





**WE  
CARE  
ABOUT  
AIR**

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**Klimor's Management Board** (from left to right):

**Andrzej Walendowicz**, Head of Commercial Department

**Marek Kupiec**, Chief Executive Officer

**Jarosław Gawroński**, Chief Financial Officer

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**Over 50 years of tradition,**

backed by the work and commitment of experts representing not only one but several generations, give the company a solid groundwork and remarkable potential for the future”

**Marek Kupiec**  
CEO, Klimor Sp. z o.o.





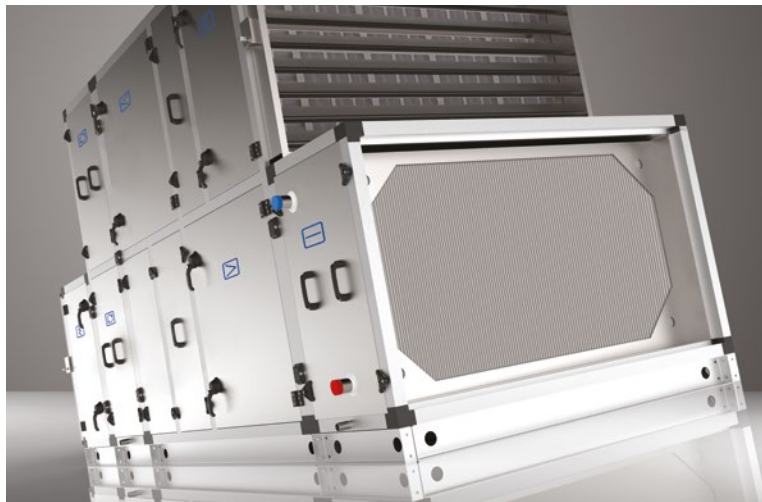
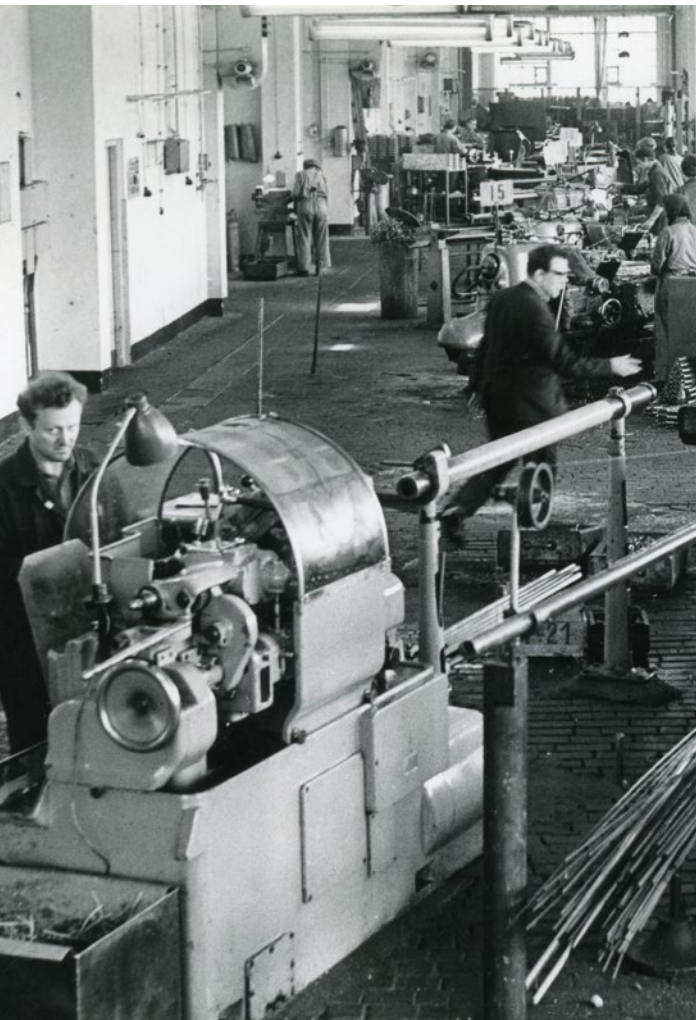
# About Klimor brand

Klimor is a Polish brand rooted in a long-standing tradition of providing superior quality solutions in the field of ventilation and air conditioning.

This producer of the first Polish-made air handling unit is currently one of the largest companies operating on the HVACR market, employing more than 300 staff members.

Initially linked to the shipbuilding industry, Klimor continued to expand its product portfolio to include systems dedicated to the construction sector and specialised solutions designed for areas with stricter specifications relating to air treatment. Today, the company delivers diverse solutions to all key markets.

Klimor's continued focus is on the growth of its business activities both in Poland and abroad, while systematically writing new pages of its history. As a manufacturer, Klimor strives for excellence in the design of devices and innovative technologies, always improving industry standards.



**Fundamental values  
of the Klimor brand**

**Tradition  
Competence  
Development**

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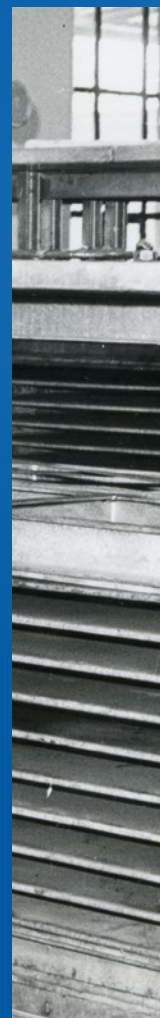
more than  
50 years of  
experience

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a manufacturing and  
engineering company,  
a leader in the field  
of ventilation and air  
conditioning

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continuous  
improvement of  
products and seeking  
innovative solutions

