

# ekinex

Company Presentation



# SUMMARY

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## We believe in technology that makes life easier

We develop devices that make everyday gestures easier.  
Our scenario is the whole world.

## We want to combine technology and design

To give life to something unique  
that combines two seemingly distant worlds.







## Technology meets design

We offer a form without ever leaving aside its content.  
We present a product with a strong technological content  
which is also cutting edge from an aesthetic point of view.

Design becomes the driving force behind technology,  
the key to opening our doors to the world of smart homes.  
We use the potential of the KNX system to guarantee  
high quality standards for a project we have called Ekinex.

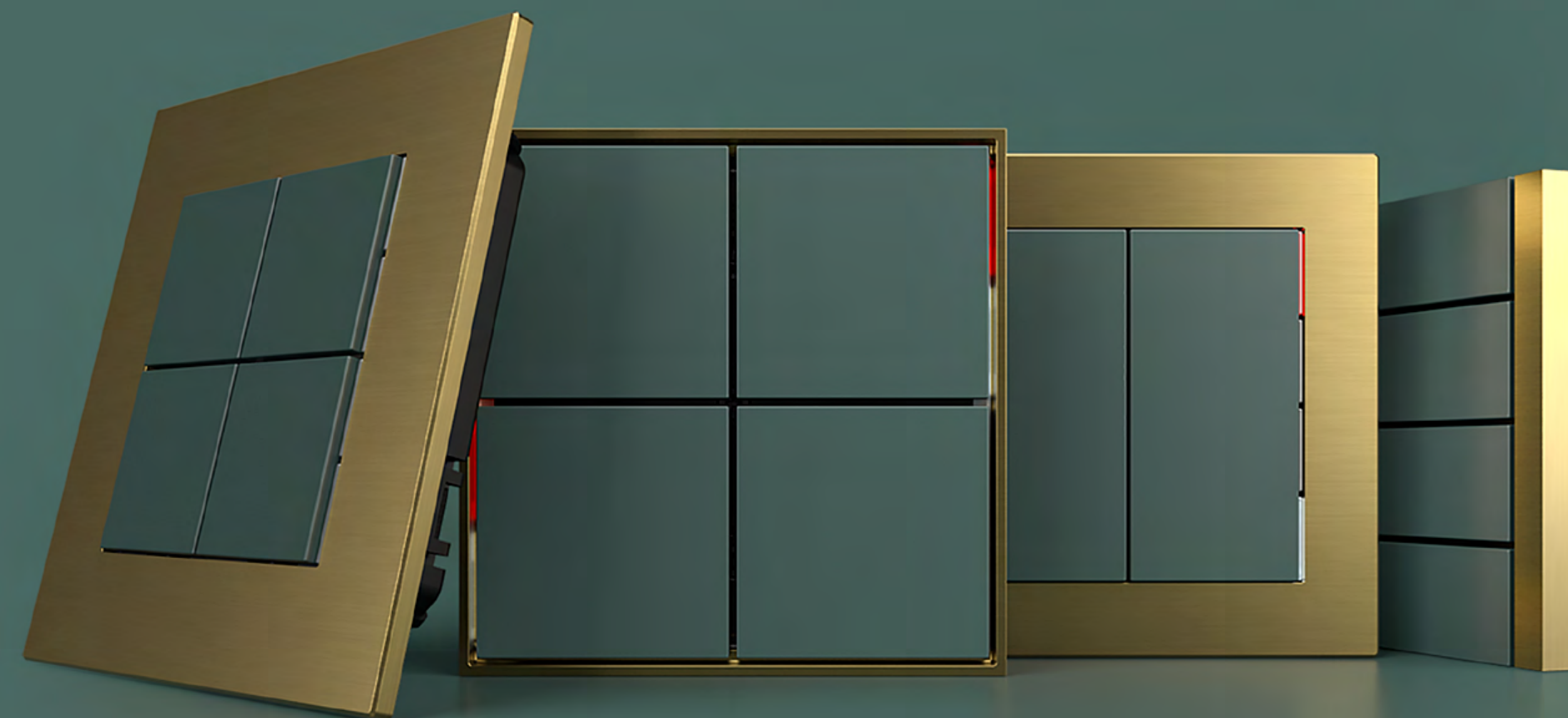


## Ekinex devices are developed and manufactured in Italy

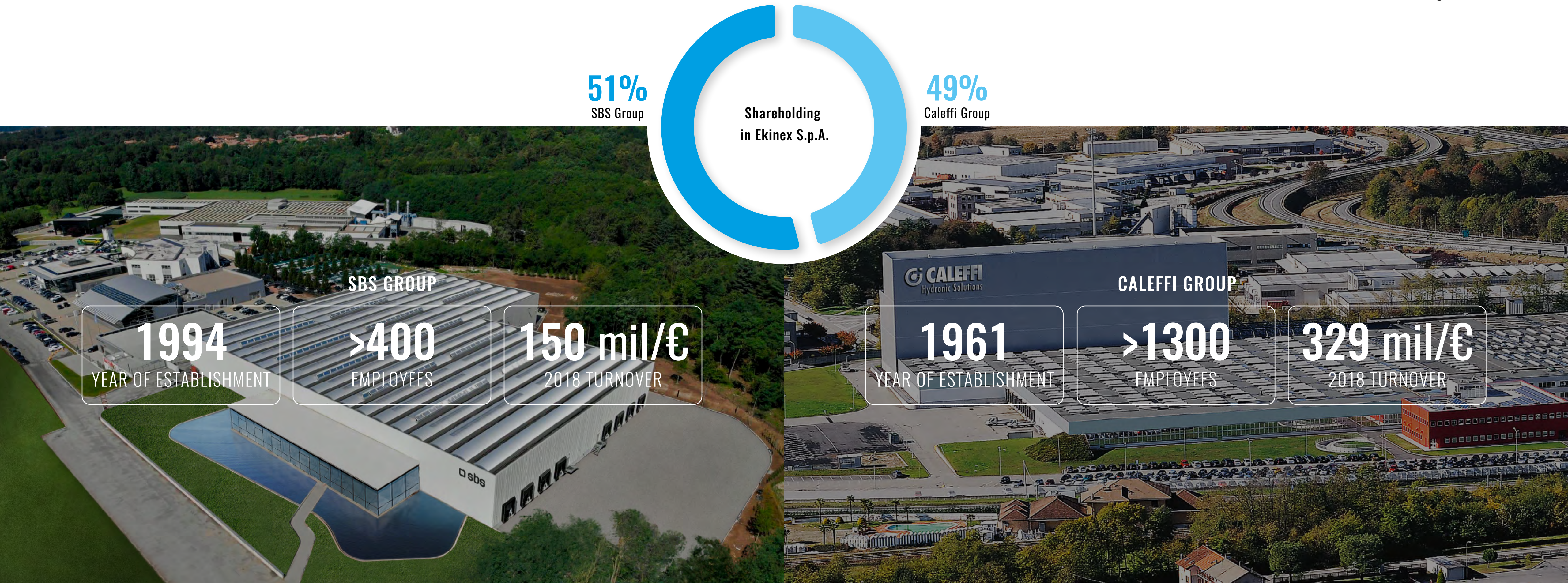
Ekinex has created a line of objects that encloses the essence of the Made in Italy: design, attention to detail, technological innovation and advancement.

Designed for a global market, Ekinex products are an expression of the new Italian tradition, which combines the attention of craftsmanship in the creation of the product to high technological levels.

Ekinex supports the idea of a design that is not just an aesthetic exercise, but one that understands, as fundamental factors, ease of use, immediate understanding of the function and the balanced and intelligent application of technology.











