

# Ambitermo

POWERING INDUSTRIES

CORPORATE PRESENTATION



## WHO WE ARE

With over 30 years of experience, Ambitermo was founded by a group of engineers with extensive expertise in the sector, with a clear purpose of providing industries with the best thermal solutions on the market.

Since 1992, we have designed and manufactured industrial boilers tailored to the specific needs of each client. We offer a comprehensive, turnkey service that includes calculation and engineering, construction, commissioning, and technical support, ensuring maximum performance and reliability throughout the entire equipment lifecycle.

SINCE 1992  
**WE HAVE BEEN  
DESIGNING AND  
MANUFACTURING  
INDUSTRIAL BOILERS**



WE OFFER  
**THE BEST THERMAL  
SOLUTIONS  
ON THE MARKET**

POWERING INDUSTRIES

COMPLETE  
**TURKNEY  
SERVICE**





# POWERING INDUSTRIES

We leverage our experience and technical expertise to support industries in optimizing their production processes, using traditional fuels, like gas and fuel oil or moving towards a more sustainable energy with biomass and electricity, always aligning with our clients' strategic goals.

Our solid presence in over 24 countries reflects the trust we have built over the years and reinforces our ambition to continuously expand into new global markets.

TO DATE WE'VE BUILT

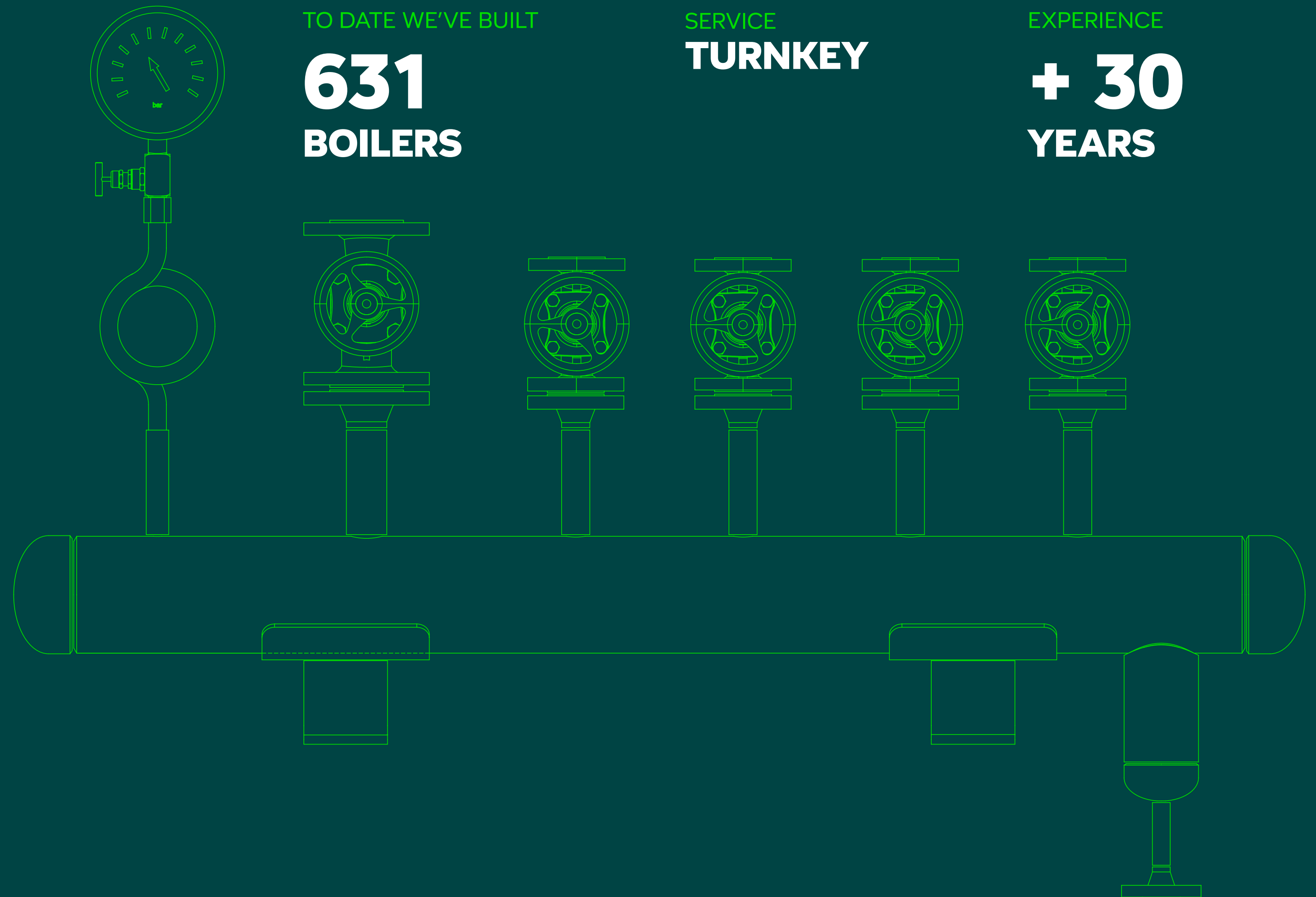
**631**  
**BOILERS**

SERVICE

**TURNKEY**

EXPERIENCE

**+ 30**  
**YEARS**

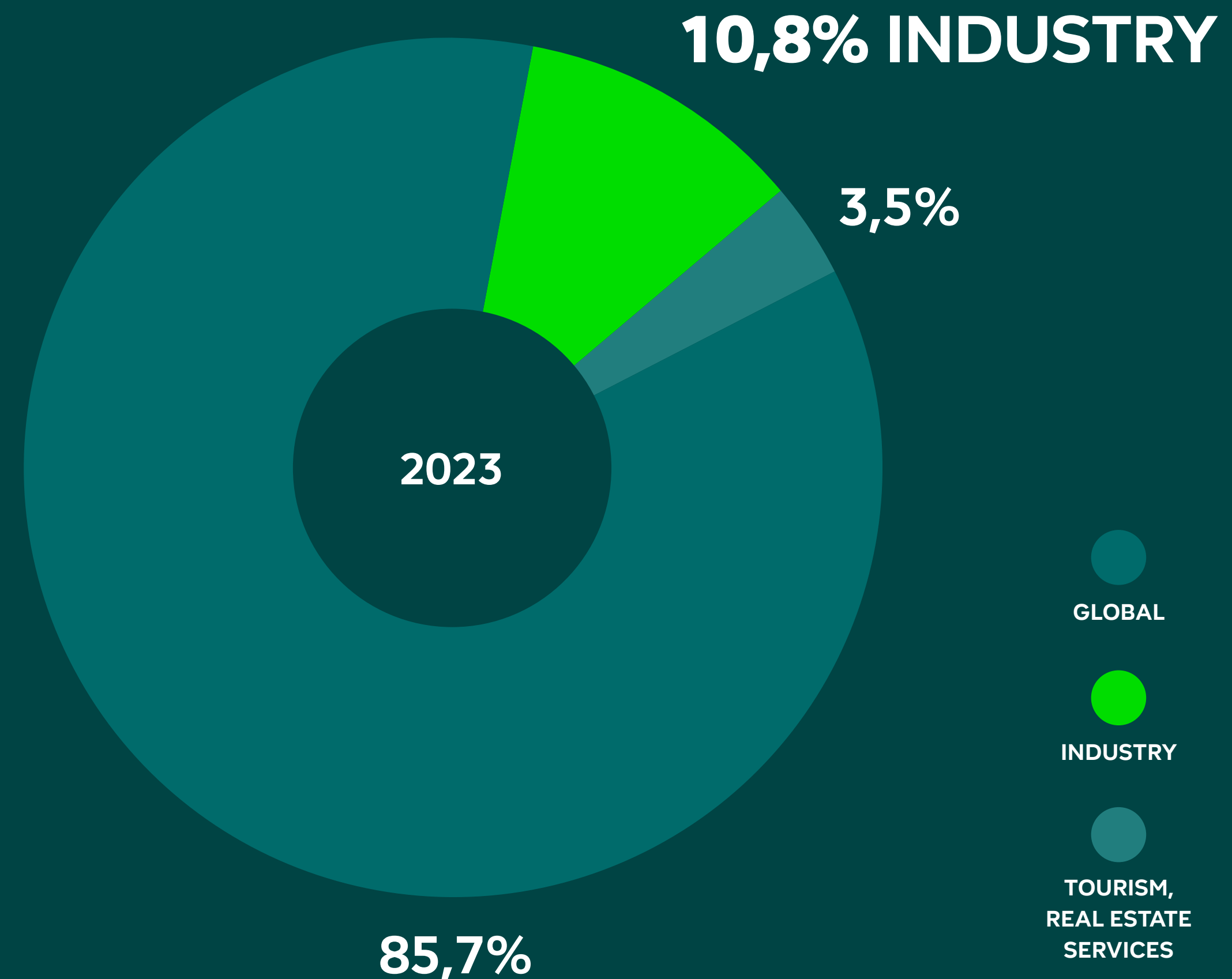


# GRUPO VISABEIRA

Grupo Visabeira is a multinational and multi-sector holding. A **business group with over four decades of activity**, operating in Viseu, where it maintains its headquarters and operational command. It quickly established itself as a **national leader** in its initial sectors: Telecommunications and Electricity.

As a group, it consolidated its core business and expanded its operations into various sectors, such as **Industry and Tourism, Real Estate, and Services**, while simultaneously embarking on a broad internationalization process. Currently, its companies are **present in 18 countries**, and its brands, through their products and services, have gained a prominent position in **more than 134 nations**.

