
Belimo is the global market leader in the development, production and marketing of actuator solutions for controlling heating, ventilation and air conditioning systems. Actuators, control valves and sensors make up the company’s core business.
### Where to find Belimo products?

<table>
<thead>
<tr>
<th>Location</th>
<th>Image</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burj Khalifa, Dubai</td>
<td><img src="image1.png" alt="Image" /></td>
</tr>
<tr>
<td>National Aquatic Center, Beijing</td>
<td><img src="image2.png" alt="Image" /></td>
</tr>
<tr>
<td>Empire State Building, NY</td>
<td><img src="image3.png" alt="Image" /></td>
</tr>
<tr>
<td>THE SQUAIRE, Frankfurt</td>
<td><img src="image4.png" alt="Image" /></td>
</tr>
<tr>
<td>Rail vehicles</td>
<td><img src="image5.png" alt="Image" /></td>
</tr>
<tr>
<td>Princeton University Princeton, NJ</td>
<td><img src="image6.png" alt="Image" /></td>
</tr>
<tr>
<td>Airport Zurich</td>
<td><img src="image7.png" alt="Image" /></td>
</tr>
<tr>
<td>Vessels</td>
<td><img src="image8.png" alt="Image" /></td>
</tr>
</tbody>
</table>
Health, well-being and performance capability are dependent to a large degree on a well controlled room climate.
Motorization of dampers in ventilation and air conditioning systems:

- Rotary actuators - 90º
- Linear actuators
- Full-rotation actuators - 360º
- Quick running actuators
- RobustLine actuators for extreme environmental conditions
- Rotary actuators for outdoor applications
Total solutions for the variable volumetric flow control and individual control of the room climate:

- Actuators, sensors and controllers
- Ventilator control
- Room controller systems
Motorized valves for controlling heating and cooling hydronic circuits:

- 2-way, 3-way and 6-way characterized control valves
- Mechanical and electronically controlled pressure-independent characterized control valves
- Shut-off and change-over valves
- Globe valves
Retrofit applications

Simple retrofit and replacement of the motorisation for air dampers and valves of different manufacturers:

> Damper actuators
> Globe valve actuators
> Rotary valve actuators
Innovative solutions for increasing efficiency begin in the details and have large-scale effects.
Increasing energy efficiency

Cutting energy consumption and operating costs

Fulfilling highest comfort requirements and ensuring maximum efficiency

Generating added value for customers and the environment
Cutting energy consumption

Innovative technologies for cutting the electricity consumption of the actuators:

> Lower consumption in the holding position through dynamic motor controls
> Reduced expenditure of energy through new, non-linear gearbox
> Energy-saving emergency power supply storage with SuperCaps
Avoiding energy losses

Intelligent solutions for avoiding unnecessary energy losses:

> Prevention of creeping circulation losses with air bubble tight closing valves

> Massive reduction of pressure losses through demand-based control of the supply air fans
Safety Solutions

Safety for people, tangible assets and investments requires experience and maximum reliability.
Motorization solutions for fire and smoke dampers:

> Fire protection actuators
> Communication, network and control units
> Bus integration
Facts & Figures
Belimo is the global market leader in the development, production and marketing of actuator solutions for controlling heating, ventilation and air conditioning systems. Actuators, control valves and sensors make up the company’s core business.

Belimo’s aim is to be a trusted partner across the globe for its customers, offering them the added value they expect. Research and market-relevant innovation as well as rapid and customized execution are key. Commitment, credibility and reliability characterize our behavior.

Belimo delivers more than just products. We support our customers with innovative, efficient and energy-optimizing solutions and bring success to both our customers and ourselves. We are close to our customers throughout the world, we speak their language and we understand them. Everything we do gives them the reassurance that they have chosen the very best.
Our customers

BELIMO Automation AG

Belimo sales companies

Contracting
- Controls companies
- Contractors
- Systems integrators
- Field organizations
- Distributors

Influencers
- Consulting engineers
- General contractors
- Investors

Endusers
- Owner
- Tenant
- Real estate company

OEM
Manufacturers of HVAC equipment like:
- Air handling units
- Boiler groups
- Dampers
- Etc.
Active worldwide and at home in more than 80 countries
Focus on final assembly, testing and customizing

<table>
<thead>
<tr>
<th>Sourcing</th>
<th>Assembly</th>
<th>Logistics/Customization</th>
</tr>
</thead>
<tbody>
<tr>
<td>86% of production costs</td>
<td>10%</td>
<td>4%</td>
</tr>
</tbody>
</table>

- **Partner**: ~17%
- **Specialist**: ~30%
- **Commodity**: ~53%

Company Presentation 2018
## Belimo key figures 2017

<table>
<thead>
<tr>
<th>Category</th>
<th>CHF m</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group net sales</td>
<td>579.9</td>
<td>+ 8.7%</td>
</tr>
<tr>
<td>Net sales by regions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>280.8</td>
<td>+ 8.4%</td>
</tr>
<tr>
<td>Americas</td>
<td>226.5</td>
<td>+ 7.9%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>72.6</td>
<td>+ 12.5%</td>
</tr>
<tr>
<td>Operating income (EBIT)</td>
<td>92.6</td>
<td>+ 6.5%</td>
</tr>
<tr>
<td>Net income</td>
<td>77.5</td>
<td>+ 11.1%</td>
</tr>
<tr>
<td>Employees (FTEs)</td>
<td>1532</td>
<td>+ 6.4%</td>
</tr>
<tr>
<td>Founded</td>
<td>1975</td>
<td></td>
</tr>
<tr>
<td>Headquarters</td>
<td>Hinwil, Switzerland</td>
<td></td>
</tr>
<tr>
<td>Swiss Stock Exchange</td>
<td>Listed since 1995</td>
<td></td>
</tr>
</tbody>
</table>
Belimo sells «peace of mind»

Tested components with comprehensive additional product services

- 5 year warranty
- Located around the globe
- Complete product range
- Tested quality
- Short delivery times
- Comprehensive support
Each individual actuator – around 6.3 million in 2017 alone – is thoroughly tested before it is sent out.

Specialized know-how and the legendary «Swiss quality» make it possible to provide a five-year warranty on the entire product range.
Research and development

- Belimo has set standards in the field of HVAC actuator and valve technology since 1975 with its consistent orientation to market requirements and pioneering innovations.

- The Belimo Group invested 7.7% of its net sales – this being 44.4 million Swiss francs – in research and development in 2017.
BELIMO Holding AG
Brunnenbachstrasse 1
8340 Hinwil
Switzerland
Phone +41 43 843 61 11
Fax +41 43 843 62 41
e-Mail: ir@belimo.ch

www.belimo.com
Headquarters Europe: Hinwil - Switzerland
Headquarters Americas: Danbury, CT - USA
Headquarters Asia Pacific: Hong Kong - China