**Gianni Storti**

Chairman of the Board  
(CEO)

BOARD MEMBER



**Marco Caleffi**

Member of the Board

BOARD MEMBER



**Sandro Storti**

Member of the Board

BOARD MEMBER



**Francesco Colombo**

Operations Manager  
(COO)

EXECUTIVE MANAGEMENT TEAM



**Roberta Giovanetti**

Head of Marketing  
and Communication (COO)

EXECUTIVE MANAGEMENT TEAM



**Silvio Colaiuda**

Sales Manager Italy  
(CSO)

EXECUTIVE MANAGEMENT TEAM



**Giorgio Stella**

Head of Administration and Finance  
(CFO)

EXECUTIVE MANAGEMENT TEAM



**Giordano Colombo**

R&D Manager  
(CTO)

EXECUTIVE MANAGEMENT TEAM





SEPTEMBER

The 1st work phase is started by setting up the R&D group dedicated to the Ekinex project, within SBS S.p.A.

2012



MARCH

Attendance at the L+B trade fair in Frankfurt. Expansion of the product range with the launch of the '71 Series.

2016



DECEMBER

Establishment of Ekinex S.p.A. as an independent entity separated from SBS S.p.A. Start of negotiations with the Caleffi Group as a strategic partner.

2018



NOVEMBER

Expansion of work spaces and warehouse. Start of the 3rd phase with the enhancement of the commercial network.

2019

2014

Publication of the first version of the website and catalogue. Ekinex officially introduces itself on the market with the first range of panel and wall mounted products with the FF series.

MARCH



2018

The second stage begins with the inauguration of the new headquarters. Publication of the new catalogue, consolidation of the range of products and finishes.

