# ekinex

Company Presentation

# SUMMARY


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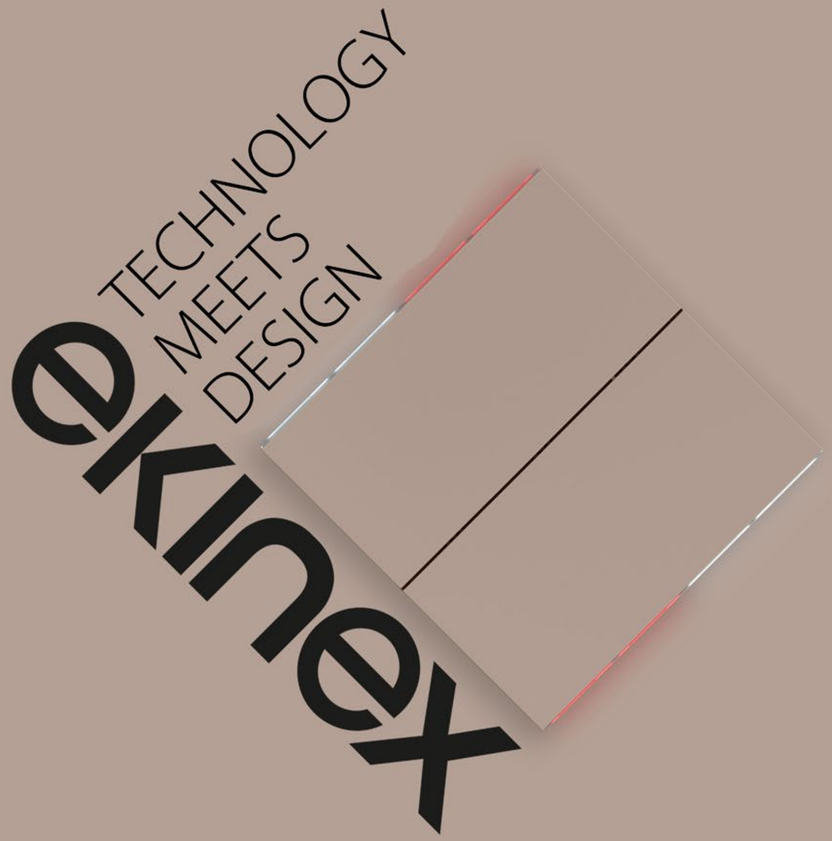
## We believe in technology that makes life easier

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.

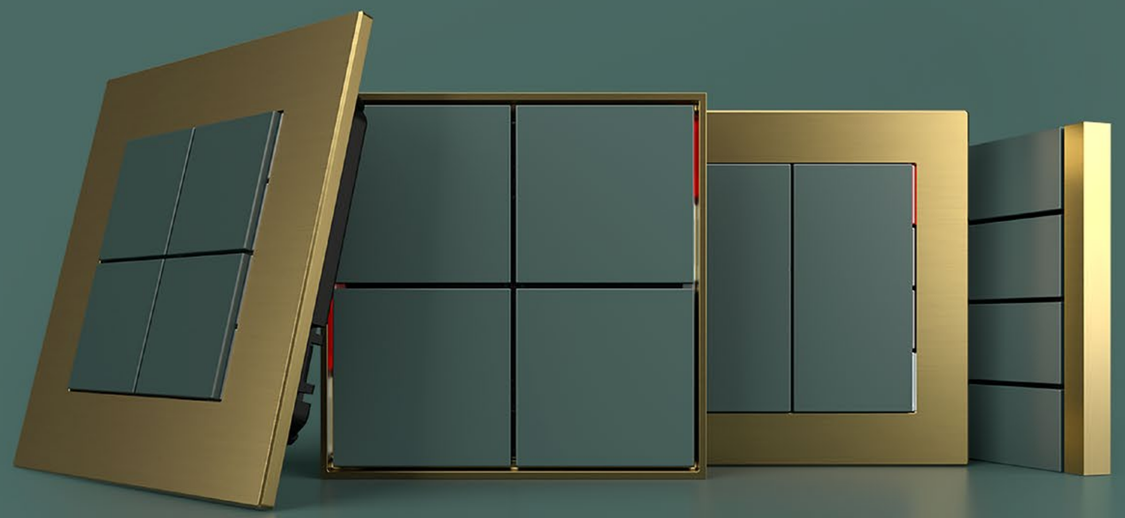
Design becomes the driving force behind technology,
the key to opening our doors to the world of smart homes.
We use the potential of the KNX system to guarantee
high quality standards for a project we have called Ekinex.

