

Company Presentation





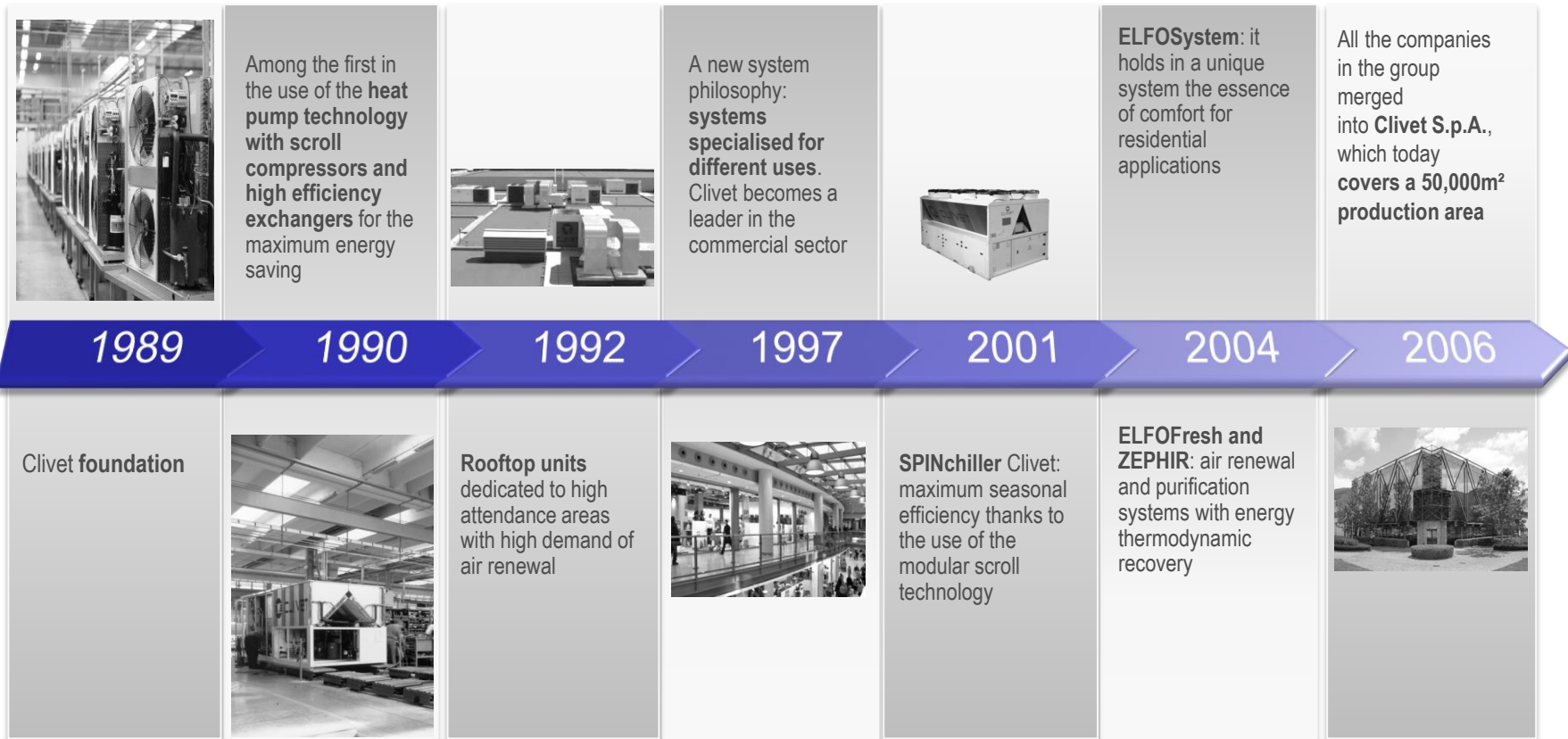
1989

30 years: Solutions for sustainable comfort,
people and environment well-being,
looking at the