**1690M€** **TURNOVER** **%**  
**TOTAL 2023** **BY ACTIVITY AREAS**





# OUR MISSION

Guided by creativity, innovation, competitiveness, rigor, and ambition, we develop thermal systems that combine efficiency, reliability, and flexibility, enabling companies to innovate and optimize their processes.

## VALUES

# INNOVATION COMPETITIVENESS ACCURACY AMBITION



# CHRONOLOGY

## 1992

Founded in 1992, in Coimbra, by a group of specialised engineers with vast experience in the sector.

It began by manufacturing equipment - boilers and their components and representing 2 brands of burners. (CUENOD e ECLIPSE COMBUSTION).

## 1995

In 1995 he specialised in cogeneration projects and in environmental areas, and dedicated himself to the installation of HVAC, which became an important business area in the company.

## 1998

In 1998 it extended its scope to Natural Gas projects, with "conversion projects and installations of regulation and metering stations" and it has developed solutions for thermal power stations, cogeneration systems, in addition to boilers and burners.

## 2005 - 2008

Between 2005 and 2008 moved to the current premises built from scratch justified by the strong growth of the company until then.

In 2005, AMBITERMO achieved certification ISO 9001.

In November 2007, o Grupo Visabeira became a joint-stock of AMBITERMO.

In 2008 we started to export to the African Continent.



# CHRONOLOGY

**2009-2014**

From 2009 to 2014 there was a strong **commitment to innovation in the system**, and the expansion of **installed capacity** (construction of 2 new pavilions).

**2012**

In 2012 branch - Chaudières Industrial Sarlau **AMBITERMO MAROC**.

**2014**

In 2014 we started exporting to the **Asian Continent**.

**2015**

Em 2015, In 2015, we obtained **ISO 14001**, **ISO 45001**, **OSHA 18001** and **ET02** certifications.

**2017**

In 2017 we started exporting to the **American Continent**.

**2022 - PRESENT**

In 2022 we started exporting to the **United States of America**.  
To this day, it is worth highlighting also stands out to investment in innovation by **European Funds [QREN, PT2020]** and **Portugal 2030**.



# WE DRIVE INDUSTRIES FORWARD AND FULFIL VISIONS

## DECARBONISATION

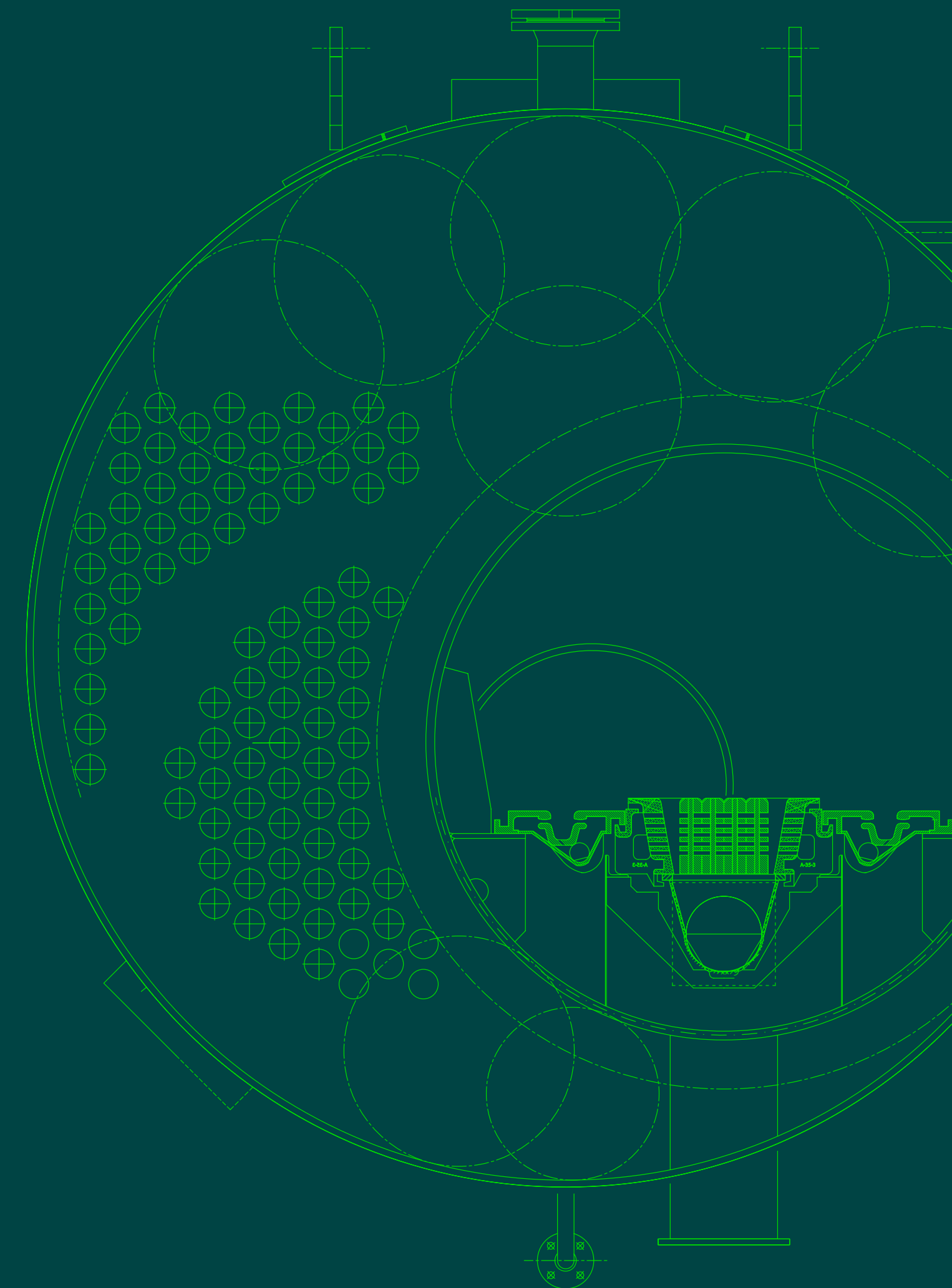
At Ambitermo, our commitment is to develop industrial thermal solutions that actively contribute to the decarbonisation of industrial processes and at the same time help companies to reduce their carbon emissions and optimise energy consumption.

