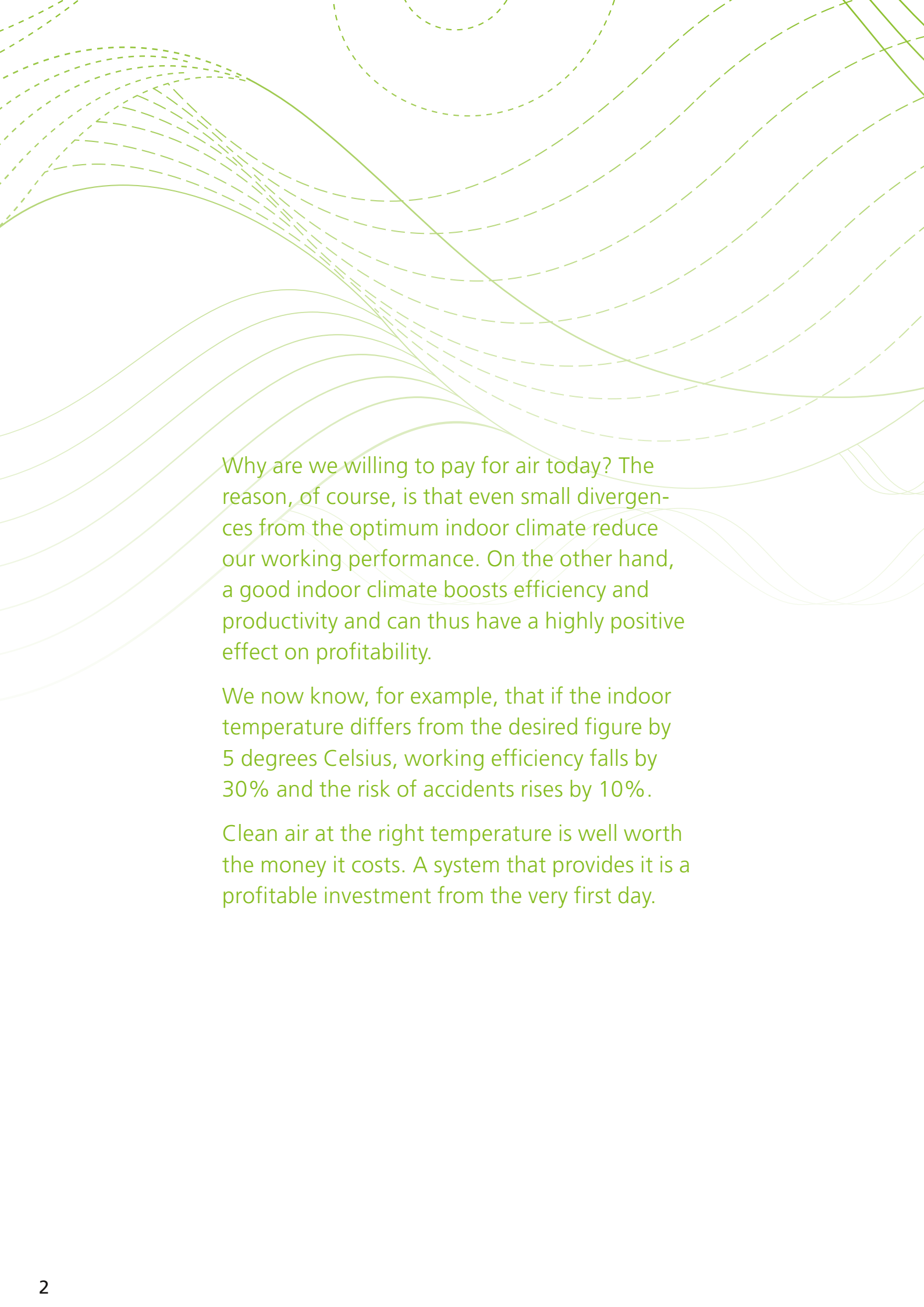


# Company Presentation

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Why are we willing to pay for air today? The reason, of course, is that even small divergences from the optimum indoor climate reduce our working performance. On the other hand, a good indoor climate boosts efficiency and productivity and can thus have a highly positive effect on profitability.

We now know, for example, that if the indoor temperature differs from the desired figure by 5 degrees Celsius, working efficiency falls by 30% and the risk of accidents rises by 10%.

Clean air at the right temperature is well worth the money it costs. A system that provides it is a profitable investment from the very first day.



# Swegon - experience, a long-term outlook and environmental awareness

Over more than 50 years, Swegon has built up an invaluable bank of knowledge and experience which we are happy to share with you, our customers, so that together we can find the best solutions, from both a technical and economic standpoint.

