

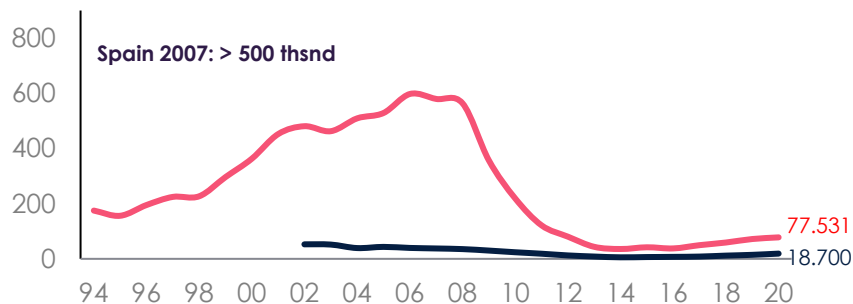
# Investors' Meeting

June 10, 2021

# Economic Environment

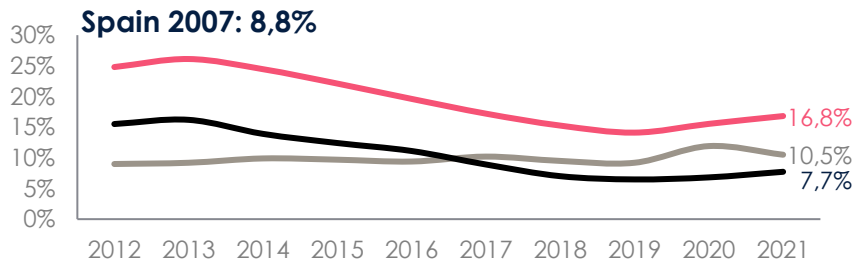
SPAIN MOROCCO PORTUGAL

## FINISHED HOUSES



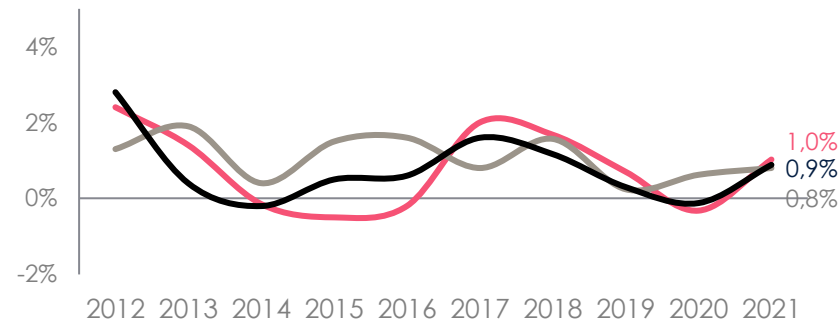
Source: Spain: Ministry of development; Portugal: Euroconstruct

## UNEMPLOYMENT



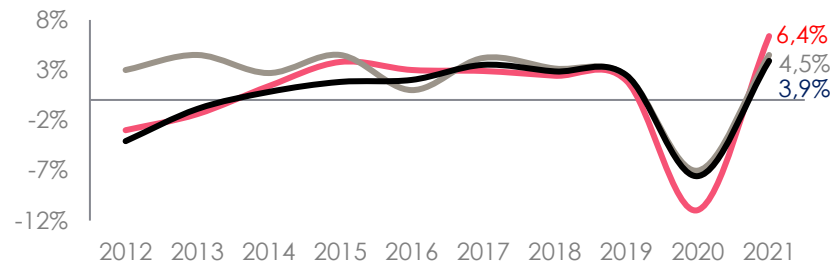
Source: IMF (International Monetary Fund)

## CPI



Source: IMF (International Monetary Fund)