## ENERGETIC EFFICIENCY

## ENERGETIC TRANSITION

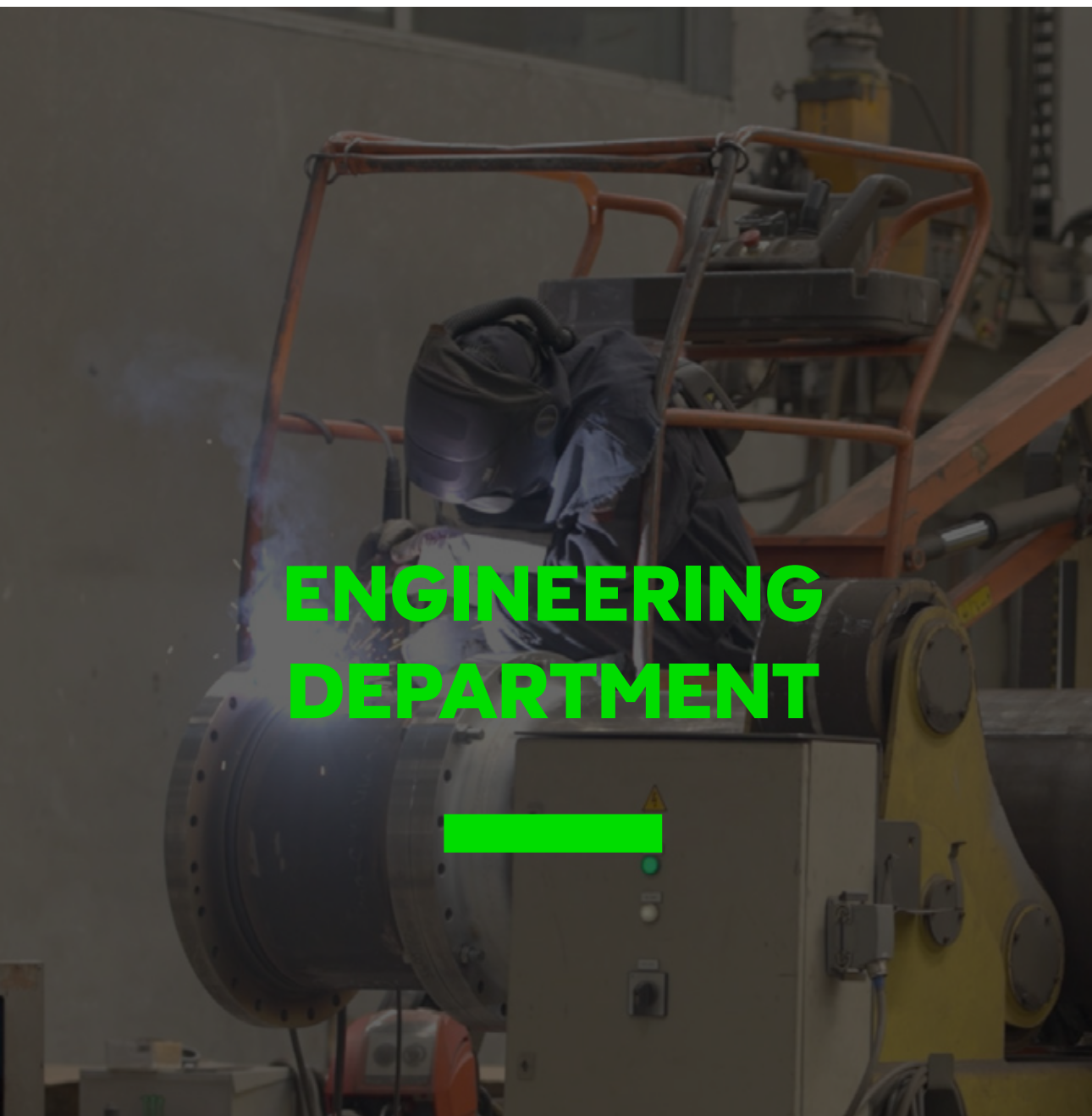
## GREEN FUELS

We tackle today's major energy challenges by focussing on today, focusing on maximising efficiency and being the key to the transition to more sustainable energy sources sustainable sustainable energy sources for various industrial sectors.



