

Distech Controls, a key player in BMS in France and Europe.

[Lyon, France, 30 September, 2025] – At the occasion of its presence at the IBS trade show held at Paris Porte de Versailles from September 30 to October 1, 2025, Distech Controls, an innovation leader in intelligent building, celebrates its 30th anniversary and sets out its roadmap for the coming years: maintaining double-digit growth and continuing its international expansion while strengthening its position in the French building automation market. The company is illustrating this ambition this week by presenting its latest innovations in **Pavilion 2-2**.

30 years of success

Thirty years ago, Distech Controls was founded on a simple idea: the need to save energy in buildings. Originally a reseller and installer, Distech Controls gradually became a manufacturer, building its expertise by making the most of the inherent constraints of the Canadian climate, which experiences winters of -35°C and summers of +35°C. Such a wide temperature range forced the company to develop expertise in both heating and air conditioning from the outset. At the same time, Distech Controls developed a unique strategic vision that has largely determined its success: that of choosing (contrary to market practices) to favor open technologies that integrate all protocols.

This strategy has since proven highly successful. In 2015, Distech Controls was acquired by Acuity Inc., which sought to acquire expertise while preserving Distech Controls' cultural characteristics. In just a few years, Distech Controls has established itself as one of the group's technological pillars. In the last full fiscal year (2024), Distech Controls enabled the Acuity Intelligent Spaces division, of which it is a part, to post revenues of US\$291.9 million. Distech Controls itself claims double-digit growth. Its headquarters in Brossard, Canada, is expanding rapidly, with production capacity set to grow by 300% to meet demand. In July 2025, Distech Controls set a record for the highest number of products manufactured in a single month across all its plants in Canada, France, and the United States. Today, Distech Controls equips buildings in more than 60 countries.

Building on this success, Distech Controls intends to pursue its innovation strategy by developing solutions that integrate AI and machine learning to boost the energy performance of buildings. Its market objective is in line with this strategy: Distech Controls plans to continue its double-digit growth to become one of the “Big Four” in the HVAC control industry within five years.

“I like to borrow the image and strategy of a famous American IT company...” explains Martin Villeneuve, President of Distech Controls. *“It perfectly reflects our ambition: to be indispensable and become the ‘Intel Inside’ of smart buildings.”*

Europe, a key market for Distech Controls

Europe is indeed a key market for Distech Controls. On the Old Continent, automation has not been an option but a regulatory requirement for decades. In France in particular, the BACS decree is gradually being implemented in the

tertiary sector. Since January 1, 2025, non-residential buildings equipped with HVAC systems with a capacity exceeding 290 kW must comply with it. From 2027, this requirement will be extended to installations exceeding 70 kW.

In recent years, Distech Controls has continued to grow and strengthen its position in the building management systems (BMS) market in France, driven by this positive momentum. In 2024, this growth led to the expansion of the Lyon headquarters, which has now become the headquarters for the EMEA region.

“Our headquarters in Brignais is a real showcase for our expertise, with regular updates incorporating our technologies,” adds Martin Villeneuve, President of Distech Controls. *“This impressive tool also allows us to integrate third-party solutions from our Digital Partners. This is an important step for Distech Controls, made possible by our open-minded approach, which offers rich and native exposure to a thriving ecosystem of digital solutions in the world of smart buildings.”*

A comprehensive and open product offering

Long perceived as a manufacturer of building management systems for large commercial buildings, Distech Controls is now able to natively address all types of needs, from large office towers to smaller buildings or specific requirements.

At the IBS trade show, Distech Controls is showcasing an enhanced offering with previews unveiled in 2024 that are now either in the process of being rolled out or already available. This expanded offering covers the Resense Move and Resense Air Series solutions, as well as the Eclipse 100, 200, and 300 controllers, designed for small installations, which join the 400 and 600 to offer an expanded range. A new range of screens with larger formats (10, 15, and 21 inches) is now available to meet market expectations and the growing power of Distech Controls controllers.

Here again, the objective is clear: to strengthen Distech Controls' position in small and medium-sized technical installations (boiler rooms, air handling units, etc.) to cover the entire building management system spectrum, from terminals to the most complex equipment.

“We are in a sustained cycle of product innovation that is there to support our growth ambitions,” adds Jérôme Lhote, Deputy CEO Europe. *“We intend to build on our culture of openness to promote scalability, reduce deployment costs, and accelerate integration into existing architectures. The challenge here is to offer a modular, interoperable, and secure building management system that simplifies operation, improves energy efficiency, and supports environmental objectives.”*

For more information about Distech Controls, visit <https://www.distech-controls.com>.

About Distech Controls

Distech Controls connects people with intelligent building solutions through our disruptive Building Management Systems (BMS) and refrigeration controls, sensors, and software. For over 30 years, our open technology has made spaces smarter, safer and greener by focusing on end user outcomes. Distech Controls is part of Acuity. Visit us at www.distech-controls.com.

About Acuity Inc.

Acuity Inc. (NYSE: AYI) is a market-leading industrial technology company. We use technology to solve problems in spaces, light and more things to come. Through our two business segments, Acuity Brands Lighting (ABL) and Acuity Intelligent Spaces (AIS), we design, manufacture, and bring to market products and services that make a valuable difference in people's lives.

We achieve growth through the development of innovative new products and services, including lighting, lighting controls, building management solutions, and an audio, video and control platform. We focus on customer outcomes and drive growth and productivity to increase market share and deliver superior returns. We look to aggressively deploy capital to grow the business and to enter attractive new verticals. Visit us at www.acuityinc.com.

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