



Company Profile

FAAC
Simply automatic.

MISSION

To design, build and provide the safest and most reliable solution for all needs in automation and control of pedestrian and vehicle accesses, for both business and residential contexts.

THE VALUES OF FAAC SINCE 1965

► **QUALITY**

Quality of FAAC components and of the raw materials, their suppliers, the manufacturing processes completely integrated in the company, the control of the semi-finished and finished products to preserve the value of FAAC brand without compromises over time.

► **SAFETY AND RELIABILITY**

Reliability as time passes by and through the years of all FAAC products. Scrupulous observance of the international security norms in order to guarantee the highest level of security to our customers.

► **CUSTOMER SATISFACTION**

Customer satisfaction pursued from the first steps of project development to allow FAAC customers to benefit from them in complete serenity and harmony through their own lifestyle.

► **PASSION AND PURSUIT OF ESSENTIALITY**

Passion in our job, while pursuing and commercializing high technology solutions that always satisfy our customers, but also attention to the essentiality, matching essentiality with creativity and functionality of the product, not even a detail more, to respect our clients and the FAAC philosophy.

FAAC believes that the most important resources of each company are their people, the spirit that animates them, the passion that drives them to work together every day to satisfy his clients, the ambition to improve while respecting the Values of the Company. FAAC believes that its Values are the same since the foundation in 1965 and guarantees to team members, clients and end-users that they will remain the same also in the future.

INTRODUCTION

Fabbrica Automatismi Apertura Cancelli (FAAC) was founded in 1965 in Zola Predosa by the far sighted genius of a visionary entrepreneur from Bologna, Giuseppe Manini, who anticipated the arrival and importance that the automation of residential and commercial accesses would have had in every day life.

FAAC focused immediately on the quality and reliability of hydraulic technology constituting in a few years a presence on the Italian market which still today is synonymous for gate automation. The following years saw FAAC more involved in its role as market innovator growing faster and faster: in this way the hydraulic technology was developed to unmatched levels on the international panorama while FAAC was the first to perceive and develop miniaturized electronic controls with micro processors and portable transmitters to improve the ease of use for the clients.

Between 1990 and 2007, the profound nature of innovator and "pioneer" in that sector resulted in the filing of 42 international patents of its own design solutions. During

the last 10 years FAAC has benefited from the knowledge developed internally in order to enlarge, again as leader, the product range, passing from the first residential products to automation solutions and commercial and industrial access control: automatic sliding and swing leaf doors, automatic barriers, automations for industrial doors and traffic bollards.

The attention to the quality of components used and to the production processes, the reliability of products and not only the respect but the systematic anticipation in applying the most demanding European standards regarding security, are since 1965 a fundamental element in the FAAC philosophy.

FAAC Group has grown constantly in the automation and access control market until reaching the dimensions of an international industrial group, with more than 1000 employees in 5 continents, 12 production plants in Europe, 14 owned commercial branches in the most relevant countries and a network of more than 80 countries served by official distributors.