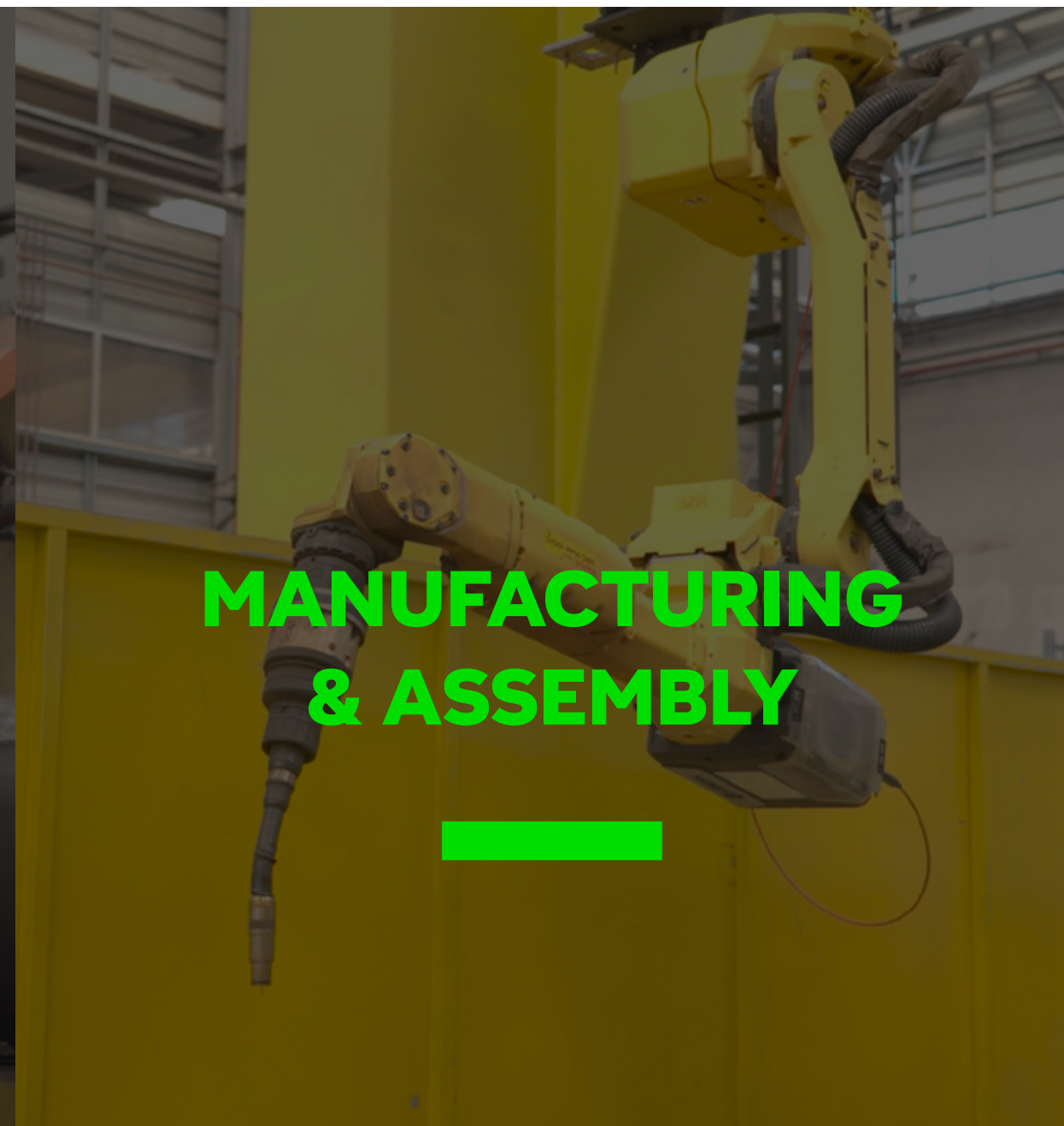


# COMPANY ORGANIZATION



## ENGINEERING DEPARTMENT

At the Engineering Office,  
we develop personalised  
and innovative solutions,  
adapted to the needs of each client.



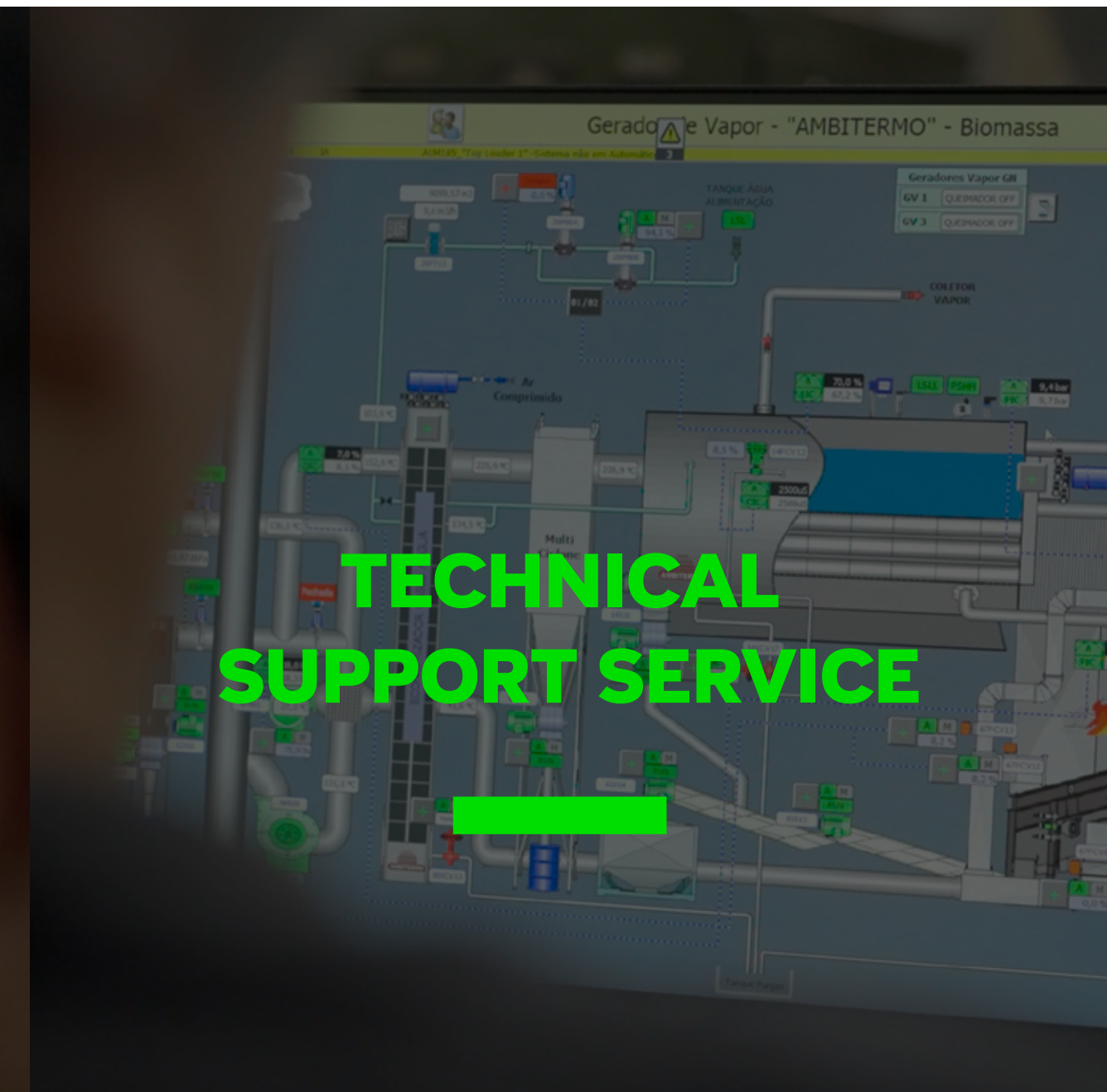
## MANUFACTURING & ASSEMBLY

We have an integrated structure  
that ensures quality in all  
project phases. Our factory  
combines modern machinery that  
streamline production and assembly  
processes with a highly qualified  
technical team.



## QUALITY DEPARTMENT

This department  
every stage of production  
and guarantees compliance with  
both national and international standards.



## TECHNICAL SUPPORT SERVICE

Our Technical Assistance service  
complements this integration by  
offering complete support from  
installation and throughout the  
life of the equipment. This synergy,  
allows us to deliver a 360° service,  
with rigour and reliability.



# PRODUCTS AND ENERGY SOURCES

We offer a wide range of industrial boilers, from standard models to customised solutions, adapted to the needs of each customer and type of energy source.

## ENERGY SOURCES

**BIOMASS**  
**GAS**  
**ELECTRICITY**  
**HYDROGEN**  
**THERMAL RECOVERY**  
**LIQUID FUELS**

Our boilers guarantee efficiency and reliability in demanding operations.

## BOILERS

**STANDARD MODELS**  
**OR CUSTOMISED**  
**SOLUTIONS**

## TYPES OF BOILERS

**FIRE-TUBE**  
**WATER-TUBE**

## PRESSURES UP TO

**80 BAR**

## FLUID

**WATER, VAPOUR,**  
**THERMOFLUID**  
**AND HOT AIR**

## POWER UP TO

**30.000 kW**



# AUXILIARY EQUIPMENT

We complement our solutions with the development auxiliary equipment designed to maximise efficiency, reliability and performance of thermal systems.

