





**1962**  
  
jaga  
N.V.

**2008**  
 DELTA PLUS

**2012**  
  
jaga  
雅凯

**2016**  
  
MIGLIO

## ABOUT US

**In times of economic recession, every cent is important, under these circumstances, we can create new margins in your supply chain management. In many studies by the European universities, the most important move is to buy in China where these extra purchase profits can be made. On the sale's side, prices are down and markets are divided. Finding new markets is very rare and asking more investments, and return on investment is very slow. That's why we need to find innovative solutions for the new products and combine quality, design and ecology. So your products will get a great percentage of empathic power to attract your customers.**

**Delta Plus Limited has more than 10 years of experience in China with great network and fine selection of suppliers who share the same philosophy**

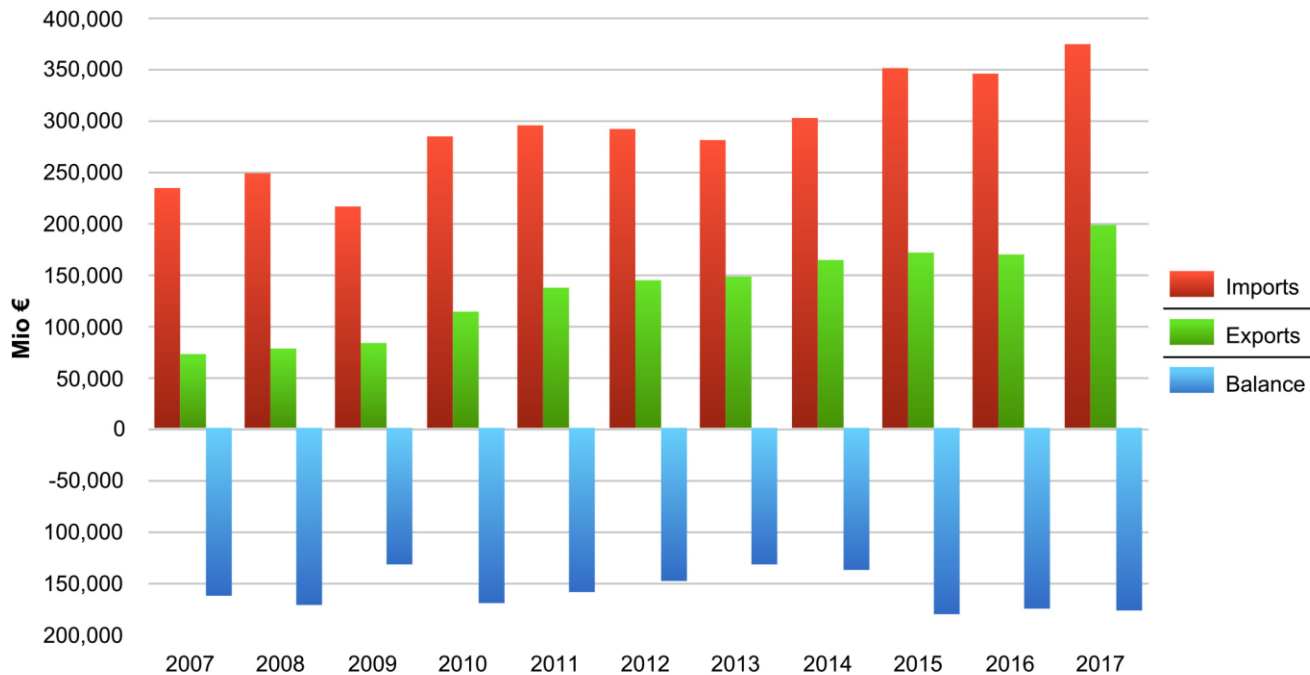


### European Union, Trade with China



#### Total goods: EU Trade flows and balance, annual data 2007 - 2017

Source Eurostat Comext - Statistical regime 4



## Silk Road Economic Belt and Maritime Silk Road in the making



Source: xinhuanet.com, and Barclays Research



Production description: Valve  
QTY: 100,000 pcs  
Buying contract: 1 year order  
Old buying price: 11€/pcs  
New buying price: 6 €/pcs  
Old delivery time: 12 weeks  
New delivery time: 6 weeks  
Time to develop : 2 months  
Total tender OLD(Italy): 1.00.000€  
Total tender NEW (China): 600.000€  
Annual saving client: 500.000€



Production description: Printing brochures  
QTY: 25,000 pcs  
Buying contract: 1 order  
Old buying price: 2.7€/pcs  
New buying price: 61.43€/pcs  
Old delivery time: 10 weeks  
New delivery time: 4 weeks  
Time to develop : 2 weeks  
Total tender OLD(Italy): 67.500€  
Total tender NEW (China): 35.750€  
Annual saving client: 31.750€



Production description: Wood floor  
QTY: 40,000 pcs  
Buying contract: 1 order  
Old buying price: 17€/pcs  
New buying price: 7€/pcs  
Old delivery time: 12 weeks  
New delivery time: 19weeks  
Time to develop : 3 weeks  
Total tender OLD(Italy): 680.000€  
Total tender NEW (China): 280.000€  
Annual saving client: 400.000€  
Client: Spain



