



# Company presentation

2024



01

## A family business

working for the energy transition



02

## A committed group

CSR & low carbon strategy



03

## Energy management

a social issue



04

## Our Smart Home offering

for a more sustainable home



05

## Our Smart lot Solutions offering

serving major players in the residential sector

01



**A family business**  
committed to the  
energy transition

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# Delta Dore in a few words

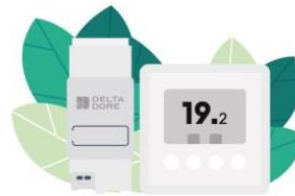


**Family**  
group

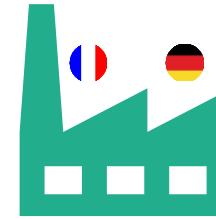
Created in  
**1970**



**820**  
employees



**An energy  
management  
expert**  
in  
the residential  
sector



**Made  
in France  
& Germany**

6 subsidiaries  
in **Europe**



**Industrial  
excellence**

Awarded  
'Industry of the  
future' status

# Our raison d'être

“

We innovate for a more sustainable way of life, where reducing the energy footprint of homes goes hand in hand with living better.

**We are committed to energy conservation ”**

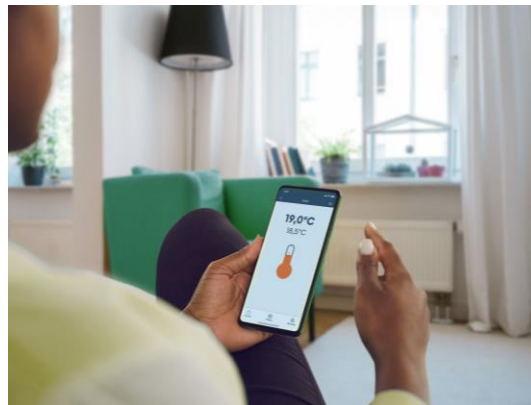


# Our expertise in energy management



**+1 M**illion

thermostats **manufactured**  
every year



**22 M**illion

**homes are equipped** with  
our solutions in Europe\*



**2022**

Leading energy manager  
optimising free solar  
energy  
**TYWELL**

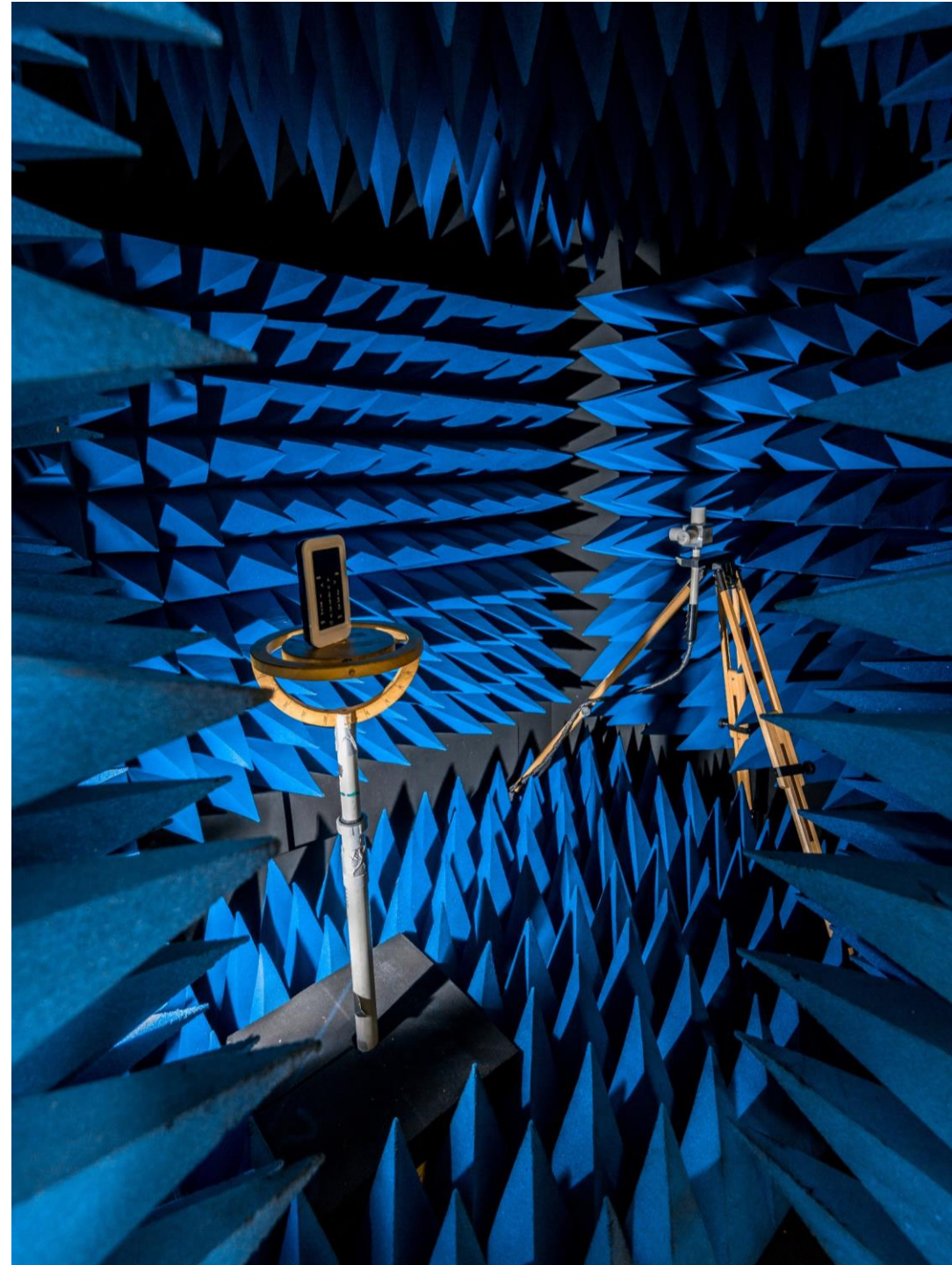
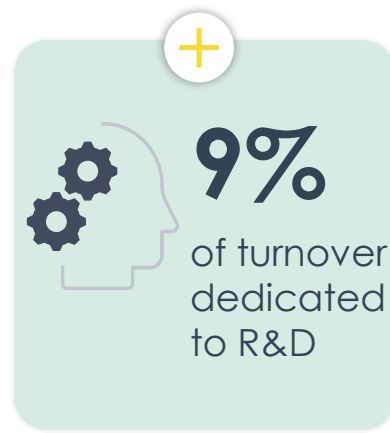
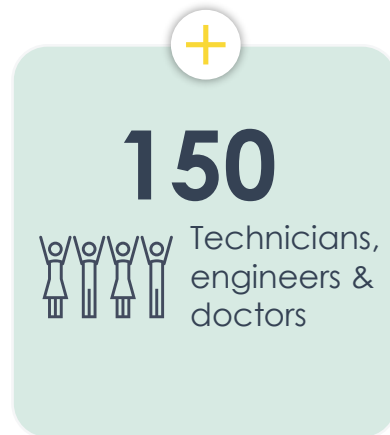
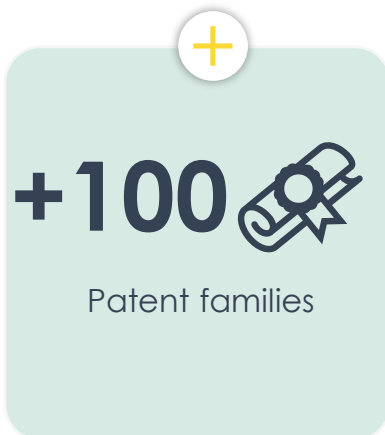