AUXILIARY EQUIPMENT

**WATER TREATMENT  
SYSTEMS**

**STORAGE TANKS**

**DEAERATORS**

**ECONOMIZERS**

**RECUPERATORS**

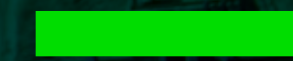
**COMBUSTION SYSTEMS**

**CHIMNEYS**

**and more.**



# OTHER PRODUCTS



INDUSTRIAL FURNACES

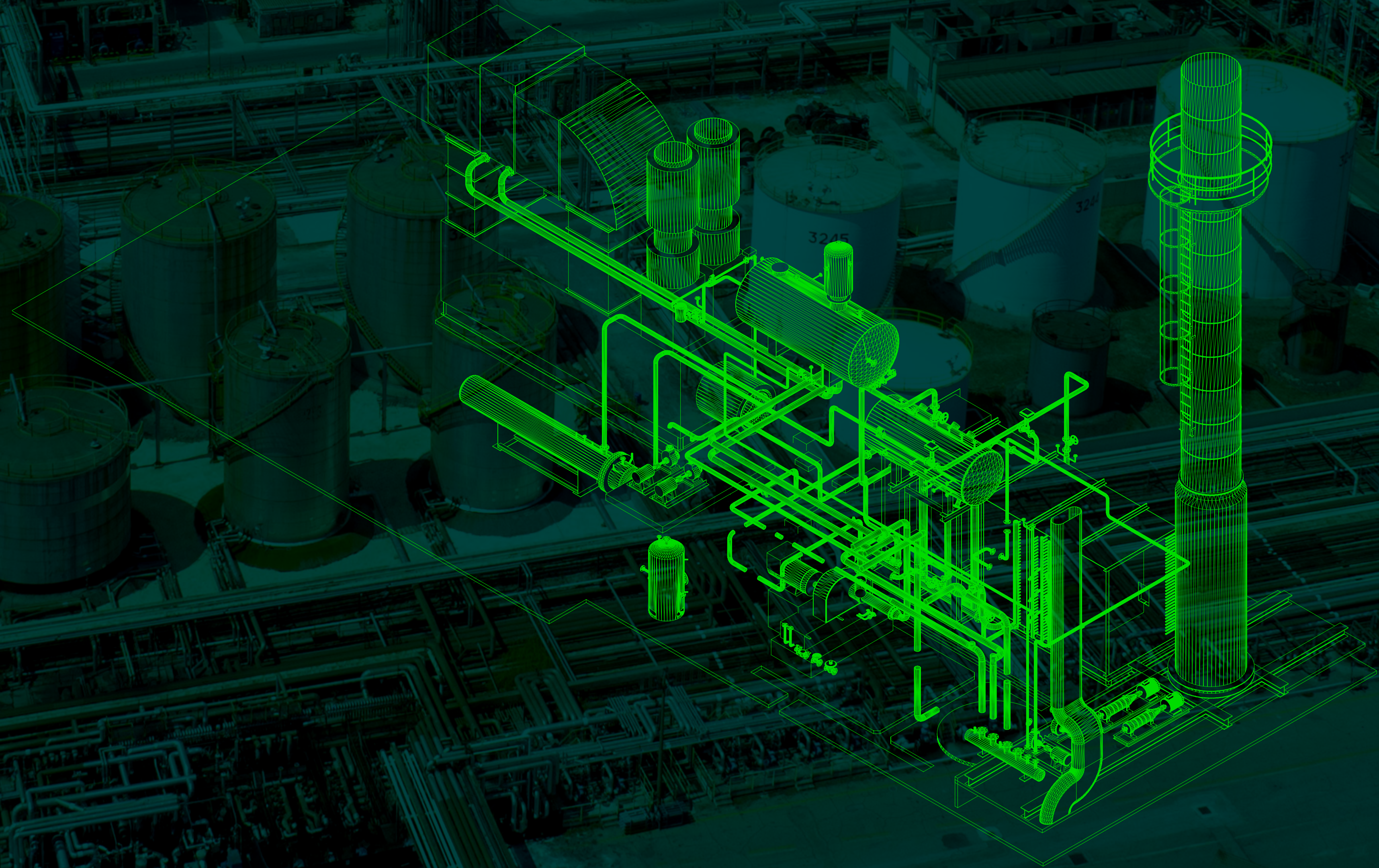
COGENERATION PLANT

TRIGENERATION PLANT

COMBINED CYCLE PLANT

INCINERATION PLANT

THERMAL POWER PLANTS





# TAILORED ENERGY: FROM TRADITIONAL TO SUSTAINABLE

With more than three decades of experience, we are a reference in design, manufacture, assembly and maintenance industrial boilers for sectors such as energy, ceramics, textile and food sectors.

BOILERS INSTALLED

**+ 24  
COUNTRIES**

Our boilers are present in more than 24 countries, with projects realised in demanding markets of Europe, South and Central America, Africa and Asia, where we are actively supply, but also assembly.

We currently provide maintenance services to 208 companies, consolidating our technical assistance as one of our activities.

INDUSTRIES

**MULTI  
SECTORAL**

Our experience covers various industrial sectors, such as textiles, food, energy, pharmaceuticals and metallurgy, among others.

CONTINUOUS INVESTMENT

**TECHNOLOGICAL  
INNOVATION**

We continually invest in training our teams in areas such as mechanics, electrical instrumentation and automation, ensuring technical quality and innovative, highly complex solutions.

We implement innovation in our production processes, such as integration of welding robotics, ensuring greater precision and efficiency in the manufacture of boilers and complementary equipment.



# SERVICES ENGINEERING

Design and development of  
industrial thermal projects.

## BOILERS & BURNERS

Retrofit and installation  
of equipment.

Preventive and corrective  
maintenance.

Preparation and monitoring  
of inspections.

## HVAC

Preventive and corrective  
maintenance of air conditioning  
equipment.

Issuance of centralization sheets.

## GAS

Preventive and corrective maintenance  
of PRM and gas distribution networks.

Preparation and monitoring of gas  
network inspections.

## OTHER SERVICES

Chemical cleaning of thermal equipment.