FUTURE



Clivet History: 30 years of Innovation & Development



Clivet History: 30 years of Innovation & Development



2008

GAIA Edition:
the heat pump that employs the solar energy, ensuring energy saving and reducing the emissions

ELFOPack:
the multifunction heat pump for single-family houses with low energy needs and multi-family houses with decentralised system

2013

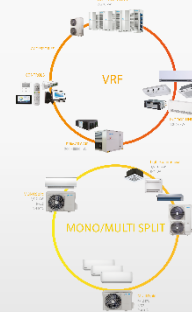


2015

The new division **Clivet Live** is born. With its application Clivet Home, it offers a wide range of solutions for the residential sector

Alliance
Clivet-Midea

2016



2017

Complete product range with **direct expansion** systems: VRF and Split R-32

The first products are born from the synergy Clivet-Midea:
Rooftop Inverter and Centrifugal Chiller

2018





Basically Clivet

We breathe to exist: Air is Life.
Our task is to create advanced systems
that return air back to its original purity
for benefit and health of people

Mission

Our mission is to improve total comfort and indoor air quality, developing advanced systems based on **renewable sources**, able to **reduce energy consumption**, minimize environmental impact and **reduce Total Life Cycle Cost**.

- Units with low energy consumption
- Use of “clean” energy
- Use of ecological refrigerants
- No direct CO₂ emissions in the ambient

Change things





Clivet, Global Brand of
excellence in developing
innovative solutions
for total comfort
and energy efficiency

Vision

To develop specialized systems based on the heat pump technology as a key driver to deliver comfort and energy saving solution.



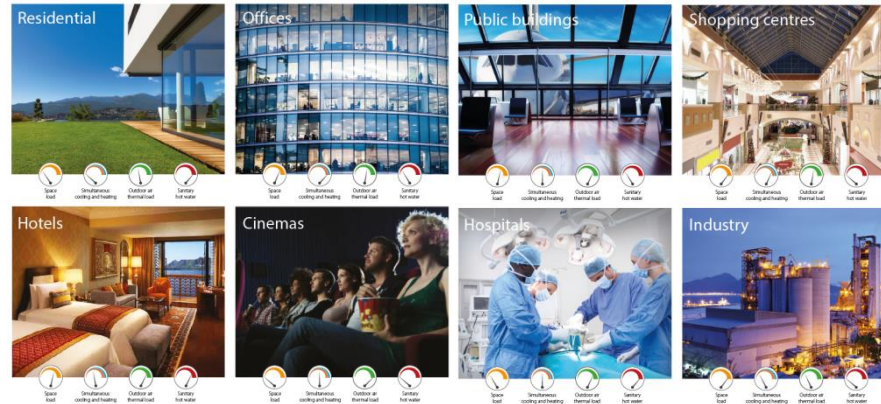
Change things

Clivet. Change things

There are no buildings alike. But all users need **indoor climate comfort** independently from **outdoor conditions** (ambient, heat loads, pollution, building design).

Clivet Solutions are tailored to **Individual Applications** within residential, commercial and industrial environments.

They are based on a wide and complete product range from 1 to 2.000 kW, manufactured according to demanding Quality standards required by the Company values of **COMFORT AND ENERGY SAVING**.

