# Company presentation

2023

1 Our family business has been committed to energy transition for 50 years

2 Smart Home, a market driven by a contribution to energy savings

3 Our differentiation through innovation, industrial excellence and openness

4 Our Smart Home offerings, for a safer, more comfortable and more eco-friendly home

5 Our Smart IoT Solutions, serving our partners to create new connected offerings
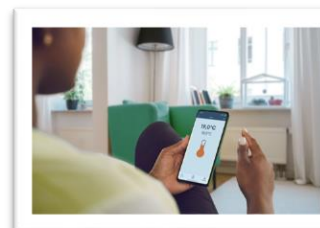
Delta Dore

- **in 5 key points**

820
employees

1970-2023
50+ years

FAMILY
business

with (4%)
**shareholding
Employees**
with participation
by 2/3 of French employees

6 **European**
Subsidiaries

France - Germany -
Spain - Italy - Poland
- United Kingdom

Eco-designed
products
made in **France**
and Germany

22 million
homes equipped
with our energy
management solutions in
Europe*.

* : including our branded products and solutions for industrial partners

01

A family business committed to the energy transition

A 50-year long commitment

Delta Dore is a family business that was founded during the **1970s** oil crisis, and is still based on the conviction of its founders that...
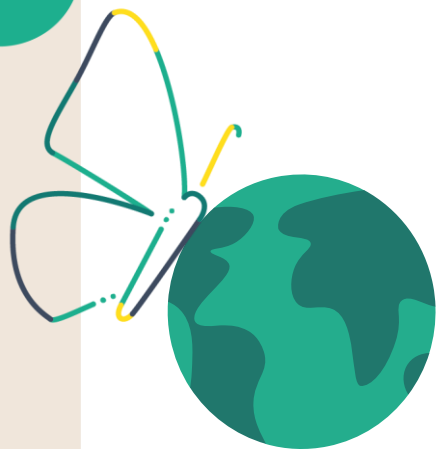
"

We cannot waste the planet's resources with impunity.

Joël & Monique Renault, founders of Delta Dore

"

Vision & mission

We are convinced that **connected homes** offer an opportunity to **contribute to the energy transition** while also improving living comfort**.**
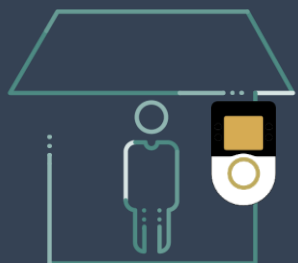
&

To achieve this, Delta Dore helps everyone to improve life at home, with **connected solutions** that make the home **safer, more comfortable and more eco-friendly.**

A positive
carbon impact

With over 20 million homes equipped
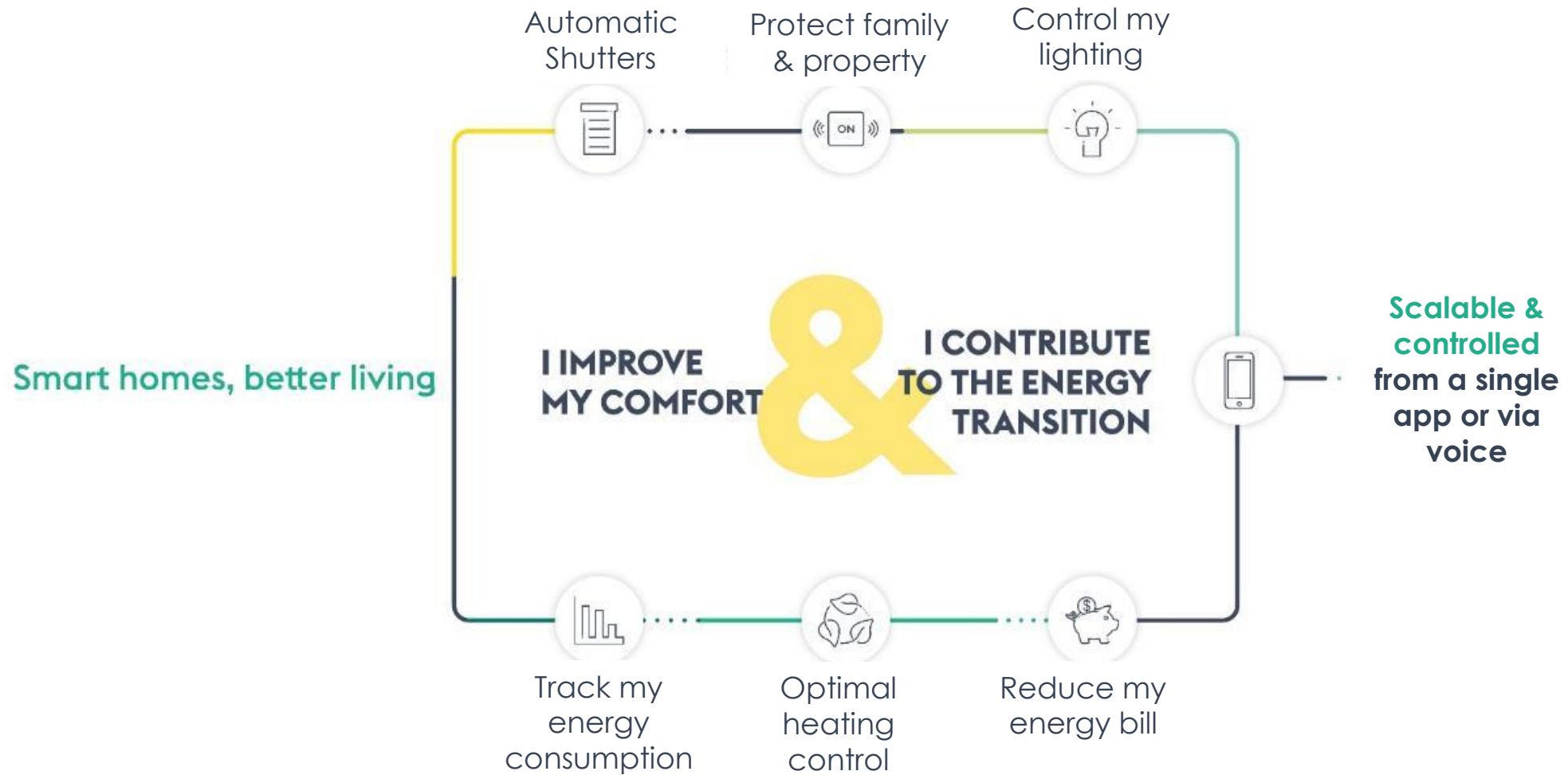with our energy management solutions since 2004*

we prevent

60x

our own
emissions

CO2

* Products manufactured by Delta Dore, including catalogue products and OEM products