Swegon takes a long-term outlook and drives the industry forward through targeted investment and its continuing development of products, systems and services. We have always done so. For example, active chilled beams were our invention, and 15 years ago we took pride in the launch of GOLD, the world's leading compact air handling unit with integrated control equipment.

The tough demands now placed on climate-control installations require that they consume as little energy as possible while being kind to the environment – and these demands will become even more challenging in the future. The EU's new Energy Directive and the UN's Climate Report both confirm that this is a highly pressing issue. But this is nothing new for us. Our whole development programme is directed towards finding technical solutions that use as little energy as possible and that give our customers long-term profits.

Swegon is already a large company, and we continue to grow all the time. Through our sales companies and partners we have substantial sales in Europe and we are represented in most European countries. In every market that we decide to enter, we do so wholeheartedly.

Swegon is a wholly owned subsidiary of Investment AB Latour, which believes in long-term ownership, so you can be confident that we will be around for a long time to come.

Swegon offers safe, environmentally-friendly and economic solutions providing an energizing indoor climate.

## Key figures Swegon

Sales:	EUR 320 million
Export share:	70%
Number of employees:	1350
Representation:	37 countries
Owner:	Investment AB Latour

## Key figures Latour

Wholly owned companies:	about 70
Sales:	EUR 700 million
Number of employees:	3500
Stock-exchange portfolio:	Value EUR 1000 million



*Swegon Arvika, Sweden, waterborne climate systems and sound attenuators.*



*Swegon Kvänum, Sweden, air handling units.*



*Swegon Tomelilla, Sweden, air diffusers and flow control.*



*Swegon ILTO, Kaarina, Finland, residential ventilation.*



*Swegon Blue Box, Cantarana di Cona, Italy, chillers and heat pumps.*



# We show the way to the indoor climate of the future

## Research and development

Swegon leads the way in supplying solutions for creating an energizing indoor climate. Our development work is focused on creating energy-efficient systems that also offer added value to our customers – a better indoor climate combined with better operating economy.

Our challenge is to produce even more environmentally-friendly and energy-saving systems, to the benefit of everyone. And we will continue to be the innovators in our industry!

All research and development takes place in high-technology laboratories at our five plants. Advanced aids are used to ensure the best possible results. For example, calculations are made using Computational Fluid Dynamics (CFD) software to simulate air flows– exactly the same program as is used for aerodynamic design in Formula 1 motor racing,

Swegon's research and development constantly gives rise to significant innovations. Here are some examples:

- **Air handling units**

Our Gold system is the world's leading compact unit with integrated control functions.

- **Waterborne climate systems**

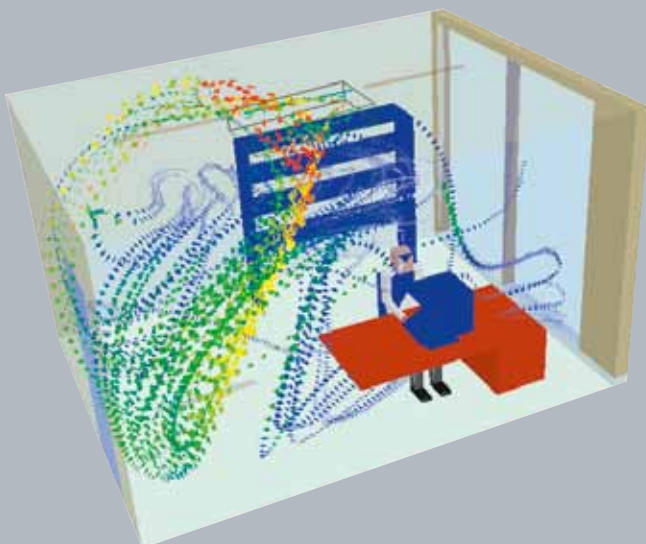
After introducing the active chilled beam technology we have now taken another major step in this field with the new Parasol comfort module, which provides a total solution for cooling, heating and ventilation.

- **Air distribution products**

With our disc diffuser technology we have introduced a new level of flexibility for air distribution and our Quick Access solutions provide simpler, time-saving fitting and adjustment.

## Full-scale tests

In addition to research and product development, our laboratories undertake full-scale testing of ventilation systems designed for particular customer projects. As a customer you can also choose to carry out your own tests to discover which system is best for your specific climate needs.



Computer simulation of air currents in a room



Laboratory tests are an important stage in our product development

## Quality

We maintain a position at the leading edge of development, and our success in innovation has set the standard for future generations' view of climate and air handling. Swegon is certified to ISO 9001 for its quality management systems and to ISO 14001 for its environmental systems.

