

Introducing...



Domestic (and Commercial)
Cogeneration



From SACHS to DACHS



End of 2006

App. 15.500 Dachse in the market

2004

The 10.000th DACHS moves in the Deutsche Museum, Munich

2001

Acquisition by Baxi Group

BAXI TECHNOLOGIES UK

1997

Starting the serial production

1996

Formation of SenerTec GmbH



1991

Demonstration projects all over Germany (170 units)

1987

First field trials (150 DACHS units)

1986

From heat pump to CHP

1979

Target: Engine driven heat pump!

Formation of Sachs Energietechnik





SenerTec product range



DACHS HKA G 5.5 (natural gas)
DACHS HKA G 5.0 (natural gas) Low NOx
DACHS HKA F 5.5 (LPG)



DACHS HKA HR 5.3 (Fuel oil or bio diesel)
App. beginning of 2007
RAPS DACHS 5.3 (rape seed oil)



Two products with loads of possibilities!



DACHS SE condensing

The Total Energy Solution for heat demand from 12 kW to 65 kW for all products.

- With additional condensing heat exchanger
- 750 l buffer vessel
- SE30 hot water module for 30 l/min DHW
- SEplus condensing peak load boiler
- MSR2 smart control for two heating circuits
integrated modem for remote monitoring and
much more...

All out of one hand!



CHP in domestic application?