Our 'Smart homes, better living' promise

Automatic Shutters

Protect family & property

Control my lighting

Smart homes, better living

I IMPROVE MY COMFORT & **I CONTRIBUTE TO THE ENERGY TRANSITION**

Scalable & controlled from a single app or via voice

Track my energy consumption

Optimal heating control

Reduce my energy bill

Our **Smart Home** activities

1. Connected solutions for individual and collective housing

Managing heating, lighting, roller shutters and security systems.

2. Tailor-made solutions for OEMs & service providers

A platform open to our partners to connect their offers

The 3 pillars of our CSR

Virtuous innovation
We innovate to save energy

*The company was established during the oil crisis with a strong conviction that we have continued to follow for more than 50 years: to **design and create energy-saving solutions**. We dedicate 9% of our turnover to innovation.*

Sustainability
We promote eco-design & the circular economy

Miniaturising our products, reducing their energy consumption, using recycled plastics and local sourcing allow us to take action at each stage of the product life cycle.
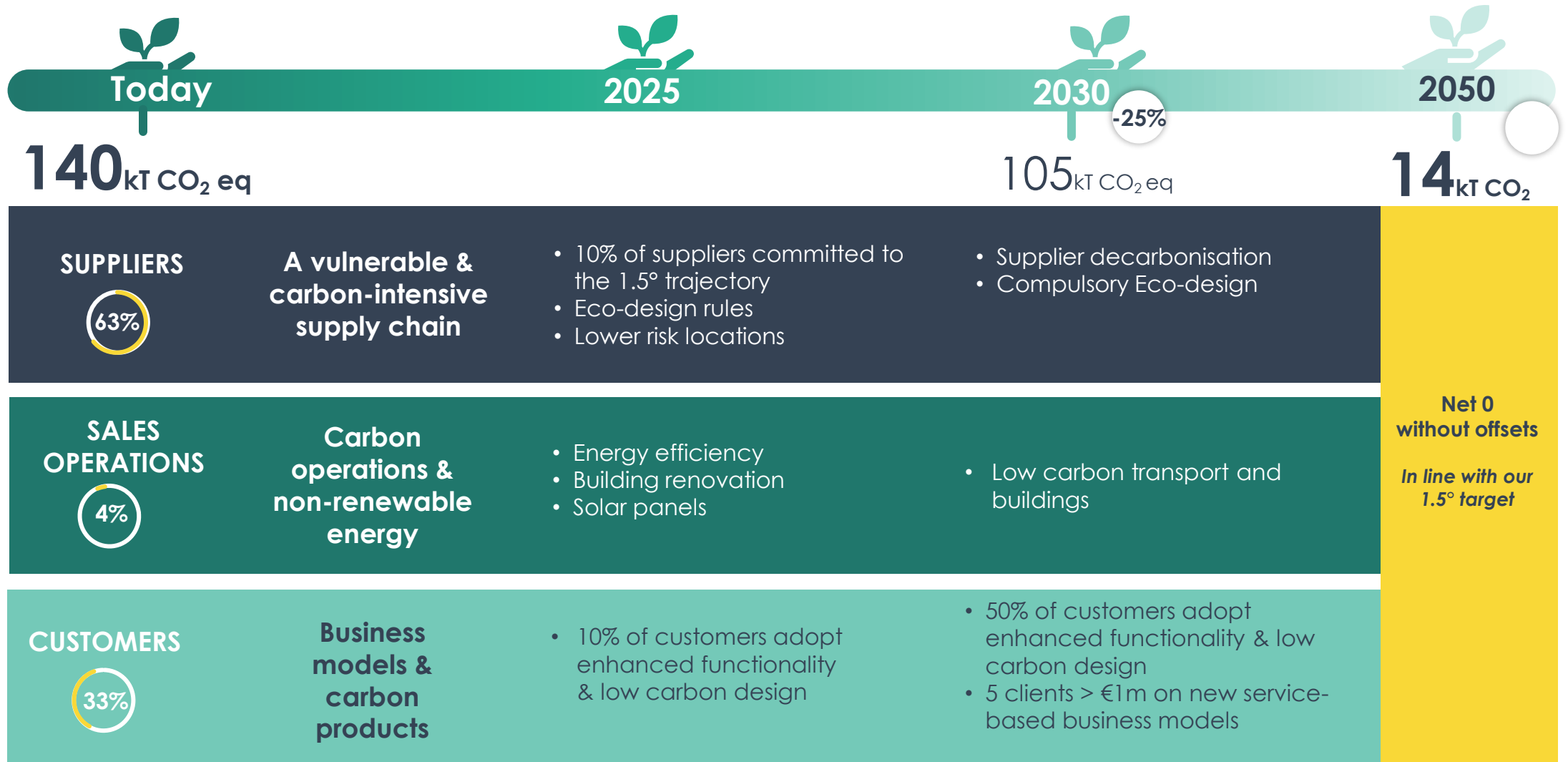
Ethics
We encourage respect & compassion

*Our management plan is designed to engage and mobilise our employees around a shared project, supported by a corporate culture that reconciles performance and well-being at work (nursery, remote working, time savings account, etc.). For the past four years, we have been recognised as one of the **500 best employers in France**.*

Our low carbon path

	Today	2025	2030 -25%	2050
	140kT CO$_2$ eq		**105**kT CO$_2$ eq	**14**kT CO$_2$

SUPPLIERS 63%	A vulnerable & carbon-intensive supply chain	• 10% of suppliers committed to the 1.5° trajectory • Eco-design rules • Lower risk locations	• Supplier decarbonisation • Compulsory Eco-design	
SALES OPERATIONS 4%	Carbon operations & non-renewable energy	• Energy efficiency • Building renovation • Solar panels	• Low carbon transport and buildings	**Net 0 without offsets** *In line with our 1.5° target*
CUSTOMERS 33%	Business models & carbon products	• 10% of customers adopt enhanced functionality & low carbon design	• 50% of customers adopt enhanced functionality & low carbon design • 5 clients > €1m on new service-based business models	

Proud of our recognised CSR commitment

Innovation Award
Tywell bioclimatic offering

- FFB Building Sites for Innovation 2022 (silver medal).
- Grand Prize for Innovation 2022 Verre & Protections Magazine.

