human Rights Due Diligence**.

Will also participate in the *UN Global Compact Business & Human Rights Accelerator Program*.



Sustainable
Workplace

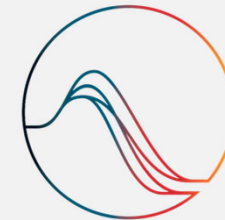


Ambitious plan in development for further improving **equality and diversity**.

Currently also participating in the *UN Global Compact Target Gender Equality Accelerator Program*.



Sustainable
Operations



SCIENCE
BASED
TARGETS

We have committed to **Science Based Targets**, to have our targets approved within 24 months.

Have also participated in the *UN Global Compact Climate Ambition Accelerator Program*.

Commitment letter sent, awaiting formal confirmation from the SBTi.

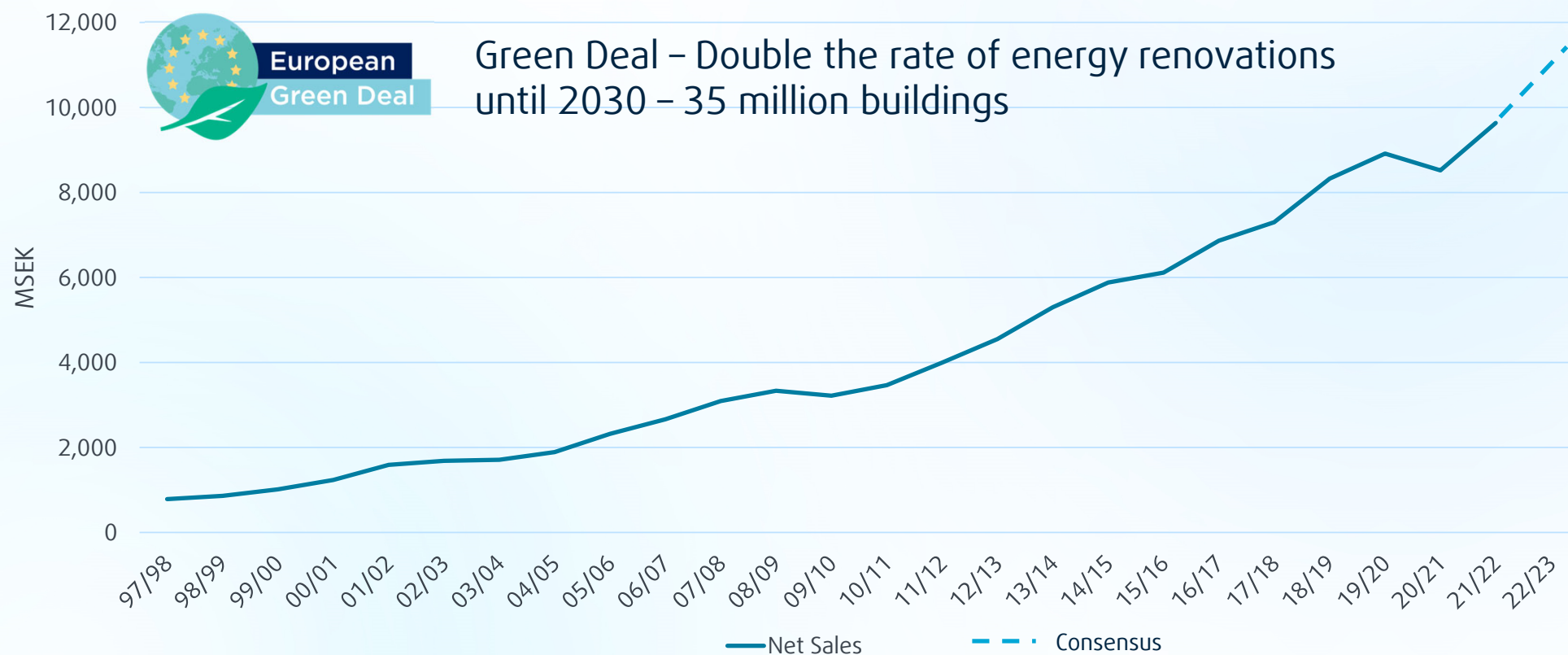


Financial development

Stable, profitable growth

Anders Ulff, CFO

Sales Development | over 25 years

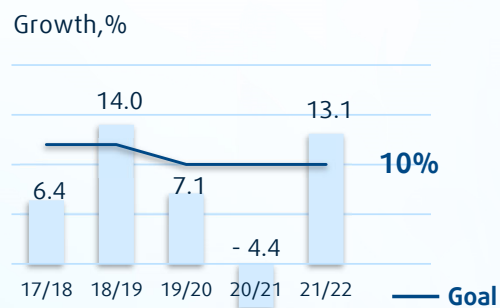


Financial Targets

Growth

>10%

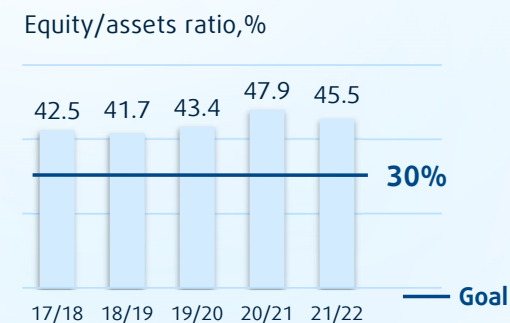
Average annual growth in sales over a business cycle



Financial position

>30%

Equity/Asset ratio



Profitability

>10%

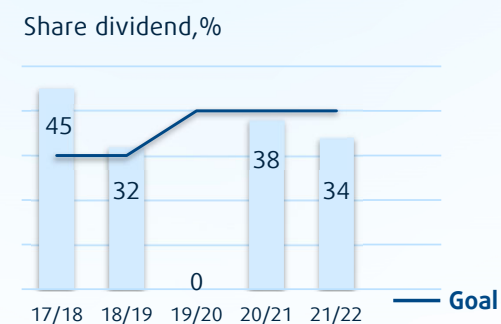
The average operating profit margin over a business cycle