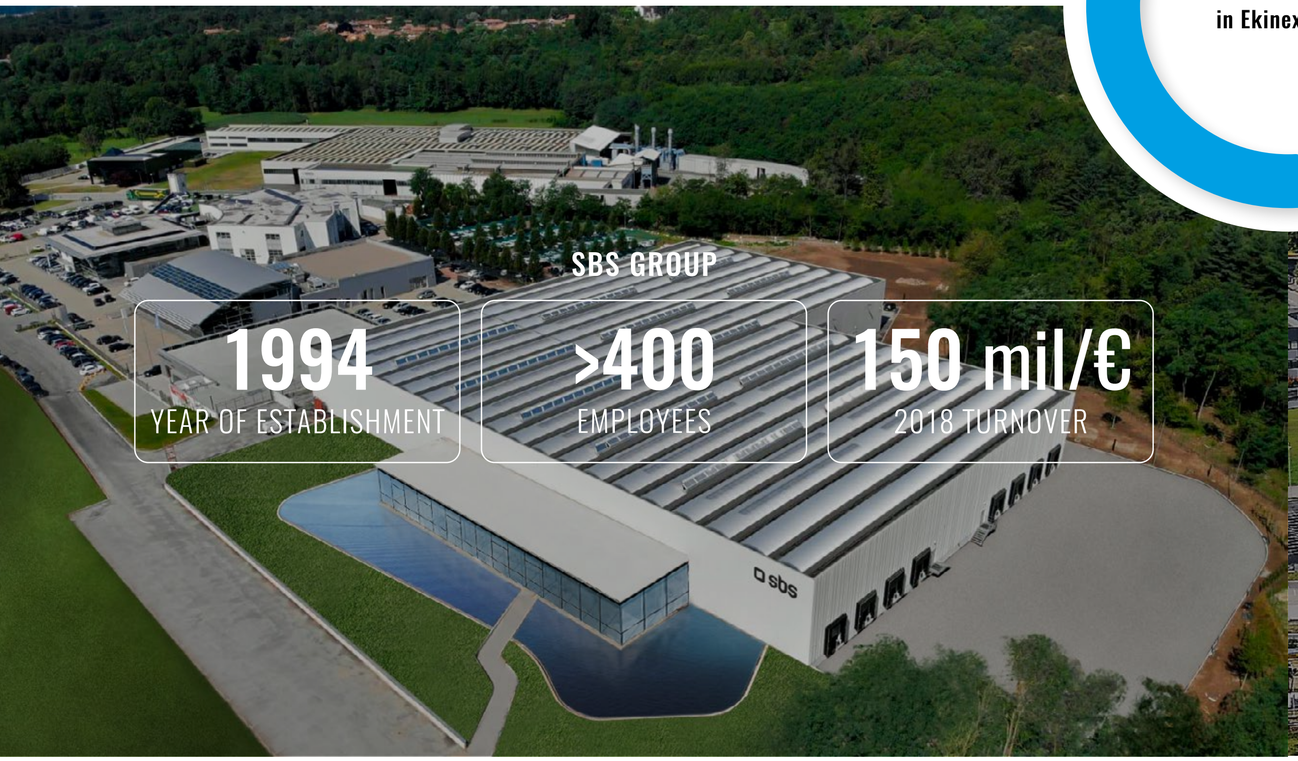
# Ekinex devices are developed and manufactured in Italy

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.





sbs — Consumer Electronics

estendo — Support Services Consumer Electronics

zancaner — Industrial Automation

SITEC — Industrial Components

RENOVIS — Energy Efficiency

telestar — Industrial Components

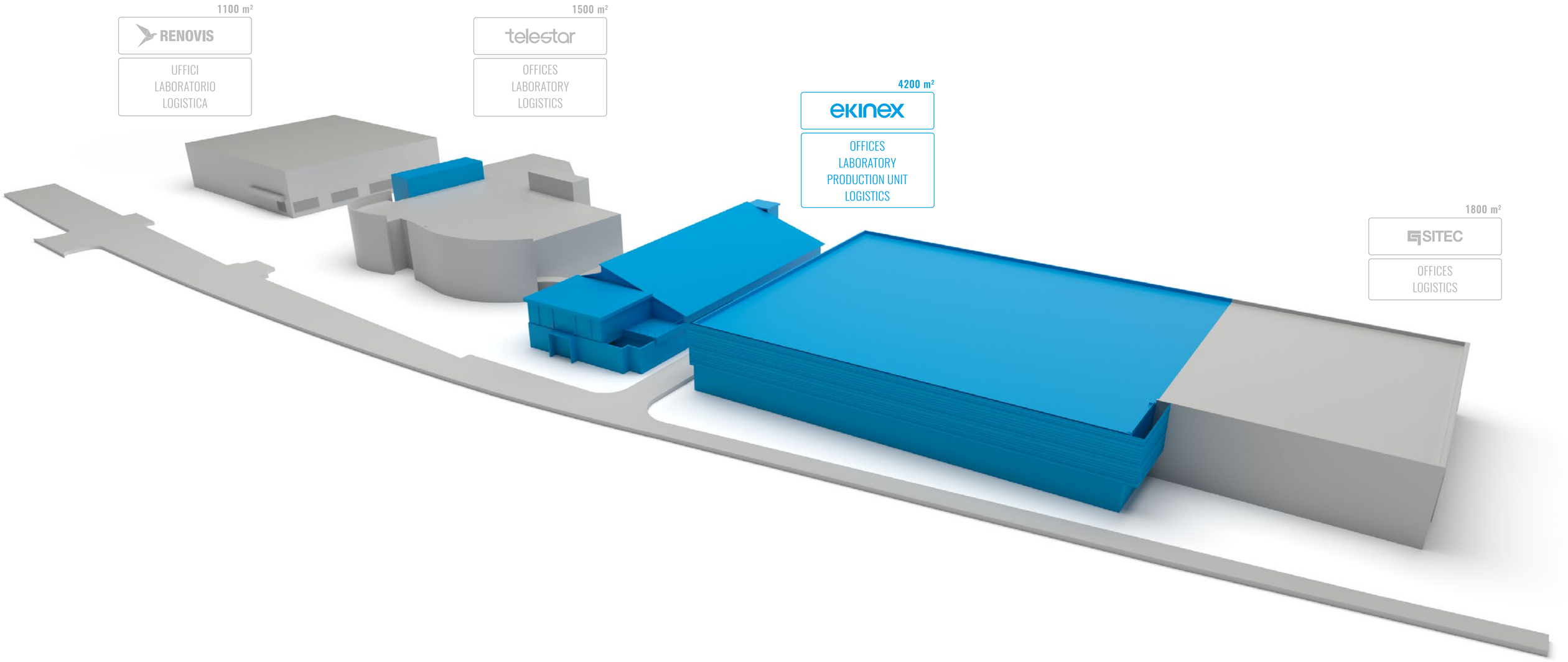
CALEFFI Hydronic Solutions — Hydrothermal Components