**jaga**





jaga



jaga  
雅凯





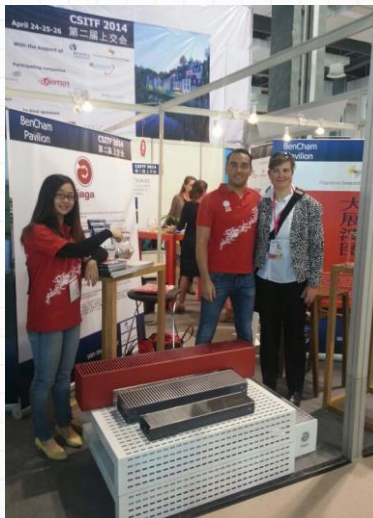
## Connecting Universities in Shanghai







**Researching on exhibition**





**First exhibition**



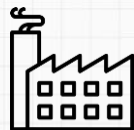




# NEW STRATEGY!



**Make total system**



**We need our own factory**



# TOTAL SYSTEM

## THE BRAIN



DC Inverter Air-Source Heatpump

MUIFA

Backup Heat Source  
Gas Boiler

Auxiliary Heat Source  
Solar Water Heater

Smart Control System

EXTENDABLE

- LIGHTING CONTROL
- HOME CINEMA
- CURTAIN CONTROL

Sanitary Water

Swimming pool

Low H<sub>2</sub>O Radiators

STRADA

Trench Heating

MICRO CANAL

Basic Floor Heating

Towel Radiators

RONDA

Multifunctional Thermostat

### ONE SYSTEM ONE BRAND CONCEPT

DC Fan Coil

BRIZA PLUS

Wall Mounted Fan Coil

BRIZA

Floor Connector

CLIMA CANAL

CO<sub>2</sub> Sensor

Fresh Air

OXYGEN



## REVERSE ENGINEERING

# SYSTEM COMPOSITION



**HEATING**



**COOLING**



**DHW**



**VENTILATION**



**SMART HOME**





Android



Apple





## AC

4:20 AM 32%

GO BACK MIGLIO AIRCON

Livingroom Aircon Cooling 26°C

Kitchen Aircon Cooling 27°C

Bedroom1 Aircon Cooling 29°C

Bedroom 3 Aircon Cooling 28°C

Present Temp. 27 Set Temp. 24 °C

HEATING COOLING VENTILATION

FAN SPEED MAX.

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## LIGHT

4:20 AM 32%

Go back MIGLIO Lighting Control Done

Living room Floor lamp

Passage Sensor light

Master Bathroom Ceiling lamp

Dining room Ceiling lamp

Master bedroom Diming beside lamp brightness 50%

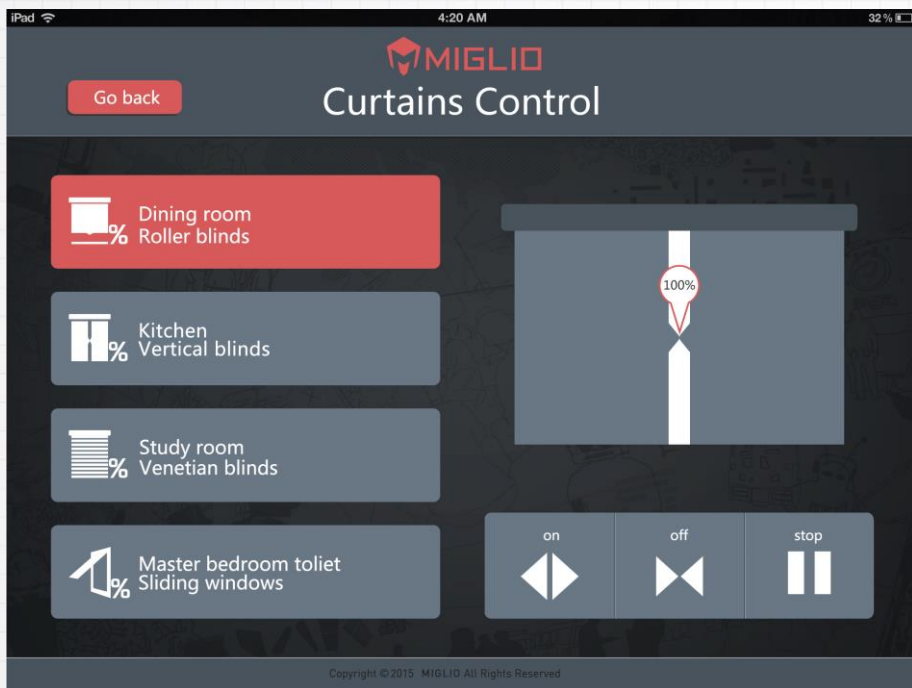
Balcony Wall lamp

Study room Table lamp

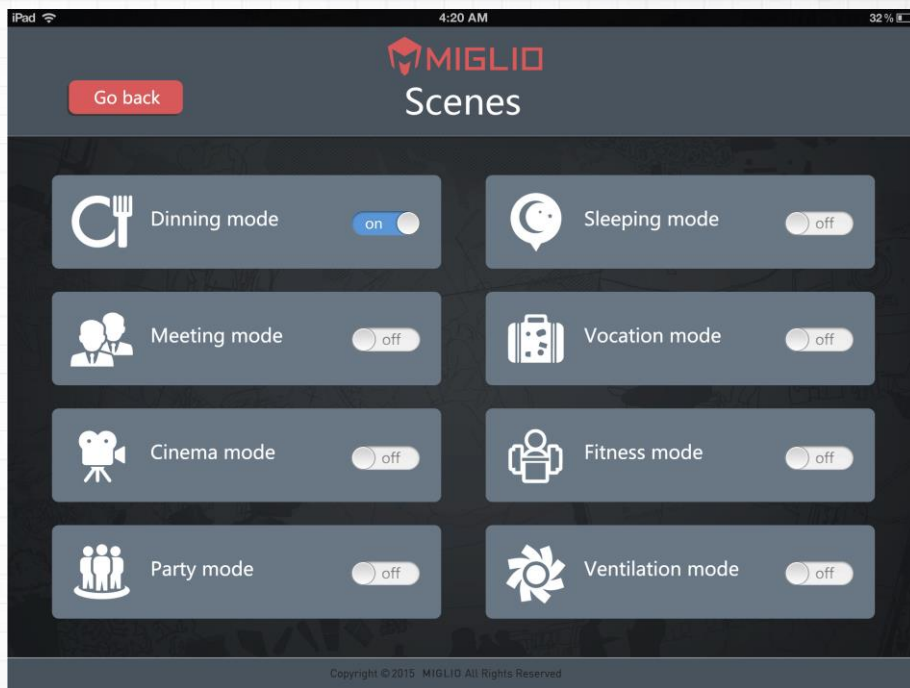
Children room Diming Beside lamp brightness 50%