Share dividend

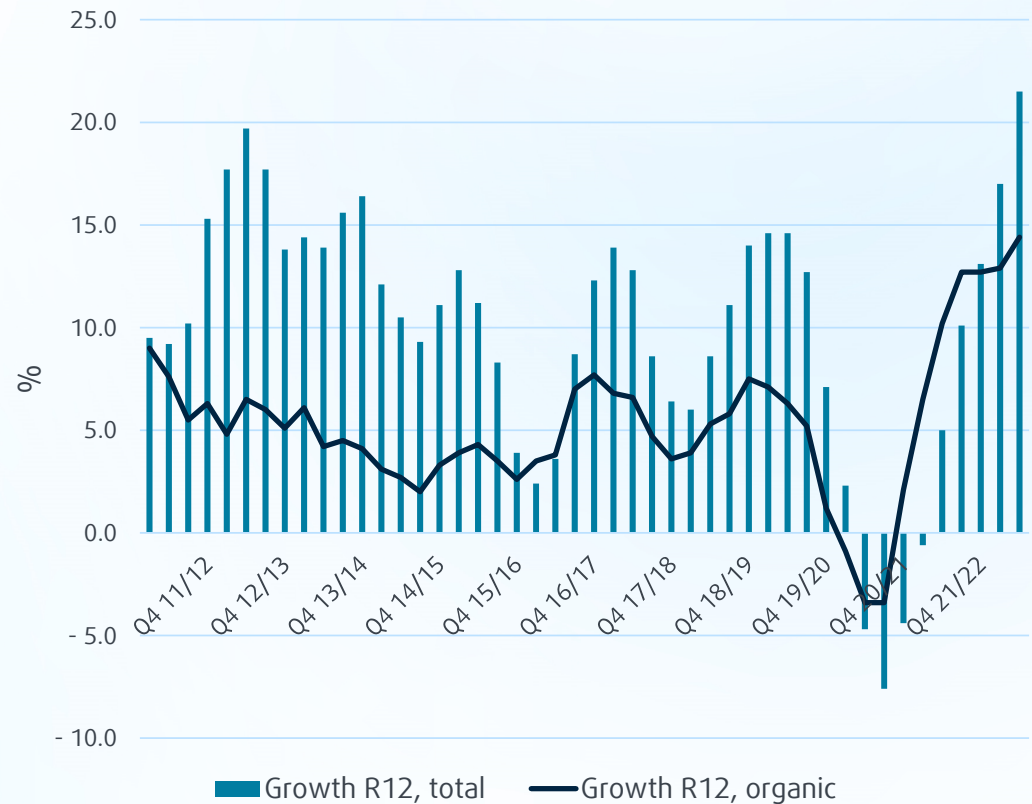
~40%

Dividend in relation of Profit after tax



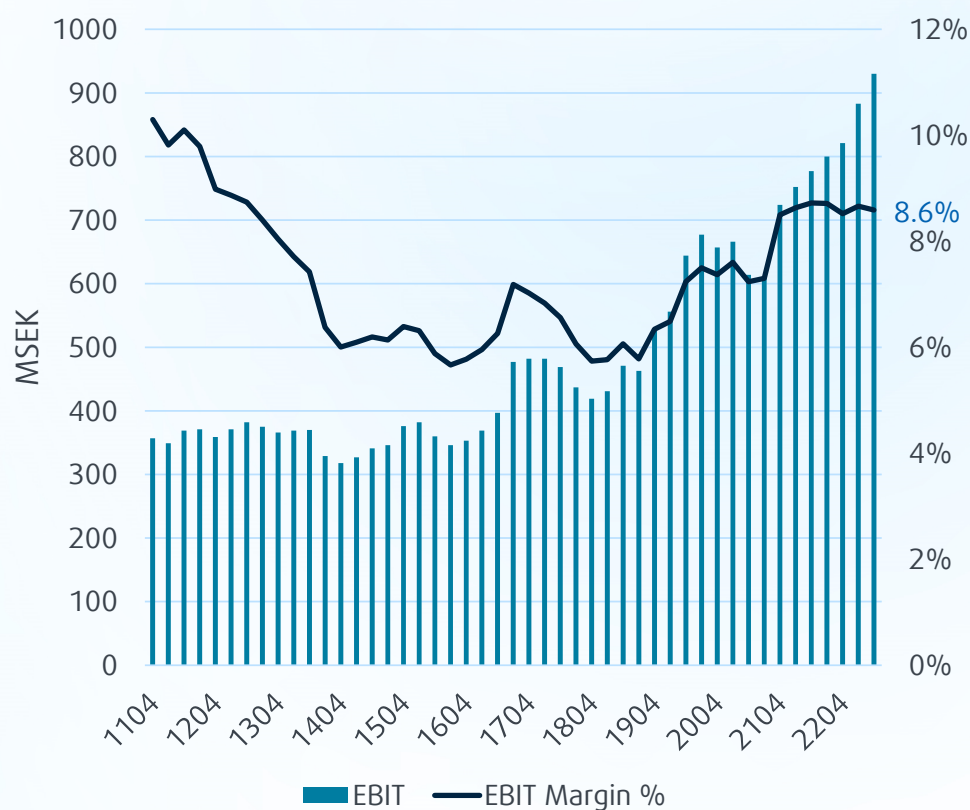
Organic growth | Development R12 %

- Stable long-term underlying organic growth. 5.3% in average over ten years
- Identified organic growth initiatives included in local strategy meetings and budget process
- Focus on Residential, Healthcare, Schools & Service
- Renovations and energy upgrades will continue to drive demand

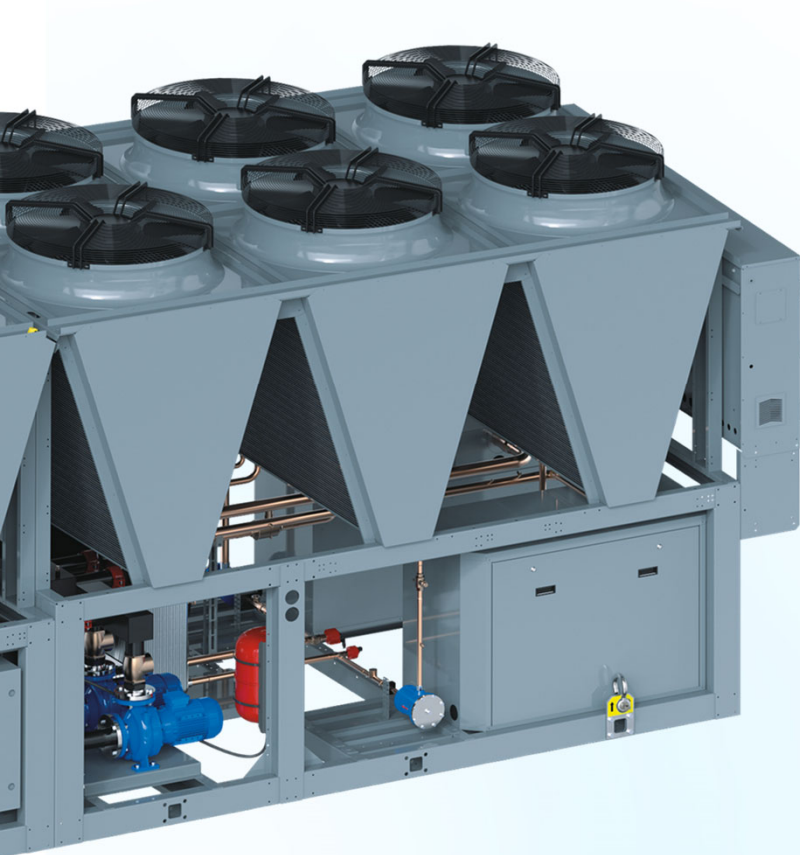


Profit | Adjusted EBIT and EBIT margin, R12

- Profitability over volume
- AC Restructuring and divestment completed. Improves EBIT margin by 0.4 pp
- Lost margin in Russia
- Organic growth initiatives on standard products – economies of scale
- Central Price council and stricter control system
- Inefficiencies related to supply chain
- Still synergies to be released in production footprint & efficiency



Systemair AC Divestment | Financial impact



- Enterprise value SEK 1100 M on a cash- and debt free basis
- The preliminary capital gain amounts to appr SEK 450 M
- Will be reported as Other operating income in the Operating profit at closing
- Systemair AC will be classified as an Asset held for sale until closing
- Estimated closing first half of 2023, subject to customary regulatory approvals and completion of necessary HR consultations

Systemair AC Divestment | Pro forma figures

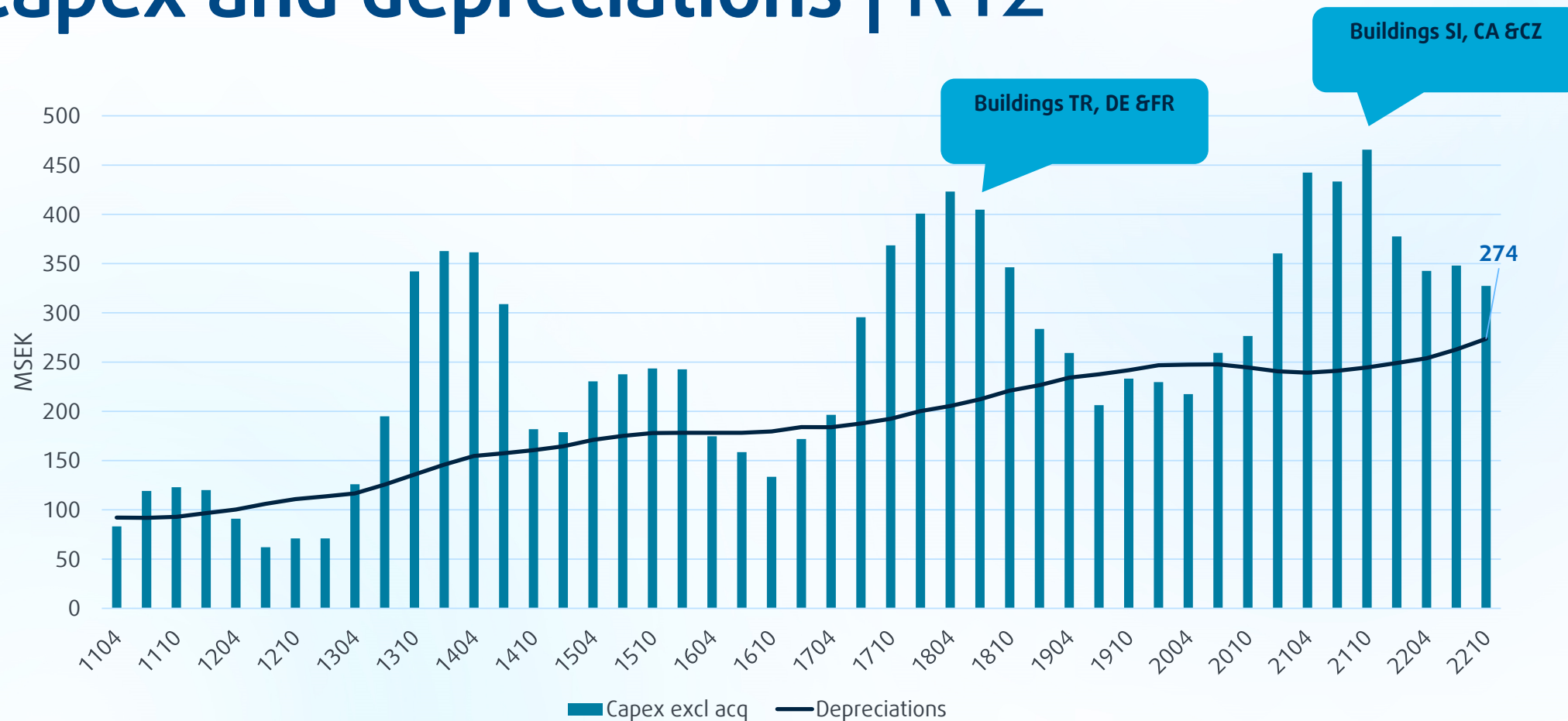
Rolling 12 months (Nov 2021 – Oct 2022)