Recognised among the top 500 best employers

A consistently rising score for the fourth year in a row. Organised by Capital & l'institut Statista based on more than 20,000 employees in France.

Gold medal for our CSR performance

Score 74/100 in the top 2% of companies with an advanced commitment.

An additional driver for taking action for the planet

As a Team for the Planet shareholder
we finance innovative decarbonisation projects.

"At a time when we are stepping up our efforts to reduce the carbon emissions linked to our activities and support our clients towards greater energy moderation, becoming a Team for the Planet shareholder is an additional driver for taking action against climate change."
Pascal Portelli, Chairman of the Management Board.

We are millions, climate change is one and alone.

02

The Smart Home, a market driven by its contribution to energy savings

Heating,
the largest consumption item in Europe
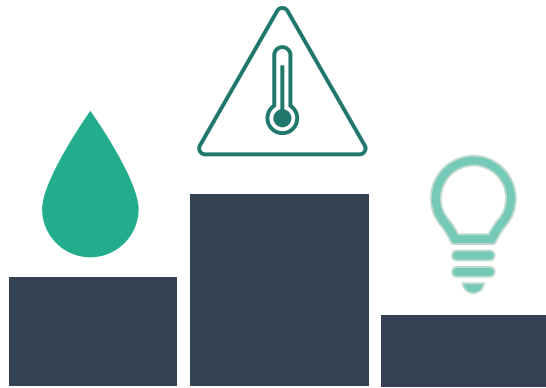
Household consumption in Europe
Source Eurostat - 2020 data

Heating 62.8%

Hot water 15.1%

Lighting 14.5%

Kitchen 6%

Miscellaneous 1%

Air-conditioning 0.4%
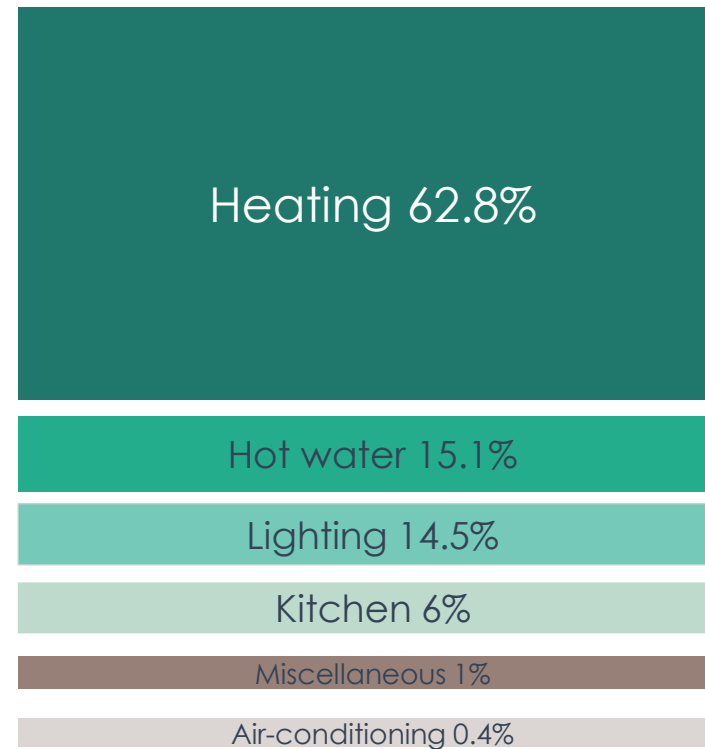
Insulation,
an approach that needs to evolve

Heating is the main source of energy consumption

&

Thermal insulation has been the preferred solution so far

BUT

- It is expensive and takes time to deploy
- It negatively impacts the cooling consumption component
- With global warming, improving summer comfort without installing air conditioning is becoming a major challenge

Control and automation lead to major savings on the 3 main consumption items

The smart home:
an energy-saving generator

Programming & controlling the heating

Up to **17%***
energy savings

Our heating management products allow you to optimise your home's temperature according to your lifestyle and save on your bill.

Using shutters for protection from cold & heat

Up to 34%** **energy savings in winter**
5°C** **less in summer**

&

Intelligently automating your shutters according to the amount of sunlight allows you to take advantage of the sun's rays in winter and to protect yourself from them in summer.

*source carbon4
**Source Study carried out by TBC agency on behalf of the SNFP*

Untapped potential
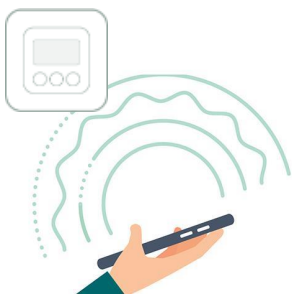
Today, few products are connected

10% of thermostats
5% of radiators
4% of air conditioners
3% of heat pumps
2% of water heaters

Monitoring and managing consumption are considered essential

92% of consumers try to reduce their electricity consumption for economic reasons and 79% for ecological reasons.

Consumers need to be supported to take environmentally-friendly actions

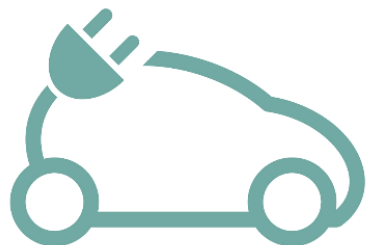91% turn off the light but only 51% turn down the temperature by 3 degrees when not in a room.