PRESSCO — Brass Processing

RDZ — Components for Heating Systems

CRISTINA — Hydrosanitary Products

# Vaprio Unit | 07



## 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

## Lorenzo Magri

Project&Product
manager

EXECUTIVE MANAGEMENT TEAM

2012

**SEPTEMBER**

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

2014

**MARCH**

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.

2016

**MARCH**

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

2018

**FEBRUARY**

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

2018

**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.

2019

**JULY**

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.

2019

**NOVEMBER**

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

UNITS SOLD IN 2019

**60.000+**

COUNTRIES WHERE THE EKINEX PRODUCTS ARE SOLD

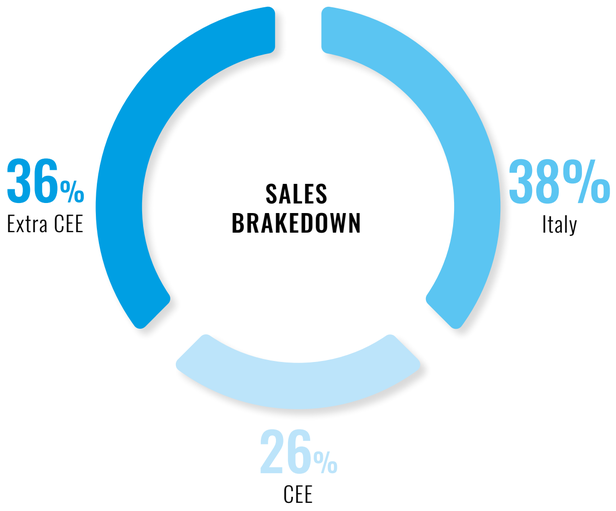
**91**

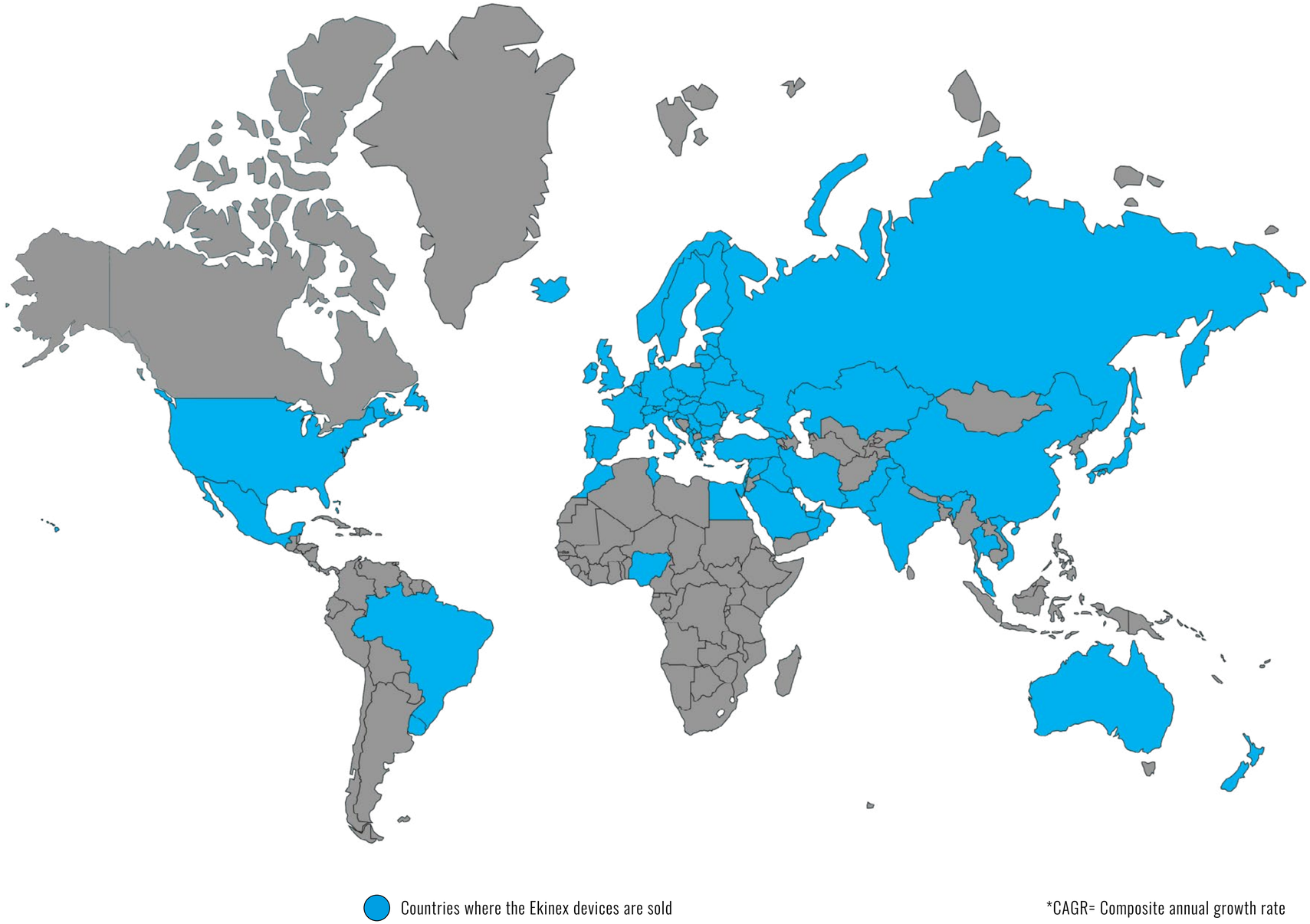
**48**

EMPLOYEES

**>20%**

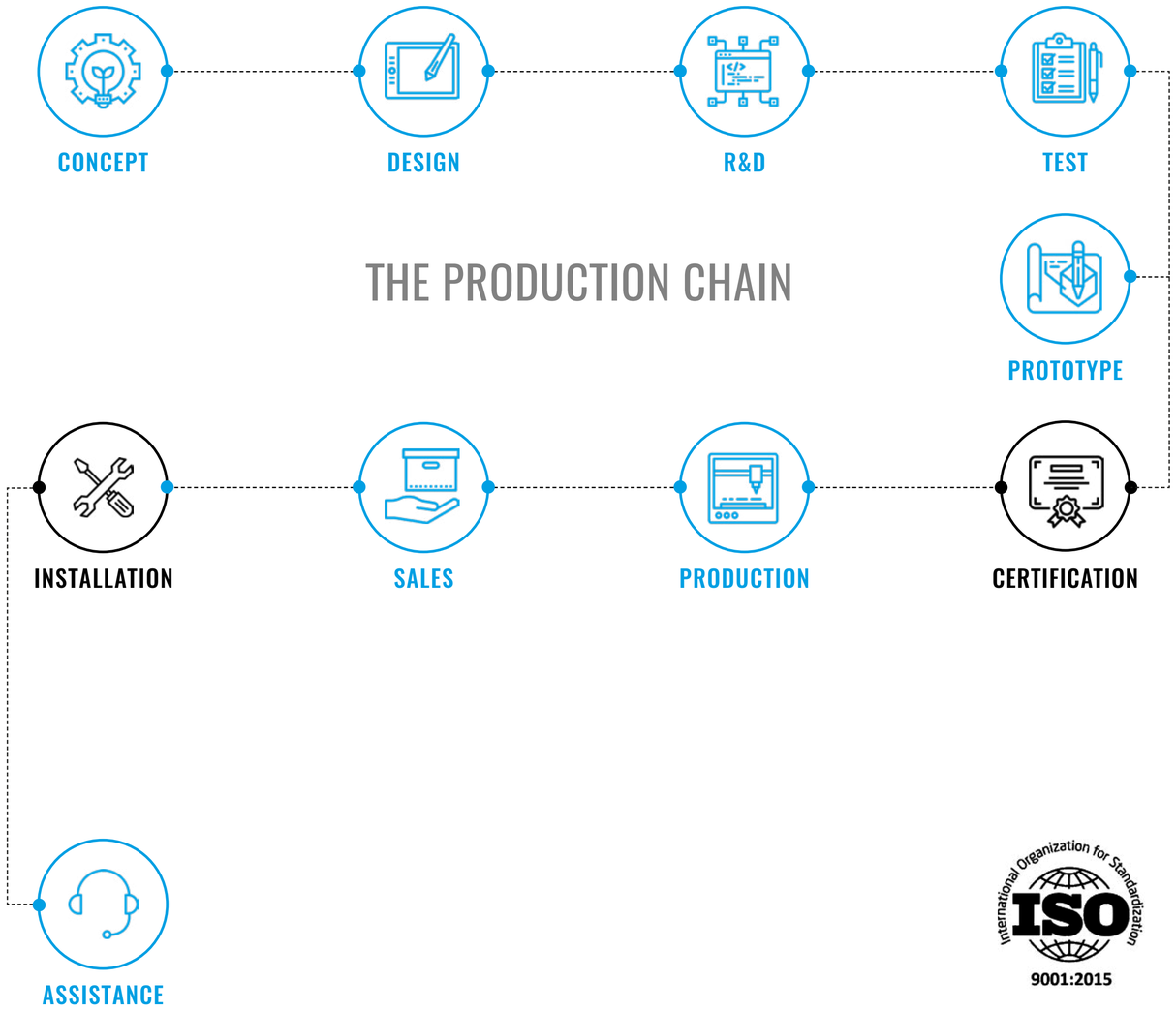
CAGR* GROWTH SINCE 2012



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.