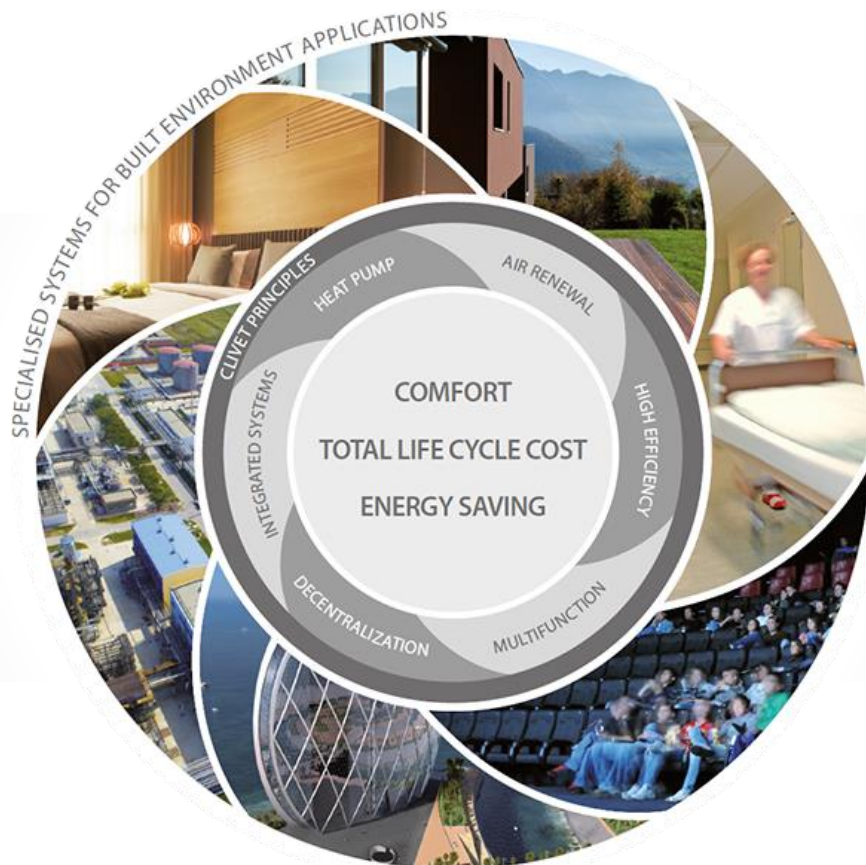


Clivet principles

Heat pump

Air renewal

High efficiency



Multifunction

Decentralization

Integrated Systems

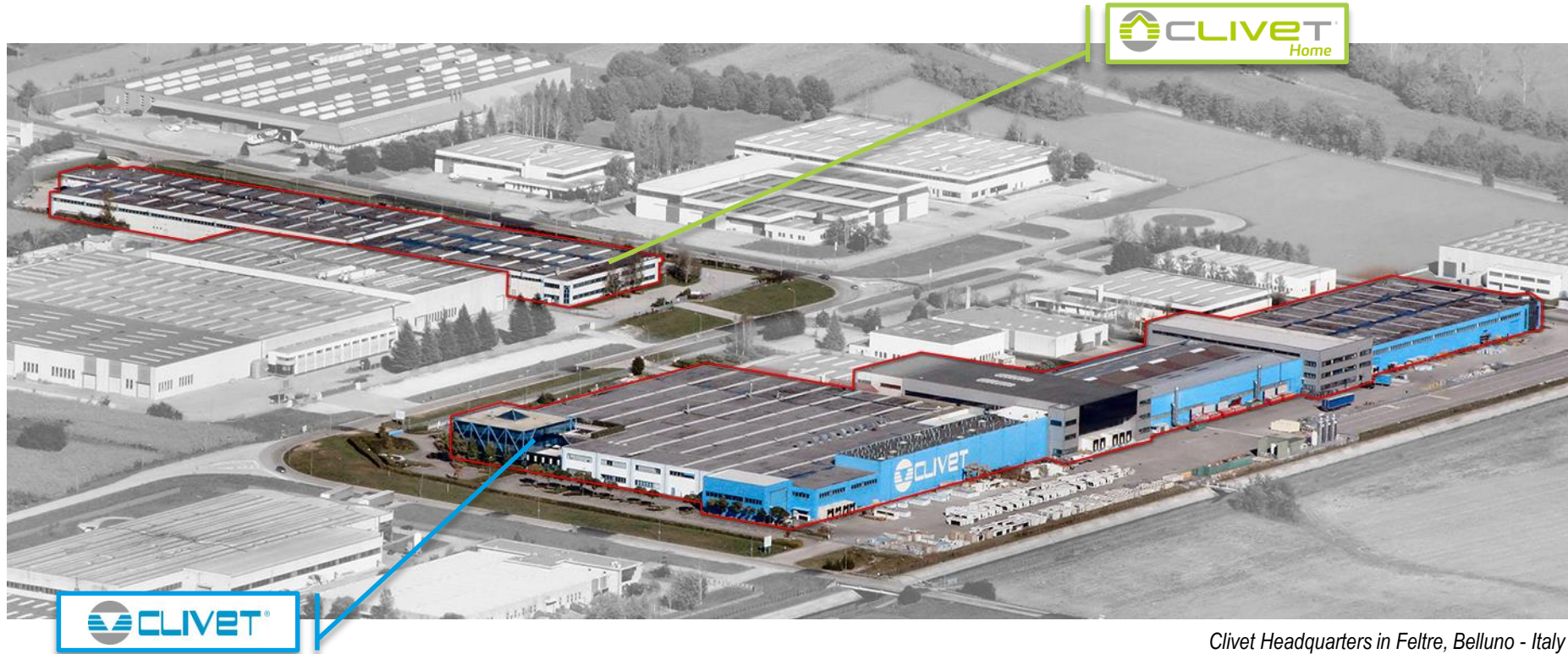
Clivet: Made in Italy

Italian-style comfort

Thanks to the success obtained in these years, our aim is to become increasingly incisive in other overseas markets where we can export our “European way to Comfort”; specialized solutions to satisfy all individual and environmental requirements.



Clivet Made in Italy



Clivet Headquarters in Feltre, Belluno - Italy

Clivet in numbers



THE COMPANY

122 €M turnover 2018
630 employees
50,000 m² plants in Feltre, Belluno – Italy
96.000 m² plants in Chongqing - China (for Chinese market)

SALES IN ITALY

40 sales representatives
215 wholesalers
2 Clivet specialized shops
140 service centres

INTERNATIONAL SALES

75 countries we export to
7 branches (sales and service): Great Britain, Germany, Spain, Russia, UAE, India, China