Senior-focused offers

93% of those surveyed would like to see houses adapted in 10 years' time to allow seniors to remain in their own homes.

Source: Promotelec 2023 survey, with 1,000 people representative of the population, between 18 and 75 years old.

A market driven by new electricity uses

2035

2045

2050

50%

70%

Electric vehicles:
2035 will mark the end of combustion vehicle sales in favour of electric vehicles.

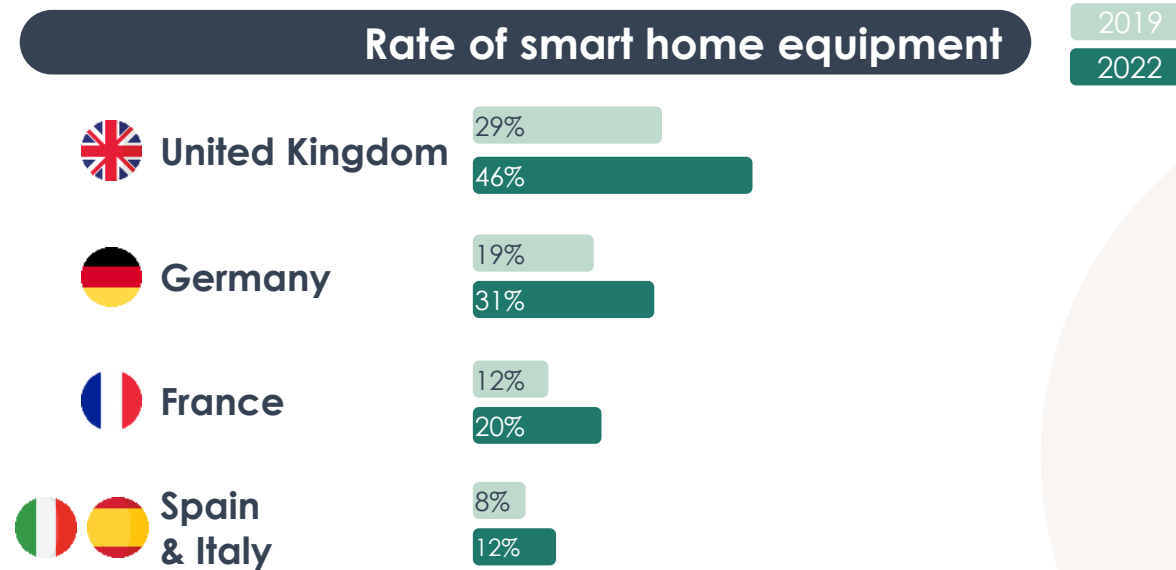50% of heating demands will be met by **heat pumps** by 2045.

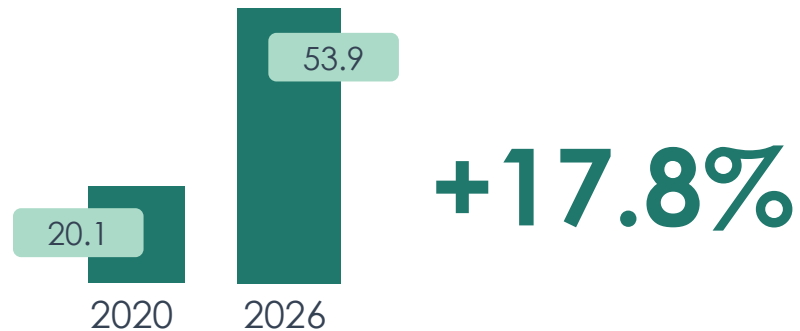**Solar photovoltaic and wind power** will account for 70% of electricity production by 2050.