FAAC Group History

- 1965** Fabbrica Automatismi Apertura Cancelli (i.e. Gate Opening Automated Systems) was established in Bologna. It made use of an innovative technology: hydraulics applied to the automation of gates and doors.
- 1970** FAAC extends the hydraulics technologies to mobile barriers, garage doors and sliding gates, creating in this way the market of automation for residential use.
- 1979** The company moved to its modern headquarters in Zola Predosa where FAAC schools were set up and authorized installers are trained. Associated companies were set up abroad. The first one in Switzerland. Two years later follows France.
- 1983** The first control unit with microprocessors was produced. This innovation turned out to be a winner, and microprocessors would shortly become the market benchmark.
- 1984** The 402 model was created, milestone in the history of automations. It will give an enormous impulse to the diffusion of hydraulics and gate automation.
- 1985** FAAC UK was born to extend the British market.
- 1989** The Irish company ELAB, now FAAC ELECTRONICS LTD, was purchased, where all control units and electronic accessories are designed and produced. The year before FAAC USA was born to cover the US market.
- 1990** The Spanish subsidiary has been created in order to be able to supply the Spanish market.
- 1991** The Group grows stronger in Germany and Austria with the opening of FAAC GmbH.
- 1993** The Società Autostrade SpA, administrator of the Italian highway network, entrusts to FAAC the supply of automatic barriers of high performance for their own tollbooths. The international "Self Learning SLH" patent is registered and revolutionizes the transmitter market.
- 1994** FAAC presents his own automatic sliding doors product range. In the same year Genius SpA, specialized in manufacturing electromechanical automation, is created and FAAC enters the world of vehicular access control by creating the Parking Division.
- 1996** FAAC R&D department introduces, among the first companies in Italy, the CAD 3D with PRO E and T3 software. From now on all projects are developed in 3D.
- 1999** FAAC purchases the majority shares in Spazio Italia SpA and enters the world of pedestrian access control.
- 2000** FAAC creates the first miniaturized transmitter, impossible to be duplicated and easy to use. This new patented FAAC product will become a reference in the industrial sector.
- 2002** The French company Voltec enters FAAC Group and brings the universal automations possibility for French windows. In Europe FAAC opens the subsidiaries FAAC Polska, FAAC Scandinavia and FAAC Benelux. In Asia FAAC Shanghai is opened to serve better and extend the fast growing Asian market.
- 2005** Two new product categories are created: the FAAC City, the modern traffic bollards and Home Shield, the wireless alarm system. FAAC India opens his doors.
- 2006** FAAC automates sun blinds and rolling shutters by entering the tubular motor market for residential and commercial use through the acquisition of ALTRON in Sesto S. Giovanni (Milano). The same year in France a second office is opened in Paris to better cover the northern part of France and its capital area.
- 2007** The Swedish company DAAB, leader in large dimension industrial gate and door automation, enters the FAAC Group. The presence of the Group in the Asian Pacific region is completed by the opening of FAAC Australia office.
- 2008** The market coverage of the Group in Middle East is enforced by opening of the FAAC Middle East Offices in Dubai.
- 2010** Acquisition of CLEMSA (Spain) to cover Spanish market.
Acquisition to ALTRON BV (Netherlands).
- 2011** Acquisition of Kemko to enter the automatic doors end user market (Netherlands).
Acquisition of ZEAG Group (Switzerland), key international player in parking revenues management control.

FAAC Group – Key Figures

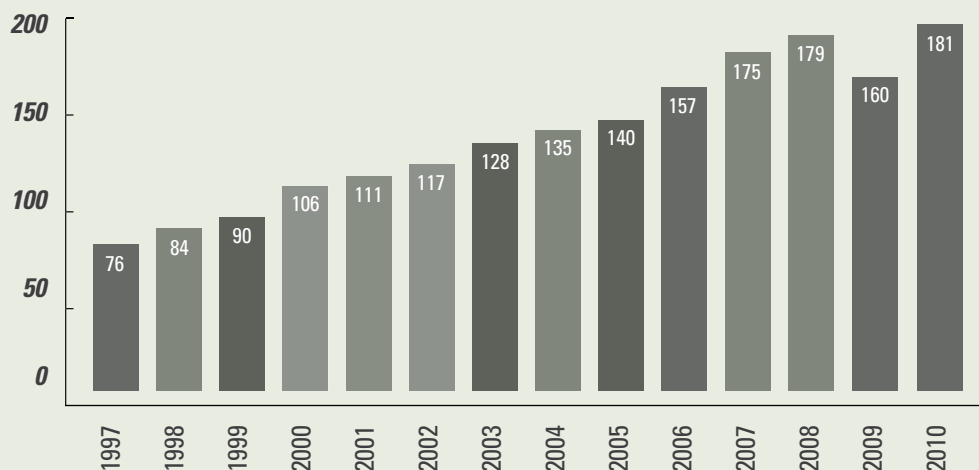
Four main product families:

- ▶ **GATES AUTOMATION AND BARRIERS**
Gates and garage door openers, automatic barriers and Industrial door openers
- ▶ **ENTRANCES & AUTOMATIC DOORS**
Operators for slide/swing doors automation and complete entrances set
- ▶ **PARKING SYSTEMS & ACCESS CONTROL**
- ▶ **MOTORS FOR SHUTTERS AND AWNINGS**
Automation for shutters, awnings and internal screens

Two type of end-users:

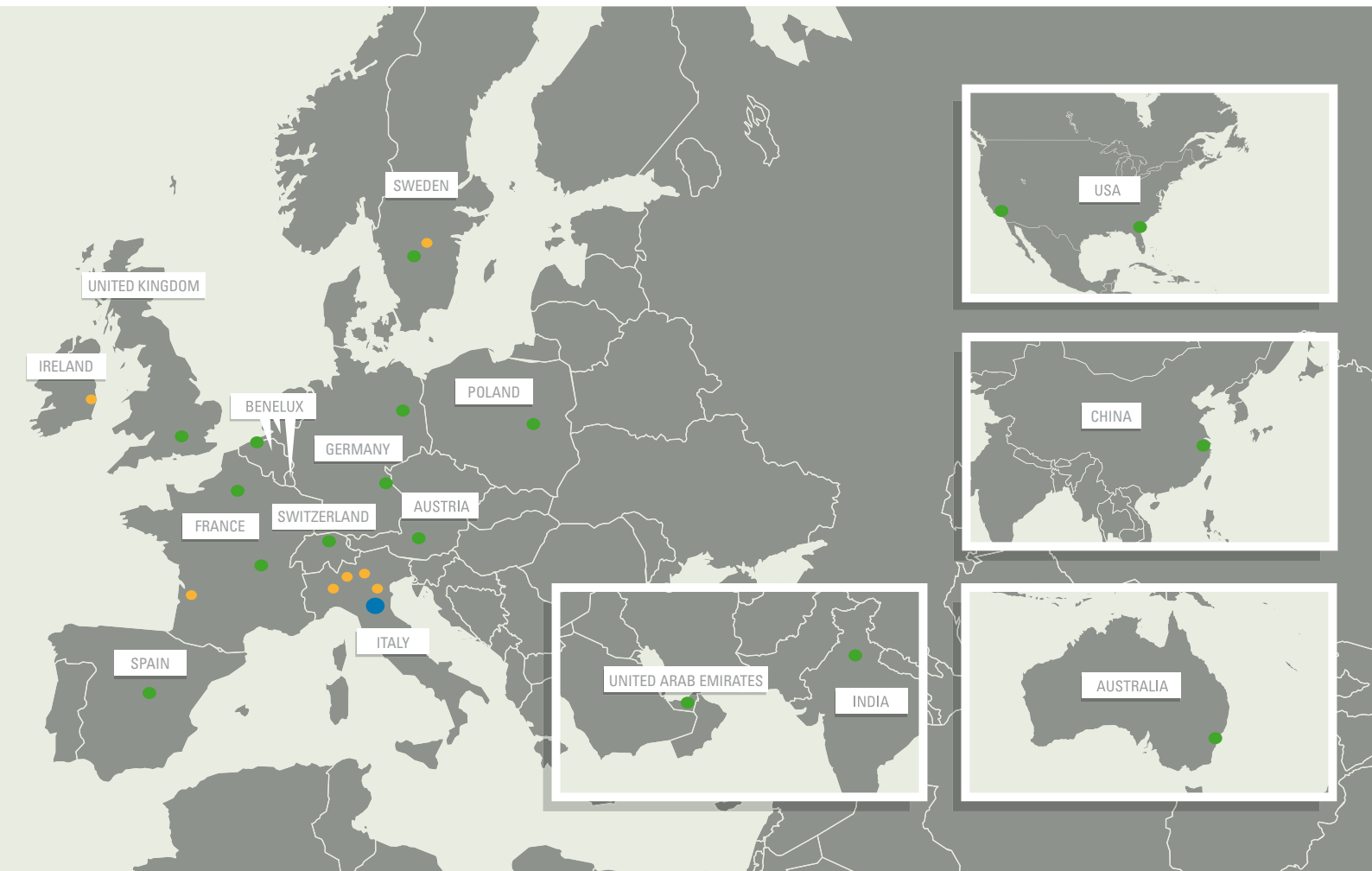
- ▶ **Residential end-users**
Solutions for families to satisfy all needs of daily automation, mainly in residential contexts.
- ▶ **Industrial and commercial end-users**
Solutions for companies and Public Administrations, to satisfy indispensable daily business needs for pedestrian and vehicular access control.

