

Cibės Lift Group



THE STORY OF CIBES LIFT GROUP

This is the story about how one great idea by a Swedish engineer in 1947, grew into a global lift company offering a wide range of accessibility solutions to enhance the quality of life of people across the world.

INTRODUCTION

Our lifts offer accessibility solutions **FOR PEOPLE IN MORE THAN 70 COUNTRIES**

Cibes' Swedish roots go back as far as 1947, and we are very proud of our long history. This brochure not only looks back at our past but also tells the story of who we are as a company today and our vision for the future.

A company can only enjoy such longevity with constant development and commitment to a business concept that has grown steadily for more than 70 years. We bring people together and cater to their accessibility needs. People buy our lifts to enjoy a greater level of independence. Our company is continuously expanding, and new subsidiaries are being added. We all have a shared culture and core values, which are: Personal, Progressive and Professional. Our customised lift solutions can be found not only in private homes but in shops,

shopping malls, apartment buildings, offices, libraries, train stations, airports and warehouses.

Cibes has experienced rapid ongoing growth for more than twenty years. In 2000, sales were approximately SEK 100 million. In 2010, about SEK 250 million, in 2018, sales exceeded 1 billion SEK and in 2021, sales amounted to 1,9 billion SEK. In total, Cibes Lift Group has installed more than 70 000 lifts worldwide.

Cibes currently employs more than 1200 people in a large number of subsidiaries and sales companies in Europe and Asia. Together with our 200 partners worldwide, we continue our journey towards new objectives, and we do so by Bringing People Together as a compass for our desire to continually develop and offer innovative lift solutions. We welcome you to discover our great company history!



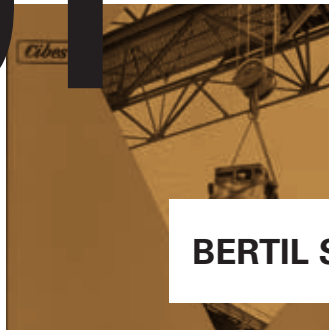


“BRINGING PEOPLE TOGETHER”

A compass for our desire to continually develop and offer innovative lift solutions...

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OUR EVOLVING LOGO

BERTIL SVEDBERG: CIVILINGENJÖR BERTIL SVEDBERG = CIBES



01 BERTIL SVEDBERG

It all began with an **INVENTIVE SWEDISH ENGINEER**

Around the end of WWII, the Swedish industry experienced an all-time high in terms of productivity and growth. New companies were established, and innovative entrepreneurs laid the foundation for operations that have since conquered the world. Ingvar Kamprad started IKEA, and Erling Persson opened a shop for women's clothing in 1947, which eventually became H&M.

1947 was also the year when the versatile, visionary and creative engineer Bertil Svedberg founded Cibes as a brand within his own company Elektroborg AB in Stockholm. Bertil Svedberg had a strong inventive streak. He had many ideas and was behind a large number of inventions and companies. One of these was Elektroborg AB and, under the Cibes brand, a broad product range was assembled

including swivel cranes, lift blocks, assortment boxes and warehouse fittings. His products also included goods lifts. In the 1980s, Elektroborg AB changed its name to Cibes AB.

However, the foundation of the tremendous development that would occur in the low-speed lift segment was laid out much earlier. In the 1960s, Bertil Svedberg uncovered the

1940s

Around the end of WWII, Swedish industry was producing record amounts of goods and Sweden experienced record-high economic growth.

1943

Ingvar Kamprad started IKEA.

1947

Engineer Bertil Svedberg founded Cibes as a brand and product area within his own company AB Elektroborg in Stockholm.

1947

Erling Persson opened a shop for women's clothing in 1947 which was the start of today's H&M.



Ivan Kulibin, inventor of the screw-driven lift 1750.

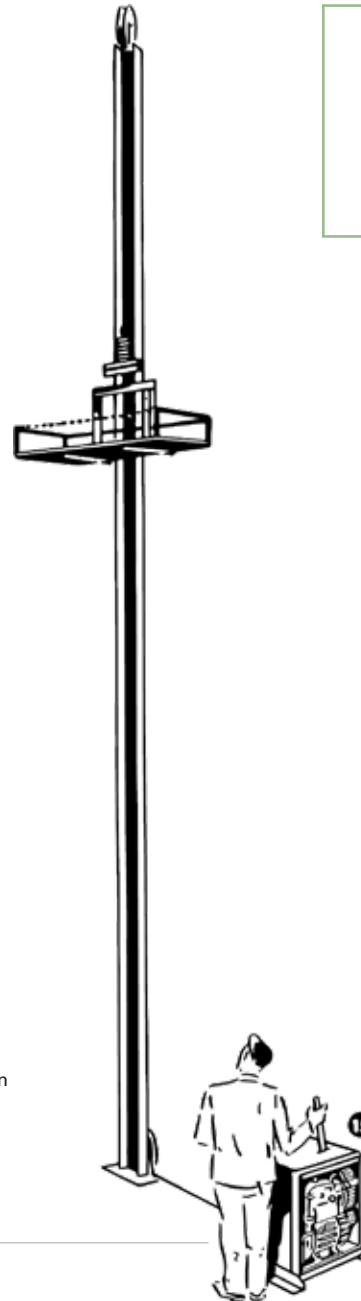
need for simple, low-speed lifts for private homes in Sweden. Many houses were built with a small staircase leading up to the main entrance, and so in the early 1970s, Bertil Svedberg and Cibes developed a unique lift and accessibility solution using lift technology based on self-locking screws. This lift construction became the forerunner of today's B-lifts.

1960s

The demand for affordable lift solutions to improve accessibility in private homes and residential buildings increased in Sweden. Bertil Svedberg began development work on a low-speed lift.

1970s

In the early 1970s, Bertil Svedberg and Cibes launched a unique screw-driven low-speed lift.



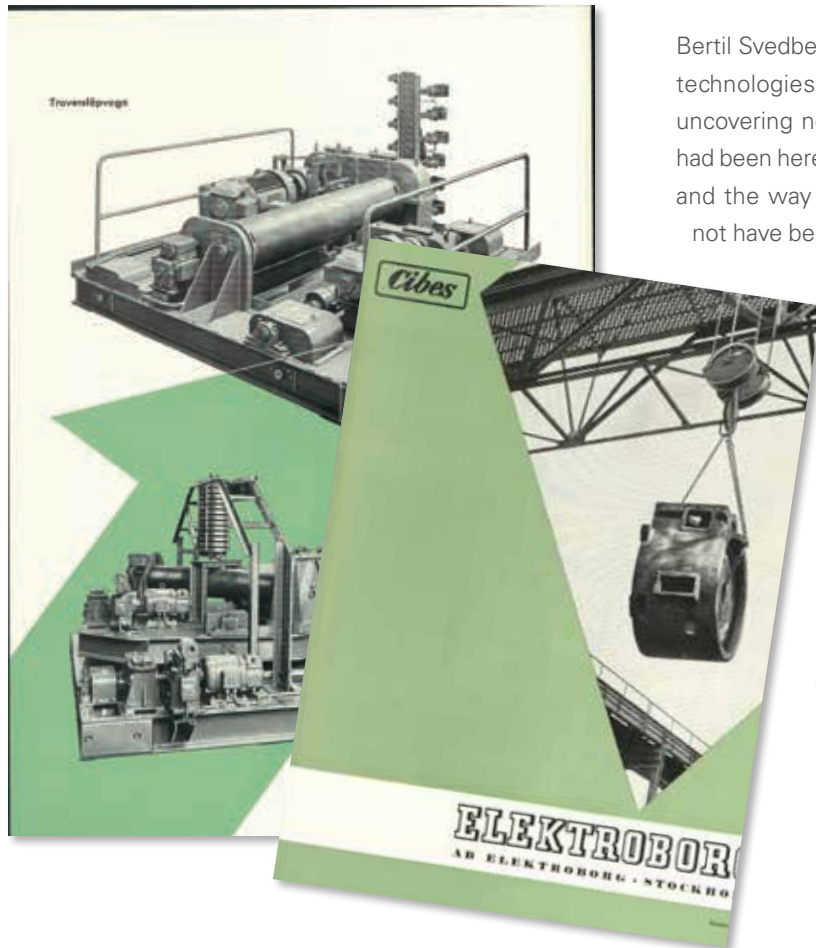
Bertil Svedberg



Bertil Svedberg was born in 1916 in the town of Njurunda, about 350 km north of Stockholm. After getting his bachelor's degree in 1935 in the nearby town of Härnösand, Bertil Svedberg moved to Stockholm where he

studied engineering at the Royal Institute of Technology. After receiving his Master of Science in Engineering in 1942, he immediately began working at Zander & Ingeström who, at that time, was a cutting-edge engineering company in the field of pumping and heating technology. The innovative environment inspired Bertil Svedberg who, five years later, started Elektroborg AB and the Product Area: Cibes. Bertil Svedberg had four children and was active in the company for almost 40 years before he sold Cibes AB prior to his retirement and settled in Spain.