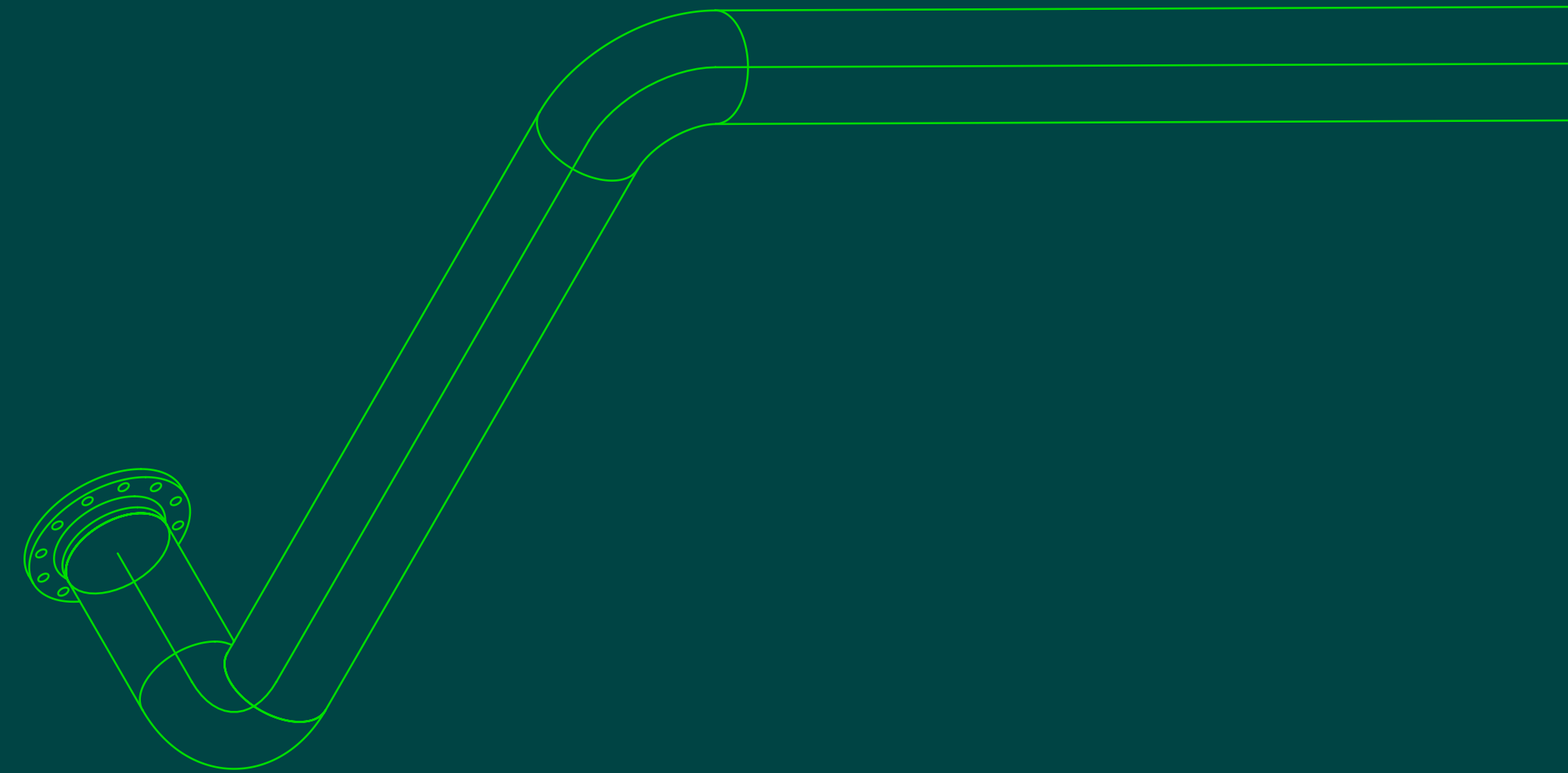
Development and technical support for water treatment systems.

Control systems and automation programming.

Verification and adjustment of temperature, level, and pressure instrumentation.

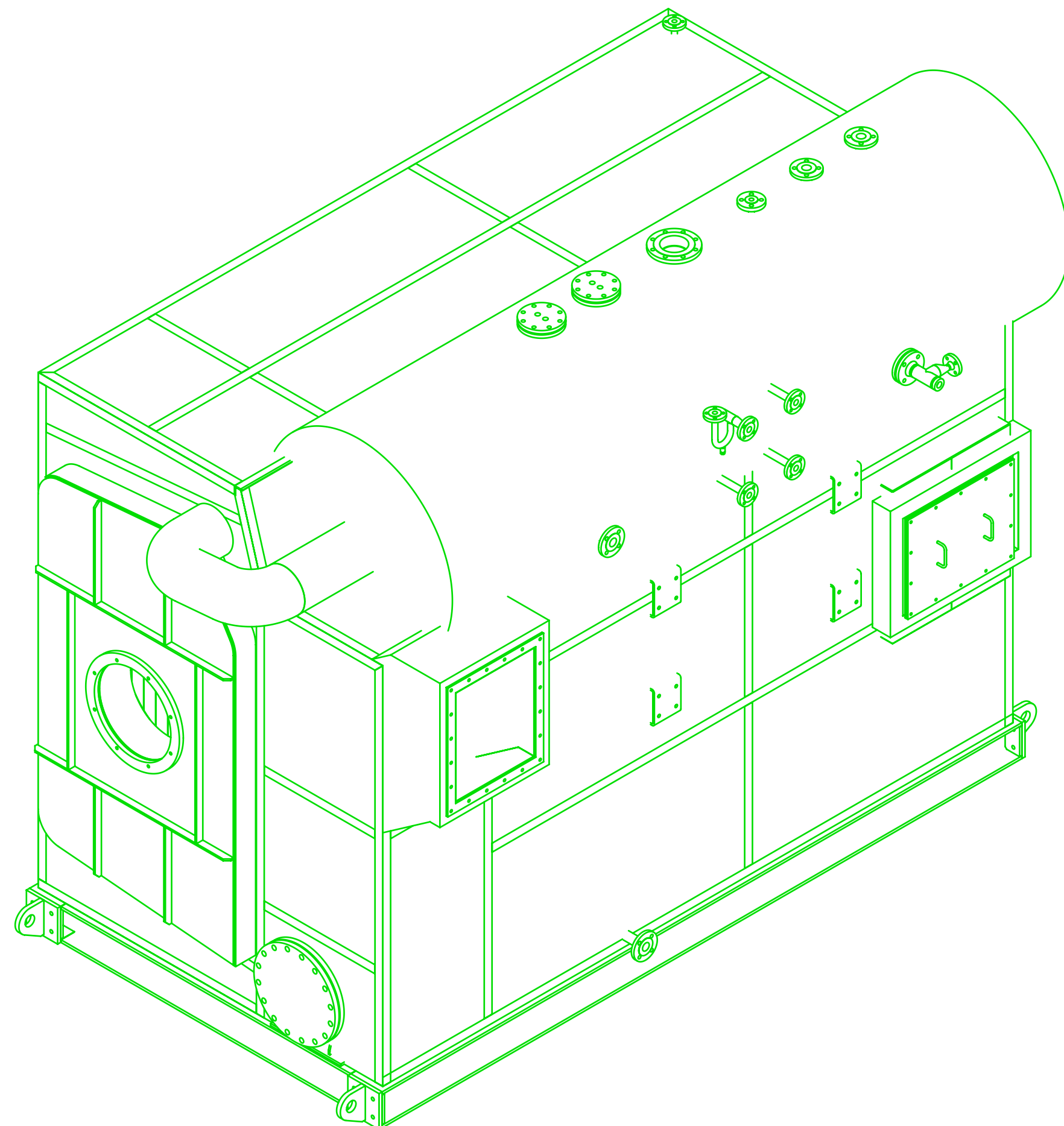
Characterization of gaseous emissions.

Installation of fluid networks.





# CERTIFICATIONS



Our experience and responsibility in the sector are reflected in the certifications that prove Ambitermo's quality and technical compliance.

Certified by the independent inspection body Bureau Veritas, we guarantee that all the pressure equipment we produce is fully compliant with **European Directive PED 2014-68-EU** for the construction of pressure equipment.

We use welding certified to **EN ISO 15614** and we have welders qualified to **EN ISO 9606:2017**. We stand out for our operational excellence and our ability to overcome the most demanding industrial challenges. Our production process is regularly monitored through Non-Destructive Testing, carried out by technicians certified to the **EN ISO 9712** standard, reinforcing our commitment to the reliability and safety of the equipment manufactured.

We also hold **Public Works Permit No. 23814-PUB**, are recognised as a Gas Installation Entity and are certified to **ISO 9001**, **ISO 14001** and **ISO 45001** standards, which ensure the highest standards of management, sustainability and safety.

Additionally, Ambitermo is a certified entity for the **installation, monitoring, and maintenance of gas systems**, reinforcing our technical expertise and full regulatory compliance in gas-related projects.





# PROJECTS & STRATEGY

Ambitermo stands out for its ability to develop customised projects that combine technological innovation and a deep understanding of industrial needs.

