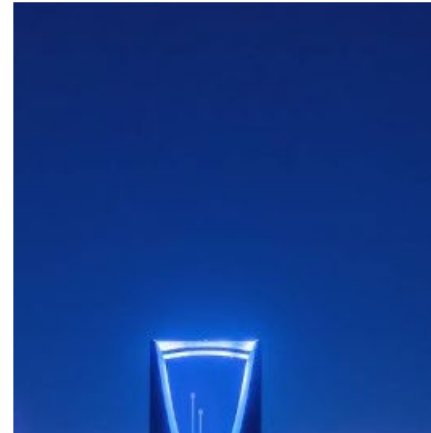


# Johnson Controls Arabia

Smarter & Healthier Buildings  
for a More Sustainable Tomorrow



# Table of Content

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# 01

## A View From the Top

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- 1.1 Our Vision
- 1.2 Our Values
- 1.3 Our Approach
- 1.4 A Message From the CEO

# About Us

Watch the Video



# A View From The Top

Johnson Controls Arabia



## Who We Are

Established in 1991, Johnson Controls Arabia (Previously AlSalem Johnson Controls) group of companies positioned itself as a pioneer in the HVAC distribution industry of YORK® branded products. After YORK®'s acquisition by Johnson Controls in 2005, Johnson Controls Arabia and Johnson Controls merged together to become one of the leading multi-industrial companies in the Kingdom of Saudi Arabia, to offer "Building Efficiency" products and services through an array of smart, integrated solutions; including cooling and heating systems, commercial and industrial refrigeration, building management systems, and security and fire safety systems.



Established in

**1991**



Merged in

**2005**



RHQ Company





# Our Vision

We will create and sustain the healthiest and smartest buildings and we will be the supplier of choice for building owners, contractors, and our 3rd Party channel partners.

**We are proud to be one of the first companies in the Kingdom to provide sustainable solutions** through products & services that not only optimize energy use, but also improve comfort and security levels. We are pleased to hold the reigns as the biggest supplier of air conditioners in the region. We are a leader of market growth in our business; to hold the first rank in each section of the manufacturing and control categories.

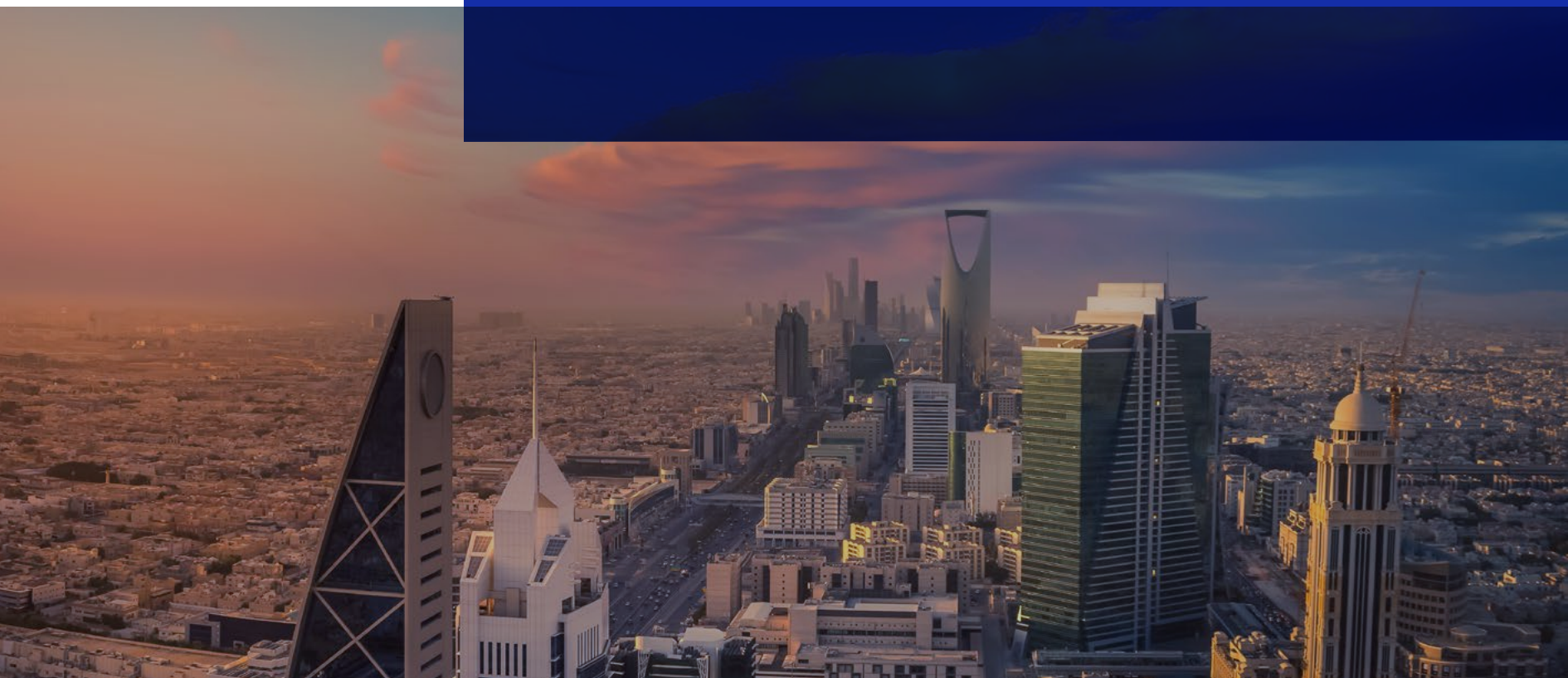
At Johnson Controls Arabia we aim to create environments for a better life. Through Johnson Controls Arabia, we aspire to continuously promote environment friendly solutions and products.



**We provide Sustainable Solutions**



**We are a Leader of Market Growth**



# Our Values

“Our values are the cornerstone of our business without which our customers would not exist.”



## Integrity First

We uphold the highest standards of integrity in everything we do and possess a 100 % transparency policy that ensures you receive only the best expertise.



## Purpose Led

We believe in doing well by doing good and hold ourselves accountable to make the world a better place through the solutions we provide, our engagement in society, the way we do business, and our commitment to protect people and the environment.



## Customer Driven

We win when our customers win. Our long-term strategic relationships provide unique insights and the ability to deliver exceptional customer experiences and solutions.



## Future Focused

Our culture of innovation and continuous improvement drives us to solve today's challenges while constantly asking what's next.



## One Team

We are one team, dedicated to working collaboratively to create the purposeful solutions that propel the world forward.



