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BUILDING  
TOGETHER SINCE  
1993



**alutermgroup**

# alutermgroup

Aluterm Group is the Romanian company providing solutions conceived for the construction market, through 3 divisions: Siatec – solutions for the automation of access routes; Makroplast - polycarbonate, smoke hatches, clerestories; Parkomatic – automatic parking lots. The company has its headquarters located in Cluj-Napoca city and a national network of work points: Bucharest, Timișoara, Bacău.

Our goal is to actively participate to building spaces for life. Since 1993, we provide trustworthy products, necessary for their development.



Automatic entrance specialists. Complete solutions for the automation of access routes. Automation systems for doors, windows and gates.



Polycarbonate based solutions. Polycarbonate, smoke hatches, accessories and over 20 years of experience held by the Aluterm engineers.



Siatec subdivision providing automation systems for access routes specific for the medical field; windows and doors conceived for "clean environments".



Complete solutions for the building, maintenance and management of automatic parking systems.



Our path has commenced in 1993, when we decided to change the construction field in Romania.

## BUILDING TOGETHER SINCE 1993

Looking back now, after over 20 years, we are proud to notice that we have succeeded, through the energy invested in over 2000 projects, in which we were involved. We believe in the spaces for life concept and we apply it in every one of the projects to which we participate.

Through the cohesion of the personnel, assuming and promoting of a set of authentic values, we have become a landmark in the automation industry for gates, doors and windows, in the design and construction of automatic parking lots and on the polycarbonate product market.

## The history of Aluterm Group

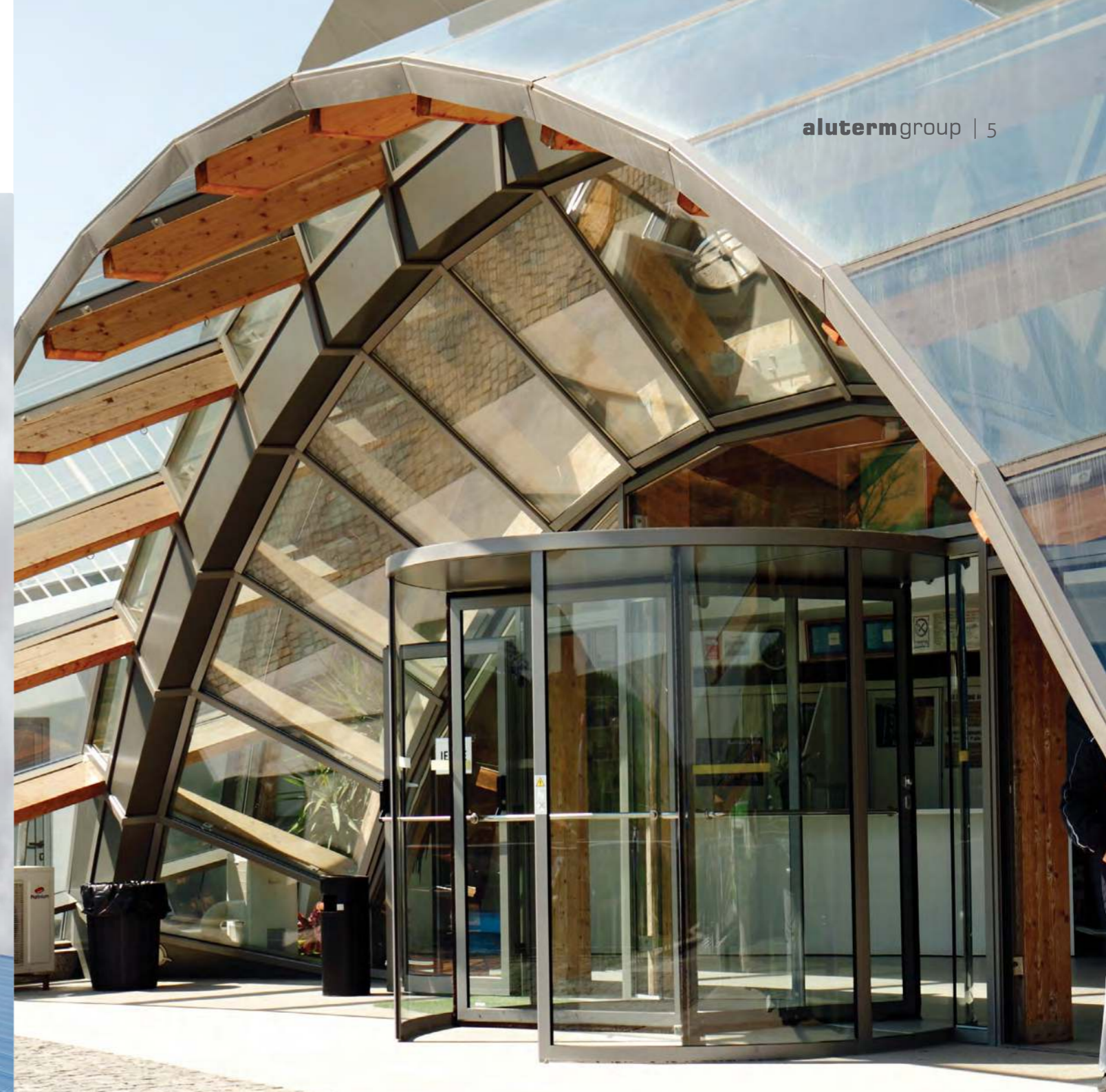
The history of Aluterm begins in 1993, when the market for construction materials has undergone a change:

Aluterm is one of the first companies to import polycarbonate panels in Romania. During the following period, a collaboration is established with Italian and Swiss suppliers, with whom Aluterm still works today.

On an expanding market, in the context of the technical development process amplification, the company has undergone a continuous rise.

In 2005, Aluterm's identity changes, as the main sales directions become independent divisions, with their own specialists: Siatec – automatic entrance specialists, Makroplast – polycarbonate, smoke hatches, clerestories, and in 2009, Aluterm Group undertakes the creation of a complex solution targeting the market for automatic parking lots, so that the entire implementation process for an intelligent parking system is taken over by the Parkomatic division – automatic parking systems.

Photo: Ovidiu Micșa



## Vision

We regard with confidence the role held by constructions in the strategic development of Romania, we actively participate to this process and are confident that in not such a distant future, all buildings shall become spaces for life, in Romania too.

## The mission

is "spaces for life", so our mission is to provide the trustworthy products necessary for their development. Our purpose is to create a relationship based on trust and safety, with the partners on the construction market so that together we can provide the final consumer with perfect living spaces. We believe in the durable development and we responsibly undertake the role of nature's protection, through each activity performed as supplier of specific products for the construction field.

## Aluterm Group's values

**1 Trust**  
We believe in relationships which are not time dependant, based on trust. Our partners, customers, employees receive and share their trust, because this is the only way we can build a better future.

**2 Cohesion**  
Our acts are behind our name and story, which show the passion, technical expertise and devotion of our team. We cherish the talent and potential of our employees and try to develop them, so that we can grow together.

**3 Durable development**  
We operate in a manner which protects the environment, the health and safety of our employees and communities where we operate. We wish to build a better future and this is why we carefully measure the impact that our activity has on the environment and permanently target a positive effect.

**4 Involvement**  
Our activity was born out of passion, which is also the element helping us to build more for each final customer. Each day, for each project, through every sold product, we share our passion and get involved responsibly.



## Aluterm Group organizational culture

We are characterized by a positive attitude, which helps us overcome obstacles, increase our potential and communicate, in order to find optimal solutions.

The values representing the foundation of our company and those unifying and strengthening the team are: trust, responsibility, passion, cohesion and respect for the environment.

We have built an organizational culture through which we stimulate the creativity and responsibility of our employees. Thus, we remain trustworthy and capable of finding solutions in the relationship with our partners.

In the context of the existence of a national network and offices in Cluj, Bucharest, Timișoara and Bacău, communication becomes the element amplifying connections and insuring performance.

We believe in the determining role held by our employees in the success story of Aluterm and assign it a maximum importance.



We believe in people and the cohesion between them. The Aluterm team holds the credit for the 20 years of successful activity.

## Aluterm Group numbers 1993-2015

For 2015, we count on a growth in the construction sector, supported by foreign investments and the increase in the absorption of European funds. We have an acceleration of investments in Bucharest and outside of it and we continue to count on the continuity of this phenomenon in the large cities: Cluj-Napoca, Braşov, Iaşi, Constanţa, Timişoara etc.