**TRUSTED**

**Partner** of the biggest  
heating, air conditioning  
and opening equipment  
brands.

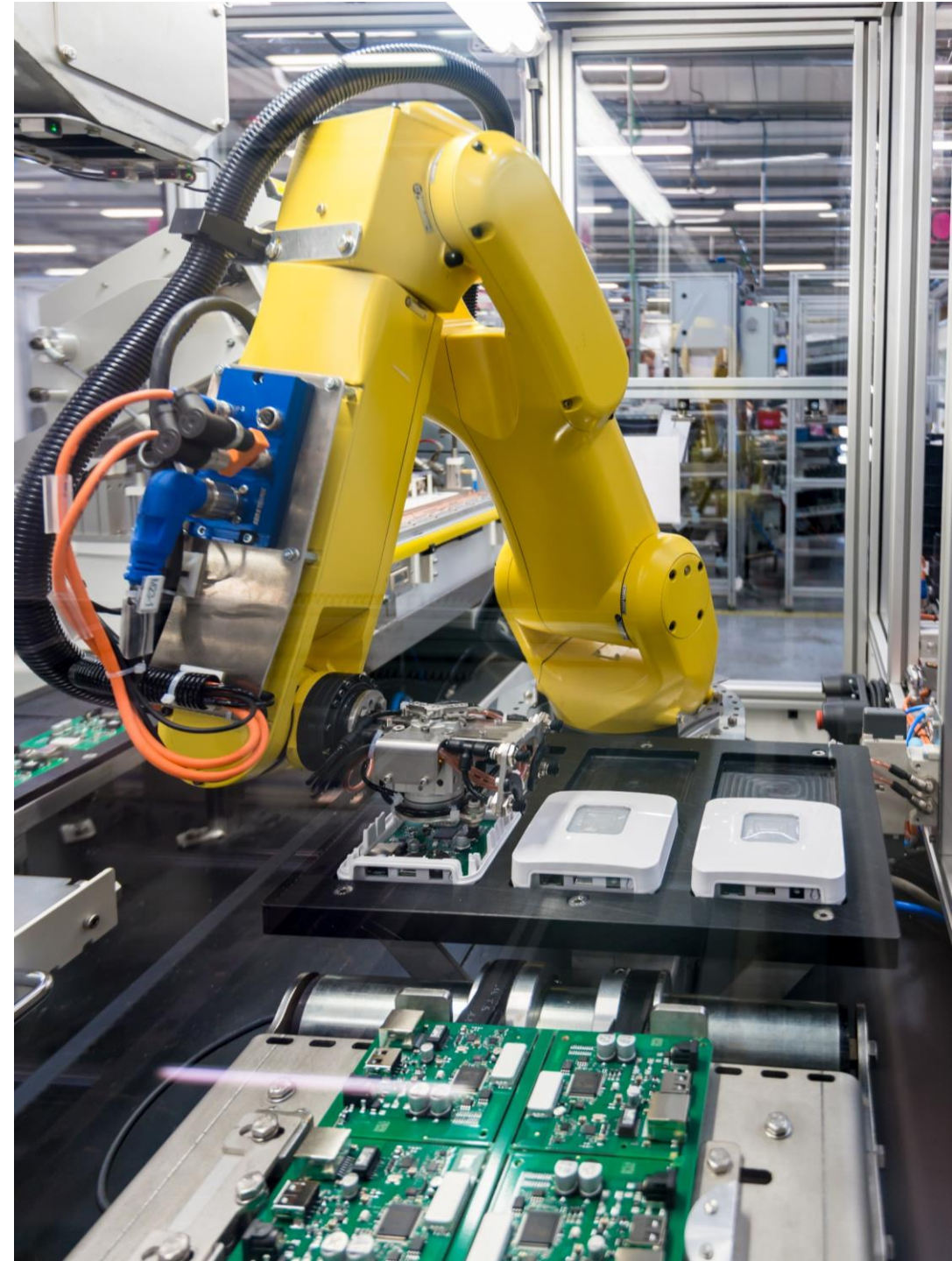
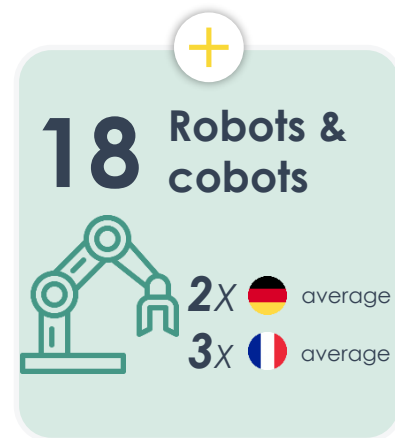
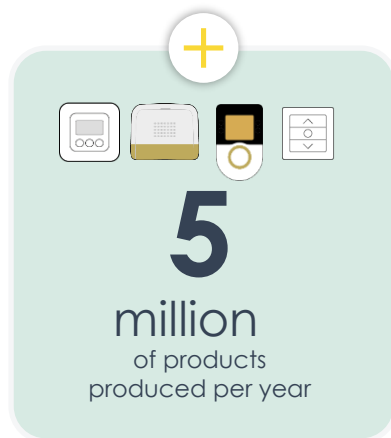
\* including our branded products and our solutions for industrial partners

