



# Demerger of the Professional Division

---

23 November 2011 v1.2

# IMPORTANT INFORMATION

---

## **Disclaimer**

This document has been prepared in accordance with Italian law and may not be distributed, either directly or indirectly, in any other jurisdiction, in particular Australia, Japan, Canada or the United States of America or other country in which issue of the securities described in this document and the communication of the same are not permitted without specific authorization from the relevant authorities. Distribution of this document in any jurisdiction outside of Italy may be subject to specific regulatory requirements and restrictions. Any person coming into possession of this document should inform themselves of and comply with any such regulatory requirements or restrictions. The securities referred to in this presentation are to be issued in relation to the demerger described herein and have not been, nor is it intended that they will be, registered pursuant to the United States Securities Act of 1933. Consequently, they may not be offered or sold, either directly or indirectly, in the United States of America except by special exemption.

No representation or warranty, express or implied, is or will be made in relation to, and no responsibility is or will be accepted by De'Longhi S.p.A. and/or by any companies controlled directly or indirectly by De'Longhi S.p.A. included De'Longhi Clima S.p.A., nor by any of their respective directors, managers, officials, clerical staff, agents or consultants, as to the accuracy or completeness of the information contained in this presentation. No part of this presentation constitutes, or shall be taken to constitute, an invitation or inducement to invest in De'Longhi S.p.A. or DELCLIMA S.p.A. (currently De'Longhi Clima S.p.a.) in any jurisdiction in which registration or qualification of such securities is required under applicable law.

## **Forward-Looking Statements**

This document contains certain forward-looking statements relating to both De'Longhi S.p.A. and DELCLIMA S.p.A. (currently De'Longhi Clima S.p.a.), their activities subsequent to completion of the demerger and to the relevant markets. These statements are not historical fact and are based on current estimates and projections made: (i) by the companies party to the demerger concerning future events and, (ii) by third companies not belonging to the De'Longhi group; by their nature, are subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future, and, as such, undue reliance should not be placed on them. Actual results may differ materially from those expressed in such statements as a result of a variety of factors, such as: volatility of commodity prices, changes in general economic conditions, economic growth and other changes in business conditions, changes in government regulation (in Italy or abroad), and many other factors, most of which are outside of the control of the companies party to the demerger.

# TODAY'S SPEAKERS

---

Name	Position	Years with the Group
Fabio De'Longhi	CEO De'Longhi SpA	19
Carlo Grossi	CEO DELCLIMA SpA	10
Fabrizio Micheli	Head of Finance and Investor Relations De'Longhi SpA	15

# TABLE OF CONTENTS

---

## **1. The Group at a Glance**

## **2. The Demerger of the Professional Division**

## **3. Overview of the Household Division (new De'Longhi S.p.A.)**

## **4. Overview of the Professional Division (DELCLIMA S.p.A.)**

## **5. Q&A**

## **Appendix**

# DE'LONGHI GROUP AT A GLANCE

## FY 2010

€m	Professional	Household	Household + Corporate	Total
Revenues	352,6	1.277,0	1.281,4	1.625,9
EBITDA before non recurring expenses	31,0	176,2	168,2	199,1
EBITDA Margin	8,8%	13,8%	13,1%	12,2%
Net Debt				4,7

## 9M 2011

€m	Professional	Household	Household + Corporate	Total
Revenues	281,4	910,7	913,3	1.187,1
Y-o-Y Growth %	12.3%	10.8%	10.7%	11.0%
EBITDA before non recurring expenses	27,3	134,6	127,9	155,4
EBITDA Margin	9,7%	14,8%	14,0%	13,1%
Net Debt				21,0

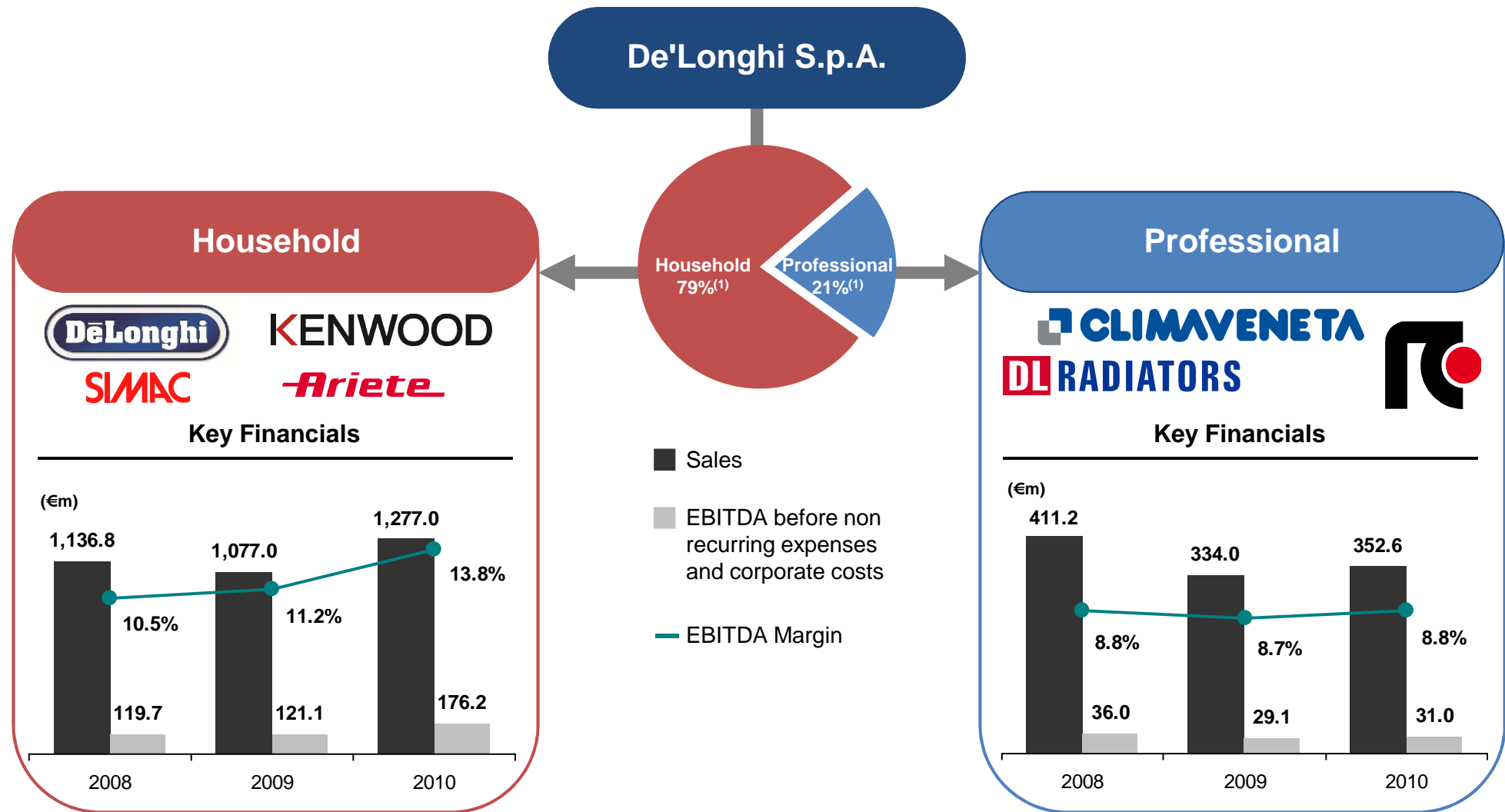
Sources: Factset, Company reports

(1) As of 21 November 2011

## Market Performance Since IPO<sup>(1)</sup>



# TWO DIVISIONS SINCE 2007



(1) 2010 Revenues breakdown

## TWO DISTINCTIVE BUSINESS MODELS

---

Household	Professional
B2C	B2B
Resilient	More cyclical
Global	Europe and China
Lifestyle led and highly innovative	Technological barriers and tailored engineering
Marketing driven	Solutions and service
Emerging markets > 30%	Strong opening to Chinese market
Secular trend in coffee and gourmet	Air conditioning leading growth and profitability

