



TORMAX Automatic Door Systems

Marco Slongo
Area Sales Manager

Overview Landert Group – Facts

General Facts

Established	1924
Consolidated turnover 2009	CHF 124 mio.

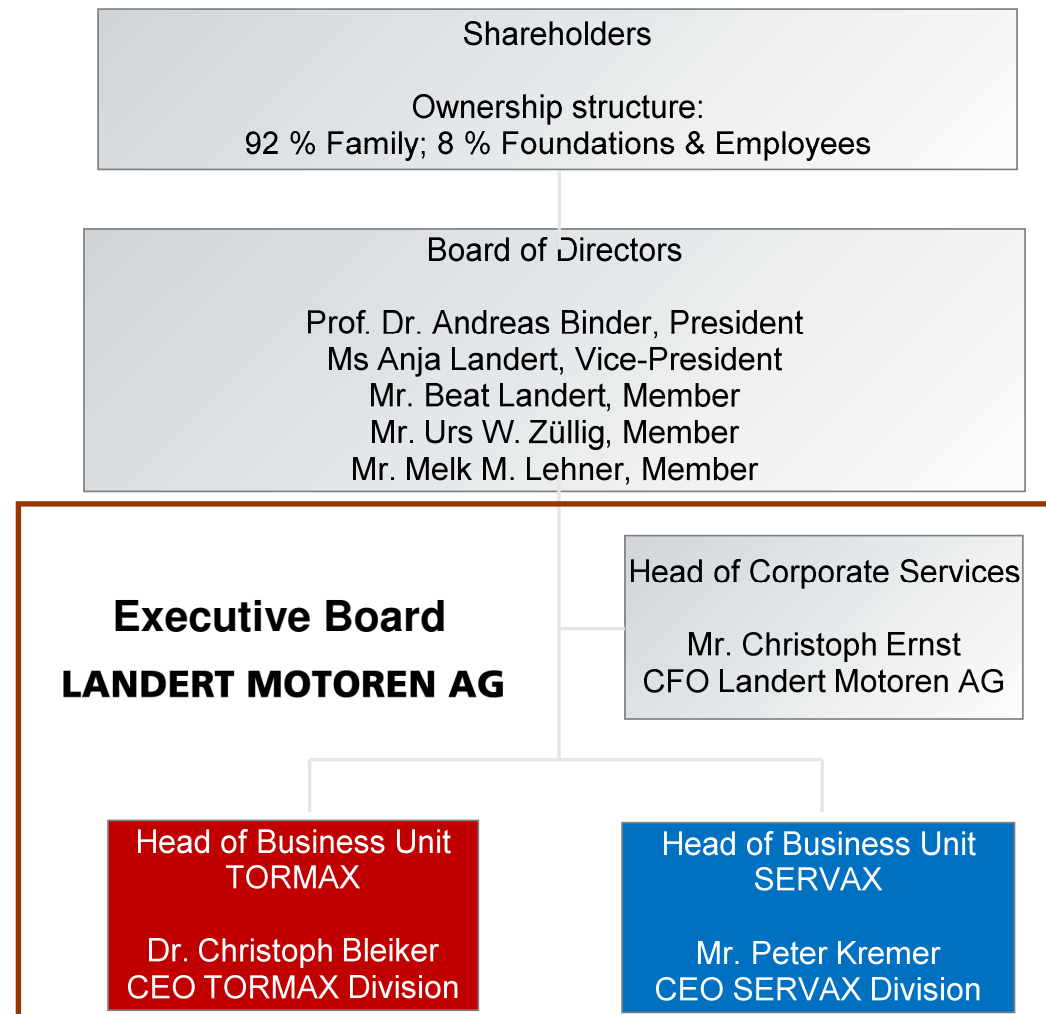
Employees

Worldwide	701
- Switzerland	338 (thereof 51 trainees)

Worldwide setup

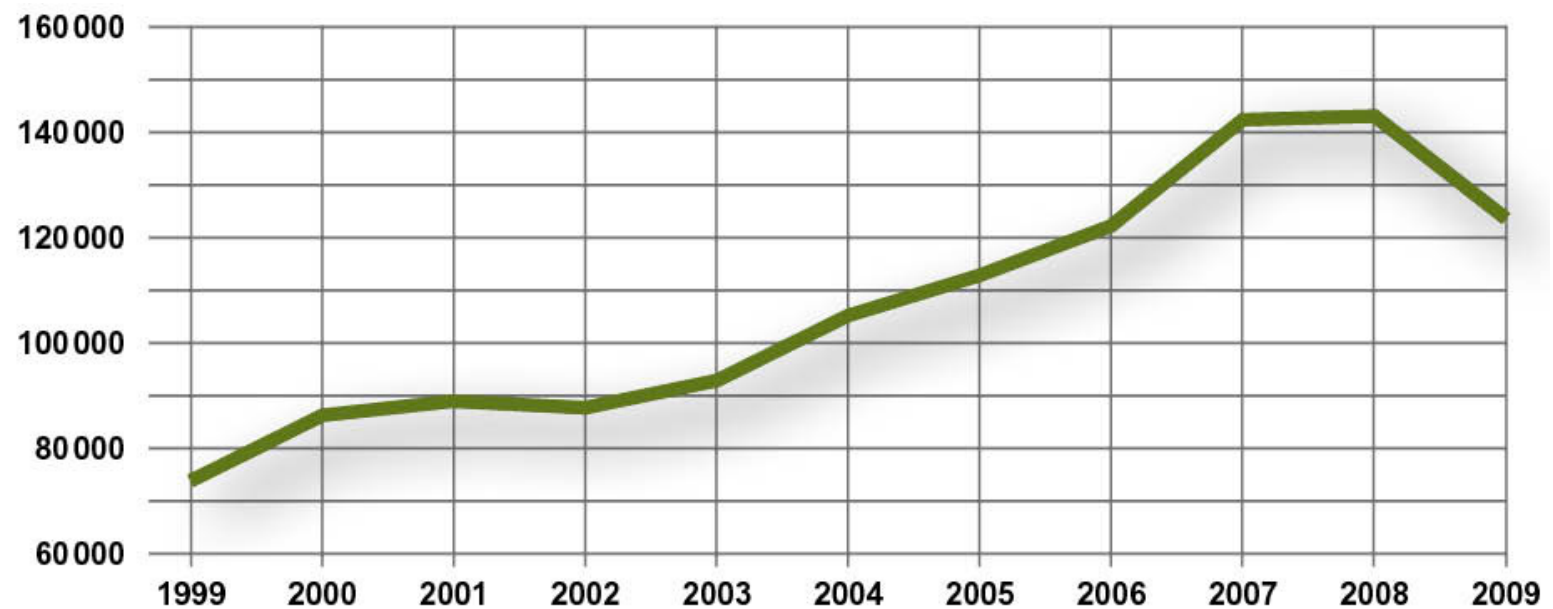
Group Companies	USA, GB, SE, DK, NO, RU, BE, FR, AU, CH, CN
Representation office in	Malaysia
Distribution Partners	over 150