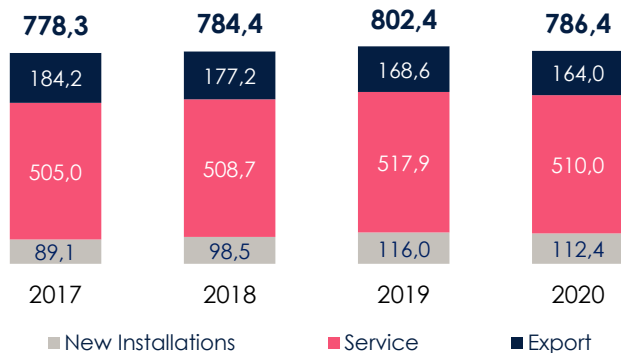
## GDP



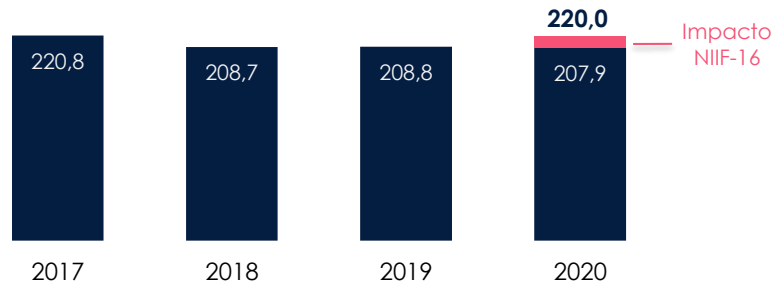
Source: IMF (International Monetary Fund)

# Key data 2020

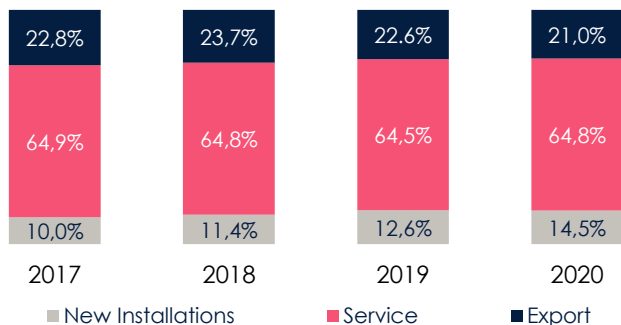
## Consolidated Sales (€ Mill.)



## EBITDA (€ Mill.)



## Consolidated Sales (%)

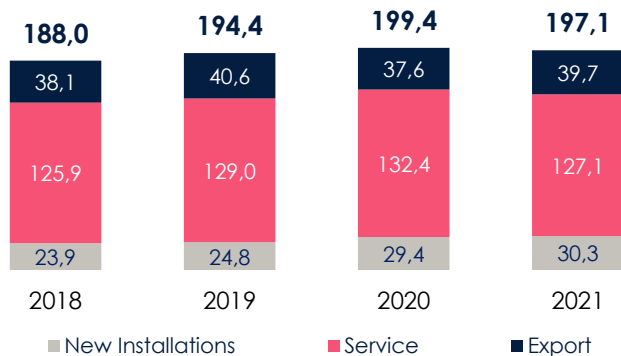


## Profit after tax (€ Mill.)

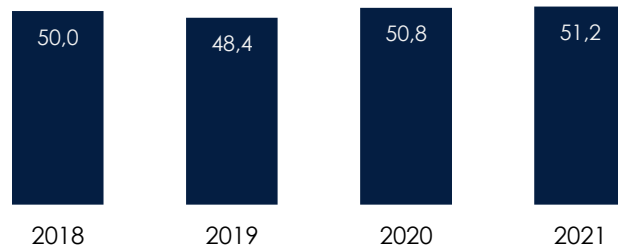


# Key data Q1 2021

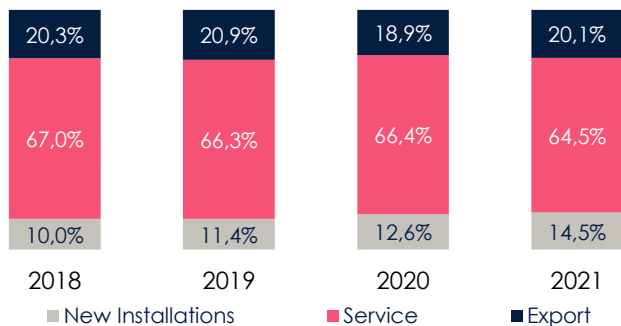
## Consolidated Sales (€ Mill.)