FEBRUARY



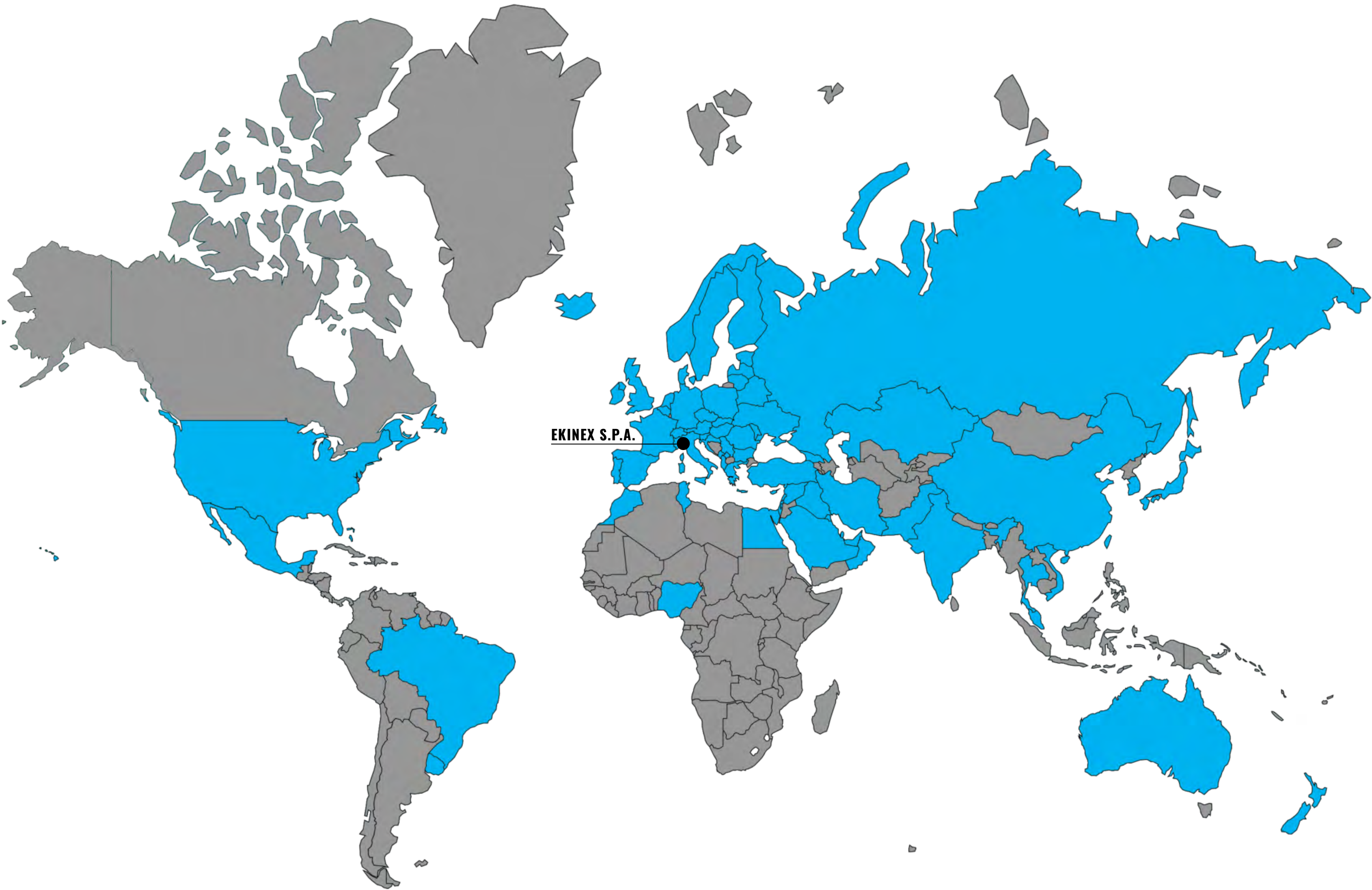