46 sales representatives in the world (sales and service)
3 Clivet Home experiential shops in China (Shanghai, Chongqing and Beijing)

Clivet Industry 4.0

Clivet Investments

- New air conditioning system for the production area
- New company restaurant

- Digitization of logistic processes
- Digitization and monitoring of installed products

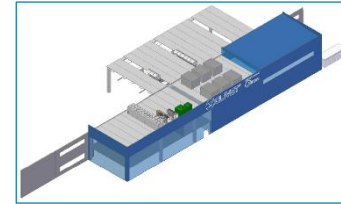


- New renewable energy plants

- New test rooms
- New products

- New production machines interconnected with the engineering
- Product quality

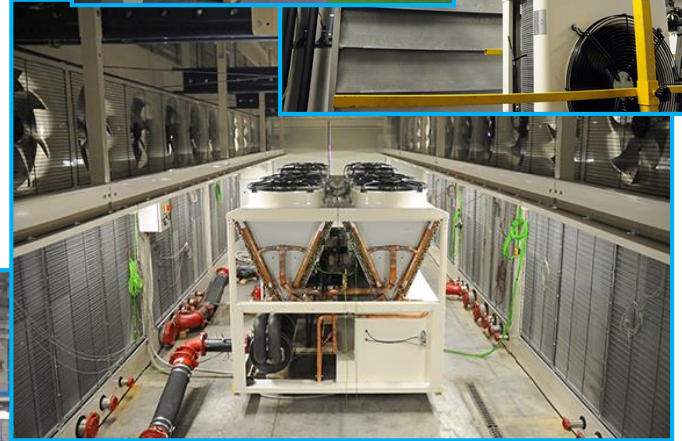
Headquarters, Italy



Clivet R&D

Clivet has 5 climatic rooms for R&D, Stress Test and Witness Test on units for commercial applications

Clivet Live has 8 climatic rooms, to test units in virtually any ambient condition from -20 to +50°C





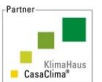
Clivet has created a training school, the **Clivet University**:

- classrooms for theoretical training
- 500 m² dedicated to practical training on Clivet systems.

