

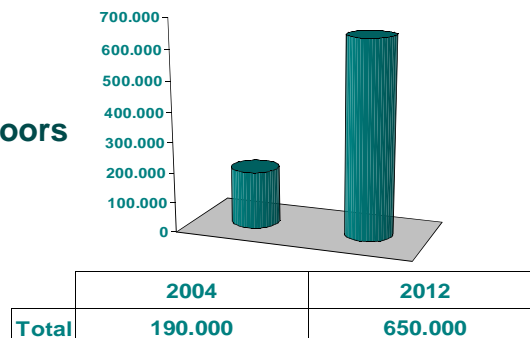
Corporate Presentation

1. The Fermator Group

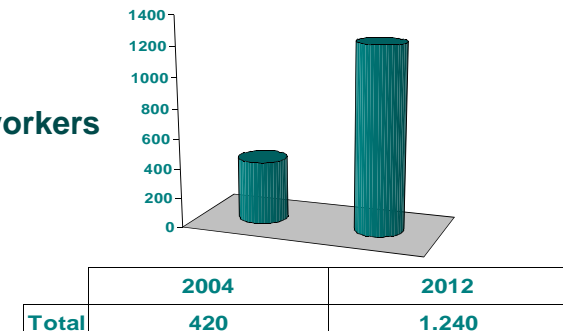
1.1. Group information:

- Founded in 1977
- Headquarters in Spain
- Market share: 18% worldwide

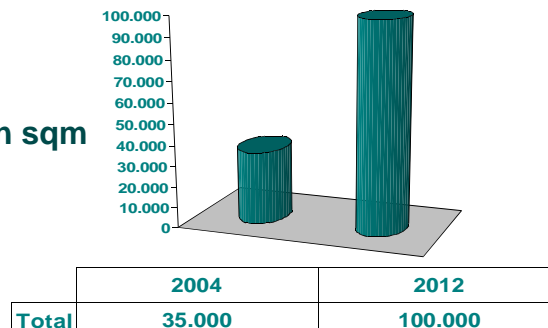
Manufactured doors



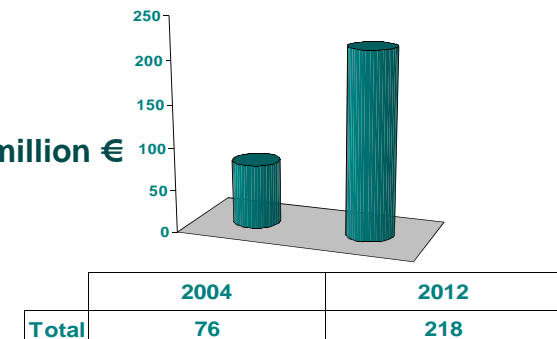
Number of workers



Production area in sqm



Group sales in million €



3. Group Strategy

- **Specialized mono-product supplier.**
- **Global presence.**
- **Product segmentation: any door for any application.**
- **Constant R&D investments to maintain technological leadership.**

3. Group Strategy

3.2. Global presence:

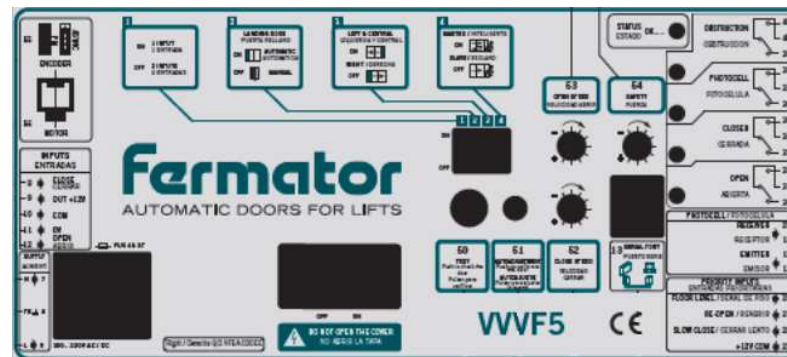
- Sales in more than 90 countries through Production centres and distributors.