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## CURTAIN



## SCENES





# ENERGY SOURCE CENTER

IPad 4:20 AM 32%

MIGLIO Energy Source Center

Go Back

Energy Source

Heating Cooling Automatical

Air Conditioner

Sanitary Water

Telemaintenance

Present Water Temp. 28 Setted Water Temp. 12 °C

Economical

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# ENERGY MANAGEMENT

IPad 4:20 AM 32%

MIGLIO HAWK 6

Log out About

AIRCON CONTROL LIGHT CONTROL ENERGY CONSUME

The Naked Group kindly reminds you to consider the energy saving when enjoying the stay.

TOTAL ELECTRICITY CONSUMPTION  
13:23:44 BEIJING  
Total electricity consumption: 400.24 kWh  
Time since check-in: 20.03 H

TOTAL WATER CONSUMPTION  
13:23:44 BEIJING  
Total water consumption: 86.2 L  
Time since check-in: 20.03 H

Check in Check out

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✓ Heating, Cooling, DHW



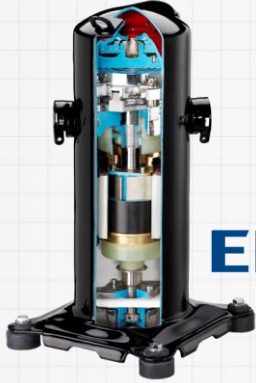
# MUIFA

## DC INVERTER **SPLIT** AIR-SOURCE HEATPUMP

- **Compact wall mounted indoor unit**
- **Match with different volumes of DHW tank**
- **Access to backup heat source  
( Pellet stoves , gas boilers, solar-boilers ...)**



### The advantages of the Copeland Scroll Compressor



### High performance Plate heat exchanger



### Carel Frequency converter



DC  
Technology

CAREL  
PREFERRED  
PARTNERS



























Engineered for  
**90+**  
BLDC compressors

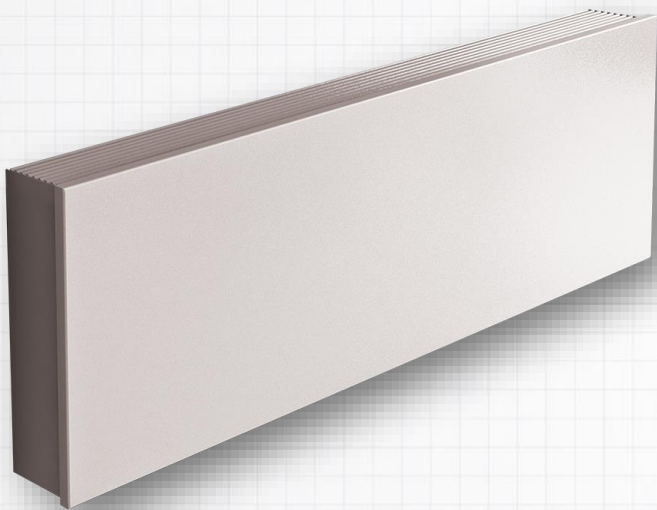
### Controller & Software



## Main components of our heat pump

	PARTS	BRAND	COUNTRY
	COMPRESSOR	 EMERSON	 USA
	FREQUENCY CONVERTER	 CAREL	 ITALY
	CONTROLLER	 CAREL	 ITALY
	ELECTRONIC EXPANSION VALVE	 CAREL	 ITALY
	DC FAN MOTOR	 FUJITSU	 JAPAN
	PLATE HEAT EXCHANGER	 SWEP <small>• DOWER COMPANY</small>	 SWEDEN
	PRIMARY WATER PUMP	 GRUNDFOS	 DENMARK
	ELECTRICAL ACCESSORIES	 Schneider Electric	 FRANCE

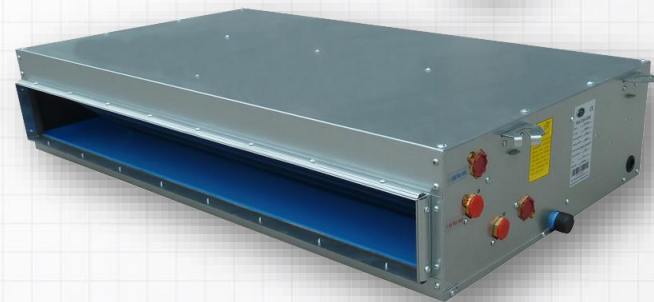
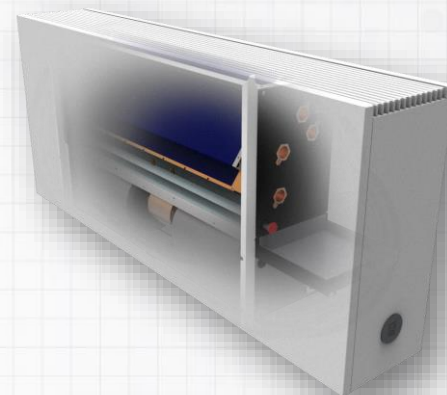
## FAN COIL