CONSOLIDATED TURNOVER (FIGURES EXPRESSED IN MILLIONS OF EUROS)



- ▶ Turnover 2010: 181 Million Euro
- ▶ Headcount >1.000
- ▶ 14 Distribution Subsidiaries all over the world
- ▶ More than 80 official distributors worldwide
- ▶ 12 Manufacturing plants with annual production of 800.000 products
- ▶ 2 Million products commercialised and/or installed by FAAC Group since 1965

FAAC around the world



● HEADQUARTERS

Zola Predosa
BO - Italy

● MANUFACTURING PLANTS

Zola Predosa
BO - Italy

Grassobbio
BG - Italy

Dublin
Ireland

Sesto S. Giovanni
MI - Italy

Padenghe Sul Garda
BS - Italy

Saint Denis de Pile
Bordeaux - France

Perstorp
Sweden

Madrid
Spain

Barcellona
Spain

Doetinchem
Netherlands

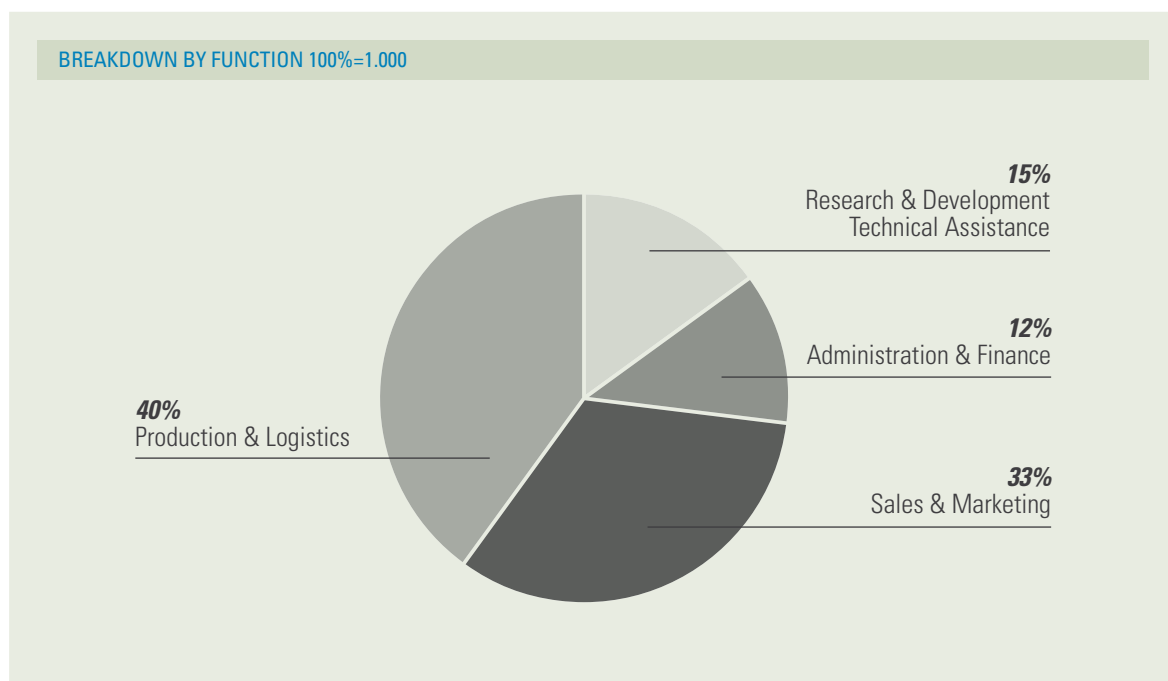
Spreitenbach
Switzerland

● SUBSIDIARIES

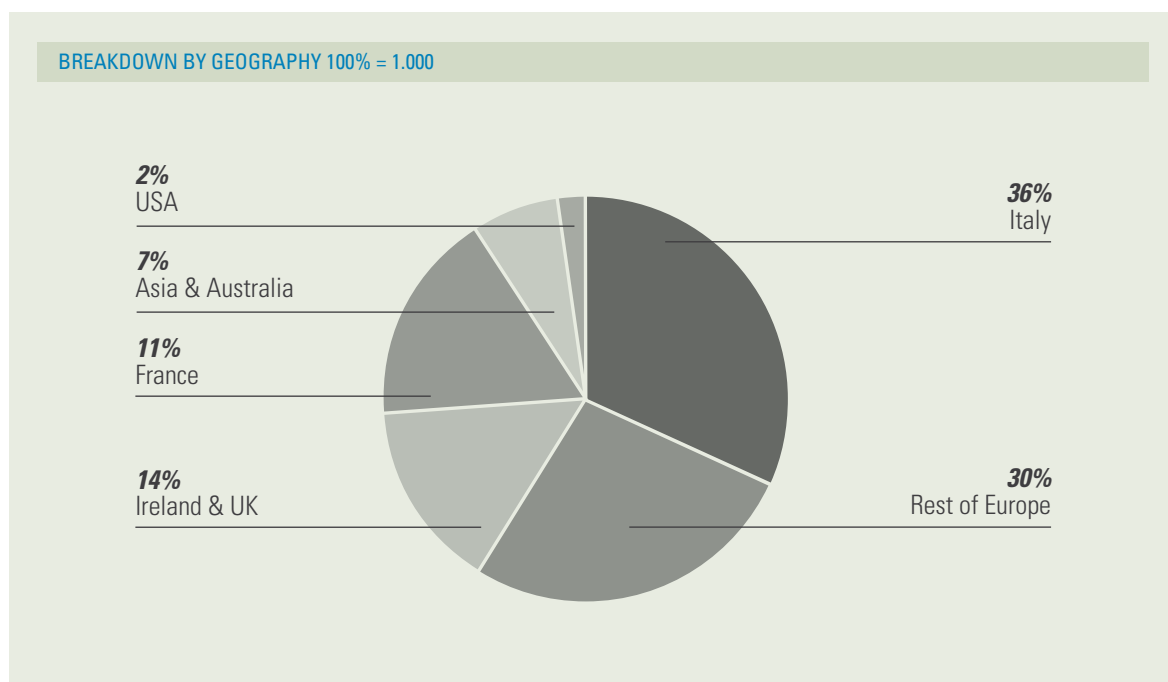
Australia
Austria
Benelux
China
France
Germany
India
Poland
Spain
Sweden
Switzerland
United Arab Emirates
United Kingdom
United States

FAAC Group Human Resources

FAAC always reserves great importance in terms of investments and human resources to the functions of research & development and manufacturing, on the one hand, and contact with clients, marketing and sales on the other.



The development of a territorial coverage worldwide ensures the effective understanding and meeting the specific needs of customers and local markets from FAAC.



FAAC philosophy

Since its origins the philosophy of FAAC drew inspiration from the rigorous application of the four Corporate Values of Quality, Security and reliability, Customer satisfaction and Passion and Pursuit of essentiality. It has been natural to identify innovation, operational excellence and human and financial investment in the three following areas, as pillars of the Company and keys of success:

- ▶ Research & Development
- ▶ Production
- ▶ Sales & Marketing

▶ RESEARCH & DEVELOPMENT

Since its origins, FAAC has invested important resources in Research and Development in order to optimize the efficiency in terms of capacity and international patents. The choice to adopt English as the standard language among the electronic and mechanical engineers in the 3 plants of Italy, Sweden and Ireland allows quick and efficient collaboration. Outside the company partnerships with important universities guarantee further comparison and technological enrichment.

