

**COMPANY PROFILE**

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**BREATH  
FREELY**

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**WELL-BEING  
IS IN THE AIR**









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# FOREWORD

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In 2023, we reached the 35-year mark. That's no small step for a company like Ecoclima, which operates in a fiercely competitive market filled with numerous domestic and international competitors.

Our primary goal has always been to foster responsible and sustainable growth, bringing prosperity and collective well-being not only to the market but also, and most importantly, to our collaborators—the true driving force behind Ecoclima.

In this company profile we share our accomplishments but also our aspirations, aiming to continuously improve Ecoclima's performance and enhance its adaptability to the ever-changing market.

Our special thanks go to our clients for their trust and continued support, reflected in their ongoing presence. And we also extend a sincere thank you to our suppliers who continue to support us every day.

Ecoclima is like a puzzle, it took some time for us to put all the pieces in place: collaborators, clients, suppliers. But now, we can finally admire our work.

Just in time to welcome another challenge.

Valter Marangon and Alessandro Tonello







# OUR HISTORY







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# A TIMELINE OF SUCCESSES

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A look back at the last 35 years and the most important milestones that have defined our company's journey.

Our journey is made up of small steps.

This is the method that defines us, in the knowledge that growth is more stable when it's rational and consistent.

Thirty-five years is not a short time but we don't consider it as an achievement. Rather, it's a milestone that, like in an interplanetary journey, enables us to leverage the "slingshot effect" around one planet to reach other, more significant objectives.

Growth is based not only on acquisitions, but above all on shared values as company foundations. A company is a tangible entity made up of people without whom it would not exist.

That's why harmony, sharing, expertise and a thorough understanding of one's own role create a virtuous combination transforming Ecoclima into more than just a workplace: it becomes a common good requiring constant attentions to achieve increasingly better results.

**1988**

ECOCLIMA SAS is founded

**1992**

First 300 m<sup>2</sup> headquarters built.

**1996**

1st expansion to 600 m<sup>2</sup>

**1998**

Transformation from SAS (limited partnership) to SRL (limited liability company)

**2002**

2nd expansion to 1,850 m<sup>2</sup>

**2013**

Introduction of MHRV division.

**2015**

3rd expansion to 2,450 m<sup>2</sup>

**2016**

Acquisition of a major national company for the production of diffusers, air jets, grilles and dampers

**2019**

4th expansion to +5,000 m<sup>2</sup>

**2022**

Construction of a NEW ECOCLIMA HEADQUARTERS and NEW PRODUCTION PLANT

**2023**

35 years of business





**2023**

In these 35 years we have grown, we have renewed and we have become a company.



HEADQUARTERS  
CENTRAL WAREHOUSE

Complete turnkey solutions for all  
residential and commercial buildings



PRODUCTION SITE  
AND RAW MATERIAL STOCK

Production technology 4.0



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# OUR VALUES

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Our values define who we are, how we work and, while setting us apart from our competitors, guide us in supporting our clients and satisfying their needs.



## **Performance and reliability**

We support professionals in the air handling industry, offering high-quality products and a meticulous, timely service.

**Because not all products are  
the same, and neither  
are services.**



## **Expertise and experience**

Client satisfaction is inevitably linked to our ability to solve problems and provide continuous support, day after day.

**Because being a partner  
means being an integral  
part of the client's journey.**



## **Innovation and resourcefulness**

The air handling industry is constantly evolving and we are always developing new solutions to meet client needs.

**Because the future is a challenge  
that doesn't scare us:  
it drives us to do better.**

Ecoclimate values are reflected in every aspect of our work, from our client and supplier relations to our collaborators' commitment in respecting delivery times. From our after-sales service to the supply of not simply products, but rather solutions to client's problems, always keeping our philosophy of continuous and beneficial support.

Our values also resonate internally, creating a dynamic and stimulating environment that motivates people to always give their best, giving and receiving wellbeing generated by Ecoclimate's growth and prosperity.







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# ECOCLIMA BY NUMBERS

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**For us, every milestone is not only important but also a new starting point reflecting our commitment and desire to grow.**

We are a dynamic and proactive company, and it is through our numbers that we have chosen to present ourselves. The expansion of the international market, the new employment policy consisting of higher numbers but mostly a greater range of skills, our vans for on-time delivery, our workspace including a warehouse with more than 10,000 products in stock. These are all indicators of our efficient, proactive, forward-looking approach to the market.