# TABLE OF CONTENTS

---

**1. The Group at a Glance**

**2. The Demerger of the Professional Division**

**3. Overview of the Household Division (new De'Longhi S.p.A.)**

**4. Overview of the Professional Division (DELCLIMA S.p.A.)**

**5. Q&A**

**Appendix**

# THE DEMERGER: RATIONALE

---

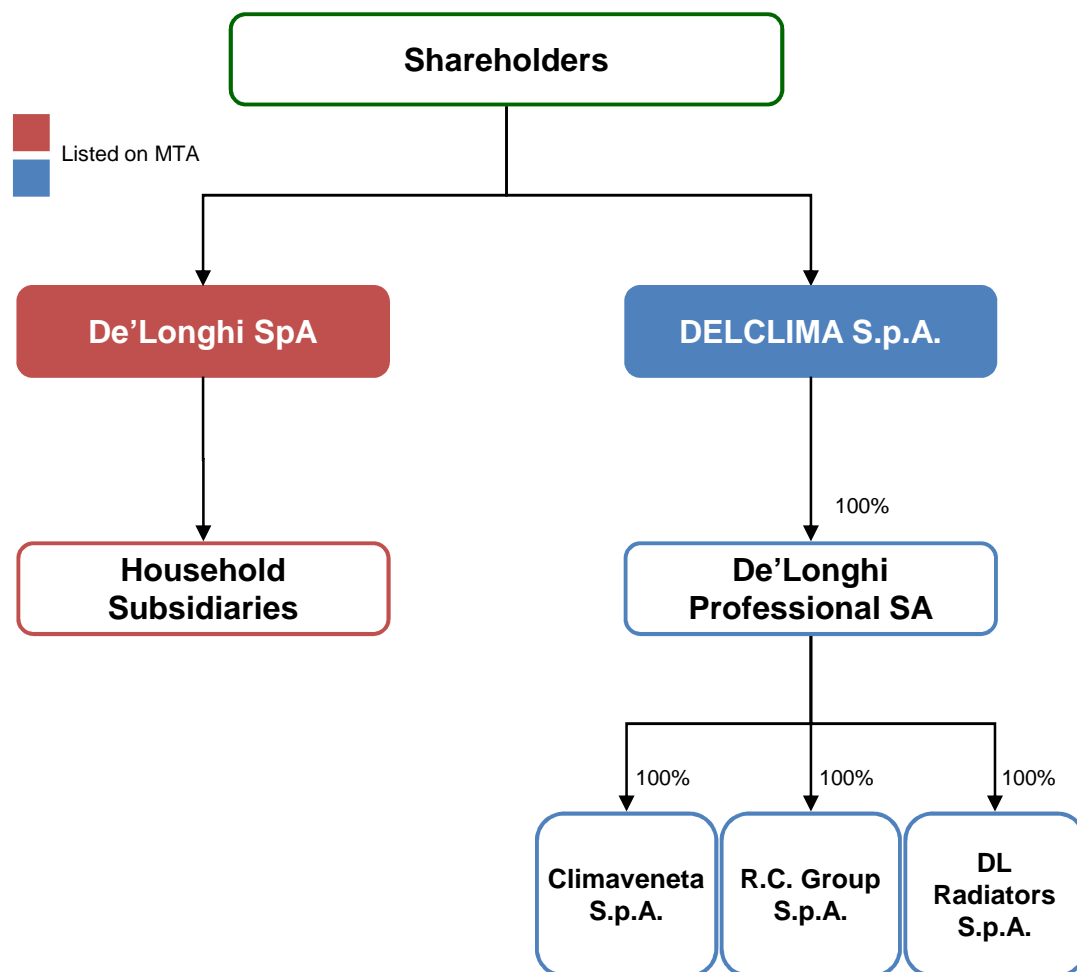
## 1. Set ideal environment for an independent development of each business

- ➔ Stand-alone evolution for the two businesses characterized by different client base and market dynamics
- ➔ Higher flexibility on strategy execution for each division
- ➔ Absence of industrial synergies between Professional and Household divisions

## 2. Provides the market with increased transparency and better information on the strategic and financial outlooks of the two divisions

- ➔ Possibility to fully understand the strategy and the potential of the Professional division
- ➔ Possibility to unlock value potential of the Household division

# THE DEMERGER: STRUCTURE



- ➔ Partial and proportional demerger of “Professional” division from De’Longhi S.p.A. under Italian Law ex. Artt. 2506 e ss. Cod. Civ.
- ➔ Demerged company, currently named De’Longhi Clima S.p.A. to be renamed DELCLIMA S.p.A. (“DELCLIMA”), will receive entire ownership in De’Longhi Professional S.A.
- ➔ DELCLIMA to be listed on the MTA Segment of the Milan Stock Exchange simultaneously with demerger completion
- ➔ Every De’Longhi shareholder to own 1 share of De’Longhi and 1 of DELCLIMA

# TABLE OF CONTENTS

---

**1. The Group at a Glance**

**2. The Demerger of the Professional Division**

**3. Overview of the Household Division (new De'Longhi S.p.A.)**

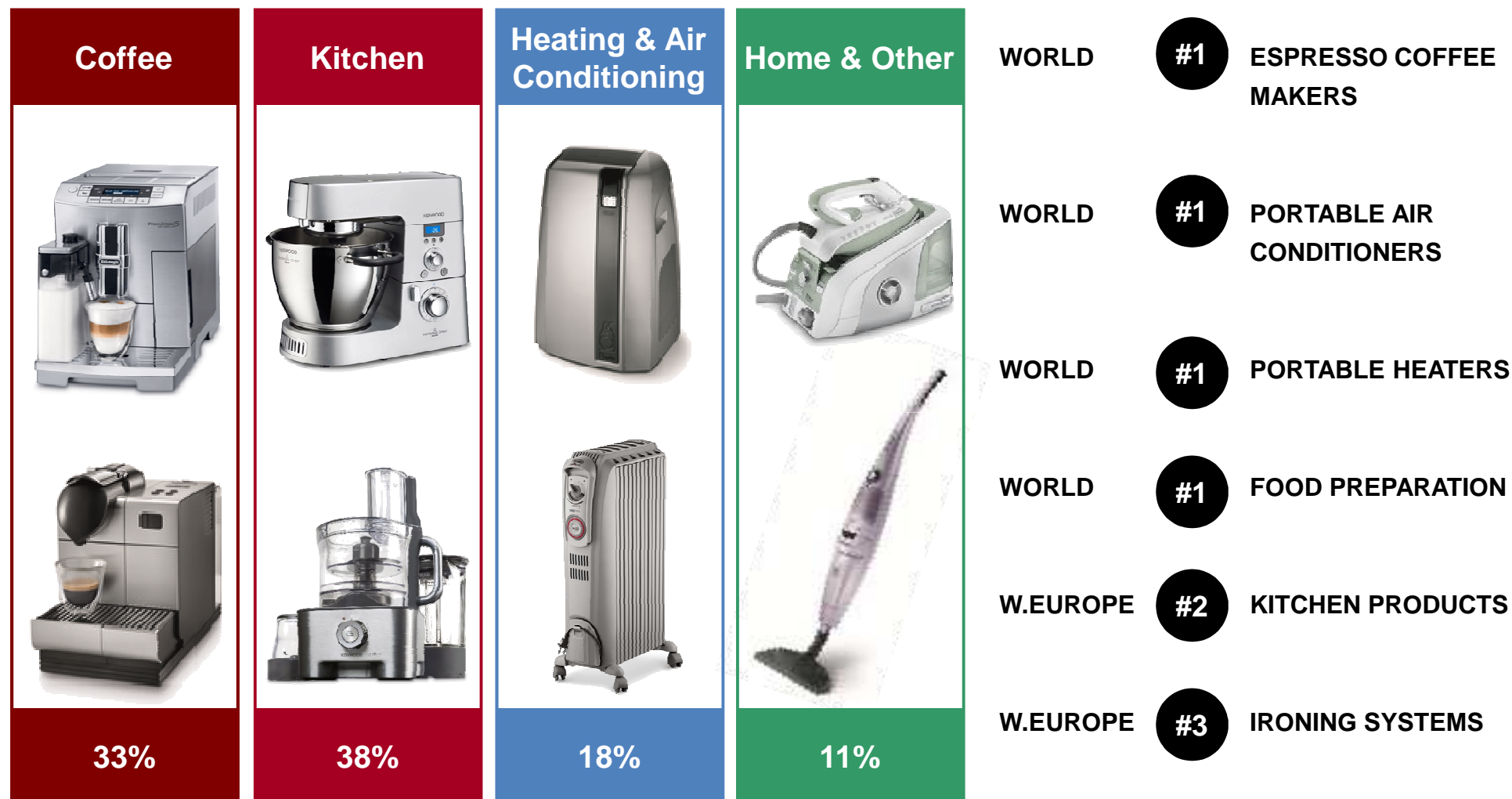
**4. Overview of the Professional Division (DELCLIMA S.p.A.)**

**5. Q&A**

**Appendix**

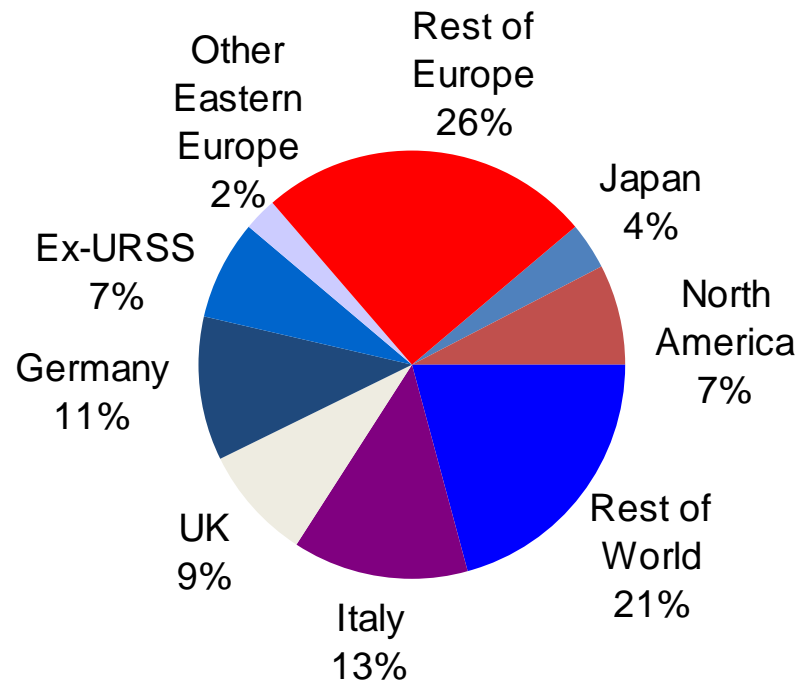
# DE'LONGHI S.P.A.: LEADING BRANDS IN SMALL DOMESTIC APPLIANCES