▶ PRODUCTION

Since 1965, in order to differentiate its market role, FAAC has chosen to control progressively the production in a direct way. This need has developed in time with the specialization of 2 production plants, the first one for hydraulic technologies (Zola Predosa), the second one for electromechanical technology (Bergamo). At the same time the same goal of quality, now for the electronic products, has brought to the specialization of the Irish plant (Dublin) where today the entire production of transmitters, receivers, control units and electronic accessories is concentrated.

▶ SALES & MARKETING

FAAC always tries to be close to its customers in order to understand clearly the different needs for automation, products and services. This attention, more and more international, brings to the definition of a Marketing Strategy with clear product requirements. The next target of the Group is to cover all territories, to optimize the commercialization and after sales service to all clients, through experimentation of several distribution models, creation of the subsidiaries and the use of complementary and integrated sales channels.



FAAC product families



FAAC Products

OPERATORS FOR SWING-LEAF AND SLIDING GATES

- Linear, underground and gear motors solutions
- Electromechanical and hydraulic/oil bath versions

OPERATORS FOR SECTIONAL DOORS

- Ceiling mounted operators for residential and condominium use
- Gear Motors for industrial sectional doors

OPERATORS FOR UP-AND-OVER DOORS

- Operators for counterbalanced up-and-over doors for residential or intensive use applications
- Electromechanical and hydraulic versions

OPERATORS FOR FOLDING DOORS

- Hydraulic operators for bi-folding doors

AUTOMATIC BARRIERS

- For residential, condominium, industrial and highway use
- Electromechanical and hydraulic versions

UNIVERSAL AUTOMATED SYSTEM FOR FRENCH WINDOWS AND HEAVY SHUTTERS

TRAFFIC BOLLARDS

- For city contexts to limit vehicular access and to protect sensible zones
- Automatic, semi automatic and fixed versions
- Commercial or security applications

PARKING SYSTEMS

- Complete and integrated systems for automation of any parking need
- Modular and scalable solution

ACCESS CONTROL SYSTEMS

- Modular solutions for pedestrian and vehicular access control needs in residential and industrial use
- Customized technology of peripheral devices for specific applications





OPERATORS FOR PEDESTRIAN DOOR AUTOMATION

- Sliding doors automated systems
- Swing - leaf doors automated systems

AUTOMATED SPECIAL ENTRANCES

- Revolving doors
- Semicircular entrances
- Asymmetric opening entrances



AUTOMATED COMPLETE ENTRANCES

- Proprietary and commercial profiles to fit end users' needs



TUBULAR MOTORS FOR ROLLING SHUTTERS

- Tubular motors for rolling shutters with mechanical limit switch for push - button control or integrated receiver for remote radio control
- Tubular motors for rolling shutters and awnings with electronic limit switch with wired or radio control

TUBULAR MOTORS FOR SUN BLINDS

- Tubular motors for sun blinds with mechanical or electronic limit switch
- Wired push - button or remote radio control solutions



AUTOMATED SYSTEM FOR ROLLING SHUTTERS

- Gear Motors for rolling shutters (shops' windows applications)

Quality in the production cycle



1.
DESIGN

From the first step of design, inside the company, FAAC takes care of the smallest details of the feasibility study thanks to R & D in 3D and functional prototyping.

2.
RAW MATERIAL
ENTRANCE

Certified suppliers and methodical controls on raw materials permit FAAC to supply the different production lines with perfect components.

3.
LEAN
PRODUCTION

FAAC organizes the production process aiming for flexibility and reliability, by using methodology as lean production, reducing wastes and guaranteeing a total quality system.

3a.
HYDRAULIC
TECHNOLOGY

The hydraulic pumps, heart of the hydraulic operator, are the result of forty years of high level technological development. A micrometrical precision and high power combined with a particular quietness makes the product unique on the Italian and world market.

3b.
ELECTRO
MECHANIC
TECHNOLOGY

The need of simple and intuitive products for some customer segments is satisfied by the electromechanic product range produced by the Group with the same passion and attention to quality as always.

