



# THE EUROPEAN LEADER

## IN CENTRAL CLIMATE CONTROL SYSTEMS

with growing presence in specific world areas





*Sustainable*  
**COMFORT**





**ENVIRONMENTAL  
RESPECT**

Directly contributing to the EU “20-20-20” sustainability targets

**ENERGY  
EFFICIENCY**



**EXTENSIVE USE OF  
RENEWABLES**



**REDUCED  
NOISE  
EMISSIONS**



**ISO 14001  
OPERATIONS**



**SPECIFIC  
SOLUTION  
FOR EACH PROJECT**



**WIDEST  
RANGE  
OF SOLUTIONS**

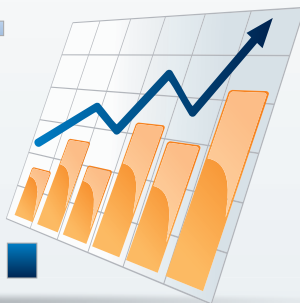


**HIGH  
CONFIGURABILITY**



**CUSTOM  
MADE**

**HIGHEST  
R.O.I.**



**LOW  
ENERGY  
CONSUMPTION**

**LOW  
MAINTENANCE**

**PLUG & PLAY  
SOLUTIONS**

**LONGER  
LIFETIME**



# CLIMAVENETA AT A GLANCE

- 1st European for Central Air Conditioning
- 5th in the World in Central Air Conditioning
- 203 Millions € turnover 2010
- 1150 employees worldwide
- 7 hub factories
- 75.000 m<sup>2</sup> production facilities
- Complete range of products from 2 to 2400kW

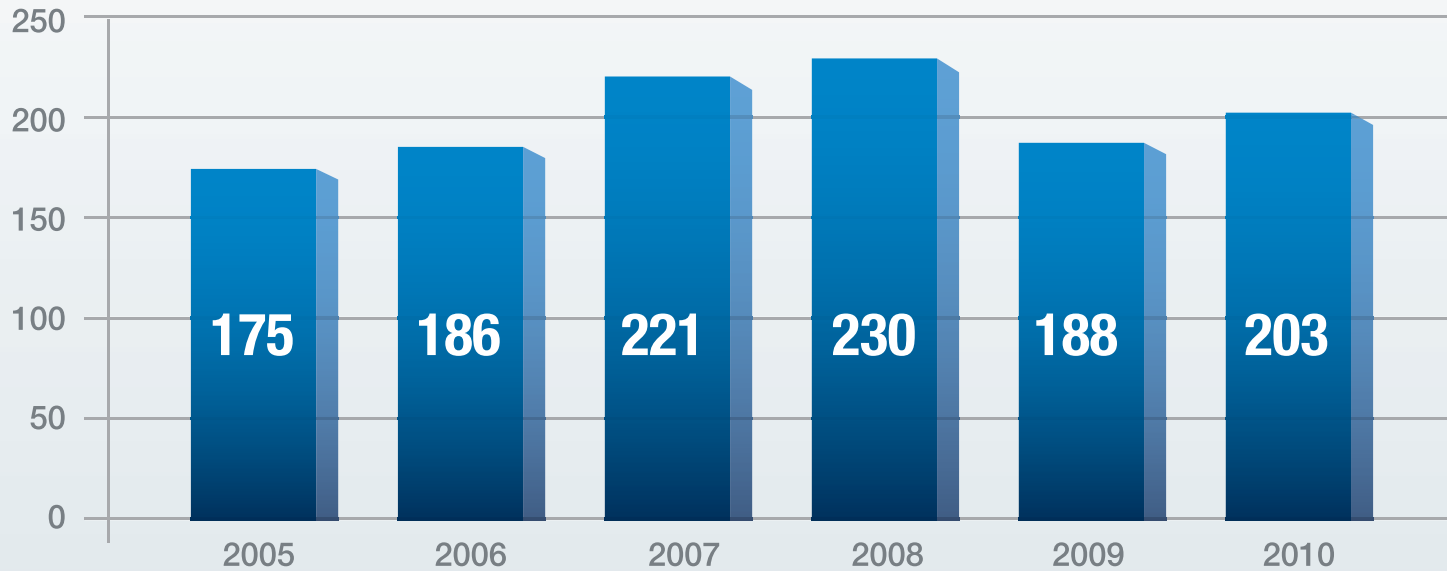


**Established in 1971**  
Bassano del Grappa (Italy)



**Since 1994**  
a De'Longhi Group company

## TURNOVER TREND 2005-2010



2010 - Completed exit split air conditioners, which in 2007 accounted for 25 millions €