Our passion for innovation **IS PART OF OUR HERITAGE**



Bertil Svedberg had a strong passion for developing new technologies, new products, innovative solutions, and uncovering new market opportunities. If Bertil Svedberg had been here to witness the development of our products and the way they have conquered the world, he would not have been surprised. He would immediately identify new opportunities and demonstrated how important passion and commitment were to the development of a company.

However, he could hardly have predicted that his lifts would be installed in the Louvre Abu Dhabi, UAE, the Staff Building next to the Russian Hermitage in St Petersburg, be used during one of Pope John Paul II's visits to Poland or that there would be more than 40,000 Cibes lifts installed in more than 50 countries around the world.

The passion for continuous innovation that Bertil Svedberg possessed is an integral part of our heritage, and we care for it well. It is an essential part of Cibes' corporate culture and serves as a driving force in our efforts to create future lift solutions, reach out to new markets and realise our vision: Accessibility for everyone - everywhere.

**"ACCESSIBILITY FOR EVERYONE
– EVERYWHERE"**

Cibes

- 1 Skruvlyftblock
- 2 Snabblyftblock
- 3 Planetlyftblock
- 4 Blockvagn
- 5 Blockvagn med block
- 6 Traverslöp vagn
- 7 Kuggstångsdomkraft
- 8 Hydraulisk domkraft utan pump
- 9 Hydraulisk domkraft med pump
- 10 Väggspe
- 11 Handvinsch



1



8



9



16



2



15



12



13



10



11



14

12 Ställblock

13 Elektrisk montagevinsch

14 Höghastighetsspel

15 Byggnadsspel

16 Byggnadsspel



vagn

ngblage



02

Cibes and Swedish **SOCIAL DEVELOPMENT**



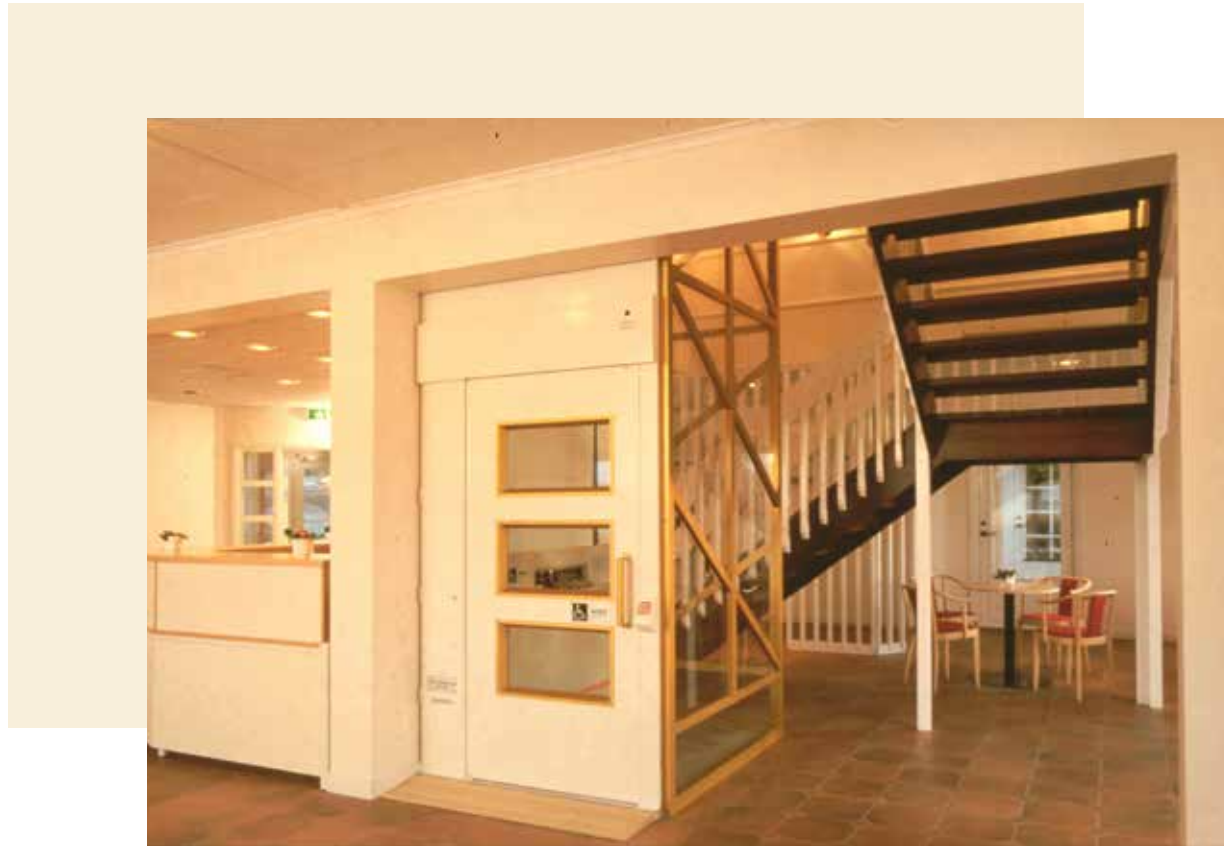
Our history has been closely linked with Swedish **SOCIAL DEVELOPMENT SINCE THE 1950s**

Cibes' evolution during its first 50 years was closely associated with the development of Swedish society. As early as the 1950s, grants for housing adaptation for people with disabilities became available to promote greater independence at home. The first grants were limited but increased over twenty years. In 1992, Sweden passed a law on the right to receive housing adaptation grants. This legislation has changed several times, and the latest version dates from 2018.

ALL PEOPLE SHOULD BE INCORPORATED INTO SOCIETY

In Sweden, the Swedish National Board of Housing, Building and Planning is the authority responsible for making sure that all relevant building plans meet the needs of people with disabilities. In 2014, a new government agency was founded: the Swedish Agency for Participation (MFD).

MFD works to ensure that everyone, regardless of their physical abilities, can be fully involved in all areas of the labour market, in school and various public environments. Sweden has also set up a national goal for a disability policy based on the UN Convention on the Rights of Persons with Disabilities.



MFD works to ensure that everyone, regardless of their physical abilities, can be fully involved in all areas of society

1970s: CIBES' SCREW-DRIVEN LIFT IS BORN

For Cibes, the Swedish Accessibility Legislation has both served as a source of inspiration and a guide for the company's research and development. Cibes has always been at the forefront when it comes to developing and launching lift models that are in tune with requirements for housing adaptation programs, increased participation in society and Swedish authority guidelines for lift construction.

In the mid-1960s, Cibes launched a hydraulic platform lift for housing adaptation. The lift was installed outdoors in stairwells and in entrances. In the early 1970s, Cibes launched a lift with a completely new design. The lift was a cutting-edge product in the disability field, driven by screws and nuts, and equipped with safety bars. This lift was also the only one that fulfilled authority requirements for accessibility lifts and became a model for today's Model B in Cibes' lift program.



1960s



1970s





1980s



1980s: NEW SUCCESSFUL MODEL WITH SHAFT

Cibes continued to carry out intensive development work during the 80s and 90s. One of the results was a low-speed lift with shaft walls (A-lift) which was launched in the 80s and became an immediate market success. Company investments focusing on accessibility solutions and intensified efforts in product development led to a sharp increase in sales during the 1990s and also to the launch of new lifts.

One example is the A5000 Model which was launched in 1992. Since then, the A5000 has been under continuous development and is still Cibes' bestselling lift model. Towards the end of the 1990s, Cibes' sales amounted to approximately SEK 100 million. This meant that the company had reached a size which allowed it to expand outside of Scandinavia. In 1997, Cibes started exporting to Europe and an entirely new chapter in the history of Cibes Lift began.