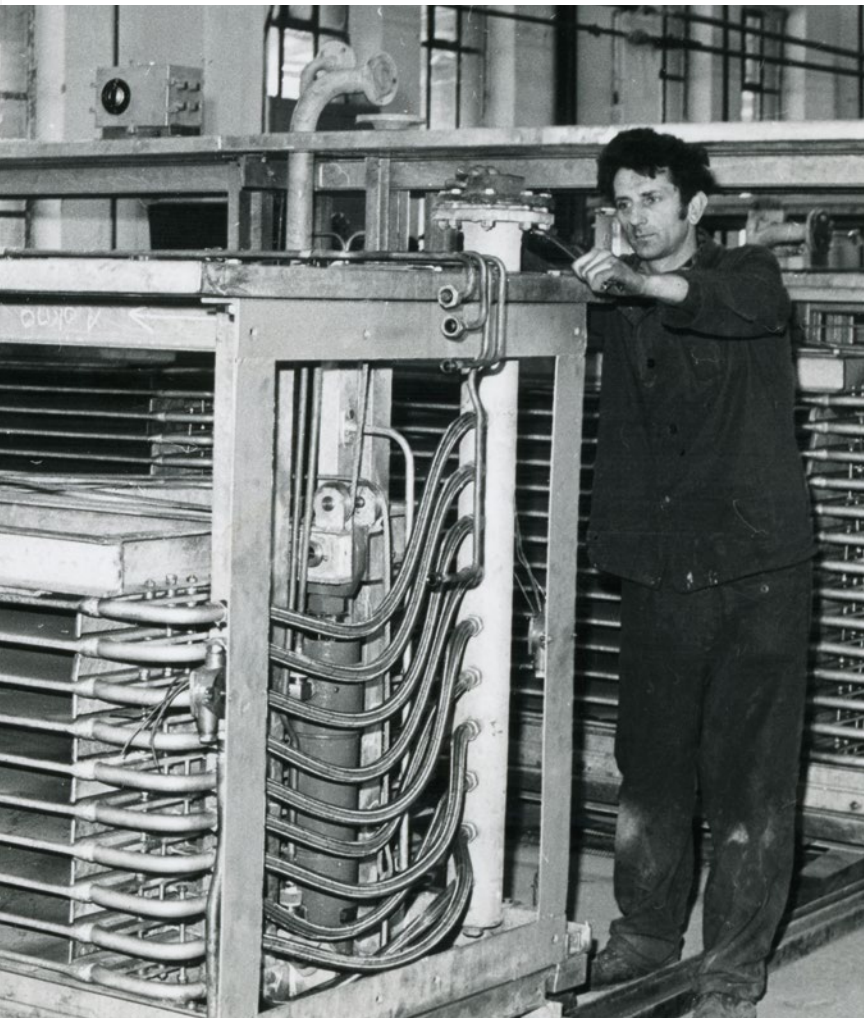


# Past & Present

The milestones of Klimor's history prove its contribution to the development of the air conditioning and ventilation industry in Poland. For many years Klimor has been creating a number of breakthrough solutions.

A flywheel of all key achievements are knowledge, experience and commitment of its Employees which represent several generations – from 1967 to the present day.





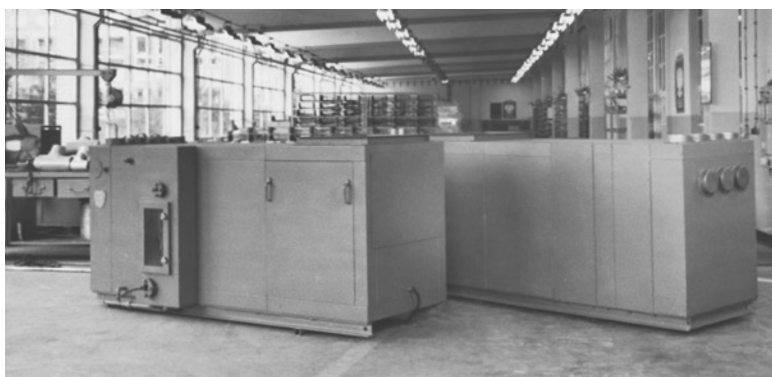
Ventilation and cooling systems for the shipbuilding industry

**1967**

Beginning operations

**1971**

Establishment of the Klimor manufacturing plant



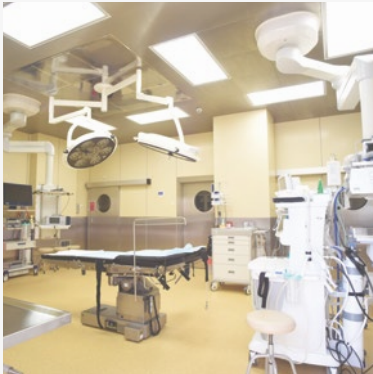
**1974**

Prototype of the first Polish air handling unit



**1982**

Klimor "steps ashore": solutions for the construction industry



## 1986-1996

Special purpose solutions:  
hygienic solutions and systems  
dedicated to swimming pools



## 2011

Klimor joins  
Klima-Therm Group



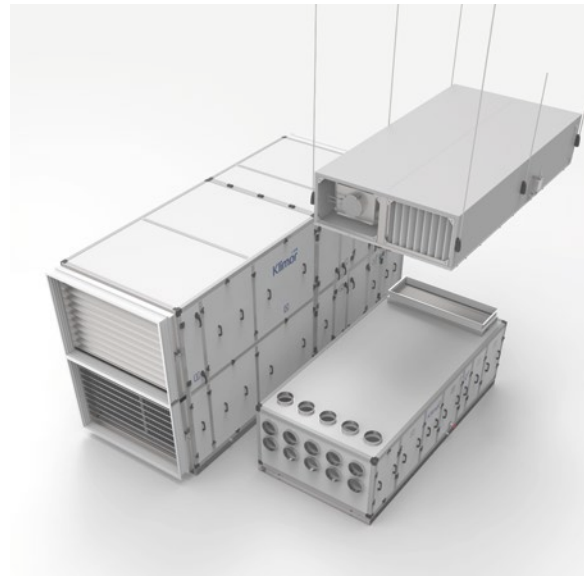
## 2015

Expansion into foreign markets.  
Klimor in North America



## 2019

Investments in modernisation  
and expansion of Klimor plants



## 2020

Innovations: a new range  
of Klimor EVO air handling units





## 2017

50 years of operation and rebranding



## 2018

Acquisition of manufacturing companies: Clima-Produkt, Barbor, Quatrovent



## 2019

Consolidation of production under the Klimor brand



## 2020/2021

Strategic objectives: Intensification of sales, new products, new markets



## Striding into the future...



# Company

Klimor is a manufacturing and engineering company – a leading supplier of standard and highly specialised HVACR equipment.