# TURNOVER BREAKDOWN

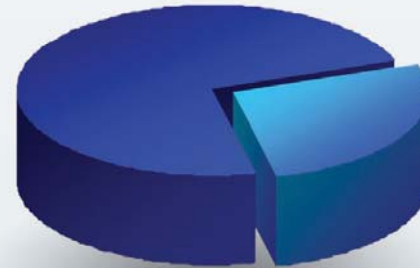
BY WORLD REGION



- 45% Europe (EU + CIS)
- 20% Italy
- 25% Asia & ME
- 10% Rest of world

\* China accounted at 50%

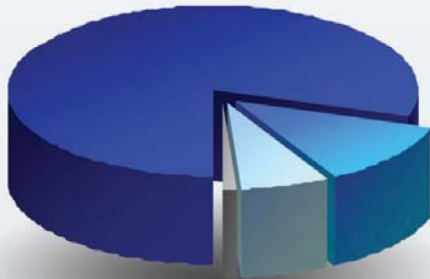
BY DISTRIBUTION  
VS DIRECT SALES



- 67% Direct sales
- 33% Distribution

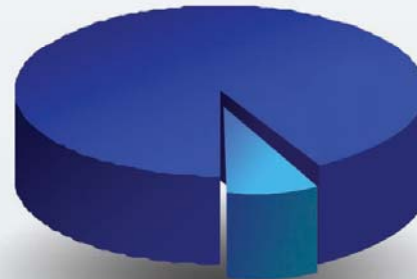
# TURNOVER BREAKDOWN

BY SYSTEM  
TECHNOLOGY



- 80% Hydronic systems
- 12% All-air systems
- 7% HPAC systems
- 1% Others

SERVICE VS  
PRODUCTS



- 92% Products
- 8% Service



# EXTENSIVE USE OF RENEWABLES

Heat Pumps are considered using renewable energy and account in EU legislation for EU 20% renewable target

## RENEWABLES SHARE OF BUSINESS

(based on turnover 2010)

### TOTAL BUSINESS



### EU and CIS



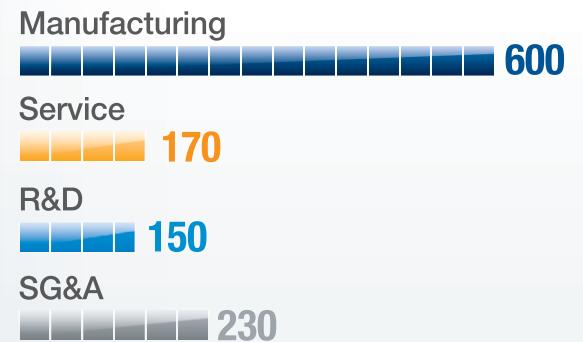
### CHINA



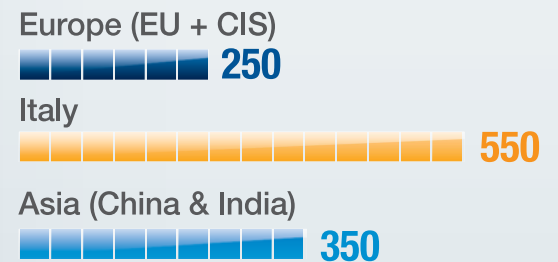
# HUMAN RESOURCES



## BREAKDOWN BY FUNCTION



## BREAKDOWN BY WORLD AREA



# MARKET APPROACH



**VERY LARGE PROJECTS**  
from 20.000m<sup>2</sup> to 100.000m<sup>2</sup>  
and above

## LOBBYING

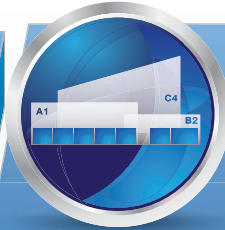
Investor, Final customer,  
RE developer, General contractor,  
Architect