# Innovation at the heart of our DNA





# Our industrial excellence





# Our activities & our brands

Connected products & solutions for individual & collective housing



**For  
individuals**



Management of heating & air conditioning, lighting, roller shutters and security systems.

**2 brands  
installed by  
professionals**



**DELTA  
DORE**



**RAEMACHER**

In Germany only

**1 brand  
installed by  
the individual**

**HOME  
PILOT**



**For  
equipment  
manufacturers &  
service providers**



Support, products, applications and services via our IoT platform.

**Delta Dore brand  
or White label**





# 02

## A committed group CSR & low carbon strategy

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# The 3 pillars of our CSR



## Virtuous innovation

innovation and promoting offers to save energy

*The company was created during the oil crisis with a strong conviction that we have followed for more than 50 years: **conceiving and designing solutions to save households energy.** We dedicate 9% of our turnover to innovation.*



## Moderation

Eco-design and promoting the circular economy

*Miniaturising our products, reducing their energy consumption, using recycled plastics, local sourcing, are all actions enabling us **to take action at every stage of the product life cycle.***



## Ethics

Encouraging respect & kindness

*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, personal time bank, etc.). For the past four years, we have been recognised as one of the **500 best employers in France.***

# A low carbon strategy ambitious commitments

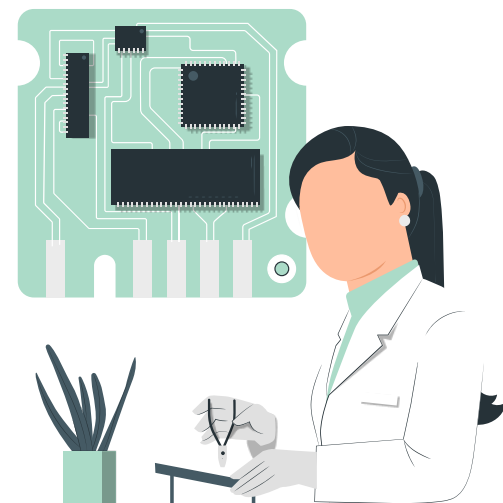
Our goals

2035

**-42%\***  
CO2

2050

**-90%**  
CO2



**Ecodesign,**  
an essential part of  
our decarbonisation

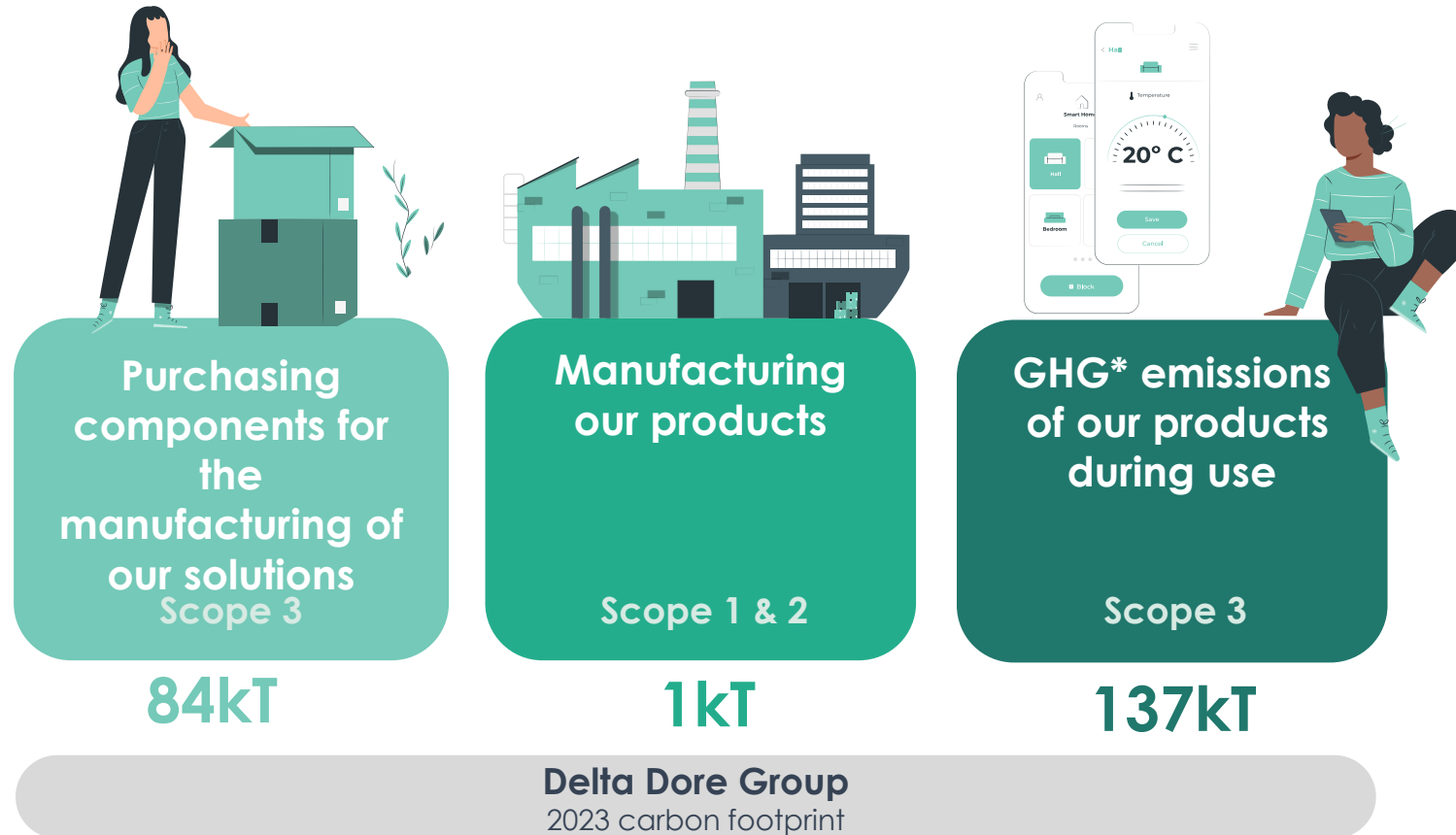
\* Based on the 2022 carbon footprint

## Our

WE SUPPORT



# A carbon neutral balance sheet



\* Greenhouse gas



GHG\* emissions avoided by individuals using our solutions are

**140 times**  
higher than our own emissions



(based on our 20 million homes equipped with our energy management solutions since 2004 and calculated using 2022 carbon footprint data)



# Our actions to decarbonise our solutions



# Proud of our recognised CSR commitment



## Innovation Award Tywell bioclimatic offering

- FFB Innovation workshops (silver medal).
- Grand Innovation Prize Verre & Protections Magazine.



## Recognised among the top 500 best employers

For the 6<sup>th</sup> consecutive year. Organised by Capital & l'institut Statista based on more than 20,000 employees in France.



## Gold medal 2024 for our CSR performance

Score 78/100 in the top 2% of companies with an advanced commitment.



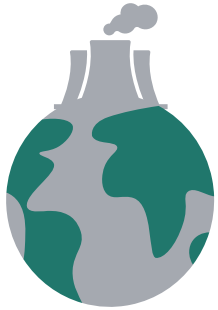
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## Energy management a societal issue

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# We must reduce our energy consumption...