The company was established in 1967 in Gdynia, and since 2011 it has been operating as part of Klima-Therm Group, which consists of several affiliated enterprises. Outside Europe, Klimor sells air conditioning and ventilation equipment in North America via Klimor USA Inc.

## Trusted business partner



DELTA





## Klimor's core business

**Currently, Klimor has three modern production plants** located in the Pomeranian Province: namely in Gdynia, Pszczółki and Skowarcz. The plants deliver modern air conditioning and air handling units, as well as special purpose products – ones dedicated to the so-called clean sectors (hospitals, laboratories), rooms with high humidity (indoor swimming pools) and production halls. Klimor's specialised product range is complemented by solutions designed for the shipbuilding industry.

More than 50 years of experience allow the company to **expand its product range using the latest solutions** which reflect current trends in the industry, while continuing to comply with strict quality standards. As a result of several years of research and market analyses, Klimor has developed a new series of EVO air conditioning and air handling units, which went on regular sale at the turn of 2019/2020.

**Klimor is a dynamically expanding business entity.** The company's robust market position and its exemplary cooperation models are evidenced by business awards it regularly receives. Klimor's prestigious membership in the global organisation known as the Eurovent Association confirms that the company is a trustworthy partner and an expert in its field, having a real impact on the creation of European standards for the air conditioning and air handling industry.





## A proud member of Klima-Therm Group

Klima-Therm Group has been active in the HVACR industry for almost a quarter of a century. The Group's leading affiliated enterprises operating in the Polish market are: Klima-Therm – distributor of air conditioning systems – and Klimor – manufacturer of air conditioning and air handling units. Through its foreign companies, such as Klima-Therm AB, Klima-Therm OY and Klima-Therm OÜ, Klima-Therm Group supplies air conditioning equipment dedicated to the specific needs of customers in Sweden, Finland and Estonia. Klimor USA Inc. is responsible for the sale of air handling systems in North America.

Klima-Therm Group's competitive edge is a **business model which combines production and distribution** of the highest-quality equipment of a wide variety, which in turn guarantees flexibility in relation to the needs and requirements of all segments of product recipients, such as investors, general contractors, HVACR system consultants, contractors and end users.

Klima-Therm Group – in addition to Klimor air handling units – is also strongly identified with Fujitsu, a Japanese air conditioning brand, and Clint chillers.



**3**

research  
and training centres



**6**

companies  
in 5 countries



**12**

sales offices  
in Poland



**42**

countries covered  
sales network



**385**

turnover of EUR million (aggregated data for 2015–2019)





## Our motto

**WE  
CARE  
ABOUT  
AIR**

### Caring for air comfort

**Klimor's principal concern is the quality and comfort of air – in all areas where people work and spend their time. This mission and corporate philosophy – observed by all entities belonging to Klima-Therm Group – are implemented by the supply of state-of-the-art air conditioning and air handling devices, which ensure optimal temperature and air quality parameters, as well as guarantee the correct course of technological processes.**

As much as the company cares about air, it takes care of the nearer and further surroundings of its business enterprise. In line with the overriding principle of sustainable development, Klimor has implemented priorities based on an environmentally-friendly approach to manufacturing activity, customer partnership, and safeguarding human resources.

**H**

**HEATING**

**V**

**VENTILATION**

**AC**

**AIR CONDITIONING**

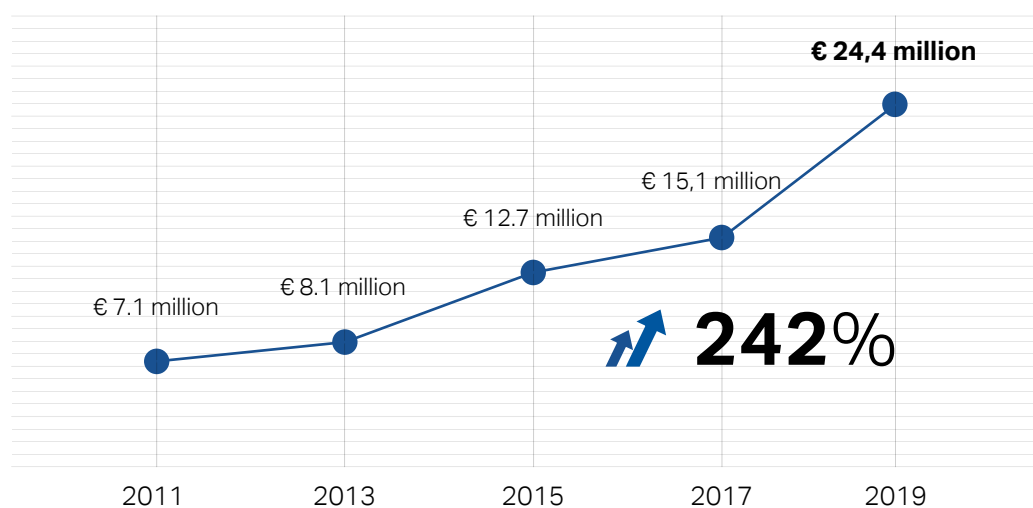
**R**

**REFRIGERATION**





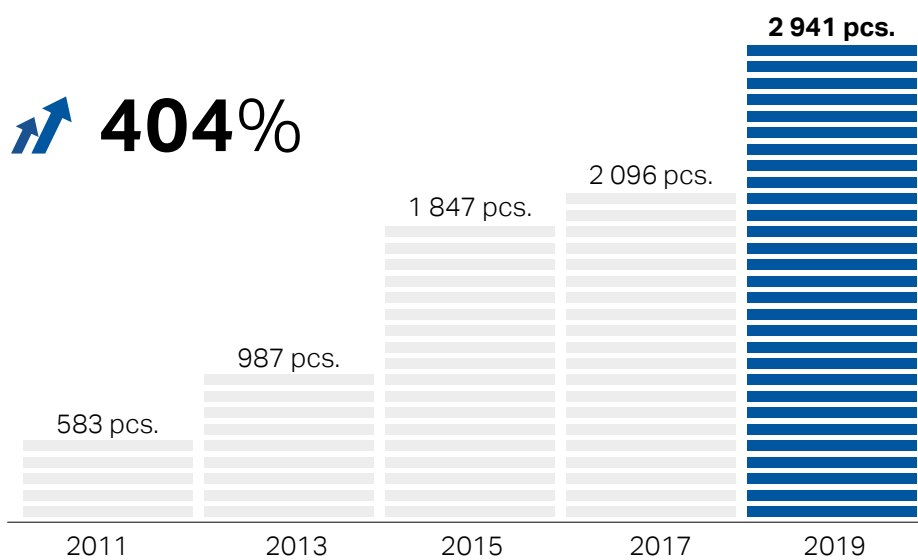
## Klimor in numbers



### Klimor sales in 2011-2019

Klimor's revenue dynamics 2019 vs. 2011 (%)