# Our Approach

As an environmentally responsible organization, Johnson Controls Arabia is unwaveringly staunch in its cause to sustainable development and the efficient use of resources to benefit the Kingdom. We define sustainability as the triple bottom line (TPL), measuring performance against three indicators: Economic, Social, Environmental.

Johnson Controls Arabia completely identifies with the green initiatives of the governments and organizations in the Kingdom and is uniquely qualified to offer products and services that ensure the realization & execution of "green goals".



**Economic**



**Social**



**Environmental**

Our unique ability to provide customers with integrated solutions has underlined our position as the market leader in HVACR equipment, building management systems and controls, aftermarket, & security systems. We strive to find distinctively innovative and unorthodox ways to create new efficient and environmental solutions for our customers and are committed to placing Saudi Arabia on the map of global standards.

Our approach to the future remains favorable as we continue to germinate together with our customers and reinforce long-term relationships. As always, ethics and integrity remain the primary hallmark of our operations.



As a result, all of our customer relationships are synced to build on an innate sense of trust and reliance as we work with them side by side to identify, design, customize and implement cost effective & innovative solutions.





## Message from the CEO

Mohanad AlShaikh  
CEO

**“We have been powering impactful sustainability, respectful safety and security, while delivering an enhanced customer experience and energy efficiency by providing integrated smart building solutions and placing Saudi made products on the international map with an expansion to over 25 markets.”**

The start of Johnson Controls Arabia’s journey in the region dates back 100 years, where we have been strongly present in Saudi Arabia for over 70 years. Powered by our state-of-the-art YORK Manufacturing Complex in King Abdullah Economic City that fosters world-class manufacturing, innovation, research and development, testing, training and talent development capabilities, we have doubled our efforts and time to fuel Saudi Arabia’s drive towards sustainability and climate control goals.

Leveraging our role as a premier player in the industrial sector, we vow to continually grow with the efforts to provide leading innovative and technologically advanced solutions to enable smarter, healthier, and more sustainable buildings with less operational costs”

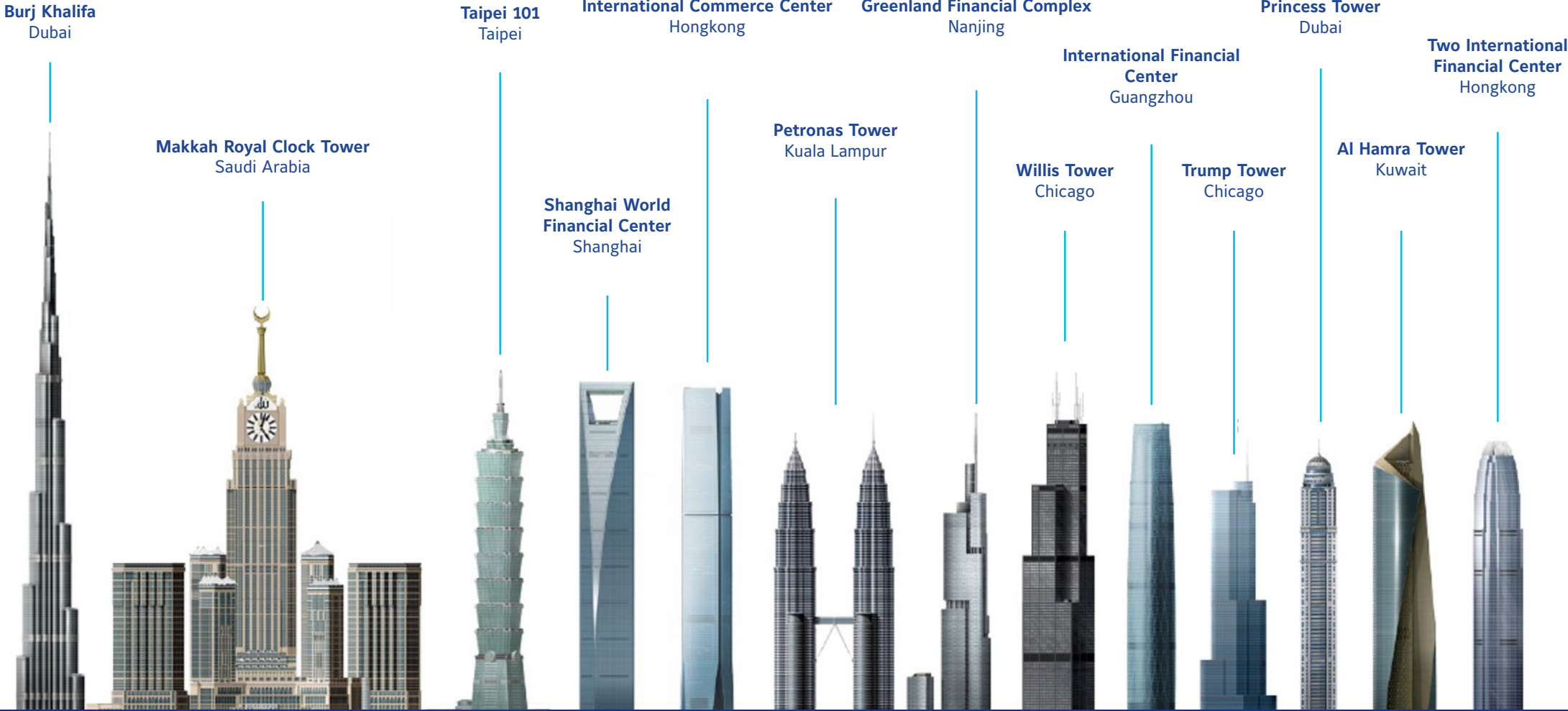


**We transform buildings to be smarter, healthier and optimize building performance to manage while caring for the environment and empowering impactful sustainability”**

Mohanad AlShaikh  
CEO

# We are at 90% of the World's Most Iconic Buildings

We create energy savings, healthier environments and operational savings for our partners.



## We are different, we offer full integrated solutions

Johnson Controls Arabia is a multi-industrial company and the leading provider of equipment, controls and services for heating, ventilating, air conditioning, refrigeration and security systems for buildings. We have the unique ability to offer solutions that are integrated, sustainable and offer guaranteed cost savings to customers.

This results in the following benefits for customers:



Market leading technology



High operating efficiencies and cost savings



Sustainable and low carbon footprint facilities



Single source responsibility





02



**Manufacturing**



# YORK Manufacturing Complex

The YORK Manufacturing Complex in **King Abdullah Economic City (KAEC)** is the **largest industrial complex for Johnson Controls International in the Middle East, Africa, Europe, Latin America.**

We produced equipment for some of the most iconic projects in the country and the region ranging from small to mega projects both inside and outside the Kingdom in key sectors such as:



**Education**



**Hospitality**



**Transportation**



**Healthcare**

**30 years ago**, with an American Saudi partnership, we led the HVAC industry by **establishing the first YORK factory in Jeddah, Saudi Arabia.** In 2022, we inaugurated a new **200,000 square** meters YORK manufacturing complex **in King Abdullah Economic City (KAEC)**, YORK's largest manufacturing facility for Johnson Controls in the MENA Region located in close proximity to King Abdullah port to enable faster import of raw materials and export of our finished products to Arabian Gulf North Africa and South Asia.

