



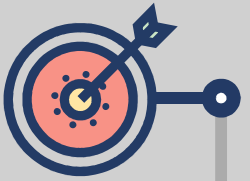
New Products and Services

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VFA Forum, Interlift 2017

Agenda



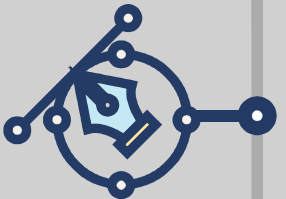
Market Needs

The starting point of all



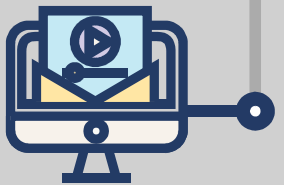
RPH Market

To whom the product appeals



The Solution

Our method



Portal

The evolution of sales



**Why market chooses an
RPH Solution?**



● More Design Solutions

A reduced headroom selection provide to architects more design solutions

● Shaft Excavation issues

A reduced pit solution is needed when the aquifer is close to the surface

● Market Trend

For some countries an RPH shaft is considered as a standard design

● Changes in building plans

Building plans modifications which affect the shaft dimensions

● Construction Errors

Construction errors may occur at site due to failure to follow specified procedures

● Design Errors

Architects or engineers make errors in the calculation of shaft dimensions

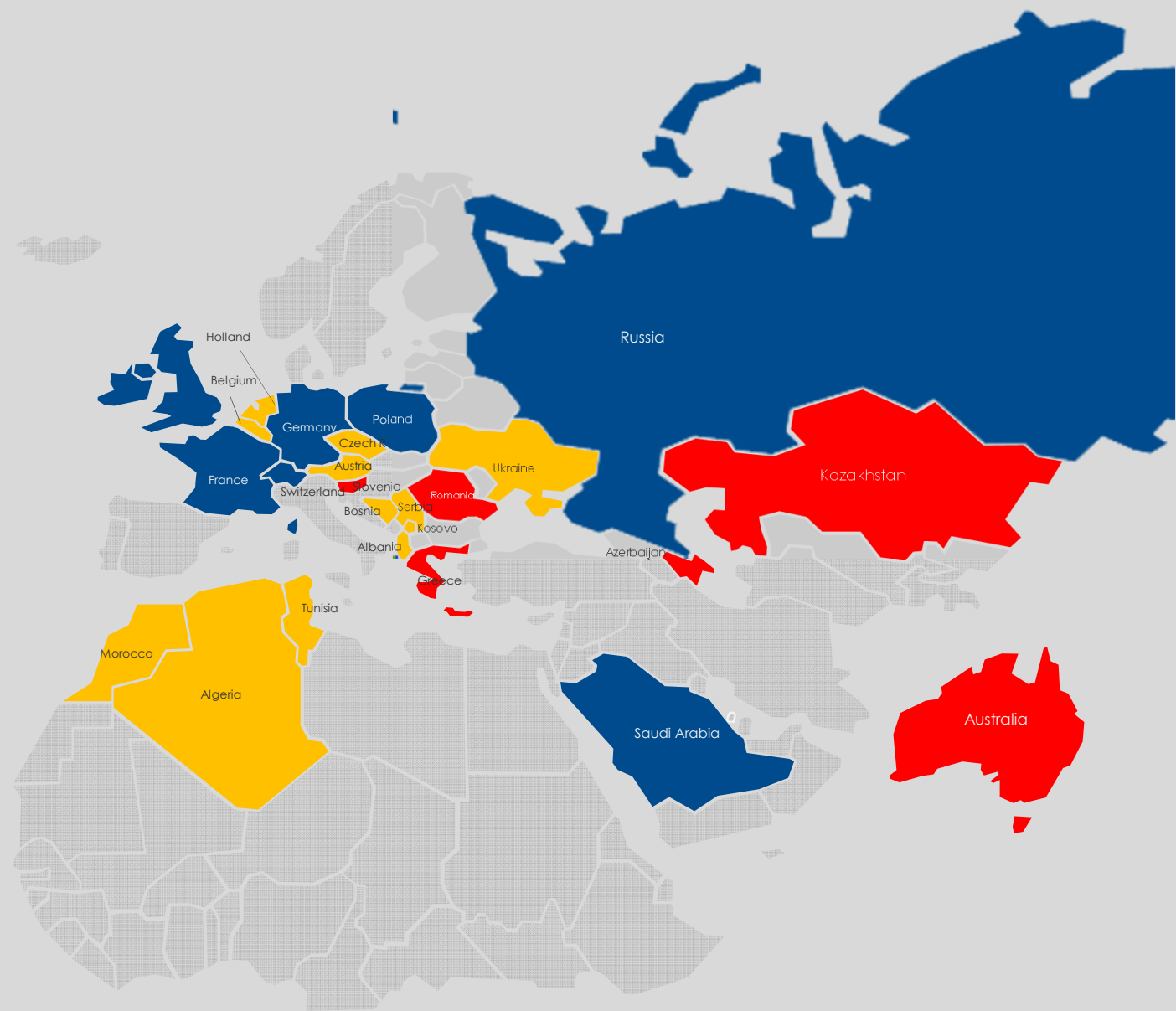
RPH market in numbers



Country	New installations (2016)	Total installed lifts in the market	New lifts installations per year with reduced pit and headroom requirements in the market (%)
Albania	N/A	300	10% - 15%
Algeria	3.000	N/A	10%
Australia	4.000	55.000	< 5%
Austria	4.026	115.689	20% - 25%
Belgium	4.318	103.308	< 5%
Bosnia and Herzegovina	N/A	N/A	10% - 15%
Czech Republic	2.351	134.500	15% - 20%
France	13.952	560.000	20%
Germany	23.550	736.400	50%
Greece	2.745	420.000	< 5%
Kosovo	N/A	N/A	25%
Poland	5.967	107.950	20% - 30%
Romania	1.643	45.759	< 5%
Russia	30.000	290.886	20%
Saudi Arabia	4.340	120.002	30% - 35%
Serbia	N/A	13.002	10% - 15%
Slovenia	1.441	10.401	< 5%
Switzerland	9.603	245.700	80%
United Kingdom	8.119	292.500	20% -30%

Source: Market Research – KLEEMANN Marketing Dep.

Mapping RPH market



Memorandum

New lifts installations per year with reduced pit and headroom requirements

- High (>20%)
- Moderate (>10%)
- Low (<5%)

Our RPH solution



The new redesigned Atlas RPH is the ideal traction solution for rated loads from 180 to 1050kg, suitable for building with reduced pit and headroom