### Sales volume of Klimor units 2011-2019


Sales in volume growth of Klimor units 2019 vs. 2011 (%)

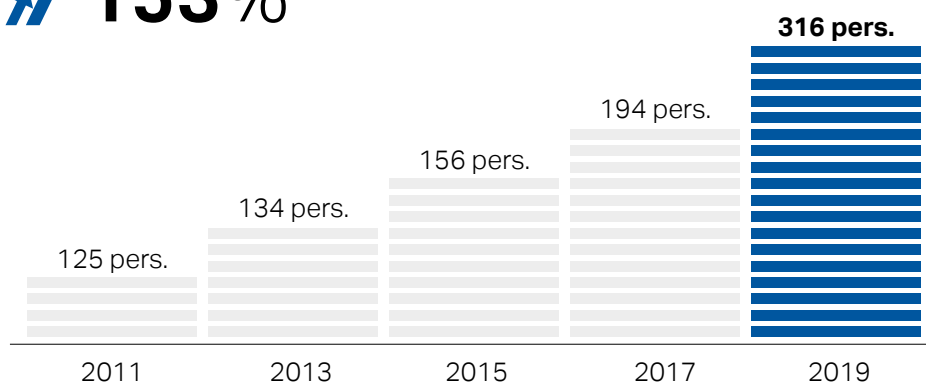


 **23.3%**

**Share of Klimor products  
in Klima-Therm Group's sales**



 **153%**



## Rate of employment 2011-2019

Employment dynamics 2019 vs. 2011 (%)





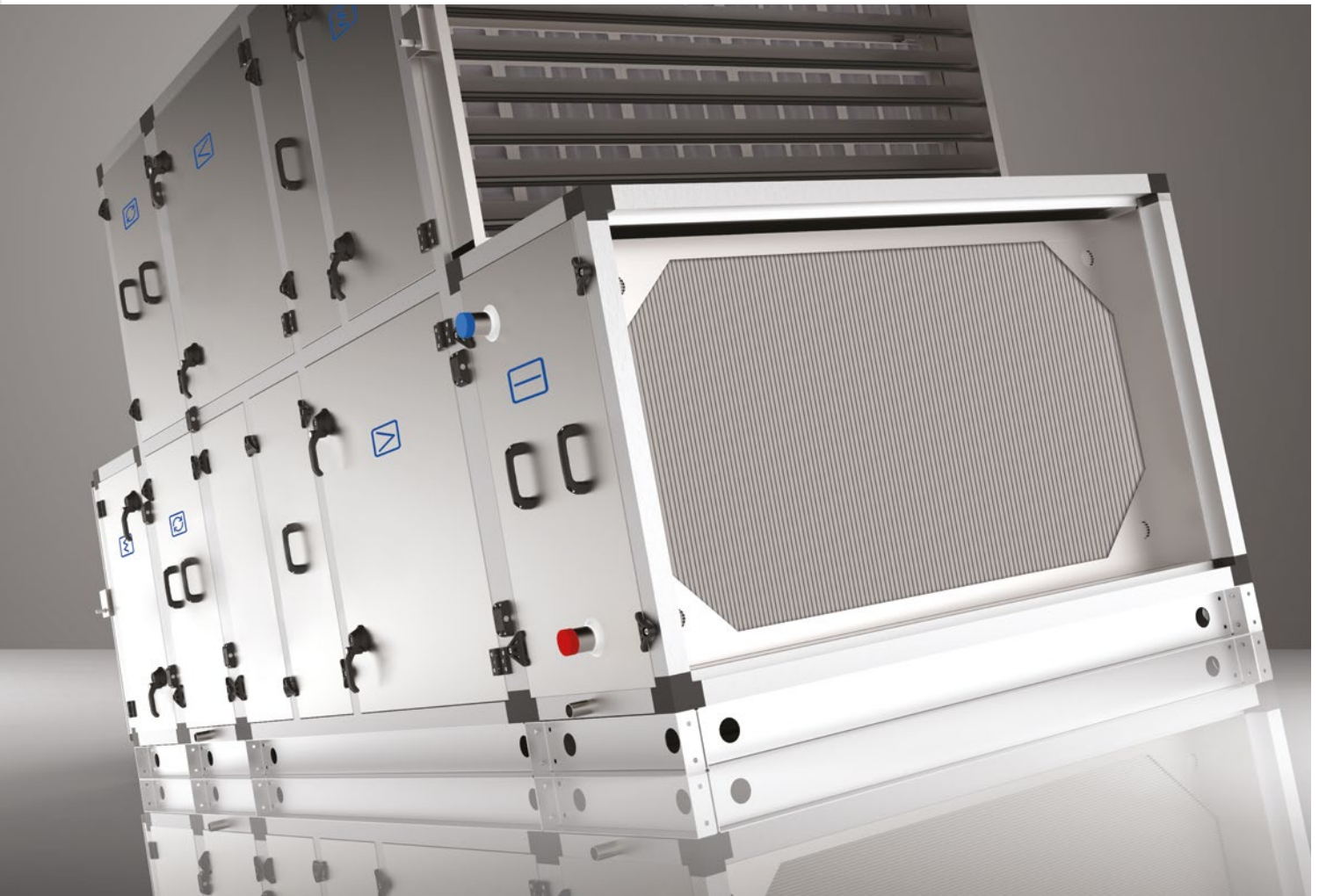
# Solutions

## Klimor's extensive product range and countless configuration

Klimor's extensive product range and countless configuration possibilities ensure high flexibility and maximum adjustment of the solutions offered in relation to the expected quality and functionality specifications, design requirements, and the investment budget.