*Household*



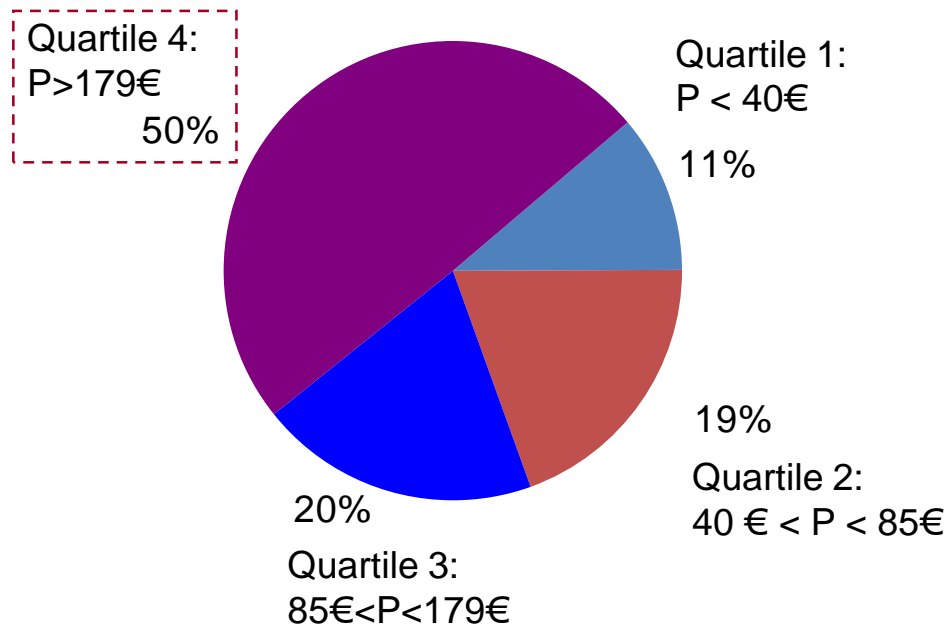
*Note: percentages related to 2010 actual revenues breakdown*

## 2010 Breakdown by Geography



- ➡ Truly international:
- ➡ Only 13% of sales in the domestic market
- ➡ Over 30% in emerging markets

### 2010 Breakdown by Price Point



- ➔ De'Longhi more focused on core segments than competitors:
- ➔ 71% of sales in coffee and cooking (vs. main EU competitors < 30% of total SDA segment)
- ➔ 50% of products positioned in the highest price quartile
- ➔ vs. main EU competitors < 25%



## Products



- ➔ Focus on high-end, *gourmet* coffee and food preparation machines to strengthen world leadership
- ➔ Continuous R&D investments with a group of c. 300 people dedicated team

## Operations



- ➔ Further optimization of production platform
- ➔ Integrated production and strategic partnerships with core suppliers

## Network



- ➔ Renewal of strategic partnerships in the high growth espresso capsule coffee segment
- ➔ Strengthening of commercial network in emerging markets and expansion into new countries

# TABLE OF CONTENTS

---

**1. The Group at a Glance**

**2. The Demerger of the Professional Division**

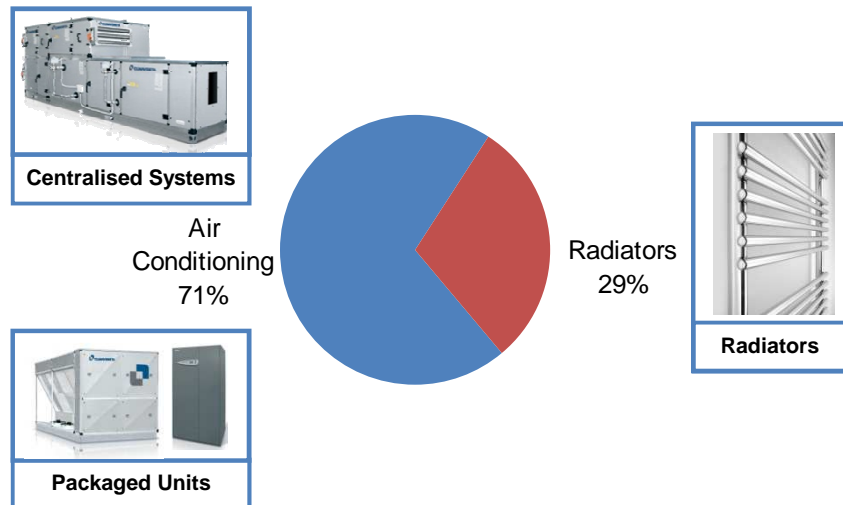
**3. Overview of the Household Division (new De'Longhi S.p.A.)**

**4. Overview of the Professional Division (DELCLIMA S.p.A.)**

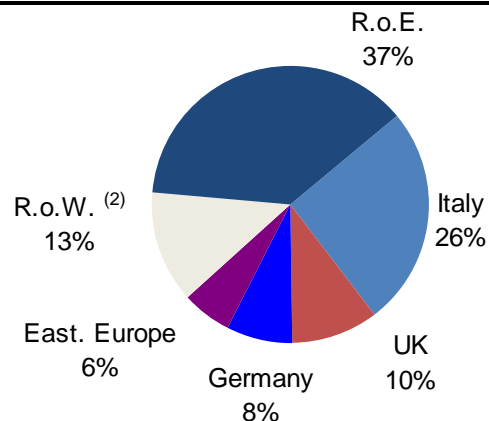
**5. Q&A**

**Appendix**

## 2010 Breakdown by Product



## 2010 Breakdown by Geography



- ➔ DELCLIMA is among the European leading players in the centralised comfort systems and radiators
- ➔ €353m sales in 2010
- ➔ €281m as of 9M2011, +12% vs. 9M2010
- ➔ c.1,950 employees as of October 2011
- ➔ 11 factories
- ➔ 9 subsidiaries worldwide and presence across over 100 countries

(1) "HVACR": Heating, Ventilation, Air Conditioning and Refrigeration

(2) Mainly China (consolidated at 50%), Israel and South Africa

# HVACR INDUSTRY OVERVIEW BY PRODUCTS

Professional

Centralized Conditioning Systems	Hydronics	Chillers and Heat Pumps
		Air Handling Units (AHU)
		Terminal Units
		Control Systems
	Gas	Variant Refrigerant Flow/ Volume (VRF/ VRV) Systems
Packaged Conditioning Units		Room Air Conditioning (single and multisplit) - RAC
		Rooftops and other Packaged Units
		Close Controls
Radiators		Hydronics Radiators
		Electric Radiators

DELCLIMA: ■ High Focus ■ Focus □ No Presence

**DELCLIMA**

# DELCLIMA PRODUCT OVERVIEW

Professional



## Centralised Conditioning Systems

### Chillers and Heat Pumps

- ➔ Central devices which provide or subtract heating for using in buildings and industrial processes

### Air Handling Units

- ➔ Allow for air filtering and ventilation

### Terminal Units

- ➔ Located in single rooms

### Control Systems

- ➔ Manage and control the entire system

## Packaged Units

### Close Control (HPAC)<sup>(1)</sup>

- ➔ High precision units for data centers which allow for precise temperature and humidity control

