

WELCOME TO SYSTEMAIR



COMPANY & HISTORY

Systemair – energy-efficient ventilation

The company was founded in 1974 with a pioneering idea of the circular in-line centrifugal duct fan, which simplified ventilation ducting. Our motto became “The straight way”, and this has now extended from a product concept to a business philosophy. Our range has grown substantially to include fans, air handling units, air curtains and heating products.

With our customers in focus, our core values are quality, availability and the ability to deliver on time, every time. Along with these, our mission is simplicity and reliability; to develop, manufacture and market energy efficient ventilation products.

From the beginning our company reported an operating profit every year since the start. During the last 10 years, our average annual growth in net sales has been 15 percent. We have never been afraid of investing in development and acquisitions – it is an important part of our success and helps us to be competitive.

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- Sales of 550 Million USD in financial year 2010/11
 - 15 percent average annual growth in net sales during the last 10 years
 - Highest available credit rating (AAA)
 - Listed on the NASDAQ OMX Nordic Exchange
 - The Group includes about 60 companies with 2,500 employees



GERALD ENGSTRÖM
CEO and one of the
founders of Systemair

In 2005 he was named Entrepreneur of the Year in Sweden. He was honored with H.M. King's Medal, 12th size with the ribbon of the Order of the Seraphim, for outstanding contributions to Swedish industry in 2011.



40

Sales offices located in
40 countries

100

Export to 100 countries
on a regular basis

550

Million USD
Sales in financial
2010/2011

PRODUCT RANGE

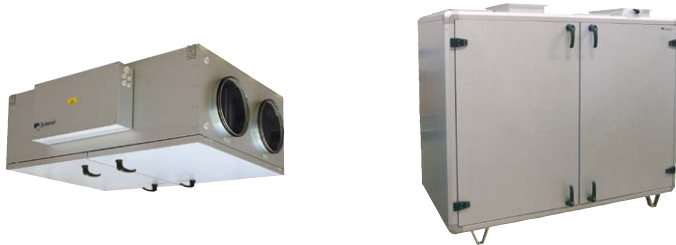
Successful brand with innovative products

Our focus is on developing innovative and energy efficient products that are easy to select, simple to install and maintain. Systemair's range has been continuously developed to achieve maximum function with minimum energy consumption without compromising on design and comfort.

Our products manage the local climate: in business complexes, industrial buildings, offices or other facilities. Our products also help to create a healthy planet: with optimum energy efficiency, we ensure that our products are climate-smart.



AIR HANDLING UNITS



The air handling units product area is comprehensive – from flat indoor units for small offices up to large roof top units for industry and commercial facilities. These units meet the ventilation requirements of both new construction and retrofit projects.

FANS AND ACCESSORIES



The fans and accessories product area includes circular inline for both indoor and outdoor installations and roof exhaust fans.

Systemair's unique product selector

The online product selector will assist you in selecting the correct fan, air handling unit or air distribution product for your application.

www.systemair.net



AIR DISTRIBUTION PRODUCTS



Integrated electronic control eliminates the slip losses in the motor and ensures that the motor always runs at optimal load.



This product area includes supply and exhaust diffusers and iris dampers. The purpose of these devices is to distribute fresh air into a room or to extract used air.

AIR CURTAINS



Air Curtains supply invisible curtains of air separating different climate zones. It gives large energy savings and a comfortable indoor climate.



RESEARCH & DEVELOPMENT

Our know-how in the products of tomorrow

Systemair puts significant assets toward development of energy efficient, environment friendly and user friendly ventilation products. We have five development centers located in Sweden, Germany, Canada, Slovakia and the United States at our disposal. More than 80 engineers from 13 development teams on three continents work on product development.

With our broad geographic reach, we can carefully follow current trends in various parts of the world. We also actively influence future trends by taking part in the specification of new international and national standards.