The air conditioning and air handling units manufactured by Klimor guarantee optimum comfort of air – regardless of the type and size of the facility, the original purpose of the room or technical conditions. Klimor devices come in several dozen sizes and designs, use different installation methods, and are provided with a wide range of ancillary components in the form of functional blocks.

The process of selecting optimal solutions – supported by innovative and intuitive Klimor **Air Designer (KAD) software** – allows us to ensure that each detail of the order, vital to client expectations and assumptions, is suitably seen to in compliance with the best engineering practices.



## TOP 5 of Klimor sales\*

**1.** UNITS IN THEIR  
STANDARD DESIGN

**2.** UNITS IN THEIR  
HYGENIC DESIGN

**3.** MODULAR  
SUSPENDED UNITS

**4.** COMPACT  
RECUPERATION UNITS

**5.** UNITS FOR USE  
IN SWIMMING POOLS

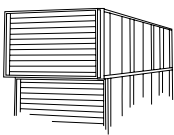
\*in terms of value, based on data for 2019



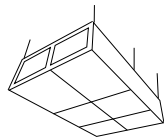
## Split of solutions

<b>Type</b>	standard (systemic)	atypical (individual)	
<b>Design</b>	modular, multi-block (sectional)	monoblock (compact)	
<b>Installation method</b>	horizontal floor standing	vertical floor standing	suspended (ceiling- -mounted)
<b>Installation location</b>	indoor	outdoor	

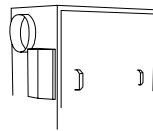
## Types of systems



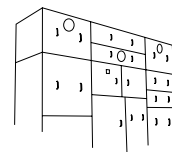
air conditioning  
and ventilation  
units



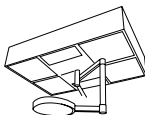
compact air  
handling units



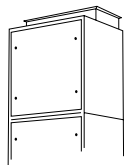
compact  
recuperation  
units



air conditioning  
cabinets



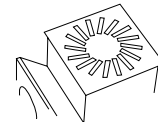
laminar  
flow ceilings



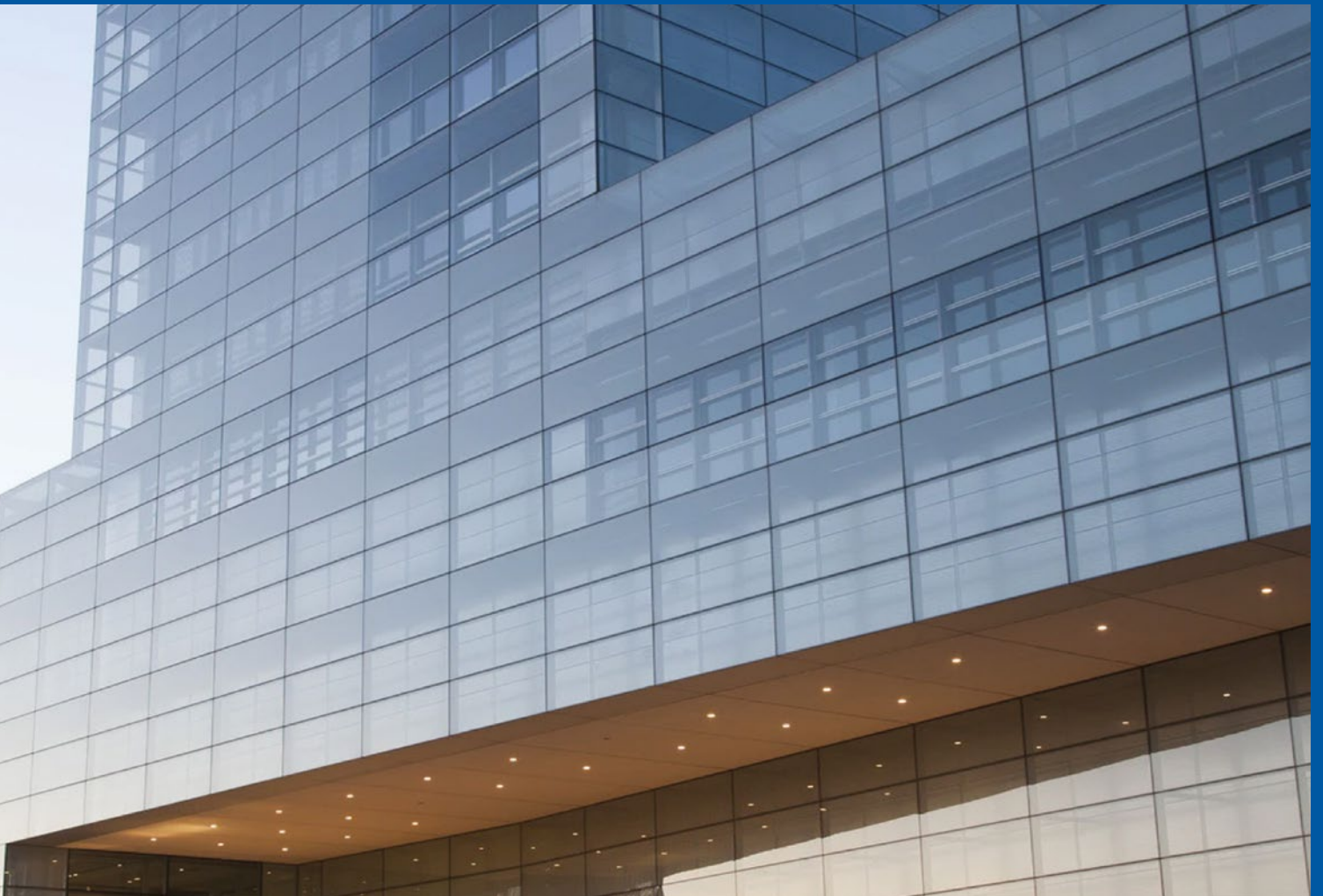
recirculation  
modules



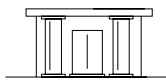
heating  
and cooling sets



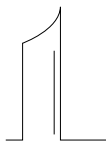
outlets with  
absolute filters



## Application



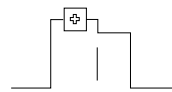
institutional  
facilities



commercial  
facilities: office  
buildings, hotels



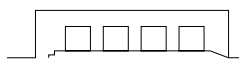
large commercial  
and service buildings



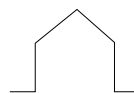
hospital facilities  
and laboratory  
premises



recreation and sports  
facilities



industrial  
buildings



residential  
buildings



maritime  
industry



# Manufacturing

Klimor manufactures its air conditioning and air handling units in three production plants located in the Pomeranian Province – in Gdynia, Pszczółki and Skowarcz.