SEK million	Systemair	Systemair excl AC	Change %
External sales	10,825	10,044	-7%
Adj. EBIT %	8.6%	9.0%	
Net debts/EBITDA	2.05	1.34	

Status Russia | Impairment in Q2

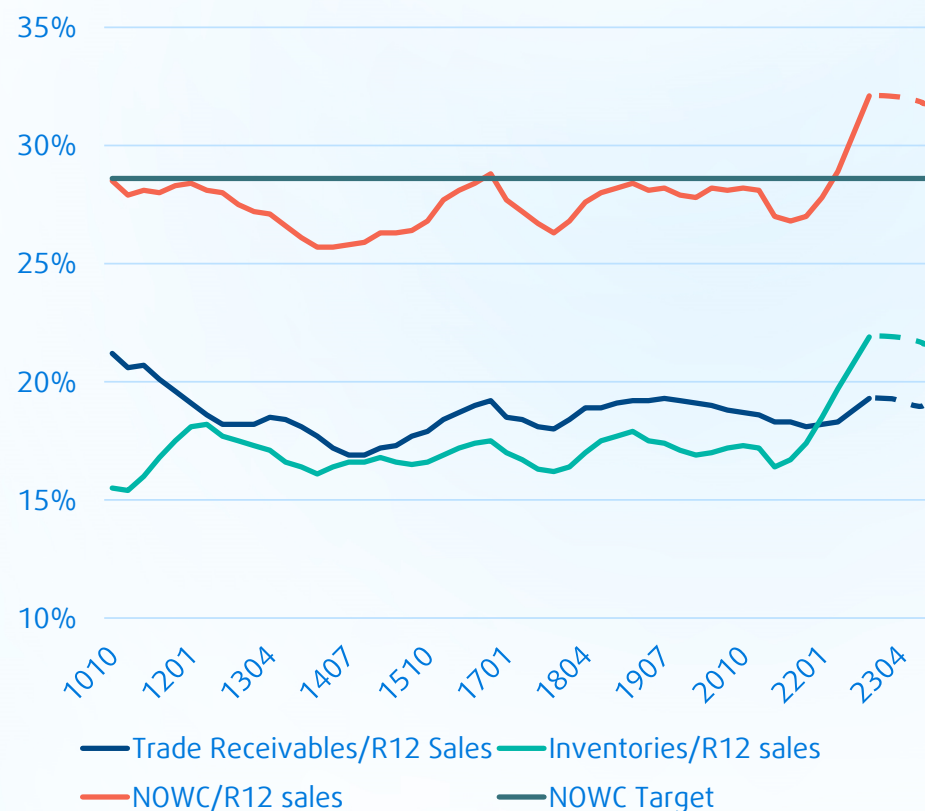
- Internal deliveries stopped 4th March -22
- Sales have gradually decreased since 2014
- Systemair will exit from Russia. Different alternatives are being evaluated
- No major volume impact on individual factories within the group
- By March 2023, 130 employees in 10 regional sales offices left
- Impairment of Goodwill and building in Q2 of SEK 168 M

Capex and depreciations | R12



Working capital | R12

- NOWC increased to SEK 3477 M (2 402)
- Price impact
- Increased safety stocks, mainly components
- Actions and targets set on company level
- Mid-term target level NOWC/Sales <29%
- NOWC included in bonus scheme



Welcome to
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systemair



Operational Excellence

Focus on Profitability

Roland Kasper, CEO

Production facilities | 19 countries

» Today, we own properties with a surface area 320,000 m², with a total book value of SEK 1.4 bn «

The ownership gives us a possibility to lower the energy consumption and create a better working environment by:

- influencing the design for the best working environment by high-efficiency air conditioning and ventilation using our own products
- building plants with low energy use by using eg rainwater harvesting, water- and energy efficient production equipment and solar panel installations



Bouctouche, Canada



Dilovasi, Turkey

Operations strategy



Continuously optimize our factory and logistical footprint in order to increase the competence and the economy of scale



Keep regional factory set up when justified by market demands



Implement Lean Manufacturing principles deeper – SPM!
**Systemair
Production
Model**



Produce key components in house – competitiveness needed



Increase level of automation/digitalisation in all our processes

Operational Efficiency



- **Internal efficiency**

- Ongoing Logistical review for Europe
- Manufacturing footprint – where to produce what
 - Reviewing multiple locations for optimized outcome
- Menerga in focus for operational efficiency improvements
 - Extensive projects ongoing



Support efficiency / growth -Platforms and supply chain setup

- **Common Platforms**

- Configurable Products

- **Footprint**

- Economy of scale

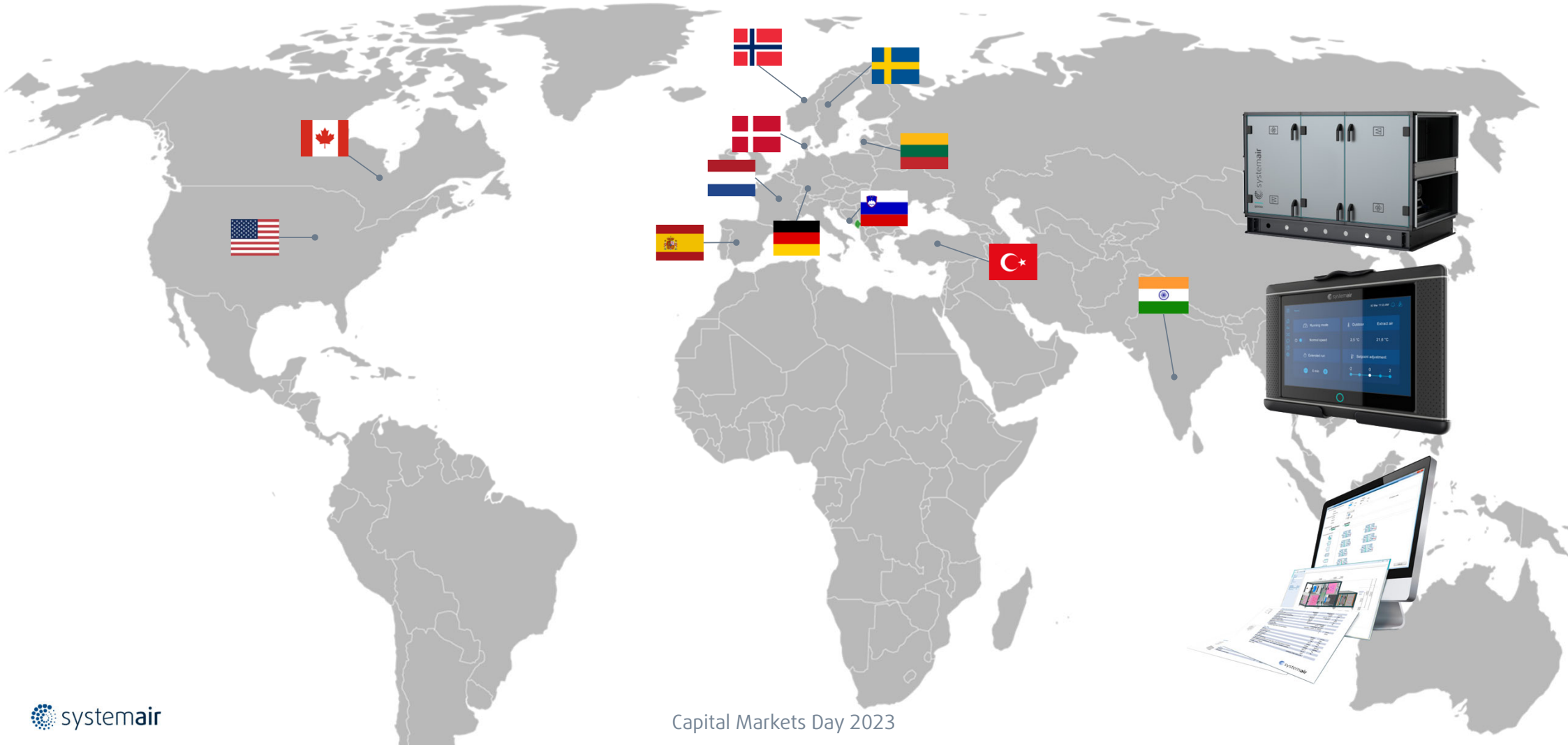
- **Support geographical growth**

- **Technology – for the future**

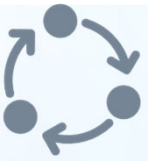
- **Sustainability**

- ticket to play

12 Operations on same Platform



Systemair Product Range



Type of Products

BPR – Basic Product Range

- Fans, Heating, Fire safety, ADP, Residential



Manufacturing Strategy

Produced to stock

Platforms- Configured Products

- AHU – Geniox / Access



Configured to order

Customized products

- Car Park ventilation, Menerga
- Marine units



Engineered to order



Systemair Production Model – 2.0

Combined with Digitalization



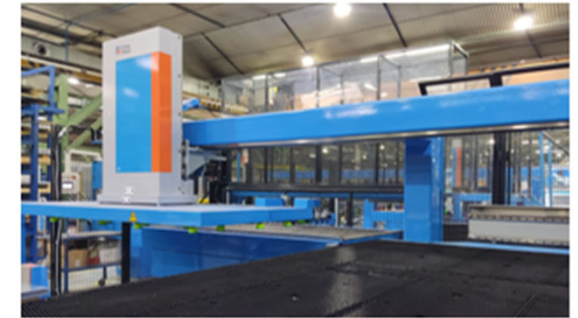
SPM 2.0

Quality
Continuous improvements
Reduction of our leadtimes
Standardised work
Environmental care