4570 gate automations  
1230 automatic barriers  
2800 automatic doors  
450 quick doors

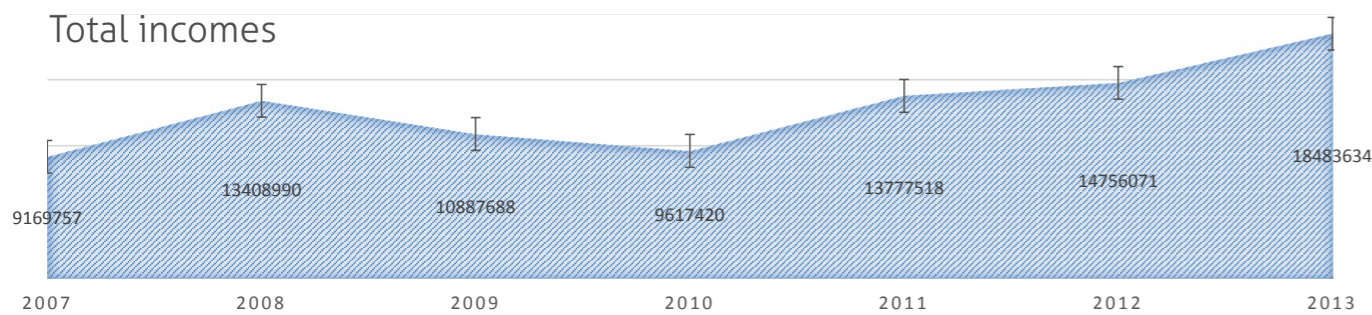


1 250 000 square meters of supplied polycarbonate since 1993 until now. This area is the equivalent of that of 200 football fields.

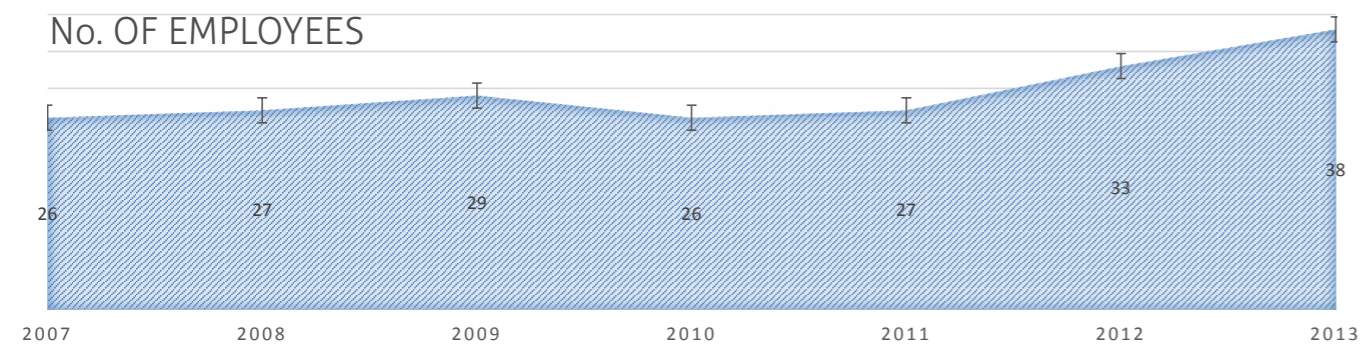


During the 6 years of existence on the market, we have developed a portfolio of over 30 projects, gathering investments of over 2,5 million Euros. We have built, together with our European partners, special solutions targeting the Romanian market.

TOTAL INCOMES IN LEI



No. OF EMPLOYEES



## Aluterm Group projects

- **Logistic centers**

TNT, Fan Courier, etc.

- **Production spaces/Storage areas/Halls**

Saint-Gobain, Industrial Halls Faur, Agrosel, Industrial Park ICCO La Lorraine, Ford (Craiova) etc.

- **Storage networks/large stores**

Arabesque, Carrefour, Lidl, Mr. Bricolage, Bricostore, Billa, Mobexpert, Mega Image, Baumax, Auchan, Cora, Elvila, Printmasters Eaton, Bosch Blaj etc.

- **Automotive**

Mazda, Renault, Toyota, Peugeot, Seat, Audi, Subaru, Citroen, Daimler-Crysler, Porsche Timișoara etc.

- **Hospitals**

Băneasa Hospital - Regina Maria maternity ward, The Emergency Hospital Craiova, The Clinical Hospital Fundeni, The Clinical Hospital Colentina, The Colțea Hospital, Unirea Medical Center, The Municipal Hospital Bucharest, Euromedica, The County Hospital Suceava, The County Hospital Bistrița, The Polissano Hospital Sibiu etc.