**MEDIUM PROJECTS**  
from 500m<sup>2</sup> to 10.000m<sup>2</sup>

## DIRECT SALES

General contractor, Installer



**LARGE PROJECTS**  
from 10.000m<sup>2</sup> to 100.000m<sup>2</sup>

## DRIVE SPECIFICATIONS

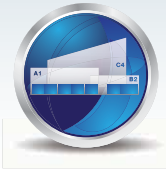
Architect, Designer, Installer



**SMALL PROJECTS** up to 500m<sup>2</sup>  
**INDIRECT SALES**

Distributor, Installer

# APPLICATIONS & PRODUCTS



## COMMERCIAL BUILDINGS

- Airports
- Office & retail buildings  
healthcare centres
- Schools, libraries &  
museums
- Theatres & cinemas
- Hotels, sport & leisure centres



Chillers, heat pumps, air handling units, terminal units, roof-tops up to 2.400kW



## RESIDENTIAL BUILDINGS

- Residential
- Schools
- Light commercial



Dedicated heat pumps, reversible chillers and fan coils up to 40kW



## HIGH PRECISION APPLICATIONS

- Data centres
- Mobile telecom



High precision air conditioners, free cooling and magnetic levitation chillers, mobile telecom units for shelters.



## PROCESS COOLING

- Industrial processes
- Among which
- Pharmaceutical
- Food & beverage
- Metallurgy
- Automotive



Chillers up to 2.400kW

# SYSTEM & TECHNOLOGIES

## HYDRONIC SYSTEMS



- Liquid chillers
- Reversible chillers
- Dedicated heat pumps
- Units for 4pipe systems



Hydronic terminals



Air handling units



Control, supervision & monitoring devices

## ALL AIR SYSTEMS



Rooftop units with heat recovery



Control, supervision & monitoring devices

## WLHP SYSTEMS



Indoor heat pumps for water loop systems



Outdoor heat pumps for water loop systems



Control, supervision & monitoring devices

## HPAC SYSTEMS



- Close control units
- Inverter driven & on/off
- Direct expansion and
- Water cooled



- Cooling doors
- Rack coolers
- Compatization systems
- Remote condensers



Liquid chillers with free cooling or magnetic levitation



Control & supervision devices for HPAC applications



**CLIMAVENETA**  
**HEAD OFFICES**  
Bassano del Grappa (VI) Italy



**DIRECT LOCAL PRESENCE IN MAJOR MARKETS**





# 7 EXCELLENCE CENTRES WORLDWIDE



## OPERATIONS

- ✓ ORGANIZATION BASED ON LEAN MANUFACTURING PRINCIPLES
- ✓ SPECIALIZED PRODUCT DEVELOPMENT
- ✓ DEDICATED PRODUCTION LINES

### CLIMAVENETA 1 Bassano-Italy



Productive area: 12.500m<sup>2</sup>  
- LIQUID CHILLERS  
- REVERSIBLE CHILLERS  
- INTEGRA UNITS up to 500kW

### CLIMAVENETA 2 Belluno -Italy



Productive area: 25.000m<sup>2</sup>  
- LIQUID CHILLERS  
- REVERSIBLE CHILLERS  
- INTEGRA UNITS  
- ROOFTOP UNITS from 500kW to 2400kW

### CLIMAVENETA 3 Belluno -Italy



Productive area: 7.000m<sup>2</sup>  
- AIR HANDLING UNITS

### CLIMAVENETA 4 Treviso -Italy



Productive area: 10.000m<sup>2</sup>  
- RESIDENTIAL CHILLERS  
- DEDICATED HEAT PUMPS  
- HYDRONIC TERMINALS  
- HPAC UNITS

