



# Duplomatic Group

Corporate Overview

October, 10th 2023 Website Edition

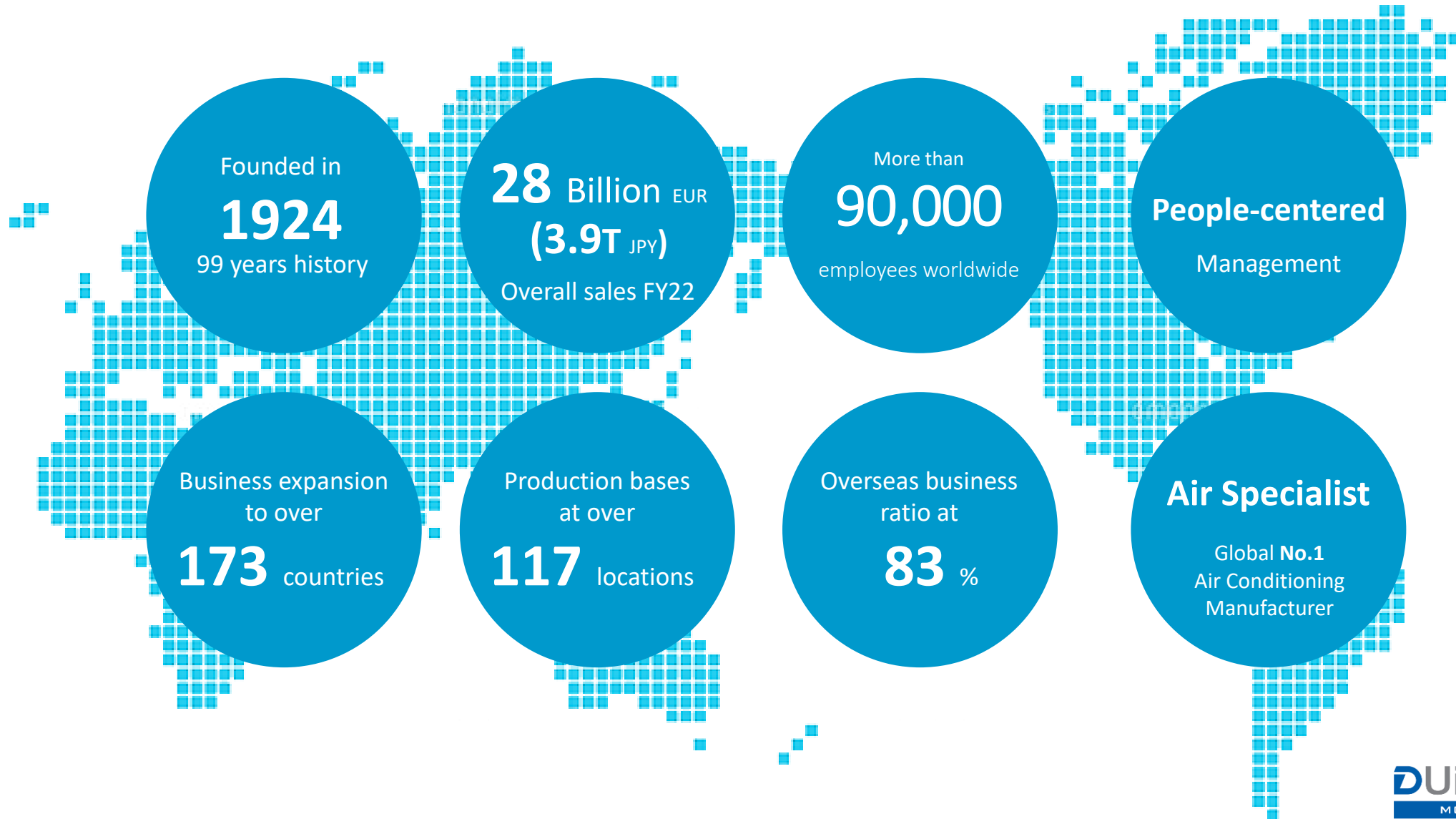


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# 1. DAIKIN OVERVIEW



# 1. DAIKIN'S BUSINESS



Daikin Technology  
Innovation Center

## Air Conditioning



Residential



Commercial

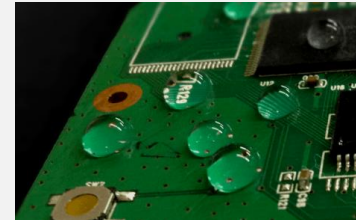


After Sales Service

## Chemicals



Refrigerant



Semiconductor  
Applications



Automotive  
Applications

