

Eberspächer & Kalori: your strong partners for heating and cooling



EBERSPÄCHER CLIMATE CONTROL PRODUCTS

# THE RIGHT TEMPERATURE FOR EVERY REQUIREMENT



Eberspächer Kalori – covering even more ground in thermal management

Having an extensive product portfolio is just as important as a well-developed, international network – this is exactly what we are aiming for with the acquisition of French climate specialist Kalori SAS:

As a heating and cooling system supplier, we are expanding our product range to provide ideal thermal management for special-purpose vehicles. We distribute all our solutions globally through our 19 subsidiaries and our extensive Eberspächer dealer and service network. This means that you will always have an expert to consult in a location near you, which is a major advantage for our customers and service partners.



SYSTEMS ENGINEER AND SUPPLIER

COMPLETE HEATING AND COOLING SYSTEMS

WIDE VARIETY OF COMPONENTS

CUSTOMIZED APPLICATIONS

GLOBAL PRESENCE

Kalori's experience in HVAC development, application and production perfectly complements Eberspächer's existing product portfolio. Among other things, our heating and cooling systems offer enhanced comfort and safety in the form of pre-heated engines in winter and pleasantly cool driver cabs in summer. Drivers of machinery demonstrably perform better and are more alert in a cab with a pleasant climate.

At the same time, we also help customers comply with statutory workplace regulations and ensure operational readiness – not only for construction, agricultural and forestry machinery, but also for minibuses, midibuses, vans and ambulances. Our product portfolio ranges from pre-heaters, electrical heaters and convectors to integrated climate control systems and roof-mounted AC systems – **suiting all requirements and every need.**

Combined expertise – the right solution for every need



## Eberspächer: the global expert partner for thermal management

The Eberspächer Group with its approximately 10,000 employees at 80 locations around the world is a leading system developer and supplier for the automotive industry. This family-owned company, based in Esslingen am Neckar, stands for innovative exhaust technology, vehicle electronics and climate control solutions for diverse vehicle types.

Eberspächer's Climate Control Systems division offers products and solutions for complete thermal management in the vehicle. They include pre-heaters for passenger cars, commercial vehicles and non-road applications, as well as climate control systems for buses and special-purpose vehicles. Eberspächer is the global market leader for electrical additional heaters. This product area already provides innovative solutions for future vehicle generations with hybrid, electric or fuel-cell drive.

Our Business Unit Special Markets provides both heating and climate control solutions for all types of special-purpose vehicles. For us, the field of "Special Applications" comprises solutions for vehicles outside the conventional passenger car/truck classification. At the same time, Eberspächer is a systems engineer and supplier of customized climate control applications. For every requirement and every need, we develop your individual system solution, ensuring you pleasant, performance-enhancing temperatures in the vehicle interior – the whole year round. Our development and application expertise extends from customized OEM solutions to standard aftermarket applications. Anywhere in the world, wherever you need us. Our large service network of subsidiaries and our highly specialized partner workshops ensure global presence – always pursuing our objective: "Complete thermal management – worldwide and from a single source."



Eberspächer headquarters in Esslingen, Germany



Global distribution center in Olawa, Poland



Production in Esslingen, Germany



Climate chamber in Renningen, Germany



## Kalori: the expert partner for the development of climate control components and systems with a large product portfolio

Eberspächer Kalori designs and manufactures heating, climate control and ventilation systems, as well as OEM accessories, for commercial and special-purpose vehicles. We offer a wide range of standard components, but can also implement special developments. Kalori works with leading manufacturers of construction and agricultural machinery and special-purpose vehicles.

Our computing and testing facilities at the Lyon, France site – such as the SIMULKA® thermodynamics software – allow us to perform precision development of the air conditioner for a vehicle interior even before the first prototypes are constructed and to verify the achieved performance by testing it in our climate chambers of various sizes. This saves time and money!

Our testing laboratory additionally checks for compliance of the systems with the applicable regulations. Special software for simulating plastic injection additionally assists with reaching technical decisions in mold construction. This can shorten development and manufacturing times and reduce the number of tests. We can also pressurize each vehicle type for you.

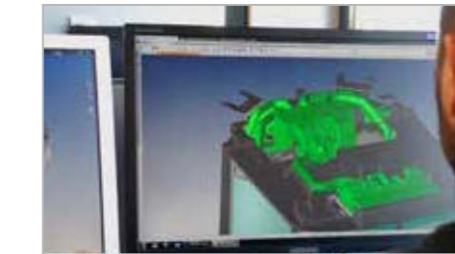
Eberspächer Kalori's production site in China ensures our competitiveness and enhances our market potential. The production facility equipped with several injection-molding machines can perform all work operations from plastic preparation through to assembly of the air conditioners and heating systems.