03 International EXPANSION

A handful of partners in a few countries have grown to
MORE THAN 200 IN AROUND 70 COUNTRIES

CIBES GREW AND EXPANDED
ITS PARTNERSHIPS AT THE
SAME TIME AS THE NEED FOR
ACCESSIBILITY SOLUTIONS
SPREAD AROUND THE WORLD

In the late 1980s, Cibes took its first steps outside of Sweden. The company's low-speed lifts were first sold to neighbouring countries in Scandinavia, but a cautious export venture was initiated 1995-1997. Some lifts were exported to remote countries like Saudi Arabia, Australia and New Zealand, but for the first few years, Cibes mainly exported to Europe, focusing on markets with strong accessibility legislation and growing demand for accessibility solutions.

One of these markets was the UK, where Cibes formed its first partnership outside Scandinavia in the late 90s. This was the beginning of a fast-growing international network of partners, which soon expanded to countries like Ireland, Poland, Germany, Austria, France and the Netherlands.

Cibes has grown and increased its number of partnerships at the same time as the need for accessibility solutions

has spread across the world. The geographical distribution of partnerships clearly shows that there is a demand for accessibility solutions in all parts of the world. Today,

Cibes Lift growth ambition is to establish a strong market position in all countries and regions where there is a demand for accessibility solutions. This has resulted in a partnership network, which consists of just over 200 partners in more than 70 countries in all continents. The fact that there are close to 200 countries in the world and that accessibility is a growing business worldwide means that Cibes Lift will be able to expand and establish new partnerships on many more markets for many years to come.



VICTORIA, THE CROWN PRINCESS OF SWEDEN, PRESENTING THE FORMER CIBES LIFT CEO JOHAN SANDBERG AND SALES AND MARKETING MANAGER ULF THORN, THE HERMES AWARD IN 2008

Prestigious export award

In 2008, Cibes received an award that proved that the outside world had noticed our rapid international development during the first decade of the 21st century. The Swedish Chamber of Commerce and the Swedish Fund for Export Development awarded Cibes the Hermes Export Prize for the company's impressive export ventures. The jury's motivation was, "Thanks to purposeful market management, technical flexibility and adaptation to EU regulations, Cibes Lift has become Europe's leading manufacturer of screw-driven platform lifts." The prize was awarded by Her Royal Highness Crown Princess Victoria in connection with the World Trade Day at the Stockholm Chamber of Commerce.

1980s

Cibes takes its first steps outside of Sweden. Low-speed lifts are sold to neighbouring countries in Scandinavia.



1995–1997

A cautious export venture begins with sales mainly to Europe, as well as to more remote countries. In 1995, Cibes gains a new industry colleague when the Swedish company Aritco starts operations, 48 years after Bertil Svedberg founded Cibes.



2005

Cibes acquires Axess4All UK to form a subsidiary abroad. This was the first of several acquisitions and creation of subsidiaries during the next five years.



1990s

Towards the end of the 1990s, Cibes starts exporting outside Scandinavia via distributing partners in the UK and the Netherlands.



1998–2003

In 2003, Cibes was acquired by the Swedish investment company R12. Intensified efforts to create an international distribution network.



2008

Cibes acquires Swedish company Kalea Lifts AB as well as Aesy Liften B.V. in Holland.



2009

A cooperation that began as early as the 1980s results in Cibes acquiring Swedish company NTD Lifts AB.



2015

Further company acquisitions take place in the UK.



2017–2018

In 2017, R12 sold Cibes Lift to the investment company Nalka.

New partners are signed in. Russia, Croatia, Albania, Slovakia, Caribbean, Malta, Italy, Chile, Peru, Mexico and Iceland. Joint Venture company GS-Aufzuge Cibes GmbH is formed in Austria.



2013–2015

Subsidiaries in Finland, Belgium, Hong Kong, Norway, China, Spain and France are established.



2016

The joint venture company Cibes Lift MENA DWC-LCC is set up in Dubai.



2019

Cibes Lift continues its global expansion and growth, increasing its number of partners, subsidiaries and markets. Today, the Group has around 15 subsidiaries and 200 partners in 70 countries. The turnover exceeds 1 billion SEK.



2020–2022

In 2020, the Cibes Lift Group expands to India and North America. Cibes Lift India Private Ltd and Cibes Lift US Inc were created. Between 2021 and 2022, several companies were acquired to strengthen Cibes presence in North America.



The global partner network is growing **AND COVERING NEW MARKETS**



The strong economic growth of recent years in various countries and regions such as Asia has meant that the private market is becoming increasingly interesting to Cibes. In countries with strong economies, private homeowners have the funds to modernise their properties with attractive accessibility solutions. This trend is reinforced by social media and the Internet and has spread knowledge of low-speed lifts. In parallel, the demand for

accessibility solutions for public buildings and workplaces is increasing in many countries. The growing demand for lift solutions means that the global network of partners will expand significantly in years to come.

In 2018 alone, new partners have been added in Russia, Croatia, Albania, Slovakia, Malta, Italy and around South America. Our partners have played a significant role in the

international expansion of Cibes Lift and continue to do so. They promote local knowledge about the brands of the Group, build relationships with key target groups and have sold tens of thousands of low-speed lifts that provide accessibility and comfort to millions of people across the world.

Cibes Lift provides great support to partners worldwide through partner managers employed at the Swedish



Exporting outside Scandinavia

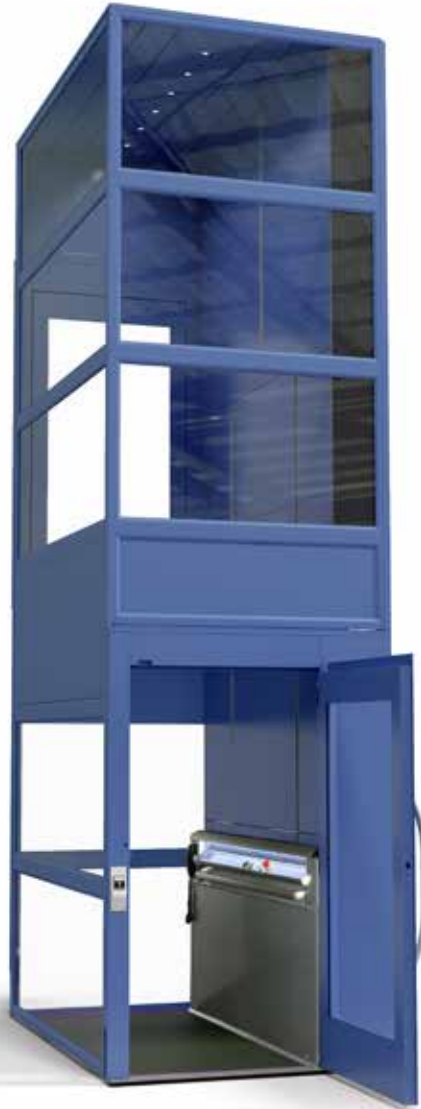
Exporting outside Scandinavia: the start of rapid international expansion

In 1997, Cibes began exporting low-speed lifts to countries outside Scandinavia. The western world was recovering from a recession and, although the market was weak, Cibes saw an opportunity to work towards a strong market position. The export venture was initiated based on this ambition. In the following years, Cibes exported to an increasing number of countries while a network of distributors was built up. In the mid-2000s, international ventures intensified when Cibes carried out several company acquisitions and later also formed subsidiary companies in a number of countries.

HQ. Local customer support has been reinforced by the establishment of subsidiaries and acquisitions in various countries. Customer and partner support will become increasingly important as the demand for complete and customised accessibility solutions continue to grow.

CIBES AIMS TO PROVIDE STRONG SUPPORT FOR PARTNERS USING TALENTED PARTNER MANAGERS AT THE GROUP HQ IN SWEDEN

04 KALEA LIFTS



THE KALEA BRAND 120 YEARS OLD BUT STILL GOING STRONG

Cibes may have a business history of more than 70 years, but the story of KALEA Lifts that Cibes acquired in 2008 is even longer. In 1898, engineer Knut Anders Larsson (KALEA - Knut Anders Larsson Elektriska Aktiebolag) started a manufacturing company of electric components and lifting equipment. That same year, the first Swedish-made car was tested, carbonated soda was invented, and the Spanish-American War both broke out and ended. Just like for Cibes, it was excellent Swedish engineering that founded the success of KALEA. Few companies can use "Swedish Quality since 1898" as their slogan. KALEA can do just that, and the brand is as strong today as it was more 100 years ago, when

the company was founded. The KALEA brand is now an essential asset to Cibes Lift. A few years after the end of WW1, KALEA began importing and selling high-speed passenger lifts. In the 1930s, it started its own production of lifts, and over the following 60 years, the KALEA brand grew increasingly influential in the Swedish market. Then the market conditions changed, and KALEA started manufacturing low-speed vertical lifts and importing stairlifts. Over an expansive ten-year period, KALEA achieved a market-leading position in Sweden. Just like for Cibes, Swedish social investment in housing adaptation was of vital importance to the company's positive development and volume of lift sales.