Overview Landert Group – Organisation

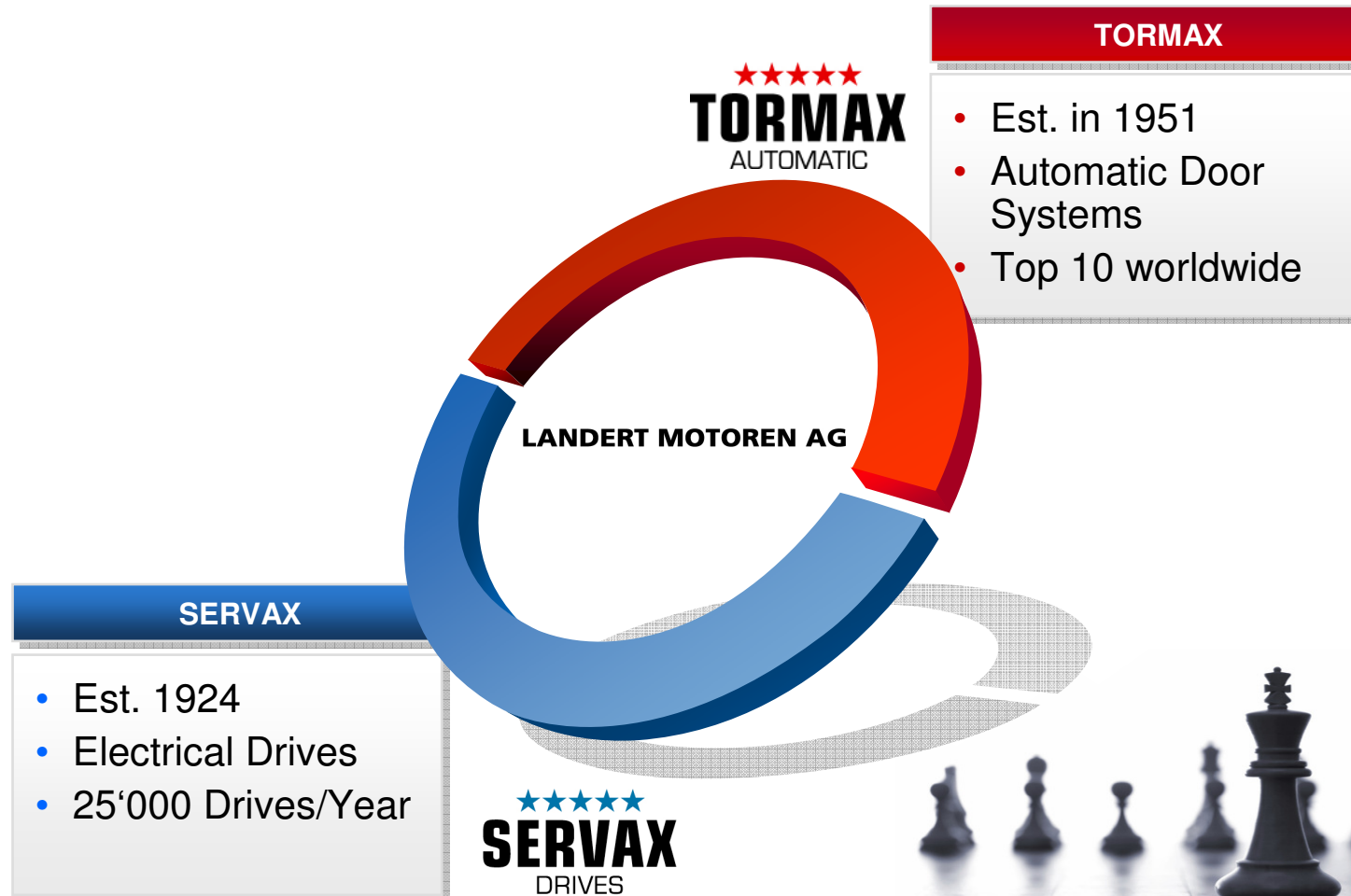


Overview Landert Group – Turnover

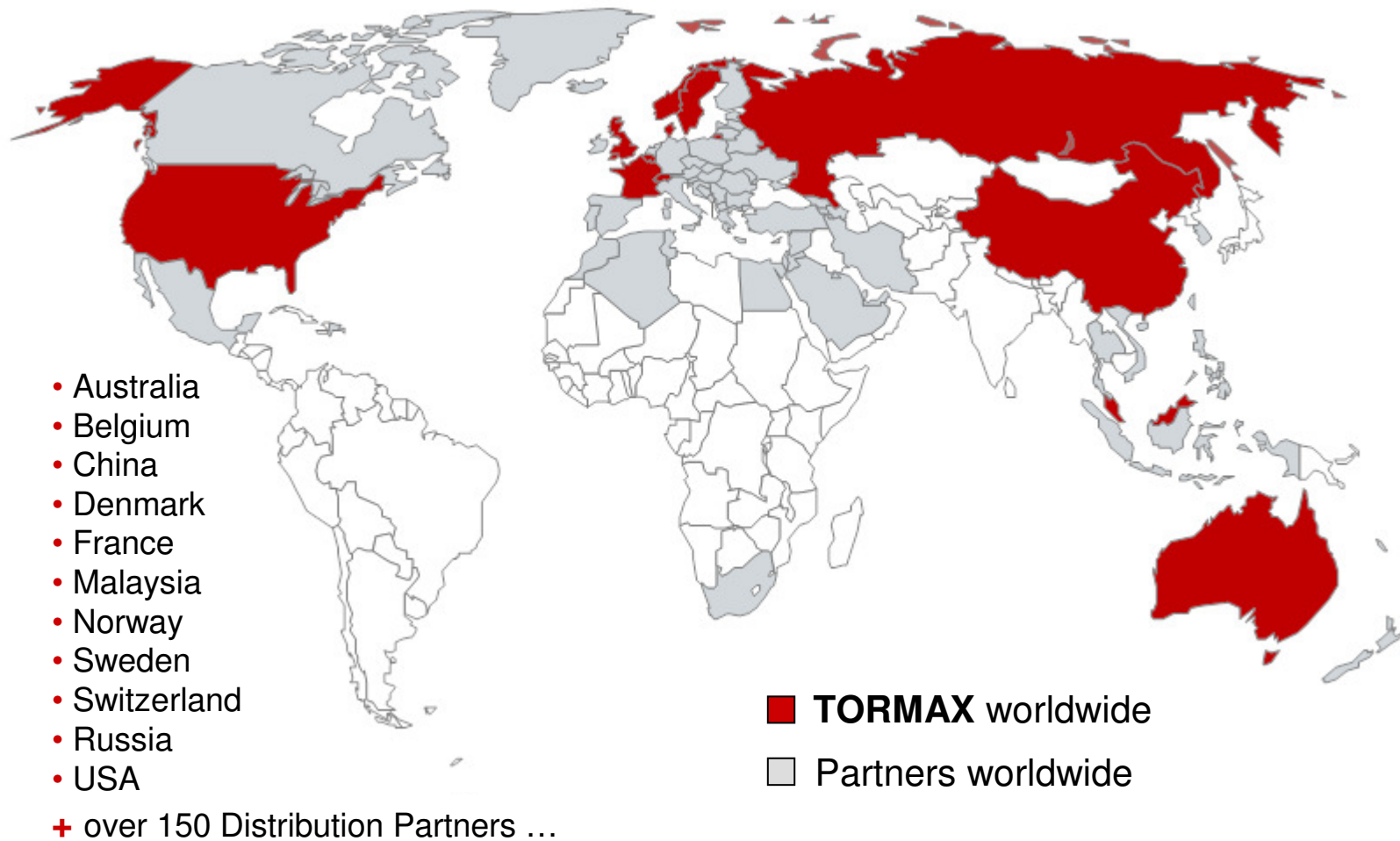
Consolidated Turnover 1999 – 2009
[in 1'000 CHF]



Overview Landert Group – Two Business Units



Worldwide Sales & Service Network



Production Center for Automatic Door Operators (1/2)



TORMAX | Landert Motoren AG
Headquarters
CH-8180 Bülach



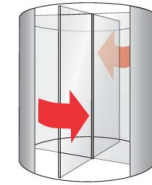
Competence Center for ...

Operators

- Swing door operators
- Revolving door operators

Market Services

- TORMAX training center
- Research & Development
- Marketing
- Support of the worldwide Sales & Service network



Production Center for Automatic Door Operators (2/2)

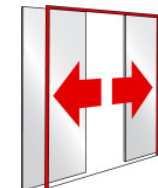


Landert GmbH
DE-86356 Neusäss

Competence Center for ...

Operators

- Sliding door operators



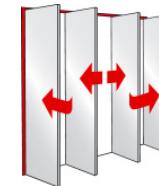
Production Center for Multifunctional Doors



N.V. TORMAX Belgium S.A.
BE-9090 Melle

Competence Center for ... *Systems*

- Fire and smoke protection doors
- Rescue and escape routes (RER)
- Sliding and break out doors
- Burglary resistance doors with resistor classes 2 & 3
- Thermally insulated doors (DIN 14351)



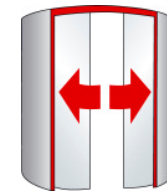
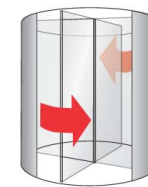
Production Center for Revolving- & Curved Doors