Professionals can experience the installation, setting and maintenance of Clivet systems in real operating conditions.

Certifications & Quality Standards

- Clivet products comply with applicable product directives, as required in all EU countries, in order to guarantee an appropriate level of safety (**CE**).
- The wide range of Clivet products and complete systems comply with the requirements of the implementing measures for **ErP** (**Energy related Products**) Directives 2009/125/EC (**Eco-design**) and 2010/30/EU (**Energy labelling**), whose purpose is to reduce the energy consumption of products for heating, cooling, ventilation and hot water production, encouraging the user towards energy-efficient choices.
- Clivet participates in the **EUROVENT** "Liquid Chilling Packages and Heat Pumps", "Rooftops", "Air Handling Units" and "VRF" Certification programs. The products concerned feature in the EUROVENT guide to certified products and on the website www.eurovent-certification.com. The programs apply to water chillers up to 1500 kW, to rooftops up to 100 kW, to air handling units and to VRFs up to 100 kW.
- With the aim of providing Customer satisfaction, Clivet S.p.A. has supplemented and certified its Quality, Environment and Safety Management Systems, in accordance with the **ISO 9001**, **ISO 14001** and **ISO 45001** International Standards.
- Clivet is committed in promoting the green building principles and has become a member of **GBC Italia**. This organization collaborates with USGBC, the U.S. nonprofit organization that promotes worldwide the LEED® system of independent certification.
- In 2015, Clivet became a partner of **CasaClima**. As a result, Clivet is now part of a network of companies renowned for their technical expertise and constant focus on sustainable home management.
- **KeyMark** is a mark recognized in many European countries for the provision of incentives for the installation of heat pumps for room heating and the production of domestic hot water. The countries that recognize the mark and the Certified Products are available on www.heatpumpkeymark.com





The alliance
with Midea:
an industrial and
strategic synergy

Midea Group Overview



150000+	employees
200+	countries/regions Midea exports to
18	manufacture bases in China
18	manufacture bases in the world
245th	ranked on the Forbes 2018 list
26th	Most Valuable Chinese Brand (BrandZ 2018)
11,21 €B	2018 Brand Value Top 100 in China

**MIDEA GROUP IS ONE OF THE WORLD'S LEADING TECHNOLOGY GROUPS
IN THE HOME APPLIANCE AND HVAC INDUSTRIES, AND A PIONEER IN THE SMART HOME SECTOR**



Systems & Products

The Heat Pump Technology

In 2015 for the first time the concentration of carbon dioxide in the atmosphere reached 400 ppm on global average basis for the entire year.

