DISTECH CONTROLS™

2025 COMPANY OF THE YEAR

Driving impact across the customer value chain

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL INTEGRATED SMART BUILDING SOLUTIONS INDUSTRY

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Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Distech Controls excels in many of the criteria in the integrated smart building solutions space.

RECOGNITION CRITERIA

Visionary Innovation & Performance	Customer Impact
Addressing Unmet Needs	Price/Performance Value
Visionary Scenarios Through Megatrends	Customer Purchase Experience
Leadership Focus	Customer Ownership Experience
Best Practices Implementation	Customer Service Experience
Financial Performance	Brand Equity

The Transformation of the Integrated Smart Building Solutions Industry

The global integrated smart building solutions industry is growing rapidly, driven by advancements in technology, urbanization, and a focus on energy efficiency and sustainability. Artificial intelligence (AI) and the Internet of Things (IoT) implementation is transforming smart buildings by enabling real-time monitoring and automation, improving operational efficiency, and reducing costs. AI optimizes building performance based on factors like occupancy and weather, leading to significant energy savings. Government initiatives, including smart city programs and performance incentives, are further boosting demand. As energy costs rise, energy-efficient systems are increasingly appealing to commercial and residential sectors.

> "The company's Eclypse platform stands out from the competition with its security-first approach, adhering to strict cybersecurity standards, and offers a user-friendly interface for easy access and management. The microservices architecture allows for greater flexibility, faster updates, and easier feature integration, setting it apart from traditional monolithic systems."
>
> -Dennis Marcell Victor,
> Senior Industry Analyst

Remote monitoring, fault detection, and predictive maintenance are now essential for modern building operations. Decarbonization and energy efficiency are the central focus with businesses and governments working to reduce their carbon footprints in line with net zero carbon initiatives globally. Labor shortages, particularly the dearth of experienced facility managers, are driving demand for autonomous buildings solutions that can self-diagnose and generate service tickets without intervention. Moreover, the rise of hybrid work environments is increasing the need for flexible workspaces and efficient space utilization.

Even as the market shows strong growth prospects, it continues to face challenges such as high implementation costs, cybersecurity concerns, and integration complexity, due to the use of multiple vendor technologies. Despite these challenges, the adoption of cloud-based building management systems (BMS) can improve efficiency by enabling centralized control and real-time analysis, reducing maintenance costs. As sustainability remains a priority, the market for integrated smart building solutions is expected to continue expanding.

Creative and innovative Edge in Smart Building Solutions

Founded in 1995 and headquartered in Brossard, Quebec, Canada, Distech Controls[TM] is a leader in disruptive Building Management Systems (BMS) and refrigeration controls. As part of the Acuity Intelligent Spaces business segment of Acuity, Distech Controls delivers integrated, data-driven technologies that optimize building performance, energy efficiency, and occupant comfort. Recognized for its commitment to innovation, Distech Controls integrates advanced technologies to drive operational efficiency, promote sustainability, and improve occupant comfort across sectors such as commercial real estate, healthcare, higher education, data centers, and multi-site retail.

Distech Controls empowers building owners and facility managers to maximize energy efficiency, reduce operational costs, and enhance occupant experience with a robust product portfolio that includes Eclypse™ (controllers and displays), Resense™ (sensors and interfaces), Facilities (BMS software and applications), and KE2 Therm™ (refrigeration).

Eclypse

The Eclypse product brand consists of Distech Controls' controllers and displays, including its next-generation, IP-connected platform for intelligent building management. It combines flexible, scalable hardware with a powerful,embed software suite, enabling efficient, secure, and future-ready control of modern building environments. Eclypse differentiates itself in the building automation market through a combination of advanced openness, modularity, user-centric tools, and a forward-thinking software architecture.

The Eclypse product portfolio includes controllers that are highly modular and scalable. These controllers can be customized with various input and output modules and are suitable for a wide range of HVAC and building automation applications, from small equipment to large central plants. Eclypse controllers are built for openness, supporting multiple communication protocols such as BACnet/IP, BACnet MS/TP, BACnet/SC, Modbus, MQTT, and M-Bus. This ensures seamless integration with other building systems and IoT devices.

Eclypse controllers and the embedded software within are designed for both edge and cloud integration, enabling remote management, real-time data visualization, and advanced digital services for building operators and system integrators. The ecosystem includes embedded web servers and visualization interfaces, allowing configuration, scheduling, alarming, and logging via standard web browsers.

Facilities

The **Facilities** suite encompasses Distech Controls' BMS software offerings, including Eclypse Facilities (run on Eclypse controllers), EC-Net Facilities (leveraging the Niagara framework both at the building controller

and server level), and Atrius Facilities (cloud-based building management software). Additional tools such as EC-gfxProgram, provide a comprehensive and integrated approach to smart building management that solidifies Distech Controls' leadership in the market.