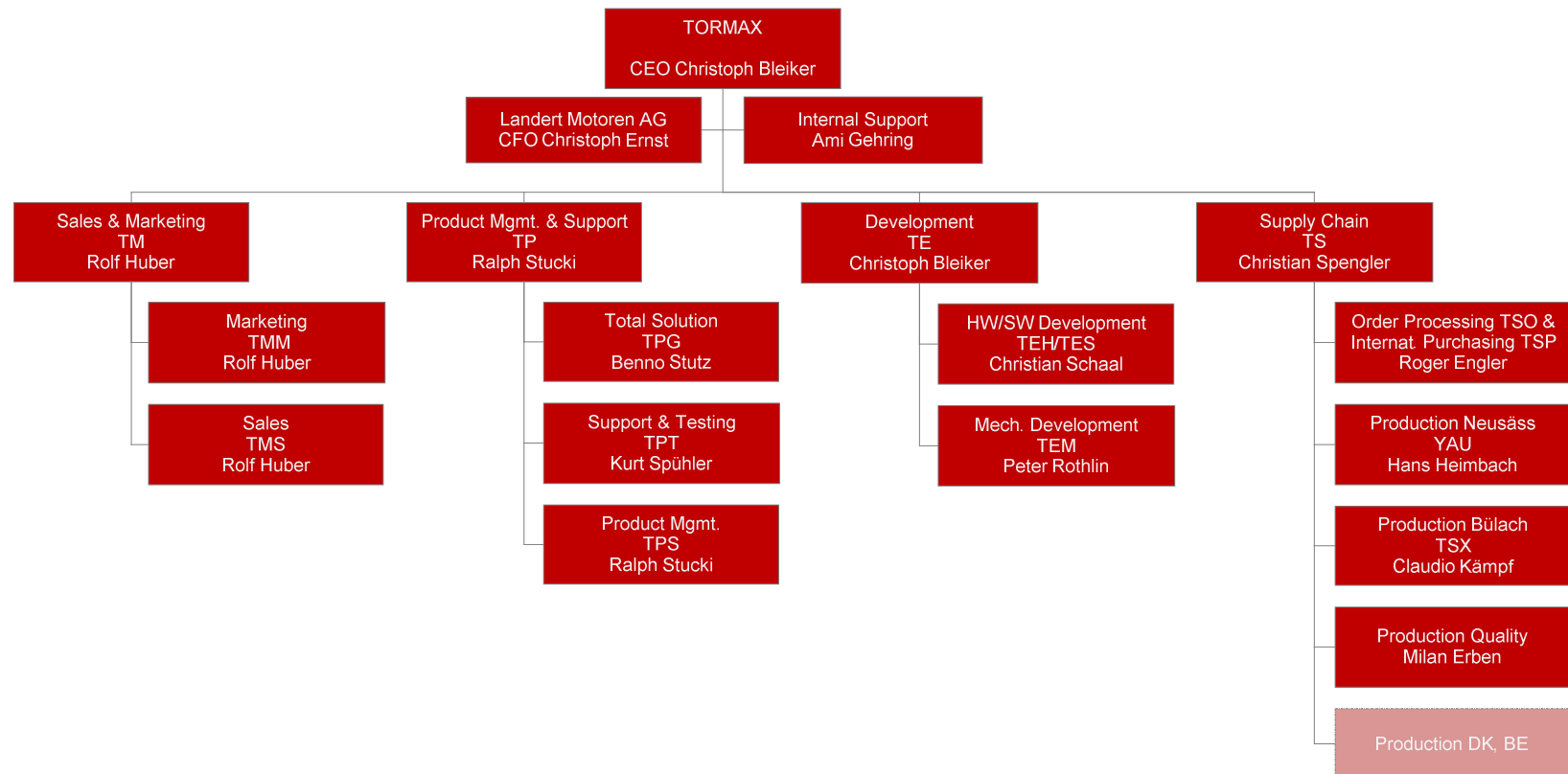
TORMAX Denmark A/S
DK-7323 Give

Competence Center for ... *Systems*

- Classic revolving doors
- Light frame (LF) revolving doors
- Full glass (FG) revolving doors
- Curved doors



Organisation of TORMAX



State July 2010

TORMAX presentation_e



TORMAX Automatic Door Systems

Yesterday

- First manufacturer of automatic door systems in Europe (1951)
- Market leader in the segment of electrohydraulic drives
- Drives for sliding and swing doors
- First processor controlled drive for automatic doors (1990)
- Manufacturer of asynchronous motors

TORMAX

Pioneer in the field of automatic door drives;
high quality and long lifetime of the products!



Pioneer in Door Automation – Milestones



First independent UNINET
System which integrates
automatic doors in building
management systems

First electromechanical
sliding door drive in
the industry – the birth of
a new standard

1995

1990

First processor controlled
drive for automatic doors

1963

1951

TORMAX, first European
manufacturer of automatic
door drives



Today

- Processor controlled automatic door drives for sliding, swing and revolving doors
- Total Solutions (escape doors, security doors, revolving doors, etc.)
- Drive units for mid- and high-end product range
- Special applications (hermetic doors, retro kits, etc.)

TORMAX

Automatic door system manufacturer
with high quality and safety standards!



Pioneer in Door Automation – Milestones



First electromechanical sliding door drive in the industry – the birth of a new standard

1951

TORMAX, first European manufacturer of automatic door drives

1963

1991

First processor controlled drive for automatic doors

1995

First independent UNINET System which integrates automatic doors in building management systems

2004

First plug'n play drive unit for automatic doors

2006

First door operator with integrated RISC-processor

2008

First direct drive in the world



Main Demands for Future Products ...