In addition, our Gold air handling units, chilled beams, chillers and heat pumps are Eurovent-certified, a warranty of quality-assured production. This means that we guarantee that the performance of the unit conforms with our documentation in every respect.

We deliver what we promise – to supply products that meet your needs with the right quality and at the right time, while also caring for the environment in everything we do.



Swegon participates in the ECC programme for Air Handling Units, Chilled Beams and Liquid Chilling Packages. Check ongoing validity of certificate online at [www.eurovent-certification.com](http://www.eurovent-certification.com) or [www.certiflash.com](http://www.certiflash.com).

## The Swegon Air Academy – a network of knowledge

The Swegon Air Academy is a platform for the exchange of information and knowledge in the field of indoor climate, air handling and energy saving.

The Academy holds seminars focusing on the subjects of greatest current interest. Our lecturers are well-known speakers from Swegon itself and from other organizations and universities with links to the industry.

As well as our seminars, we also strive to take note of current problems and arouse interest in them by writing and responding to articles in various trade magazines in our field. Technical literature on topical subjects makes a further contribution to the exchange of information, education and knowledge.

You can read more about the Swegon Air Academy on our website, [www.swegon.com](http://www.swegon.com). You can also see the programme of forthcoming seminars and call up registration forms.



Every Gold unit undergoes functional testing before delivery



The Swegon Air Academy

# Focus on customer benefit

## Air handling units



## Residential ventilation



## Focus on customer benefit

The Swegon product range comprises approximately 100 products within different product areas.

We always put the customer benefit first and our products stand for quality, environment, innovation and energy efficiency.



**GOLD™**

Debenhams, Llandudno, Great Britain

**Blue Box™**

Stade de France, Parigi, Francia

## Chillers and heat pumps



## Waterborne climate systems



## Air diffusers



## Sound attenuators



## Flow control



## PARASOL™

Learning Tree, Stockholm, Sweden

## EAGLE™

Telenor Business Solutions,  
Stockholm, Sweden

## VARIZON™

Per Brahe school, Jönköping, Sweden

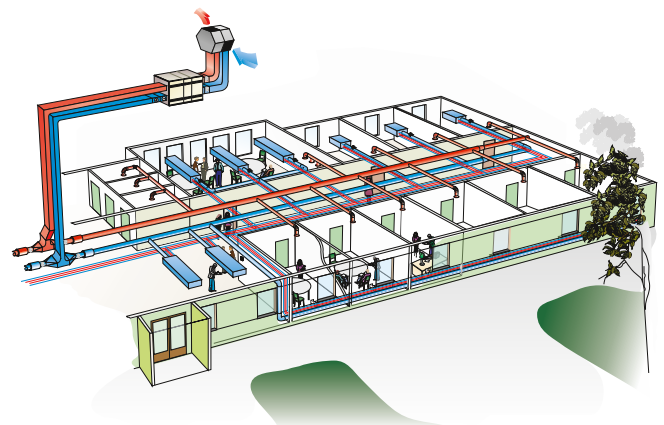
# Smart package solutions with Solutions

Swegon's products can naturally be used individually, but in combination they provide total solutions for a perfect indoor climate. Swegon Solutions provide ventilation, heating and cooling in a single system. In our various packages all the individual items are specially chosen to fit together seamlessly with each other. The GOLD air handling system forms the heart of Swegon Solutions.

What are your needs? Whether you are concerned with hotels, factories, offices, shopping centres or other public areas, we can help you with the optimal solution. Common to all these types of buildings are the high demands they place on the right indoor climate, achieved in an environmentally-friendly and operationally economic way. With Swegon Solutions you get a complete package solution for an energizing indoor climate – a system that offers unbeatable operating economy and unequalled flexibility.

## The advantages of Solutions

- Silent and draught-free.
- Simple maintenance.
- Low energy consumption.
- Easy, precise layout and dimensioning.
- Demand controlled indoor climate according to need.