In this complex, a state-of-the-art research and development center has been established to develop the next generation of innovative products in addition an InterTech accredited testing lab has been set in action to ensure high quality standards.

The complex also includes Net 0 Center that joins an international network of OpenBlue Innovation Centers around the world, powering the blueprint of the future for smart, healthy and sustainable buildings and showcasing the latest solutions and capabilities from the Johnson controls OpenBlue suite of digital solutions, AI-infused services and an ecosystem of leading technology partners.



# Manufacturing

Certifications:



Johnson Controls Arabia is the largest HVAC Equipment manufacturer according to the highest international standards in the Kingdom.

JCI Arabia Factory





# Efficient Products for Buildings

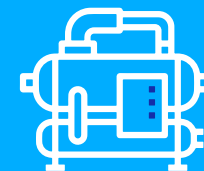
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- 3.0 Engineering Solutions Group
- 3.1 Unitary Products Group
- 3.2 Control Systems
- 3.3 Refrigeration
- 3.4 Allied & Spare parts

# Engineering Systems Group



YORK offers the industry's widest range of absorption, air- and water-cooled chillers with either scroll or screw compressors that reduce energy consumption and emissions.



**Water Cooled  
Chillers**



**Air Cooled  
Chillers**



**Absorption  
Chillers**



# Air Side Products



Under its YORK® brand, Johnson Controls Arabia supplies a large range of high quality products such as air handling units; fan coils units, under floor air delivery systems and innovative car park ventilation systems, all of which meet the challenging requirements of the Middle East region to support the data centers industry.



## Air Handling Units

Air handling units are manufactured in our production facility in Jeddah, KSA. Our manufacturing facilities conform to Eurovent, ARI, CE, ISO 9001, ISO 14001 and OHSAS18001 standards. In addition, AHU has the following certificates: UL listed, Eurovent, ARI 410 & CE



## Surgical Air Handling Units and Surgical Ceilings

Johnson Controls Arabia's new range of YORK® Surgical Ceilings and Air Handling Units, ensure purity of air in surgical rooms and operation theatres.



## Fan Coil Units

A full range of YORK® fan coil units is available from Johnson Controls Arabia for use within residential and commercial developments.



## Close Control Packaged Air Conditioners

With an ever increasing demand on telecommunications and data centers, Johnson Controls Arabia has range of Close Control Units both in DX and Chilled water.



## Under Floor Air Delivery Systems (UFADS)

To maximize the benefits of the raised floor concept, Johnson Controls Arabia has developed 'FlexSys', an under floor air delivery system, where the entire floor space becomes a pressurized plenum.

# Unitary Products Group



manufactures and distributes a wide range of ducted and ductless products for residential and commercial purposes that increase energy efficiency in the kingdom.

Our YORK® unitary products are tailored to operate smoothly at extreme temperature of 52 °C/125 °F and are ideal for Commercial, Industrial, Residential, Educational, Healthcare, Utility and Public Facilities.

Our Packaged units are available with environmental friendly Green Refrigerants R407c & R410a in accordance with latest environmental requirements and tailored features make our units fit for purpose equipment. YORK® Products are available in different series according to type, application and available features.



## Customized 100% Fresh Air Packaged Units

Wide range of YORK® Customized 100% Fresh Air Packaged units to provide healthy indoor air quality in residential, commercial and healthcare facilities and for pressurization of industrial buildings with pretreated fresh air.

YORK® DMS Saber Series Packaged Units: are high efficiency equipment suitable for rooftop or at ground platform installations.

Our Packaged units are available with environmental friendly Green Refrigerants R407c & R410a in accordance with latest environmental requirements and Tailored Features make our units Fit for Purpose Equipment. - DMS Saber Series Rooftop Packaged Units



## Condensing Units

YORK® Condensing units are high efficiency equipment designed to match with YORK® YMS & YMA Air Handling units and containing the identical features to DMS Packaged units.

## YORK® Air Conditioning Units

YORK® is consisting of comprehensive range of ducted and ductless decorative type split Air Conditioning Units.

**You can also find our products on our online store @[YORK.com.sa/store](https://www.york.com.sa/store)**

## High Ambient Variable Refrigerant (VRF):

The YORK® Variable Refrigerant Flow (VRF) is a high ambient and high efficiency DC inverter Air Conditioning system which operates by a variable capacity compressor and capable to operate with up to 36 various types of evaporators (indoor units) with one system. Therefore, it is considered as the next generation Air Conditioning system.

# Control Systems

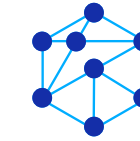
Whether it is an open system protocol integration or propriety building automation, Johnson Controls Arabia possesses the capabilities to build, enhance and maintain integrated solutions that are customized to your specific requirements.



## Building Management Systems (BMS)

At Johnson Controls Arabia we offer the best in Building Management Systems and are confidently supported by **120 years** building control experience.

Our recent endeavors include work undertaken at King AbdulAziz Airport with access control & video surveillance services provided, and automated building control systems at King Abdullah Financial District (KAFD).



**Connect Effortlessly**



**Reach Easily**



**Integrate Seamlessly**



**Manage Confidently**

# Security & Fire Solutions

Global Security Technology and Systems Integration Services.

Your safety is our priority. We have honed our many decades of experience and over 50,000 companies worldwide in a diverse variety of sectors that range from transportation, education, and health care, to financial services, government, and manufacturing, to incorporate our "Security & Fire Safety Solutions" to create haphazard-less environments that protect people and secure assets.

