

## Message from somfy®

Dear Customers,

We are very pleased to share with you the 2nd issue of our newsletter. New people join us to better serve you, setting clear direction with our channels to continuously promote motorization in the market. Developing our presence comes also with new offers, our Wirefree range evolving, and giving you some insights about innovative end-products being introduced. We're delighted to share about our better online support, with videos in different languages available on our YouTube Channel. Supply chain is still a key topic, with disturbances on global freight and tension on raw material supply, we thank you to stand with us, rest assured we're working hard to minimize the impacts, and find solutions to support your most urgent requirements. Rest assured that understanding and anticipating your needs is the key for us to deliver and continuously serve you. Thank you again for your support and enjoy the reading!

### Issue of Nov 2021

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## MEET OUR NEW CHANNEL MANAGERS!



**Johnny Wong** is now in charge of the Industrial Channel in South East Asia, Hong Kong and Taiwan region. He has more than 20 years of experience in controls and electrical products in building industry: Mindstec Asia, a specialist in audio-visual equipment distribution, and in Enlogic Systems in power management solutions. Johnny has joined forces with us in August with an ambition to provide to you with top-of-the-line sales and service.

**Kevin Verachingchai's** focus is in the Installer Channel for the same region, which has high potential in this fast-growing market with tremendous opportunities linked to new building and renovation. Our plan is to increase motorization rate align with our ambition strategy, Kevin brings a wealth of retail and end-user experience, having worked in Sales and Distribution Development in his past 13 years in retail channel such as Nestle, BlueScope and C.P. Group.

We know you will be delighted with more ideas and collaborations Johnny and Kevin will bring to your business!



# The world premiere of sun breaker installation with **Perovskite Solar Modules**



In Lublin, Poland, on August this year, Saule Technologies, Somfy and Aliplast launched the first installation of photovoltaic blinds - sun breakers with perovskite solar cells. This commercial implementation of Saule perovskite solar cell technology proves the world that it is intensively heading towards innovative and environment-friendly solutions.

Today this innovative product is implemented on the Aliplast factory facade in Lublin. The profiles with solar modules placed on the aluminum structure supplied by Aliplast are equipped with a system of building controls and motors, developed by Somfy.

Thanks to the Animeo automation system from Somfy, the profiles with perovskite modules cooperate with the weather station installed on the roofs. Using live weather data and sun-tracking, they automatically change their alignment with the movement of the sun. This solution ensures the facility's energy efficiency and guarantees thermal comfort and protection against too harsh light for the building users - regardless of the season. Everything is done automatically, in response to changing weather conditions, without involving the users' time and attention. Not only it has made life easier, it is for the benefit of the environment.

**“Buildings in Poland are responsible for around 38 percent of greenhouse gas emissions. The energy rating of most of them leaves much room for improvement. The photovoltaic sun breaker solution with Somfy automation is the next step towards sustainable construction, which is essential in the face of more and more perceptible climate changes”**

said Radosław Borkowski, Managing Director of Somfy Polska.

- SAULE Technologies : Success Story
- SAULE Technologies : The broadcast of the event

The blinds - sun breakers not only protect the building from overheating or cooling down, it can significantly reduce the cost of air conditioning and heating. At the same time, they produce clean energy from solar illumination.

These blinds are a breakthrough solution which open a new market possibility with enormous growth potential: building facades, where traditional silicon cells, heavy and ineffective in suboptimal lighting, do not compete. This solution is the first commercial product of this type in the world.



# New Product launch

## Altus 28 WireFree RTS Li-ion II

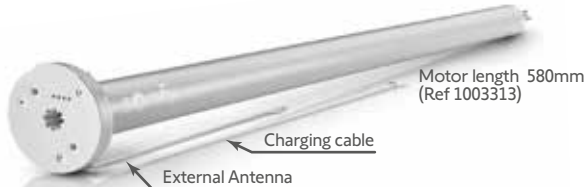
Introducing Somfy's latest innovation to the WireFree range. Our Altus 28 WireFree Li-ion RTS (internal battery) motor has received some key enhancements; streamlining design, improving battery performance and compatibilities.