Market Growth
in Europe

Rate of smart home equipment

2019
2022

🇬🇧 **United Kingdom**
29%
46%

🇩🇪 **Germany**
19%
31%

🇫🇷 **France**
12%
20%

🇮🇹🇪🇸 **Spain & Italy**
8%
12%

+14.4%
average annual growth
2021-2025

smart speakers,
lighting control
and energy control

Smart home sales forecast in Europe
in billions of dollars

53.9

20.1

+17.8%

2020   2026

18.5
Billion €
Turnover of smart home equipment

36
Million
Homes equipped with **at least one smart home object**

03

Our differentiation through innovation, industrial excellence and openness

Innovation is
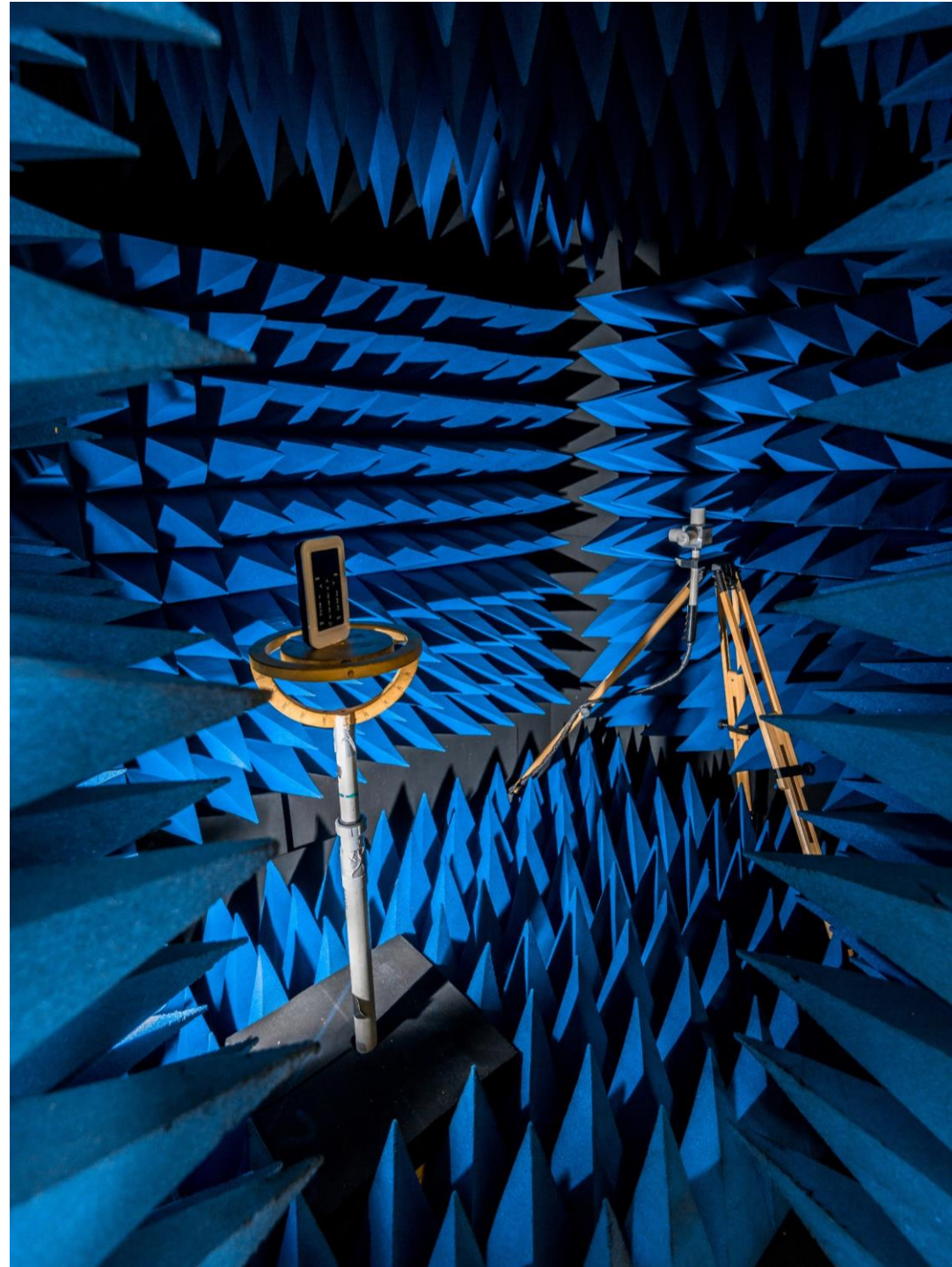## the heart of our DNA

+90 🎖️
Patent families

150 👥
Technicians,
engineers &
doctors

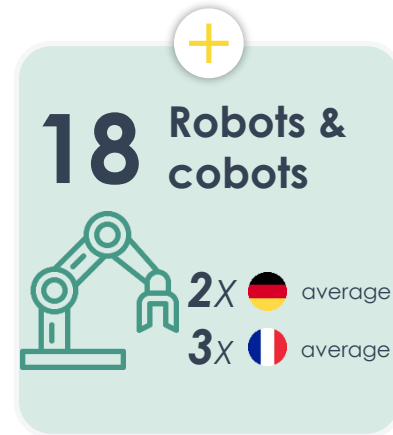🏅 **INPI**
Award
& Top 15
applicants
of patents

⚙️🧠 **9%**
of
dedicated
turnover
to R&D

Our
industrial excellence

Vitrine **INDUSTRIE DU FUTUR**
L'EXCELLENCE DE LA FRENCH FAB

5.5
million
products
produced per year

18 Robots & cobots
2x average
3x average

3 Production sites
Bonnemain - Revin - Rhede

15,000 m²
of
production facilities
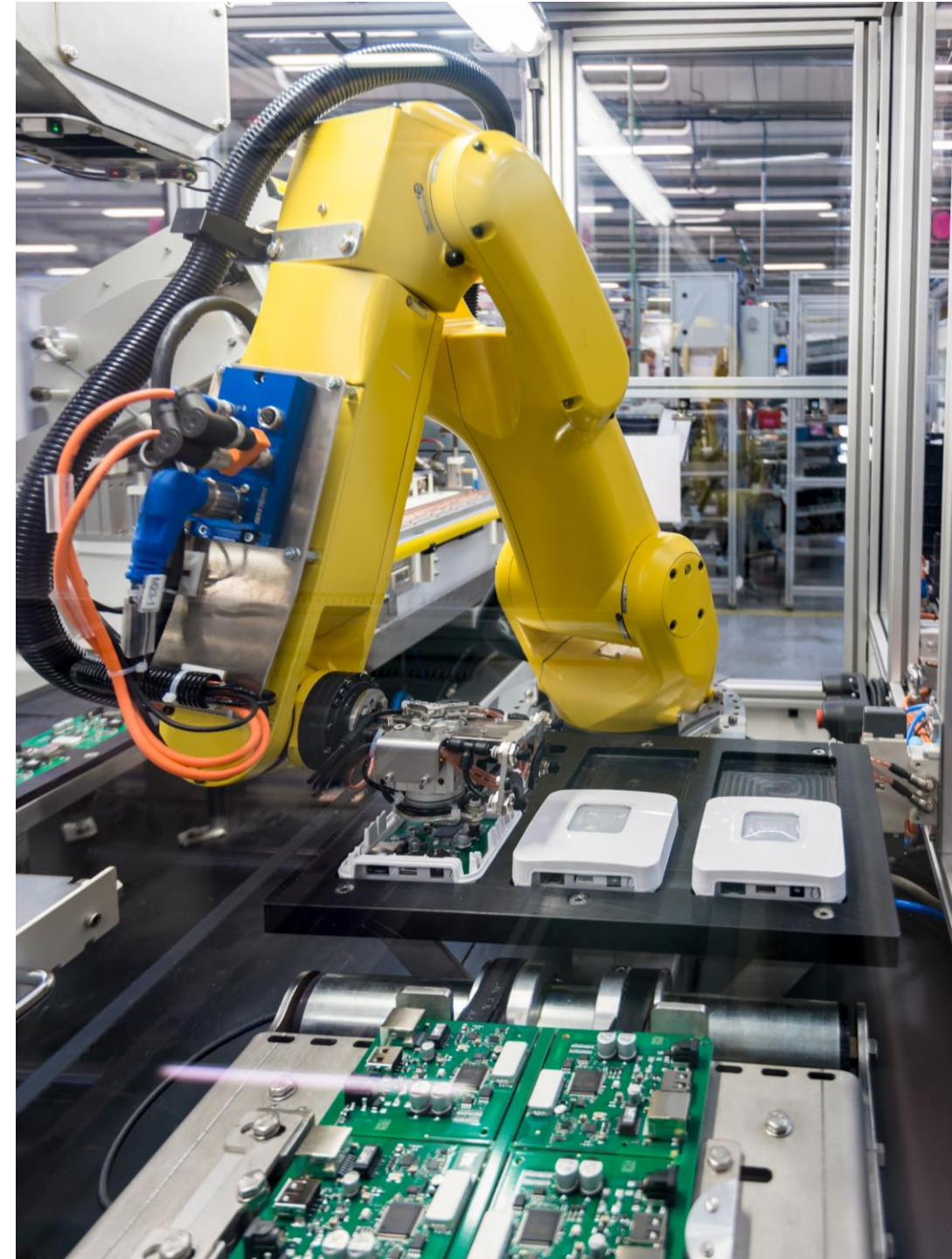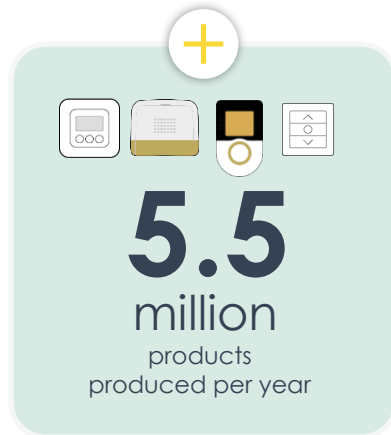
Our open
programme