KNUT ANDERS LARSSON: **KNUT ANDERS LARSSON ELEKTRISKA AKTIEBOLAG = KALEA**

CIBES LIFT LAUNCHES KALEA LIFTS IN A NEW MARKET

With KALEA Lifts becoming part of Cibes in 2008, its production was closed down and research, product development and manufacturing were coordinated with the resources at Cibes. This coordination has brought many positive effects for KALEA and its program of private and public lifts. Thanks to Group resources, the lifts of KALEA have developed dramatically in terms of functionality, drive technology, design and structural adaptation.

**FEW COMPANIES CAN USE
"SWEDISH QUALITY SINCE 1898"
AS THEIR SLOGAN**

One example is that Cibes' proprietary drive system EcoSilent has also been integrated into KALEA's lift program. Modular construction and flexible installation with minimal building adaptation are also common denominators between the lifts of KALEA and Cibes.

Sales, installation and maintenance of KALEA in Sweden are organised from offices in Gothenburg and Stockholm. The primary markets for KALEA are Sweden, Germany, Switzerland and France, but KALEA has distribution in another 10 countries. The KALEA brand also continues to expand with the Cibes Lift via Group subsidiaries in markets like China.



05 NTD LIFTS

NTD Lifts have played a vital role in the DEVELOPMENT OF SWEDISH LOW-SPEED LIFTS



ONE OF THE MOST IMPORTANT DISTRIBUTORS WAS AESYLIFTEN IN HOLLAND, WHICH CIBES ACQUIRED IN 2008.

When Cibes acquired NTD Lifts in 2009, a new chapter began in a long business relationship that had started in the 1980s when NTD was formed and operated by employees who came from Cibes. Since 1981, a rapid increase in sales has taken place in Sweden as a result of the new Cibes sales strategy as well as positive social development both financially and in terms of support for housing adaptation.

THE ACQUISITION OF NTD LIFTS OPENED UP IMPORTANT MARKETS FOR CIBES

In 1985 NTD Lifts crossed over to both manufacturing and sales, with a program of

platform lifts capable of loads up to 1,000 kg, and platform lifts for outdoor use. Lifts were exported to several countries in Europe where cooperation was established with a network of distributors. One of the most important distributors was Aesy Liften in Holland, which Cibes Lift acquired in 2008.

The following year new business relationships were established between NTD Lifts and Cibes. Cibes Lift then acquired NTD Lifts, which provided essential benefits in the form of more lift models and opening up new markets. By this time, Cibes possessed financial strength and size, with over 200 employees. NTD Lifts had about 25 employees at the time of the acquisition. In 2012, NTD Lifts and Cibes manufacturing resources were unified. NTD production at a separate factory in central Sweden was moved to the Cibes plant in Gävle to create synergy and lay the foundation for a substantial increase in growth and investments in new markets such as Asia.

NIDHISS

skruvhissarna som passar överallt

Viktiga detaljer...



Manövrering sker med stora tryckknappar — på lyftplattformen finns nödsignal och stoppknapp. Typ B kan också föras med nyckel- eller körspekmanövrering.

På smalhissens mikrodisplay kan fastighetsvärdare/servicepersonal se orsaken eller belägenheten för en fel. Kompletteret med en mycket utförlig servicemanual ger detta ökad säkerhet och snabba serviceinsatser.



Skruvhissen bromsas helt elektriskt. Meknisk broms behövs inte — skruven är själv-nåm-måde. Under remskiv just med lyftmutter finns även en obelastad säkerhetsmutter med automatisk brytare.



All service sker från framsidan — huvudbrytare, säkringar, apparatstöd och ställbar nödbesvär bakom låsbar lucka.

Smalhissen

skruvhissarna som passar överallt



- Verktyglådan för personvård för 4 personer 205 kg. Avsett för placering i hallen eller på annan plats — färdig för inbyggning i bostadsbalkong. Utvändigt. Användningsvikt max 400 kg.
- I Sverige finns idag ca 150.000 trappstegsgångar i bostadsbyggnader på 40–50-talet. Enligt dagens byggnormer måste alla byggnader med fler än två plan vara utrustade med hiss.

- "Smalhissen" kräver ingen skralösa — översikt avskilt på golv eller med inbrott av 100 mm för utlopp för att utlösnings mellan skivorna totalt ska vara väl avskilt från skivorna.

- Skruvdrivningen är ett bra val — den är enkel att placera på västaket.
- Drivningsmotor är avskilt och tydligt märkt och tydligt — skruven har drifkraften avskilt från skivorna.

- Hissens konstruktion är tillgänglig för tillägg med kabin, skåp, handfäste, etc.
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Smalhissen



Skruvhissens motor är placerad på västaket och drivet via transaxel. En motor som är fäst överst på hissens bästis vägg, runt skruven, som är monterad i ett stålhus.

eriges





06 Cibes goes GLOBAL

Since the late 1990s, Cibes has experienced a rapid international expansion. All around Europe and Asia a large number of subsidiaries have been established and more than 200 partners are now working with us. We will continue to grow worldwide and create even more subsidiaries. This is a vital element of our long-term growth strategy.

USA

In 2020, Cibes Lift Group created the subsidiary Cibes Lift US Inc in Hollywood, Florida, where the Cibes showroom is also located. In 2021 American Elevator of Atlanta Inc and Access Lifts Inc were acquired and in 2022, Bella Elevator LLC, manufacturer of Symmetry Elevating Solutions, became part of the company group.

UK

First sales outside Scandinavia in the late 90's via a partner. In 2005, Axess4All UK and Cibes established a subsidiary in the country. In 2016, Cibes acquired Platform Lift Solutions in the northeast, then in 2021 Titan Elevators, and Apex Lifts in 2022, both located in the Greater London area.

NETHERLANDS

Founded in 2005, Aesy Liften B.V. was acquired by Cibes in 2008. Aesy Liften grew very fast and in 2012, the company reached a market-leading position in the Netherlands. Since 2013, the company headquarters, and warehouse, are located in Zevenaar.

BELGIUM

The success of Aesy Liften B.V. in the Netherlands created a demand for Cibes products also in Belgium. In 2012, the Belgian subsidiary Aesy Liften bvba was created and sales soon took off. Since 2018, the office, showroom and warehouse are located in Wijnegem.

FRANCE

In 2015, the subsidiary Cibes Lift France was established. In 2018 the lift installation company MME SARL was acquired and in 2018 Cibes became a part-owner of partner Aratal Attractive Mobility (AAM).

GERMANY

At the beginning of the 2000s, Cibes began selling in Germany via partners. Since 2008, both Cibes and Kalea low-speed lifts have been marketed in the country. In 2019 Cibes will establish a subsidiary in Germany.

NORWAY

One of Cibes' first foreign markets. Sales took off in the mid-90s via partners. In 2014, Cibes Lift Norge AS was established. In 2021, Heisplan AS, based in Ålesund was acquired.

SWEDEN

In Sweden, the subsidiary Cibes Kalea Sverige AB sells lifts under the brands Cibes Lift and Kalea Lifts, both directly to customers and via distribution. The company has offices and showrooms in Gävle, Stockholm, Gothenburg, and Malmö. In 2019 Hiss i Skåne was acquired and in 2021, Upplands Hiss.