BRIZA



## BRIZA PLUS WALL MODEL REVERSE ENGINEERING



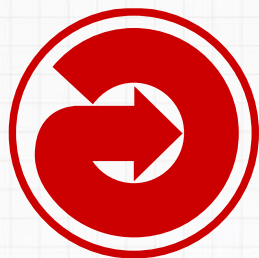
## BRIZA PLUS CEILING MODEL REVERSE ENGINEERING





# VENTILATION





**jaga**  
**雅凯**

# SMART H.V.A.C HOME SOLUTIONS



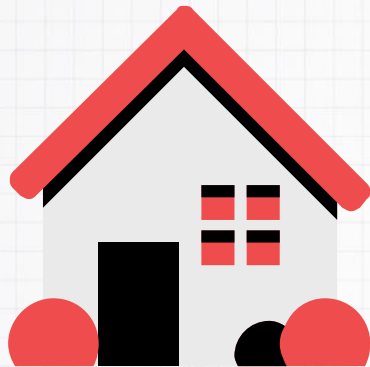
**2 - bedroom**



**3 - bedroom**



**4 - bedroom**



**Taking 2 - bedroom concept solution as an example**

DIMMABLE LED STRIPS  
DLEDSTR10W  
X 10 MTRERS



6-KEY SWITCH  
SWHZ6KS X1



ROLLER MOTOR  
ROM0B01 X1



DIMMABLE LED LIGHT  
& TRANSFORMER  
DLED10W01 X14



6-KEY SWITCH &  
THERMOSTAT  
THHZ6KS X1



# LIVINGROOM X1

DSO02  
DOUBLE SOCKET X3



TSO03TVL  
TRIPLE SOCKET & TV & LAN X1



CLIMA CANAL H10L180  
CCH10L180BNA X1

**DIMMABLE LED STRIPS**  
DLEDSTR10W  
**X 5 MTRERS**



**TSO03TVL**  
TRIPLE SOCKET & TV & LAN **X1**

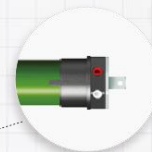
**SMART SWITCH**  
SWHZ6KS **X2**



**DIMMABLE LED LIGHT**  
& TRANSFORMER  
DLED10W01 **X6**



**ROLLER MOTOR**  
ROMOB01 **X1**



**6-KEY SWITCH &**  
**THERMOSTAT**  
THHZ6KS **X1**



**DRAPE MOTOR**  
DRMOB01 **X1**



**DSO02**  
DOUBLE SOCKET **X3**



**BEDROOM X2**

**CLIMA CANAL H10L072**  
CCH010L072BNA **X1**

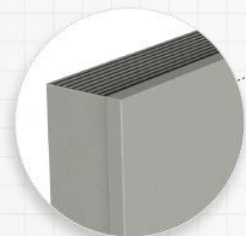




**DIMMABLE LED STRIPS**  
DLEDSTR10W  
**X 5 MTRERS**



**DIMMABLE LED LIGHT  
& TRANSFORMER**  
DLED10W01 **X4**



**BRIZA WALL**  
041 075 **X1**

# KITCHEN X1



**DSO02**  
**DOUBLE SOCKET X2**



**SMART SWITCH &  
THERMOSTAT**  