We are convinced of the **need to make homes increasingly connected, thanks to the interoperability of** Delta Dore smart home products with other brands.

Our **open** strategy

Following compatibility with voice assistants & the opening up of our APIs*, the *Matter* project has become a strategic open project.

✓ Delta Dore is an <u>active</u> member of the *Connectivity Standards Alliance*

✓ 3 demonstrators in progress

✓ Opening up the ecosystem Delta Dore in *Matter* at the end of 2023

2023

Matter is the **standard communication protocol**, defined by the *Connectivity Standards Alliance*.

It allows connected objects in the home to interact with each other, regardless of their brand.

* Application Programming Interface allows software, services and applications in different environments to be connected so that their data can be connected.

The biggest brands trust us

## And are compatible with our solutions

Heating and Air Conditioning

Airzone, Amzair, Ariston (Chaffoteau), Atlantic (Thermor), BDR (Baxi, De Dietrich, Oertli, Chappée), Bosch(ELM leblanc), CETIH (Systovi), Daikin, Defa, Diehl, Giacomini, Hitachi, Mitsubishi, Mon atout énergie, Panasonic, Roth, Rothelec, Thermacome, Thermor, Vaillant (Saunier Duval), Viessmann, Wibo, Zehnder (Acova)

Openings

Actea, Arial, ASP distribution, AtlanteM, AVM, Batipose, Biason fenêtre, Bouvet mensuiserie, Bubendorff, Cap Groupe (Cap Mid, Cap Isoplast,New cap), CB Equipements, CETIH (Bel'M, Swao, Zilten), David fermetures, Elysée menuiseries, Eveno, Ferco, FPPO, France fermetures, Franciaflex, Futurol, Grégoire Groupe, Hörmann, Huet, K-Line, K.liplast, Lakal, La Toulousaine, Les Zelles, Maugin, Millet, MPO, Novoferm, NRJ habitat, Pasquet Menuiseries , Profalux, Renson, Roller, Sodapn, Sodicob, SMPF, Sommer, Soprofen, Stella group, Storistes de France, Terres de fenêtres, Tubauto
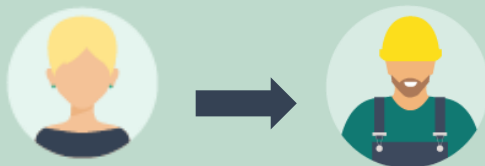
Service providers