FINLAND

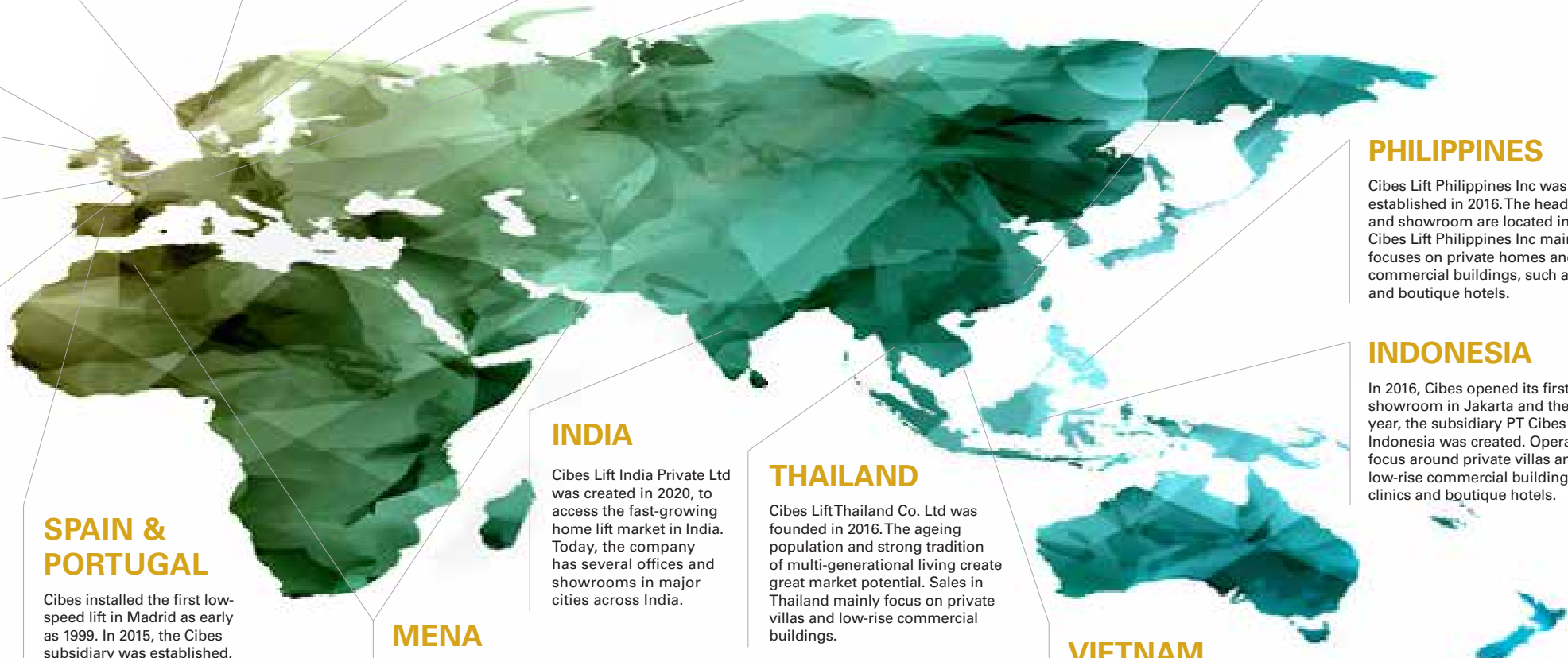
In 2013, Cibes acquired the company Hissipörssi. In 2018, Cibes also acquired AMSLIFT Oy which was then Finland's largest privately owned lift company. In 2020, lift company RH Tekniikka OY was also acquired.

AUSTRIA

GS-Aufzüge began as a Cibes distributor in the late 2000s and soon became a close partner and a strong player in the Austrian market. In 2018 Cibes acquired parts of GSAufzüge and the same year a new office and showroom in Ottang am Hausruck were inaugurated.

CHINA

Cibes installed its first lift in China in 1995, in Macau. In 2013, it established a direct subsidiary, Cibes Lift China, which quickly grew to 30 showrooms and service centres. In 2019, for the first time in its history, Cibes opened a Regional HQ in Shanghai for service, logistics, research and development.



SPAIN & PORTUGAL

Cibes installed the first low-speed lift in Madrid as early as 1999. In 2015, the Cibes subsidiary was established, Lift Ibérica SL, as part of a direct sales venture for Spain and Portugal.

MENA

Since the beginning of 2010, Cibes has been building up a network of partners in the Middle East. In 2016 the joint venture company Cibes Lift MENA DWC LCC was established in Dubai.

INDIA

Cibes Lift India Private Ltd was created in 2020, to access the fast-growing home lift market in India. Today, the company has several offices and showrooms in major cities across India.

THAILAND

Cibes Lift Thailand Co. Ltd was founded in 2016. The ageing population and strong tradition of multi-generational living create great market potential. Sales in Thailand mainly focus on private villas and low-rise commercial buildings.

VIETNAM

The subsidiary in Vietnam was created in 2016. The headquarters and main showroom are in Hanoi but there is a second showroom in Ho Chi Minh City. The company mainly focuses on the home lift market and Cibes Lift Vietnam Co. Ltd is one of the market leaders.

PHILIPPINES

Cibes Lift Philippines Inc was established in 2016. The headquarters and showroom are located in Manila. Cibes Lift Philippines Inc mainly focuses on private homes and low-rise commercial buildings, such as clinics and boutique hotels.

INDONESIA

In 2016, Cibes opened its first showroom in Jakarta and the same year, the subsidiary PT Cibes Lift Indonesia was created. Operations focus around private villas and low-rise commercial buildings, such as clinics and boutique hotels.

NORWAY

NORWAY IS AN IMPORTANT LOCAL MARKET WITH GREAT GROWTH POTENTIAL

When Cibes began to export low-speed lifts in the 90's, Norway quickly became a large and vital market. A partnership was created in the mid-90's, and over the next 15 years, 1500 Cibes lifts have been installed. In the

Norwegian market, the A5000 platform lift is particularly successful. The fact that the lift is modular and easy to integrate into both new and existing buildings has made Cibes a strong brand in the Norwegian construction

industry. When Cibes' Norwegian partners merged with a larger company in 2013, Cibes Lift saw an opportunity to further intensify the market investments in the country by establishing its own subsidiary.

At the beginning of 2014, Cibes Lift Norge AS began operations and a new expansion phase was initiated. The establishment of a separate subsidiary, with offices in Straume just outside Bergen has given customers access to expanded sales, technical support and greater installation resources. Cibes Lift Norge AS has about 10 employees and the positive sales development resulting in the installation of more than 400 low-speed lifts has been reinforced by a well-structured service organisation. One of the goals of the Cibes Lift subsidiary in Norway is to increase aftermarket sales and Cibes Lift Norge AS now has the responsibility of approximately 300 lift installations, proving that the Norwegian aftermarket sales have great potential. In 2021, Heisplan AS, based in Ålesund, was acquired to strengthen Cibes' presence on the Norwegian market and create new business opportunities in lift modernisation, installation, and maintenance.



IN THE 90's NORWAY QUICKLY
BECAME A LARGE AND
IMPORTANT MARKET



UNITED KINGDOM

MOBILISATION TOWARDS NEW MARKET OBJECTIVES IN UK

In the late '90s, Cibes signed its first partner outside Scandinavia in the UK. Since then, Cibes has established itself as a strong brand in the UK market. Low-speed lifts

IN THE LATE 90S, CIBES SIGNED ITS
FIRST NON-SCANDINAVIAN PARTNER

have been installed in large numbers across the country and helped to improve accessibility in shops, restaurants, office buildings, schools and public buildings. Capable, committed partners have been vital to Cibes marketing success in the UK as well as in many other markets. The acquisition of the partner Axess4All in 2005 and the creation of a subsidiary were important milestones for the Group as they laid the foundation for intensified market initiatives, increased customer proximity and enhanced support for local UK partners.

One of these partners was Platform Lift Solutions, who Cibes Lift established a close relationship with just after investment in the UK began. In 2007, Platform Lift Solutions received a special award from Cibes. The company became

the first partner in the world to sell 10,000 lifts of the A5000 model. A new milestone had thus been achieved in the Cibes Lift corporate history. The fact that Platform Lift Solutions was acquired by Cibes Lift in the spring of 2016, also meant that new market objectives could be set up for future expansion in the UK. Ever-closer cooperation between Axess4All and Platform Lift Solutions led to a merger in 2017 creating the joint company Cibes Lift UK. This created an even more solid foundation to secure excellent support for partners, lift installers, architects and customers in the UK. In 2020 Titan Elevators was acquired and then in 2022 Apex Lifts, to strengthen Cibes' presence in the strategically important London area and expand the UK business to include lift modernisation and high-speed lifts.



HOLLAND

AFTER MANY SUCCESSFUL YEARS IN HOLLAND THE EXPANSION CONTINUES



Holland has developed into a very important market for Cibes. Sales started together with a partner in the late 90s and Cibes was the first supplier of low-speed lifts in the Dutch market. The early introduction in this Dutch market resulted in Cibes' screw-driven lift solutions setting the Dutch standard for platform lift design. The company Aesy Liften, founded in 2005, became a partner early on and since the acquisition in 2008, Aesy Liften B.V. is one of Cibes many subsidiaries and sales companies around the world. In the years following the acquisition, Aesy Liften B.V. grew fast, and in 2012, the company reached a market-leading position. Since then, the expansion has

continued and in 2018, Aesy Liften B.V. sold more than 700 of Cibes low-speed lifts, so-called A-lifts, of which almost 50% to the residential and private market.