- ... Easy to configure
- ... Permanent best performance
- ... Long lifecycle
- ... Flexible configuration
- ... Pay only what you need
- ... Minimal stock requirement
- ... Energy saving
- ... Designed for maximum recycling possibility
- ... Noiseless operator
- ... High reliability
- ... Safe operation
- ...

Tomorrow

- Intelligent solutions and products
- Modular systems
- Environment-friendly components
- Economical solutions
- PC-based configuration and servicing of components and solutions
- Built-in preventive maintenance system



TORMAX

Solutions provider for safe and high quality systems and products.
Ecological, economical, intelligent, reliable and modular solutions.
Your appealing partner for high- and midrange!

Pioneer in Door Automation – Milestones



iMotion®
the passion to drive doors

2004
First plug'n play
drive unit for
automatic doors

2006
First door operator with
integrated RISC-processor

2008
First
direct drive
in the world

2009

Setting a new milestone
in the automatic door
industry!



What is iMotion®?

iMotion® is a new family of products designed to meet the needs for today without limiting future demands.



www.imotion.net

Main Benefits



intelligent



modular



ecological



reliable



economical

Main Benefits



iMotion® offers you more opportunities!

- Self configuration
(easy to configure)
- Self monitoring/adjustment
(permanent best performance)
- Individual parameterisation
(custom tailor-made functions)

Main Benefits



iMotion® grows as your requirements grow!

- **Modular System**
(flexible configuration and exchange)
- **Uniform design of all drives**
(same control unit, user interface)
- **Rapid replication of standards**
(customer specific pre-setting)

Main Benefits



iMotion® takes care of the environment!

- Energy Saving
(minimum consumption)
- Ecological Modularity
(less parts and travel time)
- Environmental friendly components
(designed for a clean future)

Main Benefits



iMotion® makes your life easier!

- **Reliable motor technology**
(noiseless, service free brush-less synchronous motor)
- **High-end technology**
(latest technology for high reliability)
- **Long lifecycle**
(early warning system)

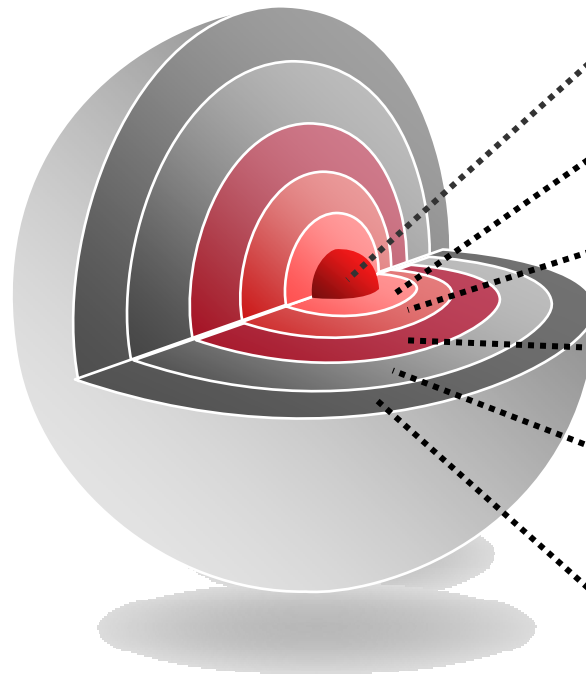
Main Benefits



iMotion® protects your investment!

- Investment protection
(modular components, easy changes)
- Long lifecycle
(maintenance free motor)
- Function based pricing
(you pay only what you need)

Architecture



MCU-32 Control Unit

Same Control Unit for all drive types

Universal Door Software

Same Software for all drive types

Configuration & Service Software

PC-Based universal Configuration
and Service Software

Function Modules

Configuration Card, Input-/Output
Modules, Locks, etc.

Synchronous Motor

Unique brushless & service free
Synchronous Motor

Mechanics (Door Type)

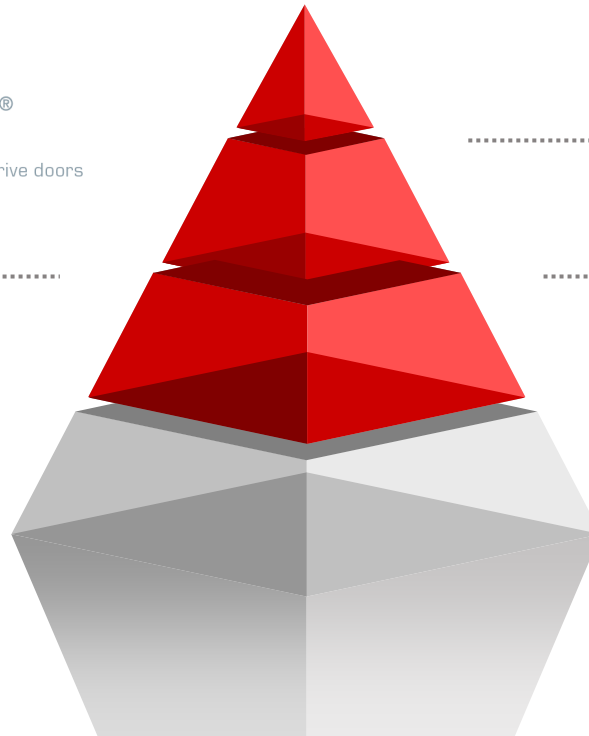
Sliding Door Drive
Revolving Door Drive
Swing Door Drive
Folding Door Drive