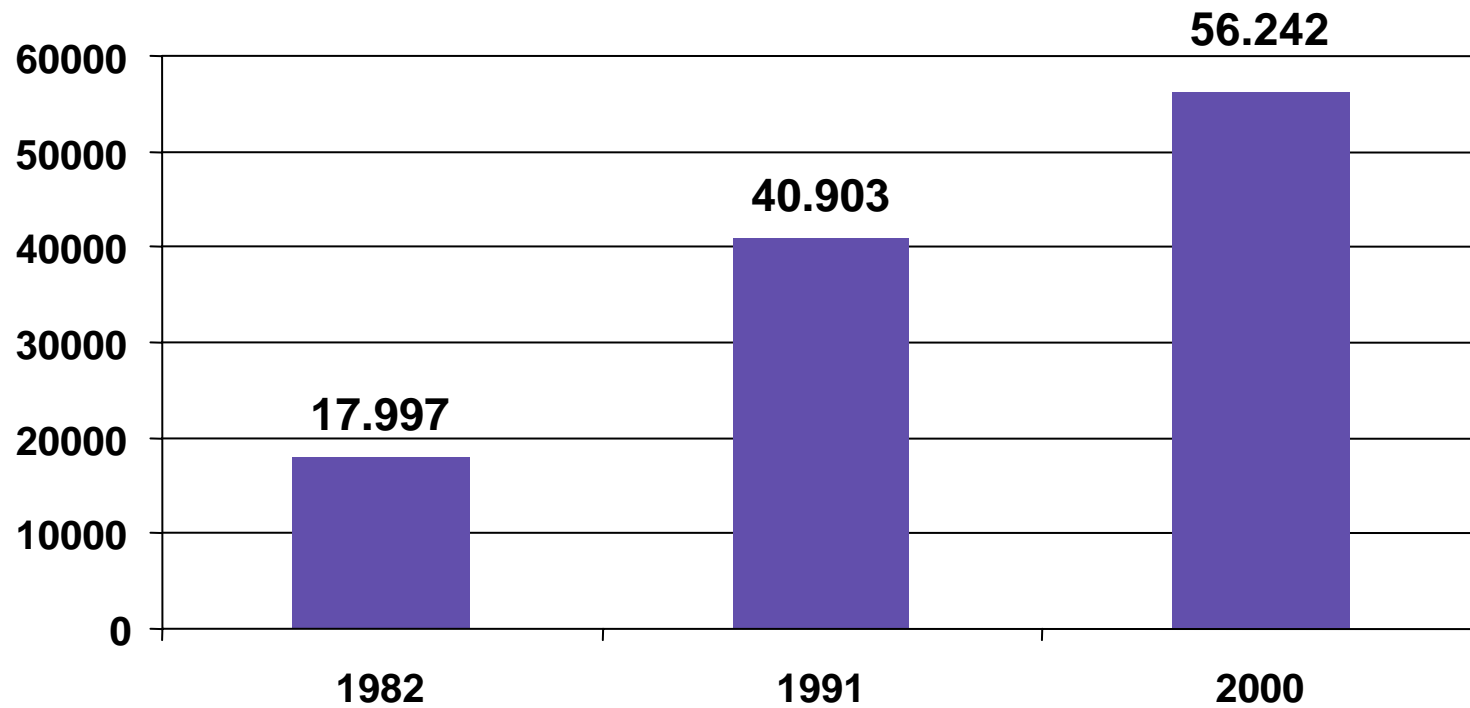


How does this work?



Refurbs '82 - '00

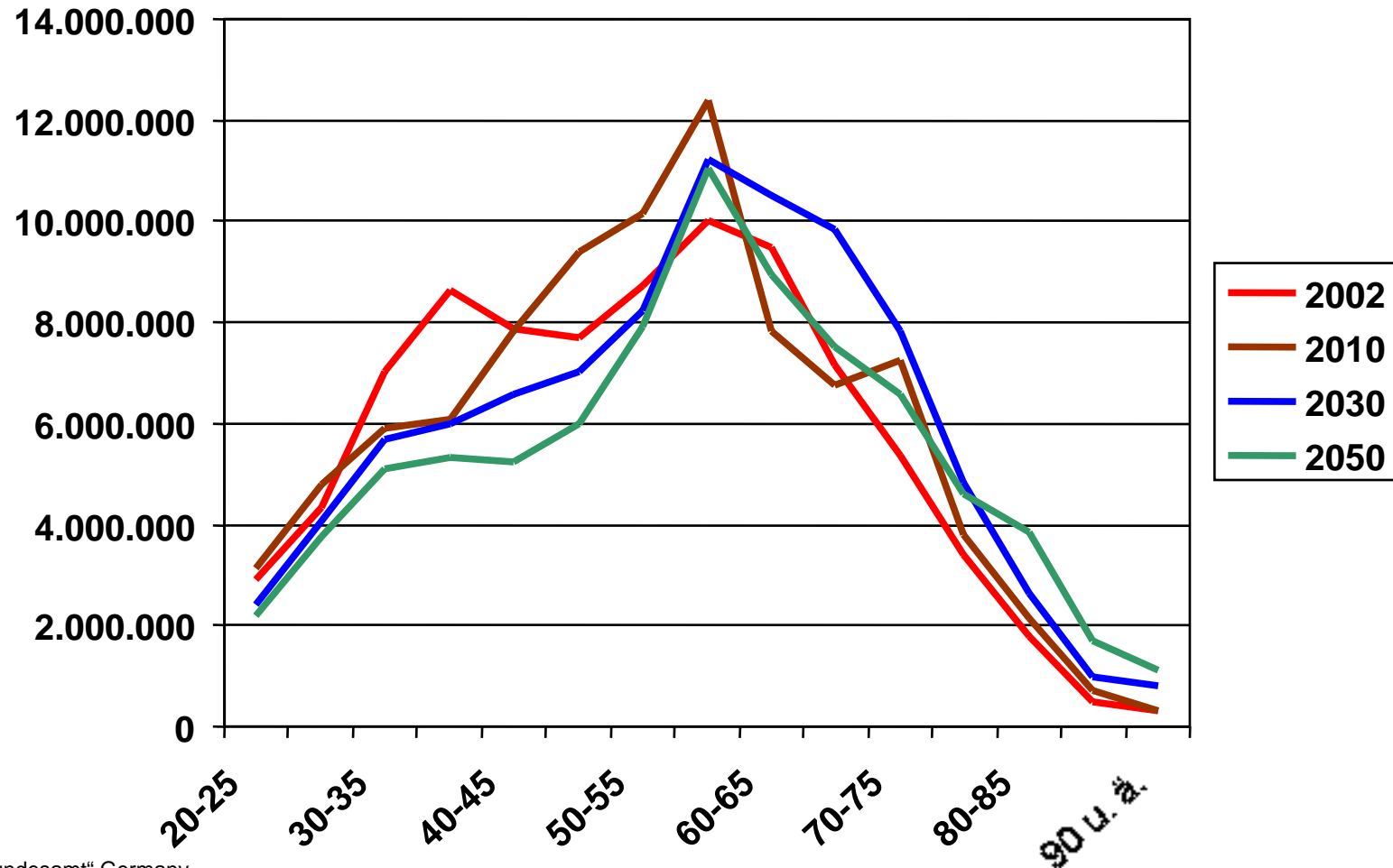
Average investment for refurbishment by each house owner in €