THHZ6KS **X1**

# BATHROOM X1



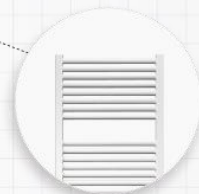
**DSO02**  
DOUBLE SOCKET X1



**DIMMABLE LED STRIPS**  
DLEDSTR10W  
X 5 MTRERS



**SMART SWITCH &  
THERMOSTAT**  
THHZ6KS X1

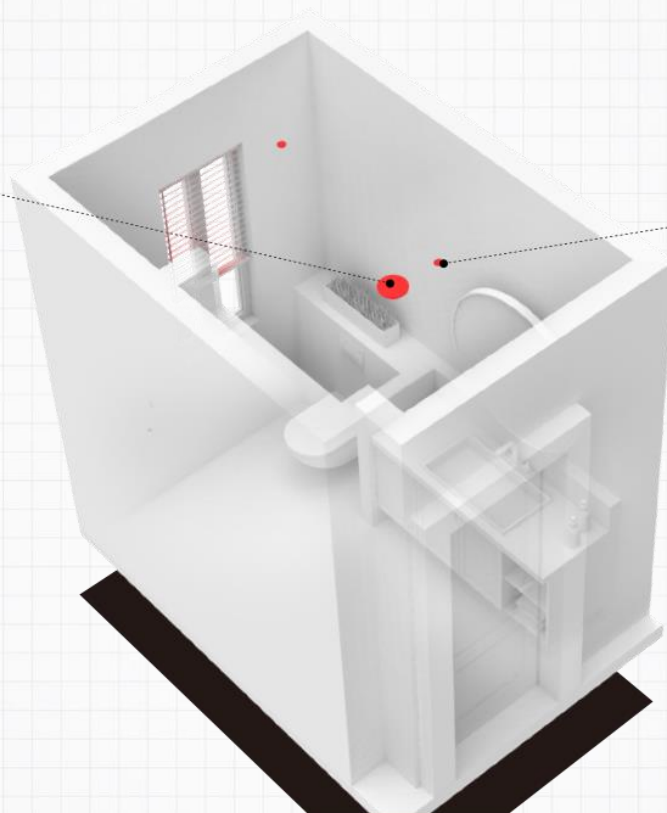


**SANI RONDA 122070**  
SARON122040 X1



**DIMMABLE LED LIGHT  
& TRANSFORMER**  
DLED10W01 X4

**MOTION SENOR**  
JA2MLS-T **X1**



**DIMMABLE LED LIGHT  
& TRANSFORMER**  
DLED10W01 **X1**



**TOILET X1**





**ELECTRIC BOX BIG**  
ELBOXB **X1**



**HEAT PUMP**  
HPMAH15 **X1**



**WATERTANK**  
WS300L **X1**



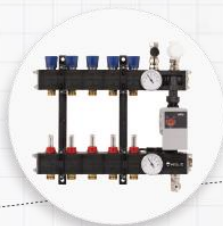
**MOTION SENOR**  
JA2MLS-T **X1**



**VENTILATION UNIT**  
SWVEN300CBM **X1**



**MANIFOLD SETS**  
MA5PUMP  
**X 5 ZONES**



**ELECTRICAL VALVE**  
ELV230V  
**X 5 ZONES**



**1X**



**POWER MODULE**  
JA640P

**4X**



**DIMMING MODULE**  
JA31KD

**2X**



**CURTAIN & DRUPE MODULE**  
JA4230C

**1X**

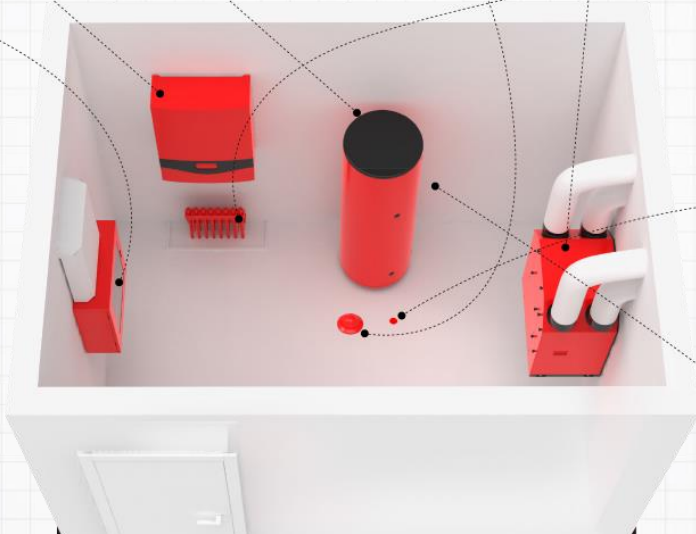


**SWITCH MODULE**  
JA810S

**1X**



**MAIN MODULE**  
JAHOST



**TECHNICAL X1**

**DIMMABLE LED LIGHT**  
& TRANSFORMER  
DLED10W01 **X1**



**DSO02**  
**DOUBLE SOCKET X1**





POWER MODULE  
**JA640P**



SWITCH MODULE  
**JA810S**



DIMMING MODULE  
**JA31KD**



MAIN MODULE  
**JAHOST**



CURTAIN & DRAPE MODULE  
**JA4230C**



**X1** HEAT PUMP  
**HPMAH15**



**X1**  
VENTILATION UNIT  
**SWVEN300CBM**



**X1**  
CLIMA CANAL H10L180  
**CCH10L180BNA**



**X2**  
CLIMA CANAL H10L072  