Product Positioning

i Motion®
the passion to drive doors

Win Drive 2201
Smart Drive 1101

No TORMAX
activity



High-End

High functionality, high
quality, high lifetime

Mid-Range

Medium functionality,
high quality, high lifetime

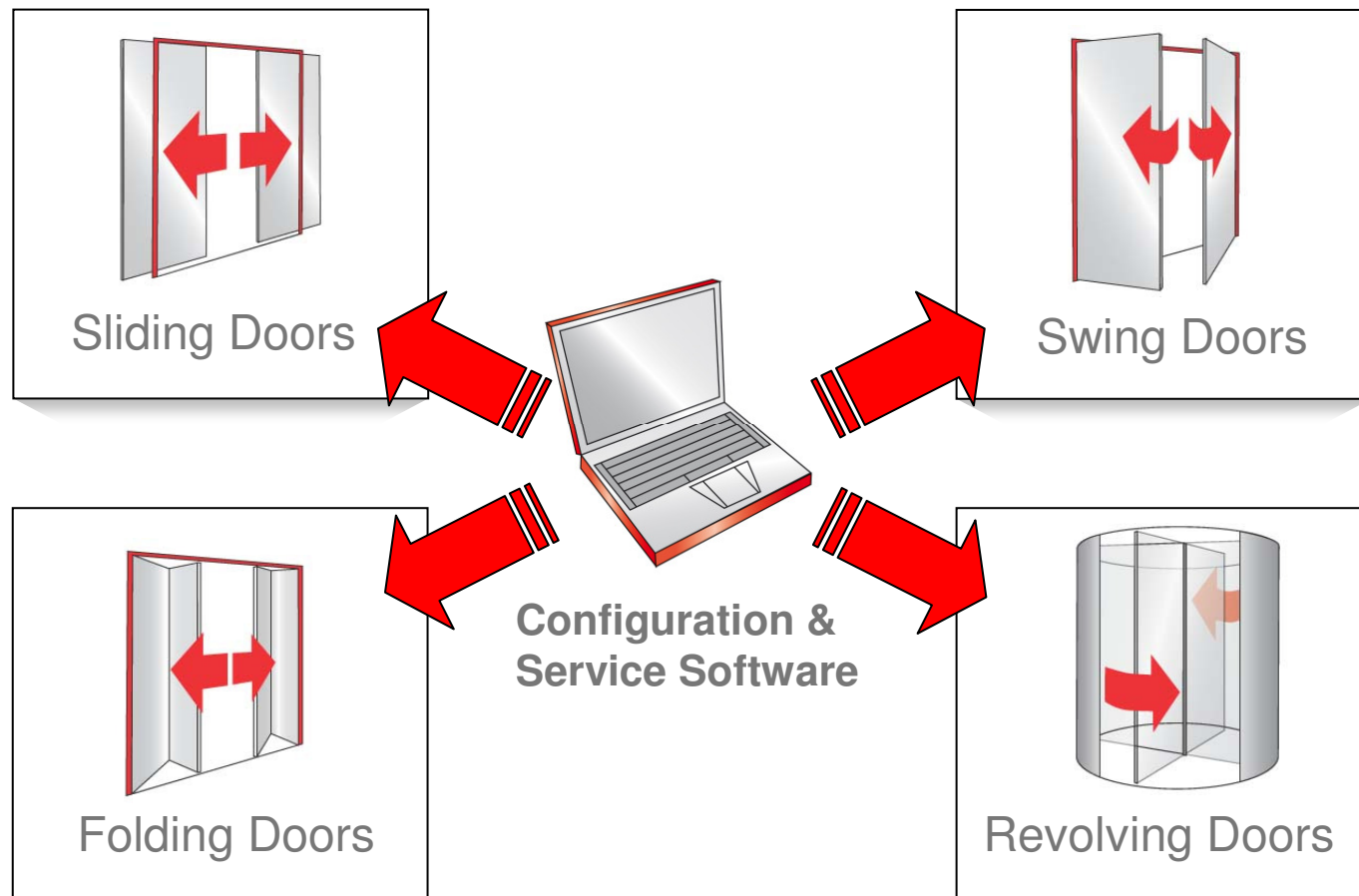
Mid-Low-Range

Medium functionality, good
quality, market lifetime

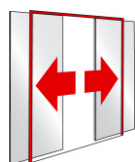
Low-End

Minimal functionality, low
quality, low lifetime

Automatic Door Systems Portfolio



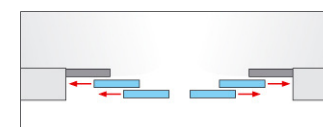
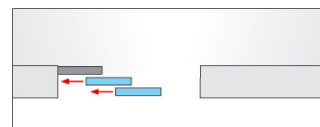
Automatic Sliding Door Systems



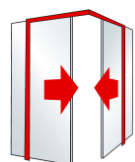
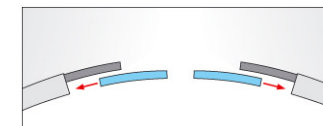
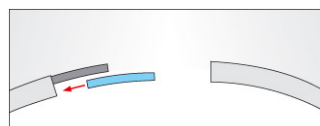
Linear



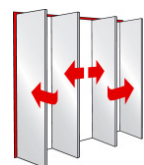
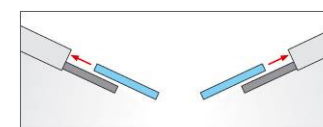
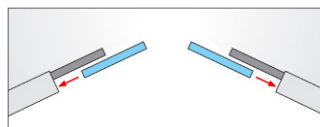
Telescope