### Existing

1003313	ALTUS 28 WF RTS Li-Ion	(Internal Battery)
1003315	ALTUS 28 WF RTS	(External Battery)
1003317	ALTUS BASIC 28 WF RTS Li-Ion	(Internal Battery)



Prog Button with LED  
Head Ø 49mm  
Thickness 7mm  
Star hole 10mm



Motor length 580mm  
(Ref 1003313)

Charging cable

External Antenna

# NEW

1241151	ALTUS 28 WF RTS Li-Ion II	(Internal Battery)
1241163	ALTUS 28 WF RTS II	(External Battery)
1241445	ALTUS BASIC 28 WF RTS Li-Ion II	(Internal Battery)



Recessed Prog Button & LED in transparency

Head Ø 47mm  
Thickness 9mm  
Star hole 10mm

Charging Connector on motor head, better aesthetic and easy charging



Motor length 543mm  
(Ref 1241151)

External Antenna

Compatible with Somfy solar panel charging

# Altus 28 WireFree RTS Li-ion II

## Improved Motor Head Design

- Reduced motor length (-37mm) allows the motor to be used in narrower applications
- Charging cable removed, charging connector now directly on the motor head
- Recessed program button + LED feedback
- Motor head diameter decreased (-5mm) - no impact on installation
- Base crown no longer included, directly put your crown for simplify installation and reducing waste

## Improved Battery Performance

- Recessed program button prevents inadvertent action therefore saving battery
- Battery level feedback - LED light flashes red when battery is low and requires a recharge

## Improved Compatibility

- Motor now compatible with Li-ion WireFree Charger (V2) and WireFree Li-ion Solar Panel Kit (Ref 9025293)

Altus 28 WF RTS Li-Ion II has replaced the previous version Altus 28 WF RTS Li-Ion. Any orders for V1 will automatically be replaced with V2.



# Product Discontinuation

Reference	Descriptions
9013708	Thermosunis Indoor RTS
1811431	Situo 1 RTS Rose Gold
1811432	Situo 1 RTS Gold
1811433	Situo 2 RTS Rose Gold
1811434	Situo 2 RTS Gold
1811435	Situo 5 RTS Rose Gold
1811436	Situo 5 RTS Gold
1810096	Centralis Indoor RTS
1810321	
1810137	
1810270	Centralis Indoor RTS VB
1810110	
1810750	Dry contact receiver
1810217	Centralis UNO RTS
1810219	Centralis UNO RTS VB

Reference	Descriptions	Image
9013707	Sunis Indoor RTS Wirefree	
1800459	Situo 1 RTS Pure	
1800460	Situo 1 RTS Silver	
1811418	Situo 2 RTS Pure	
1811419	Situo 2 RTS Silver	
1811420	Situo 5 RTS Pure	
1811421	Situo 5 RTS Silver	
1811244	Shutter In-Wall Receiver RTS	
1810802	Mod/Var Slim Receiver Plug	
1810806	Mod/Var Slim Receiver Cable	
	No Replacement	
	No Replacement	
	No Replacement	



# Case study



## The Londoner Macao

A British-themed integrated resort - The Londoner Hotel made its opening in Q1, 2021. Each suite brings across the modern comforts with every small details to have carefully thought through, from towel warmers to curtain control to provide an intuitive and truly luxurious guest experience.

A total of 2000 sets of Somfy curtain motors and tracks are installed in the suite, all connected through automation system which allows guest to control via the in-room iPad. The curtains are set up to automatically open upon guests arrival in order to give the room a grand and welcoming touch.

Other benefits project owner consider are:  
preserve fabric lifetime, reduce maintenance time and cost.

Project location: Macao  
Customer: Hung Tak Drapery Hardware  
Somfy Product: Movelite 35 DCTx 1700 pcs,  
Glydea Ultra 60e DCT x 300 pcs  
Installation date : 2021



## The Forestias

High end residential, The Forestias by MQDC, is the world's first community where it combines nature, wildlife and people living harmoniously together in a high-quality environment.

Somfy emphasized the benefit of using motorized curtain will improve residents' sense of well-being which entirely complements The Forestias' project concept. With the hard work of Ultra Screen and its strong reputation in the industry, we finally got awarded the project.

The architecture team has agreed that Somfy smart curtain solution does not only come with a simple design, but also easy and convenient functionality, these elements completely coincides with the project principle. They are also impressed by the 5-year warranty which is rarely found in the Thai market. It makes Somfy a trustworthy company to work with.

Project location: Thailand  
Customer: Ultra Screen System Co., Ltd  
Somfy Product: Altus 50 RTS, LT 50, Glydea Ultra RTS,  
Total 800 units  
Installation date : Q1 2022



# Trade News

## Customers Showroom

Sumber Prima is one of the biggest wholesale player in the shading system industry in Indonesia. In their newly opened office, they installed Somfy's motorised solution in all their windows in addition to a dedicated area displaying Somfy motors and control solutions.



Location: Jakarta, Indonesia  
Customer: Sumber Prima

## Digital Corner

Have you subscribed to our YouTube channel? 📌



Don't miss our training videos which are made in 4 languages: English, Chinese, Thai and Bahasa Indonesia.

Feel free to give us your suggestion in the video comment!