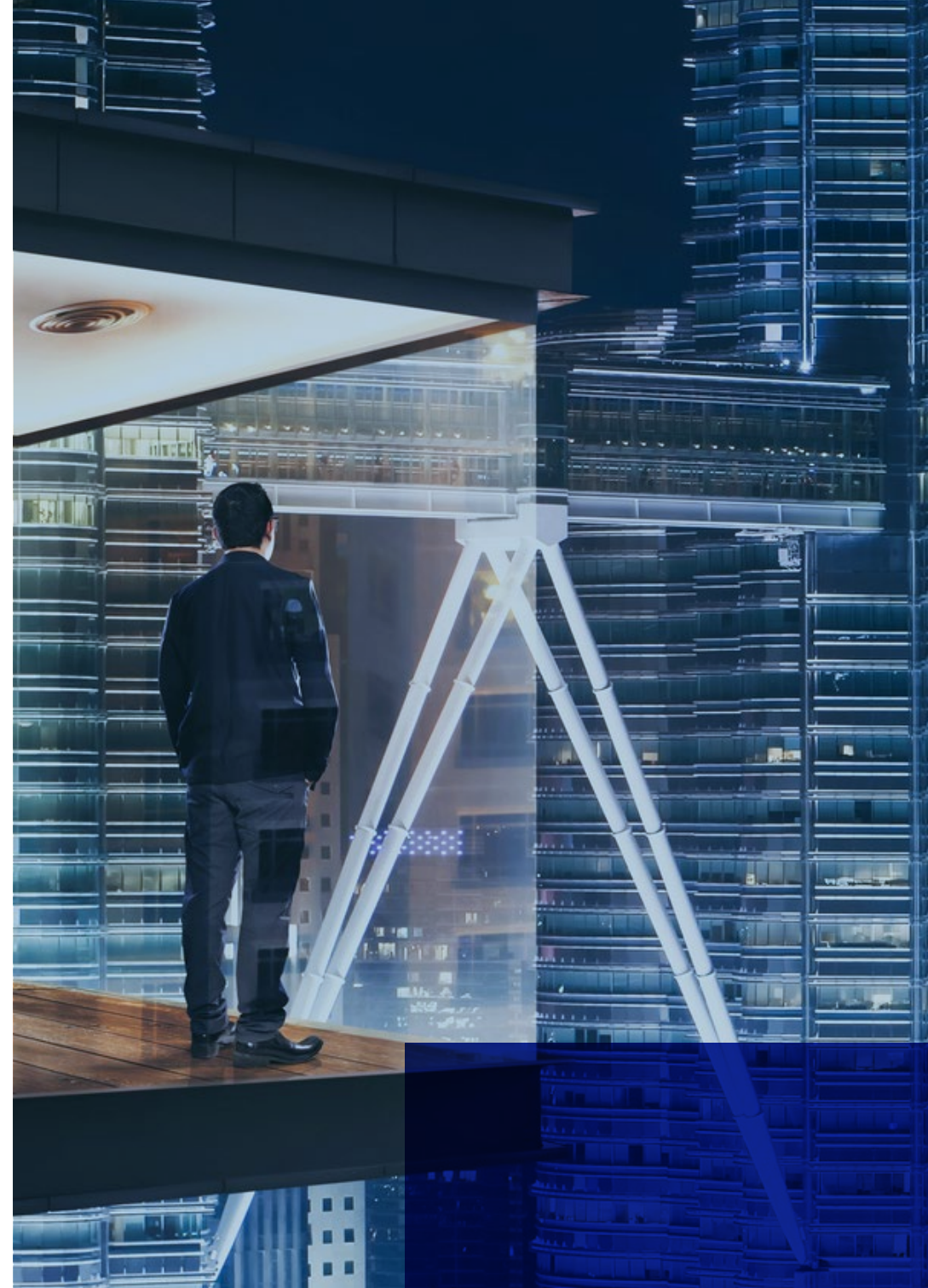
## Technology Integration Solutions

Your networks carry a lot more than data.

### 1. A Smarter Way to Build



With a Network Integration Solution from Johnson Controls Arabia, all of your building, communications, and business systems will connect people, allowing a synergistic flow.



## Our Brands



Fire Suppression



Fire Detection



# Technology Integration Solutions

Your networks carry a lot more than data.

## 2. A Technology Partner With a Vision For The Future

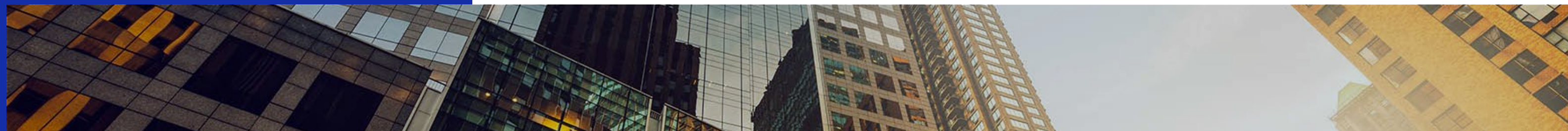
Developing a technology plan that considers the long term needs of your business and optimizes your existing infrastructure is quite the challenge. We can help to navigate you through the selection and implementation process for any or all of the following:

-  Infrastructure
-  Wired
-  Wireless
-  Integration
-  Current Technologies
-  Legacy Systems
-  Mission Critical Application
-  Communication Systems
-  Building Automation
-  Security Management
-  Location Based services
-  Fire/life Safety Systems

## 3. There Will Be No Finger Pointing

Think of the benefits of working with one strategic partner who will take sole responsibility for all aspects of your network installation and performance. You can expect:

-  The best technology from the best vendors
-  Guaranteed performance and outcomes
-  Turnkey project management
-  Lifecycle management
-  Lower upfront and operational costs
-  A connected environment with converged systems on a single infrastructure



# Refrigeration

**GRAM**

**YORK**<sup>®</sup>

**STAL**  
REFRIGERATION

**Frick**<sup>®</sup>  
BY JOHNSON CONTROLS



Johnson Controls Arabia employs only top quality core products to produce efficient refrigeration systems with advanced electronic controls in multiple industries like, poultry, food & beverage and hospitality industry.

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Through our Frick@ and Sabroe@brands, Johnson Controls Arabia covers all aspects of industrial refrigeration from all the supply of a single component through to design, supply, installation, operation and maintenance projects.



**Global Scale**

We have capacity and strength that is unrivalled on a global scale. We are well equipped to meet the local needs of our customers so that they may continue their international operations smoothly.



**Top Quality**

Johnson Controls Arabia employs only top quality core products to produce efficient refrigeration systems with advanced electronic controls. Our work on the Industrial Refrigeration (IR) project with Arabian Trading Supplies, using HAVAC & BMS, is a standing testament to our quality work.



# Allied & Spare Parts

Johnson Controls Arabia also offers an exciting range of Allied products that complement our traditional range of air conditioning solutions.

You can also find our products on our online store [@york.com.sa/ar/spareparts](https://www.york.com.sa/ar/spareparts)



## Allied

Johnson Controls Arabia emphasizes on providing its customers with complete solutions for (HVAC/R ), by offering a wide range of products to complement their air conditioning systems. These products include an assortment of air conditioning components from worldwide famous brands that share in our high standards. We are pleased to offer industrial and commercial Ventilation Fans from YORK ( USA ) , Water pumps : Chilled Water, Booster Pumps & Fire Pumps , Variable Air Volume (+Dampers, & Air Outlets Ruskin Titus) (USA), Ecology and Air Purifier Units Trion (USA/UAE) and many other accessories.