An example of Swegon Solutions



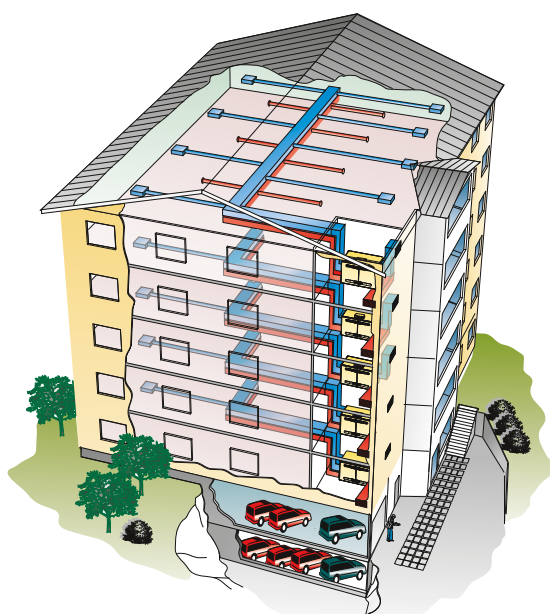
**HotelSolutions**

Avalon Hotel, Gothenburg, Sweden

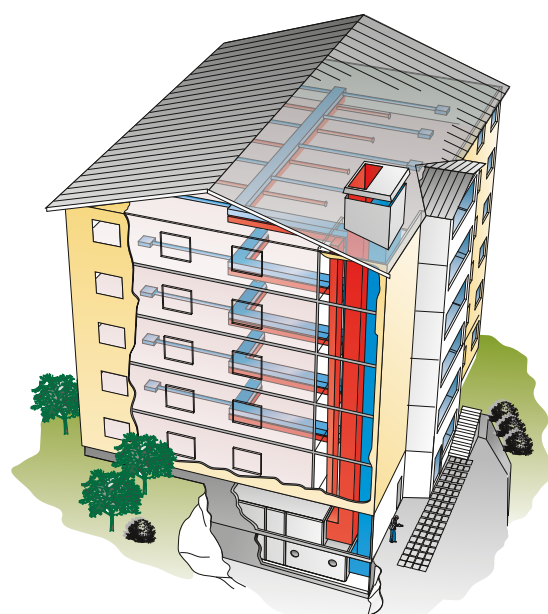
# Decentralized ventilation

Decentralized ventilation is one of the solutions created by Swegon to maximise customers' return on their investment. The concept involves a number of smaller units each serving a relatively small part of the building. The decentralized solution gives the customer greater profit by freeing space that can yield additional rent income. The building also becomes more flexible – easier to adapt to each tenant's specific requirements.

There is also a benefit during the construction of a property since the building can be completed floor by floor. During rebuilding, similarly, only the immediate area is affected and other tenants need not be disturbed.



Decentralized ventilation



Centralized ventilation



DECENTRALIZED VENTILATION  
Helsfyr Panorama, Oslo, Norway

DECENTRALIZED VENTILATION  
30 St Mary Axe, London, Great Britain

# Swegon is found at the best addresses

Our products are installed in a multitude of locations around Europe.  
There is a Swegon solution for every type of building.



◀ **Post Office Headquarters  
Stockholm, Sweden**  
Air distribution products,  
Waterborne climate system



◀ **Gläserne Manufaktur der VW,  
Dresden, Germany**  
Waterborne climate system



◀ **Kastrup Airport,  
Copenhagen, Denmark**  
Air distribution products,  
Waterborne climate system



◀ **Warsaw Trade Tower,  
Warsaw, Poland**  
Air handling units



◀ **Silic Saarinen,  
Danone headquarters,  
Paris, France**  
Waterborne climate system



◀ **Turning Torso, Malmö, Sweden**  
Air distribution products



Belgacom Towers,  
Brussels, Belgium  
Waterborne climate system



Colloseum Park,  
Oslo, Norway  
Air handling units



Munich airport, Germany  
Chillers



Caterpillar,  
Tosno, Russia  
Air handling units



Pennu Computer Technology,  
Tallinn, Estonia  
Air handling units



Nokia,  
Oulu, Finland  
Air handling units



◀ **Hermitage, St Petersburg, Russia**  
Air handling units

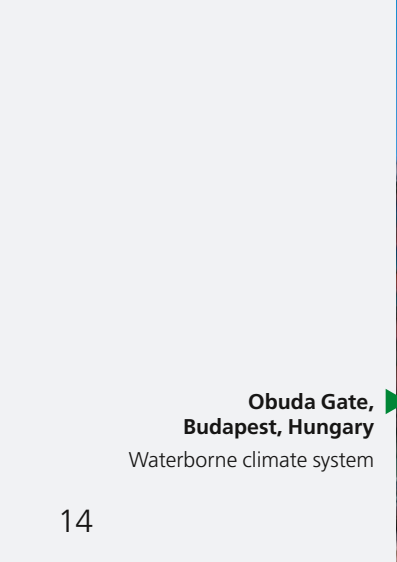


**Siemens Arena, Vilnius, Lithuania** ▶  
Air handling units



▶ **Kyivstar, Kiev, Ukraine**  
Air handling units

▶ **Lidl, Sweden, Norway, Finland, Denmark**  
Air handling units,  
Air distribution products