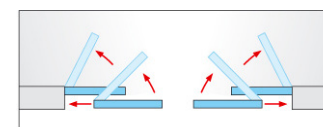
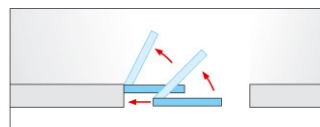
Curved



Angular



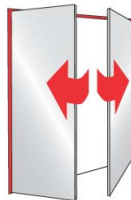
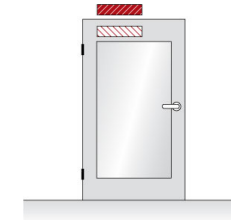
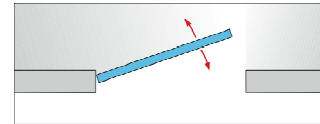
Multifunctional



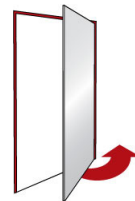
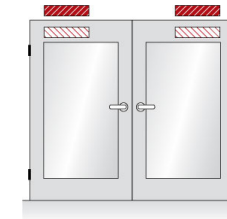
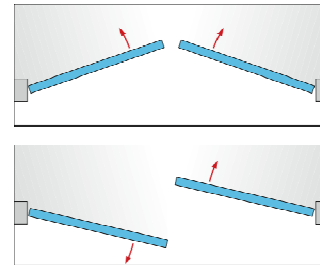
Automatic Swing Door Systems



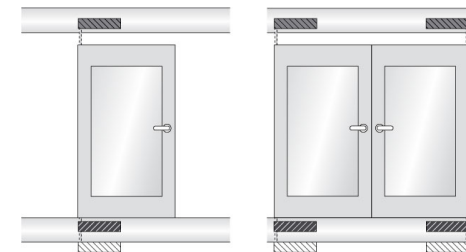
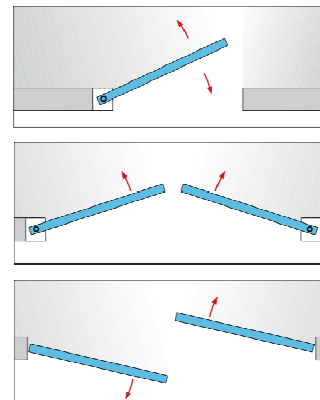
One Swing



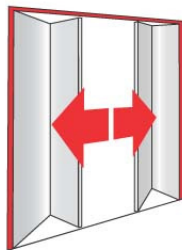
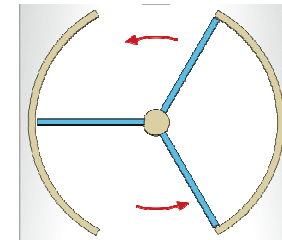
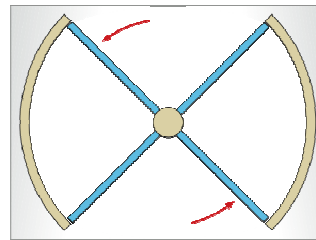
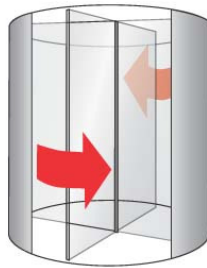
Double Swing