Technical Specifications



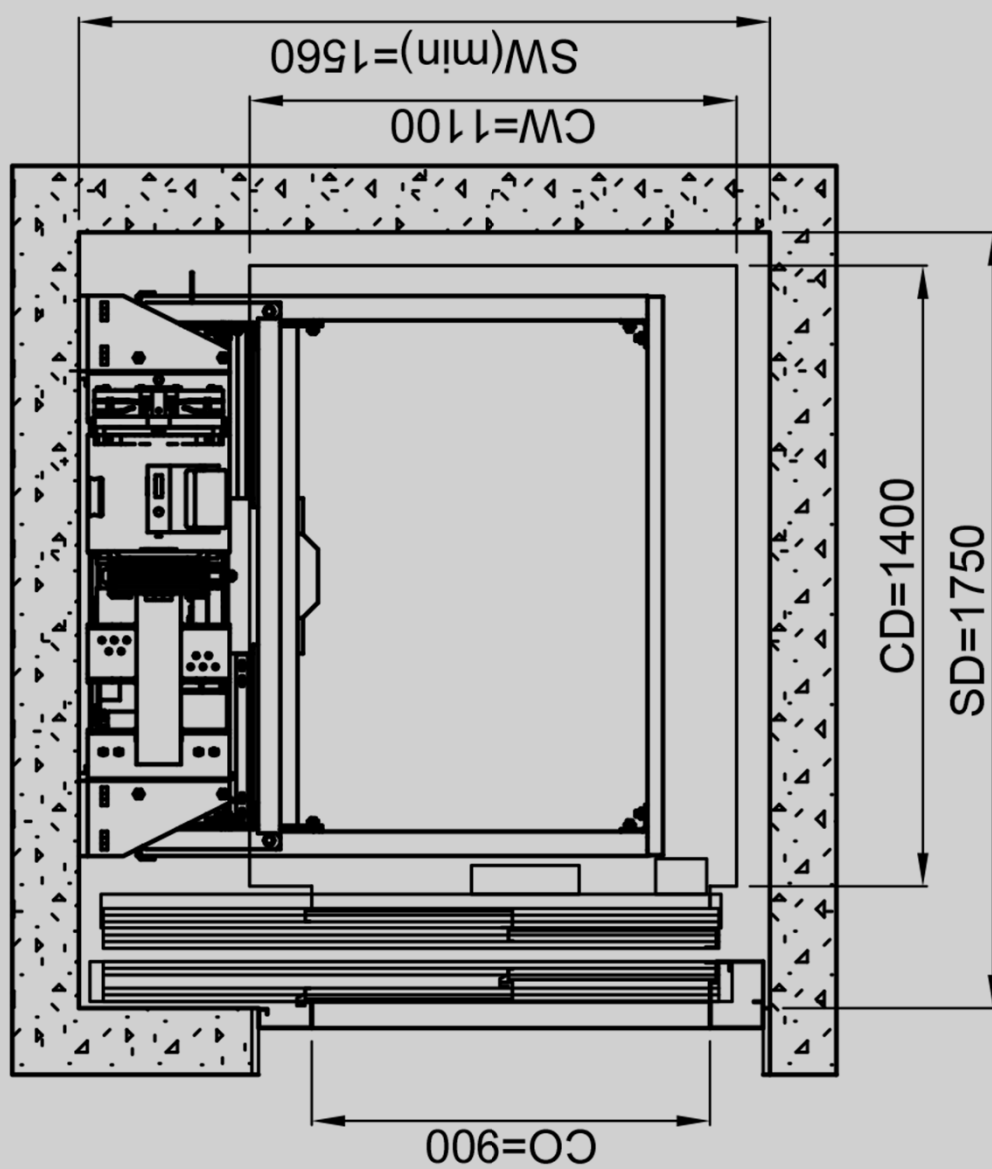
Technical Specifications

Rated Load (kg)	180 - 1050
Speed (m/s)	1 – 1,6
Travel height (m)	40
Machine Room	MRL
Suspension	2:1
Min. Pit (mm)	320* / 1100**
Min. Headroom (mm)	2600* / 3600**
Entrances	Cantilever car frame, max. 3 entrances
Standard	EN 81.20 & EN 81.21

* For speed up to 1m/s

** For 1,6m/s speed





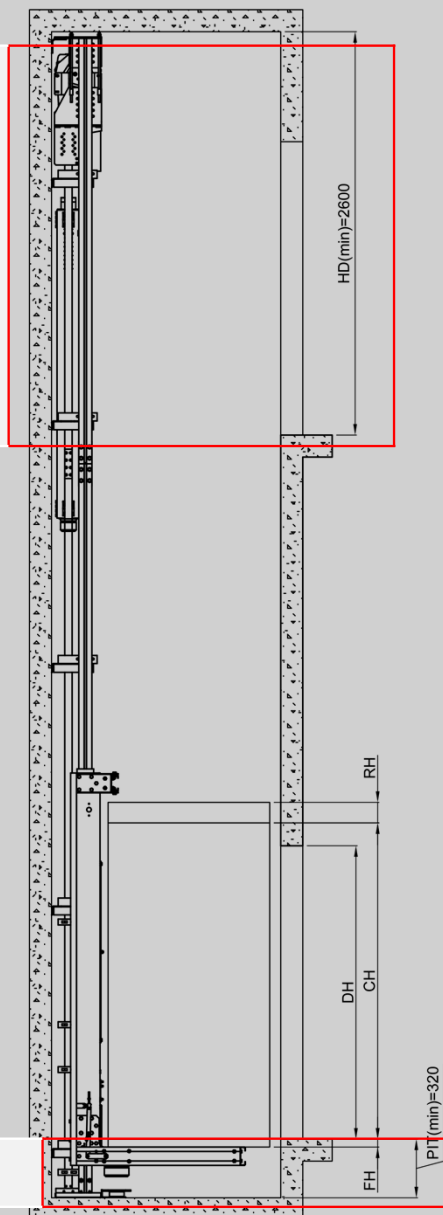


**Min. Headroom
(mm)**

2600

Min. Pit (mm)

320



The Advantages



Space saving

Atlas RPH understands the optimum space within the shaft due to its new cantilever car frame design and offers spatial efficiency for shafts with reduced pit and headroom

Reduced forces to the shaft's wall

It requires less strengths due to reduced loads transferred to the shaft's walls.

Easy to install

Designed for ease of installation and reliability, as it needs only one wall for the installation and the most of the subunits are pre assembled, ready to be installed.