International Organization for Standardization
ISO
9001:2015

# 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

## 20
VENTI

**Push-Button**
20VENTI SERIES

**Thermostats**
20VENTI SERIES

**Multisensor T-U.R.-$CO_2$ eq.**
20VENTI SERIES

**Sensors**
20VENTI SERIES

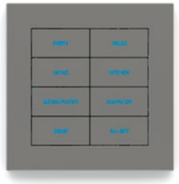
**Power Sockets**
20VENTI SERIES

## PLASTIC

**Ice White**
GAA

**Intense Black**
GAE

**Silver**
GAG

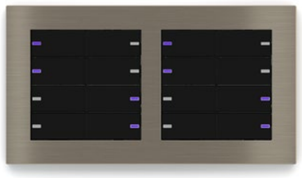


**Hematite**
GAI

**Graphite**
GAL

## METAL

**Alluminio**
GBQ + MAL



**Nickel**
GBR + MAL

**Titanium**
GBS + MAL

**Carbon**
GBU + MAL

**Brass**
GBB + MAL

## FENIX NTM®

**White Malé**
FBM

**Beige Luxor**
FBL + MAL

**Beaver Ottawa**
FCO + MAL

**Grey Efeso**
FGE + MAL

**Grey London**
FGL + MAL

**Grey Bromine**
FGB + MAL

**Cocoa Orinoco**
FCC + MAL

**Green Commodore**
FVC + MAL

SERIES

# WALL MOUNTING DEVICES

# FF

**Push-Button**
FF SERIES

**Thermostats**
FF SERIES

**Touch&See**
FF SERIES

**Sensors**
FF SERIES

**Power Sockets**
FF SERIES

## PLASTIC

**Ice White**
GAA

**Intense Black**
GAE

**Silver**
GAG

**Hematite**
GAI

**Graphite**
GAL

## METAL

**Aluminium**
GBQ

**Nickel**
GBR

**Titanium**
GBS

**Carbon**
GBU

**Brass**
GBB

## BICOLOR

**Black&Gold**
GBB + GBU

**Green&Gold**
GBB + FVC

## FENIX NTM®

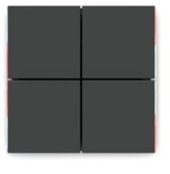
**White Malé**
FBM

**Beige Luxor**
FBL

**Beaver Ottawa**
FCO

**Grey Efeso**
FGE

**Grey London**
FGL



**Grey Bromine**
FGB

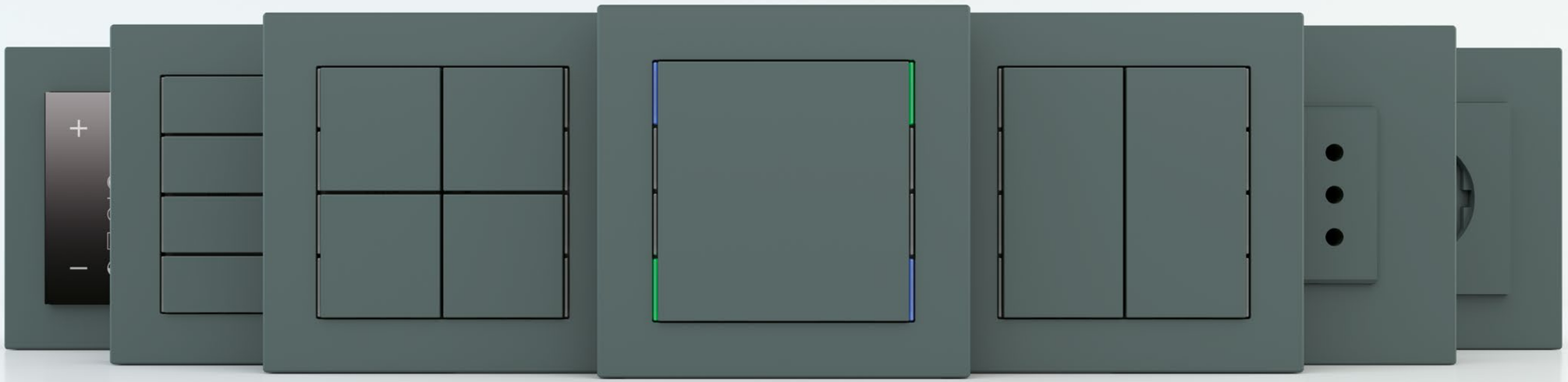
**Cocoa Orinoco**
FCC

**Green Commodore**
FVC

SERIES

# WALL MOUNTING DEVICES

# 71



**Push-Button**
71 SERIES

**Thermostats**
71 SERIES

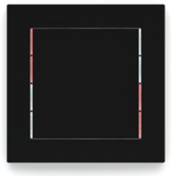
**Multisensor T-U.R.-$CO_2$ eq.**
71 SERIES

