

AUTHORISED HAIMA DISTRIBUTOR PROGRAMME

Become an Authorised Haima Distributor

Build a high-growth industrial cooling business — protected territory, strong margins, and a marketing engine that sells for you. Backed by Pima Controls and 50 years of industrial engineering.

Protected Territory

Yours to own and grow.

Recurring Revenue

Equipment, spares and service income.

We Drive Demand

Co-branded campaigns + MDF funding.

WHO WE ARE LOOKING FOR — THE IDEAL DISTRIBUTOR

We appoint a limited number of B2B partners who already reach industrial plants and want to own a territory, not dabble. If this is your business, you are exactly who we built this programme for.

Industrial automation
distributors

Electrical & switchgear
distributors

Panel builder

HVAC / MEP dealer

Industrial equipment
supplier

System integrator

The strongest partners have: **Plant access** · **Field sales team** · **Service capability** · **Stock & demo ability** · **Territory**

WHAT YOU GET AS AN AUTHORISED DISTRIBUTOR

Protected territory

Strong distributor margins

Co-branded marketing kit

Market Development
Funds (MDF)

Product & sales training

Demo unit + factory
support

Lead generation &
campaigns

Certified, award-winning
Product line

What you will sell: *Haima — India's most advanced industrial panel air conditioner.
Make in India; CE · RoHS · DIN EN14511 certified; London Design Awards 2025 — Silver.*

HOW IT WORKS — FROM APPLICATION TO FIRST ORDER

1

Apply

2

Qualifying call

3

Agreement & territory

4

Kit, training & demo

5

First order & growth

LET'S BUILD THE FUTURE TOGETHER

Become an Authorised Haima Distributor

Now appointing across new territories. Tell us about your business and the territory you want — if it's a fit, we'll call within 2 working days. No cost to apply.

Backed by Pima Controls — 50 years of industrial engineering