Refurbish forecast `20 - `90

Development of the volume of refurbishment until 2050 by age classes in 1.000 €



Source:
„Statistisches Bundesamt“ Germany
Jahresbericht 2000



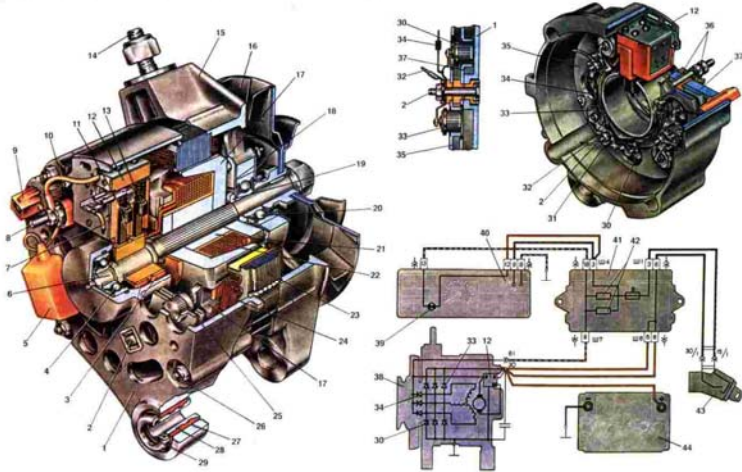
The stereotype of a DACHS-Customer



- above 45 years of age
- well situated, has a family and grown kids
- house owner
- lives in the countryside
- relies on down to earth technologies
- relies on approved and reliable products „Made in Germany“
- trusts in recommendations by friends and relatives (DACHS info event!)

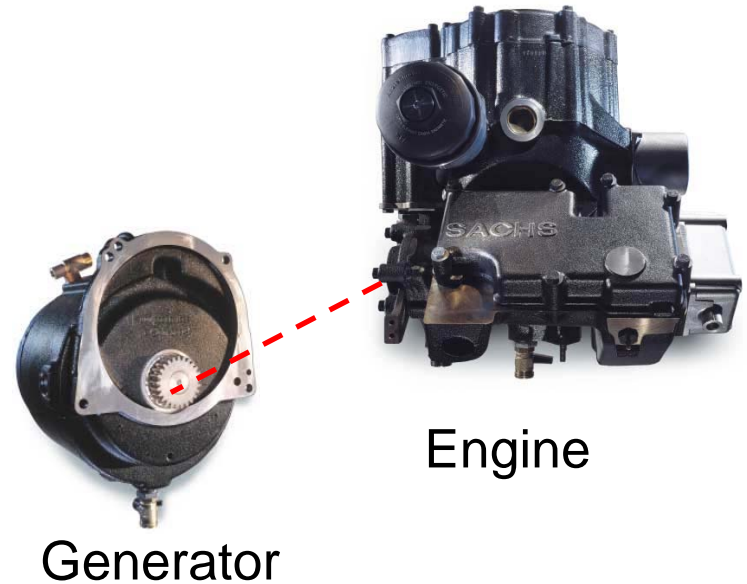


Demystify the technology



He does not understand
“rocket science”

He is for the simple and
already available things!