Each project is designed to offer robust and adaptable thermal solutions, guaranteeing a balance between performance and efficiency.

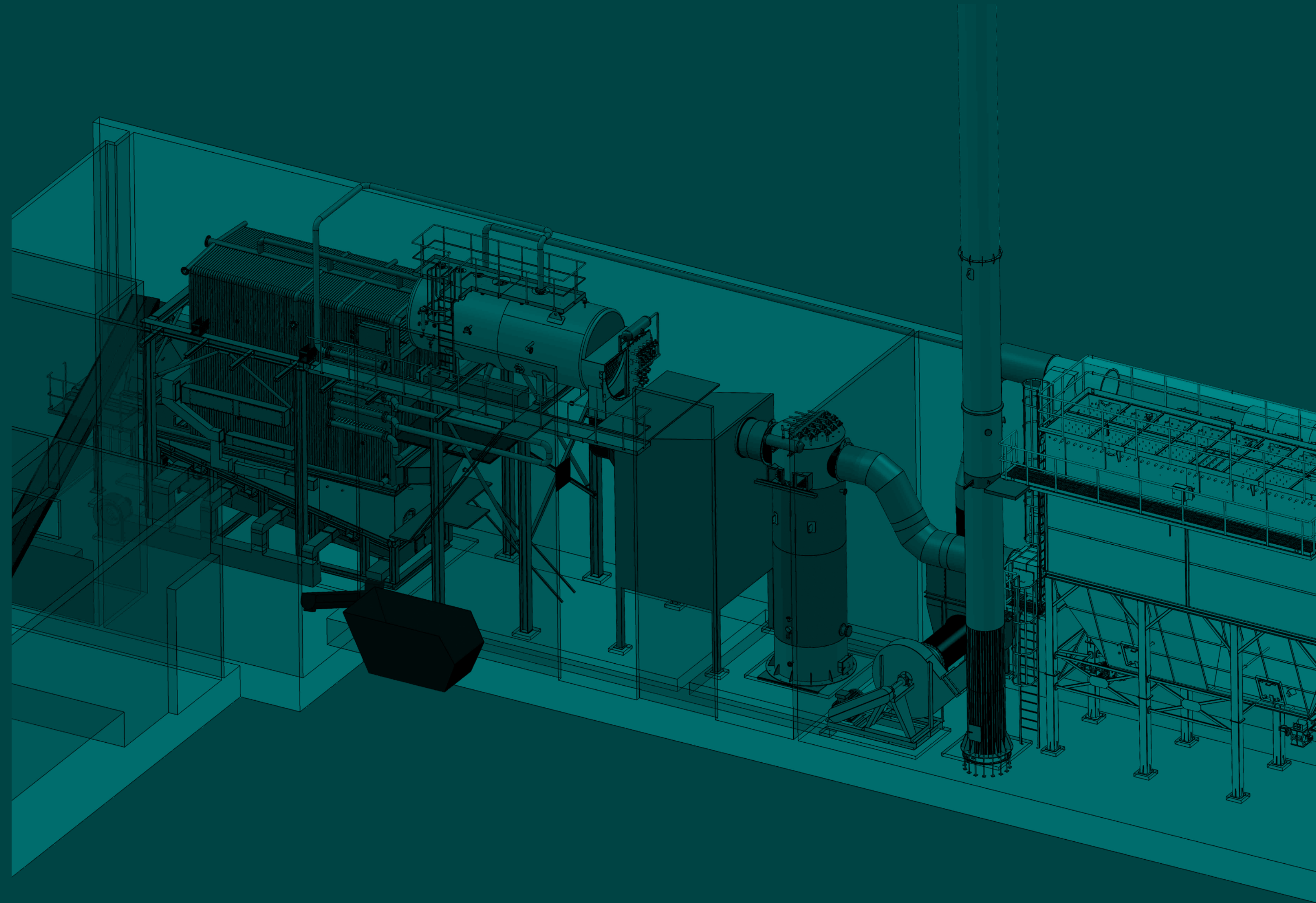


# RAR PROJECT

## BOILER FOR RESIDUAL FOREST BIOMASS

This recent biomass power station project highlights the continuous evolution of technology. The system replaces steam production with natural gas for biomass-generated steam, resulting in a reduction in carbon emissions and an increase in the temperature of the superheated steam available to the turbine.

The boiler produces 17 tonnes/h of steam at 25 bar, superheated to 400 °C, and the steam passes through an extraction turbine before being used in the process at low pressure, increasing efficiency.





# RAR PROJECT

**BOILER FOR  
RESIDUAL BIOMASS  
FORESTRY**

THE PROJECT INCLUDES

**BIOMASS SILOS  
TOP-LOADER TYPE  
TRANSPORT OF BIOMASS  
MOBILE GRATE  
COMBUSTION CHAMBER  
SUPERHEATERS**

**ECONOMISERS  
ASH RETENTION SYSTEM  
ONLINE BAG FILTER  
EXHAUST FAN  
CHAMINEE  
COMBUSTION AIR SYSTEM  
SLAG AND ASH  
COLLECTION SYSTEM.**



# SOLUCIONES PROJECT

## NATURAL GAS WATER-TUBE BOILER

For the Spanish pharmaceutical industry, Ambitermo designed and built a natural gas water-tube boiler. This project presented a significant challenge due to several constraints.

The limited space available, difficult access, and specific requirements for the boiler room necessitated a fully customized design tailored to the client's needs.



# SOLUCIONES PROJECT

## NATURAL GAS WATER-TUBE BOILER

This equipment stands out for its high efficiency of 95%, achieved through its optimized design, the inclusion of a water-tube economizer, and a state-of-the-art burner that ensures low emissions.

The installation of this boiler, following previous projects, reinforces Ambitermo's position in the international market and its growing acceptance. It also highlights Ambitermo's ability to design and manufacture a wide range of boilers to meet diverse market requirements.