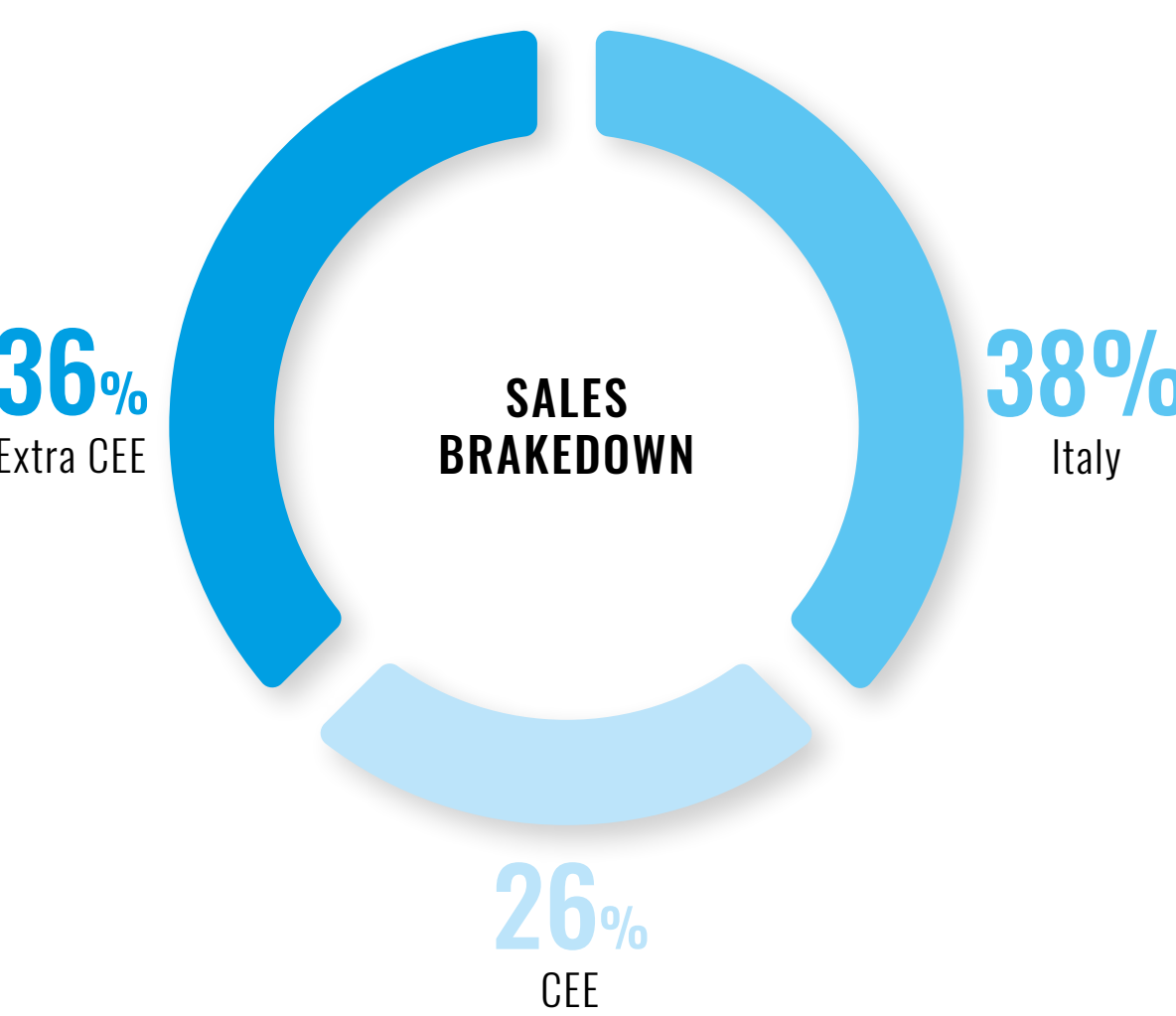
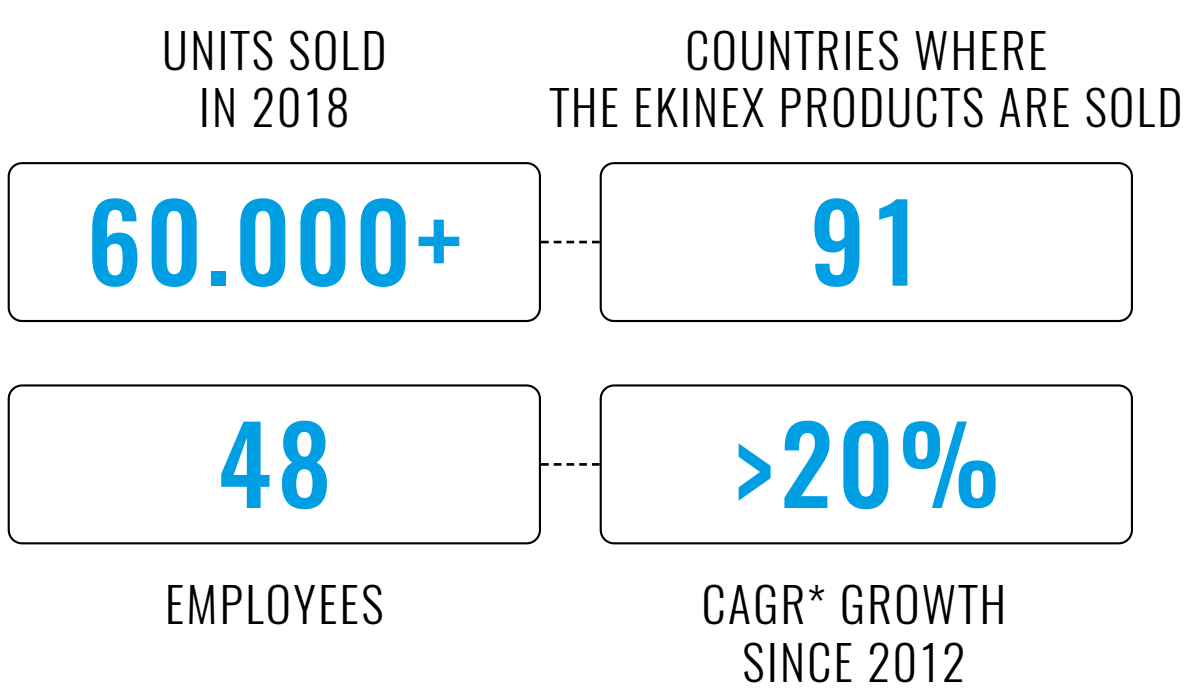
2019