## Genuine Spare Parts

Fully focused section – “Aftermarket Parts”, to We provide clients with a hassle-free, uninterrupted, experience for the delivery of spare parts. We’ve achieved this by creating an independent and fully focused section – “Aftermarket Parts”, to give our customers the ability to bypass any shipping time and experience the most effective form of maintenance and repairs.

## Seal of Authenticity

Our Spare Parts Center has a team of qualified and knowledgeable staff to assist you in purchasing the correct part and to avoid inducing loss entirely. At the same time, our service teams are ready to complete the repair in order to get you up and running in as little time as possible. SABROE® ,Frick®, “Gram” and “Stal” refrigeration parts.





# Energy Solutions

Energy as Service Company

## Design for Energy Efficiency

The Energy Solutions experts at Johnson Controls Arabia partner with customers to improve the performance of their buildings/ environments and the people within. We do this through energy efficiency improvements including:

We do this through a full suite of proven improvements for optimization and retrofit solutions which result in energy savings, long life for equipment, reduced breakdowns and increased uptime, including lighting, water, HVAC, renewable energy, building technologies & building upgrades.

We convert energy efficiency into reality, by keeping facility upgrades within financial reach



Lighting



Water



Building Technology



Renewable Energy



HVAC



Building Upgrades



04

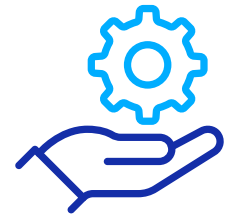
**OpenBlue**

# OpenBlue

OpenBlue is a complete suite of connected solutions that delivers impactful sustainability, new healthy occupant experiences, and respectful safety and security that combines our 135 years of building expertise with cutting-edge technology. It also features a suite of tailored, AI-powered service solutions such as remote diagnostics, predictive maintenance, compliance monitoring, advanced risk assessments, and more.

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## OpenBlue services



**Healthy Buildings:** Healthy Buildings are the most comprehensive suite of connected solutions that powers wellness & high-performance teams, optimizes the performance of buildings & assets, and drives customers' sustainability goals & community health.

**Digital Twin:** OpenBlue Digital Twin is a managed service for the enablement and mapping of smart, healthy buildings by creating a digital replica of assets, processes, people, places, systems and devices.

**OpenBlue Secure:** From occupants to assets, our complete suite of security solutions is designed to help protect your enterprise, our solutions are aligned to our blueprint of the future with digital solutions for enhanced Security Operations Centers such as Active Responder and Risk Insight. Powered by AI and workflow engines to deliver response efficiencies and enhance the capabilities of the SOC team.

**OpenBlue Enterprise Manager:** Enterprise Manager is a comprehensive suite of apps from Johnson Controls to monitor and improve energy efficiency, tenant satisfaction, asset performance, maintenance operations, space performance and ultimately comfort of all occupants. Using a single pane of glass approach, Enterprise Manager delivers the next generation of smart building capabilities for portfolios ranging from commercial offices, healthcare, mixed use high-end, transportation, retail.

**OpenBlue Companion:** OpenBlue Companion is our new occupant app enabling productivity, frictionless experiences, and a safe and healthy work environment. Ingest real-time data about spaces, people, and systems from Companion into Enterprise Manager to generate insights and actions, while maintaining data privacy and security.