**>10**

REPRESENTATIVE AGENCIES  
THROUGHOUT THE COUNTRY



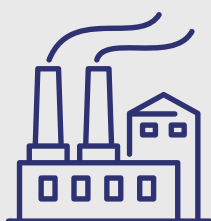
**>50**

EMPLOYEES



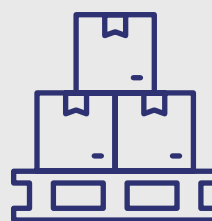
**no.4**

VANS FOR  
"DELIVERY TO YOU"



**7,500 m<sup>2</sup>**

4,500 m<sup>2</sup> WAREHOUSE  
2,500 m<sup>2</sup> PRODUCTION UNIT  
500 m<sup>2</sup> OFFICES



**>10,000**

PRODUCTS IN STOCK IN  
OUR WAREHOUSES



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# OUR TEAM

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A team characterised by every member's commitment to achieving the common goal.

At Ecoclima, we have built a team where every person is an important piece in a well-oiled machine: every role enables the work of others to achieve the final result.

**no.2** AREA  
MANAGERS

**no.2** PURCHASE  
MANAGERS

**no.9** INTERNAL  
SALES MANAGERS

**no.9** WAREHOUSE  
EMPLOYEES

**no.3** EMPLOYEES  
TECHNICAL DEPARTMENT

**no.21** EMPLOYEES  
IN PRODUCTION

**no.3** ORDER & LOGISTICS  
MANAGERS

**no.3** ADMINISTRATION  
MANAGERS



# LOGISTICS AND MARKETS

At this historical moment in time, when speed and efficacy are indispensable assets, we have chosen to further support our domestic clients by setting up warehouses and stock products throughout the national territory. Veneto remains the hub of Ecoclimate and ADM's operations, but our clients can also rely on supply points in Emilia Romagna, Lazio, Apulia and Sicily, offering a broad range of products ready for immediate delivery.