Eberspächer Kalori in Lyon, France



Production site in Zhongshan, China



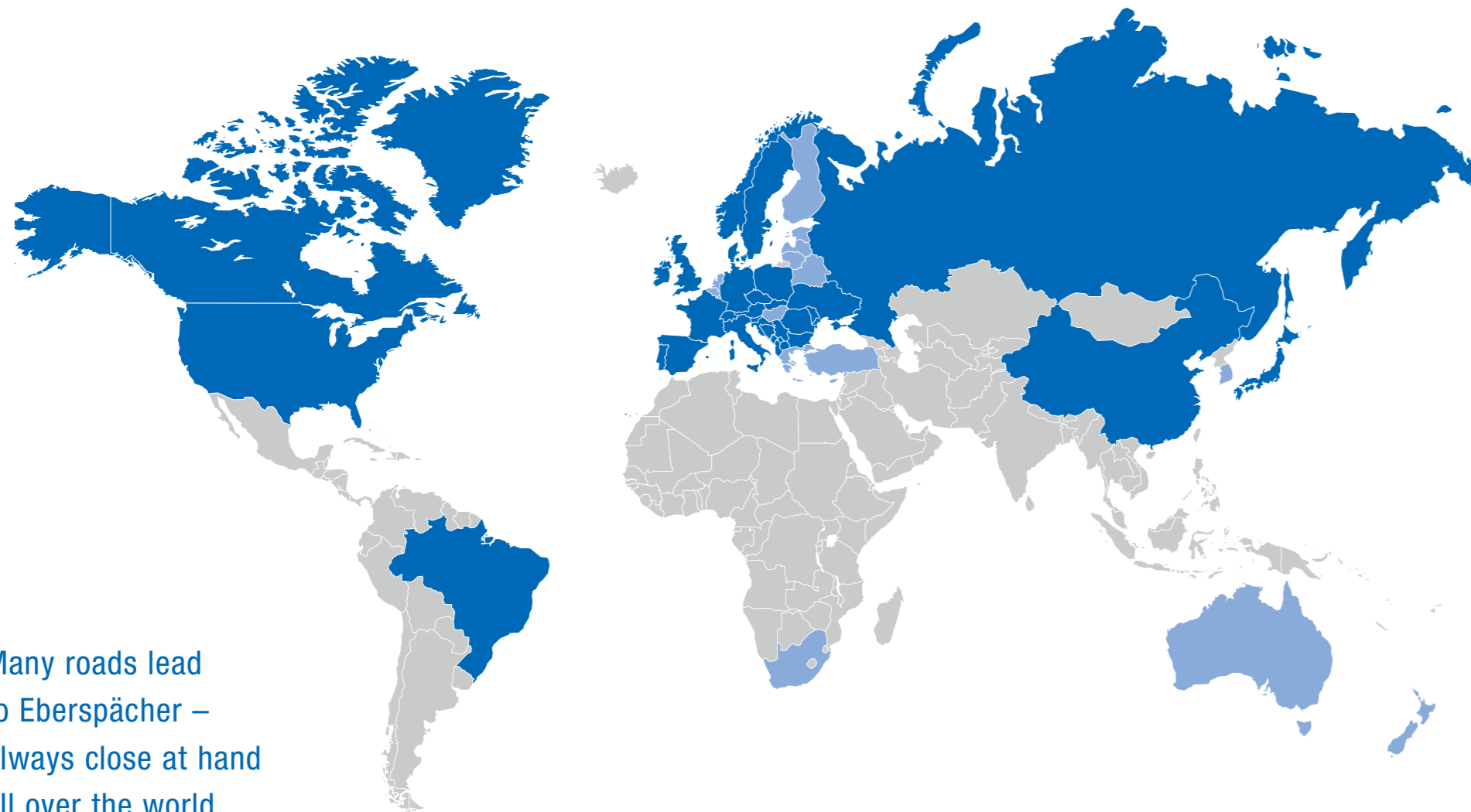
System planning with SIMULKA® software




Climate chamber in Lyon, France

Many roads lead  
to Eberspächer –  
always close at hand  
all over the world.

Eberspächer has a network that spans the globe. We distribute all the solutions in our extensive product portfolio of heating and cooling systems globally through our 19 subsidiaries and our extensive Eberspächer dealer and service network. Wherever you require Eberspächer's services, our subsidiaries, regional representatives and highly specialized partner workshops worldwide provide fast and uncomplicated help, while offering competent experts for consultation in your immediate vicinity at all times. A major advantage for our customers!



