

Rheine, 27th February, 2018

Press release

DEOS AG on course for international growth

(Rheine / Hong Kong) DEOS AG from Rheine - manufacturer of innovative building automation and energy management systems - is repositioning itself in the Asia-Pacific region, thereby resolutely pursuing its international growth strategy.

"DEOS China" becomes "DEOS Controls AP Ltd."

At the beginning of 2018, DEOS China Ltd. changed its name to DEOS Controls AP Ltd. (AP stands for Asia Pacific). *"With the new name, DEOS Controls AP - a 100% subsidiary of DEOS AG Germany - wants to make clear that DEOS covers the entire Asia-Pacific region in terms of sales and that we operate here together with our partners",* said Kam Kau Wu, who continues as Managing Director of the renamed company, DEOS Controls AP.

In January 2018, DEOS Controls AP moved into new offices. This offers additional jobs for the current and future expansion of personnel, more space for partner training courses and workshops as well as extended storage facilities to improve delivery times.

Partners and reference projects in Asia Pacific

DEOS has been acquiring new system partners and planners in the Asian market since 2014, thus expanding its steadily growing partner network. This has enabled DEOS AG to implement major projects with its local partners in recent months, such as the "Landmark81" tower in Ho Chi Minh City - with its height of approximately 460 m and 81 floors, currently the tallest building in Vietnam, the Hong Kong Academy for Performing Arts (China), the factory P&G (Vietnam) and the Central Park Hotel (Vietnam).

Also on course for growth in Europe

In 2017, DEOS AG opened a new subsidiary, "DEOS UK & Ireland", and trained the first partners here. The branch office is located in central London and is headed up by Navid Mehr as Managing Director. Navid Mehr was previously with Distech Controls, where he was responsible for sales and business development in the UK and Ireland.

Furthermore, on 1st January, 2017, DEOS AG acquired a majority interest in DEOS Netherlands. Founded in Denekamp in 2012, DEOS Control Systems Nederland B. V. (DEOS Netherlands) will continue to operate under the successful management of J.H. van Horssen (Managing Director of DEOS Netherlands), even after this change of shareholding.

For DEOS Netherlands in 2018, the focus is on expanding the system partner business. DEOS AG is looking for strong Dutch partners to further expand its network in the Benelux region and increase its market share.

Regional awareness through trade shows

Regular appearances at trade shows in regional markets represent a key element for DEOS AG regarding the acquisition of new partners and projects. In September 2017, for example, DEOS AG presented building automation solutions at MCE Asia in Singapore, where it made a particularly strong impression with the hardware products DDC and SRU "Made in Germany". In November 2017, DEOS UK / Ireland successfully exhibited at the Smart Buildings Show in London, scoring points with the time-saving programming tools for building automation.

At the VSK in Utrecht in February 2018, DEOS Netherlands presented new products and solutions for intelligent building automation. The trade show highlight in Utrecht was the patented control system for HVAC systems, which enables energy savings of up to 70%. This product has already been used in many projects in the Netherlands, including Casino Amsterdam, Groningen State Hall and the television studio NOS - the largest news organisation in the Netherlands.

Course set for international growth

The expansion of business in the Asia-Pacific region, in addition to growth in Europe, is an important component of the internationalisation strategy pursued by DEOS AG.

"In the future, we will increasingly invest internationally in personnel, to guarantee optimal support for our partners. In this way, we are aiming for moderate but consistent growth", says Michael van Well, Managing Director of DEOS AG.

Further information is available at
www.deos-ag.com

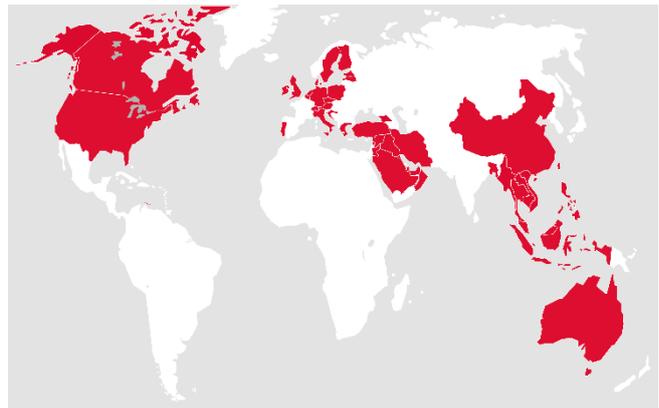
Your DEOS AG press contact

Bernhard Pieper
Head of Marketing
Phone: +49 5971 91133-0
b.pieper@deos-ag.com

Image material



Headquarters of DEOS AG in Rheine



Marketing regions of DEOS AG



Michael van Well - Managing Director DEOS AG
Philipp Wellmann - Business Development
Kam Kau Wu - Managing Director DEOS Controls AP



DEOS reference:
Hong Kong Academy for Performing Arts

More than 50 years of experience in the industry - DEOS AG

DEOS AG has supported its partners in all areas relating to integral building automation, single room solutions and energy management for more than 50 years. DEOS AG (Digital Energy Optimisation Systems) develops, produces and distributes intelligent solutions, products and services for building automation.

The DEOS headquarters in Rheine contains one of the most modern production lines of its kind in Europe. The patented efficiency solutions of DEOS AG ensure maximum energy savings and climate comfort in the building.

State-of-the-art IoT and Cloud products deliver considerable synergy effects through new networked DEOS solutions. In this way, DEOS building automation is driving digital services and the emergence of new business and operator models.

Here, DEOS AG partners can find all the necessary components for the management, controller and field level, to offer even greater comfort to building users. The main users of the DEOS range are the operators of hotels, office buildings, swimming facilities/thermal springs, hospitals, airports, schools/universities, museums, etc.

DEOS® is a registered trademark of DEOS AG.

In 2017, DEOS AG celebrated its company anniversary:
50 years of innovation and technology for intelligent buildings.

DEOS AG is one of the winners of the cci Customer Confidence Prize:

More about this here: <https://www.deos-ag.com/en/news/lukk-customer-confidence-prize-to-deos-ag>