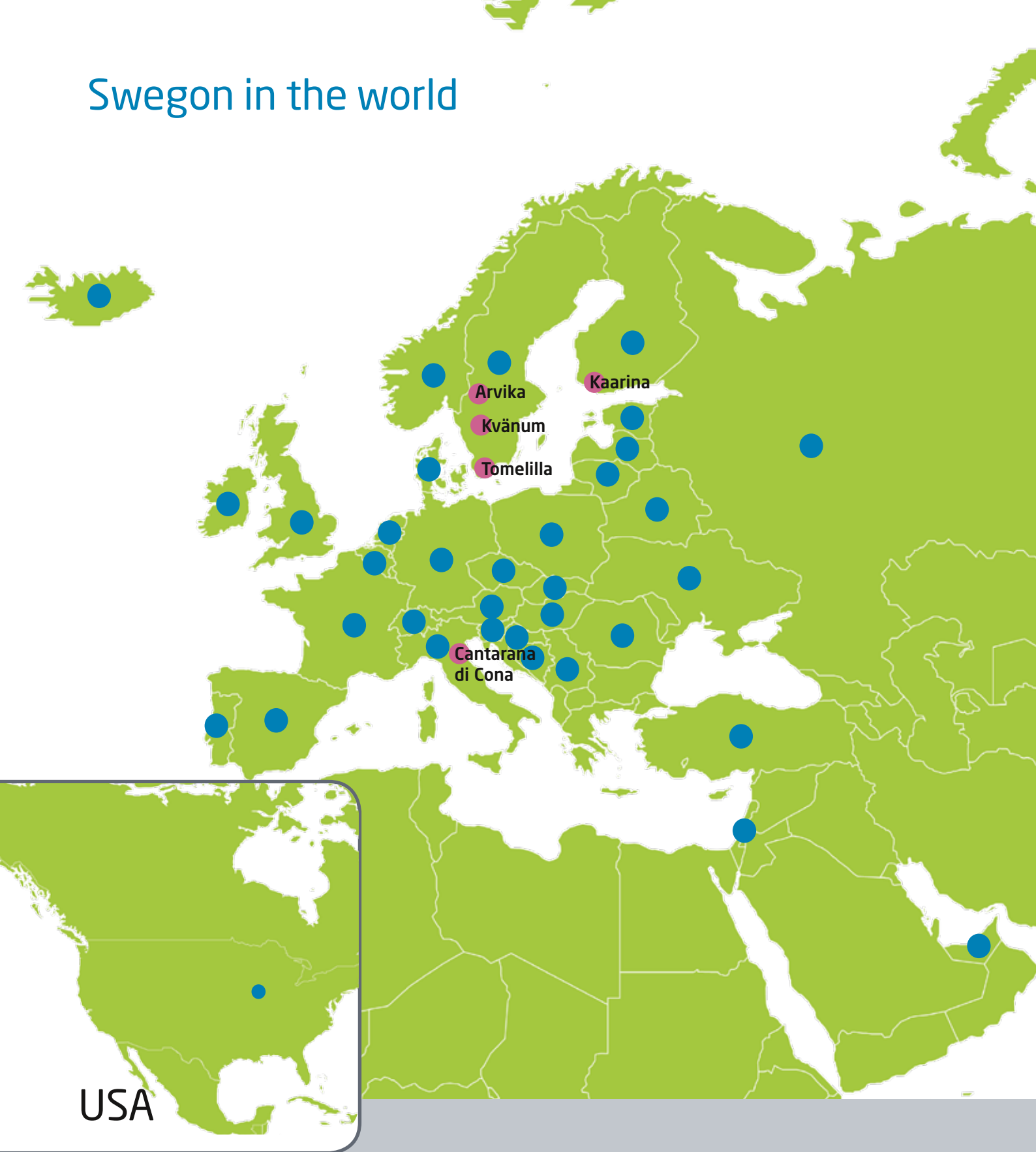


▶ **Obuda Gate, Budapest, Hungary**  
Waterborne climate system



▶ **The Observer, London, UK**  
Air handling units

# Swegon in the world



Swegon's development and manufacturing take place in Kvänum, Arvika, Tomelilla, Kaarina and Cantarana di Cona. We are represented by subsidiaries, agents and distributors throughout Europe and as well in the United States, India, China, New Zealand and South Africa. Please visit our website for further information about how to contact us.

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