- **Hotels**

Novotel, Bulevard, Ramada, Yaki, Regal, Golden Tulip, Malibu, Claremont, Rozmarin, Plaza Târgu Mureș, Germisara Geoagiu Băi etc.

- **Trains stations/harbors/airports**

Traveler harbor Constanța, CFR Galați train stations, The International Airport Târgu-Mureș, The International Airport Iași, The International Airport Cluj-Napoca, Craiova Airport, Oradea Airport etc.

- **Office buildings**

Rams Business Park (București), Olimpia Business Center (Cluj-Napoca), Romtelecom (Sibiu), Sigma Center (Cluj-Napoca), Edwards (București), Nusco Tower București, Up Ground București, Palas Iași, The Office (Cluj-Napoca), INCUBOXX (Timișoara).

- **Trade centers**

Mall Băneasa, Iulius Mall (Cluj-Napoca și Iași), Iris Mall, Mall Vitan, Plaza România, City Mall, Mall Alba Iulia, Shopping Center Suceava, Central Shopping Center Cluj, Unirea Shopping Center Braşov, Gold Plaza Baia Mare etc.

- **Petrol stations**

Lukoil, PETROM, MOL, Socar etc.

- **Banks**

Alpha Bank, BRD, ASIBAN, BCR, CEC Bank etc.

- **TV stations**

TVR, Realitatea etc.



## Sectors of our activity

### Market forecasts

The institutions specialized on market research estimate a 40% growth in the global market for door automation by 2017. For Romania, we approximate a slower growth, of up to 30%, by 2017.

### Aluterm Group forecasts

We foresee an increase on the market for polycarbonate, through the perspective of the division in the applicability areas for this material. Also, we consider that the market for automatic parking lots has a higher potential, considering that, in the urban areas the issue of parking spaces is yet to be solved.

### Automation market for access routes

Our activity in this field began in 1993. We were among the first to provide automation solutions for access routes. Our company has grown with this market. We have generated and influenced each development phase. Today, after over 20 years from its establishment, it has reached an estimated size of 5 million Euros. The access route automation market has had an accelerated expansion since the year 2000. The causes are the expansion of the construction sector and the diversification of the automation solutions. Currently, the main products provided on this market are: automations for doors, gates, industrial doors, fireproof doors, automatic barriers, garage doors, window automations, shutters and related accessories. The numbers characterizing our activity on this market best express our position as leader and initiator.



### The polycarbonate market

Polycarbonate panels have a wide application range, in the civil, residential, industrial, agricultural, advertising sector. Since 1993, polycarbonate panels reach Romania through us. Their manufacturing in Western Europe certifies quality and safety standards. The polycarbonate panels are characterized by: good light transfer, high resistance to impact, very good thermal insulation, convenient price. The multiple options for polycarbonate systems, provided by Makroplast allow their use according to any needs or conditions imposed by the contractor. The Romanian market for polycarbonate has undergone an accelerated growth. If, in 1998, the market was still a low size one, in 2014, it has expanded 6 times. We are among the initiators of this market in Romania. Throughout the over two decades of activity, we have provided optimal solutions for our customers.

### The medical sector Access route automations

Along with the development of standard solutions for access route automation, we have initiated a special project which is dedicated exclusively to the medical sector. We think that a different approach is required for the applications which are specific for this sector.

The products targeting the medical environment incorporate state of the art technologies, the most ingenious solutions and the longer design and testing period. Furthermore, in order to comply with the valid standards, to provide safety and comfort, experts in the field are necessary. This is why Aluterm Group has developed the Tormed division, dedicated to the medical sector.



### Automatic parking market

This market is in a growth process, due to the field's complexity and the contractors' and investors' reluctance regarding the idea of "intelligent parking lot". In the western countries, automatic parking lots have turned out to be the optimal solution for solving the parking space issue. We have begun our activity in this sector in 2007. During our 5 years of activity, we have built large projects, which have proven that automatic parking lots can also work in Romania and, most of all they can bring benefits. We believe in this market's potential and undertake our role as the company with the highest level of flexibility on the national market. The complete solutions include design, execution, after market services (maintenance, training, support and emergency service) along with the capacity to execute projects of any size. These are the elements supporting our position as the most flexible and dynamic supplier on this market.

## SIATEC - The specialists in automatic entrances

SIATEC is the Aluterm Group division specialized in access route automation solutions: automation systems for doors, windows and gates.