3. Group Strategy

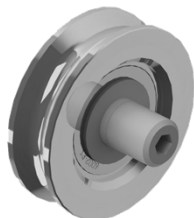
3.4. Constant R&D investments to maintain technological leadership

- Electronical drive



-Mechanical drive

40/10



Ø46

50/11



Ø56

Premium

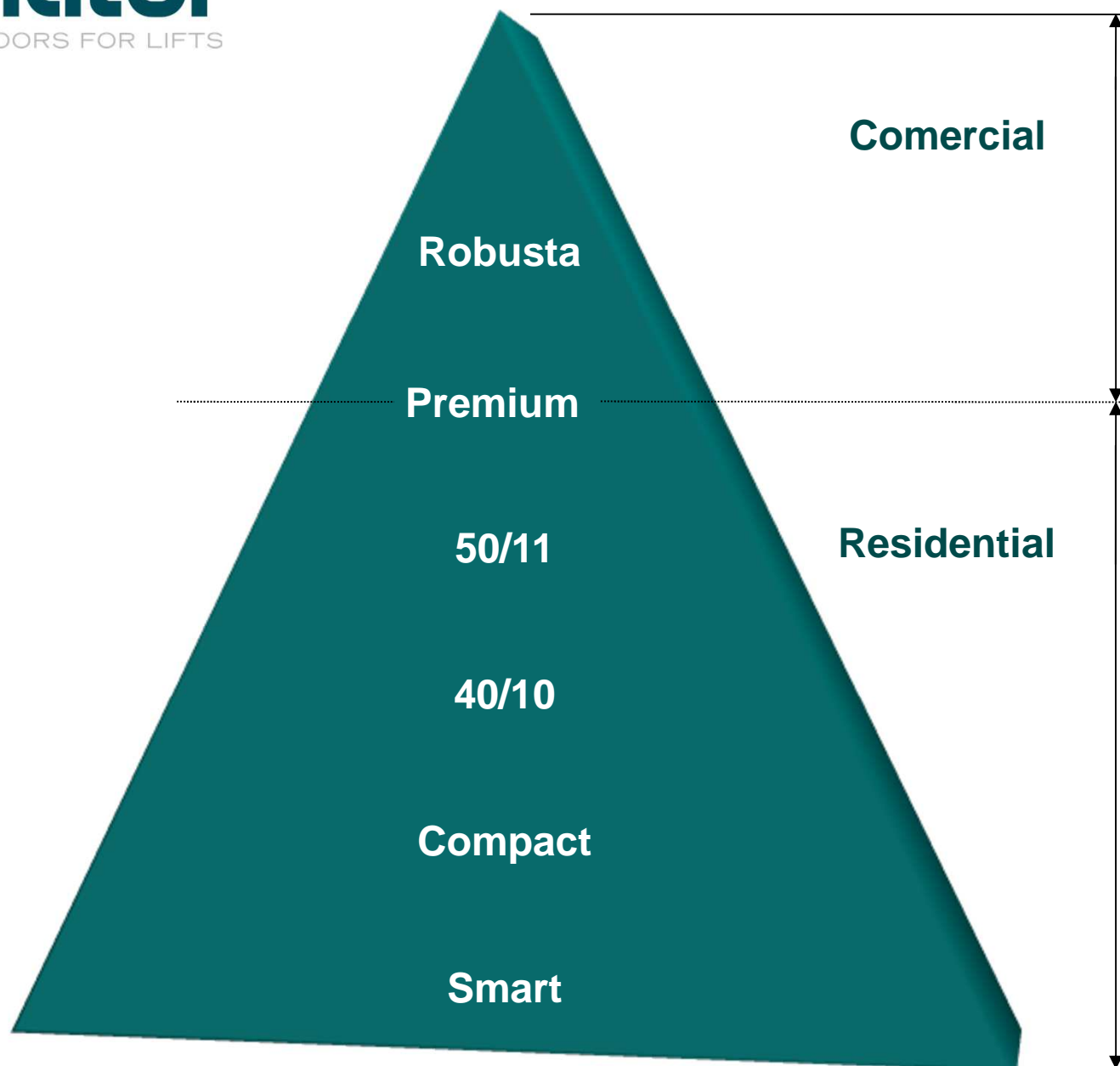


Ø65

Robusta



Ø92



3. Product segmentation: any door for any application

3.1. Lift application

3.1.1. Residential:

- Homelifts.



- Apartments.



3. Product segmentation

3.1. Lift application

3.1.2. Commercial:

- Educational (Schools, Universities).
- Offices (Trade Centres, Central Offices).
- Accomodation (Resorts, Hotels).
- Transportation (Airports, Rail Stations).
- Commerce (Shopping Centers, Shopping Malls).
- Healthcare (Clinics, Hospitals).
- Institutional (Public Buildings, Goverment).
- Mass meetings (Theaters, Stadiums, Arenas, Exhibitions).



