



Portfolio

Industrial Relays

DIN Relays

DIN Time Relays

Time Relays

PLCs

and measuring devices

contactors

terminals

WORLD OF RELAYS

A YEAR IN DÜDINGEN | CMS-10R AND IOT PORTAL | INTRODUCING | OUR COMPETENCIES

EDITORIAL

Dear Reader,

The world is constantly changing. After the elections in the USA, the pace of change tends to accelerate. Some issues that have been on our minds since the COVID era are still on our minds. I am thinking in particular of the strong swiss franc and the shortage of skilled labour.

The situation of the supply chains remains challenging, but we were able to maintain our delivery performance thanks to revised procurement strategies. However, we need to keep an eye on the situation, because Trump's strategy of imposing import tariffs could drive up both the component availability that we need for the production of our products and prices.

Another issue that concerns us is the slowdown in the economy in Switzerland and Europe in general. We are suffering from a two-year contraction in the economy. Nevertheless, ComatReleco could increase its turnover slightly in 2024. How? Thanks to innovation, agility and speed, we were able to tap into new sources of income. At ComatReleco, we usually experience innovation when working with our customers. Among other things, a new railway-certified overcurrent protection relay, a dashboard for our CMS-10R and a project for a nuclear power plant in Belgium have been developed in 2024. To drive innovation forward, we have appointed an experienced Head of Product Management at the beginning of the year. You can read more about these

topics in this newsletter. We are putting our heart and soul into meeting your expectations.

We hope you enjoy reading this edition of WORLD OF RELAYS. As always, please do not hesitate to contact us to discuss your challenges.

Alexandre El Soda, CEO



A YEAR IN DÜDINGEN – MODERN, SUSTAINABLE AND FUTURE-ORIENTED

For more than a year now, we have been working in our new, modern building in Dürdingen. The move marked an important milestone for our company and offers optimal conditions for working more efficiently, sustainably and innovatively.

The modern logistics area is at the heart of the new building, enabling smooth incoming goods, efficient storage and fast shipping. This means that we are ideally equipped to reliably meet the increasing demands of our customers.

We are particularly proud of the doubling of the space available for the development of new products. With modern, well-equipped laboratories for a wide range of product tests, we are creating the ideal conditions for driving innovation and ensuring the highest quality standards.

The well-being of our employees is also important to us. The new canteen with a view is an inviting place to take a relaxing break, while the terrace can be used

for barbecues in summer – perfect for social gatherings. In addition, contemporary workplaces in the open-plan office ensure a pleasant working environment that promotes communication and collaboration.

Another highlight is the representative character of the building, which not only reflects our corporate culture but also impresses visitors and business partners. Sustainability played a central role in the construction: our building meets the Minergie-P standard and is heated in an environmentally friendly way by two kilometres of geothermal probes. In addition, solar collectors on the roof generate a large proportion of the electricity required. Charging stations for electric cars are available for our employees and guests.

The facilities are rounded off by an in-house fitness room, which offers the ideal counterbalance to the working day and contributes to a healthy lifestyle. Our new building in Dürdingen combines efficiency, sustainability and comfort – the perfect basis for future growth and shared success.



CMS-10R AND IOT PORTAL – MORE CONTROL, FLEXIBILITY AND EFFICIENCY



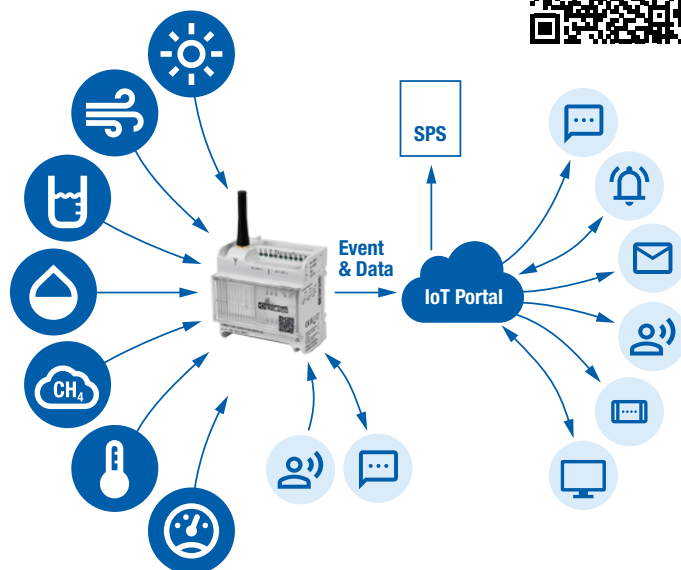
The CMS-10R is a wireless remote monitoring device that uses the mobile phone network to report faults and configurable events directly to the user – ideal for remote locations and mobile systems. With its four relay outputs, which can be automatically switched based on events, it provides reliable system monitoring without Wi-Fi and with minimal energy consumption.