## Others



Oil Hydraulics



Filters



Oxygen Concentrators

# 1. DAIKIN HYDRAULIC BUSINESS FIELDS



## Industrial hydraulics

### Hybrid products



Oil cooling unit



Super Unit



ECO-RICH

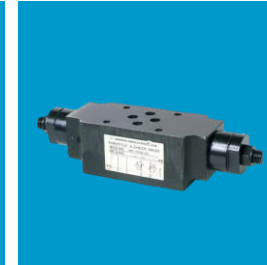
### Conventional items



Pumps

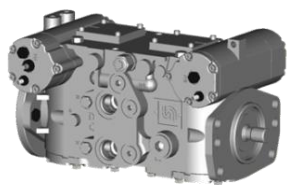


Solenoid valves



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



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

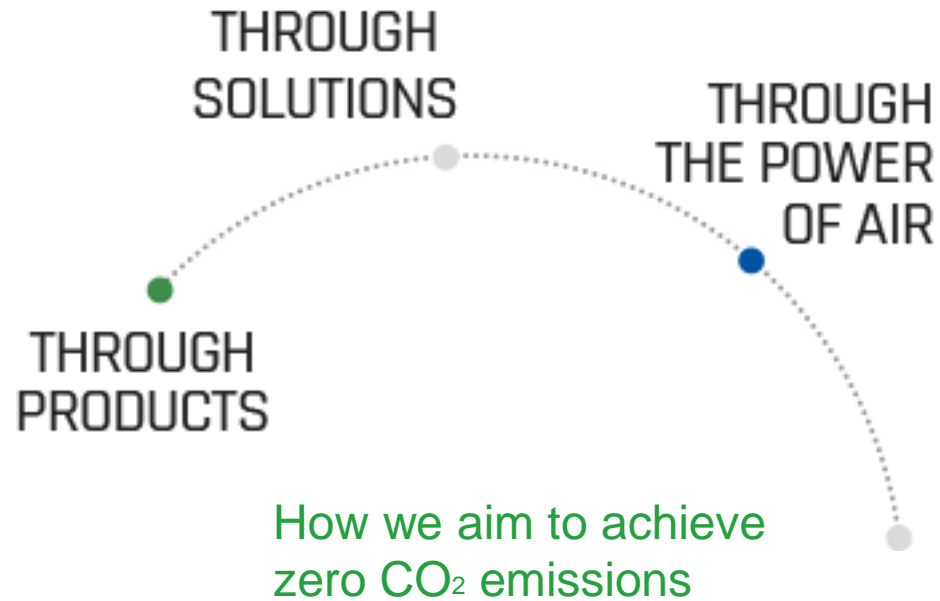


**ALL WORLD**  
MACHINERY SUPPLY  
a member of **DAIKIN** group



## 2 . FOCUS ON SUSTAINABILITY

### 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



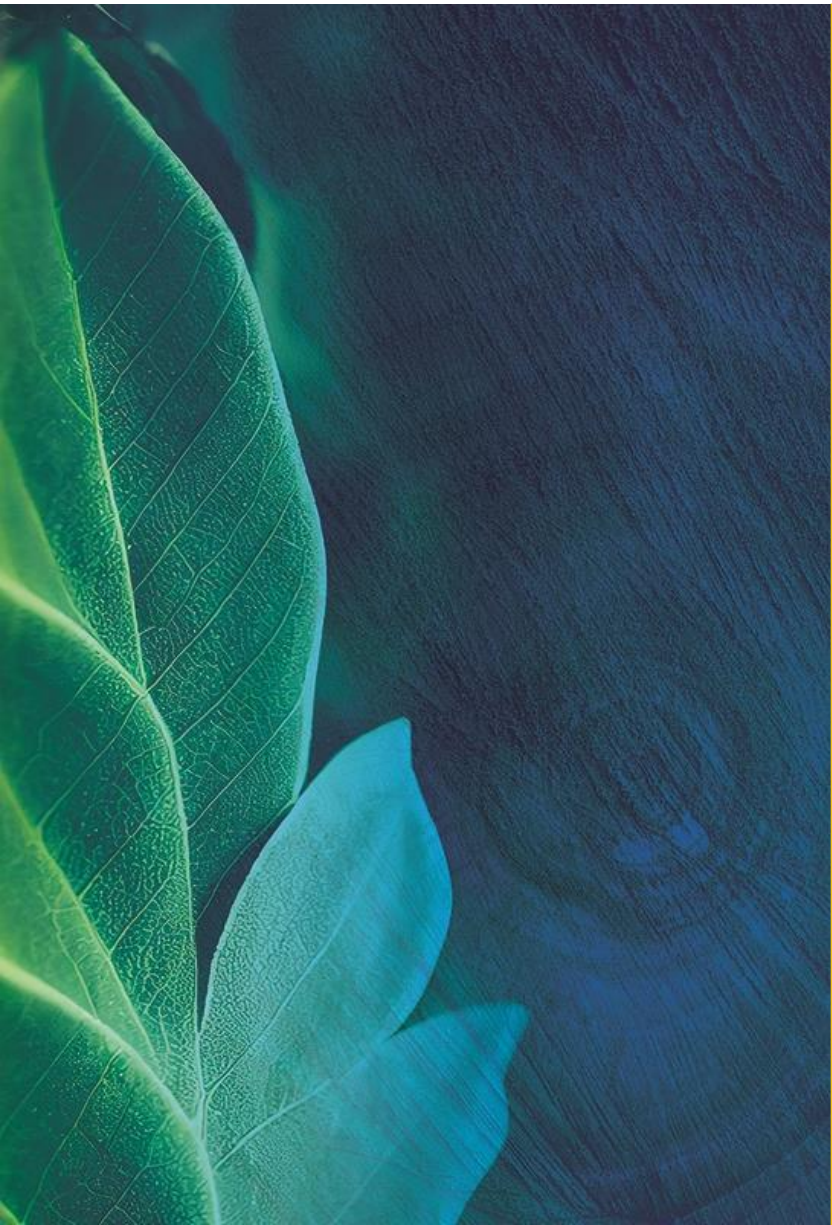
Most energy consumption comes from the machine line

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

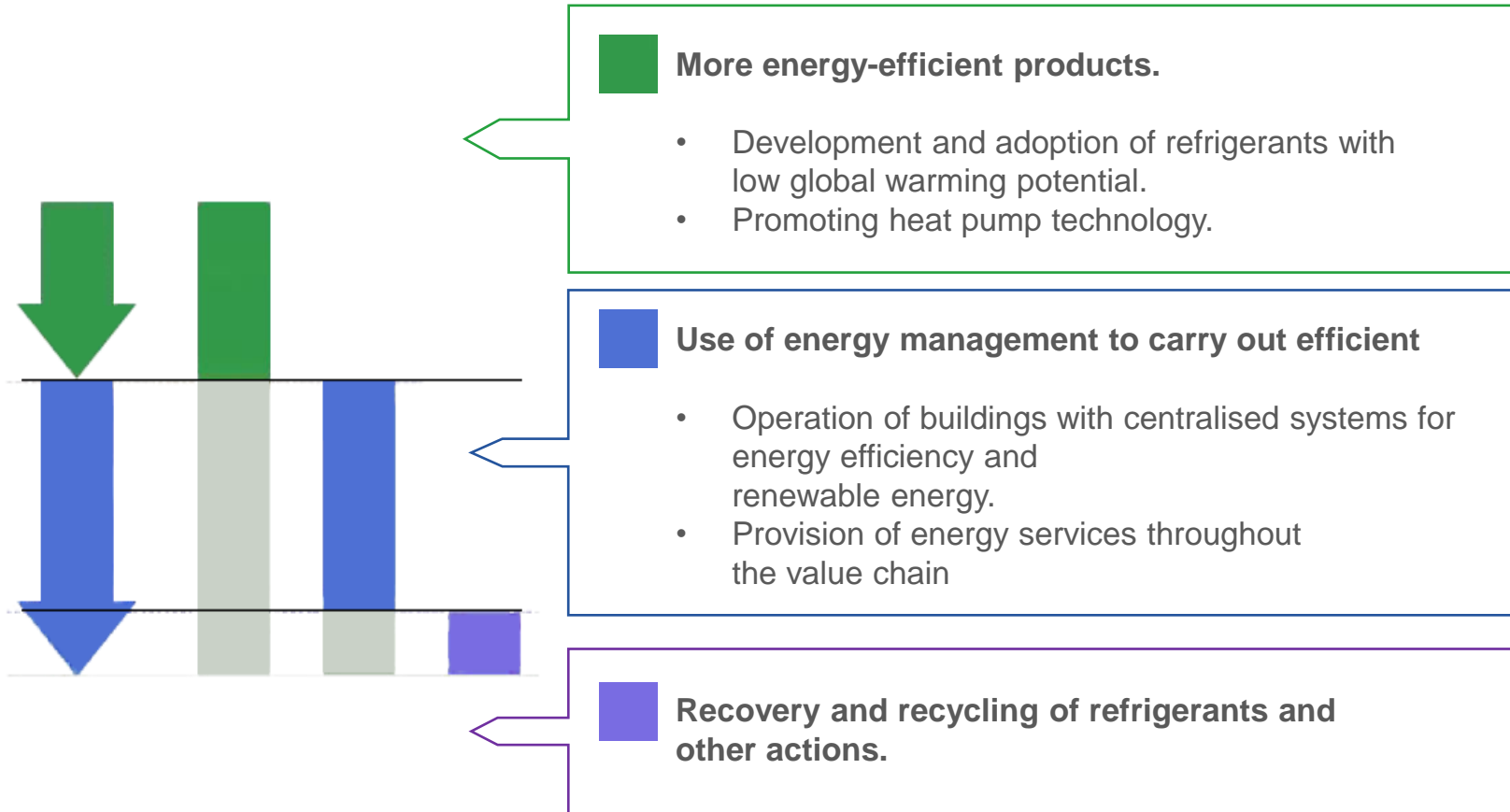
Our hybrid systems provide energy savings compared to conventional hydraulic units