3. Product segmentation

3.1. Lift application

3.1.3. Service and freight lifts



3. Product segmentation

3.3. Lift traffic:

- **Low** < 350.000 cycles/year
- **Medium** < 800.000 cycles/year
- **High** < 2.500.000 cycles/year

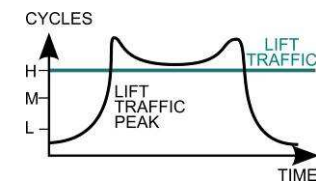
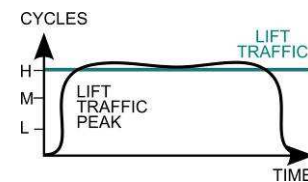
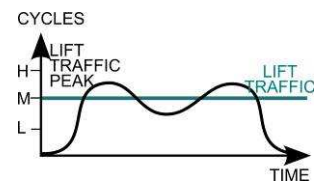
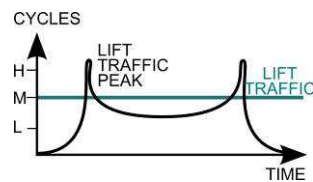
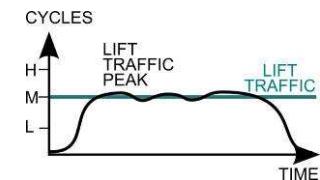
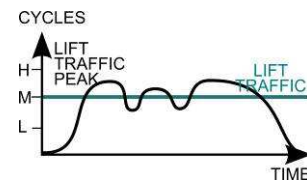
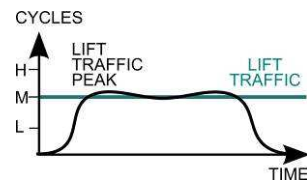
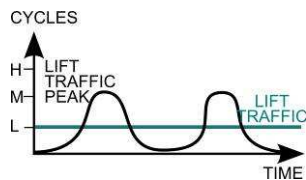
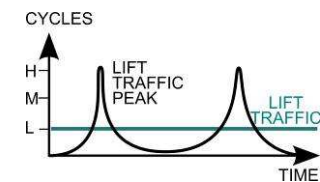
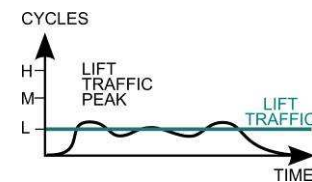
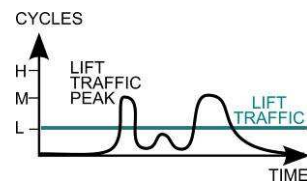
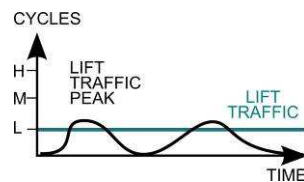
3. Product segmentation

3.4. Lift maximum traffic peak:

- **Low** **< 180 cycles/hour**
- **Medium** **< 240 cycles/hour**
- **High** **< 360 cycles/hour**

3. Product segmentation

3.5. Lift traffic graph:



3. Product segmentation

3.6. Lift speed:

- **Low** **< 1,6 m/s**
- **Medium** **< 2,5 m/s**
- **High** **> 2,5 m/s**

3. Product segmentation

3.7. Installations with or without space limitations in shaft

3.7.1. Installations without space limitations in shaft (New installations)



3. Product segmentation

3.7. Installations with or without space limitations in shaft

3.7.2. Installations with space limitations in shaft (Modernizations and refurbishments)











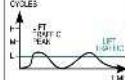
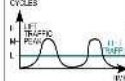
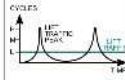
3. Product segmentation

3.8. Product segmentation map

Application	Lift type	Lift shaft	Lift shaft Traffic	Lift shaft Graph	Lift speed	Recommended door type	Recommended door type	Recommended door type	Recommended door type
RESIDENTIAL						Standard door	Standard door	Standard door	Standard door
HOUELFITS APARTMENTS	Residential	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Medium (+2000mm)	Medium (+2000mm)	Medium (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		High (+2000mm)	High (+2000mm)	High (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
COMMERCIAL	Commercial	Residential	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Medium (+2000mm)	Medium (+2000mm)	Medium (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		High (+2000mm)	High (+2000mm)	High (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
SERVICE AND FREIGHT LIFTS	Service and Freight Lifts	Residential	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Medium (+2000mm)	Medium (+2000mm)	Medium (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		High (+2000mm)	High (+2000mm)	High (+2000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door
		Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Low (+4000mm)	Standard door	Standard door	Standard door	Standard door
					Medium (+2000mm)	Standard door	Standard door	Standard door	Standard door
					High (+2000mm)	Standard door	Standard door	Standard door	Standard door