Manufacturing Execution System

Monitor bottlenecks
Reduce downtime
Increase capacity
Track, and trace stop times
Measure OEE



RS production punch machines

Increase of 3,0 working hours per day and work cell after implementation

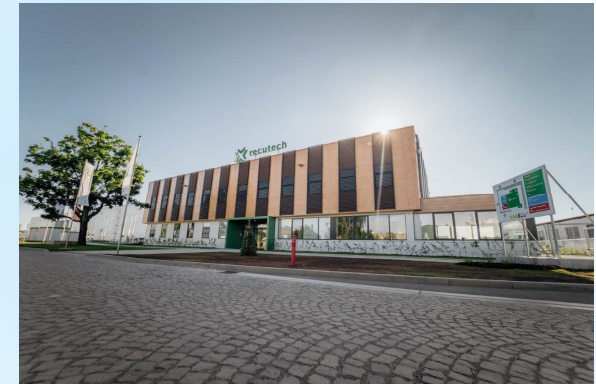
Recutech | Counterflow Heat Exchangers



- 2017 - Acquisition of Recutech
- 2017 - Introduction of Plastic Heat exchangers
- 2019 - Largest producer of aluminium counterflow heat exchangers in the world
- 2022 - Inauguration of new 18000 m2 factory - highly automatised
- Strategic important development of new media for heat and moisture transfer

- The first production measuring 100% of the heat exchangers for leakage
- By 2023 integration of Lautner HR wheels in production and offering to OEM customers

Most important component for future energy recovery applications





Measured Manufacturing Performance

Strong focus on margin development to support 10% EBIT target. Production footprint under review, continued actions on low performing parts of our business.

- Reduction of our leadtimes
- Productivity improvements
- Product cost focus (value added / material /cost out)
- Inventory review
- Sales and Operations Planning process
- Ongoing logistics review
- Project Model, Product Platforms and TTM process



Continued growth

Janni Weber, Vice President M&A

Trends | Shaping the future of our industry

Mega trends

Shifting demographics



Sustainability



Digital transformation



Geopolitical change

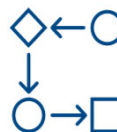


Industry trends



Circular economy

Industry players are expected to take wider responsibility of their offerings and operations, making circularity both a business opportunity and a "ticket to play".



Supply chain transparency

Acting honestly, transparently and allowing for full traceability throughout the supply chain is becoming a necessity to meet both customer demands and legislations.



HVAC industry consolidation

Smart product solutions to achieve maximum energy efficiency, easy installation and reliable operation is driving HVAC industry consolidation.



Automation

Advanced control systems with interoperability in wider system landscapes unlocks further efficiency gains and prolongs products' lifespan.



Regionalization

Varying customer needs requires regionally adapted offerings with global presence for support and delivery.

Drivers | Creating strong tailwind for our business



Governments' climate actions

- Green Deal (EU)
- Fit for 55 (EU)
- Inflation Reduction Act (US)
- Build back better act (US)



Converting fossil fuel powered heating sources

- Fluctuating prices of fossil fuels
- Geopolitical uncertainties
- 10-point plan to reduce EU dependency on gas (IEA)



Indoor Air Quality focus

- Increased health and productivity
- Roadmap to improve and ensure good indoor ventilation in the context of COVID-19 (WHO)
- Clean air in buildings challenge (US)



Demand for modern health care

- Rising economic prosperity
- Expansion of modern healthcare treatments
- Modernization of HVAC solutions




Growing demand for data storage

- Global digitalization
- Impact on climate change in focus
- Reliable and energy efficient operations required




Smart buildings

- Increased complexity in buildings
- Energy efficiency gains through software
- Advanced control systems & intuitive product selection tools

A microscopic image showing several blue, spiky virus-like particles against a dark blue background. The particles have a central core and many sharp, radiating spikes. One particle is in sharp focus in the center, while others are blurred in the foreground and background.

Indoor Air Quality focus
Increased awareness of Indoor
Air Quality's impact on health
and productivity.

A photograph of two young boys, one Black and one Asian, sitting at a desk in a classroom. They are both looking intently at a tablet computer. The boy on the left is pointing at the screen with his right index finger. The boy on the right is also pointing at the screen with his right index finger. They are both wearing sweaters. The background is slightly blurred, showing a classroom setting with a blue wall and some colorful decorations.

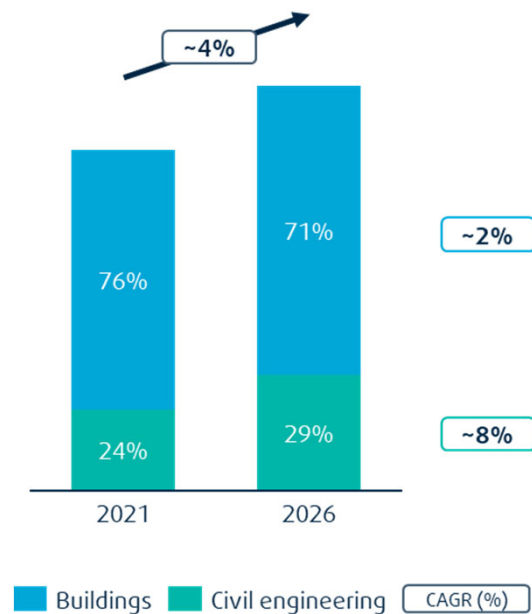
Good indoor air
enables our children
to learn more, better



... and us to be more
productive at work

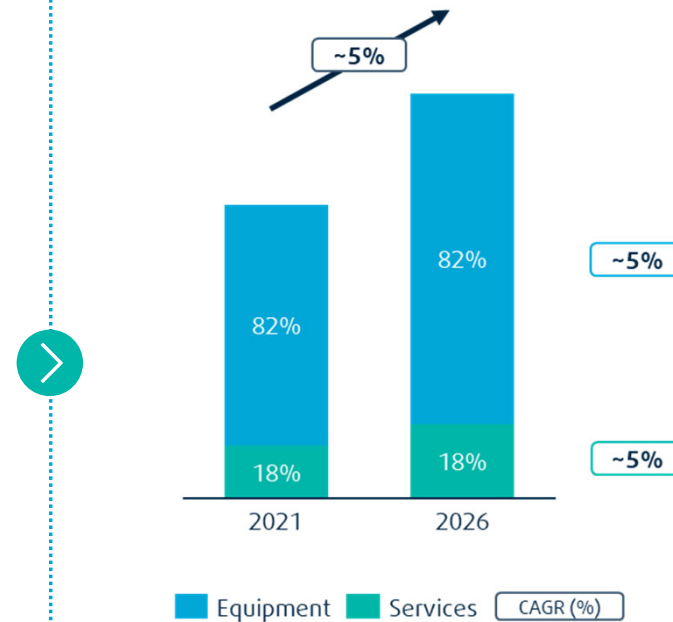
Market | Solid underlying market growth

European construction market



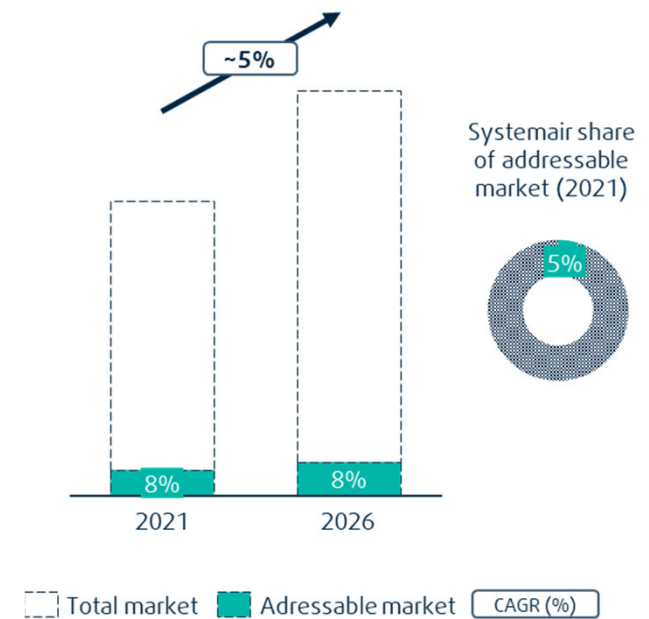
Construction market drives the HVAC market...

Global HVAC market



...which is positively impacted by legislations on climate change and focus on air quality's impact on health and productivity...