4.
FINISHED
PRODUCT

An accurate computerized quality control of each production step and a dozen of functional tests on each item guarantee the delivery of highly qualified products on the market, Made in Italy from the beginning to the end.

certifications



UNI EN ISO 9001-085



FAAC Proposal to Large Accounts

1. Who are Large Accounts?

All large customers which may play a commercial, manufacturing or management role and have daily fundamental business needs for automation of vehicular and pedestrian access control:

- **MULTI SITE CUSTOMERS**
Customers with several offices/plants all over the country (i.e. chains of banks/ malls, industrial groups)
- **ORIGINAL MANUFACTURES EQUIPMENT (OEM)**
Manufacturers of systems to whom FAAC supplies the automation (i.e. manufactures of roller shutters and sun blinds, manufactures of windows and door frames, manufacturers of garage doors and sectional doors, building companies)
- **PUBLIC ADMINISTRATION**
Public administration offices needing to regulate/manage pedestrian and vehicular traffic flow in city areas.
- **MANAGEMENT COMPANIES**
Companies managing highways or public and private parking areas

2. How does FAAC serve Large Accounts?

Only Large Accounts are visited and served directly by FAAC commercial organisation in each country. According to specific customer needs, selected partners may also be involved.

3. Customized design and production capacity for Large Accounts

In addition to current product families, FAAC offers the capacity to customize automation solutions following their needs, taking into consideration available space, special dimensions, speed and power, volume of vehicles and pedestrian involved, access logics, security levels etc.

4. Assistance and Maintenance service to multi site accounts

Local assistance to multi site customers is paramount. FAAC has developed a network of qualified and trained companies in any geography, by means of which Assistance and Maintenance services are supplied in compliance with international standards. Through such skilled and widespread network, FAAC may meet any service level agreement required by Large Accounts customers.



FAAC Group Brands

FAAC

It is FAAC Group's "R&D heart"

Produces also electromechanic and hydraulic automations for doors, gates, garages and automatic barriers for residential and industrial needs. Produces automatic doors and parking systems for different usage based on intensity and logics; produces latest technology tubular motors.

DAB

Produces automations for sliding and swing-leaf gates, folding doors, industrial sliding doors and barriers of large dimensions.

VOLTEC

Produces automations for windows and French windows.

GENIUS

Produces electro mechanical automations for sliding and swing-leaf doors, for up-and-over garage doors, for roller shutters, folding doors, barriers, sectional and industrial doors.

ADYX

Commercialises automations for sliding and swing leaf gates, for garage doors, window and roller shutters. Brand distributed in French DIY distribution.



SPAZIO ITALIA

Produces access control systems and security devices.



Produces tubular motors for shutters, sun blinds and roller shutters.



Leading Brand in GO-GDO-Barrier market (Spain).

KENKO

Produces, installs and services automatic doors for end user market (Netherlands).

ZEAG

Produces installs and services parking revenues management control systems.

Main dealers and distributors worldwide

ALGERIA

DOMOTEC - ALGERI
domotecalgerie@gmail.com

ARGENTINA

IRTEC - AUTOMATISMOS SRL
BUENOS AIRES
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BULGARIA

KOR - PLOVDIV
slavov@barieri.com

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COLOMBIA

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CYPRUS

OSMACO - NICOSIA
kyriakosh@osmaco.com.cy

CZECH REPUBLIC

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DUBAI - DEIRA
info@bmtc.ae

GDM - GULF DISTRIBUTION MANAGEMENT
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FAAC BENELUX NV/SA
Brugge, Belgium
www.faacbenelux.com

CHINA

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www.faacgroup.cn

FRANCE

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Saint Priest - Lyon, France

FAAC FRANCE - AGENCE PARIS
Massy - Paris, France
www.faac.fr

GERMANY

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Freilassing, Germany
www.faac.de

INDIA

FAAC INDIA PVT. LTD
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MIDDLE EAST

FAAC MIDDLE EAST BRANCH
Dubai Airport Free Zone - Dubai, UAE
www.faac.ae

NORDIC REGIONS

FAAC NORDIC AB
Perstorp, Sweden
www.faac.se

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FAAC POLSKA SPZO.O
Warszawa, Poland
www.faac.pl

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