**Sensors**
71 SERIES

**Power Sockets**
71 SERIES

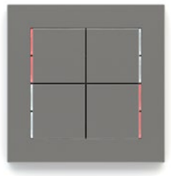
## PLASTIC

**Ice White**
GAA



**Intense Black**
GAE

**Silver**
GAG



**Hematite**
GAI

**Graphite**
GAL

## METAL

**Aluminium**
GBQ

**Nickel**
GBR

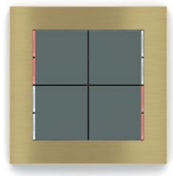
**Titanium**
GBS

**Carbon**
GBU

**Brass**
GBB

## BICOLOR

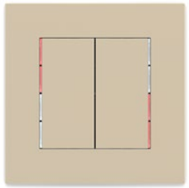
**Black&Gold**
GBB + GBU



**Green&Gold**
GBB + FVC

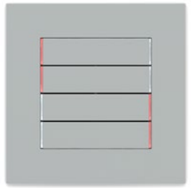
## FENIX NTM®

**White Malé**
FBM

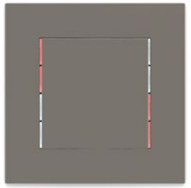


**Beige Luxor**
FBL

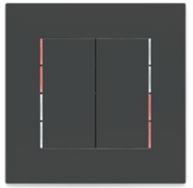
**Beaver Ottawa**
FCO



**Grey Efeso**
FGE

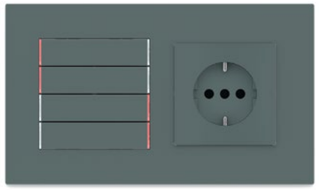


**Grey London**
FGL



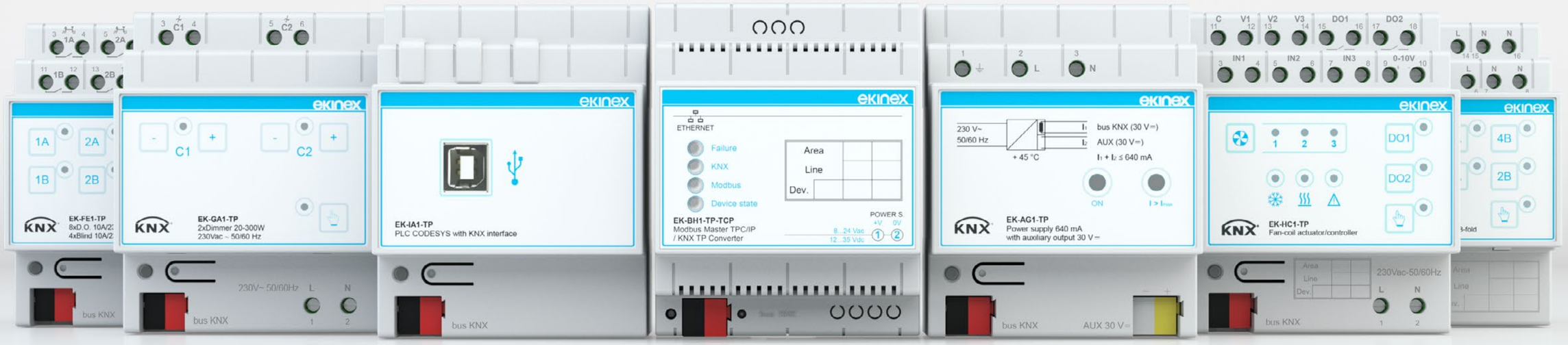
**Grey Bromine**
FGB

**Cocoa Orinoco**
FCC



**Green Commodore**
FVC

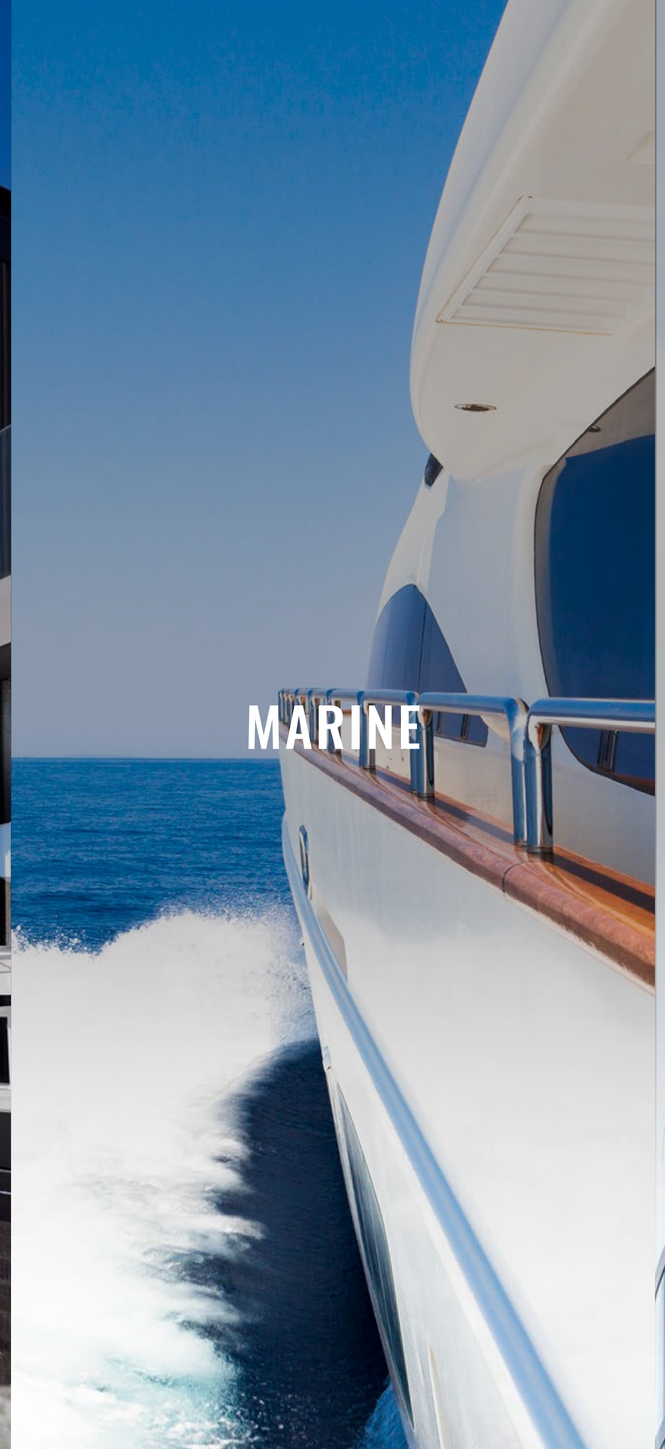
# BACK ENDS DEVICES




Power Supplies | System Devices | Universal Interfaces | Inputs | Actuators | Input/output modules | Dimmer | HVAC Solution | PLC | Gateway | Metering

## 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:

- **Design & technology**
- **Materials and colours**