World Meteorological Organization (WMO), 24 October 2016

The **heat pump technology** is the key to obtain

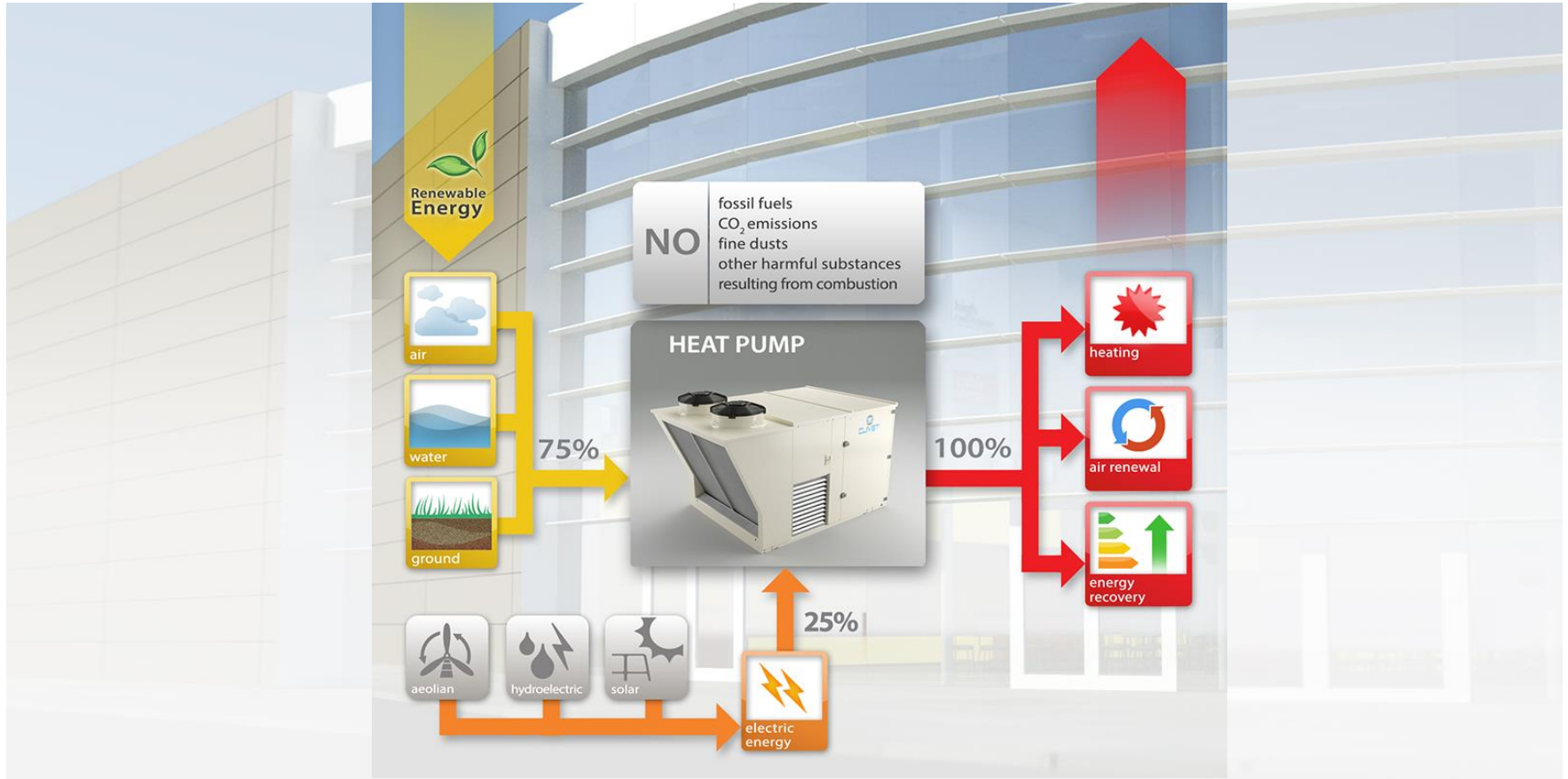


Indoor climate comfort

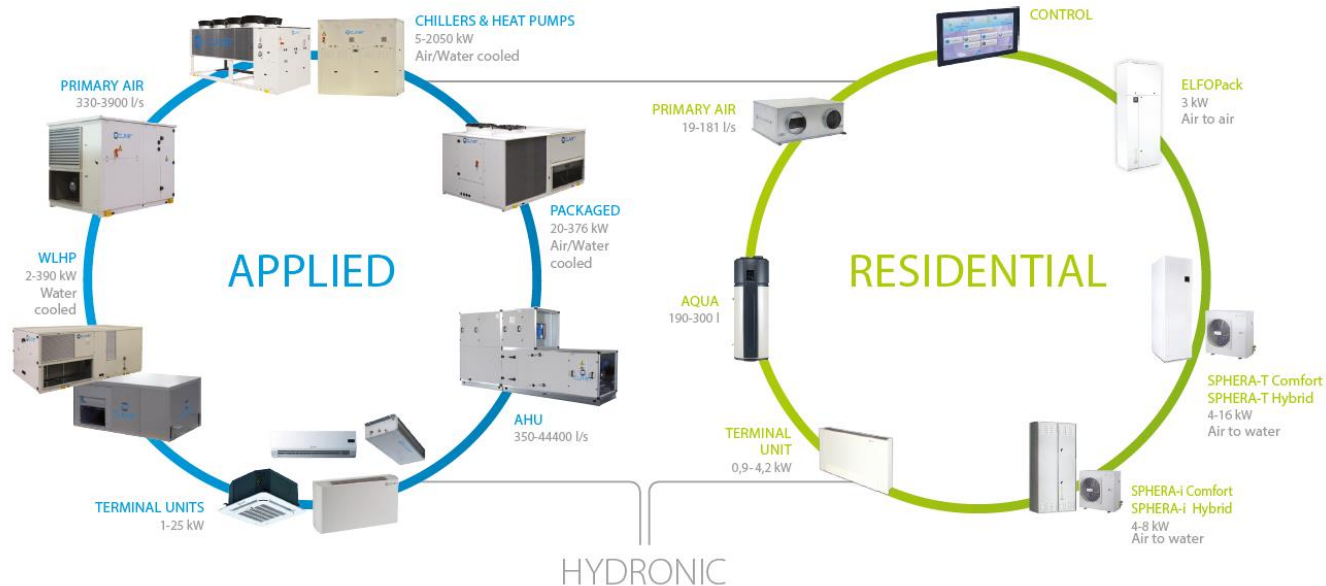
Respecting the environment

Reducing dependency from fossil fuels

The Heat Pump Technology