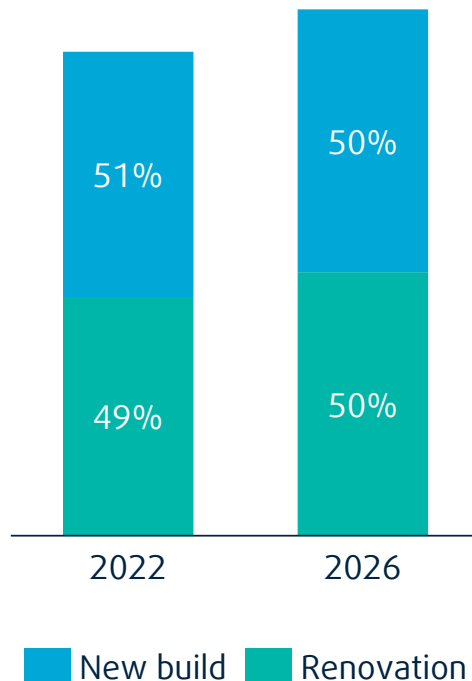
Global HVAC Equipment market



...and provides strong tailwinds for our core business and further opportunities for growth

Market | Balanced positioning of Systemair

Construction market - Buildings Europe



We have strong position in the renovation market

- Comprehensive product range
- Standard products in stock near customers
- Air handling units developed for renovation projects
- Diversified customer base since many years
- Webshop for standard products
- Site support in renovation & retrofit projects

Market | Selected growth opportunities



Residential
ventilation w/wo
heat pump product
solutions



Public buildings e.g
school ventilation
product solutions



Healthcare
HVAC product
solutions



Data center energy
efficient product
solutions



Replace, Retrofit
and update
installed product
base

Growth opportunities | Residential



Residential
ventilation w/wo
heat pump product
solutions

- From ventilation product sales to solutions sales
- Vast experience in residential ventilation
- Increased focus on investing in competence and resources
- Continue to increase manufacturing capacity
- Selective acquisitions within residential products solutions
- Systemair annual sales to Residential segment approx. SEK 1000 M
- Ambition to grow significantly above Group average until 25/26

Growth opportunities | Heat Pump focus vs AC business divestiture



Residential ventilation w/wo heat pump product solutions

- For our Residential Ventilation and light commercial AHU range, standalone and integrated heat pump solutions will be part of our core offering in future, focusing on sizes up to ~80kW



Fans



Air Handling Units w/wo heatpumps



Air Distribution Products



Residential Ventilation Systems w/wo heatpumps



Fire Safety Solutions



Heaters



Air Curtains



Air Conditioners



Split Systems



VRF Systems



Chillers & Heat Pumps



Water Source Heat Pumps



Fan Coil Units



Rooftop Units



Accessories



Close Control Units

Panasonic

Part of long term supply agreement

Growth opportunities | Healthcare



Healthcare
HVAC product
solutions

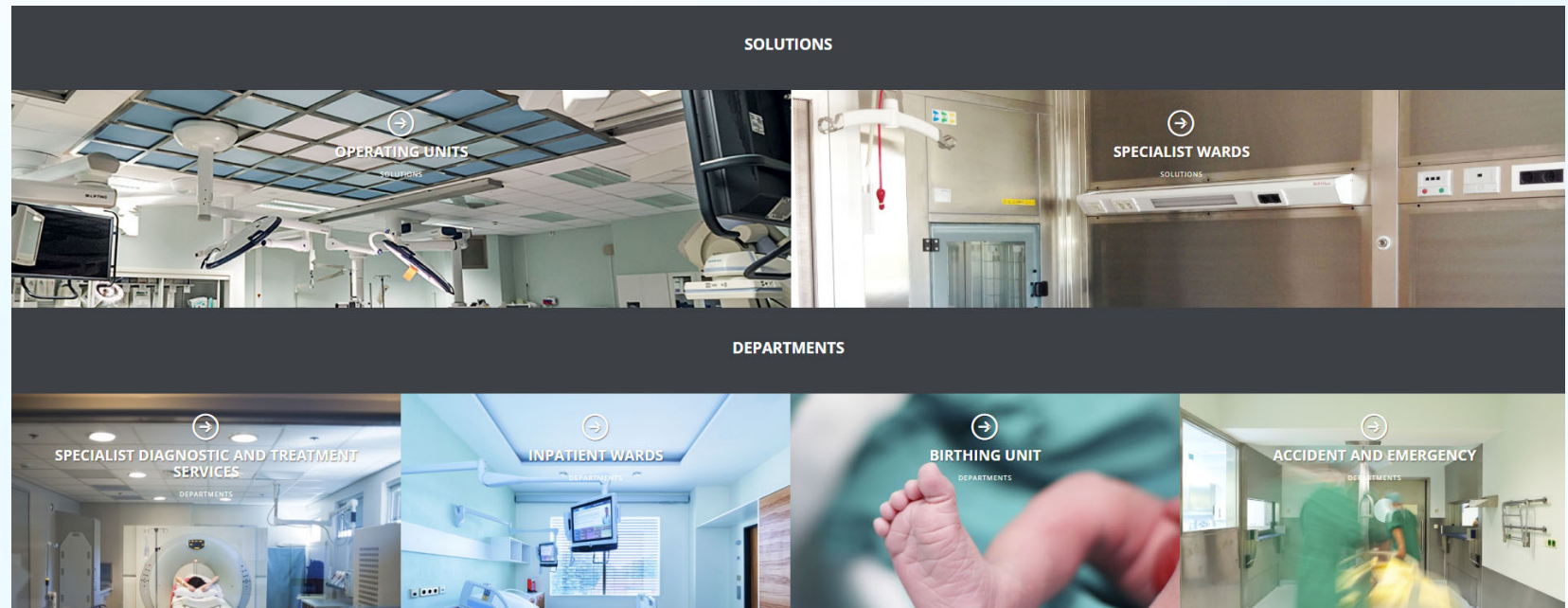
- Comprehensive product range to create solutions
- Vast experience in supplying to Hospital projects
- The addition of SagiCofim's range of hospital filtration solutions complete our offering
- Systemair annual sales to Healthcare segment approx. SEK 350 M
- Double digit yearly growth ambition until 25/26

Growth opportunities | Healthcare



Healthcare
HVAC product
solutions

SagiCofim and Systemair – Creating a complete product offering for Hospitals



Growth opportunities | Service



Replace, Retrofit
and update
installed product
base

- Scaling successful business from selected Group companies to more markets
- Profitability → Stability → Growth
 - Create transparency in performance management
 - Stabilize local service organizations in selected markets
 - Build Group common framework and infrastructure for Service offering along with global competence center
 - Stepwise and targeted approach to growth
 - Selective acquisitions
- Systemair annual service sales of approx. SEK 400 M
- Double digit yearly growth ambition until 2025/26, with accretive contribution to Group EBIT margin

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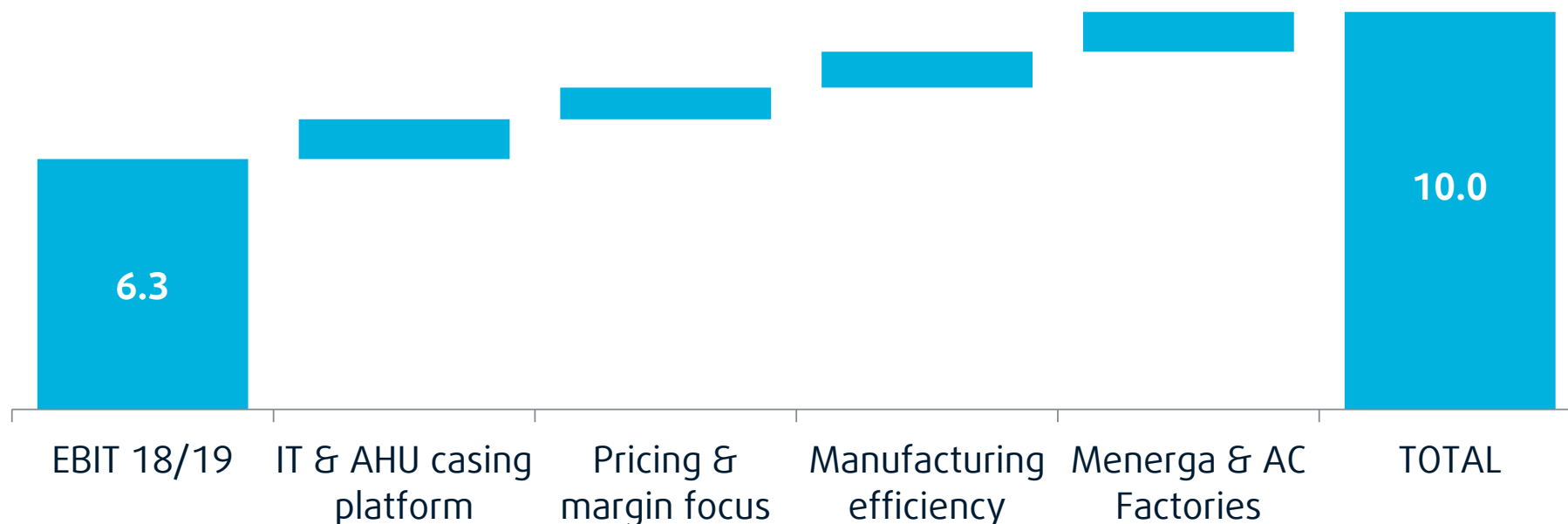




Profit Improvement

Roland Kasper, CEO

Follow up | margin improvement as per CMD Sep 2019



Follow up | to achieve the 10% target

Technical Platforms



AHU, Controls and Fans

Bringing platforms to same modular framework, for European factories incl controls.