- Headquarters
- Production site
- Stock in Italy

PORTUGAL

SPAIN

MALTA

TUNISIA

MOROCCO

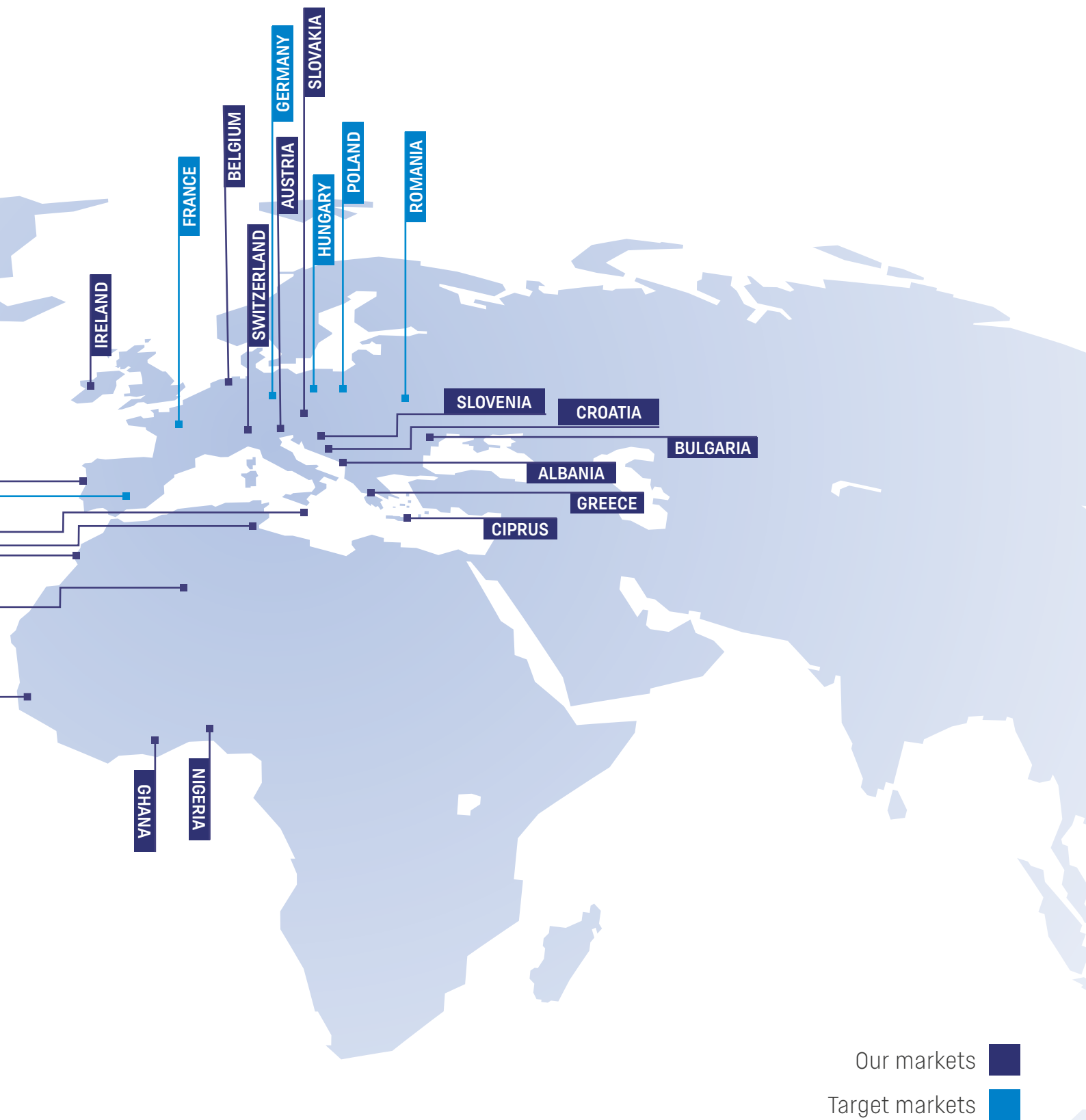
ALGERIA

SENEGAL

URUGUAY







Expansion and internationalisation are our primary objectives.

An ambitious goal that we work towards every day, following our policy of taking "small but safe steps" with a view to sustainable governance.

In 2024, we will concentrate on strengthening our influence in both Europe and Africa, where we already operate in several countries. We also want to expand our market to several key regions such as France, Spain, Portugal, Germany, Poland, Romania and Hungary.



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# **WHAT ECOCLIMA OFFERS**

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# PRODUCTS & SERVICES

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**Never as today topics like indoor air quality, safety and energy saving have been so high on the agenda leading to increasing investment and to the search of even higher-performing solutions.**



Ecoclima places its experience and expertise at the service of professionals committed to both safety and air handling.

The wide range of Ecoclima solutions, combined with a meticulous and timely pre- and after-sales service, ensures our clients the certainty of dealing with a reliable, safe and qualified partner.

The in-stock solutions come with rapid delivery, ensuring installation deadlines are met.



## AIR DIFFUSION

Diffusers and Grilles made with high-quality profiles and with 4.0 machinery (our production site in Padua).

Customised products and constant introduction of new models reflecting modern designs.

High stock and continuous increase of products available for immediate delivery.



## MHRV

Turnkey solutions for Residential and Commercial installations.

Wide range of high-efficiency heat recovery units compatible with the highest market standards.

Numerous models on stock.



## FIRE & SMOKE DAMPERS

Official distribution of RF-t products for the Italian market.

High-quality solutions for Fire & Smoke systems.

Wide range of products in stock and ready for delivery.





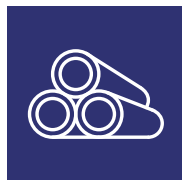
**SANITISATION**



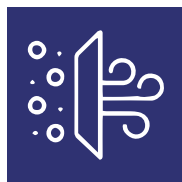
**FANS**



**FLEXIBLE DUCTS**



**SPIRAL DUCTS & CONNECTORS**



**FILTRATION**



**INSULATION**



**TAPES & GASKETS**



**REGULATORS**



**ACCESSORIES & PARTS**



Full catalogue available  
online at [ecoclima.com](http://ecoclima.com)





# REFERENCES

Ecoclimate solutions are used in a range of applications, including:



HEALTH



BANKING &  
INSURANCE



EDUCATION



BUILDING



HOSPITALITY



TRADE



TRANSPORT &  
LOGISTICS



DATA CENTRES





# CERTIFICATION



## Quality management system

Certifies the company's commitment to constant improvement in terms of the quality of the products and services offered, as well as its relations with clients and the well-being of its collaborators.



## Environmental management system

Certifies the company's commitment to reducing the environmental impacts of its products, operations or services, and to improving its environmental performance through monitoring, technological updates and training.



## Health and safety management system

Certifies the company's ongoing commitment to implementing and developing a management system suited to the nature and scale of its risks, ensuring the utmost safety and peace of mind for its collaborators.



## Energy management system

Certifies the company's commitment to improving the energy efficiency of its products and processes.

**ISO 9001-14001-45001-50001  
certified management system**



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# **A LOOK INTO THE FUTURE**

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# A NEW, MORE SUSTAINABLE HEADQUARTERS

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## SUSTAINABLE FOR THE ENVIRONMENT

- Technological, highly energy-saving building systems
- Low-power lighting
- Energy supply from photovoltaic system
- Energy class A4



## SUSTAINABLE FOR PEOPLE

- Maximum climate comfort in all rooms
- Improved lighting conditions
- Total safety







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# NEW SOLUTIONS FOR A NEW IDEA OF COMFORT

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## **INCREASINGLY HIGHER-PERFORMING PRODUCTS**

- Maximum climate comfort
- Maximum air hygiene and cleanliness
- Total safety in the event of a fire
- Eco-sustainability
- Acoustic comfort





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