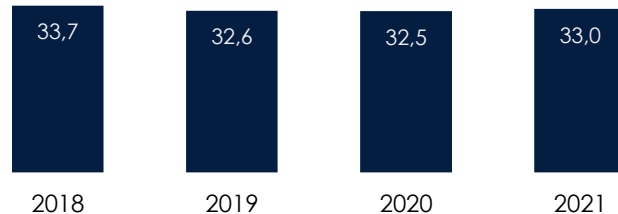
## EBITDA (€ Mill.)



## Consolidated Sales (%)

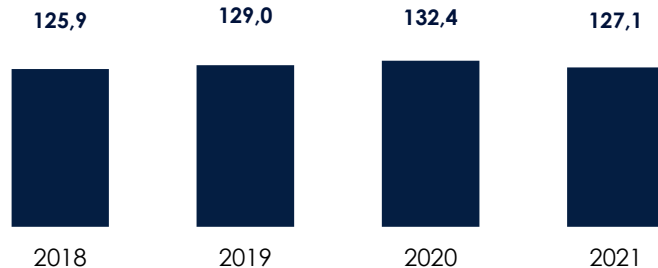


## Profit after tax (€ Mill.)

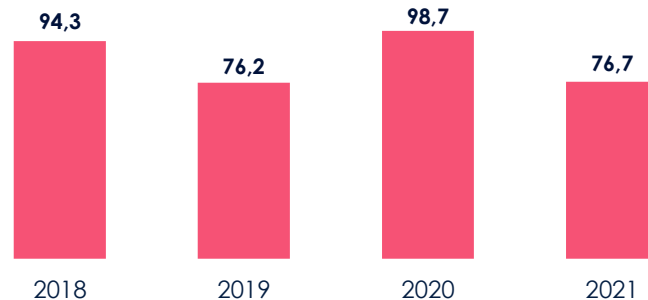


# Portfolio, Orders received & Backlog of unfilled orders

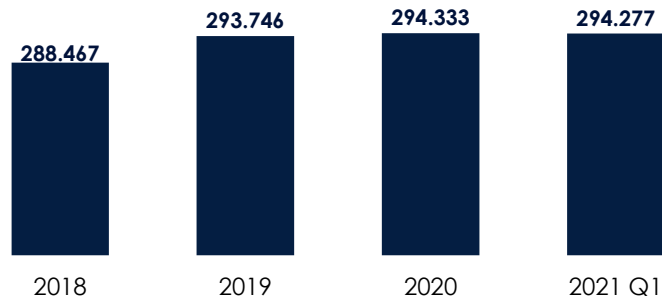
## Service Sales



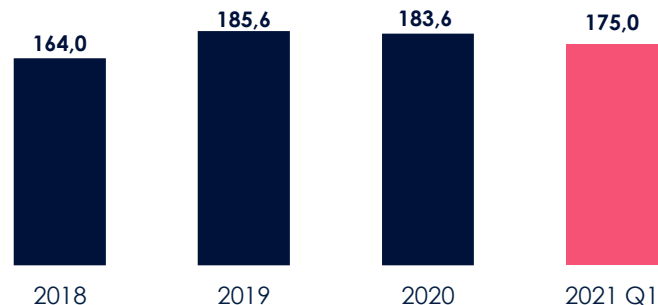
## Orders received Q1s



## Nº of Units under maintenance



## Backlog of unfilled orders



# Access to European Recovery Funds



FEEDA REPRESENTS THE ELEVATION SECTOR,  
DELIVERING TO THE INSTITUTIONS  
**THREE SOCIAL AND ECONOMIC PROJECTS**  
FOR THE **EU NEXT GENERATION PROGRAM**  
AND THE **RECOVERY AND RESILIENCE PLAN**



Accessibility  
**3.200 € Mill.**

Energy savings  
**2.400 € Mill**

Digitalization  
**885 € Mill.**

Source: Spanish Lift Association (FEEDA)

# Products. Range / Segments

...



Elevators



## Genésis

Seguridad y confort

Recorrido	Capacidad	Velocidad
30 m	1000 kg	1 m/s



## Gen2 Life

Elevador sin cuarto de máquinas para edificios residenciales.