In 2018 Aesy Liften B.V. inaugurated a new showroom in the town of Zevenaar, which has become very popular. Despite very strong market development and expansion in recent years, there is excellent potential for continued growth in the Netherlands. Demand is continuously growing from the private market, which is becoming increasingly aware of the opportunities to create attractive and stylish accessibility solutions with a high level of comfort with Cibes' low speed lifts. In 2018 Aesy Liften B.V. inaugurated a new

showroom in the town of Zevenaar, which has become very popular. Despite very strong market development and expansion in recent years, there is excellent potential for continued growth in the Netherlands. Demand is continuously growing from the private market, which is becoming increasingly aware of the opportunities to create attractive and stylish accessibility solutions with a high level of comfort with Cibes' low

**AESY LIFTEN B.V. GREW FAST AND
IN 2012, THE COMPANY REACHED A
MARKET-LEADING POSITION**



BELGIUM

BELGIUM HAS DEVELOPED INTO AN IMPORTANT GROWTH MARKET



Before its presence in Belgium, Aesy Liften Netherlands was getting a lot of online enquiries from Flanders. Since that number was growing and with enough potential, the decision was taken in 2012 to open up a local office and company, Aesy Lift bvba. With the opening of the office, local employees aimed at serving both the Flemish-speaking

SALES IN BELGIUM HAVE GROWN FAST AND IN 2018 A NEW OFFICE WAS OPENED IN THE CITY OF WIJNEGEM

and French-speaking prospects from Belgium. The office was a 70m2 space in the middle of Antwerp city centre.

During the following years, the Belgian organisation grew and offered a fuller service, resulting in the need for a bigger office which could incorporate a showroom. In 2018 Aesy Lift bvba was renamed to Aesy Liften bvba and moved to Wijnegem which included a warehouse and showroom. The organisation has expanded beyond sales and now also offers local installers, maintenance and service mechanics serving both languages. The private market is continually growing, and architects are becoming more confident

in our products. We have also seen a growth in public and commercial buildings. A further focus will ensure we serve the French-speaking area better, and this has started with having a local salesman in that region.

THE ORGANIZATION NOW OFFERS MORE THAN JUST SALES AND INCLUDES LOCAL INSTALLERS, MAINTENANCE AND SERVICE MECHANICS SERVING BOTH LANGUAGES





GERMANY HAS DEVELOPED INTO ONE OF CIBES' LARGEST EXPORT MARKETS AND IN 2018, CIBES AND KALEA SOLD MORE THAN 350 LOW-SPEED LIFTS IN GERMANY

GERMANY

CIBES AND KALEA ARE STRONG BRANDS IN GERMANY

The sales of Cibes' low-speed lifts started in Germany in the early 2000s. Sales channels were created parallel to the Cibes and Kalea brands. Early on, Hiro Lift GmbH and Amman & Rottkord GmbH became essential partners. Hiro Lift has successfully marketed the Kalea brand, and Amman & Rottkord has given Cibes' low-speed lifts a strong market position. These two nationwide partners have been of great importance to the positive sales development in Germany. There are also another 15 slightly smaller partners in the country, who are active in their respective local markets. Germany has developed into one of Cibes largest export markets, and in 2018, Cibes and Kalea sold more than 350 low-speed lifts there. The market potential is great, not least in the private home sector, as Germany has a long tradition of using low-speed lifts to create elderly-friendly and accessible homes.

In a large market like Germany, cooperation with market-leading companies such as Hiro Lift and Amman & Rottkord is particularly valuable. Hiro Lift has several sales offices around the country and offers reliable customer support when it comes to customer service, installation and maintenance. The same applies to Amman & Rottkord, who have about ten offices with service and installation teams. Both Hiro Lift and Amman & Rottkord also cooperate closely with Cibes when promoting accessibility and housing adaptation to authorities, legislators and standardisation committees. As part of the continued efforts on the German market, Cibes started the new subsidiary Cibes Lift Deutschland GmbH in 2019 with offices in Berlin. This subsidiary allows for even better support to Cibes' distributing partners, as well as stronger relationships with customers in essential market segments.





THE FACT THAT AMSLIFT WILL ALSO MARKET CIBES LOW-SPEED LIFTS IS VERY POSITIVE FOR CONTINUED GROWTH IN FINLAND



FINLAND

ACQUISITIONS HAVE BROADENED OPERATIONS IN FINLAND

In 2013, Cibes acquired the Hissipörssi operations. Hissipörssi was founded in 1996 and quickly expanded to become a market-leading supplier of platform lifts in Finland, a competitor at the time. Hissipörssi represented various manufacturers and the company installed up to one hundred lifts annually. When Hissipörssi became part of Cibes, the company started focusing on the Cibes lift program. At the same time, the customer offering was strengthened, and resources within technology support and service were expanded. In 2018, Hissipörssi changed its name to Cibes Hissit Oy.

In 2018, Cibes acquired AMSLIFT Oy in Turku. This company had been founded in 1997 and was, at the time

of its acquisition, Finland's largest privately-owned lift company. As AMSLIFT is now part of Cibes, a first step has been taken into the mid-market segment for faster-moving passenger lifts. AMSLIFT is a market leader in tailoring lifts to existing houses. In Helsinki, for example, AMSLIFT annually installed more than half of the lifts to previously liftless buildings. The fact that AMSLIFT will also market Cibes low-speed lifts is very positive for the continued growth in Finland and brings new opportunities to achieve coordination effects in an essential and expanding market. In 2020, lift company RH Tekniikka OY was also acquired.

FRANCE

INCREASED INSTALLATION CAPACITY AFTER ACQUISITION IN FRANCE



IN 2018, CIBES LIFT FRANCE BECAME PART OWNER OF AAM, WHICH IS THE LARGEST SUPPLIER OF KALEA LIFTS IN FRANCE

The demand for low-speed lifts has increased gradually in France during the 2010s. The need for flexible accessibility solutions in the private and public sectors is on the increase, and there is also a positive trend to select low-speed lifts as an alternative to conventional lifts. The positive market development led to Cibes establishing the subsidiary Cibes Lift France in 2015 in the municipality of Roncq, Lille. This

has improved the support to partners and boosted sales volumes in the French market. To increase the capacity of installation and technical training in the country, the acquisition of MME SARL in 2018 was vital. For Cibes Lift partners in France, the acquisition provides the installation services that enables them to sell more projects.

In 2018, Cibes Lift France became part owner of Aratal Attractive Mobility (AAM), which is the largest distributor of KALEA lifts in France. As part of the objective of further strengthening its market position, Cibes Lift France is an active member of the French Lift Federation, which is consulted by the French government on all regulatory issues regarding lifts and accessibility.

SPAIN & PORTUGAL

SALES HAVE TAKEN OFF IN SPAIN AND PORTUGAL

Spain and Portugal are examples of markets where Cibes sees considerable future potential. Spain has been an important market for many years, and the first low-speed lift was installed in Madrid as early as 1999. Our subsidiary, Cibes Lift Ibérica SL, was established in Madrid in the spring of 2015 to meet the increasing demand for low-speed lifts. The company was formed to provide more active support to partners and sell directly to key customers in both Spain and Portugal. After a

start-up phase in 2016 and 2017 when procedures and sales processes were set up, sales took off in 2018 when the order intake quadrupled compared to the year before.

Significant events in 2018 included the implementation of a large installation project of ten low-speed lifts and the inauguration of a new office and showroom in Madrid.

SPAIN HAS BEEN AN IMPORTANT MARKET FOR MANY YEARS AND THE FIRST LOW-SPEED LIFT WAS INSTALLED IN MADRID AS EARLY AS 1999

Cibes Lift, in direct-selling subsidiaries such as Spain, increases the need for installation and service resources. Cibes Lift Ibérica SL has recruited several installers and continues to expand its technical services so that market development is intensified while customers can rest assured that their lifts will be sold, installed and serviced by highly qualified staff.



AUSTRIA

AN IMPORTANT AND FAST-GROWING MARKET

Cibes Lift Group has been exporting low-speed lifts to Austria since the late 2000s. In the beginning, lift sales focused on the Kalea brand, but after a few years, the Cibes brand was added. Austria is an excellent example of how important close partnerships and strong personal commitment are to the Cibes company group. Robert Gründlinger entered the lift business in the late 2000s and was one of the founders of the company GS-Aufzüge GmbH (GS, Gründlinger & Strasser). Shortly after its creation, GS-Aufzüge became a distributor of Cibes Lift Group and over the next ten years, the company grew to become one of the most influential players on the Austrian low-speed lift market.