Resense

Distech Controls' sensors and interfaces are housed under its **Resense** product brand. Designed to satisfy interior designers, architects, building occupants, and consulting engineers alike, these occupant interfaces and room sensors offer a broad array of models suitable for a wide range of environments and applications. Resense Move™ is already being recognized with multiple industry awards. This 7-in-1 AI-powered sensor solution supports operations teams in optimizing energy usage while still adhering to code requirements for air renewal based on occupancy levels. Unlike traditional equipment that responds reactively to temperature or carbon dioxide (CO_2) level changes, ventilation systems can dynamically adjust air renewal into a space based on sensors within Resense Move that detect both the total number of people in a space and the usage of the room. Unlike other products that detect only broad occupancy based on movement, Resense Move stands out by accurately counting the total number of occupants while preserving privacy. This people counting capability, combined with integrated Bluetooth® Low Energy (BLE) technology for wireless management via the myPersonify mobile app or Uniwave room sensors, differentiates Resense Move from competing offerings. BLE beacons also enable indoor positioning systems. Additionally, the device provides key indicators to building operators regarding total volatile compound levels, supporting a healthier and more responsive indoor environment.

KE2 Therm

Acquired by Acuity in 2023, **KE2 Therm** extends Distech Controls' addressable market into commercial refrigeration. Now representing Distech Controls refrigeration controls offering, KE2 Therm provides intelligent refrigeration control solutions that improve profitability by increasing system efficiency and decreasing operational and service costs. The controls solution features products such as the KE2 Evap that has smart defrost control that minimizes energy use, real-time temperature and performance monitoring, and off-site control of the system. This solution stands out in the market with its proposition in proactive maintenance and compliance tracking via built-in data logging, graphing, and alarm notifications. Furthermore, the controls system is plug-and-play, which makes it easy to install, and it is suitable for various cold storage facilities that want to operate smarter and more sustainably.

Strategic Leadership

Distech Controls takes a customer-centric, data-informed approach to innovation and strategy, aligning its operations with evolving market needs and long-term goals to maintain a competitive edge in the building management systems (BMS) sector globally. By leveraging a multi-phase product launch strategy, the company conducts pilot installations to gather real-world insights before full-scale deployment. This focus on market intelligence allows Distech Controls to continuously stay competitive, influencing its product development and acquisitions. This targeted approach includes the 2023 Acuity purchase of KE2 Therm, which expanded Distech Controls' capabilities in refrigeration control and strengthened its foothold in the multi-site retail sector.

The company maintains a strong presence across key commercial sectors, including commercial office buildings, healthcare, government facilities, higher education, and data centers (an area of significant growth due to increasing demand for efficient cooling solutions). For example, Distech Controls' installation of Eclypse controllers in the 2024 summer games in Paris underscores its growing influence in the smart building management market, and its integrated controls solution includes the city's high-profile Grand Palais that hosted several sport events. As the only permanent sports venue built for the 2024 games in Paris, the Aquatic Centre's post-summer games transformation into a public facility highlights the increasing demand for scalable, energy-efficient solutions. Moreover, the company's deployment of Eclypse controllers at the historic Grand Palais highlights its expanding role in modernizing iconic heritage sites. Installed as part of the venue's major restoration, the system supports energy efficiency and occupant comfort across the 77,000 square-foot space. This high-visibility project strengthens Distech Controls' market position in smart infrastructure, particularly in the cultural and historic building segment.

> *"Distech Controls is experiencing significant growth in the smart building industry, largely driven by its dedication to innovation, sustainability, and intelligent building solutions. The company's emphasis on AI-powered fault detection, privacy-focused occupancy monitoring, and advanced energy optimization allows it to meet the rising demand for autonomous, energy-efficient, and self-sustaining building."*
>
> *- Samantha Fisher,*
> *Best Practices Research Analyst*

Innovation remains central to Distech Controls' strategy, as the company embraces emerging trends such as centralized, remote monitoring, AI-integrated products, and flexible office spaces. Additionally, Distech Controls' sustainability initiatives align with global decarbonization goals through a strong and actionable program led by Acuity's EarthLIGHT initiative. As part of this company-wide commitment, Distech Controls contributes to the collective pledge toward achieving Net-Zero by delivering smart building solutions that reduce energy consumption, optimize operational efficiency, and a lower carbon footprint. Distech Controls' products help customers design and operate more sustainable spaces, directly supporting broader climate action objectives and enabling measurable environmental impact. As workplace dynamics shift toward hybrid and flexible models, the company's adaptive building management solutions ensure real-time energy optimization, reinforcing its position as a leader in smart, sustainable building technologies.

Creating a Seamless and Fulfilling Customer Experience

Distech Controls' holistic customer experience approach sets it apart in the building automation market, integrating seamless purchasing, responsive support, and comprehensive training to drive customer satisfaction and long-term loyalty. The company takes a consultative approach to its purchase process, offering tailored solutions that address specific client needs rather than generic, one-size-fits-all offerings. Customers benefit from a streamlined process with clear communication and comprehensive product information, minimizing stress and enhancing trust. Post-purchase, the company provides extensive training programs and ongoing support for customers, empowering them to maximize their investment value. This commitment to educating customers fosters long-term satisfaction, while setting Distech Controls apart from competitors with cutting-edge technology aligned with modern efficiency and sustainability demands.

