

# Duplomatic Group

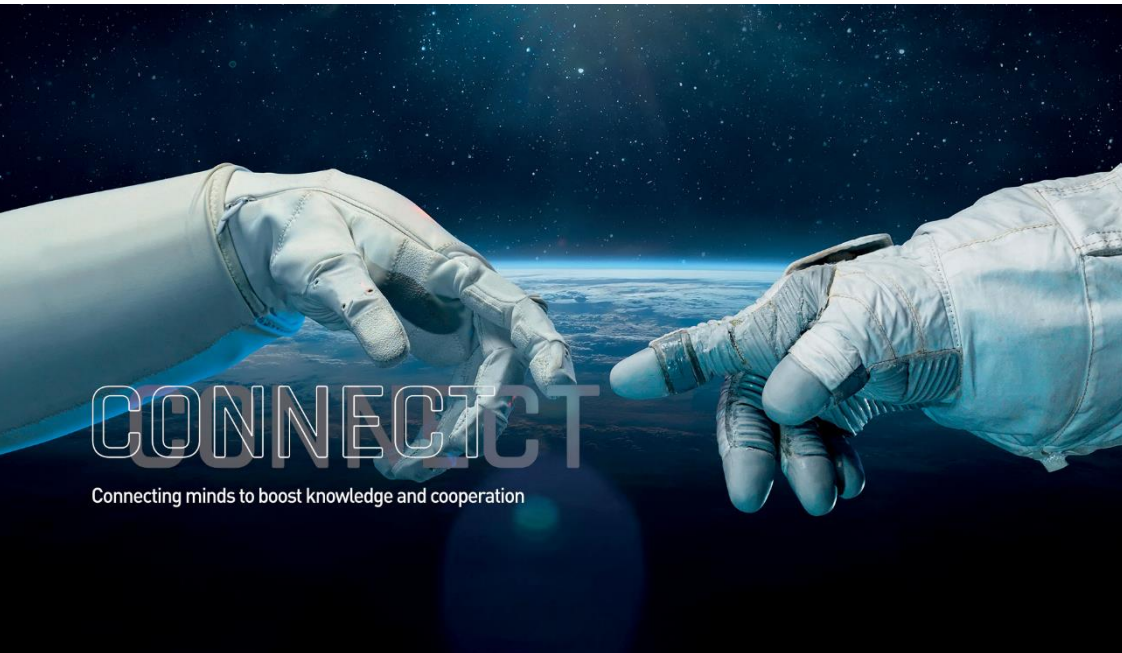
## Corporate Overview

July 8<sup>th</sup> 2024 Website Edition

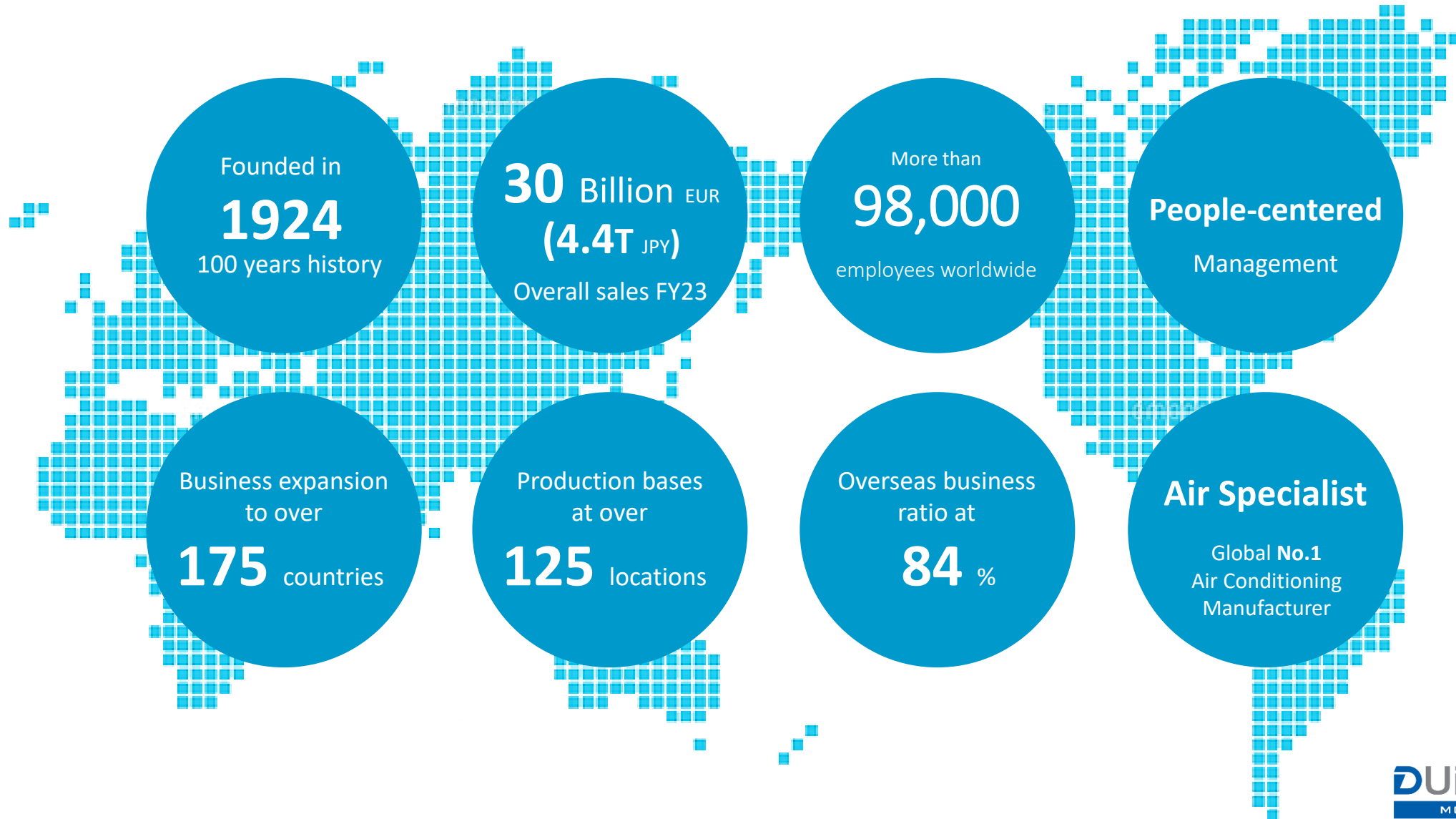


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# 1. DAIKIN OVERVIEW



# 1. DAIKIN OVERVIEW



Daikin Technology Innovation Center

## Oil Hydraulics



"Hybrid" Power Units



Industrial process chillers



Pumps, Valves, HST

## Air Conditioning



Residential



Commercial



After Sales Service

## Chemicals



Refrigerant



Semiconductor Applications



Automotive Applications

## Others



Filters



Oxygen Concentrators



IT Software

# 1. DAIKIN HYDRAULIC BUSINESS FIELDS

## Industrial hydraulics

### Hybrid hydraulic products



Oil/water chiller