## Why OpenBlue



High-Performing, future ready buildings



Superior, patient experiences with safety and efficiency



Smarter, more efficient and resilient data centers



More efficient transit times and safer travels



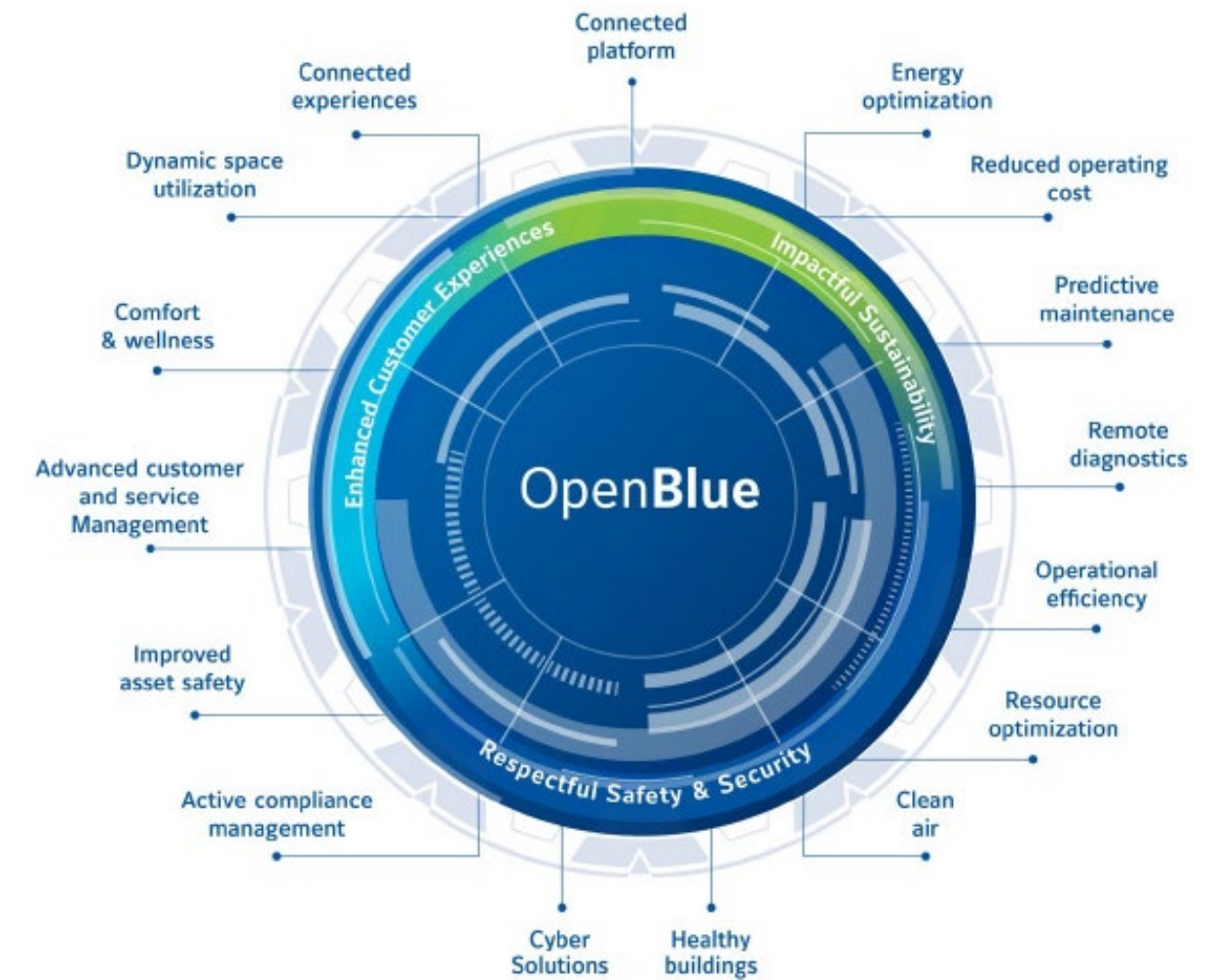
Better learning experiences



More connected experiences for fans



Smarter, connected cities





## We provide the next generation of smart building technology for these industries:



Smart Cities



Campuses



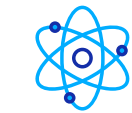
Hospitals



Data Centers



Oil & Gas



Life Sciences



Sports & Entertainment



Manufacturing/  
Industrial



Schools



Airports



# Aftermarket Regional Support

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5.0 Aftermarket Regional Support

5.1 Full Range of Services and Support

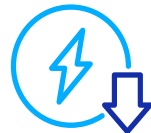
# We Manage and Protect Facilities

With our comprehensive array of individual and packaged offerings, **Johnson Controls Arabia** can tailor class-leading commercial services to precise requirements and budgets.



## Reduce Future Repair Cost

Steady Service improves equipment reliability and extends equipment life.



## Identify Energy Saving Opportunities

Ensure safe operations of equipment according to manufacturers specifications.



## Maximize Up Time

Reduce unscheduled downtimes and increase productivity.



## Protect the Environment

Eliminating leaks reduces has a direct impact on global warming.



# Largest Specialized Aftermarket Team

We have the largest After Sales Team in the Middle East which guarantees:

**1500+**  
Engineers & Technicians

At Johnson Controls Arabia take a holistic approach to a building's operational reliability and optimal efficiency.



## Technical Expertise

Extensively Trained Engineers & Technicians



## Genuine Spare Parts

Reduce unscheduled downtimes and increase productivity



## Priority Service

Commitment to Response Times and Priority Service



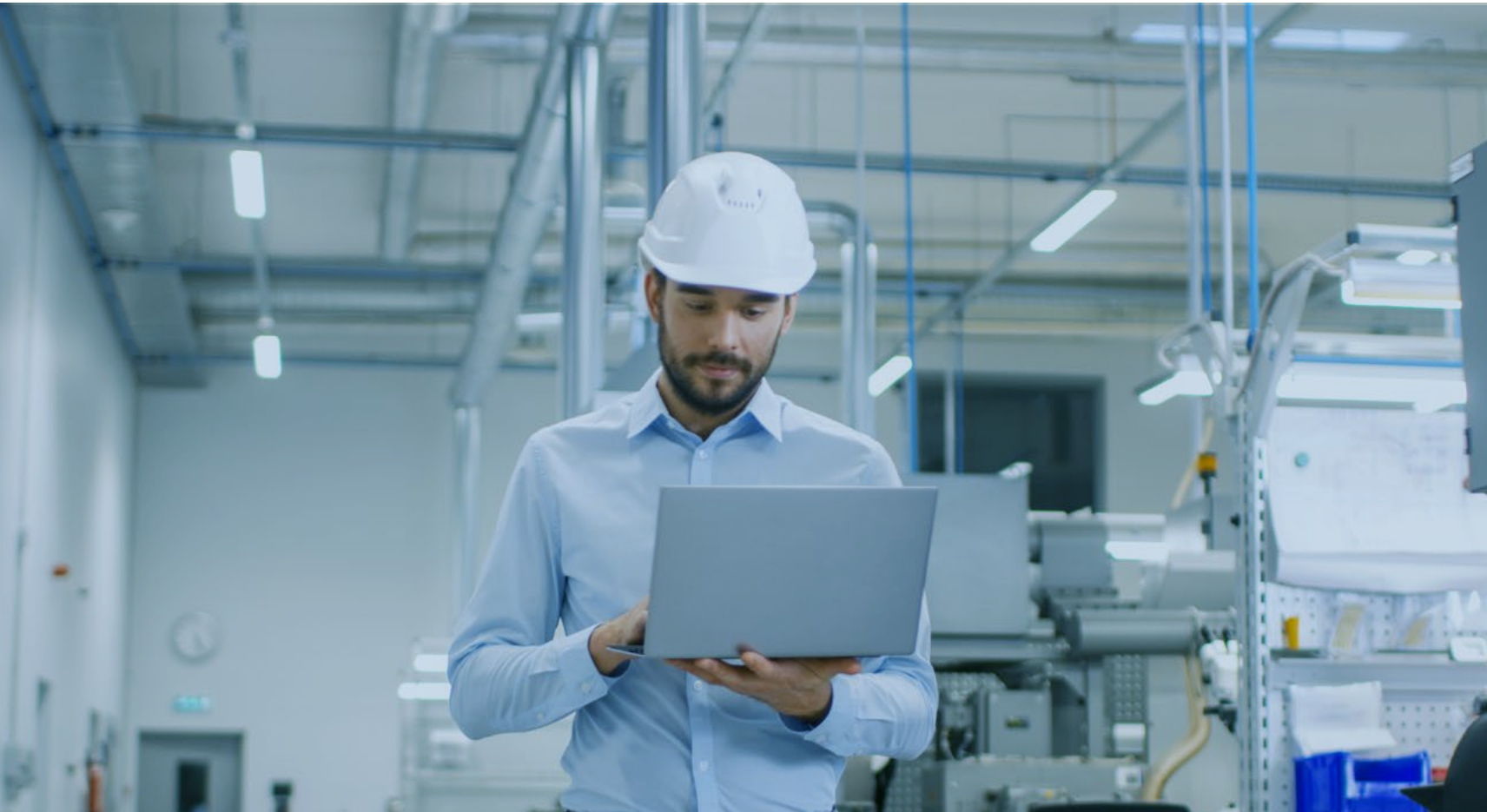
## Optimized Energy Saving Seasonal Settings

Calibrate systems to suit special requirement, Thus Save Energy





# Industry-leading Support and Maintenance



## HVAC Operations, Maintenance, and Repair Services

Keep your facilities running in a 24/7 world



## Security Maintenance and Support

Keep your facilities running in a 24/7 world



## Fire Maintenance and Support

Fire and Life-Safety Services



## Industrial Refrigeration Maintenance and Support

Tailored protection to meet your needs



## Energy and Efficiency Solutions

Lower Your Energy Costs, Boost Your Bottom Line



## BMS Operations, Maintenance, and Repair Services

Manage Energy while Maintaining Performance and Comfort



### **HVAC Operations, Maintenance, and Repair Services**

Our HVAC Operations, Maintenance, and Repair Services experts can help reduce maintenance costs and minimize downtime.