### Rooftop

- ➔ One-piece conditioning systems for large spaces

## Radiators

### Hydronic Radiators

- ➔ Steel-Panel/ Multicolumn
- ➔ Steel Bathroom

### Electric Radiators

- ➔ Steel
- ➔ Aluminium



“CUTTING HEDGE” TECHNOLOGY ACROSS THE ENTIRE PRODUCT SPECTRUM

(1) High precision air conditioning

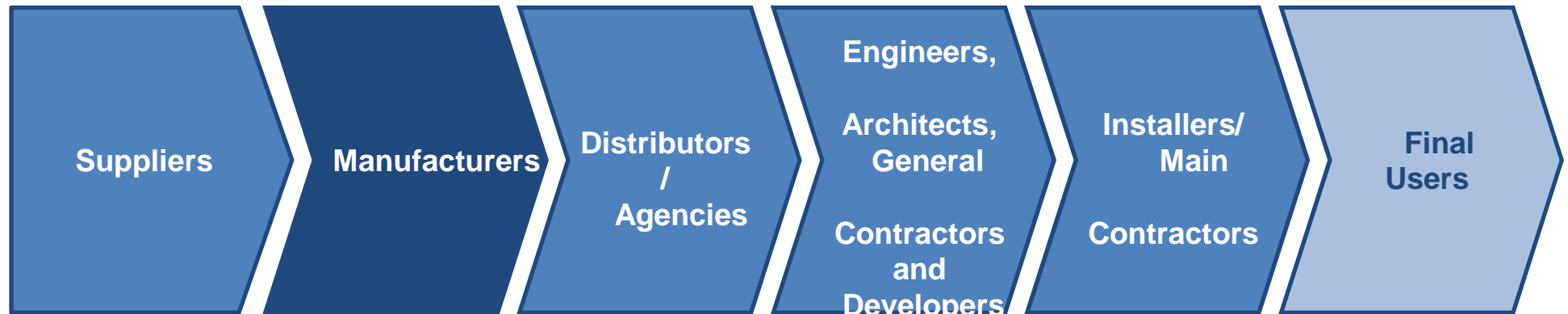
# A STRONG BUSINESS MODEL

Professional

## Business Model



## Value Chain



DELCLIMA: ■ Full Control ■ High Focus ■ Focus

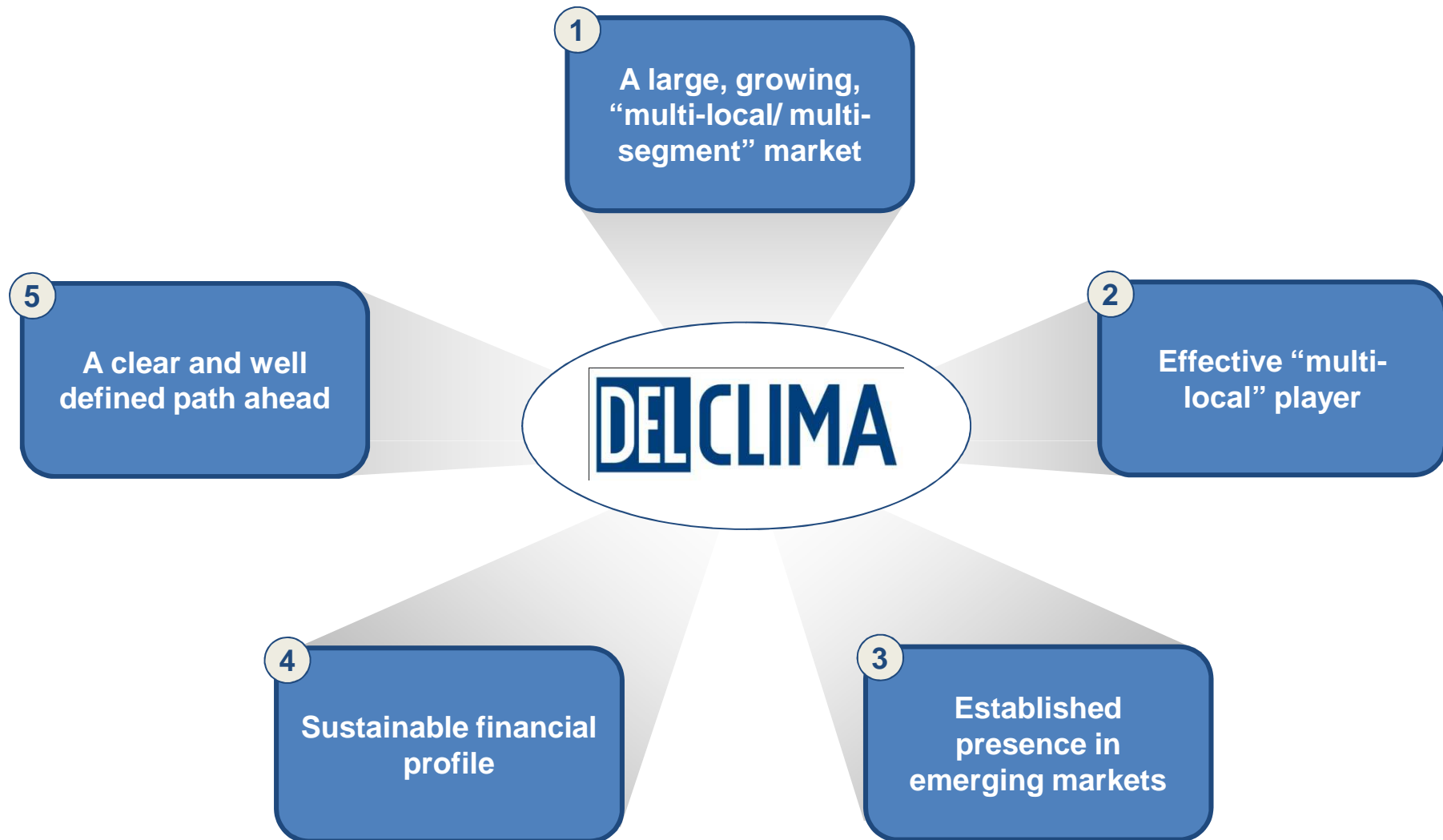
**DELCLIMA**

# DELCLIMA PHILOSOPHY: “SUSTAINABLE COMFORT”

Professional



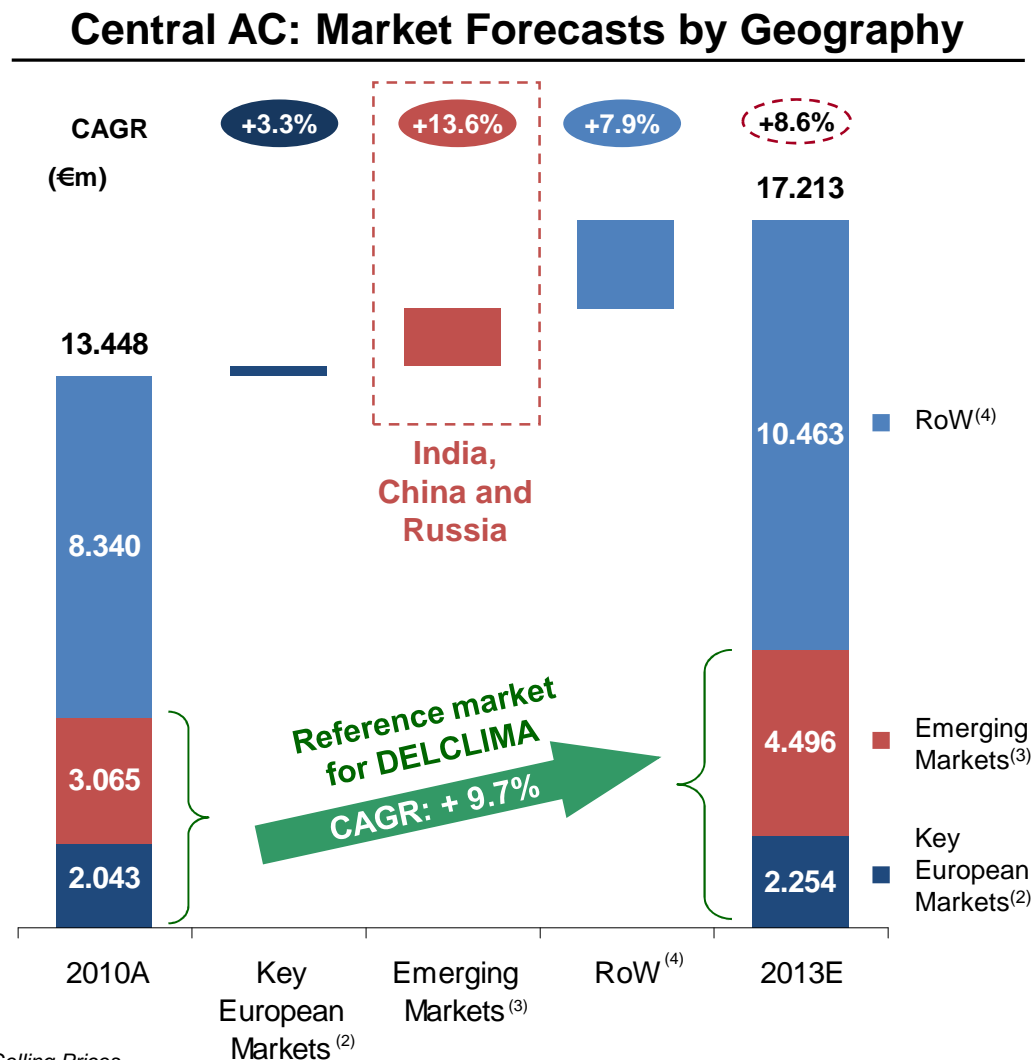
# DELCLIMA



# 1 A LARGE, GROWING, “MULTI-LOCAL/ MULTI-SEGMENT” MARKET

- ➔ Central Air Conditioning: >€13bn
- ➔ European Radiator Market: €2.6bn<sup>(1)</sup>
- ➔ “Multilocal” market: importance of proximity, services, logistics and product tailoring for local market
- ➔ High barriers to entry: know-how and local presence

Key growth drivers	
First Equipment	➔ Increased penetration
	➔ New constructions and refurbishment
	➔ Industrial growth
	➔ Information and Telecommunications (ITC) growth
Replacement	➔ More energy efficient solutions
	➔ More environmental friendly products
	➔ Increased need for higher comfort
	➔ End of life



Sources: BSRIA and BRG Consult, 2010 constant prices, values are based on Manufacturers' Selling Prices.

Forecasts refer to the overall market, are not intended to reflect DELCLIMA expected growth which may differ materially.

(1) Includes only key European Markets i.e.: UK, France, Germany, Italy, Iberia, Russia, Greece

(2) Italy, France, Germany, UK, Spain, Portugal

(3) Includes China, India and Russia

(4) Data for Close Control not available for RoW

**DELCLIMA**

- ➔ Strong brand awareness in local markets
- ➔ Local commercial and after sale presence
- ➔ Local production footprint
- ➔ Superior ability to tailor product offering for local demand
- ➔ Strong market knowledge
- ➔ Comprehensive product range
- ➔ Operations designed to efficiently support configurable and customizable products on an industrial scale

Why Climaveneta

Perfect audio, delicate decorations, gracious structure. The "Gran Teatro La Fenice" is one of the most precious jewels of Venice and one of the best known monuments of art and music in the world.