Ideal for modernisation

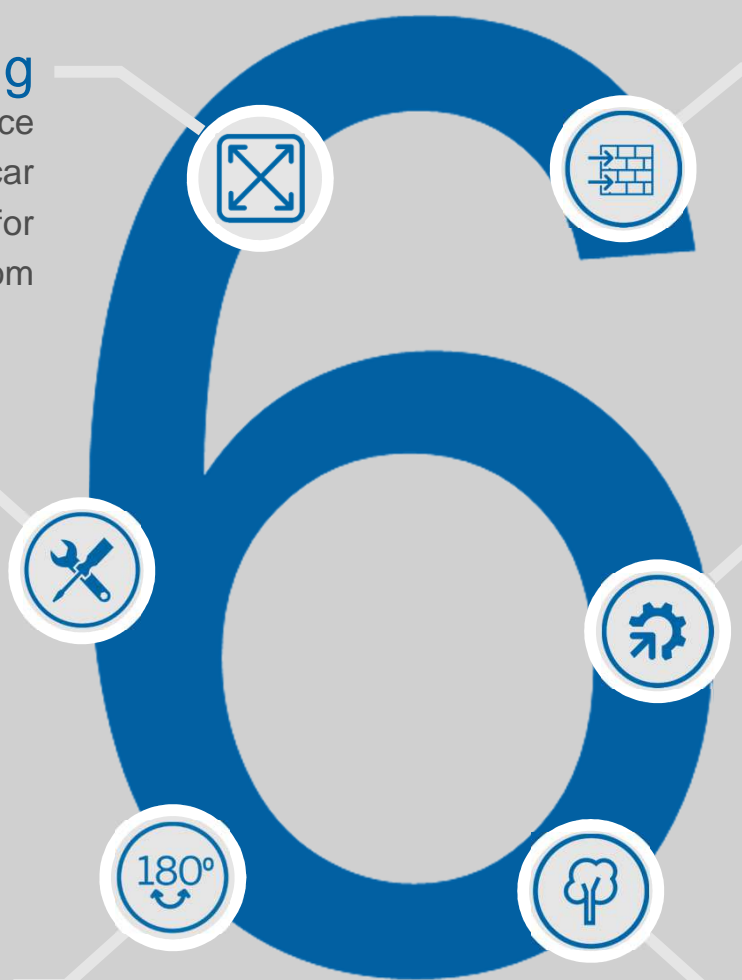
The new Atlas RPH is the perfect solution for the modernization of older lifts and lifts with narrow shafts.

Ideal for panoramic lifts

The new cantilever car frame design, consists the new RPH as the best option for panoramic lifts.

Eco-friendly

Improve the ride quality and reduce energy consumption up to 60% by selecting one or more of the following green features.