Recorrido	Capacidad	Velocidad
45 m	320-1.020 kg	1-1.6 m/s



## GeN2 Flex

Donde cabían 4 ahora caben 6

Recorrido	Capacidad	Velocidad
45 m	225 - 630 kg	1 m/s



## GeN2 Stream

Ascensor sin cuarto de máquinas para edificios residenciales y comerciales.

Recorrido	Capacidad	Velocidad
150 m	630-2500 kg	1-2.5 m/s



## SkyRise®

Nuestro ascensor más avanzado para edificios de gran altura

Recorrido	Capacidad	Velocidad
600 m	900-4.500 kg	2-14 m/s



## Robusta

Tecnología sin cuarto de máquinas para aplicaciones de carga de servicio pesado.

Recorrido	Capacidad	Velocidad
75 m	3000-5000 kg	0.5-1.75 m/s



Escalators



## Link™

Escalera mecánica para locales comerciales y de baja altura.

Altura Máxima	Inclinación	Velocidad
8m	30.35 deg	0.5m/s



## 515NPE

Escalera mecánica para tiendas de gran altura, comerciales, estadios y ferrocarriles.

Altura Máxima	Inclinación	Velocidad
15 m	30.35 deg	0.5, 0.6 m/s



## 520NPE

Escalera mecánica de servicio pesado para aeropuertos, metros y centros de transporte.

Altura Máxima	Inclinación	Velocidad
20 m	27.3, 30 deg	0.5, 0.6, 0.75 m/s



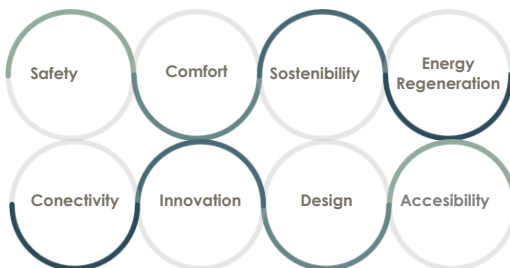
Moving walkways



## 606NCT

Paseos en movimiento para tiendas y espacios comerciales.

Longitud máxima	Inclinación	Velocidad
80 m	0-6, 10, 12 deg	0.5 m/s



# OTIS

## Construction type



Residencial



Fábricas y Almacenes



Tiendas



Oficinas



Hospital



Hotel



Comercial



Stadiums



Aeropuertos



Railways



Metro



Naval

# OTIS

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Página 7

# European Recovery Funds. Accessibility

## FEEDA report justification

> 1,000,000 buildings without elevator



40/50% of the lift park is obsolete, does not meet accessibility requirements



2.5 million people with reduced mobility



100,000 can't leave home

Accessibility  
**3.200 € Mill.**



## Advantages

Possibility of installation in 350,000 buildings



Modification of 150,000 lifts to make them accessible



Improve 100,000 people lives with reduced mobility

Source : Spanish Elevator Business Federation (FEEDA)



# Accessibility



- Sale, installation and maintenance of **all types of automatic doors**
- Company in the sector with the **largest geographical presence in Spain**
- Products for the vast **majority of sectors**



etc...



Sillas salva-escaleras de tramo recto



Sillas salva-escaleras de tramo curvo



Plataformas elevadoras de tramo recto



Plataformas elevadoras de tramo curvo



Plataformas elevadoras verticales



- **Only 2%** of buildings built after 2011 are **universally accessible**
- **New buildings** continue to incorporate **architectural barriers**
- More than **100,000 people** with **reduced mobility** to leave the home

## DESCENT TO “GROUND ZERO”



### 40-50% of lift not meeting requirements

- Leveling at elevator stop
- **Access from “ground 0”**

### Accessibility Department

exclusively devoted to studying and developing **solutions intended to eliminate architectural barriers**

# European Recovery Funds. Energy savings

## FEEDA report justification

Elevator ► one of the most energy consumption element in buildings



Components with higher consumption:

- Traction group and maneuver control
- Signaling lights
- Car lighting



Companies work on the continuous optimization of their equipment in order to minimize each component consumption