Common strategy for control board, wiring and cabling methodology, sensors and HMI and Systemair software with cloud solutions.



Manufacturing, efficiency, cost control and footprint



Effective Production, location and allocation

More efficient and automatized machine and production processes, reduce lead times and improve productivity.



Pricing and Margin Focus



Proactive Pricing, Margin Focus

Pricing in Projects based on customer needs and added value, trainings, pricing methodology and added information to sales.



Move from big projects to profitable projects and focus on margins over volume. More focus on project margins lately, as components shortage has led to operational compromises.



Menerga and AC factories



Menerga restructuring measures

In the final stages for the restructuring of the main volumes from Menerga



AC factories

Restructuring measures successfully finalized. Manufacturing efficiency, new F-gas conform products and rebuilt the European sales force.



Continued focus | to achieve the >10% target

Technical Platforms



AHU, Controls and Fans

Common strategy for control board, wiring and cabling methodology, sensors and HMI and Systemair software with cloud solutions.



Manufacturing, efficiency, cost control and footprint



Effective Production, location and allocation

More efficient and automated machine and production processes, reduce lead times and improve productivity.

Organic growth activities



Targeted efforts within selected areas

Five areas (Residential, Public buildings, Healthcare, Data centres, Service) prioritized to drive above Group average profitable growth, supported by strong trends and drivers in the market

Organizational Development



Enforced Organisation

New focused setup, strengthened GSC and M&A with clear targets and mission. Enabling internal efficiency through dedicated change management and rigid competence development.

Focused M&A activities



Supporting profitable growth

Disciplined process to find, acquire and integrate companies, supporting our strategy and contributing to continued profitable growth for the Systemair Group



Strategic Focus

Roland Kasper, CEO

Strategy | Updated

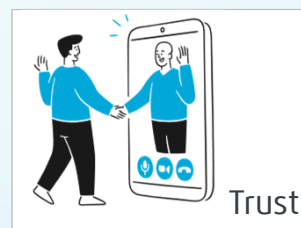
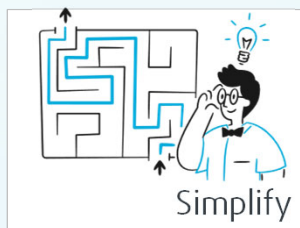
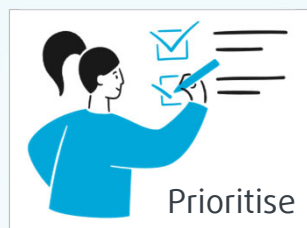
Strategic enablers

	Develop people and strong relations
	Attractive offer built on standardization
	Efficient business setup with continuous improvement
	Sustainable and future-proof business
	Strong position benefiting from structural growth

Financial targets

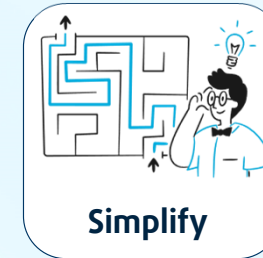
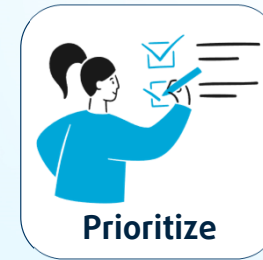
Growth	>10% Average annual growth in sales over a business cycle
Profitability	>10% Average operating profit margin over a business cycle
Financial strength	>30% Equity/Asset ratio
Share dividend	~40% Dividend in relation of Profit after tax

Core values



Develop people and strong relations

- Being an attractive employer with an inclusive corporate culture
- Believing in an entrepreneurial drive and developing strong capabilities
- Building strong relations and partnerships based on expertise and trust



Attractive offer built on standardization

- Maintaining an attractive offer with a broad range of quality products based on standardized platforms
- Providing the most energy-efficient product solutions improving indoor air quality
- Enabling connected solutions and enhancing the user experience through smart solutions



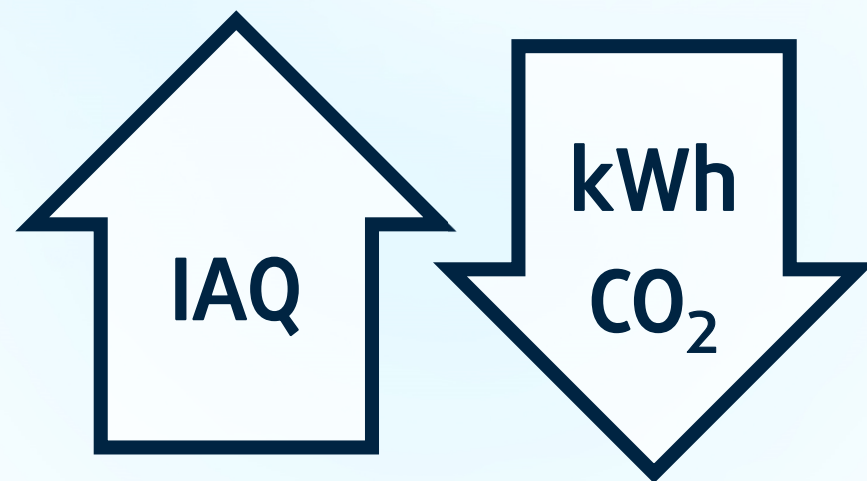
Efficient business setup with continuous improvement



- Profiting on economies of scale through efficient operations and supply chain
- Evolving through efficient product development with standardization as a guiding principle
- Prioritizing strong local sales presence, common processes, agility and decentralized decision-making

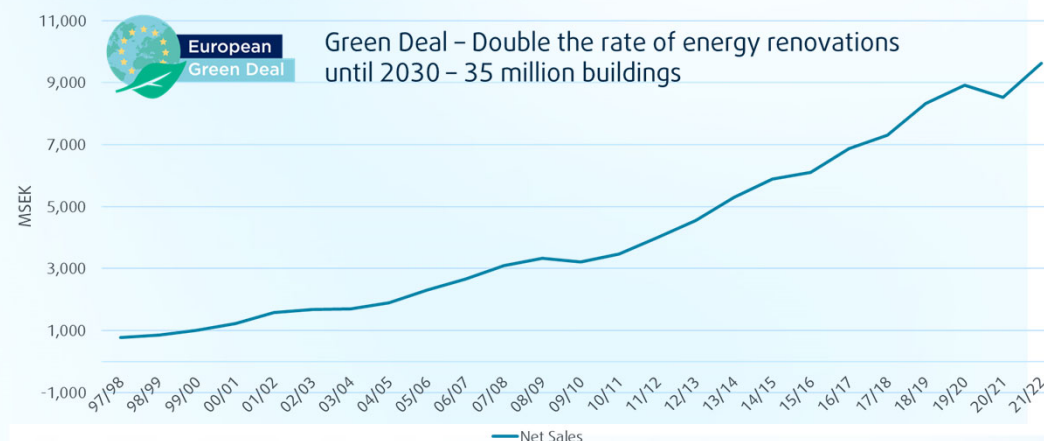
Sustainable and future-proof business

- Forward-looking and improving the circularity and carbon footprint of our products
- Growing the service business ensuring sustainability throughout the product's life cycle
- Safeguarding a responsible business through sustainable and long-term decisions



Strong position benefiting from structural growth

- Leveraging our multi-brand strategy with Systemair as the main brand
- Maintaining resilience and growth with a global and diversified customer base
- Profitable growth through organic investments and an active acquisition agenda



Market | Growth opportunities



Residential ventilation and heat pump product solutions



Public buildings e.g. school ventilation product solutions



Healthcare HVAC product solutions



Data center energy efficient product solutions



Replace, Retrofit and update installed product base

Create better air | Everyday. Worldwide.

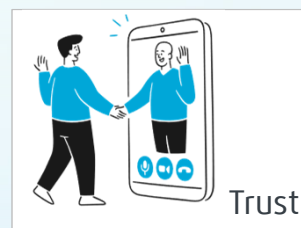
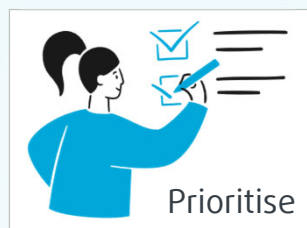
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Core values





Thank you,
welcome with questions!



This is Systemair

Residential Ventilation

Tobias Sagström, Commercial Product Manager Residential Ventilation

Product portfolio



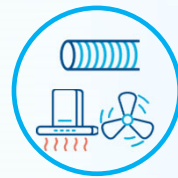
- Rotary units



- Counterflow units



- Heat pumps



- Supporting system



- Controls, accessories, spareparts etc...