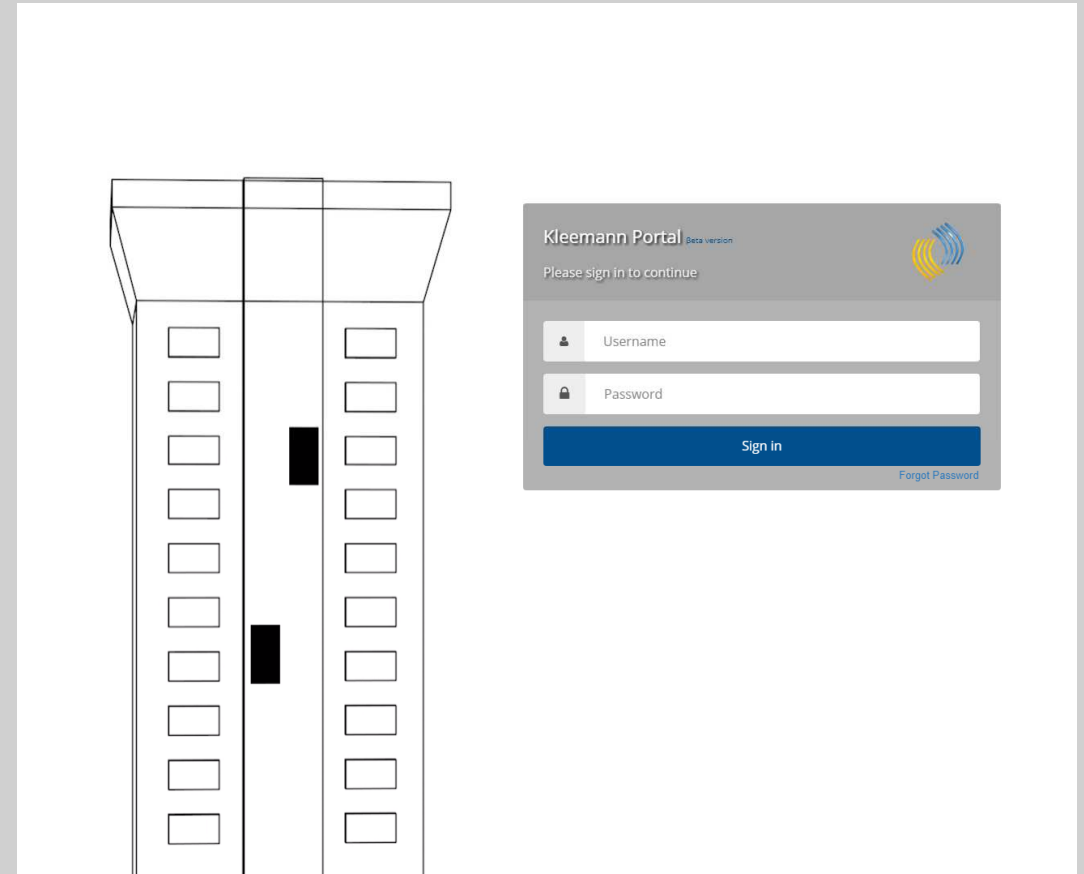


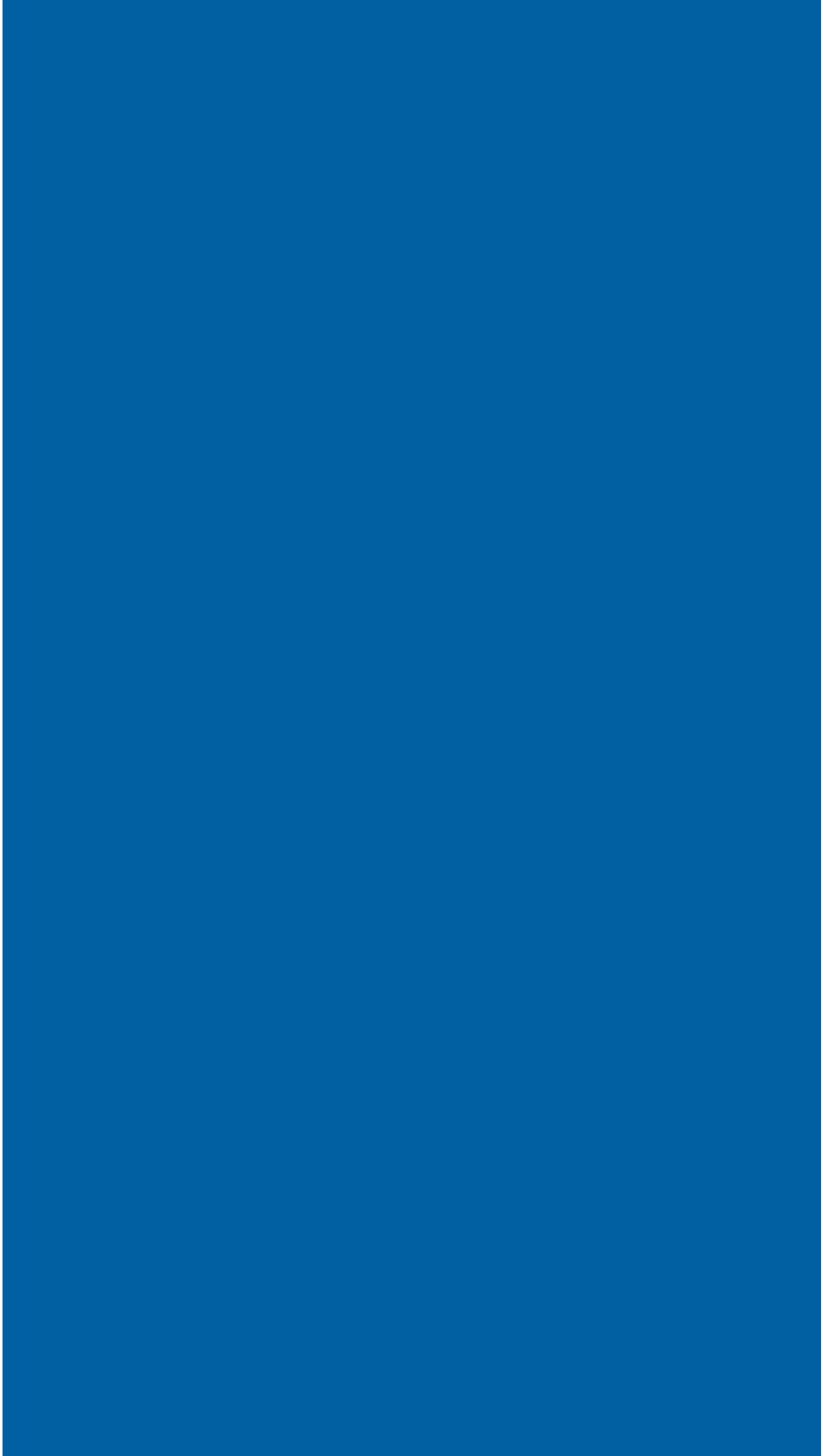
The evolution of sales



The new portal is a web application that allows customers to obtain an offer

- No engineering know-how required
- Obtain offer & planning data in 10 minutes







Thank you