In Austria, the private market is a significant and important market segment. Lifts constitute more than sixty per cent of the total sales of GS-Aufzüge for private homes. Over time, the market has expanded with customers from Bavaria in South East Germany. Cibes cabin lifts have increased the demand for low-speed lifts. The cabin lifts are modular and flexible solutions which can be installed without major building alterations.

In 2018, the strong partnership and the positive development of GS-Aufzüge resulted in the acquisition



AUSTRIA IS A GOOD EXAMPLE OF HOW IMPORTANT CLOSE PARTNERSHIPS AND STRONG PERSONAL COMMITMENT ARE TO THE CIBES COMPANY GROUP

of parts of the company, which now goes by the name GSAufzüge Cibes GmbH. The goal of this acquisition was to further expand operations in an important and fast-

growing market. During 2018, a new office, including an exclusive, site built showroom was inaugurated in the centrally located community of Ottnang am Hausruck.

MENA

CIBES LIFT IS THE FIRST MANUFACTURER OF LOW-SPEED LIFTS TO ESTABLISH IN DUBAI

Since 2011, Cibes has built up a network of 15 partners in the Middle East. To strengthen support for these partners and at the same time intensify marketing efforts in the important MENA region (the Middle East and North Africa), our sales company Cibes Lift MENA DWC LLC was established in Dubai in 2016, making Cibes the first manufacturer of low-speed lifts to establish a company in the MENA region. The company successfully continued to expand distribution and sales support to architects and construction companies throughout the Middle East and North Africa and in 2021, Cibes Lift LLC, a company dedicated to direct sales in UAE, was created.

The MENA region is considered to possess a very large market potential, and consequently, it also has high priority in Cibes' global growth strategy. Estimates show that the Middle Eastern market may have potential that

is comparable to China, where an estimated 20,000 low-speed lifts are sold annually. Another important market is Saudi Arabia, which accounts for a large part of all new construction projects in the region. The housing sector has been the focus of Cibes Lift MENA, but other essential segments include offices, banks, schools hospitals, commercial buildings and a rapidly-growing private market. Two Cibes low-speed lifts were installed in 2015 in the Louvre Abu Dhabi Art Museum in the United Arab Emirates, and this project forms a vital reference installation.



THE MENA REGION IS CONSIDERED TO POSSESS A VERY LARGE MARKET POTENTIAL AND HAS HIGH PRIORITY IN THE CIBES GLOBAL GROWTH STRATEGY

CHINA

A NEW REGIONAL HEADQUARTERS TO BETTER SERVICE THE ASIAN MARKET



CIBES LIFT FIRST BEGAN TO EXPORT OUTSIDE OF SCANDINAVIA IN 1997, AND HAS SINCE ESTABLISHED OVER 15 SUBSIDIARIES AND SALES COMPANIES IN EUROPE AND ASIA

Cibes Lift first began to export outside of Scandinavia in 1997 and has since established over 15 subsidiaries and sales companies in Europe and Asia. Within the latter, one stands out from the rest: Cibes Lift China.

Cibes' presence in China started small, with an installation in the Macau Museum in 1995 - a lift that is still in operation today. But it wasn't until 2013 that Cibes truly began exploring the potential of China's market, with the establishment of an entirely foreign-owned entity in Shanghai. Expectations were high, primarily due to the size of the Chinese market where an estimated 20,000 low-speed lifts are installed annually, but Cibes China delivered.

In its first year of operation, sales tripled, and Cibes expanded into both Southern and Eastern China. Within five years, Cibes went from being a new entrant to the

IN ITS FIRST YEAR OF OPERATION,
SALES TRIPLED AND CIBES EXPANDED
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PLANS ARE UNDERWAY TO OPEN
ADDITIONAL SHOWROOMS TO
BETTER SERVICE THE
CHINESE TERRITORY

player in the high-end home lift market. Boasting over 30 showrooms and service centres across 24 provinces and even introducing a second Cibes Lift brand to target more function-oriented customers: Kalea.

Today, Cibes China continues to grow in importance in the region. To reduce lead times, minimise transport and better meet the needs of the local market, the Cibes Lift Group established a factory, complete with its own R&D centre, in Jiaxing in 2020. The factory will also serve as a base to provide support to Cibes' other markets in Asia, a move that upgraded Cibes China's main office in Shanghai from China HQ to Asia Region HQ.

Going forward, Cibes still has substantial growth potential in China. Plans are underway to open additional new showrooms to serve the Chinese territory better, and Cibes is heavily investing in R&D to develop the next generation of home lifts.



TO REDUCE LEAD TIMES, MINIMISE TRANSPORT AND BETTER MEET THE NEEDS OF
THE LOCAL MARKET, THE CIBES LIFT GROUP ESTABLISHED A FACTORY, COMPLETE
WITH ITS OWN R&D CENTRE, IN JIAXING IN 2020.

THAILAND

THAILAND HAS QUICKLY BECOME A MAJOR PLAYER IN THE MARKET



NUMEROUS THAI ELITE AND BUSINESS TYCOONS
PURCHASED THEIR VERY OWN CIBES LIFT

Cibes Lift had been selling through distributors in Thailand since 2011, but in order to guarantee the highest level of service and the best prices, it entered Thailand directly in 2016 with a showroom in Bangkok.

Due to its late entry, Cibes Thailand was very much a challenger to other lift companies that had been around for years. However, the superior quality of its product and service, combined with the talent of its local team, enabled Cibes Thailand to quickly become a major player in the market. In its first year, Thailand's National Artist of the year 2000, as well as numerous Thai elite and business tycoons purchased their very own Cibes lift. In 2017 and 2018, Cibes added prominent real-estate developers such as L.P.N. Baan365 and Baan Sansiri to its portfolio, developing lifts for private villas with values sometimes in excess of \$6 million.

The growth of its customer base and ties with prominent developers and corporations, combined with increasing accessibility legislation will no doubt contribute to the steady expansion of Cibes Thailand in the future. So far, it has sold over 200 lifts and plans to add many more in years to come.

VIETNAM

THE VIETNAMESE MARKET SHOWS HIGH GROWTH POTENTIAL

In 2015, Cibes entered the Vietnamese market with a Representative Office in Hanoi to explore its potential as a market for home lifts. Vietnam's unique architecture consisting of extremely tall and narrow houses, six to seven stories high, seemed a perfect fit. Vietnamese consumers reacted very positively to buying direct-from-factory with no intermediary.

The idea proved to be correct and driven by a talented and highly motivated local team, Cibes quickly upgraded to a 100% foreign-owned limited company in 2016. Thus, a second showroom opened in Ho Chi Minh City to better service the Southern half of the country. Cibes installed over 150 lifts in just two years – including the tallest lift in the group!

From beautiful seaside villas in Halong Bay to Neo-Classical buildings in Hanoi, the Vietnamese market continues to show high growth potential, be it the sale of new lifts or servicing its ever-expanding consumer base.



CIBES IN VIETNAM INSTALLED OVER
150 LIFTS IN JUST TWO YEARS
– INCLUDING THE TALLEST LIFT IN
THE GROUP!

INDONESIA

QUICK EXPANSION WITH A FACTORY-DIRECT BUSINESS MODEL

Cibes Lift Indonesia began operations in 2016, with the launch of a showroom in Jakarta.

Its factory-direct business model focused on maximising value for its clients and led to quick expansion. By 2019 Cibes had close to 200 lifts installed across the country, ranging from private villas, government offices and small businesses such as high-end clinics.

While the majority of lifts were installed on Java island, from Jakarta to Surabaya, this was no easy feat. Indonesia holds over 17,000 islands and is the 7th largest country in the world by total area (land and sea surface) – and yet Cibes has committed to serving the entire country, with installations in Bali, Medan, Makassar and practically every other major city.

Given the strong and fast-growing economy in Indonesia, Cibes' story there is just beginning, and every new installation brings it closer to its goal: having satisfied customers on every island!