Our North American Research centre in Bouctouche, Canada, is now equipped with the largest environmental chamber with capability of reaching temperatures down to -40°C or +40°C (down to -40F or +104F), it offers designers the opportunity to test out new concepts and validate designs in house. We all know that equipment alone doesn't make products and it takes good people and teamwork to make everything run smoothly. As with all business, it is crucial to find better ways to meet client demand and change is inevitable.

As well as the test centre in Bouctouche, there are also test facilities in Sweden, Germany, Denmark, Slovakia and the United States.

5

We have five
development centers
at our disposal

80

More than 80 engineers
form 13 development
teams on three
continents

PRODUCTION

Modern and efficient production

The Group manufactures products in 15 production facilities in Europe, North America and Asia, with a total manufacturing floor space of 2,000,000 ft².

These are modern plants that we continuously update and expand to maintain the high quality of machinery and equipment. Two of Systemair's facilities are located in Sweden, including our main facility located in Skinnskatteberg. Our other facilities are located in Denmark, Norway, Germany, Lithuania, Slovenia, Slovakia, Spain, India, Malaysia, USA and Canada.



15

production facilities in Europe,
North America and Asia

2,000,000 ft²

total manufacturing floor space





SUSTAINABILITY

Sustainability – good business

High quality products with a long service life have the least environmental impact over time. Therefore, our development resources are focused on creating products that not only minimize energy consumption, but also persevere.

The “Constant Improvement” program, a tool to monitor and improve operations, is an ongoing effort to ensure our products are built to last. Every product is tested before delivery to ensure they are also built to perform. We use our AMCA accredited test laboratory to make sure our performance data is accurate and the products will perform as specified.

Systemair develops energy-efficient products that provide healthy indoor air quality for our customers. Our production facilities are operated with the same concern for our environment. We are continuously improving our products, production methods and procedures to minimize the impact on our environment. Our products are recyclable and our components environmentally friendly.

We are always exploring new technology for our products and our work environment in an ongoing effort to contribute to the sustainability of the buildings we all live and work in.

9

of our production
facilities have ISO 9001
certification

2

of our production
plants earned ISO
14001 environmental
certification

LOGISTICS

Control of the flow improves availability

In our strategy, availability is a key dimension of our competitive advantage. We hold stock of a considerable part of our range and can deliver within 48 hours from local stock in Canada and in the United States.

The Group has built up an efficient production and logistical organization in which the centralised and local warehousing facilities are integrated with each other via the shared ERP system. In this way, we can capitalize on the advantages in volume because our factories specialise in different product areas.

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- 2,400 products
 - 98 percent availability
 - 3 distribution centers across Canada and USA
 - 40 local warehouses worldwide







MARKET

Loyal and diverse customer base

We have managed well compared to many of our competitors and boosted our market shares in several markets.

The growth initiatives have continued, through company acquisitions. Our aim is to achieve long-term international growth. As the emphasis on the indoor environment has grown, the Group has sharpened its market strategy vis-à-vis ventilation contractors, distributors and consultants in the indoor climate sector.

The Group has a wide customer base with customers of different sizes in many markets. We sell to 100 countries in the world. The 10 biggest customers currently account for 7 percent of sales. This broad and geographically diverse customer base offers considerable stability and reduces our exposure to fluctuations in individual economies.

The Group's customers are primarily ventilation contractors and distributors of ventilation and electrical products. Ventilation consultants and designers are another key target group indirectly, as they specify the products to be installed.

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- 1 million orders yearly
 - 3,800 orders daily
 - \$1,067 average by customer orders

Core values

- Quality
- Availability
- Reliability of delivery



Systemair Inc
50 Kanalfakt Way
Bouctouche, NB
Canada E4S3M5

Tel +1 877 797 24 71

sales@systemair.net
www.systemair.net

Systemair Mfg Inc
10048 Industrial Blvd
Lenexa, KS
USA 66215

Tel +1 913 752 63 00