

Viessmann announces continued growth

Sales of €1.89 billion, and array of new technologies for the domestic and commercial markets revealed at ISH Energy 2013

Heating systems manufacturer, the Viessmann Group has reported sales of €1.89 billion in 2012, a €30 million increase in turnover and 1.6 per cent growth. Germany accounted for much of the growth globally, there was a 5 per cent increase in the number of heating systems sold.

Announced at ISH Energy 2013, the international trade fair for building, energy, air conditioning technology and renewable energies, the figures were provided by the group's managing partner, Dr Martin Viessmann, in his keynote speech.

Dr Viessmann also revealed that as a result of further business acquisition, the group recently expanded into cooling and fuel cell technology; which means employee numbers increased to 10,600 in 2012, with 270 of the additional 1000 staff from organic growth not related to acquisition.

During his presentation, Dr Viessmann addressed the main energy and technology trends impacting on the heating industry:

“European markets continue to reflect the political will for the ‘energy revolution’, or shift to renewable energy. The key prerequisite for the success of this energy revolution is to deal with the backlog in modernisation projects in the heating market,” said Dr Viessmann.

“Not only does the heating market offer the greatest opportunity for energy savings, it also has the facility to store large volumes of energy. This means that it can make a major contribution towards offsetting the unstable energy provision associated with the growing use of renewable energy sources.”

As well as sharing the recent financial figures, the Viessmann group also launched several innovative product innovations at ISH, including:

- **Vitosorp 300-W:** an innovative gas absorption heat pump. The combination of a gas condensing boiler and

liquid absorbent heat pump achieves degrees of utilisation of up to 134 per cent by reducing the power intensive drive energy compared to standard heat pumps; lowering gas consumption by up to a quarter compared to gas condensing technology.

- **Vitotwin 350-F:** an especially space-saving and completely preassembled compact mCHP device, which cuts installation time. A Stirling engine, a high-efficiency gas condensing boiler for covering peak loads and a 175-litre heating water buffer cylinder are located in the compact Vitotwin 350-F enclosure, which requires an installation space of just 0.36 square meters.
- **Ice store:** an efficient alternative to geothermal heat probes or geothermal collectors, the ice store system facilitates an extremely reliable, economical and environmentally friendly heat supply for buildings of nearly any size. Crystallisation heat released in the freezing of the ice store's contents is harnessed meaning that in summer, properties can be inexpensively cooled.
- **Vitovvalor 300-P:** a heating system based on a low-temperature fuel cell. The mCHP system is based on a PEM (polymer electrolyte membrane) fuel cell with 750 W electric output and 1 kW thermal output and is primarily suitable for use in new construction with low heating demand.
- **Vitotronic 300-K:** a new control for dual mode and multi-mode multi-boiler systems. The Vitotronic 300-K system control can monitor and control up to eight different heat sources in an output range from 100 kW to 1 MW. By means of integrated buffer management with up to five temperature sensors and a speed control for high-efficiency pumps, optimal layering of the buffer storage content is also possible.

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About Viessmann Limited

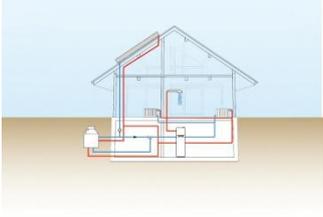
Viessmann Limited is part of the Viessmann Group of Companies which is one of the leading international manufacturers of heating systems. Founded in 1917, the family business is overseen by the chairmanship of Managing Partner Dr. Martin Viessmann. The Group has annual turnover of EUR 1.89 billion and employs a staff of approximately 10,600. Viessmann's comprehensive product range encompasses all fuel types and applications, allowing it to deliver high quality, efficient and fully integrated solutions. With an output range of 1.5 to 120,000 kW, Viessmann offers oil and gas-fired boilers, solar thermal and photovoltaics,

, combined heat and power modules (CHP), ground, air and water sourced heat pumps and biomass boilers.

Press Enquiries

Judy Collins, Propel Technology, Bloxham Mill, Barford Road, Bloxham, Banbury, Oxfordshire, UK, OX15 4FF. +44 (0)1295 724130 / +44 (0) 7786 455045. judy@propel-technology.com

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|  | <p>Viessmann revealed a wide array of new technologies for the domestic and commercial markets revealed at ISH Energy 2013, including the Vitovalor 300-P; a heating system based on a low-temperature fuel cell</p> |
|  | <p>The Vitosorp 300-W is an innovative gas absorption heat pump.</p> |
|  | <p>Simplifying the development of heat sources and reducing the investment costs for them – with the innovative ice store, Viessmann offers new options for using heat from ambient air, ground, and solar energy.</p> |