Super Unit



ECO-RICH

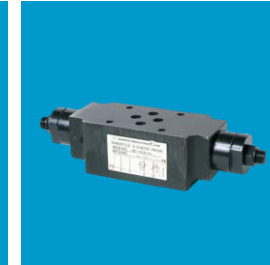
### Conventional hydraulic components



Pumps

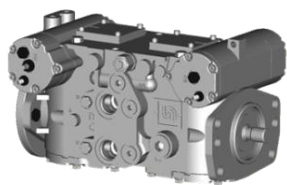


Solenoid valves



Modular stack valves

## Mobile hydraulics



Hydrostatic Transmission  
for construction machinery



## Lubrication



Grease Pumps for Steel Mill



# 1. GLOBAL PRESENCE & WORLDWIDE SUPPORT



**DIPLOMATiC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group

**CONTINENTAL**  
**HYDRAULICS**  
a member of **DAIKIN** group

**HYDRECO**  
a member of **DAIKIN** group

**TILL**  
**HYDRAULIK**  
a member of **DAIKIN** group

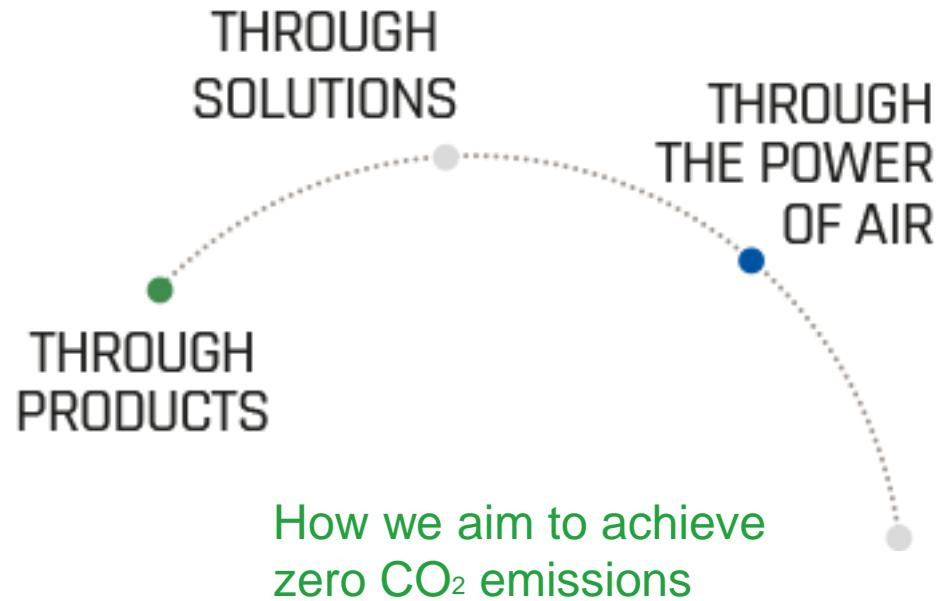
