



Ventilation and air handling:

F2A takes over start-up Enerbee

Dagneux (01), 3 February 2022 – French ventilation and air handling product manufacturer F2A has announced the 100% acquisition of the assets of Grenoble start-up Enerbee.

Following the takeover, the company has unveiled new ambitions: To develop for building ventilation systems an autonomous smart airflow regulation system that can guarantee Indoor Air Quality (IAQ) and to innovate in the ventilation market through connected objects.

In 2019, with the aim of accelerating its R&D to develop variable air volume dampers that address public health challenges and to build a strong presence in the smart buildings market, F2A signed a development contract with start-up Enerbee. F2A already offered a full range of VAV (variable air volume) dampers and wanted to introduce innovations that would benefit users.

The patented energy harvesting system invented by Enerbee made it possible by 2021 to develop and launch the e-VAV, an autonomous variable air volume (VAV) damper range with an integrated air quality sensor and wireless connection to its environment (LoRaWan protocol), a first in France. Spurred by this initial success, which was confirmed by the deployment of products in an export project, and wishing to take these developments even further, F2A has announced the acquisition of 100% of Enerbee's assets.

Becoming a skills and innovation centre for connected ventilation and Indoor Air Quality improvement

The complete operation, in particular with the establishment of a major R&D programme, is worth a total of more than 1 million euros. The investment plan will be rolled out over a two-year period. It will enable a range of products to be offered that covers all the airflow rates required to manage air quality in buildings. In addition, the interconnection with Building Management Systems will also be facilitated by the integration of several communication protocols.

The start-up's entire workforce is being retained and Enerbee will remain in Grenoble. The new R&D team, consisting of Enerbee's staff as well as employees from F2A, aims at becoming a centre of excellence, in a genuine change of scale for the Ain-based manufacturer. The Research & Development budget will be substantially increased to more than 5% of F2A's turnover. This massive commitment should enable F2A to position itself as a leader in smart connected airflow regulation.

A technology showcase to win new markets in France and Europe

The ventilation market is currently experiencing a revolution on two fronts: smart buildings, for which it is becoming vital to offer agile, connected solutions; and a realisation of the importance of Indoor Air Quality and therefore of ventilation.

Convinced of these major evolutions, F2A is deploying through the acquisition of Enerbee a more ambitious commercial development strategy than ever before for the benefit of this new generation of variable air volume systems. The product development programme will enable the company to set its sights on a number of markets: office buildings, schools and public buildings, healthcare establishments, and communal and private housing. Because of its unique historic position in the ventilation market, F2A plans to market its products to professionals and its historic partners. It has set a target to sell at least 10,000 e-VAV units per year by 2025.

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This new dynamism will also enable F2A to strengthen its presence and its export offer by targeting particularly Northern Europe and countries that are demanding in terms of quality.

*“Indoor air quality has been the poor relation in the construction sector for a long time” acknowledges **Julien Musset, Marketing Director of F2A.** “The new regulatory requirements and the related trends, as well as the current pandemic situation, mean that the construction sector will have to revolutionise its approach to IAQ. Because of this, connected airflow regulation systems that can provide data and contribute to precise control of air quality in buildings are becoming invaluable”.*

*“The acquisition of Enerbee is the latest step in a long-term partnership” adds **Jean-Philippe Margrita, CEO of F2A.** “As much as the technology, it is the know-how and expertise that we are adopting. A patent without the person behind it is pointless, and that is why we are delighted to welcome the Enerbee team and we truly believe that we are going to do great things together.”*

About F2A

For nearly 30 years, F2A has designed and manufactured high quality aeraulic and acoustic solutions for ventilation and air handling professionals. F2A's product offer, structured around four product lines (dampers and backdraught dampers, splitters and silencers, connection sleeves, and textile ducts), enables it to offer complete solutions that contribute to the acoustic comfort of buildings and the correct operation of ventilation systems.

F2A focuses on commercial markets and also specific highly demanding markets in which it has acknowledged expertise: Nuclear, Marine, Industry, Oil & Gas, Tunnels and Metros.

A French manufacturer with an international standing, F2A puts quality and innovation at the heart of its concerns in order to meet current and future needs.

F2A has 200 employees worldwide. Its turnover in 2021 was 25 million euros. For more information visit:

<https://www.F2A.fr/>

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