Clivet products for a complete proposal



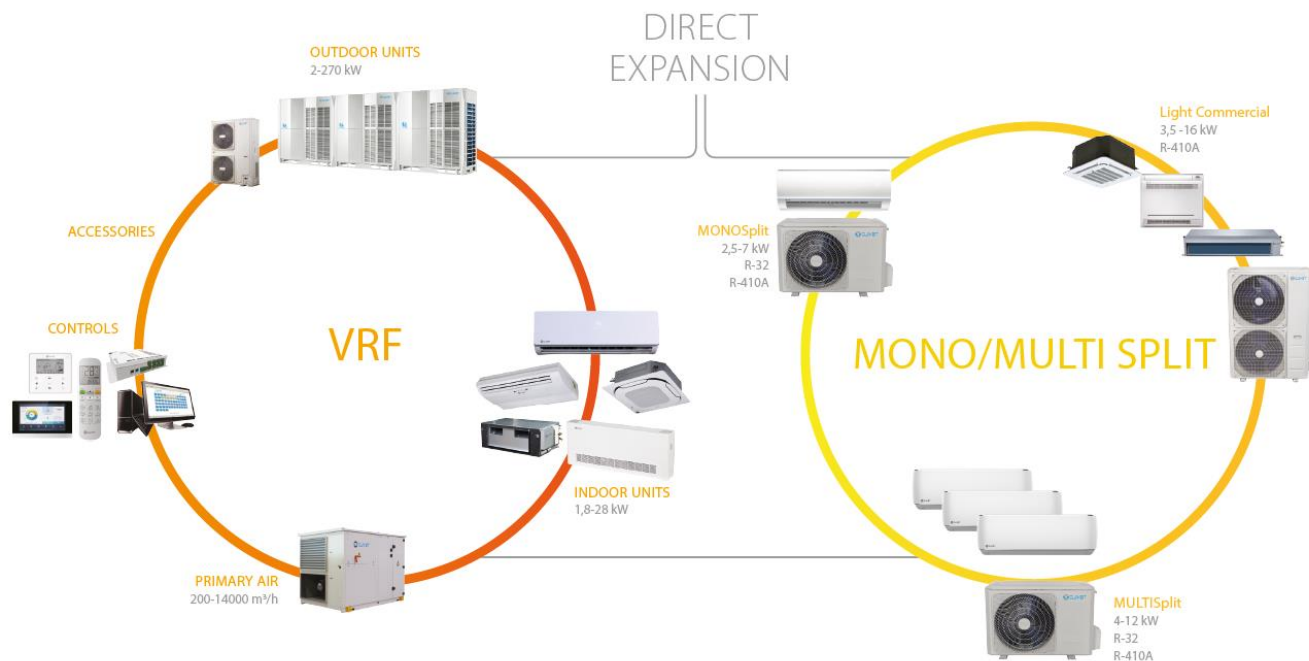
Heating

Cooling

Air renewal

Domestic hot water production

Clivet products for a complete proposal



Heating

Cooling

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Domestic hot water production