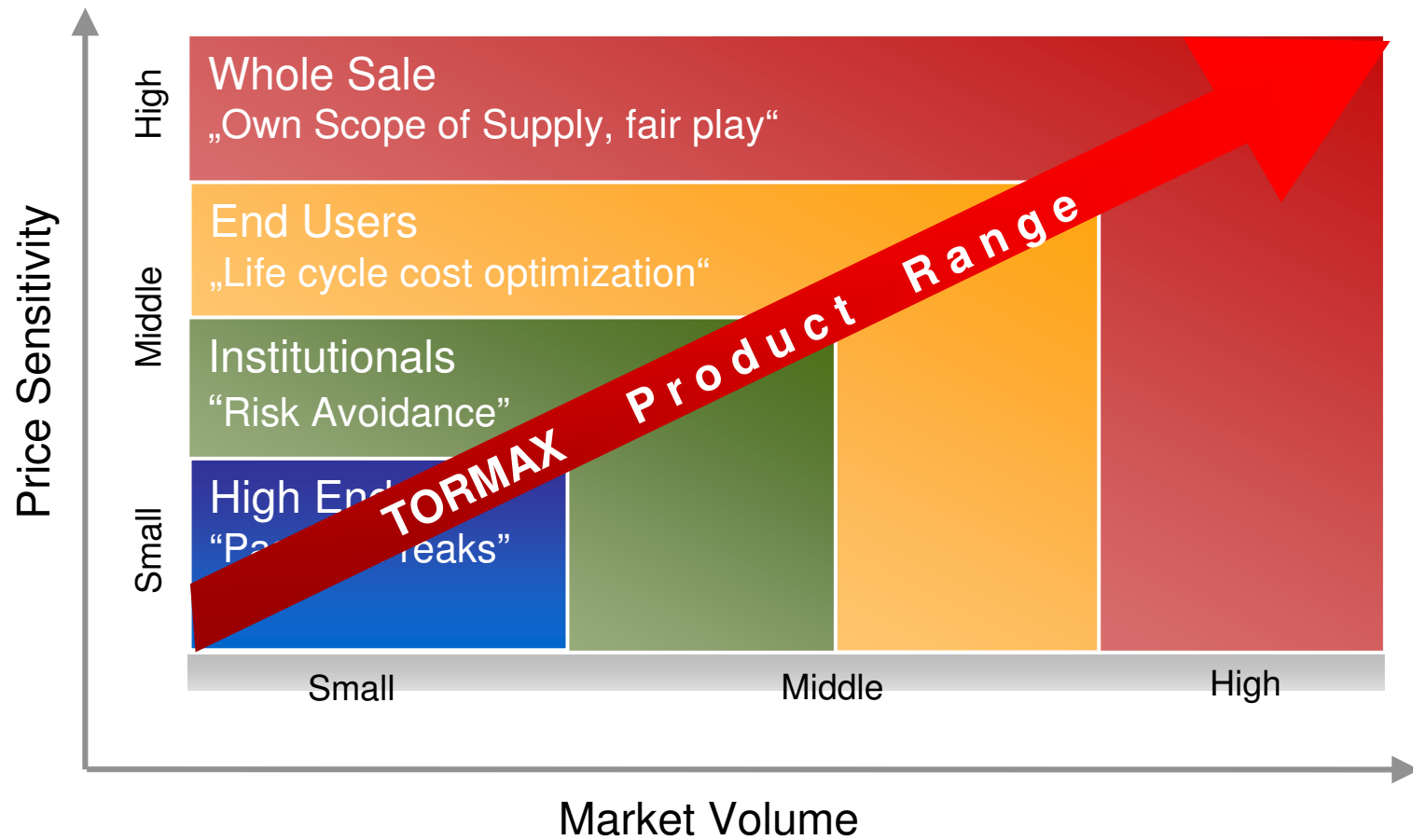
Under Floor



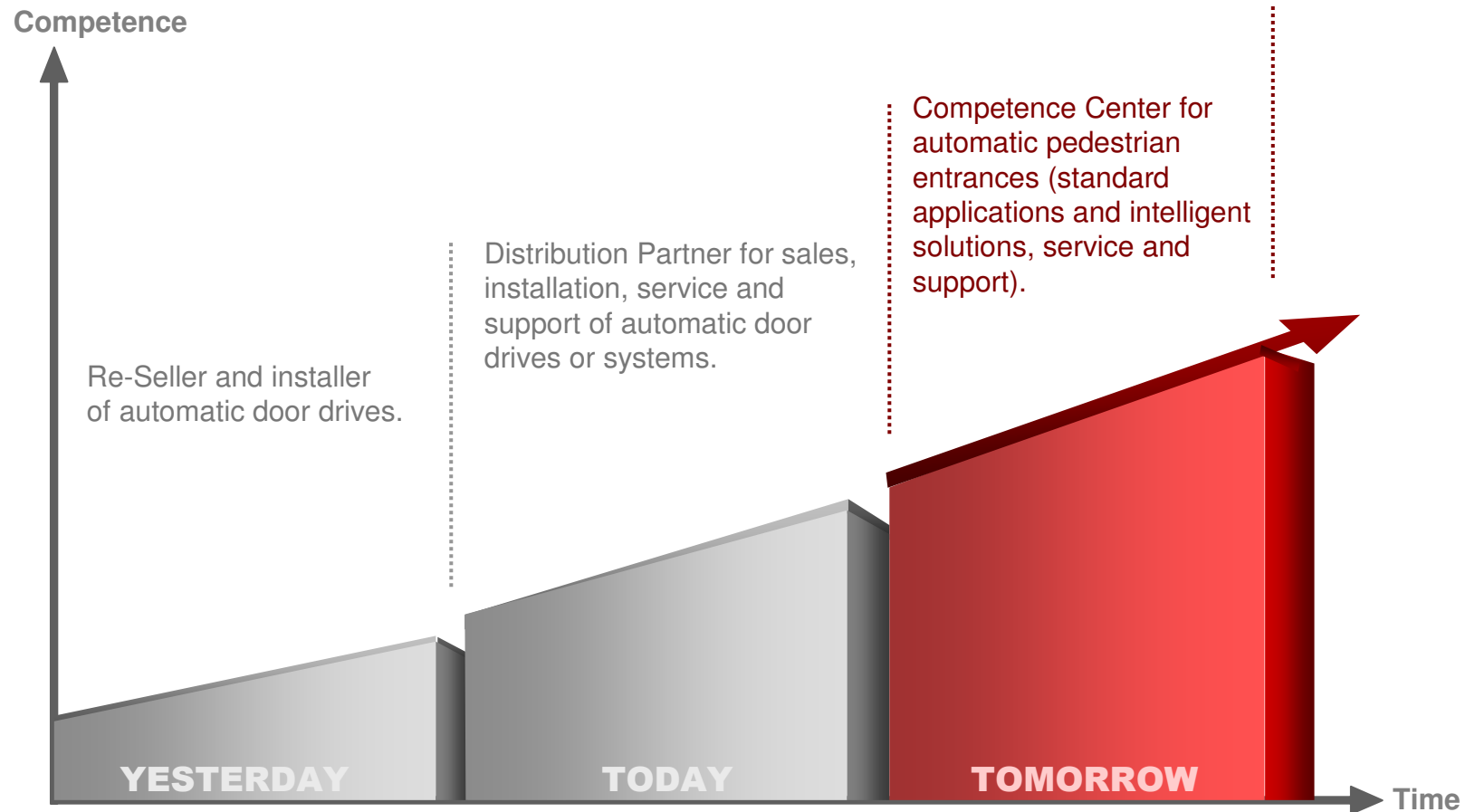
Automatic Revolving & Folding Door Systems



Market Segmentation in Mature Markets



Partner Evolution





Your competent partner for automatic door solutions!

★★★★★
TORMAX
AUTOMATIC
www.tormax.com

Thank You For Your Attention!