**CCH010L072BNA**



**X1**  
SANI RONDA 122070  
**SARON122040**



**X5** 6-KEY SWITCH  
& THERMOSTAT  
**THHZ6KS**



**X5** 6-KEY SWITCH  
**SWHZ6KS**



**X36**  
DIMMABLE LED LIGHT  
& TRANSFORMER  
**DLED10W01**



DIMMABLE LED STRIPS  
**DLEDSTR10W**  
**30M**



WATER TANK 300L  
**WS300L**  
**X1**



**X1**  
ELECTRIC BOX BIG  
**ELBOXB**



SMART CONTROL  
APPLICATION



**X1** 5 ZONES MANIFOLD  
& WATER PUMP  
**MASPUMP**



**X5**  
ELECTRIC VALVE  
**ELV230V**



**X2**  
DRAPE MOTOR  
**DRMOB01**



**X3** ROLLER MOTOR  
**ROMOB01**



**X2**  
MOTION SENSOR  
**JA2MLS-T**



**X3** TRIPLE SOCKET  
& TV & LAN  
**TSO03TVL**



**X13** DOUBLE SOCKET  
**DSO02**





02/2014  
**Building first factory in China**

**16.000m<sup>2</sup>**





# JAGACHINA FACTORY





**Horizontal expanding machine**



**heat pump assembly lines**



**CNC bending machine**



**Turret punch**

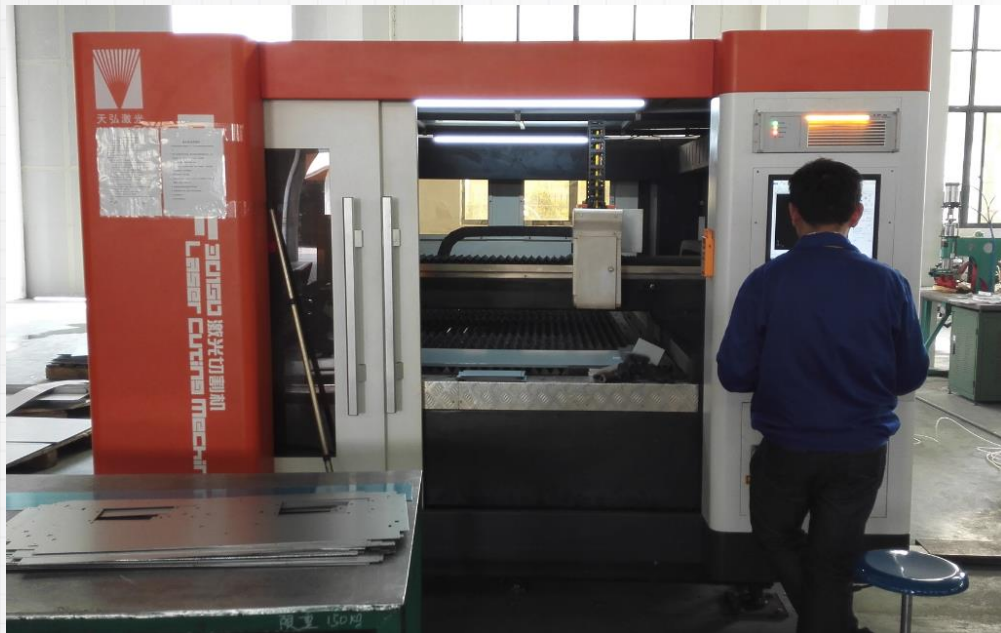


**Brass leveler**



**CNC cutting machine**

## CO2 laser cutter



## Heat pump assembly line





# Fan coil assembly line





## Trench heating assembly line



# Expedition





In total we have  
**210** employees by  
2018.



**07/2012**  
**The first office in Shanghai**





**02/2014**  
**The showroom @ THE BUND in Shanghai**

02/2016  
**Current showroom @ THE BUND**



**550m2**



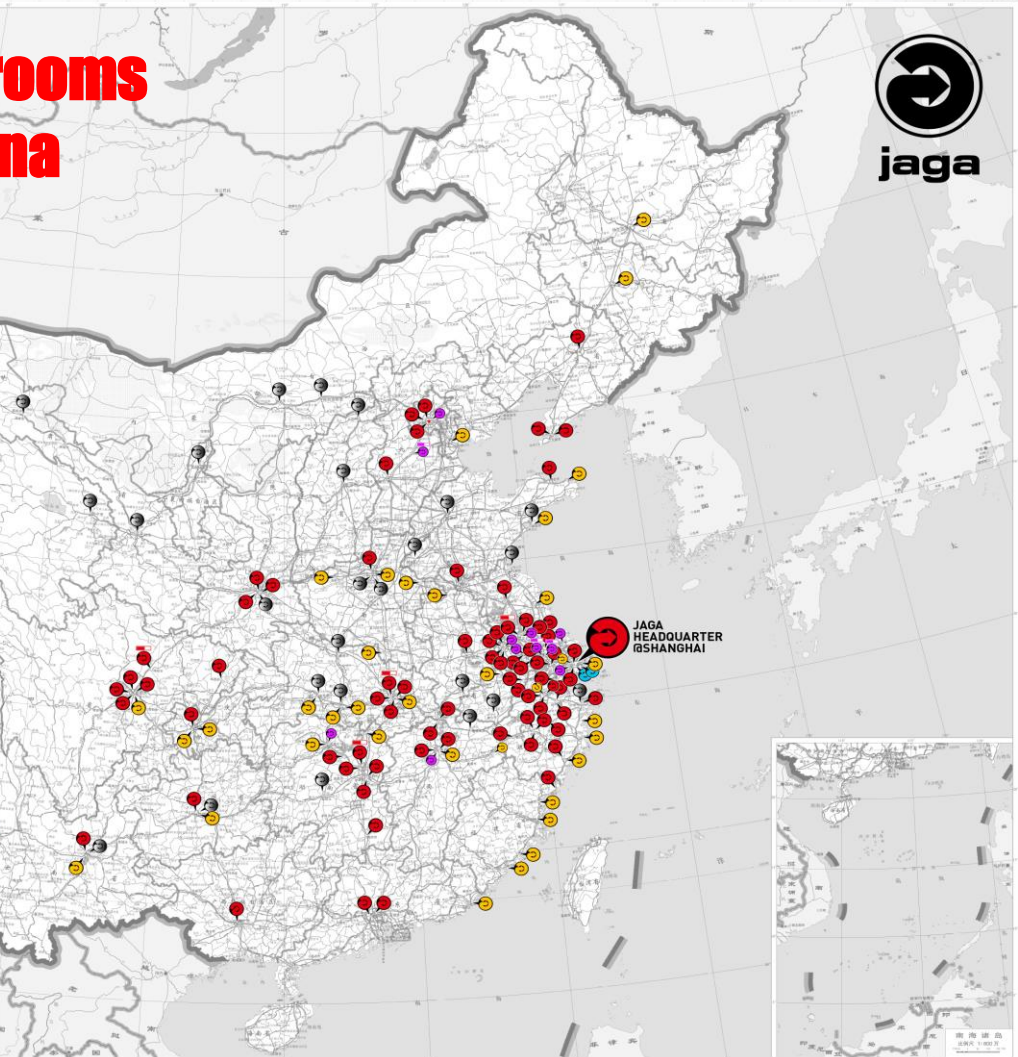
**MORE THAN 120 Showrooms  
in 4 years all over China**