Acquisition of 49% of Ekinex S.p.A. by the Caleffi Group. As a result, the company opens up to new growth opportunities in the HVAC sector.

JULY



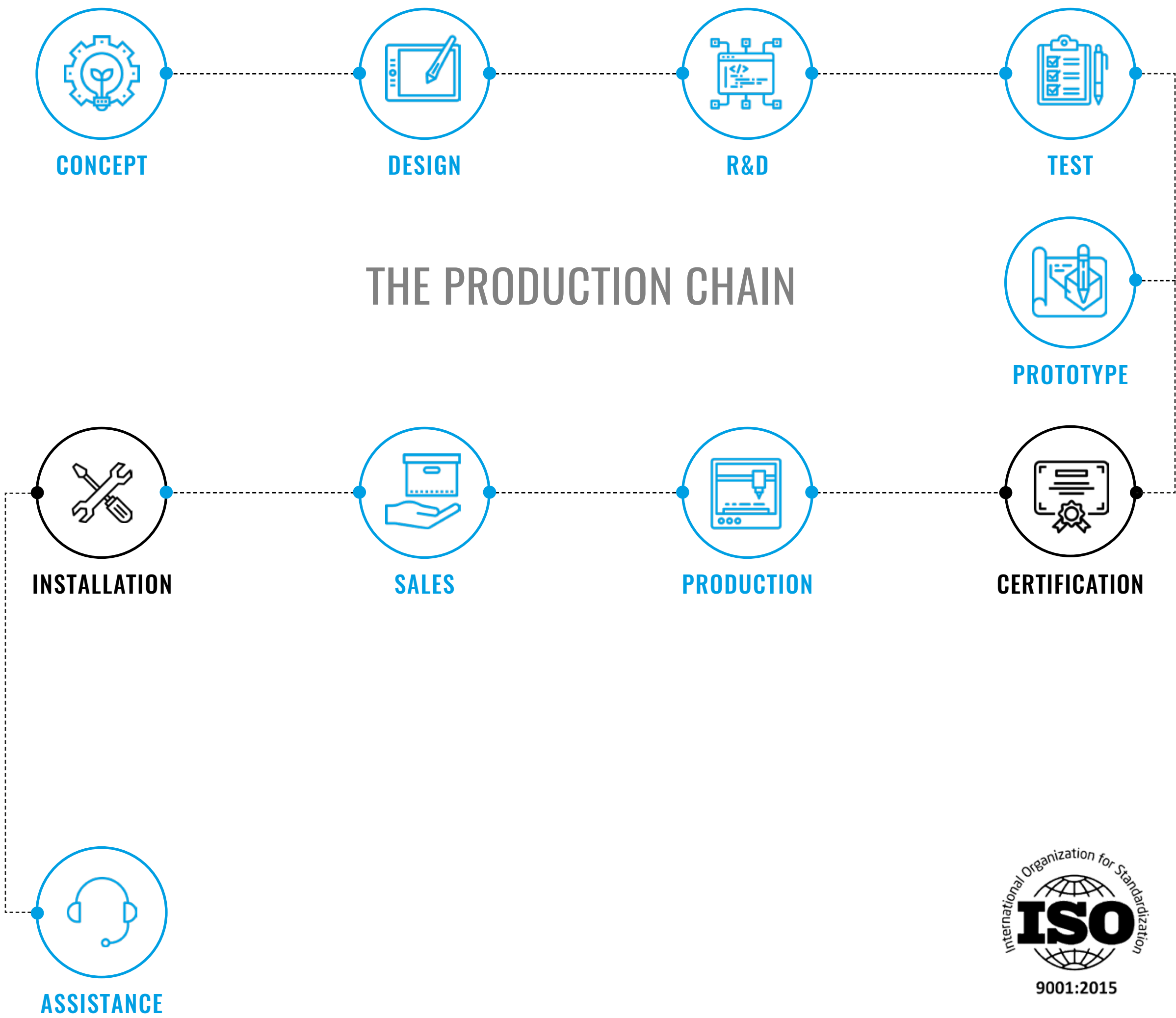




● Countries where the Ekinex devices are sold

\*CAGR= Composite annual growth rate





## The production chain

From the concept to the after-sales service, passing through the production, we have chosen to oversee the entire production chain.

## Research and Development

Through our R&D department we design, develop and test the HW, FW, SW and mechanical components of our products.

## Product certification

After the testing and prototyping phase, we start the registration and certification of our products in accredited external laboratories.

## Technical assistance

We assist designers and system integrators in the preliminary phase of the project, as well as in the subsequent phases until its completion.  
We also provide them with a timely after-sales service.



**01.**

## **Worldwide standard, compliant with all regulations**

An integral part of international (ISO / IEC 14543-3), European (CENELEC EN 50090 and CEN EN 13321-1/2) standards, US (ANSI / ASHRAE 135) and Chinese (GB/T 20965).

**02.**

## **More than 500 manufacturers and tens of thousands of certified partners**

Builders from all application areas: lighting, HVAC, shading, safety and security, metering, energy management, IoT, software, audio-video. 480 Training Centers in 72 countries with uniform training worldwide. Around 90,000 certified specialists (KNX Partners).

**03.**

## **Open and interoperable system, established on the market**

Unique home and building automation system with comprehensive certification procedures for products, training centers and specialists. Interoperability certified by accredited third party laboratories. Manufacturer-independent software for design, configuration and commissioning, on the world market since 1991.

**04.**

## **Suitable for all buildings**

Scalable, modular, easily expandable system.  
Extremely wide range of over 8,000 certified products: from simple end-user solutions (smartphone apps, voice control, IoT objects) to controls for large buildings. Easy connection to the IP world.

**05.**

## **Fundamental to improve energy efficiency and sustainability of buildings**

Solutions to achieve energy class A according to EN 15232.  
Energy savings of up to 40% for shading, 50% for thermoregulation, 60% for lighting, 60% for ventilation.  
Decisive contribution to sustainability certification.