**ALL WORLD**  
MACHINERY SUPPLY



**DIPLOMATiC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group

## 2 . F O C U S O N S U S T A I N A B I L I T Y

### Daikin Environmental Vision 2050

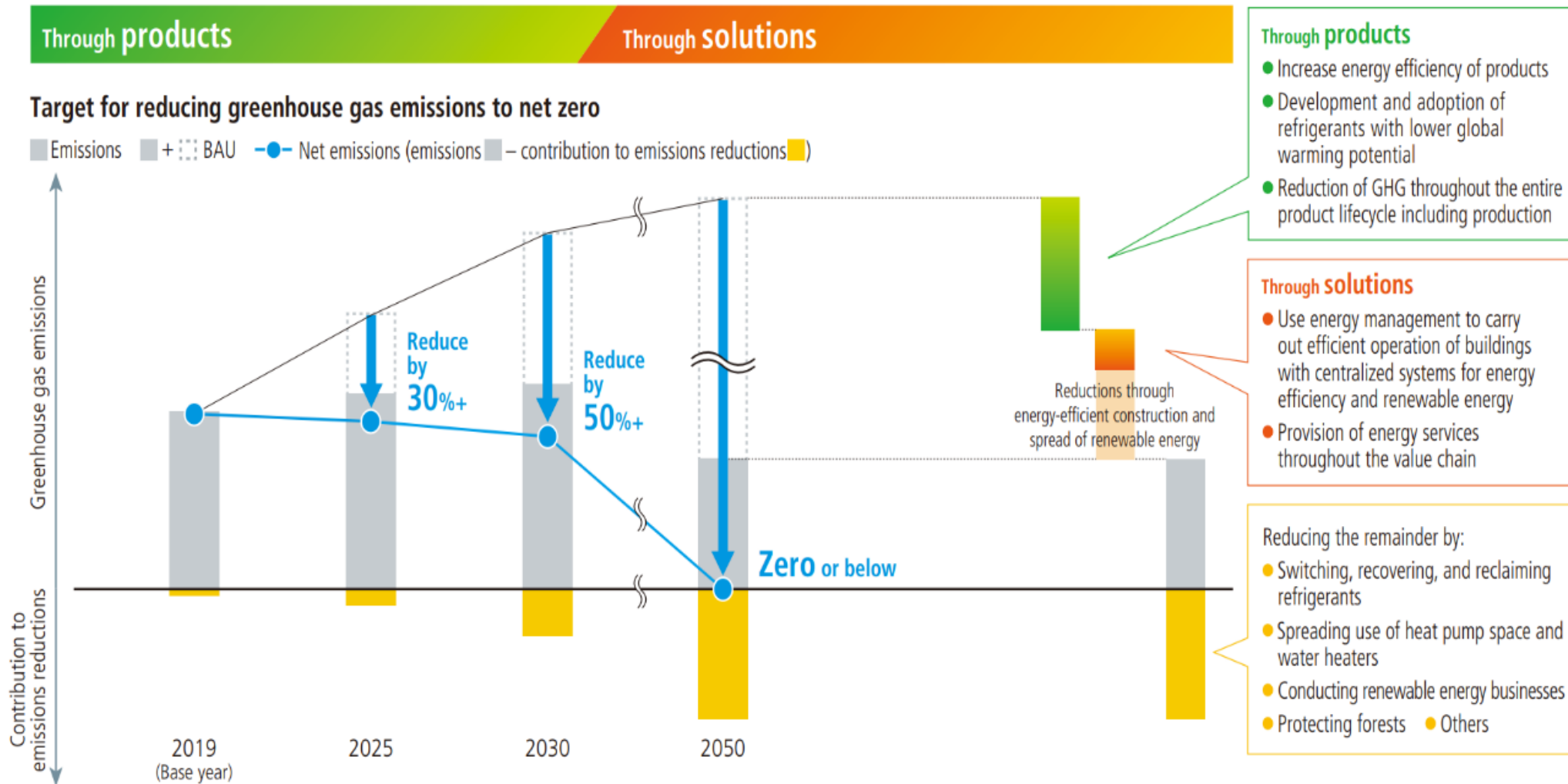


- More energy-efficient products
- Development and adoption of refrigerants with low global warming potential
- Promoting heat pump technology
- Use of energy management to carry out efficient operation of buildings
- Provision of energy services throughout the value chain
- Recovery and recycling of refrigerants



## 2. FOCUS ON SUSTAINABILITY

With the base year set at 2019, we aim to **reduce greenhouse gas emissions by 30% or more in 2025 and by 50% or more in 2030** compared with emissions without measures (Business As Usual).





## 2. FOCUS ON SUSTAINABILITY



Most energy consumption comes from the machine line in factories.

Machining line	Assembly	Compressor	Air conditioning	Lighting and other
45%	18%	18%	14%	5%

Our **Hybrid Systems** provide energy savings compared to conventional hydraulic units, contributing to reduction of greenhouse gas emission in industrial sectors.



INVERTER-CONTROLLED HYDRAULIC POWER  
UNITS ECO-RICH



SUPER  
UNIT



INVERTER CHILLER  
(low GWP R32)

# 3 . D U P L O M A T I C G R O U P

## DIPLOMATIC GROUP

designs and manufactures  
technology solutions  
for motion control in multiple  
sectors.