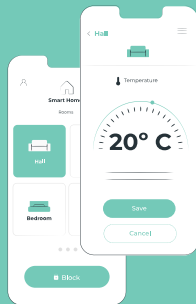


To protect the planet  
by **limiting our CO2  
impact**



To reduce bills when  
**energy and construction prices**  
increase

**But consumption continues to increase:**



**Heating** is the  
main area of  
consumption in  
Europe

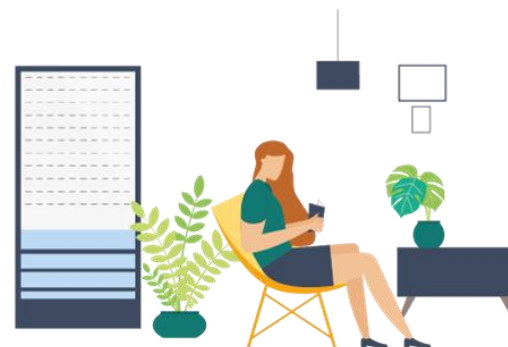


**New uses**  
are increasing  
*(electric vehicles, photovoltaic panels, etc. )*

# ...and smart home solutions **contribute** to the **energy transition!**



Managing & programming **heating** allows you to generate  
Up to **17%\***  
**energy savings**

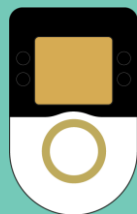


Using **shutters** to **protect your home** allows

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

## But they are not used

**56%** of people do  
not programme their  
**heating** using a smart  
thermostat



**10%**  
of thermostats  
are smart\*\*\*



\*source carbon4

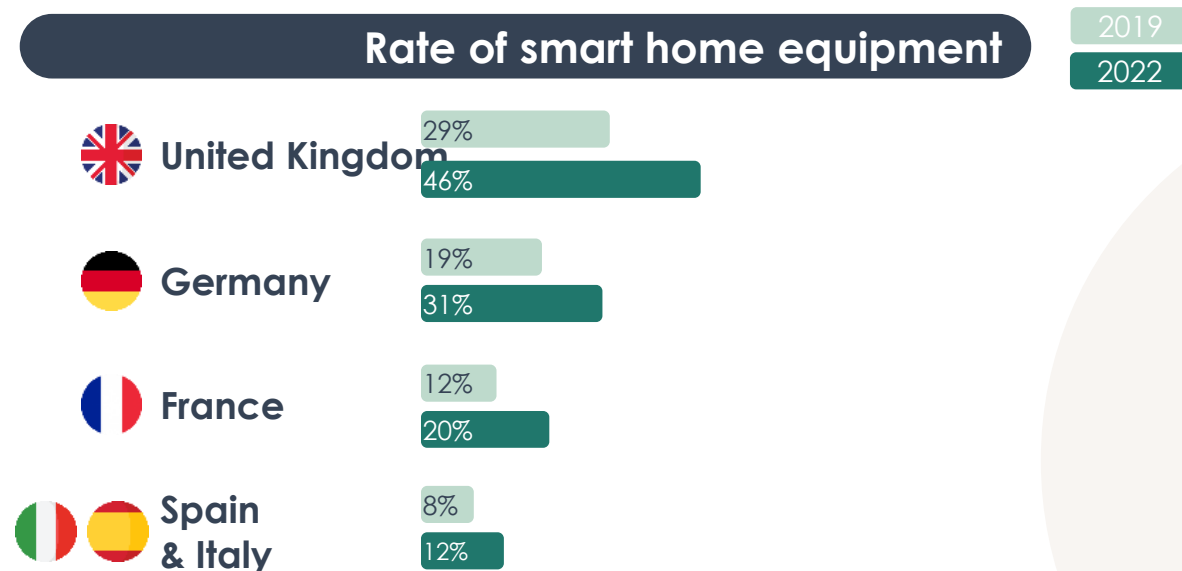
\*\*Source Study carried out by TBC agency on behalf of the SNFP

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



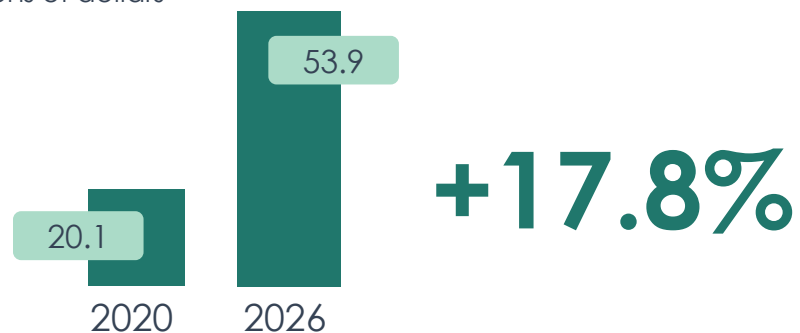
# The growth of the market in Europe

## Rate of smart home equipment



## Smart home sales forecast in Europe

in billions of dollars



+14.4%

average annual growth  
2021-2025

smart speakers,  
lighting control  
and energy control



**18.5** Sales of smart  
home equipment  
Billion €

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

03

## Our Smart Home activity for more eco-friendly housing

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# Our Smart home offering

A complete offering for a home that is....