**06.**

## **Open to technological evolution and which can offer continuous improvements**

Open, royalty-free, future-proof system. Independent of any hardware or software technology. Support of different transmission media: twisted pair, radio frequency, power line, Ethernet Wi-Fi.  
Gateway for standard protocols: BACnet, DALI, Modbus, M-Bus.



SERIES

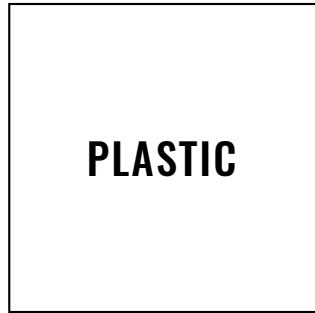
# WALL MOUNTING DEVICES

FF









Ice White  
GAA



Intense Black  
GAE



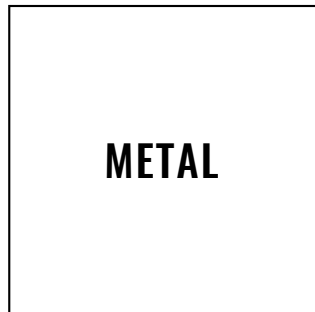
Silver  
GAG



Hematite  
GAI



Graphite  
GAL



Aluminium  
GBQ



Nickel  
GBR



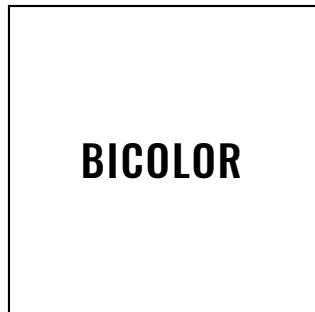
Titanium  
GBS



Carbon  
GBU



Brass  
GBB



Black&Gold  
GBB + GBU



Green&Gold  
GBB + FVC



White Malé  
FBM



Beige Luxor  
FBL



Beaver Ottawa  
FCO



Grey Efeso  
FGE



Grey London  
FGL



Grey Bromine  
FGB



Cocoa Orinoco  
FCC



Green Commodore  
FVC

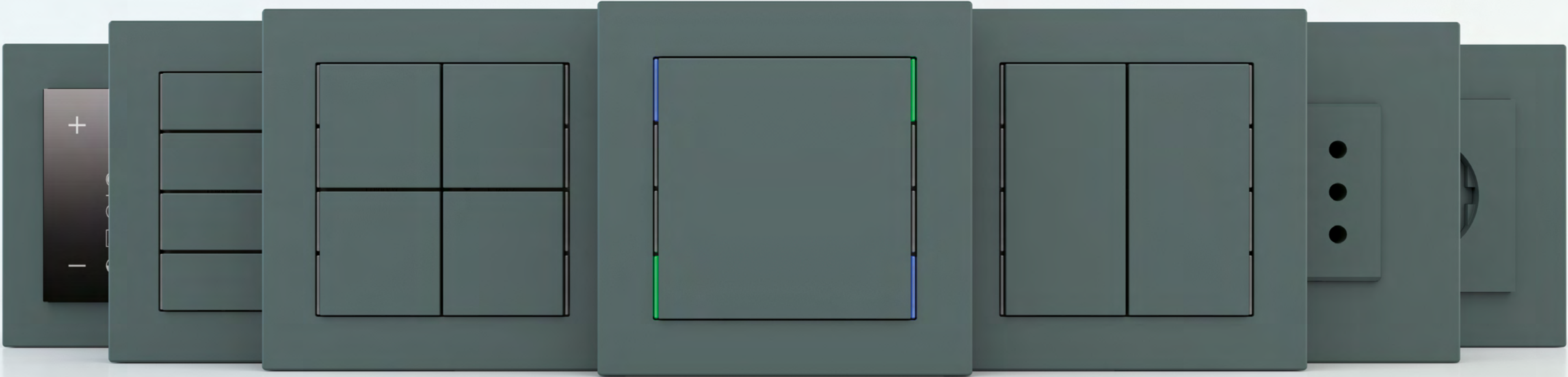


SERIES

# WALL MOUNTING DEVICES

71





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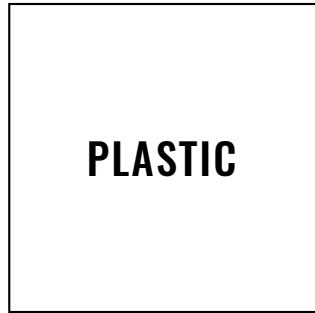
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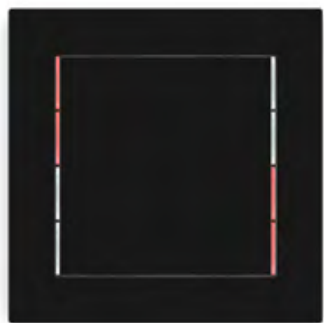
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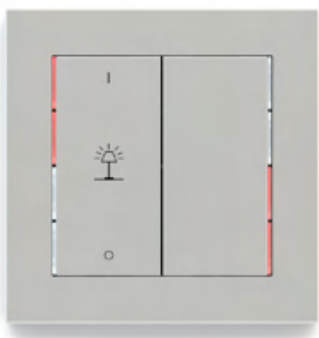