Energy savings  
**2.400 € Mill.**



## Advantages

▼ Savings of 1,030 Mill. Kwh/year



▼ Savings of 2.31 Mill. €/year



▼ Savings 770,000 liters of oil



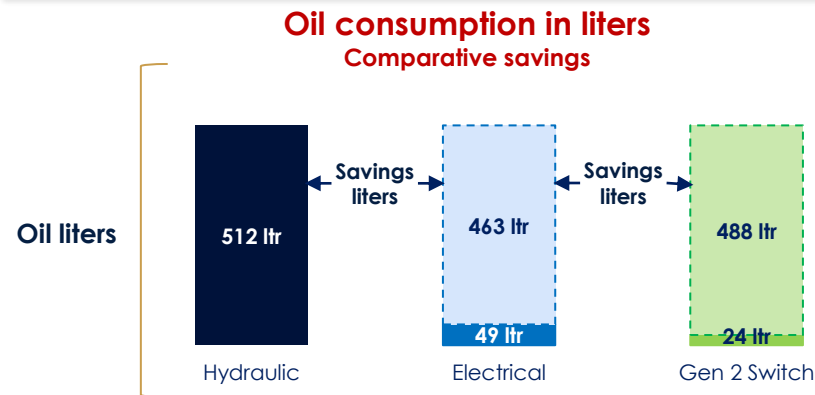
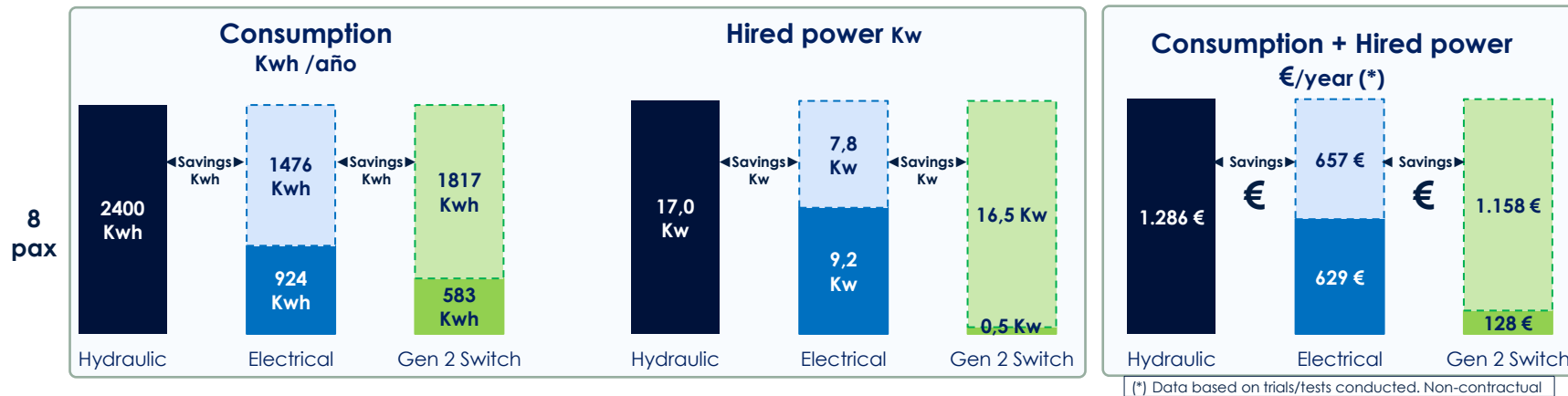
▲ +102,000 ecologically modified lifts



▲ Environment improvements

Source : Spanish Elevator Business Federation (FEEDA)

# Potential energy savings – Gen2 Switch



- ▶ **Residential Sector. Consumption only related to the lifting system** (without cabin lighting + signaling)
- ▶ Up to **76% lower consumption Kwh/year** vs Hydraulic
- ▶ Up to **97% lower Hired power Kw** vs Hydraulic
- ▶ Up to **80% savings €** vs Electric
- ▶ Up to **90% savings €** vs Hydraulic
- ▶ Up to **95% lower oil consumption** vs Hydraulic

Data obtained through tests carried out in Zardoya Otis test tower and measurements in real installations

# Gen2 Switch



Single-phase  
electrical current  
230 V

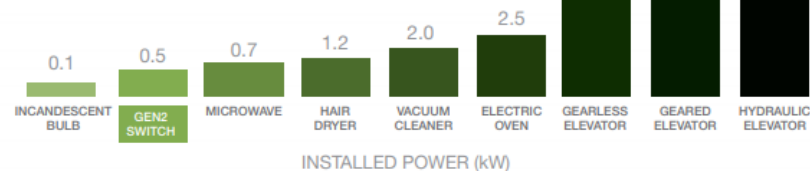
Just 500W  
power needs

More than 100  
trips without  
network power

## Plug & Go

Less power means less power

Since it uses a level of installed power that's 18 times less than a standard gearless elevator, Gen2 Switch uses less power overall, leading to lower bills.