## 3 BRANDS

**DIPLOMATIC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group



Diplomatic MS  
for industrial  
applications

**HYDRECO**  
a member of **DAIKIN** group



Hydreco Hydraulics  
for mobile  
applications

**CONTINENTAL**  
**HYDRAULICS**  
a member of **DAIKIN** group



Continental Hydraulics  
for industrial applications  
in North America

# 4 . AT A GLANCE

# HIGHLIGHTS

at 31.12.2023



Headquarter

Parabiago  
(Milan, Italy)



17

plants worldwide



700 ~

employees



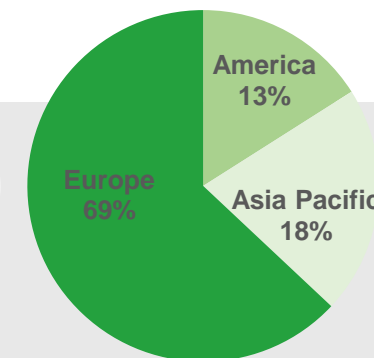
5,000 +

customers



170 Mln €

group consolidated  
turnover



turnover by  
geographic area

# 5. DIPLOMATIC GROUP

**DIPLOMATIC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group



**Diplomatic MS Spa**

**FOUNDATION 1952**

**LOCATION**

> Parabiago (Milan, Italy)

**PRODUCTS**

Valves, systems, electronic devices and electric actuators  
Turnkey projects

Diplomatic MS Spa  
**BU Hydraulic Systems**  
**FOUNDATION 1985**

**LOCATIONS**

> Lainate (Milan, Italy)

> Padova (Italy)

**PRODUCTS**

Complex hydraulic systems for industry, energy, off-shore, iron & steel, oil & gas

Diplomatic MS Spa  
**BU Mechatronics**  
**FOUNDATION 2020**

**LOCATIONS**

> Rosta (Turin, Italy)

> Sulbiate  
(Monza Brianza, Italy)

**PRODUCTS**

**Rosta**  
(Production Plant)  
Electric actuators  
**Sulbiate**  
(Design Center)  
Electronic devices for Industry 4.0

Diplomatic MS Spa  
**BU Chillers**  
**FOUNDATION 2024**

**LOCATION**

> Busto Arsizio  
(Varese, Italy)

**PRODUCTS**

Industrial chillers

Diplomatic MS Spa  
**BU Electric Drives & Motors**  
**FOUNDATION 2024**

**LOCATION**

> Barbarano Mossano  
(Vicenza, Italy)

**PRODUCTS**

Reluctance motor R&D

**Diplomatic Hydraulics Shanghai**  
**FOUNDATION 2015**

**LOCATION**

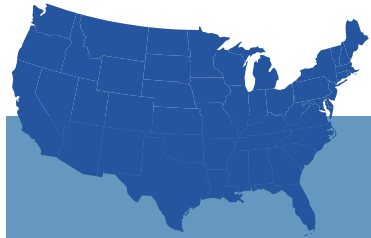
> Shanghai  
Pudong Chuansha Economic Park, China