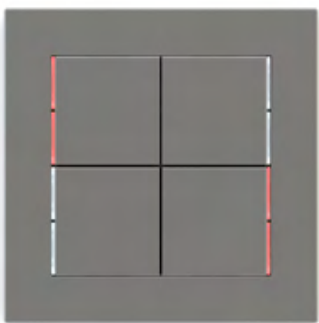
Ice White  
GAA



Intense Black  
GAE



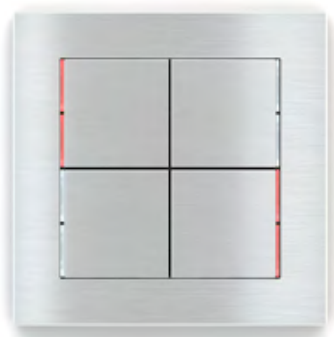
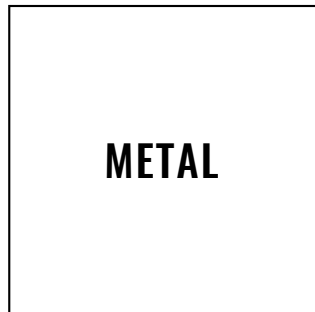
Silver  
GAG



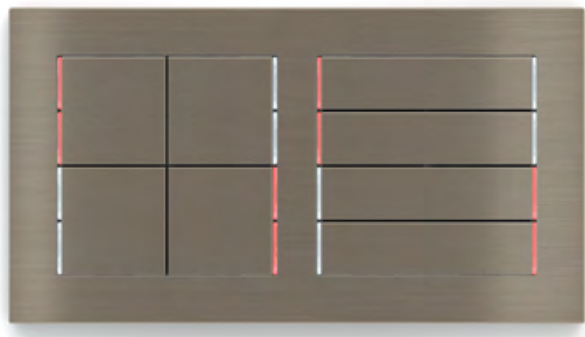
Hematite  
GAI



Graphite  
GAL



Aluminium  
GBQ



Nickel  
GBR



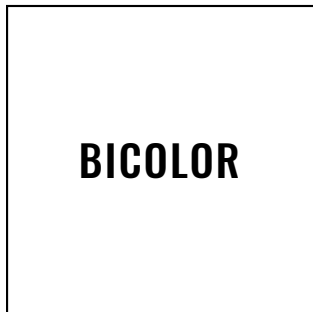
Titanium  
GBS



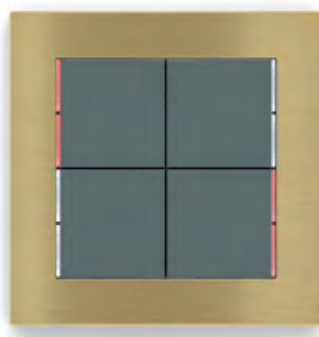
Carbon  
GBU



Brass  
GBB



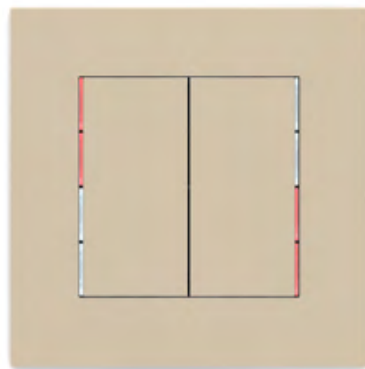
Black&Gold  
GBB + GBU



Green&Gold  
GBB + FVC



White Malé  
FBM



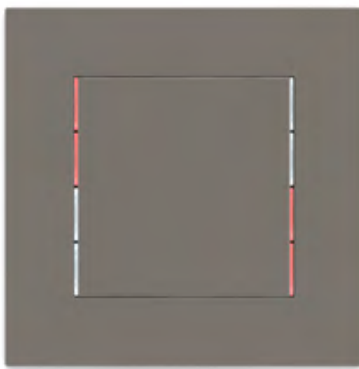
Beige Luxor  
FBL



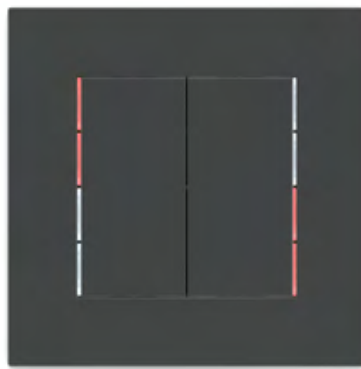
Beaver Ottawa  
FCO



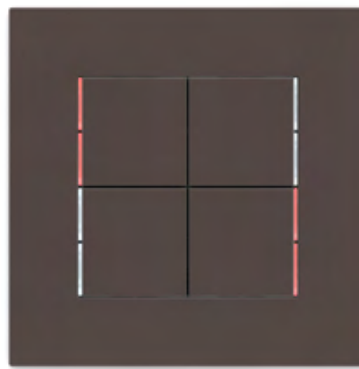
Grey Efeso  
FGE



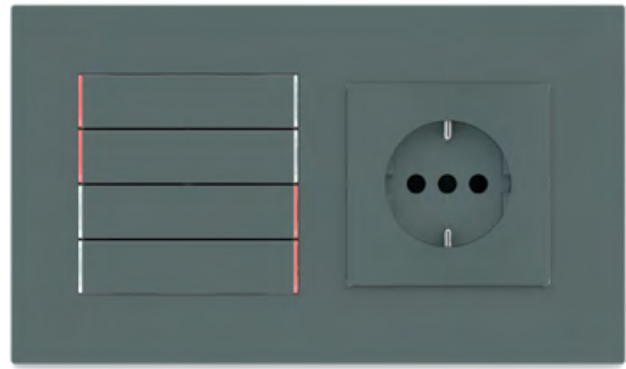
Grey London  
FGL



Grey Bromine  
FGB



Cocoa Orinoco  
FCC



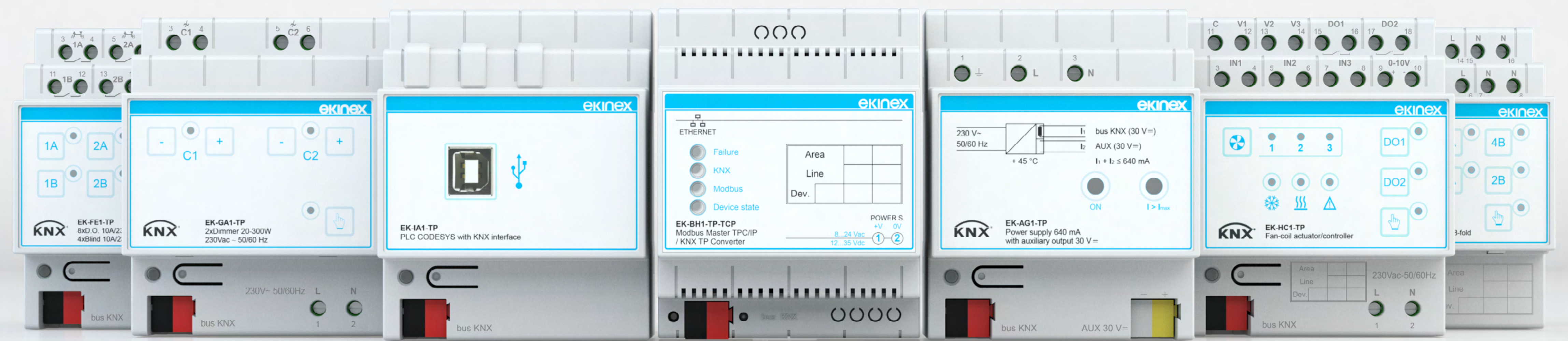
Green Commodore  
FVC





# BACK ENDS DEVICES







**RESIDENTIAL**

**HOSPITALITY**

**MARINE**

**FUNCTIONAL BUILDINGS**



## RESIDENTIAL

The necessities of homeowners have evolved considerably: the primary needs of safety has been combined with the desire to live a daily experience that enhances the pleasure of spending your time between the walls of your home in the utmost comfort and well-being. Houses that offer a high quality of living in all situations and for all the needs of the owners and that, at the same time, have a high energy efficiency by reducing consumption and ensuring environmental sustainability.

Advantages and characteristics of a residential solution designed with Ekinex devices:

Quality of life

Comfort and environmental well-being

Value of the property over time

Ease of use

Scalability

Energy efficiency

Safety and security





## HOSPITALITY

Whether it's for tourism or business trips, guests of an accommodation facility must be offered a quality experience and it is essential to ensure maximum comfort in all conditions: temperature, humidity and air quality must always be pleasant without forgetting the safety and control of the lighting. The operator must be able to monitor the consumption of the building and have complete supervision of all areas.