A marvellous building from every aspect, even concerning the air-conditioning system. A project that has no comparison in its technical complexity, logistical constraints, acoustic and aesthetic requirements and where the chiller units that provide this comfort had to be absolutely silent, in terms of sound levels as well as in vibrations. Moreover they had to be compact and modular in order to be installed in restricted spaces and to enable their transportation through the canals. Designed to achieve very high energy efficiency, this was enhanced by an integrated heat recovery system.

That is why "La Fenice's" choice was Climaveneta's air conditioning system. Also because the theatre itself needed a solution that could uphold the description given in the 17th century, "the most satisfying for the eyes and ears of its spectators".

Climaveneta.  
There are many reasons.  
[www.climaveneta.com](http://www.climaveneta.com)

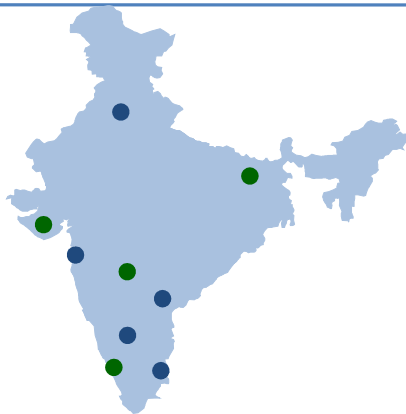
**CLIMAVENETA**

China<sup>(1)</sup>

● Sales Office & Service Center ● Sales Office Only

- ➔ Presence since '90s
- ➔ Second largest market after Italy
- ➔ 2 facilities, 460 employees and 36 sales branches and 28 services offices
- ➔ JV since 2003 for *Chillers* production and distribution
  - ➔ "High Tech Industry Licence" by the PRC Authority
- ➔ New *Close Control* initiatives since October 2011:
  - ➔ New Sales and after sales team of c. 60 people
  - ➔ New factory
- ➔ *Climaveneta* and *RC Group* already perceived as "European High-End"
- ➔ Significant growth profile: c. 40% '09/'10

## India

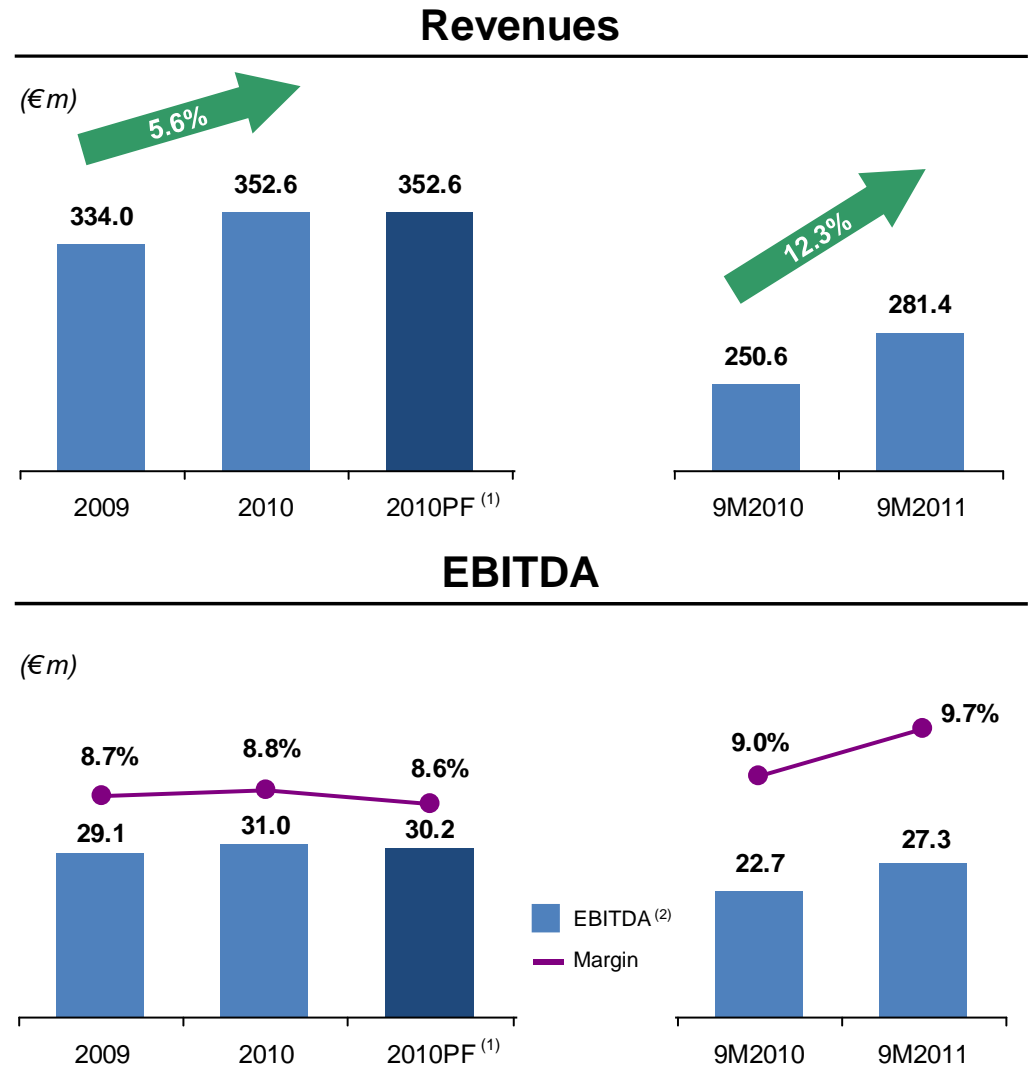


● Sales Office & Service Center ● Service Centers Only

- ➔ Presence since 2006
- ➔ JV set up in 2011 for manufacturing, distribution and after sale support of *Chillers* and *Close Control* systems
  - ➔ Branches already in place
  - ➔ Significant development expected

(1) China consolidated at 50%

- ➔ Recovery started in 2010
  - ➔ €353m Sales (+5.6% vs. 2009)
- ➔ Accelerating growth momentum confirmed in 2011
  - ➔ +12% YoY in 9M2011
- ➔ Resilient EBITDA margin, stable also during financial crisis, and improving in 2011
  - ➔ €30m (8.6% margin) in 2010PF
  - ➔ €27m (9.7% margin) in 9M2011



Note: Divisional data as per De'Longhi Group financial reports, unless otherwise stated

(1) Pro-forma data for reinstatement of intercompany items to the Professional Division

(2) Before non recurring expenses and corporate costs

**Western Europe**

- ➔ Focus on Air Conditioning segment
- ➔ Keep gaining market share in *Chillers* and *Heat Pumps*
- ➔ Expand in other segments, leveraging on leading positions

**Emerging Markets**

- ➔ Increase focus on China with further development of existing activities and new *Close Control* initiative
- ➔ Development of the Indian JV and opening of new subsidiary in Russia, following Poland

**Heat Pumps**

- ➔ Leverage on our excellent *Heat Pump* technology to catch opportunities arising from *green orientation* and *energy saving*
- ➔ Further development of *Heat Pump* technology unique applications (*Integra*)

**Profitability**

- ➔ Extension of operational best practices to all facilities
- ➔ Profitability turnaround of the Radiator division
- ➔ Expansion of the high-margin and less cyclical **Services** activities

**M&A**

- ➔ Highly fragmented market, rich of local, mid-sized players
- ➔ Selected potential acquisition opportunities will be considered if consistent with Group strategy

# SELECTED “MILESTONES” PROJECTS

*Professional*

**ITALIAN PAVILION  
EXPO SHANGHAI 2010**



**NH HOTELS  
FIERA MILANO 2008**



**VESTAS PLANT  
DENMARK 2007**



**DELCLIMA**



**Q&A**

# TABLE OF CONTENTS

---

**1. The Group at a Glance**

**2. The Demerger of the Professional Division**

**3. Overview of the Household Division (new De'Longhi S.p.A.)**

**4. Overview of the Professional Division (DELCLIMA S.p.A.)**

**5. Q&A**

**Appendix**

# HISTORY OF DELCLIMA



# HVACR INDUSTRY OVERVIEW BY PRODUCTS

## Key Competitors in Europe<sup>(1)</sup>

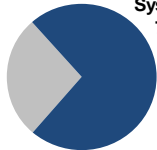
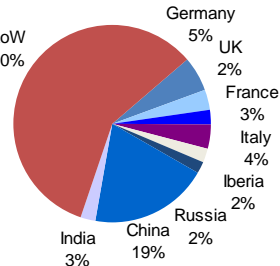

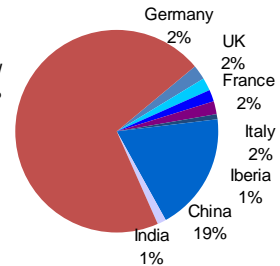
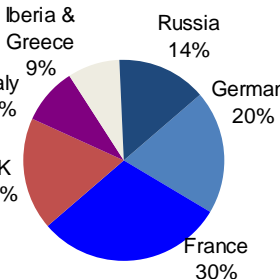
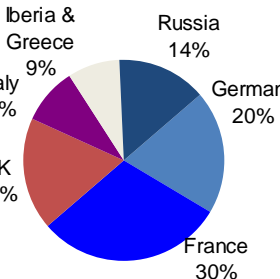
Centralized Conditioning Systems	Hydronics	Chillers and Heat Pumps	Carrier, Trane and Nibe
		Air Handling Units (AHU)	Systemair and Swegon
		Terminal Units	Carrier and Swegon
		Control Systems	JCI
	Gas	Variant Refrigerant Flow/ Volume (VRF/ VRV) Systems	Daikin and Mitsubishi Electric
Packaged Conditionig Units		Residential Air Conditioning (single and multisplit)	Daikin and Mitsubishi Electric
		Rooftops and other Packaged Units	Lennox
		Close Controls	Emerson Network Power
Radiators	Hydronics	Steel-Panel/ Multicolumn	AFG and Zehnder
		Steel Bathroom	AFG and Zehnder
		Decorative Steel	Zehnder
		Aluminum	n.m.
	Electric	Cast Iron	n.m.
		Steel	n.m.
		Aluminium	n.m.