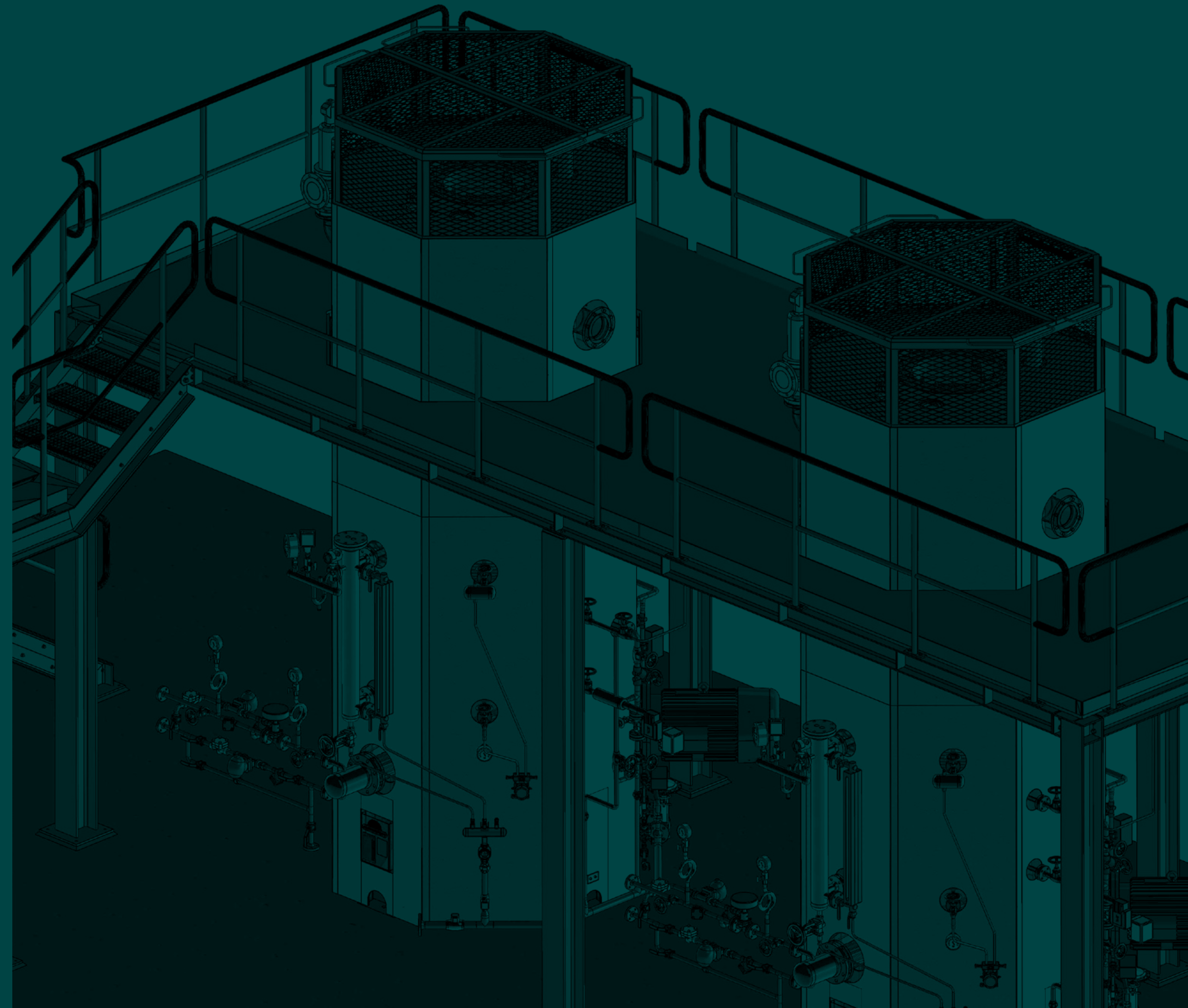
# INTERNATIONAL PROJECT

## ELECTRODE ELECTRIC BOILER

Ambitermo, in collaboration with an international company, took on the challenge posed by a major international tire manufacturer to design and manufacture an electric electrode boiler.

To accelerate decarbonization efforts, the client decided to replace an existing natural gas boiler with an electric boiler capable of producing 30,000 kg/h of steam at 20 bars.

This electric boiler allows the client to utilize energy generated by solar panels, avoiding approximately 35,500 tonnes of CO2 emissions annually.



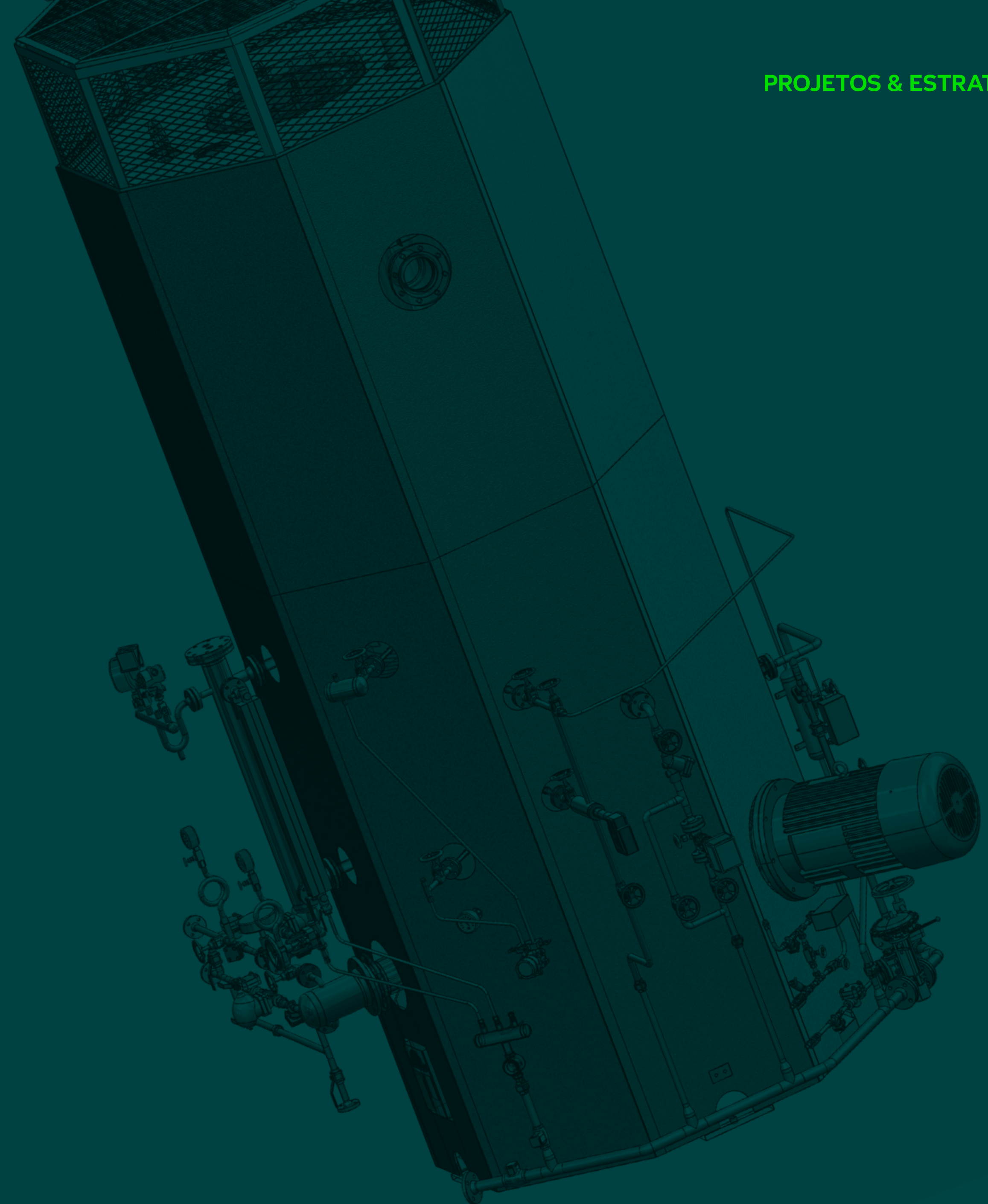


# INTERNATIONAL PROJECT

## ELECTRODE ELECTRIC BOILER

As a result of this project, Ambitermo has established a partnership with an international company to manufacture these boilers for the European and African markets. Production of additional boilers is already underway.

Through this project, Ambitermo has solidified its position as a leader in green steam and energy sustainability, further enhancing its expertise in electric boilers, including its existing range of resistance boilers.





# PREPARED FOR CHALLENGES OF THE FUTURE

Our commitment is to continue leading the sector with the same strength that has always defined us, expand exports to new markets and strengthen relations with our partners.

We are committed to supporting the evolution of strategic industries and to offer solutions that combine efficiency and sustainability, while facing the challenges of the future with resilience and determination.





Ambitermo

POWERING INDUSTRIES

[www.ambitermo.com](http://www.ambitermo.com)