## more eco-friendly

I'm optimising my consumption  
I'm contributing to the energy  
transition



## more comfortable

My thermal comfort is optimal  
I'm making life easier for my family  
on a daily basis  
I'm saving time



## Safer

I'm protecting my family and my  
property  
I'm keeping in touch with  
my loved ones  
I can be helped in the event of  
problems

# Our flagship products (1/2)

## THERMOSTATS



**Energy management and  
programmng**

1 million units sold each year

## ALARMS



**Robust and long-lasting  
security systems**

Batteries up to 10 years of autonomy

## AUTOMATION



**Intelligent management  
of lights, roller shutters, gates**

# Our flagship products (2/2)

## MOTORS



Intelligent management of roller shutters, can be combined with energy management & security

## RETRACTABLE AWNINGS



Intelligent management of retractable awnings

## CAMERAS



Connected cameras for interiors & exteriors



# Tydom: for connected homes

Tydom **Home**  
ambient

**Discreet design**  
it is easily integrated into  
the home



Tydom **Pro**  
consumer unit

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

more than **400+**  
compatible products

Professional **quality**



2 Tydom boxes  
**Home & Pro**

for an upgradeable smart home



**Zigbee**  
compatibility  
for smart lights, sockets  
& thermostats

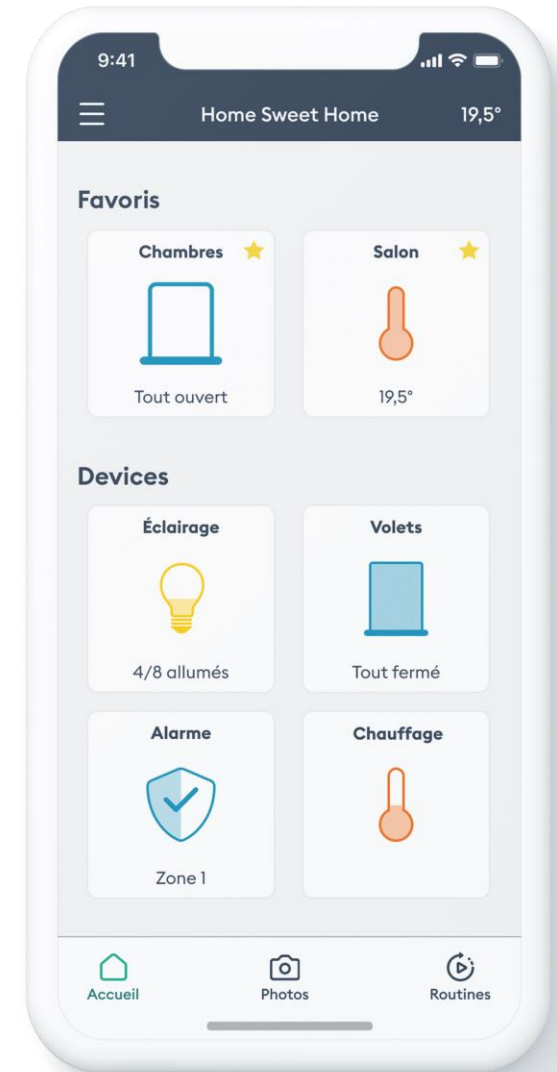
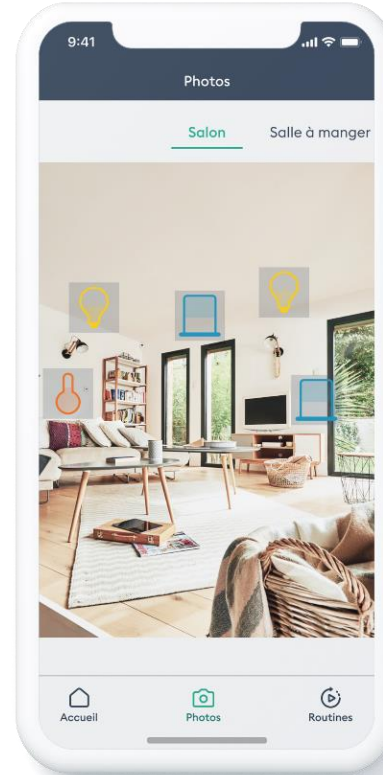
# An app for **SIMPLE** management of your home