Arkea – EDF – Elettrone -Sowee
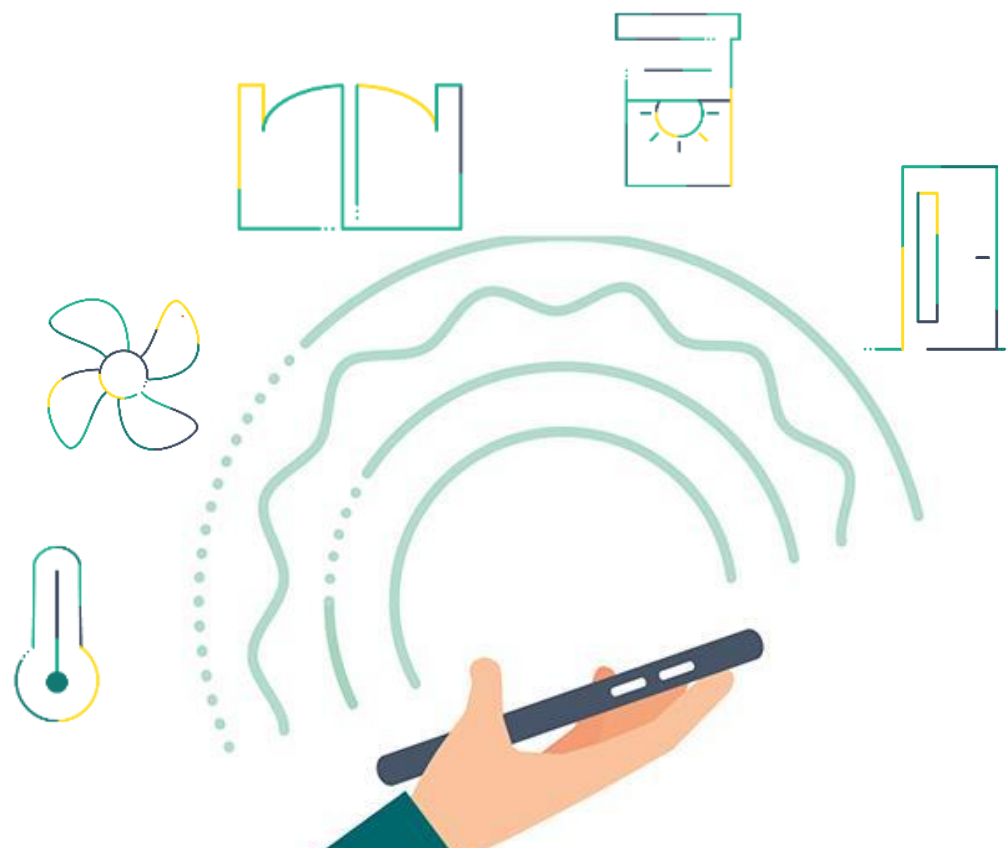
04

Our Smart Home offer provides a safer, more comfortable and more eco-friendly home.

1 group
3 brands

Target 1

Consumers turn to
to a professional
to install smart home solutions

2 Brands

DELTA DORE
In Europe

RADEMACHER
In Germany only

Target 2

Consumers buy
and install
simple smart home solutions themselves

1 Brand

HOME PILOT

Launch 2023

Our
Smart home offer

A complete offering for
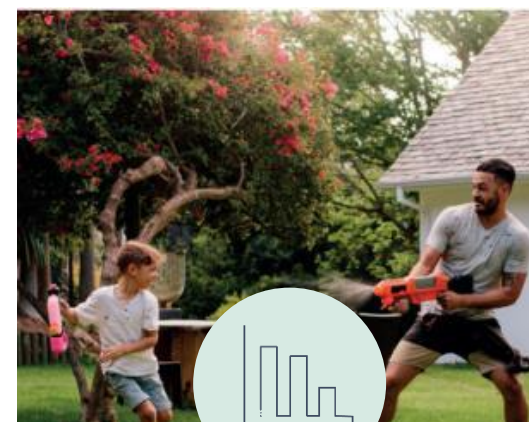**a safer, more comfortable and more eco-friendly home.**

more comfortable

My thermal comfort is optimal
I make life easier for the family
on a daily basis
I save time

safer

I protect my family and my property
I keep in touch with my loved ones
I can be helped in the event of
problems

more eco-friendly

I optimise my consumption
I contribute to the energy transition

Our star products (1/2)

THERMOSTAT

+ 1 million units
sold each year

ALARMS

Battery life of up to 10 years

AUTOMATION

Control everything
from lights to shutters

Our star products (2/2)

MOTORS

Control your roller shutters automatically

ROLLER BLINDS

Automate every roller shutter in no time at all

CAMERAS

See everything, inside and out

Tydom: for connected homes

Tydom **Home**
environment

Discreet design
it fits easily into the home

Tydom **Pro**
panel

The **smallest box on the market**
for an optimised installation in the
consumer unit

more than **400+**
compatible products

Professional **quality**

2 Tydom hubs
Home & Pro
for a scalable smart home

Zigbee
compatibility
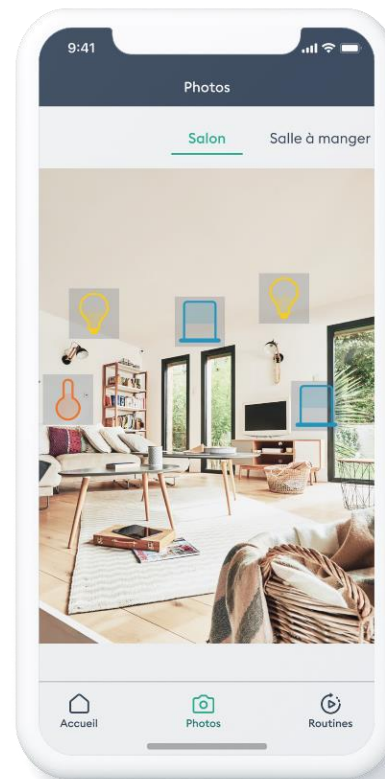for smart light bulbs &
sockets

An app to manage your home SIMPLY

Via the app

- Free, secure and subscription-free
- Simple and intuitive
- 1 single app to manage and programme all the equipment
- 2 control modes:
    - Via the standard "icons" on your devices,
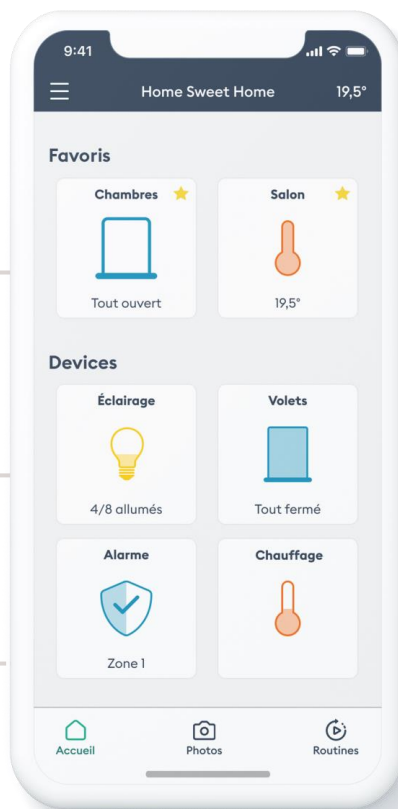   - Via customised screens with photos of the room