(1) Only listed or part of listed companies

DELCLIMA: ■ High Focus ■ Focus □ No Presence



# A €16BN MARKET FOR DELCLIMA

	Products	Comments	Breakdown	
			By Category	By Area
Centralised Systems	<ul style="list-style-type: none"> <li>Chillers and Heat Pumps</li> <li>Air handling units (AHU)</li> <li>Terminal Units</li> <li>Control Systems</li> </ul>	<ul style="list-style-type: none"> <li>73% of the air conditioning market</li> <li>China is the largest market</li> <li>Germany, Italy and France are key European markets</li> <li>AHU highest growth segment</li> <li>Heat pump segment benefits from favourable environmental legislation</li> </ul>	 <p><b>World Market €9.8bn</b></p>	
Packaged Units	<ul style="list-style-type: none"> <li>Rooftop and Other Packaged Units</li> <li>Close Control</li> </ul>	<ul style="list-style-type: none"> <li>China is the largest market and has driven segment growth in the past 3 years</li> <li>Telecommunication development is expected to support the growth of the Close Control segment, mainly in India and China</li> <li>Rooftop segment is expected to grow at a smoother pace</li> </ul>	 <p><b>World Market €3.7bn<sup>(1)</sup></b></p>	
Radiators	<ul style="list-style-type: none"> <li>Steel-Panel/Multicolumn</li> <li>Steel Bathroom</li> <li>Electric Steel</li> <li>Aluminium</li> <li>Decorative Steel</li> <li>Cast iron</li> <li>Electric</li> </ul>	<ul style="list-style-type: none"> <li>Segment affected in 2008-10 by the slowdown of the global economy</li> <li>Product type unevenly distributed among countries: aluminium mainly in Italy, Russia and Spain; steel in Germany and UK; electric in France</li> <li>Growth expected by the multicolumn and toilet radiators</li> </ul>	 <p><b>European Market €2.6bn<sup>(2)</sup></b></p>	

Sources: BSRIA and BRG Consult; 2010 constant prices, values are based on Manufacturers' Selling Prices

(1) Data for Close Control include only UK, France, Germany, Italy, Iberia, Russia, Greece, India and China; RoW not available

(2) Includes only key European Markets i.e.: UK, France, Germany, Italy, Iberia, Russia, Greece

**DELCLIMA**

# THE DEMERGER TIMETABLE

---

Activities	Period
✓ Submission of admission to listing request to Borsa Italiana	✓ 17 <sup>th</sup> of October 2011
➡ Submission of “ <i>giudizio di equivalenza</i> ” request to Consob (as per art. 57, comma 1°, lett. d <i>Reg. Emittenti</i> )	➡ End of November 2011
➡ Admission to listing and “ <i>giudizio di equivalenza</i> ” received from Borsa Italiana and Consob respectively	➡ First half of December 2011
➡ Trading of DELCLIMA shares starts	➡ 2 <sup>nd</sup> of January 2012

# PRO-FORMA KEY FINANCIALS

(€m)	Pre-Demerger		Pro-Forma After-Demerger <sup>(3)</sup>			
	Consolidated		New De'Longhi S.p.A.		DeLclima S.p.A.	
	FY 2010	1H 2011	FY 2010	1H 2011	FY 2010	1H 2011
<b><u>Key P&amp;L KPIs</u></b>						
Revenues	1,625.9	763.1	1,281.4	589.0	352.6	178.8
EBITDA <sup>(1)</sup>	199.1	88.7	168.8	72.9	30.2	15.9
EBIT	147.6	67.1	136.2	57.2	11.4	9.9
Net Income	75.1	34.3	73.7	30.4	1.4	4.1
<b><u>Key BS &amp; Cash Flow KPIs</u></b>						
Net Debt / (Cash)	4.7	12.1	(58.5)	(57.8)	61.7	70.0
Capex	(46.6)	(24.7)	(35.2)	(15.5)	(10.8)	(9.0)
NWC <sup>(2)</sup>	301.8	277.1	243.9	220.2	55.2	55.8
<b><u>Other KPIs</u></b>						
EBITDA Margin	12.2%	11.6%	13.2%	12.4%	8.6%	8.9%
EBIT Margin	9.1%	8.8%	10.6%	9.7%	3.2%	5.5%
Net Income Margin	4.6%	4.5%	5.7%	5.2%	0.4%	2.3%
Net Debt/EBITDA	n.m.	n.a.	n.m.	n.a.	2.0x	n.a.
Capex as % of Revenues	2.9%	3.2%	2.7%	2.6%	3.1%	5.0%
WC as % of Revenues	18.6%	15.9%	19.0%	n.a.	15.6%	n.a.

(1) Before non recurring income/ expenses

(2) Net working capital includes Inventory, Receivables and Payables

(3) Pro-forma data for reinstatement of intercompany items to the Professional Division



