



## Aereco joins Aldes Group and contributes to accelerating its development.

Aldes Group, a specialist in ventilation and thermal comfort solutions, announces the acquisition of the Aereco group to support its growth strategy by market as part of its strategic plan for 2025. Thanks to the many technical, industrial, and commercial complementarities of the two entities, this merger allows the Groupe to strengthen its position in France and to pursue its international development in the ventilation segment alongside the EXHAUSTO brand, while making the best use of the expertise of each of the two groups.



### A common base to build a lever project of the Aldes group's Act for 2025 strategy

Aereco group, with family capital like the Aldes group, develops innovative ventilation solutions for residential buildings and offices with a key concept: the modulation of airflows according to needs. Aereco is a specialist in humidity sensitive terminals and employs more than 500 people in 8 countries.

Since the 1960s, Aereco Group has been a major partner of Aldes group, mainly in France, but also internationally. From their first collaboration for the creation of CMEV (Centralized Mechanical Extract Ventilation), the two groups succeeded in establishing a strategic position in humidity-controlled ventilation technology in France and in many European countries. This success is materialized in particular by a large volume of business between the two companies, as well as by their respective positions and images on the ventilation market.

Thus, in keeping with a family tradition of entrepreneurs shared by the two companies, this alliance enables Aldes group to strengthen its position in France and pursue its international development in ventilation technologies, particularly in Eastern Europe.

« On November 10, 1967, Pierre Jardinier and Bruno Lacroix signed the first contract that would mark almost 60 years of intense partnership. Aereco and Aldes have a unique intertwined history, they are two key players in ventilation in France and Europe. Beyond a technical and product history, our two family-owned companies develop daily on cultural foundations and values, shared, and embodied by all. I am delighted with this willingness to come together, which will enable our two companies to continue their growth together. We will naturally be able to increase our market positions, gain agility, sustain our innovation strategies in an entrepreneurial spirit that has always been part of our strength and our point of differentiation with our customers. I have big ambitions for this new group; I know how to count on the commitment of all our teams to lead us to great success. » declares Stanislas Lacroix, President of Aldes Groupe.

### Synergies across the entire value chain

With the acquisition of Aereco, Aldes group aims to become a major European player in the market for well-being solutions in buildings.

The pooling of the production capacities of the Aldes Group and Aereco will make it possible to create operational (technical complementarity, product, laboratory resources, developments and industrial skills) and commercial (complementarity of offers and geographic with positions in North, China, North America and the Middle East) synergies. The alliance formed will make it possible to consolidate a turnover of more than €360 million and will take a prominent place in its market at an international level. It will also respond to geographic and product range expansion ambitions thanks to a solid base of combined expertise. In addition, very close attention is paid to the teams and management of Aereco, the newly formed group will allow the addition of human skills while respecting the cultures and specificities of each. This integration is based on 5 pillars:

- the development of the group's positions in Europe by capitalizing on the EXHAUSTO and Aereco brands, with strong coordination between them;
- the search for synergies;
- the creation of 3 centers of expertise in product development: individual and collective residential, commercial, air handling units;
- industrial grouping consistent with the centers of expertise;
- the integration of Aereco's management into the governance of the group by capitalizing on its know-how in terms of business development in Europe.

*“It is with enthusiasm and emotion that I envisage this operation with the Aldes Groupe. After succeeding my father in 1997 and after 25 years as the President of Aereco, I am proud of what we have achieved with the great Aereco teams. We have strengthened our presence in France and developed unrivalled positions in certain European countries such as Germany and Poland. We can also be proud to have transformed, all together, a French manufacturer of humidity-controlled ventilation products into a leading European company in the ventilation markets. This merger with the Aldes Group is a logical continuation of these 60 years of common history. Aereco is now well positioned to continue its growth within the Aldes Group. I would like to warmly thank the Aereco teams for the work done over so many years and am confident in Laurent Gerrer's ability to lead them.”*, adds Marc Jardinier, President of Groupe Aereco.

### About Aldes Groupe

Because air is not just for us to breathe but it also helps us live a healthier life, Aldes Groupe responsibly designs and manufactures high-performance, connected, and more caring ventilation and thermal comfort solutions, for creating healthier buildings. Founded in 1925 in France, the Groupe is today present in 60 countries around the world with 6 main international brands. It is a major player in its activities: Ventilation, Thermal Comfort, Fire Protection, Air Purification, Central Vacuum Cleaning. Thanks to an ambitious R&D policy and proximity to its professional customers, the ALDES Group is a pioneer in integrated solutions dedicated to air and the health of people present in all buildings.



### About Aereco

Aereco is a family-owned industrial group, founded in 1983 by Pierre Jardinier, developed and managed for 25 years by Marc Jardinier and Laurent Jardinier, and of which Laurent Gerrer took over the management in 2021. The group employs more than 500 people both at the head office in France (Marne-la-Vallée) than in 6 subsidiaries in Europe (Germany, Poland, Hungary, Ireland/UK, Sweden) with 3 manufacturing units, and achieved a turnover of more than 82 M€ in 2021 by operating over thirty countries. Aereco designs, produces and markets innovative ventilation solutions for residential buildings and offices with a key concept: the intelligent management of airflows according to needs, to better meet the new building challenges in terms of efficiency, energy, acoustic comfort and indoor air quality. Aereco offers many ranges of products that can be implemented in different systems, whether in natural ventilation, hybrid, mechanical extract or heat recovery ventilation and has maintained an exclusive partnership with the Aldes Group in France for several decades.

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