Advantages and characteristics of a hotel solution designed with Ekinex devices:

**Comfort and well-being for guests**

**Ease of use**

**Energy saving**

**Sustainability**

**Versatile and compact ad hoc products**

**Centralized management**

**Future expandability**



## MARINE

A large boat, like a yacht, aspires to the perfect balance between form and function, for a demanding and passionate clientele. Materials, colors and finishes allow interior designers to better interpret the wishes of the owner without compromising or forgetting comfort and the well-being that technology can offer.

Advantages and characteristics of a naval solution designed with Ekinex devices:

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**Design & technology**

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**Materials and colours**

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**Exclusivity**

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**Multifunctional devices**

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**Scenario recall**

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**Comfort and well-being as in a home**

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**Consistency with quality interior choices**







## FUNCTIONAL BUILDINGS

Offices, shopping centres, museums, hospitals or airport lobbies require modern building automation systems to manage all the functions necessary to offer occupants ideal conditions of well-being, comfort, safety and air quality.

In addition, the latest directives on the energy performance of buildings require new buildings to ensure maximum efficiency in the use of resources and contain the costs of CO2 emissions.

Advantages and characteristics of a solution for the service sector designed with Ekinex devices:

**Energy saving**

**Reconfigurability**

**Coordinated operation of the various systems**

**Maintenance aid**

**Sustainability**

**Efficiency class**

**Increased productivity**















SALES KIT

Worlnox



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