## 2. FOCUS ON SUSTAINABILITY



Daikin aims to reduce CO<sub>2</sub> emissions to zero by recovering and recycling refrigerants while at the same time creating products and solutions that minimise CO<sub>2</sub> emissions.



# 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

# 3 . AT A GLANCE

## HIGHLIGHTS

at 31.12.2022



Headquarter

Parabiago  
(Milan, Italy)



15

plants worldwide



600

employees



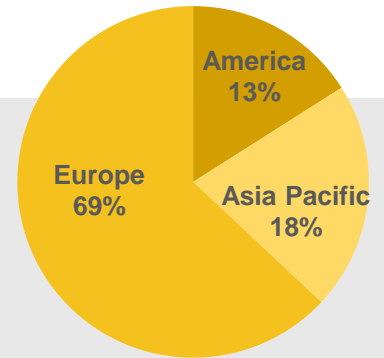
5,000 +

customers



163 Mln €

group consolidated  
turnover



turnover by  
geographic area



# 6. DIPLOMATIC ORGANIC GROWTH

**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

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 Plants)  
Electric actuators  
Sulbiate  
(Design Center)  
Electronic devices for Industry 4.0

Diplomatic MS Spa  
**BU Turnkey Projects**  
**FOUNDATION 2020**

**LOCATION**

> **Parabiago**  
(Milan, Italy)

**PRODUCTS**

Special and innovative turnkey projects

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

**LOCATION**

> **Shanghai**  
Pudong Chuansha  
Economic Park, China

**PRODUCTS**

Valves

**Diplomatic Middle East**  
**FOUNDATION 2018**

**LOCATION**

> **U.A.E.**  
P.O. Box 214525  
**Dubai, UAE**

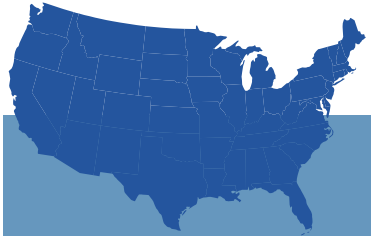
Warehouse 6, Building 7,  
Plot 597-260  
Dubai Investment Park 2  
**Dubai, UAE**