- **Exclusivity**
- **Multifunctional devices**
- **Scenario recall**
- **Comfort and well-being as in a home**
- **Consistency with quality interior choices**

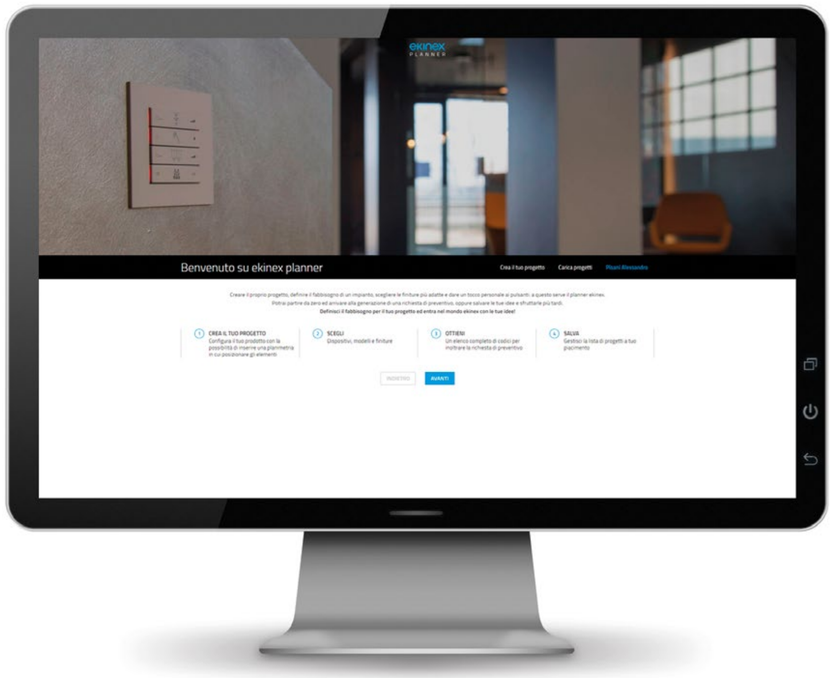
# FUNCTIONAL BUILDINGS

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:

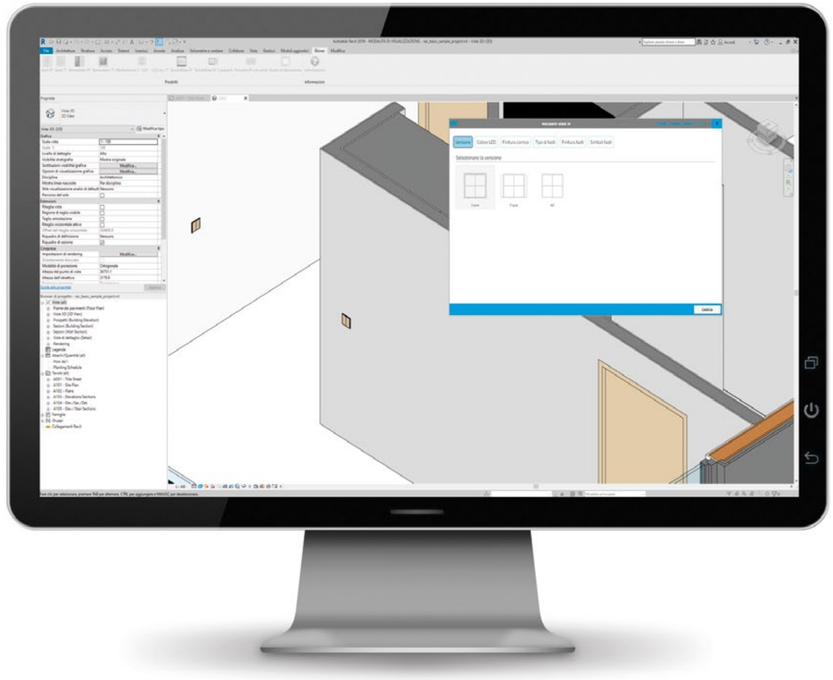
- **Energy saving**
- **Reconfigurability**
- **Coordinated operation of the various systems**
- **Maintenance aid**
- **Sustainability**
- **Efficiency class**
- **Increased productivity**

www.ekinex.com
ekinex PLANNER
Crea il tuo progetto
Carica progetti
Pisani Alessandro
FAQ
Configurazione progetto
esempio-3
Inserisci prodotto
Comandi a parete
Termostati ambiente e Multisensori
TouchSee
Sensori di presenza e movimento
Punti di derivazione
Prodotti da quadro
Accessori
Prodotti inseriti
1 - Pulsante con termostato - Serie 71
2 - Termostato ambiente E72 - Serie 71
3 - Display TouchSee EC2 - Serie FF
4 - Punto di derivazione quadrato Imodulo 4...
Visualizza riepilogo
Richiedi preventivo
TERRACE
KITCHEN
DINING ROOM
BEDROOM 1
BEDROOM 2
BEDROOM 3
BATH 1
BATH 2
BATH 3
WALK-IN CLOSET
LIVING ROOM
UTILITY
GARAGE
COVERED PORCH