 Eberspächer subsidiaries

 Regional representatives

## Global service and sales network of Eberspächer subsidiaries – your direct local contact

For you, Eberspächer's acquisition of Kalori means the integration of all of Kalori's products and expertise into the Eberspächer sales organization. Your direct, personal contact for all questions about services from Eberspächer and Kalori is therefore your local Eberspächer site. Eberspächer's entire global service network is at your disposal to service and maintain all products from both companies.

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You can find details and contact information for  
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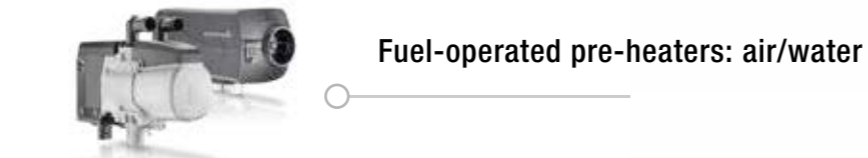
[www.eberspaecher.com/worldwide.html](http://www.eberspaecher.com/worldwide.html)

### System expertise meets an extensive product portfolio – customized solutions from a single source

Effective vehicle climate control includes both heating and cooling components – requirements for which Eberspächer, a specialist in thermal management, offers effective solutions.



We provide pleasant temperatures whether it's hot or freezing outside. If the available installation space prevents the use of standard components from our extensive product portfolio, we can also provide special design components for each specific case.



Fuel-operated pre-heaters: air/water



Electrically operated heaters: air/water



Convectors



Climate control systems

Evaporators/HVAC evaporators, condensers, e-climate control systems



Roof-mounted AC systems and parking coolers / roof-mounted fans



Cab pressure systems



Vents



Control units



Accessories



## Our range of applications: Special Markets – suitable for every challenge

For more than 150 years, we have been developing your individual solution for every requirement and every need, ensuring an optimum, comfortable climate in diverse vehicle types.

### // Construction, agricultural and forestry machinery

The main focus here is on engine pre-heating and cab climate control for construction, agricultural and forestry machinery. This includes climate control while the vehicle is parked or the engine is switched off. A new service in this portfolio is the development of cab pressure systems that generate overpressure to keep dust and gases out of the cab.

### // Ambulances

To ensure compliance with legal provisions on operational readiness and climate conditions, emergency rescue vehicles can be fitted with both an engine pre-heater and a transport compartment AC system. This creates good working conditions for emergency personnel and ensures that statutory temperature requirements are met in the patient interior – for temperature-sensitive medicines and equipment as well.

### // Trucks

Hot summer nights and chilly evenings in truck cabs can be very unpleasant. Our pre-heaters and parking coolers help drivers rest comfortably during breaks and regain peak performance afterward – completely independently of the engine.

### // Vans/cargo

We focus on system solutions for cooling and heating vans as well. This is the only way to ensure adequate cooling and temperature control in the supply chain for temperature-sensitive products. When a target temperature is programmed, the system independently ensures that either the pre-heater or the AC system is running and the temperature is automatically regulated.

### // Defense

In order to maintain operational readiness in icy weather or searing heat, military vehicles are equipped with an engine pre-heater as well as climate control equipment to provide working conditions that help soldiers perform at their best. In addition to the systems for vehicles, specially designed systems provide climate control in containers, command centers or shelters.

### // Passenger cars

In the traditional passenger car segment, our fuel-operated pre-heaters de-ice windows and pre-heat the engine for pleasant warmth in the vehicle and a clear view of the road. Alternatively, the vehicle interior and the engine can be heated electrically as well.



### // Minibuses and midibuses

Our passenger compartment climate control products and solutions provide a pleasant, comfortable climate for the driver and passengers in minibuses and midibuses. This also keeps the driver in top form, ensuring road and passenger safety and compliance with the legal provisions governing mobile workplaces.

### // Utility vehicles

Our pre-heaters and customized climate control solutions dispel heat and cold from any van to provide a pleasant climate for mobile workplaces. They additionally ensure operational readiness of temperature-sensitive on-board equipment.

### // Motor homes

Our fuel-operated pre-heaters and 12 V evaporative cooling systems for camping vehicles maximize independence while providing comfortable travel conditions anywhere in the world and throughout the year. The latest addition to our portfolio is the electrical water heater for 230 V operation at camp sites.

### // E-vehicles

Our portfolio for e-vehicles comprises fuel- or electrically operated PTC heaters and high-voltage heaters, as well as electrically operated AC systems. The fuel-operated heaters can run on a wide variety of fuels (such as ethanol/ bioethanol or biodiesel) and can be used with a flex fuel system.

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