**PRODUCTS**

Valves

**DIPLOMATIC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group

# 6 . D U P L O M A T I C G R O U P



**Continental Hydraulics**

**FOUNDATION 1962**

**ACQUISITION: 2011**

**LOCATION**  
> Shakopee (MN, USA)

**PRODUCTS**  
Pumps, valves, systems

**SECTORS**  
Industrial applications



**Hydreco Hydraulics**

**FOUNDATION 1860**

**ACQUISITION: 2019**

**LOCATION**  
> Poole (UK), Italy, Germany, Norway, India, Australia, USA

**PRODUCTS**  
Pumps, valves, PTOs, cylinders, controls

**SECTORS**  
Mobile applications



**Hydreco Italia Srl**  
**LOCATION**  
Vignola (Modena, Italy), Parma (Italy)

**PRODUCTS**  
Remote controls, pilot valves, direct control valves, gear pumps



**Hydreco Srl**  
**LOCATION**  
San Cesario s/P (Modena, Italy)

**PRODUCTS**  
Hydraulic cylinders



**Hydreco India Ltd**  
**LOCATION**  
Bangalore (India)

**PRODUCTS**  
Gear pumps



**Hydreco Norway A/S**  
**LOCATION**  
Nittedal (Norway)



**Hydreco Pty Ltd**  
**LOCATION**  
Seven Hills (NSW, Australia)  
Welshpool (WA, Australia)

**PRODUCTS**  
PTOs, pumps, valves, controls



**Hydreco GmbH**  
**LOCATION**  
Straelen (NRW, Germany)



**Till Hydraulik**

**FOUNDATION 1962**

**ACQUISITION: 2021**

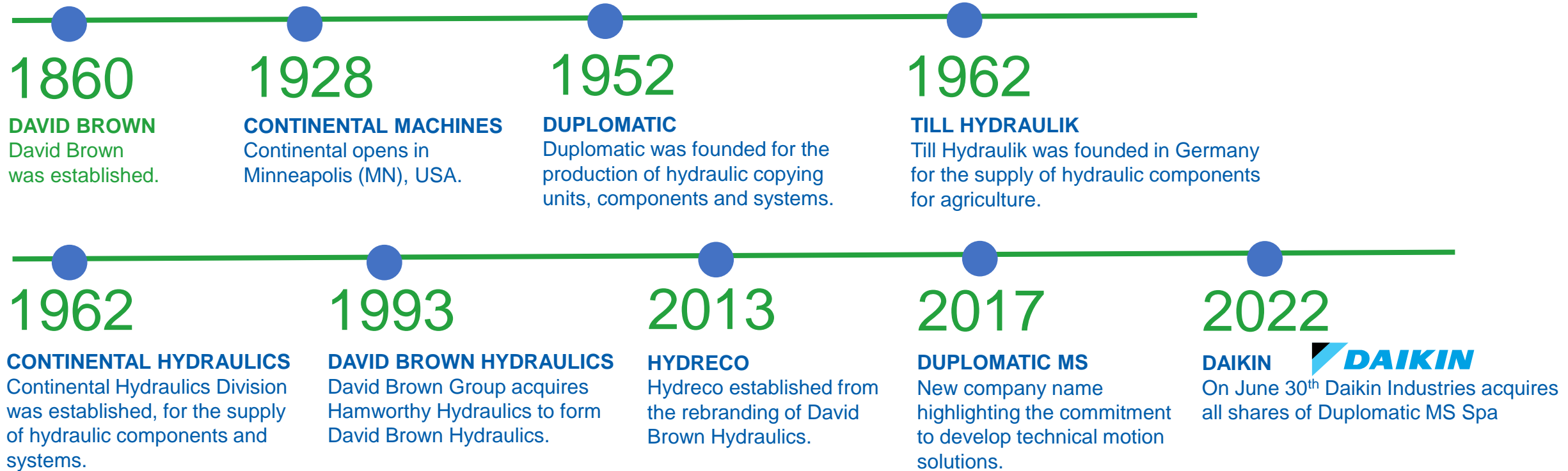
**LOCATION**  
> Helmstedt (Germany)

**PRODUCTS**  
Valves, control technology, cylinders, micro hydraulics

**SECTORS**  
Medical and mobile applications

## 7. GROUP TIMELINE

# our journey to date

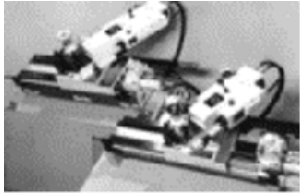


# 8 . D U P L O M A T I C B R A N D H I S T O R Y



1952

Foundation of Duplomatic (hydraulic copying units)



1960

Production of a complete hydraulic range



1962

Duplomatic Oleodinamica, fully dedicated to hydraulics



1997

Spin off of Duplomatic Oleodinamica.