**02/2018**



**JAGA DEALERS  
THROUGHOUT CHINA**

<b>GRADE A DEALER</b>	SHOWROOM READY	SHOWROOM IN CONSTRUCTION	NEGOTIATING	DEALERS IN PLANNING
<b>FRANCHISED DEALER</b>	SHOWROOM READY	SHOWROOM IN CONSTRUCTION	NEGOTIATING	
<b>PROJECT DEALER</b>	SIGNED	NEGOTIATING		



# Sales team & offices all over China







# More than 120 dealers all over China by 2018



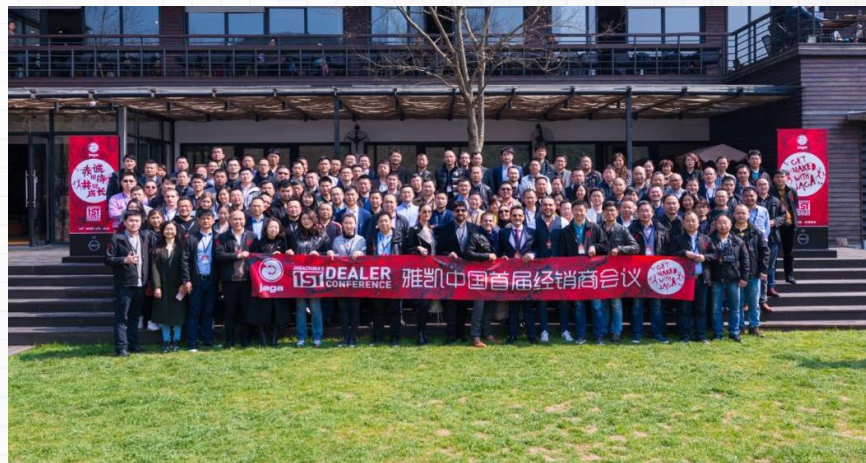


**More than 100 dealers all over China by 2018**



03/2017

# The first dealer conference







03/2018

# ACTIVITIES FOR DEALERS IN EASTERN CHINA





# PROJECT EXAMPLES



**Project name: Naked stable-China**

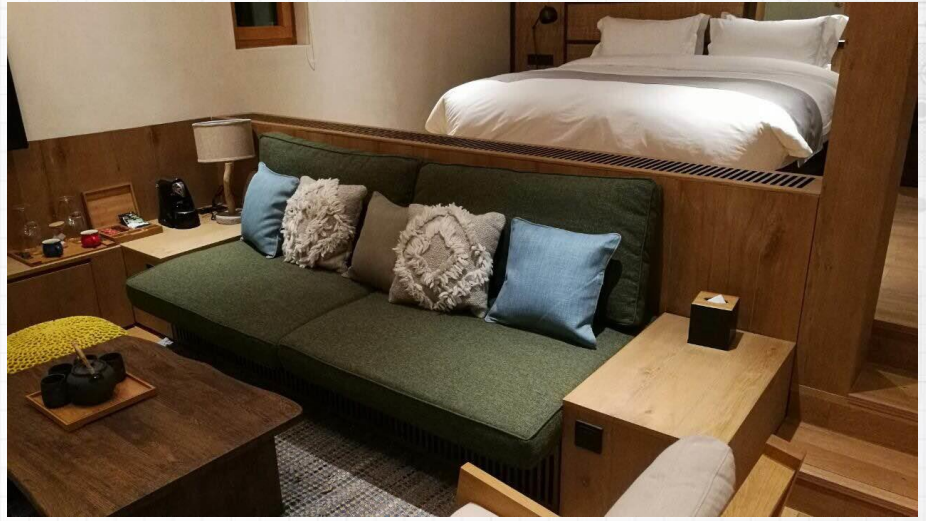
**Jaga product: 120 sets Total system**

**Certification: LEED Platinum**

**Completed in: 2011 (renewal)**



# Project name : Naked Castle



# Jaga products : 95 rooms with total system applied





**Project name: Intercontinental Nantong**

**Jaga product: 600 PCS- Briza plus T80**

**Completed in: 2016**







**Project name: Minhang Business park**

**Architect: Aedas**

**Project Type: Business building**

**Jaga product: 122 pcs mini canal**

**Completed in: 2013**





**Project name: Xiang Show hotel. Zhangjiajie.china**

**Jaga product: 80 total systems**

**Completed in: September 2016**





**Building introduction:** The building of Bund18, which used to formerly serve as Chinese headquarters of the Chartered Bank of India, Australia and China, is column-fronted neo-classical style edifice, constructed by the British in 1923. It has also become a UNESCO-awarded Asia-Pacific Heritage object in 2006.

