

Case introduction | Dragon Group

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- ▶ Headquartered in Helsinki, Finland, **Dragon Group** is a leading provider of industrial HVAC (*Heating, Ventilation, and Air Conditioning*) systems. It has operations in 15 European and Asian countries, including manufacturing facilities in five locations (Finland, Germany, Poland, Russia and China).
- ▶ In FY2017, the Group had turnover of EUR 1 350.7 million (EUR 1 255.8 million in FY2016) and it employed on average 2 852 (2 530) employees.
- ▶ The DragonAir® products are sold to over 80 countries worldwide, mainly to factories and production plants in order to provide thermal comfort and acceptable indoor air quality within reasonable installation, operation, and maintenance costs. Majority of product sales are carried out through own distribution companies; however, also external sales representatives are utilized in regions where the Group has no subsidiary company.
- ▶ Recently the Dragon Group acquired a Swedish technology start-up (SensorSync AB) which has developed an intelligent solution for managing, optimizing and automatizing the operation of industrial HVAC systems. Through utilization of sensitive sensors and cloud computing data analytics, the solution produces important information about the system efficiency and enables significant energy and cost savings.
 - In addition to supplementing modern HVAC system installations, the SensorSync® solution may be retrofitted also to older systems.
 - Currently, the main target market for the SensorSync solution is among industrial companies and power plants. However, there have been successful pilot projects also in the private consumer market among individual house owners wishing to optimize their energy consumption.