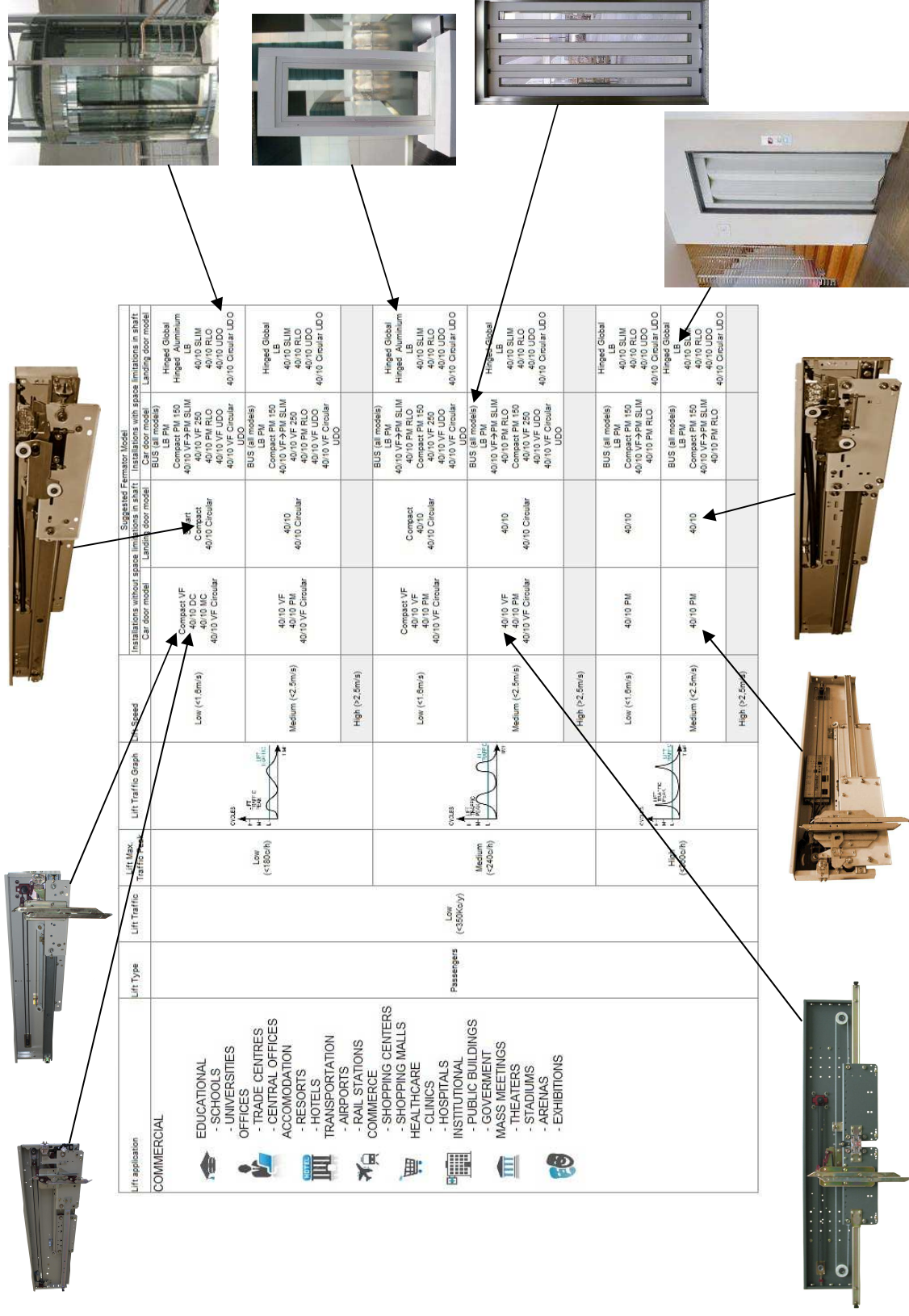
3. Product segmentation


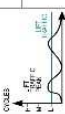




3.8. Product segmentation map

Lift application	Lift Type	Lift Traffic	Lift Max. Traffic Peak	Lift Traffic Graph	Lift Speed	Suggested Fermator Model			
						Installations without space limitations in shaft		Installations with space limitations in shaft	
						Car door model	Landing door model	Car door model	Landing door model
COMMERCIAL  EDUCATIONAL - SCHOOLS - UNIVERSITIES  OFFICES - TRADE CENTRES - CENTRAL OFFICES  ACCOMODATION - RESORTS - HOTELS  TRANSPORTATION - AIRPORTS - RAIL STATIONS  COMMERCE - SHOPPING CENTERS - SHOPPING MALLS  HEALTHCARE - CLINICS - HOSPITALS  INSTITUTIONAL - PUBLIC BUILDINGS - GOVERNMENT  MASS MEETINGS - THEATERS - STADIUMS - ARENAS - EXHIBITIONS	Passengers	Low (<350Kc/y)	Low (<180c/h)		Low (<1,8m/s)	Compact VF 40/10 DC 40/10 MC 40/10 VF Circular	Smart Compact 40/10 Circular	BUS (all models) LB PM Compact PM 150 40/10 VF→PM SLIM 40/10 VF 250 40/10 PM RLO 40/10 VF UDO 40/10 VF Circular UDO	Hinged Global Hinged Aluminium LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					Medium (<2,5m/s)	40/10 VF 40/10 PM 40/10 VF Circular	40/10 40/10 Circular	BUS (all models) LB PM Compact PM 150 40/10 VF→PM SLIM 40/10 VF 250 40/10 PM RLO 40/10 VF UDO 40/10 VF Circular UDO	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					High (>2,5m/s)				
			Medium (<240c/h)		Low (<1,8m/s)	Compact VF 40/10 VF 40/10 PM 40/10 VF Circular	Compact 40/10 40/10 Circular	BUS (all models) LB PM 40/10 VF→PM SLIM 40/10 PM RLO Compact PM 150 40/10 VF 250 40/10 VF UDO 40/10 VF Circular UDO	Hinged Global Hinged Aluminium LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					Medium (<2,5m/s)	40/10 VF 40/10 PM 40/10 VF Circular	40/10 40/10 Circular	BUS (all models) LB PM 40/10 VF→PM SLIM 40/10 PM RLO Compact PM 150 40/10 VF 250 40/10 VF UDO 40/10 VF Circular UDO	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					High (>2,5m/s)				