Automatic revolving doors  
The Office - Cluj-Napoca



Manual revolving doors  
Turda Salt Mine



Automatic sliding doors, easily connected  
to the BMS network  
(Building Management System)  
Gold Plaza Baia Mare



Sealed doors  
Băneasa Hospital, Bucharest  
Private Network Regina Maria



Automatic barriers with  
booms up to 8m  
Automatic parking Piața 700, Timișoara



Automatic triggering systems for clerestories  
Notary Public Chamber - Bucharest



### SIATEC products

- Automatic pedestrian doors (sliding, curved or straight, pivoting, revolving, tourniquet)
- Automatic gates (sliding, folding, folding with buried engine)
- Quick doors (baling, rolling, flexible folding doors or industrial curtains)
- Automatic barriers
- Special doors for the sanitary sector (sealed, with X-ray protection, automatic or manual)
- Industrial and residential divided doors (with or without glazing)
- Fireproof doors (with one or two leaves, sliding or folding, with 30, 60, 90 and 120 minute resistance)
- Fireproof curtains
- Fittings for doors and gates
- Automations for windows, clerestories and shutters
- Automatic parking systems
- Anchor systems (loading ramps, thermal arresters, sectional doors)

### What SIATEC stands out through

We are different, through people, mission and interaction with partners, customers and suppliers:

Performance – our goal is to become the landmark on the market for access route automation.

Engineers - since 1993, we bring on the Romanian market state of the art products and new technologies. The Aluterm engineers support this endeavor, turning it into a considerable benefit for our customers.

Expertise – during the over 20 years of activity, we have provided solutions for over 2000 projects. Besides from the expertise, we also have a portfolio of works certifying the high standards used.

Cooperation – we are the company with the most partners on the access route automation market, because we have proven professionalism and the capacity to provide solutions.

Optimization – the wide range of products and the experience of our engineers help us find the optimal solution every time, even in the case of budget related or technical restrictions.

# MAKROPLAST

Makroplast is the Aluterm Group division providing products and complete services, targeting the market for polycarbonate panels, smoke hatches and sunblinds.



12 mm compact polycarbonate

Passageway Basarab,  
Bucharest



25 mm bicoloured athermal polycarbonate

Professional Football League,  
Bucharest



Smoke evacuation hatches

Ford Automotive Plant,  
Craiova



Athermal polycarbonate sunblind

International Aeroport,  
Cluj-Napoca

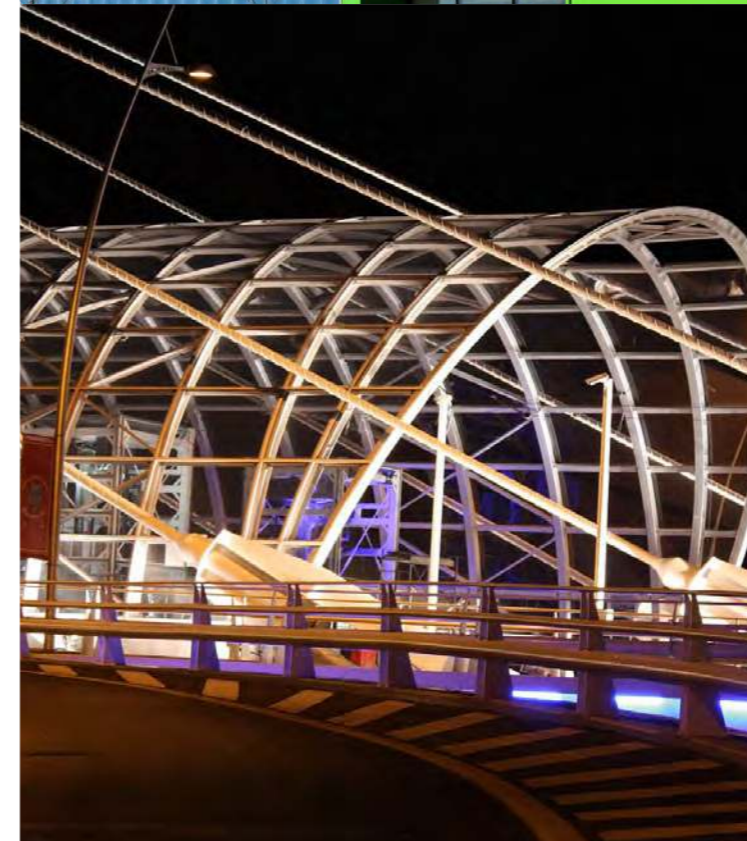


Modular polycarbonate system

INCUBOXX, Business Incubator, faade made of  
modular polycarbonate panels,  
Timioara



Photo: Ovidiu Micsa



## About MAKROPLAST

Makroplast is the Aluterm Group division providing products and complete services on the market of polycarbonate panels. Makroplast stands out through the experience accumulated by the engineers during the over 20 years of activity and the capacity to provide solutions for the most difficult projects. The portfolio, reliability and aesthetic qualities of the products, along with the teams' competence, are guarantees supporting the leading position on the polycarbonate market.