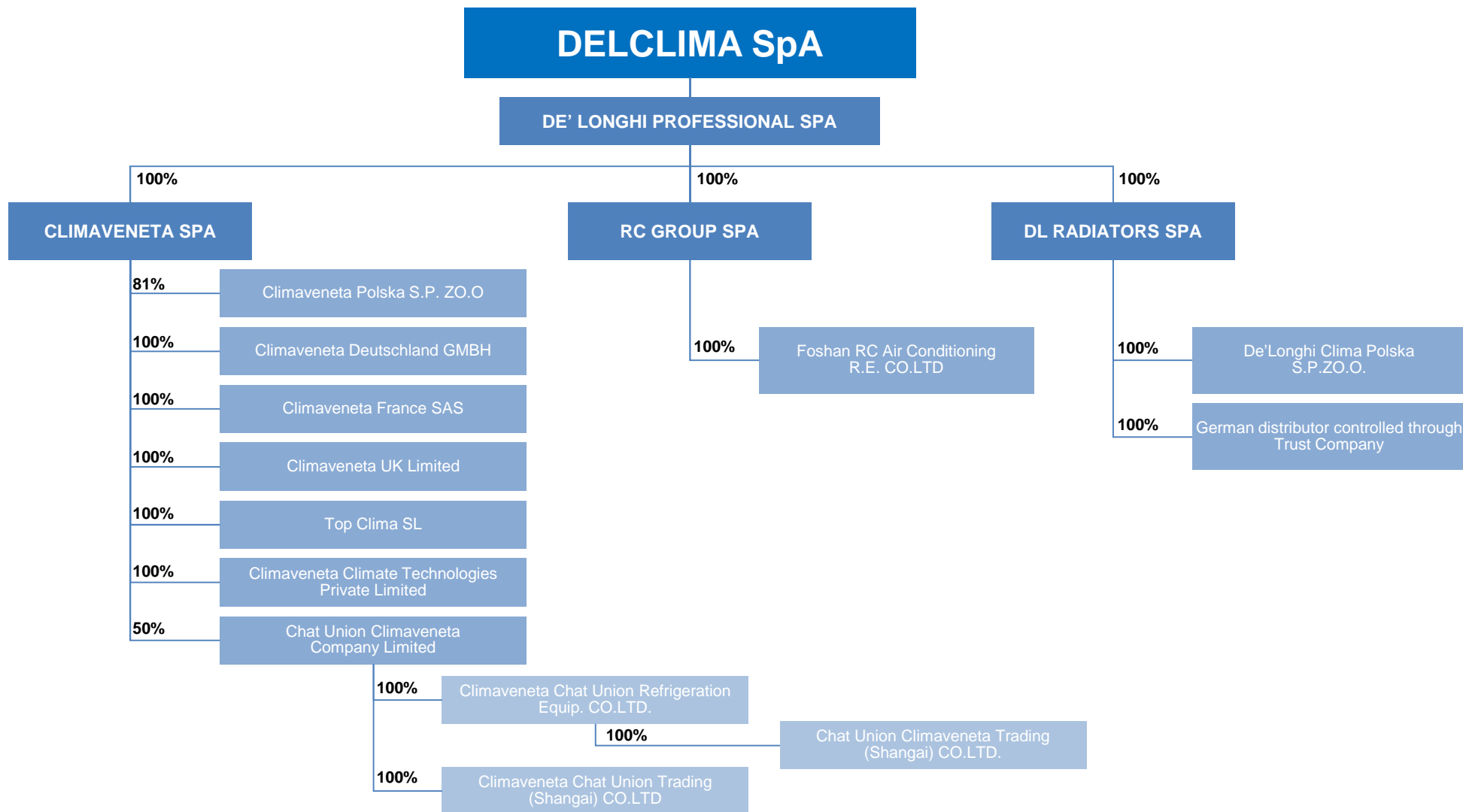
# 9M2011 KEY FINANCIALS

(€m)	De'Longhi S.p.A. (Consolidated)		Household + Corporate		Professional Division	
	9M 2010	9M 2011	9M 2010	9M 2011	9M 2010	9M 2011
<b><u>Key P&amp;L KPIs</u></b>						
Revenues	1,069.8	1,187.1	825.1	913.3	250.6	281.4
EBITDA <sup>(1)</sup>	124.5	155.4	101.8	127.9	22.7	27.3
EBIT	92.0	109.8	78.1	102.5	13.9	7.1
 <b><u>Key BS &amp; Cash Flow KPIs</u></b>						
Net Debt/ (Cash)	112.4	21.0				
Capex	(28.8)	(38.0)				
NWC <sup>(2)</sup>	345.8	348.8				
 <b><u>Other KPIs</u></b>						
Sales Growth	-	11.0%	-	10.7%	-	12.3%
EBITDA Margin	11.6%	13.1%	12.3%	14.0%	9.0%	9.7%
EBIT Margin	8.6%	9.3%	9.5%	11.2%	5.5%	2.5%
Net Debt/EBITDA	n.a.	n.a.				
Capex as % of Revenues	2.7%	3.2%				
WC as % of Revenues	22.5%	20.0%				

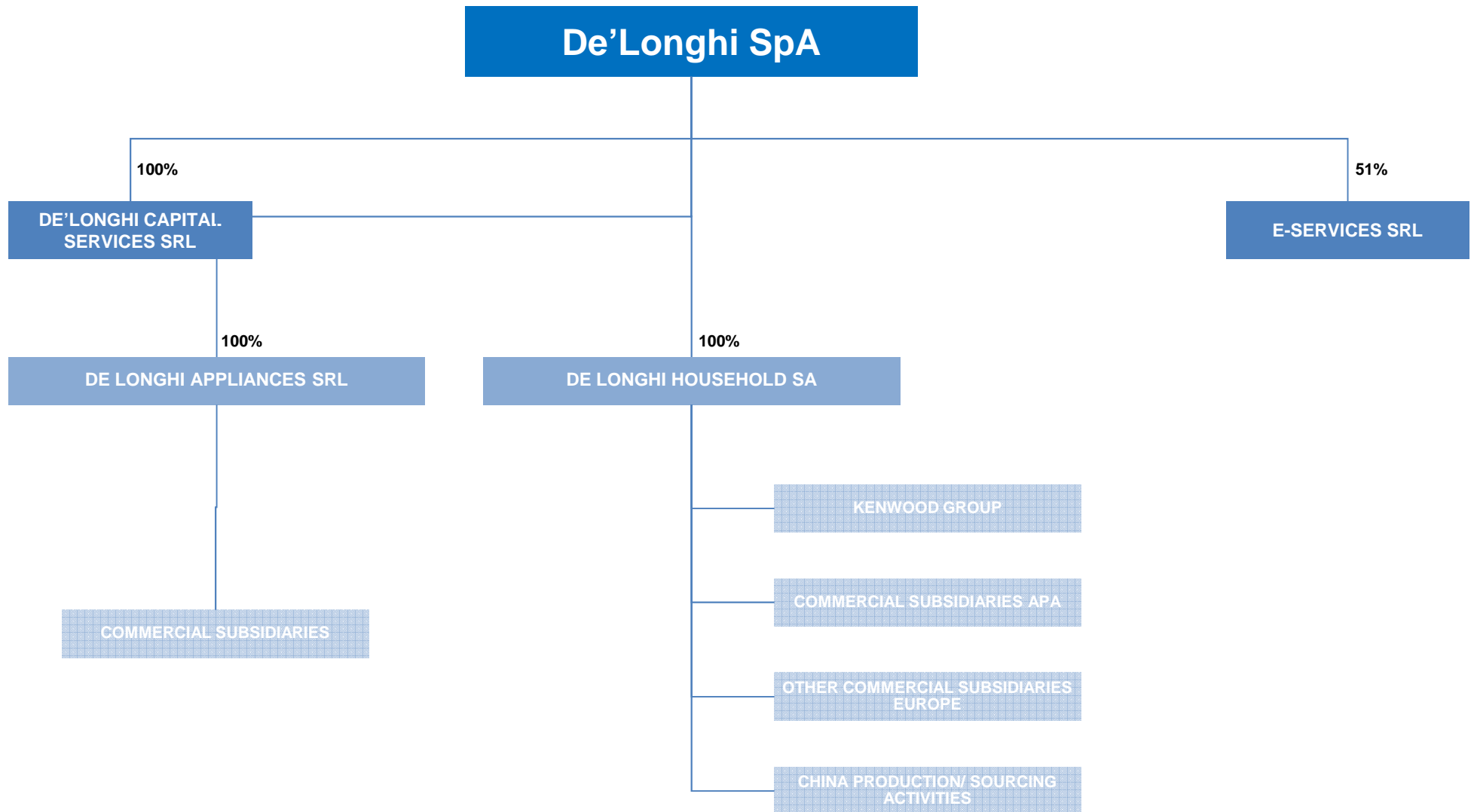
(1) Before non recurring income/ expenses