2015

Duplomatic Hydraulics Shanghai, to serve directly the Chinese market



2017

New company name DUPLOMATIC MS Spa



2018

New branch in the Middle East



2022

Duplomatic Motion Solutions a member of Daikin group



*a member of **DAIKIN** group*

# 8 . M E R G E R & A C Q U I S I T I O N S

2011

Acquisition of **Continental Hydraulics** in the USA (industrial hydraulics)



2014

Acquisition of **HidruX** (system integrator)



2015

Acquisition of **OCS** (hydraulic cylinders for mobile applications)



2016

Acquisition of **EuroSEI** (mechatronic systems)



2017

Acquisition of **Tecnologie Industriali** (system integrator)



2019

Acquisition of **Hydreco Hydraulics** (mobile hydraulics)



2021

Acquisition of **TILL Hydraulik** (industrial and mobile hydraulics)



2023

Integration of **PHILIPP ACON Hydraulik GmbH**, a branch of PHILIPP GROUP (hydraulic cylinders for mobile applications), Germany



2024

Integration of **EATA EQUIPAGGIAMENTI Srl**, an industrial chiller manufacturer in Italy

Foundation of **BU ELECTRIC DRIVES & MOTORS** within Diplomatic MS





# 9 . P R O D U C T R A N G E S

VALVES

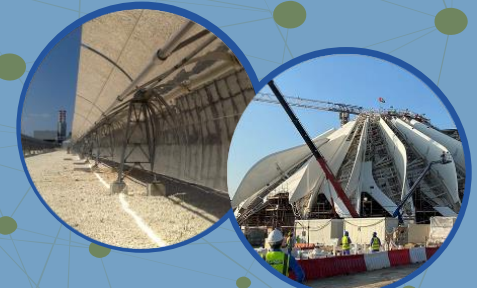
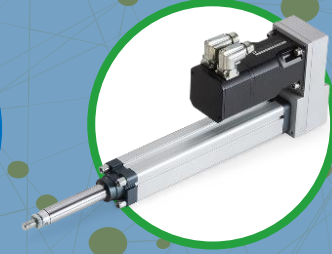
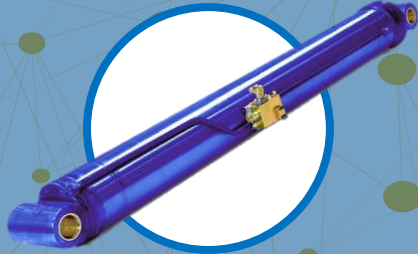
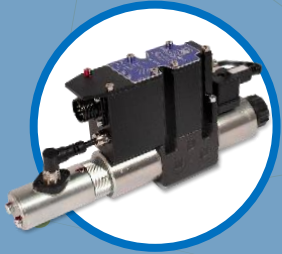
PUMPS

POWER  
TAKE OFFS

HYDRAULIC SYSTEMS

HYBRID SYSTEMS \*  
- VFD CONTROL HPU

HYBRID SYSTEMS \*  
- INVERTER CHILLER



MICRO  
HYDRAULICS

HYDRAULIC  
CYLINDERS

REMOTE  
CONTROLS

ELECTRIC  
ACTUATORS\*

ELECTRIC  
DRIVES & MOTORS \*

INDUSTRIAL  
PROCESS CHILLERS \*

TURNKEY  
PROJECTS

\* sustainable/energy saving solutions

# 10. APPLICATIONS

## industrial

INDUSTRIAL MACHINERY  
LUBRICATION  
MARINE  
MEDICAL TECHNOLOGY  
OIL & GAS  
POWER GENERATION  
RAILWAY  
TESTING  
TURNKEY



# 11. APPLICATIONS

## mobile

AGRICULTURE  
CONSTRUCTION  
EARTH MOVING  
FORESTRY  
MATERIAL HANDLING  
MINING  
MUNICIPAL  
TRANSPORT



# 12. TURNKEY PROJECTS

## EXPO 2020 (DUBAI, UAE)

The UAE Pavilion, designed by Santiago Calatrava, is inspired by the hawk, symbol of the country.