- Deep Expertise**
- Precision Maintenance**
- Swift Response**



### **Industrial Refrigeration Maintenance and Support**

Exceptional technology, performance and support.

At Johnson Controls Arabia we offer unique fully tailored solutions for extracting or inserting heat for all temperature-sensitive environments. With 125 years of experience in industrial refrigeration, cooling, heating and energy solutions we have the knowledge and resources to help you operate efficiently, where energy-optimized temperature transfer is required.



### **Security Maintenance and Support**

Tailored protection to meet your needs.

Our Security Maintenance and Support plans provide high-quality support tailored to meet your requirements with optimal value.

- Industry Expertise**
- Proactive Management**
- Rapid Response**



### **Fire Maintenance and Support**

Fire Maintenance and Support.

Johnson Controls Arabia offers a suite of advanced connected life-safety services and technologies; from solutions design, equipment and maintenance to expert guidance, 24/7 services and help with fire safety compliance.



# Operations and Maintenance

## Full Range of Services and Support

Our Operations & Maintenance Contracts are carefully designed to optimize the latest in-service technology to ensure positive impact on multiple aspects of operation.



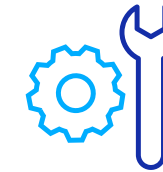
### Comprehensive Maintenance Contract:

This comprehensive contract covers routine maintenance, breakdowns, labor, material and consumables.



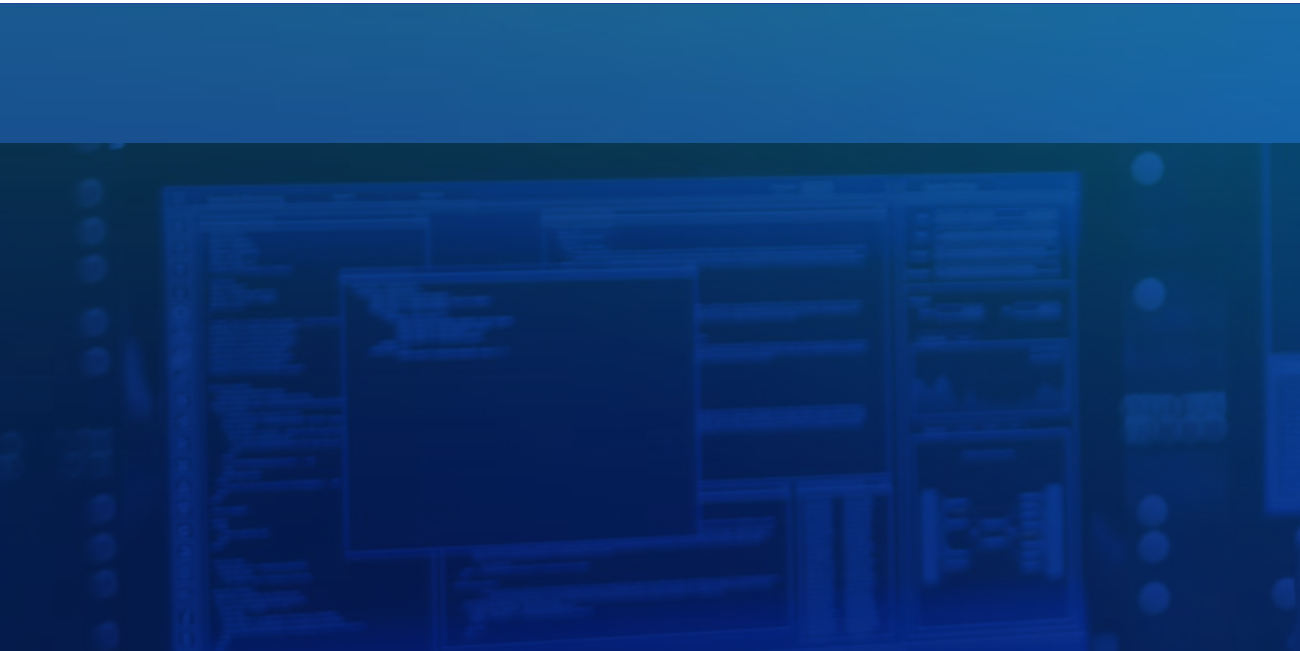
### Preventive Maintenance Contract:

Preventive maintenance services are carried out by our experts as per the scope of this contract.



### Operation and Maintenance Contract:

Our operation and maintenance personnel are stationed on-site, in shifts or round the clock; to operate and monitor the system and provide routine maintenance service to ensure proper operation, reduced breakdowns and ensure long-life for your expensive and critical equipment.



# Replacements and Retrofits

## Replacements

Johnson Controls Arabia offers a complete range of solutions; starting with the Design of a state-of-the-art energy efficient technologies; new HVAC System Heat-Load Calculation; Equipment Selection; Supply, Installation And Commissioning of HVAC and BMS systems; with minimum down time and disturbance of site operation.



## Range of Solutions

## Rental Solutions

With depots located throughout Saudi Arabia, we can immediately respond to needs and provide an entire rental solution quickly and completely. Our experts will work with you to determine what equipment will work best and provide a turnkey solution including the initial diagnosis of the situation, commissioning and decommissioning of equipment, Operation & maintenance during rental period and removal of equipment.

## Genuine Replacement Parts

Maintaining the performance of your equipment depends on the quality of its replacement parts. Johnson Controls Arabia supplies original equipment manufacturer (OEM) replacement parts to ensure that your equipment will operate at maximum efficiency.