(2) Net working capital includes Inventory, Receivables and Payables

# DELCLIMA S.P.A. GROUP STRUCTURE

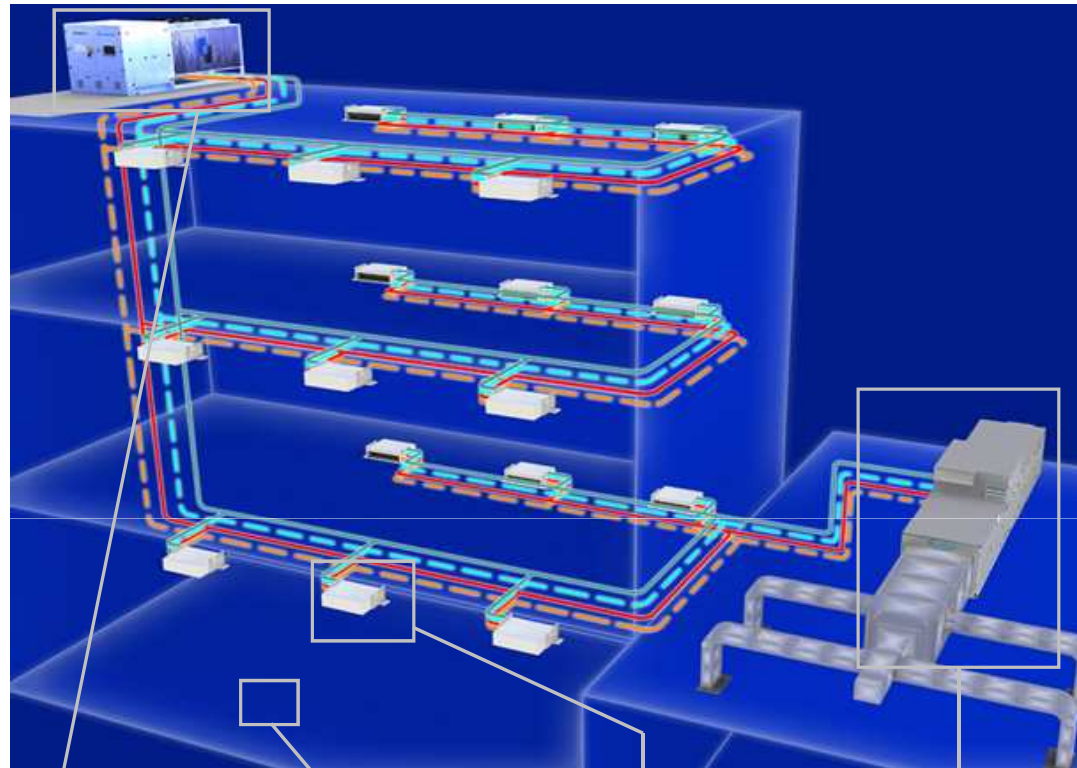


# DE'LONGHI S.P.A. GROUP STRUCTURE (POST DEMERGER)



# CENTRALIZED CONDITIONING SYSTEM HYDRONIC

## Office Building Application



**Chiller / Heat Pump**



**Control & Supervision System**



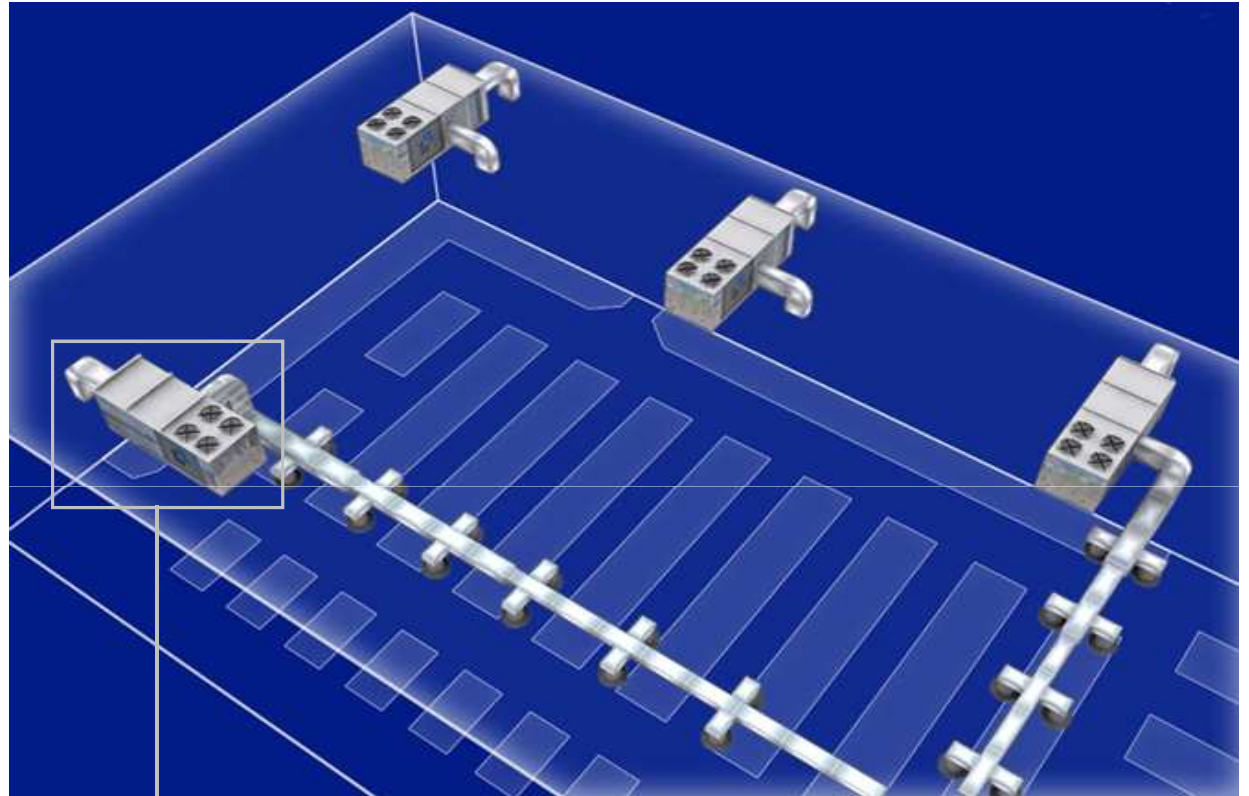
**Terminal Unit**



**Air Handling Units**

# PACKAGED UNITS ROOFTOP - SHOPPING CENTRE APPLICATION

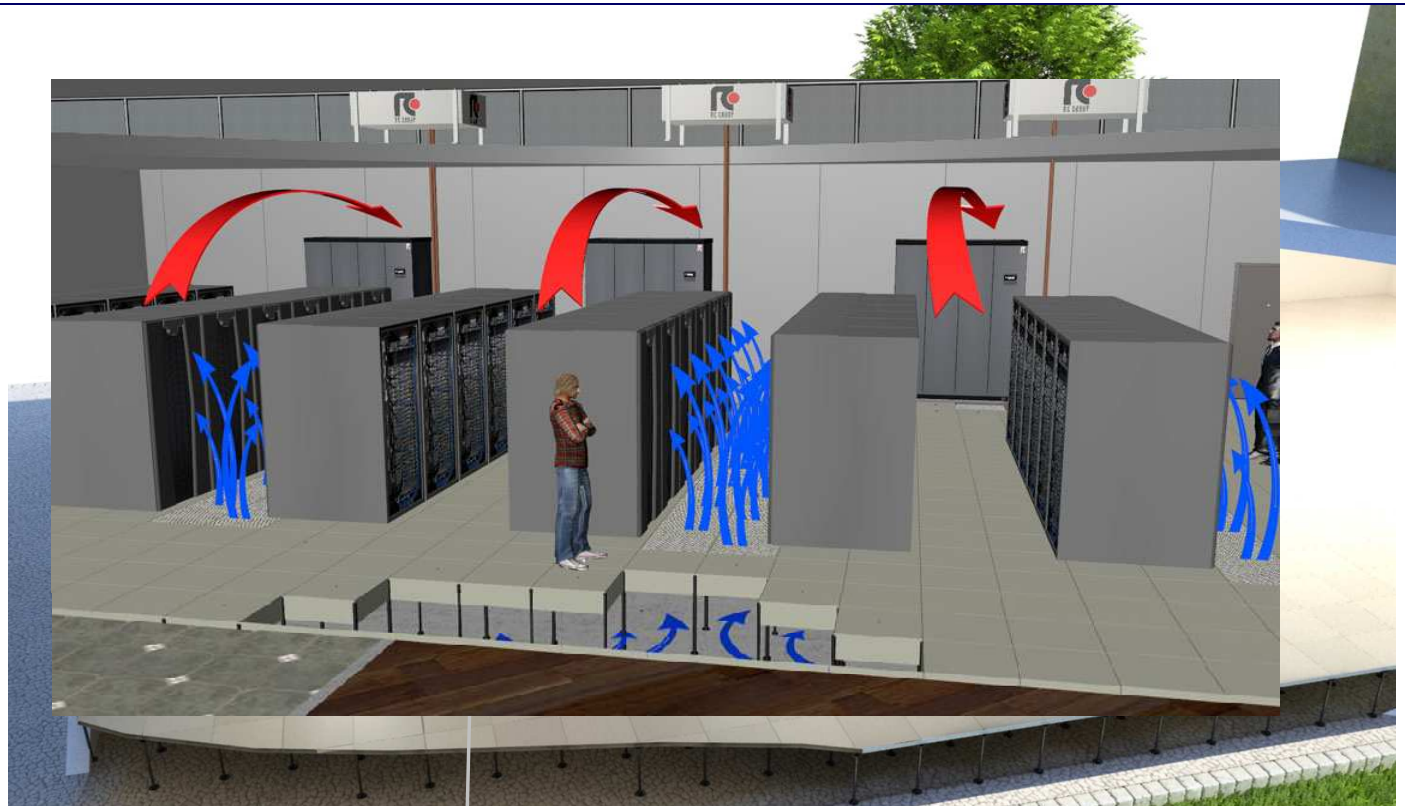
---



**Rooftop Unit**

# PACKAGED UNITS CLOSE CONTROL (HPAC)

## Data Center Application



## Close Control (HPAC) Units



**DELCLIMA**

# ITALIAN PAVILION EXPO SHANGHAI 2010

---



**Project: Giampaolo Imbrighi & Partners  
Architets**

**Air Handling Unit**

**Total air flow:**

350.000 m<sup>3</sup>/h

**Installed appliances:**

29 air handling units



## PROJECT

The Italian Pavilion at the Expo Shanghai 2010 is the showcase of Italian excellence in all sectors contributing to a higher quality of life in urban areas.

## CHALLENGE

Designed by Giampaolo Imbrighi, the Italian Pavilion blends the Italian cultural values with the innovation of a scientific research more and more focussed on sustainability.

## SOLUTION

DELCLIMA is involved with a pivotal role as supplier for the air conditioning system with a solution based on 29 air handling units. With a total air flow of 350.000 m<sup>3</sup>/h and thanks to their completely modular concept, the units are provided with all necessary devices to guarantee optimum filtration, humidification and energy recovery, consistently with the sustainable approach that features the whole pavilion.



**DELCLIMA**

# NH HOTELS FIERA MILANO 2008

---



**Project: Dominique Perrault**

**Hydronic System**

**Total cooling capacity:**

1900 kW

**Total heating capacity:**

2100 Kw

**Installed appliances:**

4 air source multipurpose units



## PROJECT

The 2 imposing futurist buildings of the NH Hotel Fiera Milano designed by the famous French architect Dominique Perrault, build a modern, functional and stylish hotel with 398 standard, superior, deluxe rooms and suites.

## CHALLENGE

Each of the areas of the complex, from the rooms to the congress centre to the NHUBE multifunctional area are fitted with avant-garde equipment and a dynamic top-level structure for any kind of guest and business meeting.

## SOLUTION

Each of the areas of the complex, from the rooms to the congress centre to the NHUBE multifunctional area are fitted with avantgarde equipment and a dynamic top-level structure for any kind of guest and business meeting.



**DELCLIMA**

# VESTAS PLANT DENMARK 2007

---



**Hydronic System**  
**Total cooling capacity:**  
2000 kW  
**Installed appliances:**  
14 water source chillers  
with scroll compressors



## PROJECT

Vestas is the world leader in the production of wind turbines. For the company sustainability is not only the core business, but also the point of reference of every single choice.

## CHALLENGE

For all these reasons Vestas has chosen DELCLIMA as the ideal partner for process cooling for its new production plant in Rinköbing, with a solution oriented to efficiency, safety and sustainability.

## SOLUTION

A 2MW total capacity process cooling system, based on 14 water source chillers with scroll compressors which combine the extremely high efficiency of these units with their compact dimension. A system that ensures a strong contribution to minimize the environmental impact of the production plant.



---

**DELCLIMA**