			High (>360c/h)		Low (<1,8m/s)	40/10 PM	40/10	BUS (all models) LB PM Compact PM 150 40/10 VF→PM SLIM 40/10 PM RLO	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					Medium (<2,5m/s)	40/10 PM	40/10	BUS (all models) LB PM Compact PM 150 40/10 VF→PM SLIM 40/10 PM RLO	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
					High (>2,5m/s)				

Fermator

AUTOMATIC DOORS FOR LIFTS



Lift application	Lift Type	Lift Traffic	Lift Max. Traffic	Lift Traffic Graph	Lift Speed	Suggested Fermator Model			
						Installations without space limitations in shaft	Installations with space limitations in shaft		
COMMERCIAL 	Passengers	Low (<350k/y)	Low (<1000/h)		Low (<1.5m/s)	Compact VF 40/10 DC 40/10 VF Circular	Car door model BUS (all models) Compact PM 150 40/10 VF-PM SLIM 40/10 PM RLO 40/10 VF UDO 40/10 VF Circular	Landing door model Compact 40/10 Circular	Car door model Hinged Global LB Hinged Global AL Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
Passengers 	Passengers	Low (<350k/y)	Medium (<2400/h)		Medium (<2.5m/s)	Compact VF 40/10 VF 40/10 VF Circular	Car door model Compact 40/10 Circular	Landing door model Compact 40/10 Circular	Car door model Hinged Global LB Hinged Global AL Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
Passengers 	Passengers	Low (<350k/y)	High (>2500/h)		High (>2.5m/s)	40/10 VF 40/10 PM 40/10 VF Circular	Car door model 40/10 Circular	Landing door model 40/10 Circular	Car door model Hinged Global LB Hinged Global AL Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 Circular UDO
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	
						40/10 VF 40/10 PM 40/10 VF Circular	40/10 Circular	Hinged Global LB 40/10 SLIM 40/10 RLO 40/10 UDO 40/10 VF Circular	



Thank you for your attention