- ▶ Speed of installation in **existing buildings**, especially in those **without an elevator**
- ▶ **Gen2 Technology®**
- ▶ **Continues to work** in case of **power outage**
- ▶ **Generates power** and recharges the accumulators
- ▶ **Gen2 Switch Solar** also available

# Access to funds for companies environmentally responsible

## Example of environmentally efficient manufacturing



- ▶ Factory Otis Madrid Renewable energy ▶ **3,600 photovoltaic panels**
- ▶ **Generates 1 Mill. Kw/h per year** ▶ 60% of energy necessary for its operation
- ▶ Avoids the emission of **650 Tn of CO2**
- ▶ Maximum use of **natural light**

## Example of access to funds for sustainable facilities



- ▶ **San Sebastián new factory**
- ▶ **Aid Program for Energy Efficiency Actions** - Institute for Diversification and Energy Saving (IDAE)
- ▶ Funds for **sustainable air conditioning, lighting and water facilities**. Investment justification to the Technical Evaluation Committee
- ▶ Currently in the process of obtaining the **"LEED" building efficiency certificate**

# European Recovery Funds. Digitalization

## FEEDA report justification

Direct connection between owner and maintenance company



Direct connection between Elevator / Call Center / Technicians



Check 365 x 24 x 7 of the most important elements of the elevator



Single computer system (maintenance companies, Industry Councils and Ministry of Industry and Tourism)

Digitalization  
**885 € Mill.**



## Advantages

▼ Breakdowns / ▲ Elevator availability



▲ Speed of action



▼ Accidentability of technicians



▼ Consumption / ▲ Efficiency > 10%



▲ Ownership knowledge about the state of facilities



▼ User physical contact with elevator elements

Source : Spanish Elevator Business Federation (FEEDA)

# Digitalization Plan. Connectivity



Two-way communication

+ 107.000

Connected lifts

In 2024 

+ 200.000

Connected lifts

Customization and parameterization



Real time information



Preventive and **predictive** maintenance



eService



eService Mobile



# Gen 360. Digital vertical mobility solution



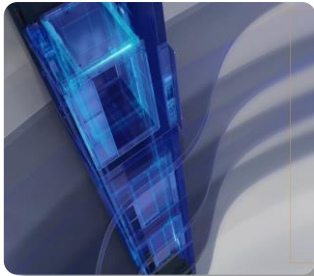
## Design “New perspectives”

- ▶ Compact package adaptable to existing buildings
- ▶ Hoist optimization | Reduced pits
- ▶ Maintenance carried out from inside car



## Service “Smart connections”

- ▶ Sensor and camera technology with 360° vision
- ▶ Proactive and predictive analysis



## Support “Streamlined execution”

- ▶ Online assistance in each phase - Design | Execution | Delivery
- ▶ OTIS APIs – Otis Data Connection to 3rd party applications

“Drive by wire” technology ◀  
Remote rescue and intervention ◀  
Two-way communication ◀

## Safety “Peace of mind”

eView in-car display ◀  
> 400,000 configurations ◀

## Experience “Superior journey”



# Zardoya Otis Group



**786**

**MILL.**  
CONSOLIDATED  
SALES

**140**

**MILL.**  
PROFIT  
AFTER TAXES



**R+D**

One of the  
world's centers  
for design and  
engineering



**5.531**

EMPLOYEES



**3**

FACTORIES



**> 294.333**

MAINTENANCE UNITS

Source: Zardoya Otis 2020 Annual report

# OTIS

**ZARDOYA OTIS, S.A.**

Otis,  
allí  
donde  
estés