The CMS-10R is ideal for monitoring critical infrastructure in remote locations and for controlling and monitoring mobile systems that cannot be easily integrated into existing control systems or communication networks, such as construction site equipment or mobile heating systems. It enables reliable condition monitoring and alarming, allowing maintenance and intervention measures to be carried out efficiently and in a targeted manner. Particularly in safety-critical applications, such as monitoring transport and utility infrastructure, the system helps to detect faults at an early stage, thus increasing safety and operational continuity. By quickly capturing and forwarding relevant status information, downtime is minimised, costs are reduced and damage to equipment, goods or the environment is prevented.

In 2024, the associated IoT portal was expanded to include two significant updates: an intuitive dashboard for data visualisation of the CMS-10R and the introduction of credit card payments for more flexibility of use.

Dashboard for optimal device management

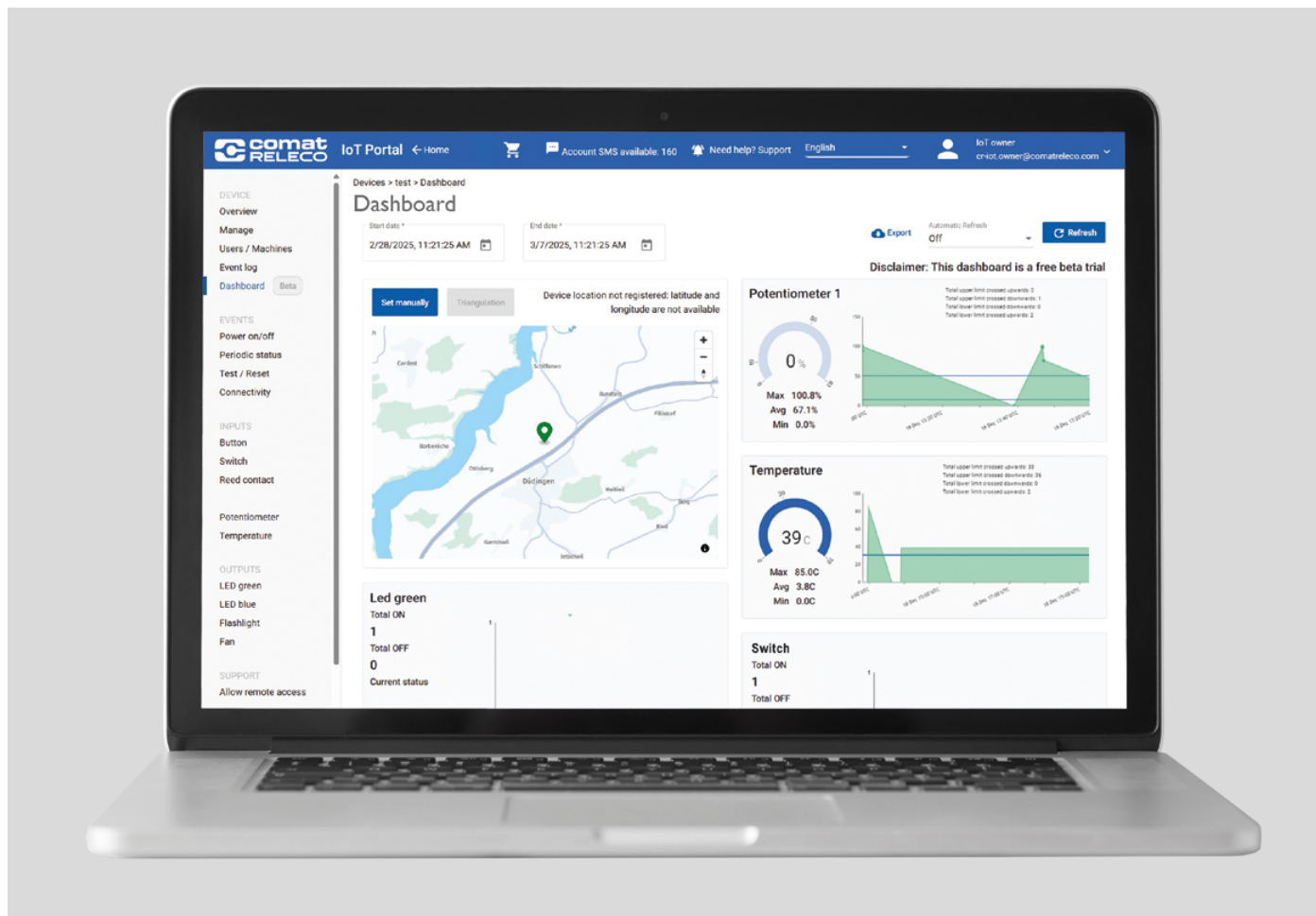
The new dashboard provides a graphical display of inputs, outputs and device locations. It offers flexible update intervals and CSV data export. The precise location determination via triangulation improves device monitoring – especially in decentralised or mobile applications.