**Project name: Bund 18**

**Jaga product: 41 pcs BRISE**





**Project name: Mandarin Oriental Beijing**

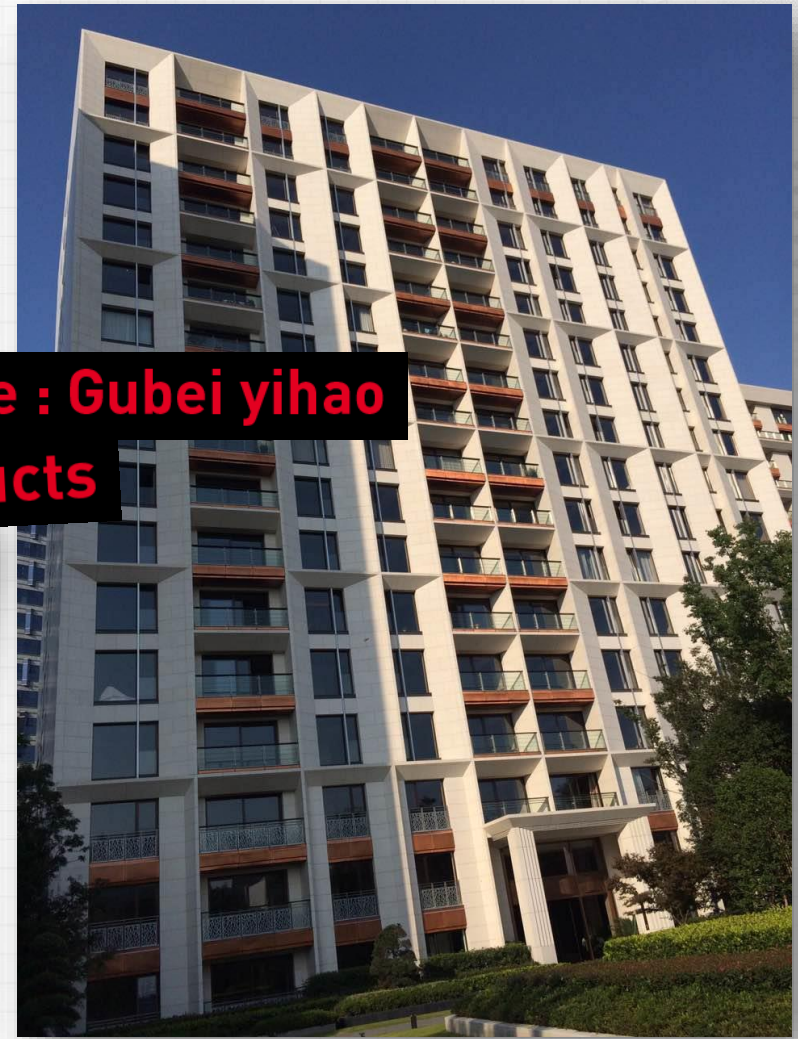
**Jaga product: 110 total systems**





**Project name : Gubei yihao**

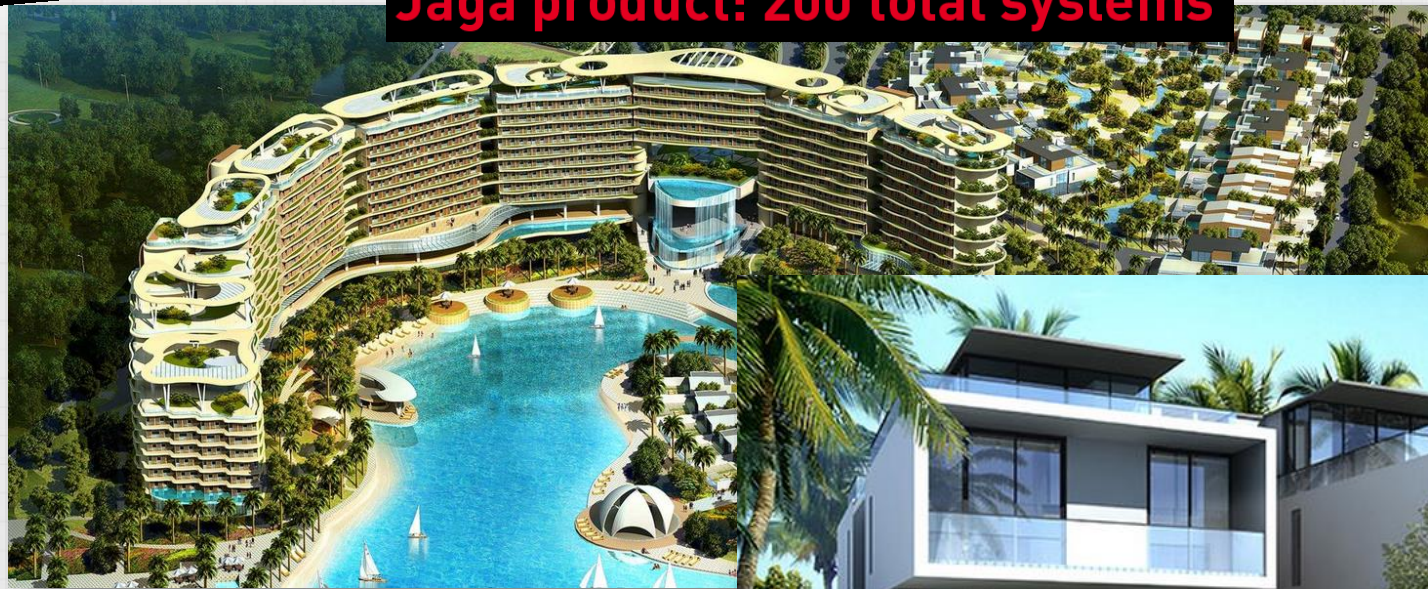
**Jaga product: 800 meters Canal ducts**





**Project name : Four seasons in Sanya Bay**

**Jaga product: 200 total systems**





# NEXT STEP 2019

## START TO EXPORT TO THE WORLD



Export brand



**MI-BOX**







**4 Mi-boxes in one 20 feet container**



**jaga**



**MIGLIO**

**[Click to watch the concept animation](#)**



# THANKS !

**WE HOPE TO SEE YOU SOON IN CHINA!**

**But one last piece off advise .... Before you come to visit ....**