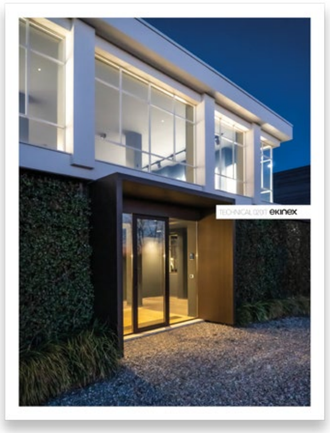

## Ekinex PLANNER

Through the Ekinex configurator each element can be customized
and included in your project until you get to the generation of a request for a quote
that is sent to the sales team along with the details of the
selected products.



## BIM

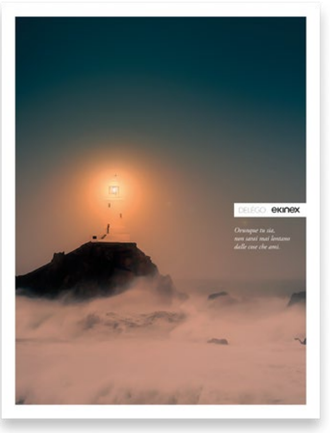
Building Information Modeling indicates a method for optimizing planning, implementation and management
of construction with the help of software. All relevant data of a building can be collected, combined and connected
digitally. For all Ekinex products are available and downloadable free of charge
from the website, the BIM libraries for Autodesk Revit with advanced configuration features.




Technical Catalogue

Smart interiors

Brochure 10 Reasons

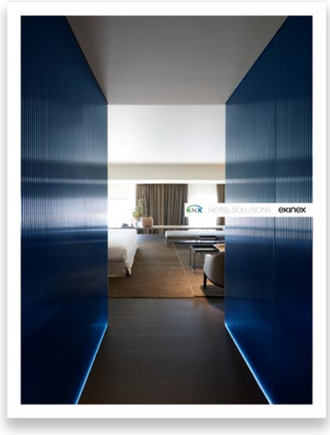



Delègo Catalogue

# Documentation and Catalogues | 32

Available Paper Supports

HVAC Applications



Hotel Applications

Smart Lighting

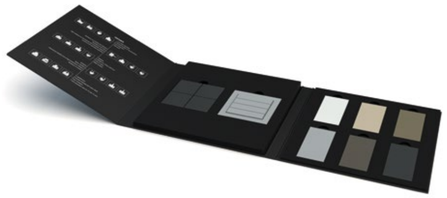
Energy Management

# SALES KIT

Presentation and Sales Kit available

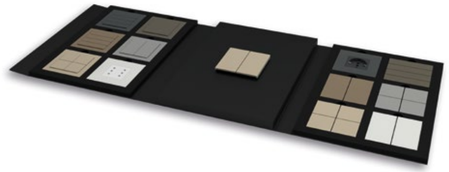
## Stylecase

Stylecase is designed to present the lines of the Ekinex product, evaluate materials and colors, check the effect on walls with different finishes. It is equipped with 4 drawers complete with keyboards and thermostats in demo mode.



## Colorbox

Colorbox is a finishing folder that contains 6 color types in FENIX NTM® to assess the different color and aesthetic solutions available.



## Colorbox Pro

Colorbox Pro is a finishes folder containing a working KNX button inside equipped with 12 different versions for materials, colors and types of key.

## Pocketbox

Pocketbox is a small and versatile tool that allows you to present Ekinex products in their natural size. Inside the box there are 19 1:1 scale cardboard models complete with description and QR code.

## ColorRing

Color Ring is a ring equipped with rectangular keys made of plastic, metal and Fenix NTM in real size that allows you to evaluate the chromatic combination between the button and the wall.

## Stylebox 20venti

Stylebox 20venti is a presentation box containing a button of the 20venti series, complete with keys. It is equipped with keys and plates inside in different colours to evaluate the different chromatic and aesthetic solutions available.

## Stylebox FF

Stylebox FF is a presentation box containing a button of the FF series, complete with keys. It is equipped with keys and plates inside in different colours to evaluate the different chromatic and aesthetic solutions available.

## Stylebox 71 Deep

Stylebox 71 Deep is a presentation box containing a button of the 71 Deep series, complete with keys. It is equipped with keys and plates inside in different colours to evaluate the different chromatic and aesthetic solutions available.

## Stylebox 71 Surface

Stylebox 71 Surface is a presentation box containinga button of the 71 Surface series, complete with keys. It is equipped with keys and plates inside in different colours to evaluate the different chromatic and aesthetic solutions available.

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