Systemair offer

Focus on (Energy and IAQ)

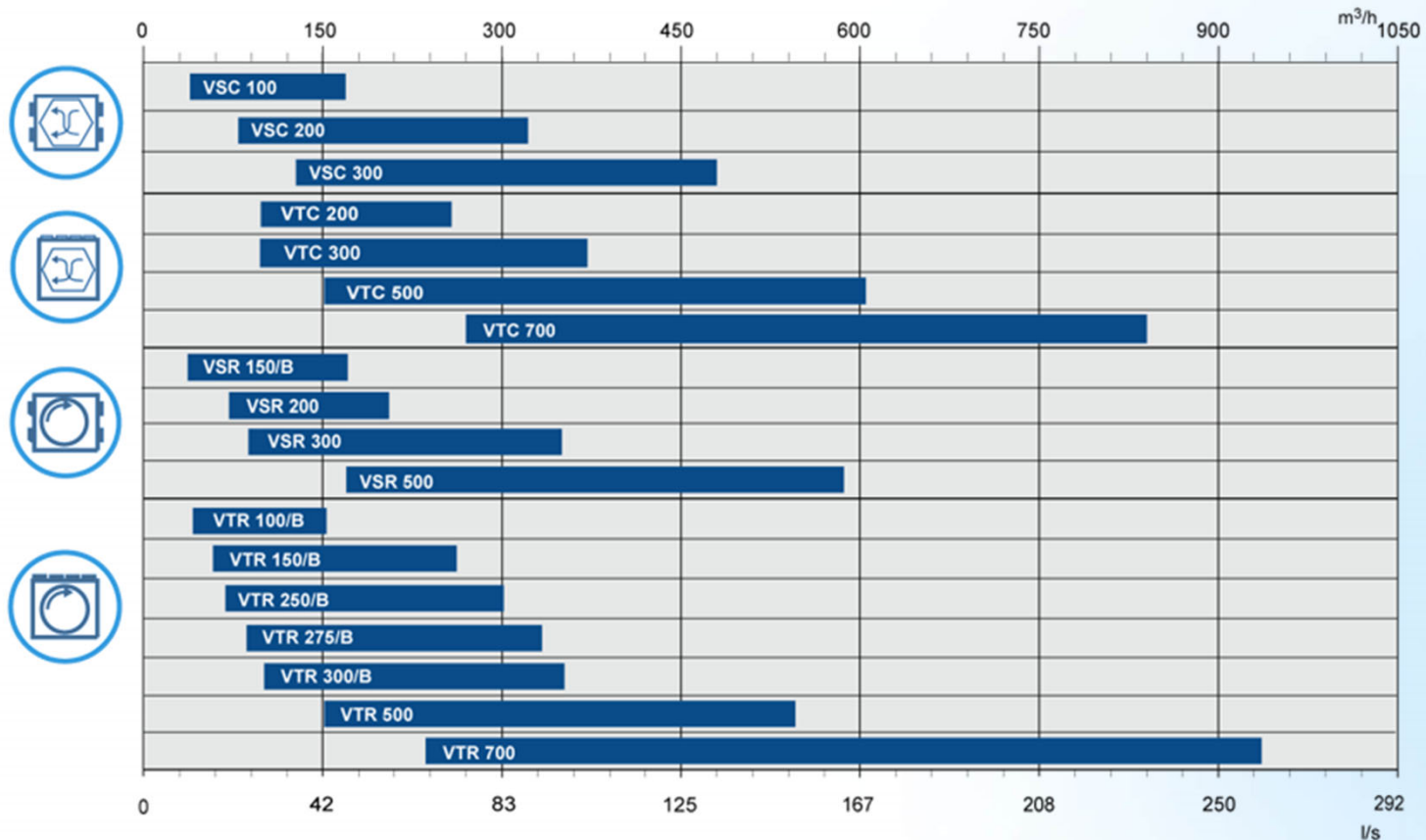
- One family houses
- Terraced houses
- Apartments
- Light commercial applications
- Residential building developers - modules

Single units or complete system sales

New built and renovation



Productrange



40 BPR models
25 LPR models

Heat pump solutions

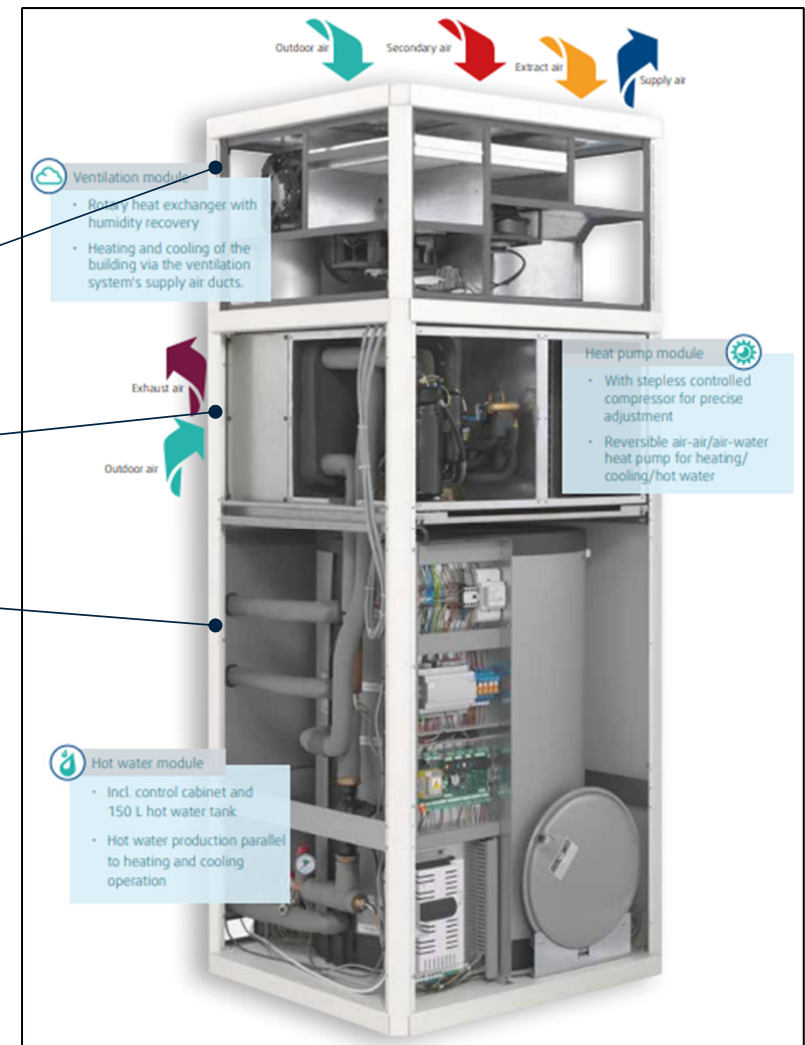
Heat pump | SAVE unit

- Ventilation
- Heat pump + Tap water tank
- Outdoor unit



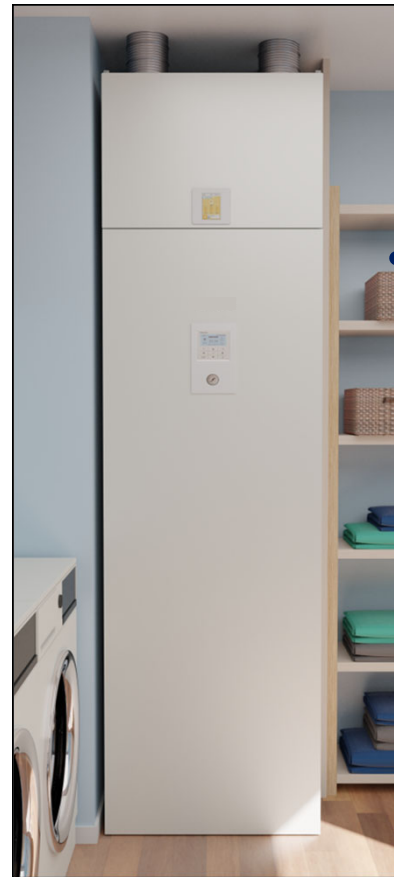
All In One | Genius

- Ventilation
- Heat pump module
- Distribution of hot water
 - Tap water
 - Air heating/ cooling

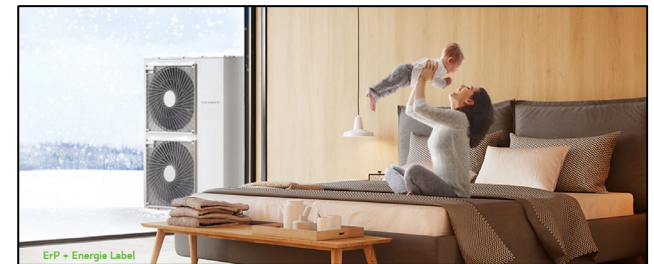


Future | Heat pump and SAVE unit

- Complete Outdoor installation with R290 (Propane), low GWP (3)
- Only water connection to house, no refrigerants indoors
- Connection to solar panels possible