### Specialized trainings

We constantly invest in professional development programs for partner companies and own employees, seeking the continuous perfecting of the teams, through technical and commercial trainings, locally or abroad.

### Distribution network

Aluterm holds 4 regional storage halls located in Cluj-Napoca, Bucharest, Timioara and Bacău. Furthermore, we have a vast distribution network throughout the country. Thus, through us and our partners, we have the capacity to respond promptly and with professionalism to the needs of our customers.

### Consultancy

Our teams assist customers from the early phases of the project – Makroplast's engineers are involved since the early stages, facilitating the decision making process, regarding cost and work time efficiency and technical solutions.

## MAKROPLAST products

- Cellular polycarbonate panels and accessories
- Compact polycarbonate panels
- Modular polycarbonate systems
- Folded polycarbonate panels
- Smoke evacuation and ventilation hatches
- Fitted clerestory
- Entrance sunblinds with our without lateral protection panels



# PARKOMATIC - Parking systems

Parkomatic is the Aluterm Group division providing complete solutions targeting the automatic parking market.

Parkomatic covers all the needs related to any parking project, supporting the investor from the early stages, until commissioning and maintenance. Thus, all the project phases are covered: defining the necessities and designing the solution, installing and testing of the system, its launching and maintenance.



Automatic parking lot  
Piața 700,  
Timișoara



Automatic parking lot  
Piața Unirii,  
Cluj-Napoca



Automatic parking lot  
Piața Mihai Viteazu  
Cluj-Napoca



Automatic parking lot  
Băișoara,  
Cluj-Napoca



## Technical consultancy

For us, each project is unique, and thus we assign a maximum attention to the analysis phase, in order to be able to customize the provided solutions. We insure an optimal design of the system, according to the requester's requirements and the analysis performed by our specialists. Thus, according to the estimated flow and the project, we shall provide the software system, equipment and their customization at the highest standards.

We assign a particular attention to the design phase and, for each project, we manage to provide the best price, correlated with the requester's expectations.

Parkomatic supplies a wide range of products integrated in your automated parking system, successfully complying with your needs and endowment or accessorizing standards: recognition of license plates, guidance system inside the parking lot, video monitoring. We have listed here a small part of the facilities that can be provided by our systems, for more details, please contact our specialists.

## After installation services

Parkomatic also provides complete after installation services. We are also the trustworthy partner in the insurance of the optimal use conditions of the supplied automatic parking solutions. Thus, we go beyond the mere equipment maintenance and we insure, through agreement or upon request, trainings for our customers and 24/7 emergency assistance. The technical teams have a solid experience and can provide technical support in any location, at a national level. This way, the investment made increases as value, through the availability of the most complex and fastest after market services.

The location management system from which you benefit by choosing the Parkomatic solution is the instrument that brings a series of advantages: user access based on monthly subscription or single access ticket, manual cash desk or automatic cash desk payment, cash or via credit card, plus various user retaining methods or the separate management of parking areas assigned to certain user types. The location's management system shall be configured according to the project and the standards requested by the customer.

The component of the intelligent parking system is: access and exit terminals doubled by automatic barriers, automatic and/or manual cash desk for payment, computer/server, peripherals and dedicated software, along with all the desired optional accessories.

The projects executed so far have shown the high professionalism of our team and the capacity to respond to any type of needs, to design and build small or very large projects.





Building together since  
1993!

**alutermgroup**



ISO 9001:2008  
ISO 14001:2004  
OHSAS 18001:2007

DEKRA Certification  
**DEKRA**  
certificat de

SISTEM DE MANAGEMENT AL CALITĂȚII  
ISO 9001:2008

SISTEM DE MANAGEMENT AL MEDIULUI  
ISO 14001:2004

SISTEM DE MANAGEMENT AL SĂNĂȚII  
ȘI SECURITĂȚII OCUPAȚIONALE  
BS OHSAS 18001:2007

Participare voluntară, cu supraveghere  
periodică

Certifications

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