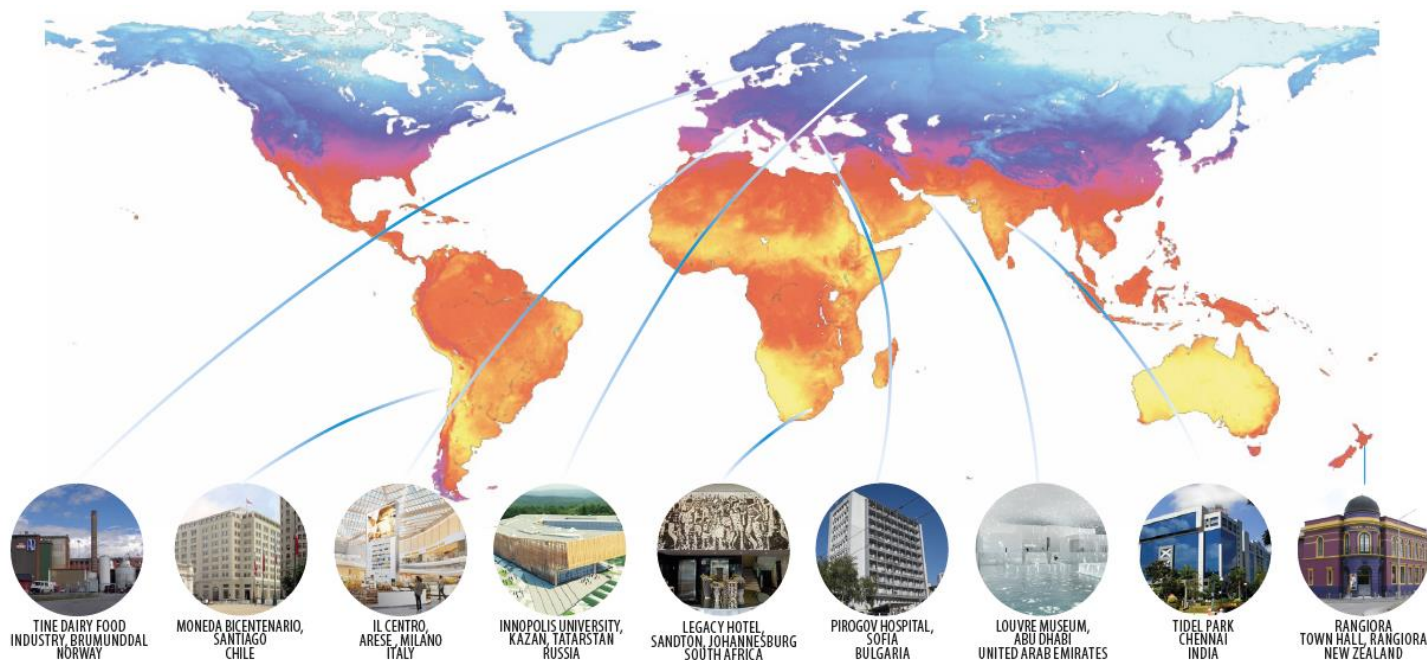
Available only on selected Countries:
please check with our Sales Team if Clivet direct expansion VRF and SPLIT Systems are available in your Country.



Best practice

Clivet in the world

Cooperation with big groups such as McDonald's, Bennet, Auchan, McArthurGlen, IKEA, NH Hotels, Warner Village, UCI Cinemas, Ferrari, Microsoft, ...



Thank you



A Group Company of





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