Design, manufacturing, installation, test and commissioning of the motion system used for the actuation of 28 carbon/glass-fiber shaped wings (5 to 14 tons, total lengths in the range 30 to 65 m).

- 1 MW installed power
- 46 hydraulic cylinders
- 2.5 km high-pressure piping
- 20 km of electric cables and conduits
- approx. 2,000 control points spread on the whole building
- 17 electric cabinets for power supply and motion control, including dedicated motion control cards and 9 PLCs.



Photo by: Barbara Burg + Oliver Schuh, [www.palladium.de](http://www.palladium.de)

# 13 . INNOVATION

**TOGETHER**  
we design the future

We strongly believe that innovation comes from Customer understanding and through a long and structured process of Research & Development.

We are constantly focused both on the organic build-up of competences and a strategy of growth focused on acquisitions.

## R&D

Our investments in R&D are aimed at consolidating existing technologies and developing solutions for new applications. We believe in the transformation of core traditional hydraulic products through the digital paradigm. **IO-Link** is a good example. We cooperate with **top Universities and R&D centers** worldwide to enable the innovation.

## ACQUISITIONS

The acquisition of companies with complementary technologies guarantees the preservation of the Group **technological excellence and worldwide leadership**, thanks to the development of constantly new products and services.

We are ready to design the future, **everyday.**

# 14 . IO - LINK

Duplomatic MS is engaged in promoting IO-Link as digital communication protocol to enable the 4.0 revolution.

Duplomatic IO-Link is a challenge that goes beyond the development of a new range of hydraulic valves.

IO-Link is a universal communication technology capable of digitizing all devices used in a system, enabling the exchange of useful diagnostic information from remote components, without adding complexity.



Duplomatic actively supports and promotes the digital transformation introduced thanks to the 4.0 paradigm with new products and solutions.

## INDUSTRY 4.0

# 15. QUALITY MANAGEMENT SYSTEM

## QUALITY ISO 9001

Diplomatic Quality Management System aims at:

- creating a "quality culture"
- ensuring an ongoing control of the Quality Management System in order to reach the zero-defect threshold
- ensuring a suitable training aimed at supporting the quality obtained through staff trainings
- suggesting product updating and improvement
- monitoring customer satisfaction.

## ENVIRONMENT ISO 14001

Diplomatic supports the importance of protecting the environment and of spreading a culture of respect and responsible management of natural resources.

## HEALTH & SAFETY ISO 45001

Managing security means guaranteeing the safety of all our people. We do this through models of organization and risk management according to the ISO 45001 standards, which analyze the hazards and identify the necessary measures to avoid or reduce them.



# 16. TECHNOLOGY COMPETENCE



## UNIVERSITIES

Strong cooperation with **Federico II University**, (Naples, Italy), **Bournemouth University** (UK), **Minneapolis University** (MN, USA), for curricular internships, degree thesis and post graduate experience.



## IO-Link COMPETENCE CENTER

Diplomatic training and coaching for the development of IO-Link based products by companies. On the job training and audits to support companies in new Industry 4.0 projects.



## DIPLOMATIC ACADEMY

Diplomatic Academy is dedicated to hydraulics & motion control professionals (internal staff and customers). Basic and advanced level. Classroom and online training.



**ACADEMY**  
**DIPLOMATIC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group

*We build  
competences for  
motion solutions.*

*Roberto Maddalon, CEO*



**DIPLOMATIC**  
MOTION SOLUTIONS  
a member of **DAIKIN** group



# 17. OUR PEOPLE



“  
Coming together is  
a beginning.  
Keeping together is  
progress. Working  
together is success.  
”

*Henry Ford*



BE A MEMBER  
OF DAIKIN GROUP

Thanks for your attention

[www.diplomaticmotionsolutions.com](http://www.diplomaticmotionsolutions.com)

**CONTACT**

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