## 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 images of the room

## Via a voice assistant

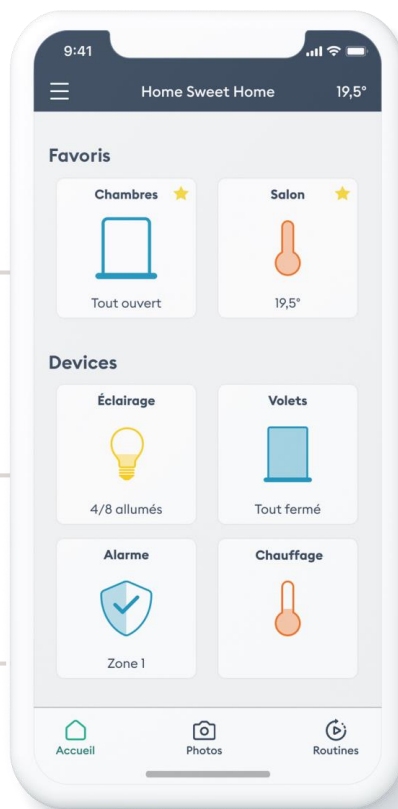


# The Tydom app for ALL connected uses

**Monitoring** energy consumption

Optimise **energy consumption** &  
improve thermal comfort

**Securing** the home &  
alerting in the event of problems



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

Simple control and programming  
of **lighting**



**Tydom box**

Plug & Play  
Free app  
Makes installed  
products smart



# An example of our latest eco-friendly 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



04



Our Smart lot Solutions  
offering, serving players in the  
connected household sector

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# The basis of our business

## 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 offering, 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 partner customers in their digital transformation



## For customers



### 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.



### Helps them control their costs

Minimises investments with flexible pricing.



## For their offerings



### 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

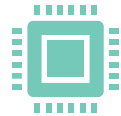


## Physical box

ensures connectivity between equipment  
locally and remotely

## Virtual box

integrates connectivity into your own boxes



## Product catalogue

white label connected  
(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.



Bringing added value to your individual customers

Remote monitoring and remote assistance services, including fall detection.

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



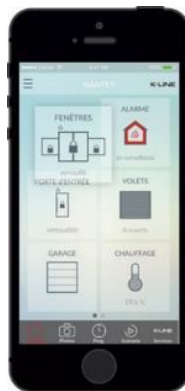
Customisation of available services according to users by assigning them specific roles and attributes.

Remote diagnosis and maintenance to avoid unnecessary travel.

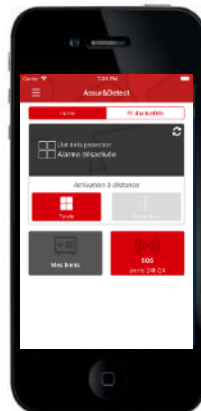


## 03 Your interface: app implementation

Interface design  
& smartphone apps customised  
to your brand



K-line



Assur&Detect



Provision of APIs to facilitate  
integration with third party  
applications, interfaces and services



# The biggest brands trust us and rely on our expertise



## 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 asset energy, Panasonic, Roth, Rothelec, Thermacome, Thermor, Vaillant (Saunier Duval), Viessmann, Wibo, Zehnder (Acova)

## Windows

Actea, Arial, ASP distribution, AtlanteM, AVM, Batipose, Biason window, Bouvet menuiserie, Bubendorff, Cap Groupe (Cap Mid, Cap Isoplast, New cap), CB Equipements, CETIH (Bel'M, Swao, Ziltén), David closures, Elysée joinery, Eveno, Ferco, FPPO, France closures, Franciflex, 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, Lands of windows, Tubauto

## Service providers

Arkea – EDF – Eletrone-Sowee





[www.deltadore.fr](http://www.deltadore.fr)