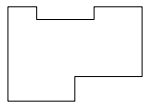
In 2018–2019, the company made considerable investments and consequently doubled its production and warehouse space, as well as increased its employment by more than 60%. Today's development potential of the plants allows **a further increase in production capacity** – by as much as 100 % within the next several years. This will answer the current needs of the market linked to an enhanced demand for Klimor devices and will also allow the manufacturer to intensify its sales in Europe and North America.







## Gdynia



**7,700**

m<sup>2</sup> of total production and warehouse space



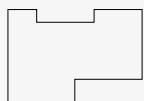
**80**

production employees

**Production range:** Modular air handling units; Ventilation network elements for hygienic premises



## Pszczółki



**3,400**

m<sup>2</sup> of total production and warehouse space



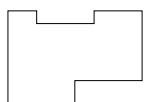
**35**

production employees

**Production range:** Modular air handling units



## Skowarcz



**6,400**

m<sup>2</sup> of total production and warehouse space



**26**

production employees

**Production range:** Compact recuperation units; AHU components: rotary heat exchangers, fan units, compact small AHU



## Eurovent Certificate



Klimor's EVO ventilation units have gained a prestigious Eurovent certificate, confirming the compliance of the equipment selection schedule and the presented technical data with the results of tests conducted in an independent research centre.

Eurovent is an international organization founded in 1993, and dealing with standardization of technical data in air conditioning, cooling and heating equipment in accordance with international standards. Eurovent certification allows a user to consciously choose a device operating in accordance with design specification and estimate the energy consumption costs at the operation level. The document certifies correctness of selection and technical parameters declared by the manufacturer. A Eurovent Certificate guarantees and confirms that Klimor EVO ventilation units comply with European standards and declarations, which means that they feature the top quality available on the market.

## Certificates

ISO 9001	ISO 14001	ETL listed	PZH	MED	CE	PN-EN 13053+A1:2011
						PN-EN 1886:2008



## Competitiveness

At Klimor, **an experienced team of engineers from the R&D department** is tasked with translating customer needs into technical concepts, in addition to implementing new product initiatives. Research and development are a crucial element in the production process; therefore, before any new idea is put into practice, our employees engage in research, calculations and prototype testing.

## Highest quality

Klimor's production activity is a proof that it is possible to manufacture in Poland equipment of the highest quality, **which complies with the most exacting global standards** in terms of its technical parameters and quality of workmanship. The premium quality of Klimor devices is confirmed by certificates awarded to HVACR industry representatives. Klimor manufactures air conditioning and ventilation units which meet numerous restrictive standards in relation to certification.

## Responsibility towards the environment

Klimor focuses on sustainability and is aware of the need to minimise the environmental impact of its activities. The manufacturer operates the ISO 14001:2015 environmental management system, which was integrated with the existing ISO 9001:2015 quality system. In the process of improving production activities and continuous development of the organisation, the certified ISO 14001 environmental management system is a vital confirmation of the company's pledge to act responsibly in relation to the environment. In order to produce in a sustainable manner, Klimor disseminates pro-ecological awareness among production employees by involving them in the implementation of procedures aimed at reduced consumption of raw materials, energy and production components.





# Klimor's production in numbers

The company's high production capacity consists of both its material resources and the qualifications of its production employees and R&D engineers. Klimor doesn't rest in efforts to develop its potential by investing in human resources and fixed assets.



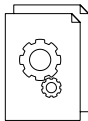
**3**

production plants



**13**

R&D engineers



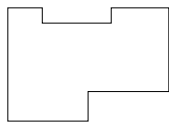
**75**

implemented R&D projects



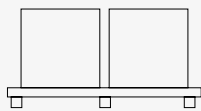
**141**

skilled production employees



**17,500**

m<sup>2</sup> of total production  
and warehouse space



**> 100,000**

devices produced



**> 3,840,000**

(EUR) – the value of the investment in 2018–2019  
in the expansion of plants and the modernisation  
of equipment resources



# Products & Services

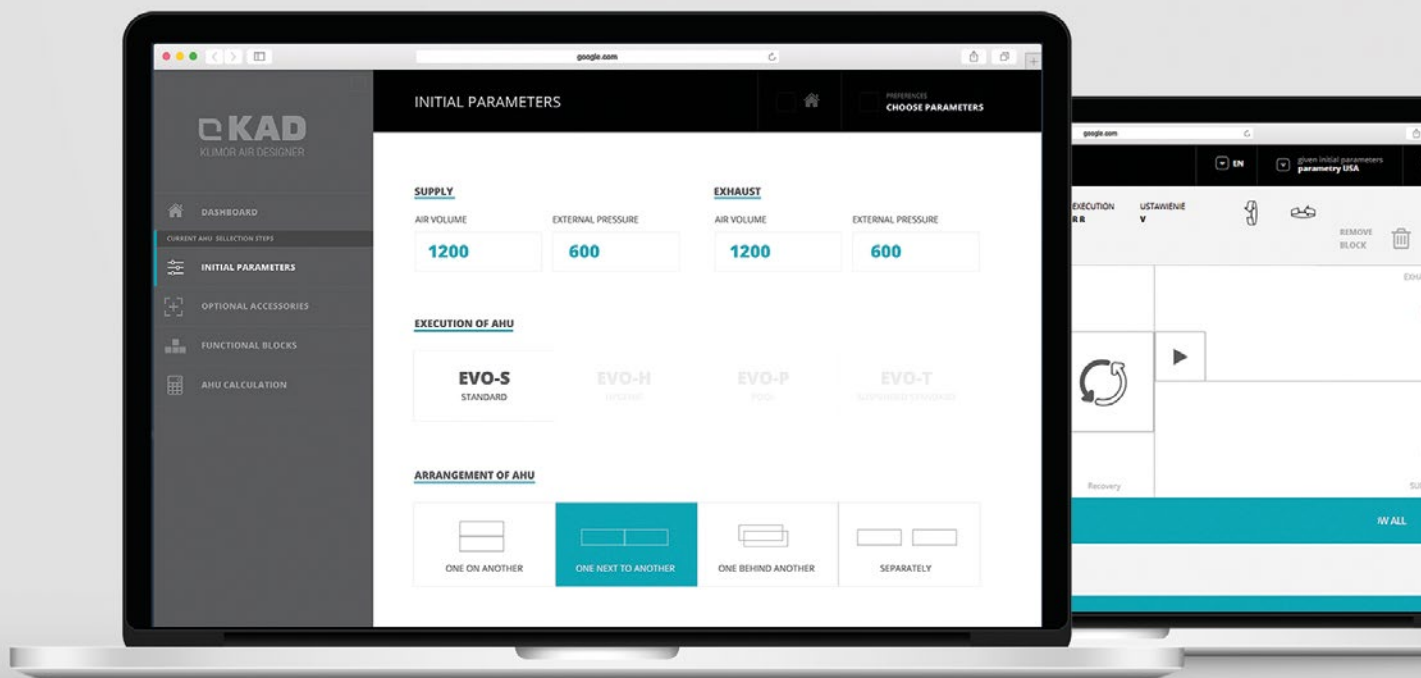
Klimor – the manufacturer and supplier of air conditioning and air handling equipment;  
Efficient advisory and service partner.