Additional payment options for maximum flexibility

The IoT Portal now supports preferred credit card payments with quarterly and semi-annual payment options. Customers benefit from customisable payment preferences, the option to combine device groups for collective invoices, and the option to conveniently purchase SMS packages by credit card.

Coming soon: In summer, the CMS-10R will be updated to include an API webhook for easy system integration. Furthermore, SMS messages will no longer be required for event-based output control.



INTRODUCING – THE NEW CHIEF PRODUCT OFFICER SARAH AULL



After studying physics in Germany, Sarah Aull spent six years conducting research at CERN before moving into industry. She started out in technology development and later took over as head of a product development team. She prepared for the next step – moving into product management – with targeted further training. She is the new Chief Product Officer at ComatReleco and a member of the executive management team since January 2025.

What do you particularly like about your new role?

I appreciate the short decision-making paths and the proximity to day-to-day business – here I can not only work strategically, but also drive things forward myself.

Particularly important to me is the opportunity to develop structures in such a way that they make us more efficient while at the same time leaving room for creativity and innovation.

I am also enthusiastic about the industries in which we operate. Rail, industrial automation and building technology play a central role in terms of climate change. The fact that our products play a role here is particularly motivating for me.

How does the approach in development differ from that in product management – and when do you still benefit from your R&D perspective today?

As a developer, the focus is on the technical solution to a problem, whereas in product management, it's on understanding the customer's problem and its context correctly. The first idea for a solution isn't always the best one, and sometimes it turns out that the actual problem lies somewhere other than initially thought. My technical background is particularly helpful at the beginning of product development. Product requirements are often only as good as the questions you ask. Here, I can use my experience to discuss with our and the customer's R&D on an equal footing and ensure that we ask the right questions before developing a solution.

They say that dogs often resemble their owners – does that apply to you and your dog?

My dog is clever, independent and has a mind of her own – so yes, there are certain parallels.

OUR COMPETENCIES – CUSTOMISED SOLUTIONS



At ComatReleco, we understand that many applications require more than just standard relays. That is why we specialise in developing and producing customised solutions for applications with unique technical and environmental challenges. In combination with our products, we also offer additional engineering services such as programming simple controls and developing firmware to ensure that your solutions are fully integrated and optimised for your application.

As a Swiss company, we are dedicated to delivering high-quality, highly reliable products that are tailored to your needs. Our specialists work closely with you to develop solutions that meet your technical challenges, including:

- **Customised coil voltages and contact configurations**
Customised integration into existing systems, avoiding the need for costly modifications.

- **Industry-specific solutions**
Tailored products that meet the stringent standards of industries such as rail, providing reliable solutions for critical applications.
- **Compact designs**
Saving space in control cabinets and on-board systems without compromising on performance.
- **Durable designs**
Minimise total cost of ownership by reducing maintenance and downtime.
- **Individual test procedures**
Ensure maximum reliability under demanding conditions, e.g. unusual load profiles or non-standardised environments.

Our company size allows us to work particularly efficiently – we offer a straightforward development process and timely prototyping to support your project needs.

NEXT TRADE FAIRS – A VISIT TO COMATRELECO



21. – 22.05.2025 | Bern



22.05.2025 | Zurich



2. – 4.09.2025 | Bern



23. – 26.09.2025 | Gdansk



29. – 31.10.2025 | New Delhi