Via a voice assistant

JUST ASK alexa

works with Google Assistant
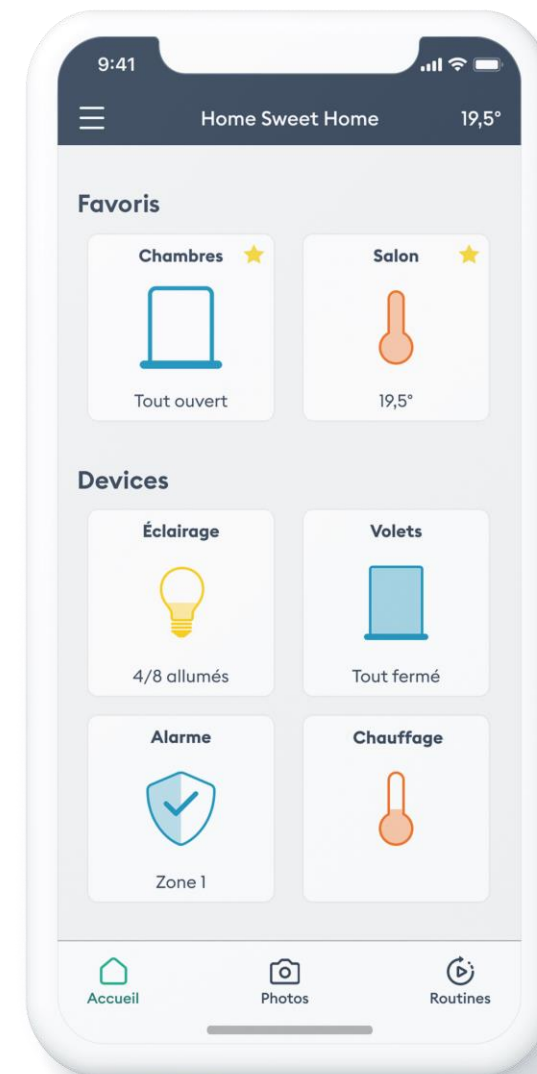
The Tydom app
to manage the WHOLE house

Monitoring energy **consumption**

Improve thermal comfort and optimise **energy consumption**

Securing the home & alerting in the event of problems

Simple control & programming of **shutters, doors and gates**

Simple control and programming of **lighting**

Tydom Hub
Plug & Play
Free app
Makes installed products connected

An example of our latest
responsible innovation: Tywell

Actions to control energy consumption using **automatic identification of seasons and sunshine levels**.

This makes it possible **to use natural resources** depending on the weather conditions and to limit energy requirements for well-being in the home.

A manager

An interface

An app

- FFB Building Sites for Innovation 2022 (silver medal)

- Grand Prize for Innovation 2022 Verre & Protections Magazine

05

Our Smart IoT Solutions offer
at the service of our partners to
create new connected offers

The activity basis
Smart IoT solutions

The evolution of smart housing requires the interoperability and collaboration of many different ecosystems.
(at the level of protocols, services, user experience and applications)

To enrich the customer user experience and develop their offer, our key accounts need to "capture" data.

Openness & Connectivity

are at the heart of Delta Dore's strategy to support our customers in this development

An open platform
for smart home partners

Building solutions together to:

- easily connect equipment
- generate more value around data
- offer new services and enrich the customer experience

01

Your IoT
Solutions for entering or
developing the world of IoT

02

Your Services
Services to provide
added value to customers

03

Your Interface
To implement your app

Supporting our customers
in their digital transformation

For the customer

Supporting them from A to Z
Delta Dore is the only player to propose a complete offering, from the "device" to the interface.

Optimises the time to market
Allows customers to remain focused on their core business by relying on Delta Dore for IoT.

Help them control their costs
Minimise investments with flexible pricing.

For their offers

Open and flexible platform
Can be adapted to any protocol or type of equipment. Can also be adapted to the data model of existing equipment.

Wide choice of products, brands and value-added services
A wide ecosystem of brands and services in heating, security, lighting...

Privacy
GDPR and cyber-security are integrated upstream.

01 Your IoT:
solutions to develop the IoT world

Cloud

Connectors
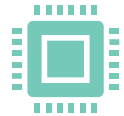to facilitate API integration between platforms

Physical hub
ensures connectivity between equipment locally and remotely

Virtual hub
integrates connectivity into your own hubs

Product catalogue
Smart white label
(thermal, lighting, opening & closing, security, remote monitoring)

Cards/modules to be integrated
into your products to make them connected

Specific software
to be integrated into your cards or products to enable connectivity

+ Develop & manufacture specific products for your needs.
An integrated design office and state-of-the-art factories.

02 Your services:
a wide range of services

A range of accessible services are provided via our platform and expanded by accessing our partner ecosystem.

=

Providing added value to your customers

Remote monitoring and remote assistance services, including fall detection.

Sending targeted information to your customer's app to optimise your relationship marketing.

Customisation of available services according to users by assigning them specific roles and attributes.
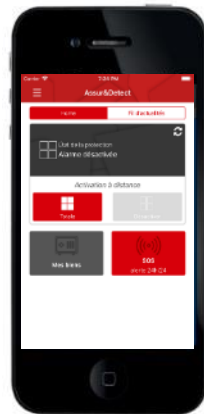
Remote diagnosis and maintenance to avoid unnecessary travel.

03 Your interface:
app implementation

Interface design
& smartphone apps customised
to your brand
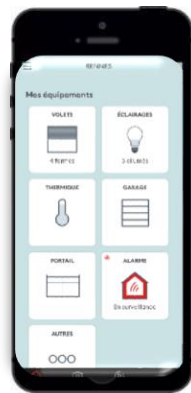
Provision of APIs to facilitate
integration with third party
applications, interfaces and services

K-line

Assur&Detect

Service:
an offer for ageing well

aS2d
INNOVONS ENSEMBLE

Health and well-being
with the implementation of video and remote consultation tools, fall detectors etc.

Everyday comfort
thanks to the Smart Home with the implementation of scenarios to facilitate the daily life of residents (automatic shutter closing at sunset, connected lock to open the door remotely, etc.).

Security
with 24/7 assistance from a monitoring centre who can intervene in the event of a fall or to prevent the risk of fire, intrusion or flooding.

* AS2D: Joint venture between Arkea Sécurité and Delta Dore

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e-ViTA
EU-JAPAN VIRTUAL COACH FOR SMART AGEING

Did you know?

Delta Dore participates in the European e-VITA programme in cooperation with Japan. The challenge is to design an intelligent and individual virtual assistant capable of supporting the active and healthy ageing of the elderly.

THANK YOU

DELTA DORE GROUP