The company provides **comprehensive HVAC solutions** which are tailor-made for specific design requirements. It also offers an extensive range of professional services linked to consulting, warranty repairs and after-sales.

## Pillars of Klimor's offer:

- Extensive product range
- Installation of ancillary equipment and automation components
- Quick selection of devices thanks to the KAD selection software
- Technical consultations
- Delivery and system installation
- Pre-commissioning, functional tests and measurements
- Full range of warranty and maintenance services





## Design consultancy

**The handling of enquiries and supervision over the order implementation process are the responsibilities of Klimor sales and technical advisers. Our team is made up of engineers, who, thanks to their skills, are a competent partner for our clients who seek optimum solutions.**

The primary tool, which also supports the work of HVACR system designers, is the **Klimor Air Designer selection software (KAD)**. This online software is used for the quick selection, seeking technical information and pricing of Klimor products – in accordance with specific project guidelines.

Klimor Air Designer offers the following functions: a simple and user-friendly configuration of the air handling unit, the ability to scale the product and define all the necessary technical parameters, as well as the ability to select components and the mode of exporting the results of the selection with drawings – in various available formats.

# KLIMOR EVOLUTION of air

## Superb Klimor EVO solutions

Taking into account the diverse needs and requirements of our clients, we have developed and launched an innovative line of products which combines three elemental features of a perfect HVACR system.

The Klimor EVO product series comprise **EFFECTIVE**, **VERSATILE** and **OPTIMAL** devices. Our latest product concept is the embodiment of Klimor's evolving technological thought and tradition, which comes packaged in engineering excellence.

### EFFECTIVE

Klimor EVO systems meet the strict standards of economic and ecological design with regard to the highest coefficients of energy efficiency.

### VERSATILE

The extensive range of capacities and a wide choice of model dimensions make for an easy selection of products for any building size. The design of the casing, in turn, provides for a versatile system environment.

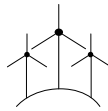
### OPTIMAL

Various possible configurations and a wide range of functions allow the client to choose a product that fully meets specifications linked to air treatment, lower noise level and reduced operating costs.





High energy and mechanical efficiency parameters



Energy recovery technology



Heat loss minimisation



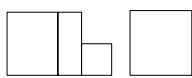
30 sizes from 500 to 100,000 m<sup>3</sup>h



Operating range from -40 to 80°C



Corrosivity category C4



Design flexibility: multi-block or monoblock



Wide range of installation options



Indoor or outdoor versions



# Klimor product range

## Standard (EVO-S)

AHUs for public and private premises in standard execution:  
EVO-S, EVO-S Compact, EVO-T, EVO-T Compact

## Hygienic (EVO-H)

AHUs for clean premises in hygienic execution: EVO-H, EVO-H MRH

## Pool (EVO-P)

Swimming pools and high humidity premises: EVO-P

## Maritime (EVO-M)

Solutions for the maritime industry: EVO-M, cabinets in marine execution

## Recuperative heat exchangers

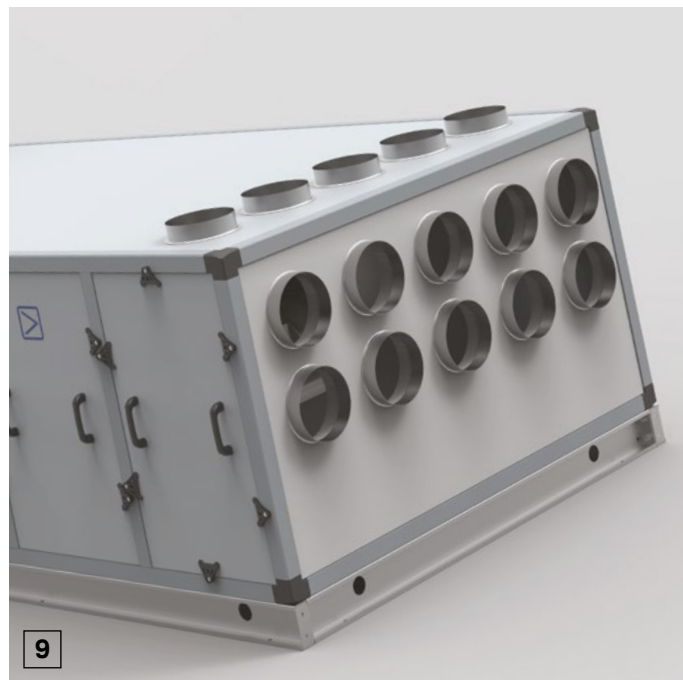
NSL, HFD, DWB, GWB

## Vantilation network elements

KCX+, AMBER, KCX/KCO



**Standard:** [1] EVO-S, [2] EVO-S Compact, [3] EVO-T, [4] EVO-T Compact; **Hygienic:** [5] EVO-H



**Hygienic: [6] EVO-H MRH; Pool: [7] EVO-P; Maritime: [8] cabinets in marine execution, [9] EVO-M**



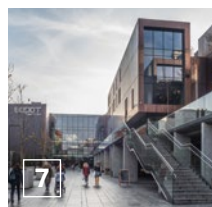
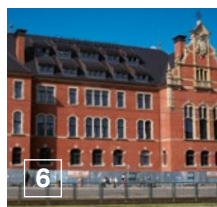
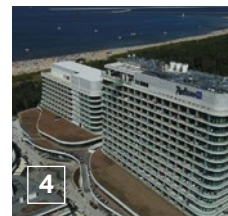
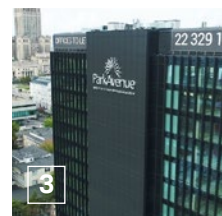
# References