**PRODUCTS**

Turnkey Projects

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

# 7. GROWTH THROUGH ACQUISITIONS



**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 (MO), Parma (Italy)

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

**Hydreco - India LTD**

**LOCATION**  
Bangalore (India)

**PRODUCTS**  
Gear pumps

**Hydreco - Pty Ltd**

**LOCATION**  
Seven Hills (NSW, Australia)  
Welshpool (WA, Australia)

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

**Till Hydraulik**

**FOUNDATION 1962**

**ACQUISITION: 2021**

**LOCATION**  
> Helmstedt (Germany)

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

**SECTORS**  
Medical and mobile applications

**Hydreco - Srl**

**LOCATION**  
San Cesario s/P (MO, Italy)

**PRODUCTS**  
Hydraulic cylinders

**Hydreco - Norway A/S**

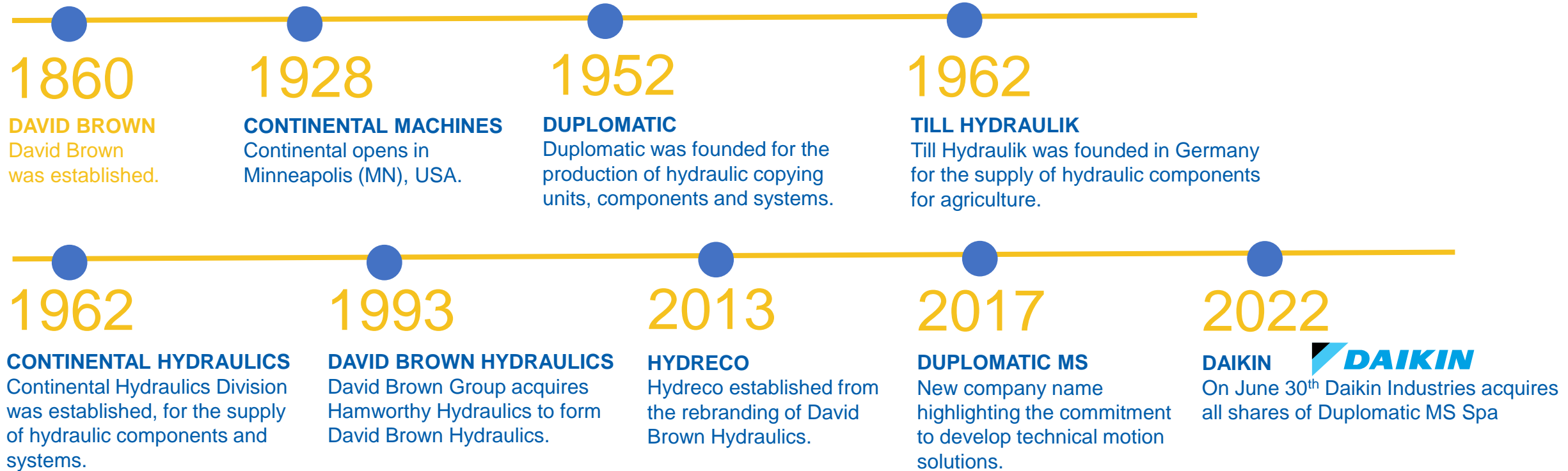
**LOCATION**  
Nittedal (Norway)

**Hydreco - GmbH**

**LOCATION**  
Straelen (NRW, Germany)

## 7. GROUP TIMELINE

# our journey to date



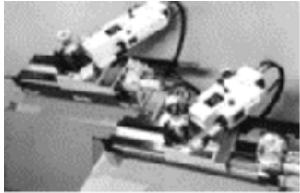


# 8 . D U P L O M A T I C B R A N D H I S T O R Y



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 & 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)



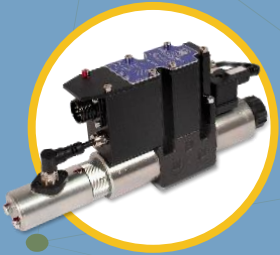
2021

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



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

VALVES



PUMPS



POWER TAKE OFFS



SYSTEMS



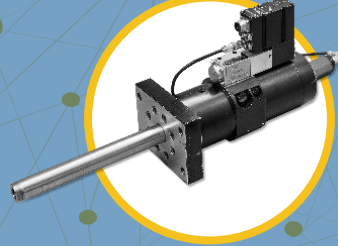
HYBRID SYSTEMS - HPU



HYBRID SYSTEMS - CHILLERS



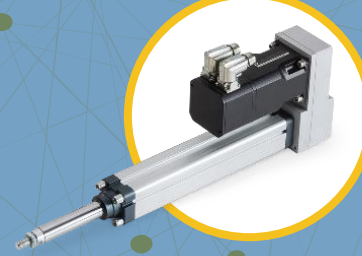
MICRO HYDRAULICS



HYDRAULIC CYLINDERS



REMOTE CONTROLS



ELECTRIC ACTUATORS



TURNKEY PROJECTS



# 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





# 1 2 . T U R N K E Y P R O J E C T S

## 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 . I O - L i n k

### Duplomatic is the first Italian IO-Link certified COMPETENCE CENTER.

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 professionals (internal staff and customers). Basic and advanced level. Classroom and online training.

## DIPLOMATIC ACADEMY

MOTION SOLUTIONS

We build  
competences for  
motion solutions.

*Roberto Maddalon, CEO*

# 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)

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