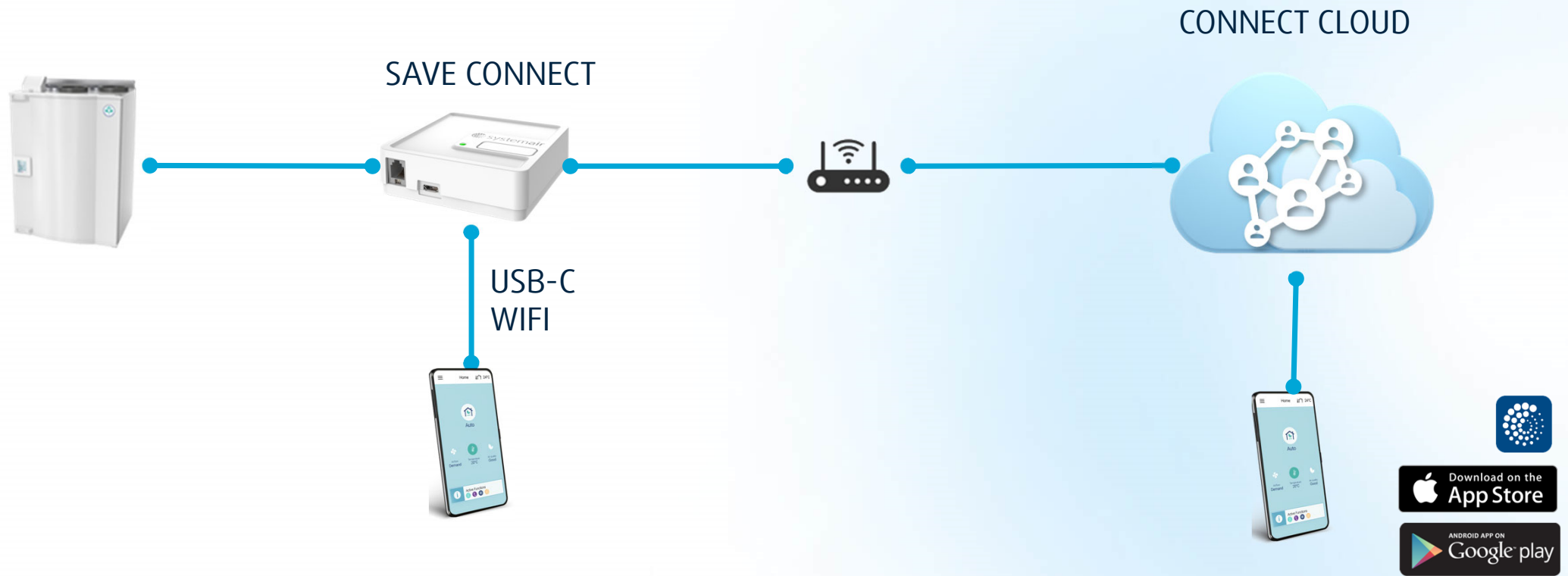


Solar Panels



Unit Controls

Control platform | Strategy forward



SAVE | CONNECT 2.0



End-user

- One Account – multiple units
- E-purchases from Systemair

CONNECT CLOUD



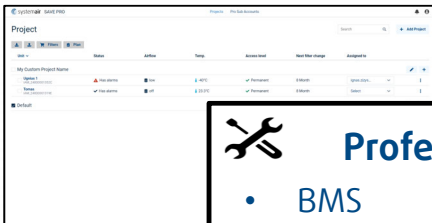
Device

- Amazon Alexa
- Google Home, ...
- Open API for 3rd parties



SAVE
CONNECT
open API

3rd party Systems
integrations



Professional

- BMS
- Contacts to End-users



Systemair

- Technical Support

Technical Support Request (TSR)

Unit

IAM: IAM_24800001352C
Unit Model: VTR150
Serial Number: 488818/1005981442-001/20210416

Comments

Multiple alarms on my unit

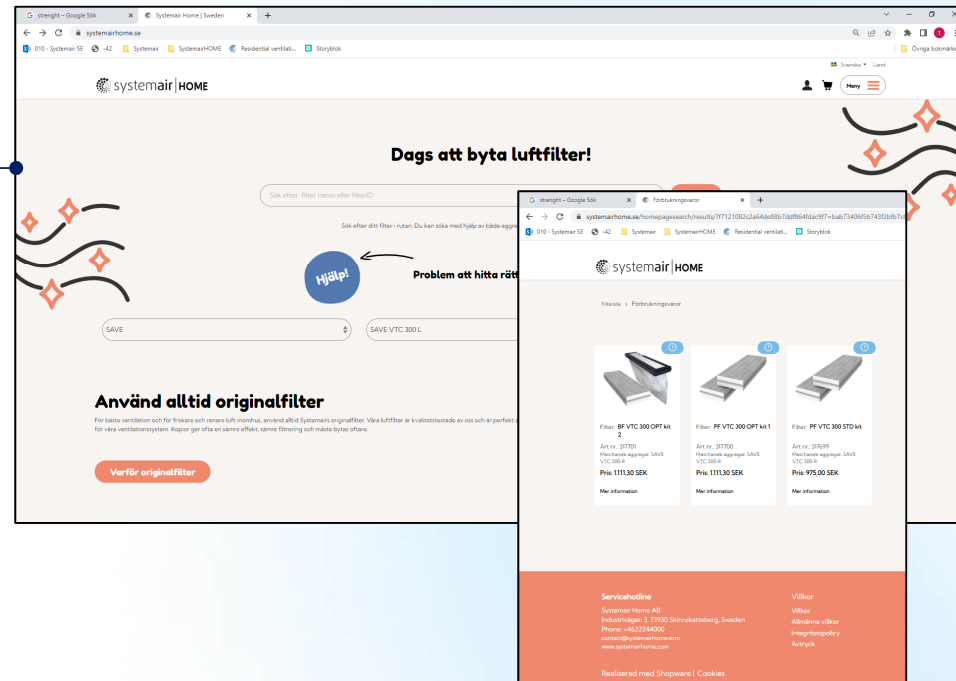
Systemair | HOME

(Filter portal Germany and Sweden)



End-user

- Filter sales from Systemair



Summary | Residential Ventilation

Best Product range for new build and renovation!

Eurovent / passive house certification

Complete system sales

Direct Filter sales

Connectivity (API)

Building management system



Thank you,
welcome with questions!



This is Systemair

Automation and Control System

Ralf Bergne , Product Area Director Control Systems

Systemair Control platform | In-house

Systemair Access common platform designed and developed for commercial ventilation applications

- Shorten time to market
- In-house competence for optimal product fit
- Unique Platform ownership (hardware and software)
- Enhanced HVAC functionality
- Create outstanding product offering thru software.



Control platform | Commercial air-handling units; Geniox and Topvex portfolio

Systemair Access common platform designed and developed for commercial ventilation applications

- Small footprint
- Plug & Play
- Systemair “in-house” developed all-in-one configurable software
- Support wide range of devices like Industrial touch panels, PC smartphone- and tablets Apps
- Integrated connectivity



Control platform | Commercial air-handling units; Geniox and Topvex portfolio

Systemair Access common platform designed and developed for commercial ventilation applications

- ✓ Easy to install, configure and operate
- ✓ Broad suite of ventilation functionality
- ✓ Energy efficient operation
- ✓ User friendly HMI (Human Machine Interface)
- ✓ Configuration thru product selection tool
- ✓ Wireless connectivity
- ✓ Integrated Modbus and BACnet BMS and SCADA communication
- ✓ Integrated Cloud connectivity



Control platform | Industrial applications

- Siemens Climatix designed for light and industrial HVAC applications
- Menerga in-house developed software for energy efficient ventilation operation and easy usability
- Functional software applications built on validated application libraries for flexibility and project specific needs
- Support wide range of devices like Industrial touch panels, smart phones, tablets and PC's
- Integrated Modbus and BACnet BMS and SCADA communication
- Integrated Cloud connectivity



Control platform | Data Centre Cooling Range

- Siemens Climatix designed for light and industrial HVAC applications
- Data Centre Cooling in-house developed software for energy efficient operation and easy usability
- Functional applications built on validated application libraries for flexibility and Data Centre Cooling specific needs
- Integrated white space cooling optimization (WSCO) (Artificial intelligence (AI) to optimize cooling capacity)



Control platform | Strategy forward

Technologies

Harmonized development

- Control cabinets
- Wiring and cabling methodology
- Common portfolio for peripheral control components
- Integrated sensing devices (RH, VOC, CO, CO2, PM2.5)

HMI (Human Machine Interface)

- Apps (Android, iOS)

API based platforms

- Easy integration to external services and solutions
- Enabling AI, Real-time-data etc
- Data and Analytics management
- Addressing new sources of revenues

Digitalization

Application software

- Enabler and differentier for increased competitiveness, addressing innovation and product uniqueness

GUI/UX design

- Enhanced user friendliness

IoT connected products thru Cloud based services

- Start-up and commissioning support
- Remote support
- Cloud based software upgrade and back-up
- Analytics
- Artificial intelligence (AI) for optimized HVAC performance

Control platform | Business Benefits

A Complete Offering



Market values with Systemair Control platforms

- Strengthens our commercial product offering
- Meeting market requirements
- Increased serviceability for project and market specific requirements
- Shorten time to market
- In-house competence centre with core HVAC software knowledge
- Increased competitiveness



Thank you,
welcome with questions!