GIVEN THE STRONG AND FAST-GROWING ECONOMY IN INDONESIA,
CIBES' STORY THERE IS JUST BEGINNING



CIBES PHILIPPINES HAS INSTALLED
LIFTS IN ALL MAJOR REGIONS
AND ISLANDS

PHILIPPINES

CIBES OPENED IN THE PHILIPPINES IN 2016, WITH A SHOWROOM IN MANILA

The Philippines, a country consisting of about 7,641 islands, was a new type of challenge in terms of both logistics and sales. But our solid direct-from-factory strategy resonated with Filipino consumers, and with the help of our talented team, Cibes Philippines quickly took off.

Today, Cibes Philippines has installed lifts in all major regions and islands, including Davao, Cebu, Bacolod,

Boracay, Bataan, Batangas, Quezon, Pampanga, Bulacan, Aurora Baler and Metro Manila – and its footprint continues to grow. It also introduced Cibes brand Kalea to provide a more affordable option to the market. There are now three showrooms in Manila, with plans underway to expand to new locations in Davao and Cebu.

With a population of over 100 million, and one of the

region's fastest growing economies, the Filipino market has only begun to show its potential. Cibes Philippines will persevere in its mission as the country's leading provider of high-quality home lifts.

NORTH AMERICA

A HUGE MARKET WITH GREAT POTENTIAL FOR GROWTH



A FINANCIALLY STRONG AND DENSELY POPULATED STATE WHERE THERE IS A STRONG DEMAND FOR HOME LIFT PRODUCTS AMONG SENIOR CITIZENS

The Cibes Lift Group had been preparing to expand to the US market for some time, and in 2020 the resources and products were finally in place to introduce the Cibes brand in North America. In 2020, Cibes Lift US Inc., was created to lead the operations in North America. The Cibes Lift headquarters in the US is located in Florida, a financially strong and densely populated state where there is a strong demand for home lift products among senior citizens. A direct sales division was started in Florida and Cibes started building a distribution network to cover more states.

In 2021, Georgia based American Elevator of Atlanta was acquired to broaden the Cibes sales network, increase geographical presence, and strengthen after-sales services throughout the Southeast of the country.

Then, in the spring of 2022, Cibes Lift Group entered an agreement to acquire Bella Elevator LLC, manufacturer of Symmetry Elevating Solutions, to strengthen its overall position in the USA and create new business opportunities through local manufacturing and a distributor and partner network in both USA and Canada.

By combining the offering of Cibes with the products and services of the new North American members of the Cibes family, the Cibes Lift Group is continuously strengthening its position in North America - a huge market with great potential for growth.

07

AN EXAMPLE OF CIBES PRODUCT LINE



SMALL PLATFORM LIFT

300 kg | 0,15 m/s | 13 m/6 stops



STANDARD PLATFORM LIFT

400–500 kg | 0,15 m/s | 13 m/6 stops



LARGE PLATFORM LIFT

1000 kg | 0,15 m/s | 13 m/6 stops



CIBES AIR PLATFORM LIFT

300–500 kg | 0,15 m/s | 13 m/6 stops



KALEA KOSMOS PLATFORM LIFT

300–500 kg | 0,15 m/s | 13 m/6 stops



CABIN LIFT WITH SHAFT

300–630 kg | 0,15 m/s | 15 m/6 stops



CABIN LIFT WITHOUT SHAFT

300–630 kg | 0,15 m/s | 15 m/6 stops



OPEN LOW RISE LIFT (B385)

385 kg | 0,06 m/s | 3 m/2 stops

An important role in EPSA

In 1999, Cibes was one of the initiators of the European Platform and Stairlift Association, EPSA. When EPSA was founded, the European market for low-speed lifts had expanded, and there were just over twenty manufacturing companies around Europe. EPSA was created to unify EU standards with the legislation in different countries. The end of the 1990s saw a growing need for accessibility solutions throughout Europe. Significant differences in national legislation and regulations slowed down development, and one of EPSA's primary goals since its formation has been to work for legal conformity. Other objectives include supporting government authorities with information and contributing to the development of new standards. The work of EPSA has been of great importance to the positive development of low-speed lifts, and the creation of a more accessible and inclusive society. Today, Cibes is an active member of the Board and Technical Committee of EPSA.

08 GROWING WORLDWIDE



STRONG OWNERS BEHIND CIBES EXPANSIVE GROWTH

In 2003, Cibes was acquired by the Swedish investment company R12. With its financial strength, long-term perspective and committed ownership, this company played a significant role in Cibes' rapid growth between 2003–2017. During this period, Cibes grew from a smaller-scale product-oriented company to a global lift company with a position as Europe's foremost producer of low-speed lifts for private and public environments. In 2003, Cibes' sales amounted to approximately 100 million SEK and the company employed around 40 people. When R12 sold Cibes Lift to the investment company Nalka in 2017, sales had reached almost 800 million SEK, and the company had more than 350 employees. Nalka acquired Cibes to support its continued international expansion and focus on product development and customer-related solutions. During Nalka's first two years as an owner, sales increased to just over 1,0 billion SEK, and by the end of 2018, the Group had almost 600 employees and in 2021, the Group had approximately 1200 employees and a revenue of 1,9 billion SEK.

New factory vital to rapid expansion

We develop unique lift solutions for **THE EXPANDING WORLD MARKET**

A review of the technological development of Cibes, Kalea and NTD low-speed lifts of the past 70 years reveals a process of constant innovation. Over many decades, there have been numerous high-tech and developmental leaps. From the first robust lift designs to today's customised, energy-efficient, quiet and aesthetically pleasing lift solutions that embellish rooms, environments and buildings where they are installed. As a corporate group, Cibes is on a continuous journey of growth and keeps expanding to new countries. This path will continue. The Group is developing at a rapid pace and will also continue to develop unique lift solutions for a growing world market.

Solid Swedish engineering combined with a passion for innovation has been the driving force of the company ever since its foundation and today, Cibes has R&D centres in both Gävle, Sweden, and Jiaxing, China. Development ideas are obtained from customers, partners and Group employees around the world. In the 1950s, the focus was to develop low-speed lifts that complied with the demands for accessibility solutions of that time. Offering the best low-speed lifts on the market by listening to our customers is our main focus today. A slightly revised approach is key to our future development.

Low-speed lifts are not just accessibility solutions; they offer the comfort that brings people together. They are elegant and inspiring architectural features that will embellish any home, commercial building or public space. The possibilities to customise colour, lift design and materials have never been greater. A flexible design, combined with the innovative solutions that our R&D teams are currently working on hold great promise. While we might not know yet what the future generations of low-speed lifts by Cibes will look like, we can assure there will always be innovation at Cibes Lift. Innovation is the heart and soul of our company and the foundation of our future.



In 2012, Cibes opened a new, state-of-the-art factory in Gävle. Originally telecom company Ericsson's plant the building was remodelled, modernised and adapted for efficient lift production. With a production surface of 10 000 m², Cibes has been able to gather all the manufacturing and development resources in Sweden under one roof. Previously, the company ran three different production facilities in Sweden. The factory has been crucial to secure the rapid expansion of the company group. Thanks to the highly efficient production lines and logistics, the factory has the capacity to cope with large volume increases. The Gävle factory is also where the headquarters of the Cibes Lift Group are located.



EXAMPLES OF PRODUCTS & FEATURES



It has never been easier to design inspiring and elegant lift solutions

INSPIRING & ELEGANT

With a choice of more than 250 colours, glass lift shafts, stylish aluminium doors, touchscreen call buttons, a lift designer app and a lift configurator enable you to visualise lifts in different settings. It has never been easier to design inspiring and elegant lift solutions.

QUIET & ENERGY-EFFICIENT

Cibes EcoSilent is a revolutionary quiet and energy-efficient screw-driven system for low-speed lifts. EcoSilent has been developed for today's demands of quiet spaces. At a distance of two metres, an EcoSilent lift is as quiet as a modern fridge. Energy consumption is about 45% lower than lifts with conventional screw technology.



At a distance of two metres, an EcoSilent lift is as quiet as a modern fridge



Cibes CiCon control system eliminates the need for complicated programming

INTELLIGENT

The Cibes CiCon control system is unique. This system eliminates the need for complicated programming, reduces installation time and provides access to intelligent functions such as lighting control.

READY-MADE CONCEPT

Cibes has developed a unique, ready-made lift concept that makes it easy to integrate lift solutions with any home or building. These solutions are discreet, elegant and cost-effective.



The modular lift concept is discreet, elegant and cost-effective



Cibės Lift Group

BRINGING PEOPLE TOGETHER

We want our lifts to build bridges across levels and generations.
We are in the business of bringing people together. That is
our company vision, and that is what we are all about.

www.cibesliftgroup.com