Klimor air conditioning and air handling units maintain indoor air comfort in buildings and facilities with a wide spectrum of use – both in Poland and in many parts of the world.

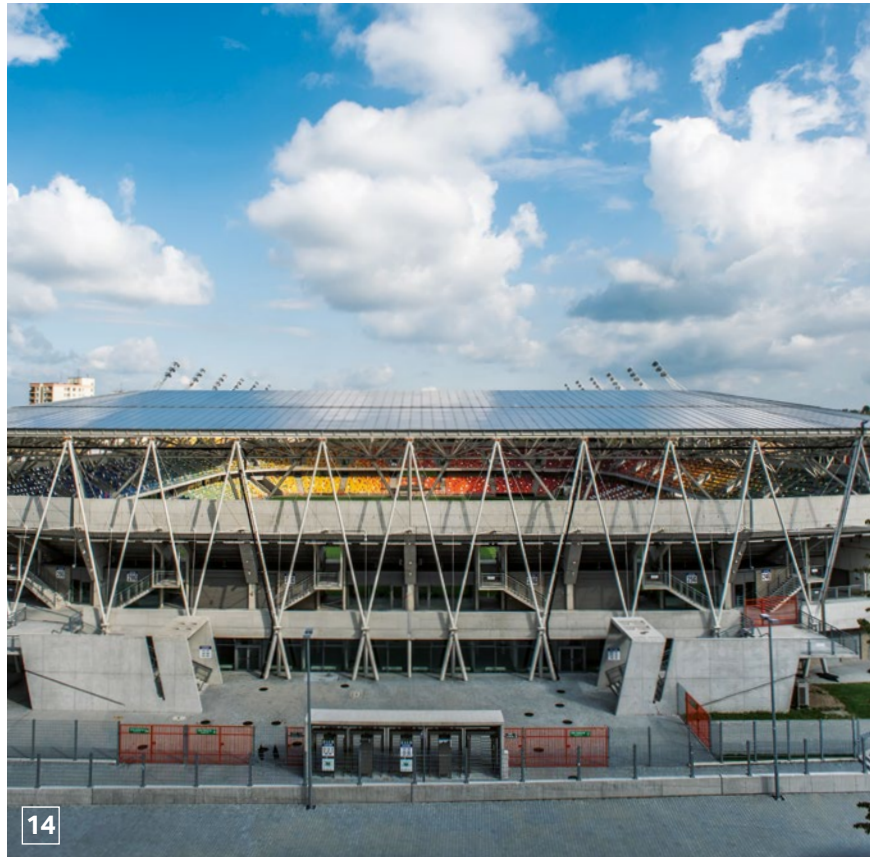
Our database contains almost 1,000 active clients who place at least one order in a given calendar year. Klimor's impressive portfolio of references includes **thousands of projects**, also those carried out for investors representing the largest global companies and brands.



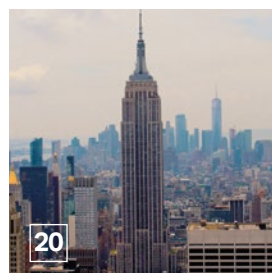
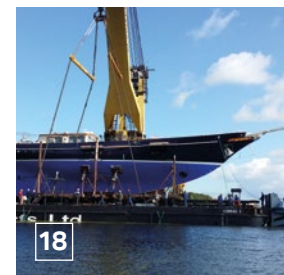
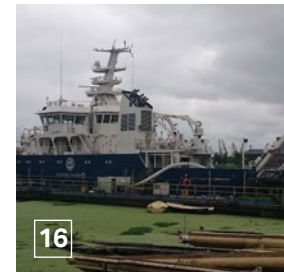
## Our clients



**Office buildings:** [1] C200 Office (Gdańsk), [2] Orange Office Park (Kraków), [3] Park Avenue (Warszawa); **Hotels:** [4] Radisson Blu Resort (Świnoujście), [5] Diune Hotel & Resort (Kotobrzeg); [6] Craft Beer Central Hotel (Gdańsk); **Public institutions:** [7] Railway station (Sopot), [8] PPNT Aeropolis (Rzeszów-Jasionka)







**[9]** Polish Theatre (Poznań); **Commerce and services:** **[10]** Galeria Glogovia shopping mall (Głogów), **[11]** Galeria Wołomin shopping mall (Wołomin), **[12]** Street Mall Vis-à-vis (Łódź); **Special purpose rooms:** **[13]** University Clinical Hospital (Białystok); **Sports facilities:** **[14]** City Stadium (Bielsko-Biała), **[15]** University Sports Centre (Toruń); **Maritime industry:** **[16]** Malcolm Miller, **[17]** ORP Kormoran, **[18]** Skagerak, **[19]** Stena Line; **Klimor around the world:** **[20]** US clinic Coast Guard (Mobile, Alabama, USA), **[21]** Solar Decathlon University (Montreal, Canada), **[22]** TBC Bank (Georgia)



## Contact us

Klimor sales and technical advisers are always happy to provide assistance in selecting optimum solutions from a wide range of commercial units and non-standard devices.

**[export@klimor.com](mailto:export@klimor.com)**

**Klimor Spółka z ograniczoną odpowiedzialnością**

### **Headquarters**

81-035 Gdynia (Poland)  
ul. Bolesława Krzywoustego 5  
phone: +48 58 783 99 99  
fax: +48 58 783 98 88



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