### CV PARETS DE VALLES Barcelona-Spain



Productive area: 2.500m<sup>2</sup>  
- LIGHT COMMERCIAL  
- ROOFTOP UNITS

### CV CHAT UNION Shanghai - China



Productive area: 15.000m<sup>2</sup>  
- LIQUID CHILLERS,  
- REVERSIBLE CHILLERS  
for the Far Eastern market

### CV REFRIGERATION Shanghai - China



Productive area: 2.500m<sup>2</sup>  
- HPAC UNITS  
for the Far Eastern market

# WORLDWIDE PRESENCE

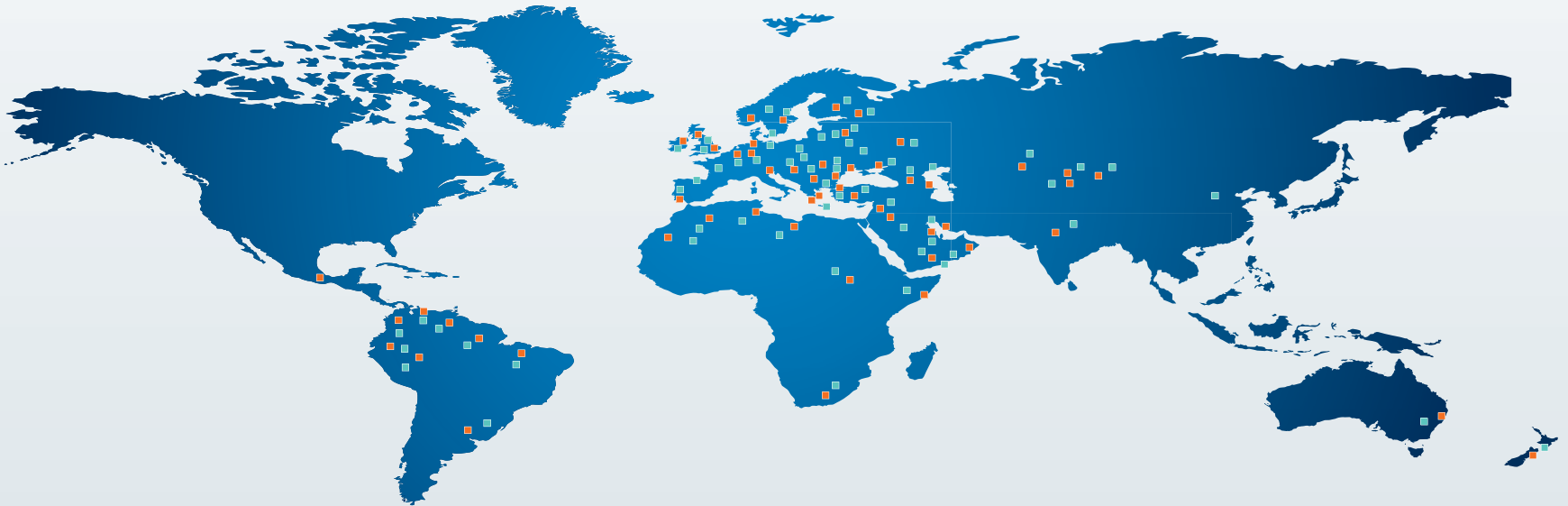
## SALES

55 distributors in more than  
100 countries of the world

## SERVICE

Service ensured in all countries through the service networks of our subsidiaries or distributors.

- Constant training
- Highest expertise
- Complete support
- Wide range of postsales services contracts for the truly complete support



# BY FAR THE BEST PROOF IS

# EXPERIENCE

- Airports
- Fairs
- Residential
- Office buildings
- Hotels
- Retail

- Theatres
- Sport facilities
- Universities
- Museums
- Multiplex cinemas
- Healthcare

- Industrial processes
- Telecommunications
- Data Center

MORE ON  
[CLIMAVENETA.COM](http://CLIMAVENETA.COM)