06

**Customer  
Satisfaction**

# Customer Service at its Best

We are the **first** Saudi company to achieve all the ISO customer service certifications in Saudi



**Tight integration** between Customer Care & Aftermarket operations



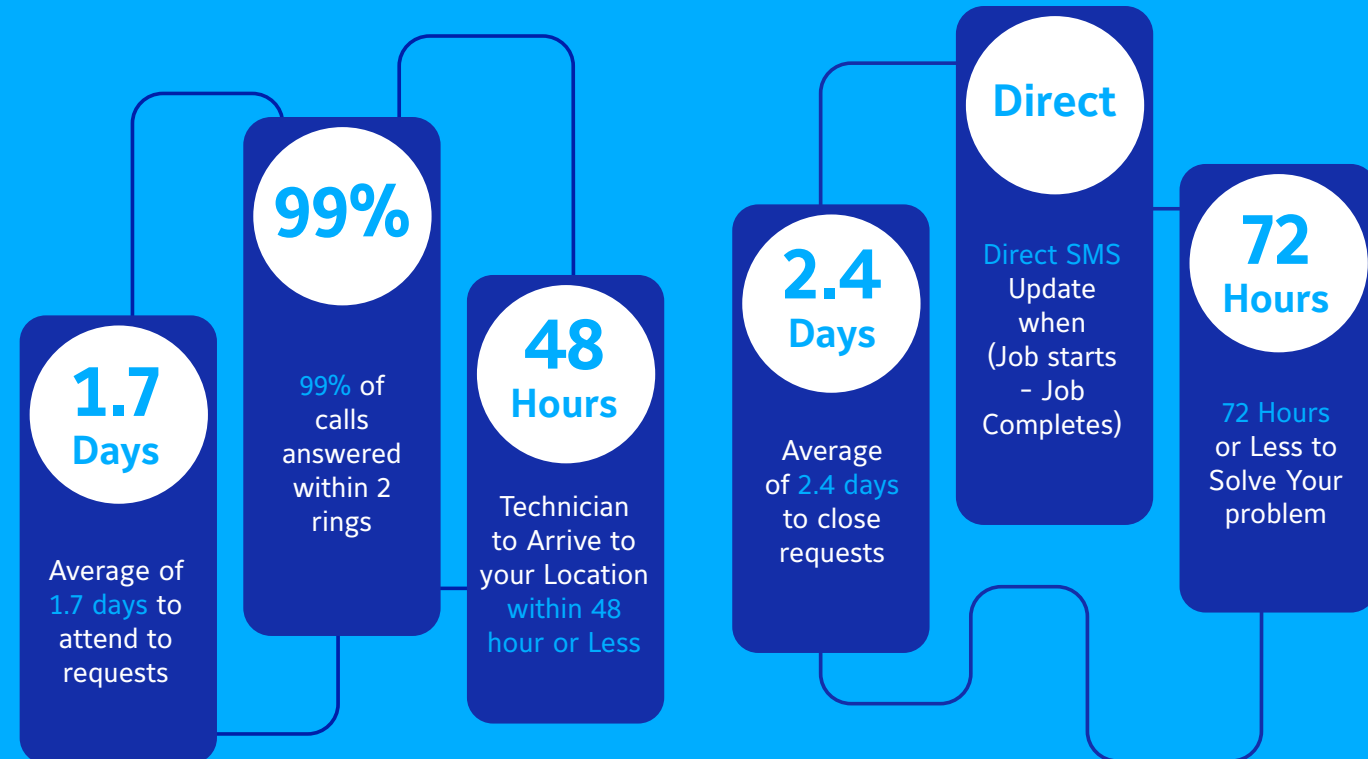
Use of system and **escalation rules**



**Happy Call feedback** for each service request; reported monthly to top Management



**Satisfaction surveys** on preventive & operation maintenance contracts



# Landmark Projects

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Owning the trust of local & global markets ...



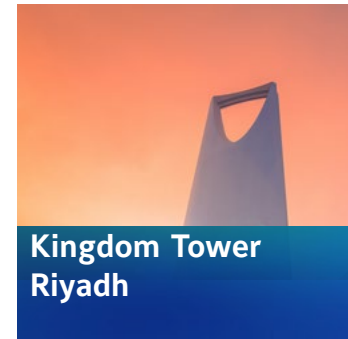
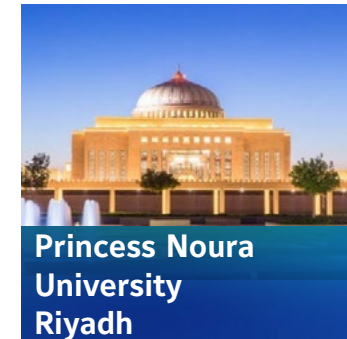
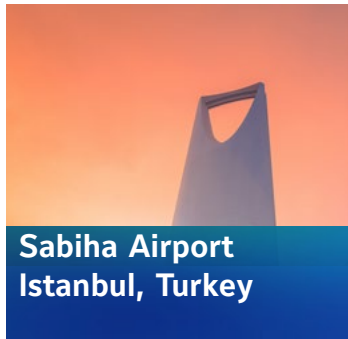
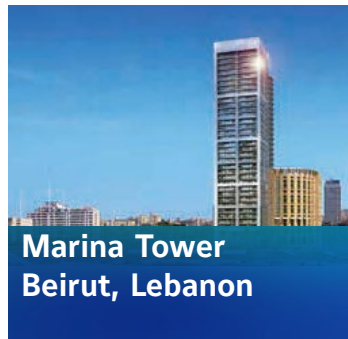
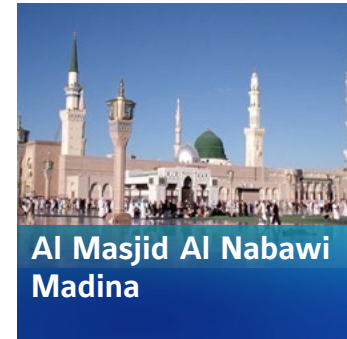
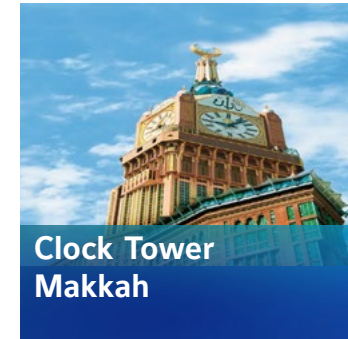
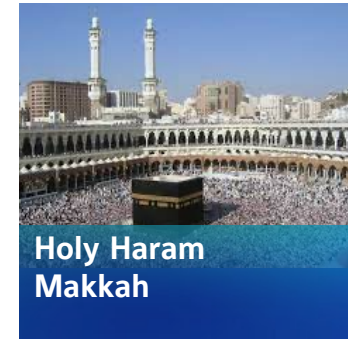
# International Projects

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# Local Projects

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# Our Addresses

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## ADDRESSES:

### JEDDAH HEAD OFFICE

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289 6372  
289 6373

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BLDG.  
Zalka Highway, Amaret  
Chalhoub  
P.O. Box 90-1991 Jdeideh  
Beirut, Lebanon

Tel: +961 1 901352

### CAIRO OFFICE

Building S3, City Stars,  
3rd Floor, Heliopolis Cairo,  
Egypt  
Customer Care Center on  
15882