The company bolsters its customer experience with robust customer support designed to be accessible, responsive, and proactive, ensuring that clients receive high-quality support throughout their journey. Distech Controls offers multiple channels for assistance, including phone, email, and online platforms, allowing customers to resolve issues and receive experienced guidance quickly. Its comprehensive support services include troubleshooting, product usage assistance, and system integration support, ensuring that users can operate their BMS with confidence. Additionally, the company prioritizes proactive communication with regular updates on product enhancements, maintenance tips, and industry trends, fostering a sense of partnership and trust. Distech Controls also actively collects and implements customer feedback demonstrating a commitment to continuous improvement.

Maximizing Value

Distech Controls positions itself as a leader by delivering high-performance solutions that enhance the user experience and support operational and energy efficiency. Distech Controls is strongly focused on open technology and building automation solutions, promoting interoperability and integration across diverse systems and platforms. This commitment, as reflected throughout Distech Controls' entire product and solutions portfolio, centers on open protocols and industry standards, enabling flexible network configurations and seamless integration with IT and business applications to support sustainable, future-ready building systems. As a result, this accessible and efficient solution is an ideal product for businesses and individuals seeking high-quality building management tools without compromising operability.

Beyond its strong value, Distech Controls differentiates itself through continuous innovation and technological advancement. Distech Controls' commitment to evolving industry demands ensures that clients receive adaptable and future-proof solutions, helping them stay ahead in an increasingly digital and environmentally conscious marketplace. The company's emphasis on reducing energy consumption aligns with growing sustainability goals, reinforcing its reputation as a partner in energy and emissions reduction journeys.

Its strategic partnerships with system integrators provide customers with access to a broad service network, reducing implementation risks and ensuring seamless system integration. Furthermore, Distech Controls' decentralized service model and proactive approach to customer feedback enhance retention and satisfaction. By balancing innovation and sustainability with a strong commitment to customer experience, the company continues to position itself as a trusted partner in optimizing building operations and delivering long-term value.

Unlocking Growth and Brand Equity

Distech Controls, as part of Acuity Intelligent Space, continues to experience transformational growth in the smart building industry, largely driven by its dedication to innovation, sustainability, customer satisfaction, talent acquisition, and open technology. The company's focus on advanced energy optimization and privacy-focused occupancy monitoring positions it to meet the growing demand for autonomous, energy-efficient, and self-sustaining buildings. With intelligent fault detection capabilities on the horizon, the company is poised to further enhance building intelligence and operational efficiency. Also, Distech Controls' proactive approach to industry trends ensures its offerings are not just cutting-

edge but align with the future needs of the smart building market. As the industry continues to evolve towards more advanced infrastructures, the company is well-positioned to play a pivotal role in shaping the next generation of sustainable building technologies.

Moreover, Distech Controls is strengthening its position in North America, United Kingdom, and European markets, and expanding its presence in the Middle Eastern markets and Asia-Pacific region, tapping into new customer segments and increasing its global reach. These strategic market expansions allow the company to diversify its product offerings and form valuable partnerships, such as those within Acuity Intelligent Spaces further bolstering its growth potential.

Additionally, Distech Controls' innovative approach and product development enhances its brand equity significantly. The powerful combination of hardware and software solutions by the company creates a scalable, data-driven ecosystem that reinforces Distech Controls' competitive edge. With a growing presence in high-profile sectors like data centers and healthcare, the company cements its reputation as a leader in intelligent building technology.

Conclusion

Ongoing demands for energy efficiency, automation, and interoperability are driving the integrated smart building solutions industry; however, ongoing challenges with security, scalability, and costs continue to impact adoption. Distech Controls stands apart as a leader in the market by supporting its customers' goals with fault detection, energy optimization, and privacy-focused occupancy monitoring. While the company's Eclypse controllers deliver advanced connectivity, the recently released Resense Move strengthens Distech Controls' portfolio with high-performance solutions for intelligent building management. The company strengthens its market position by expanding into commercial refrigeration and major infrastructure projects, building strategic partnerships, and adopting a flexible service approach that brings support closer to customers. With a leadership strategy rooted in innovation, sustainability, and customer-focused solutions, the company continues to expand, shaping the future of smart buildings.

With its strong overall performance, Distech Controls earns Frost & Sullivan's 2025 Global Company of the Year Award in the integrated smart building solutions industry.

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What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Company of the Year Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed to create growth opportunities across the entire value chain

Visionary Scenarios Through Megatrends: Long-range scenarios are incorporated into the innovation strategy by leveraging mega trends and cutting-edge technologies, thereby accelerating the transformational growth journey

Leadership Focus: The company focuses on building a leadership position in core markets to create stiff barriers to entry for new competitors and enhance its future growth potential

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate consistent, repeatable, and scalable success

Financial Performance: Strong overall business performance is achieved by striking the optimal balance between investing in revenue growth and maximizing operating margin

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

VALUE IMPACT

STEP		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

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Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fueled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)