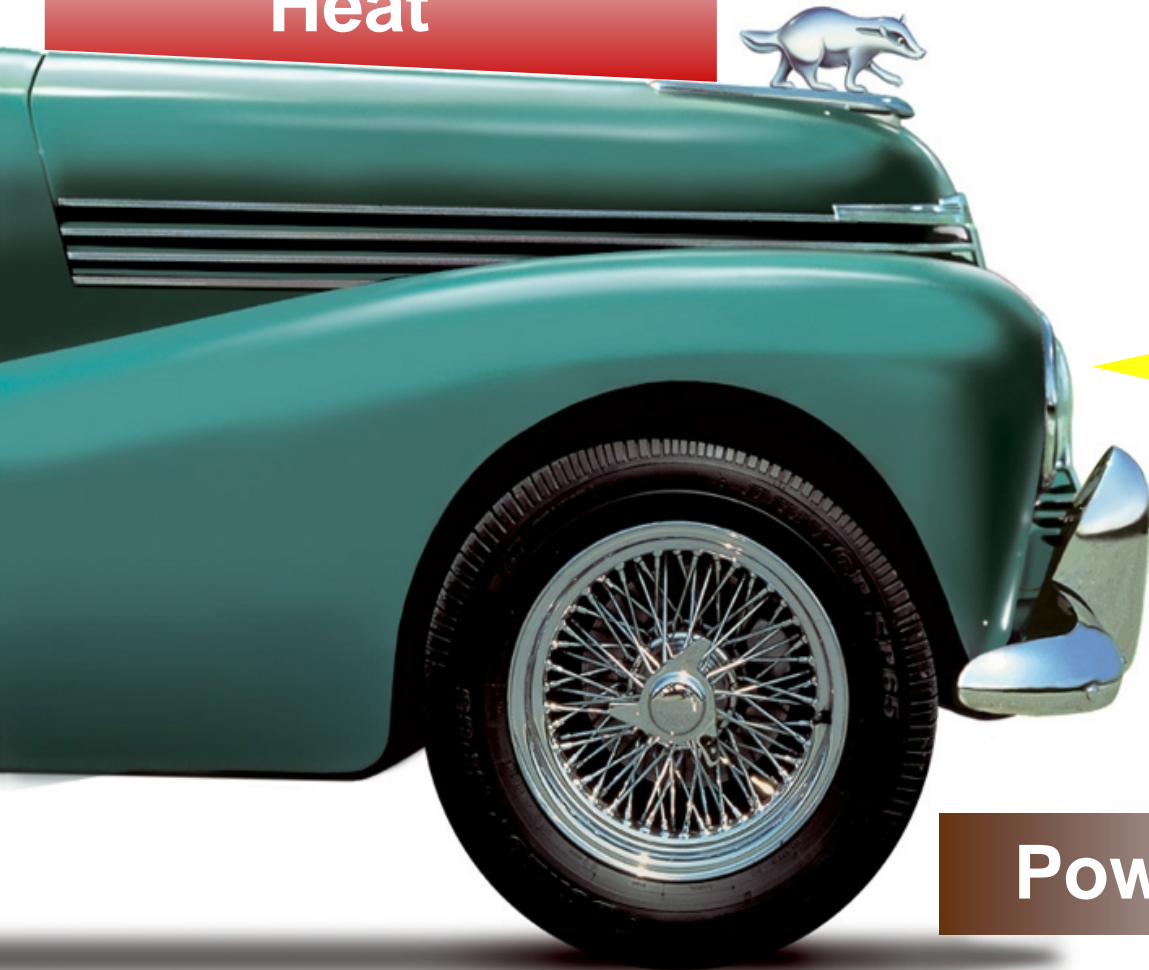




Understandable for everybody



Heat

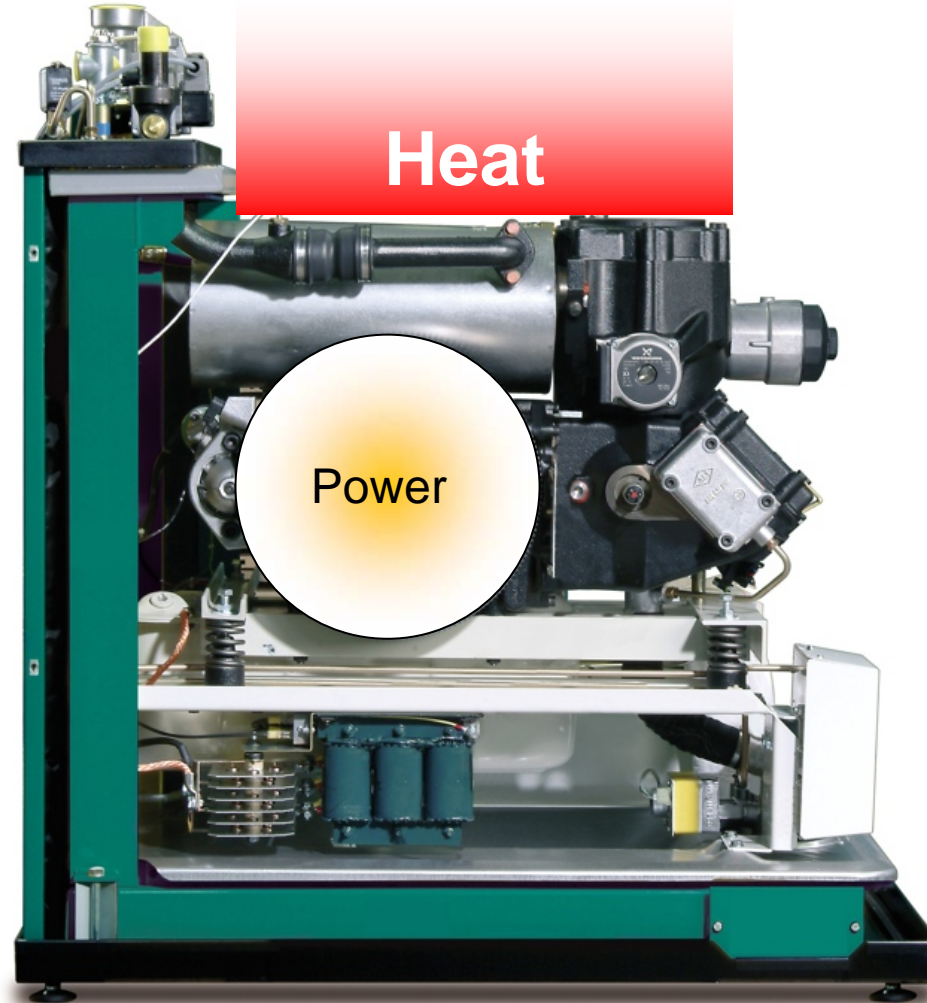


Light

Power

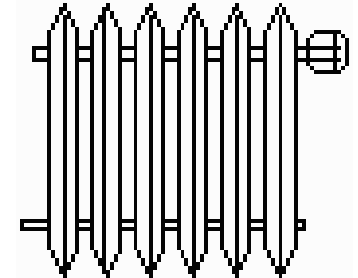
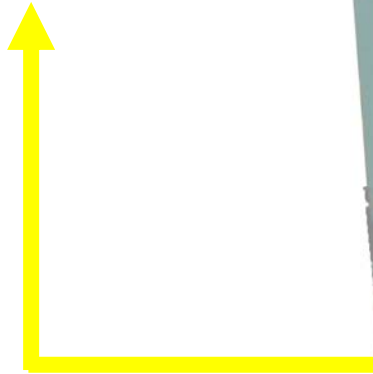


... so works the Dachs!!!





Combined heat and power



Engine drives generator and produces electricity!

Waste heat of the engine warms up the house!



Dachs
Privat

Der Kessel,
der sein Geld
verdient.

Dachs
Profi

Ihre
Unabhängigkeits-
erklärung.

From HighTech to emotional presentation for the customers...



He also does not read scientific newspapers!!



 <p>FINGERHUT 75 Jahre</p> <p>852</p>	 <p>Der Dachs</p> <p>652</p>	 <p>Wärmeschutz beim FENSTER</p> <p>311</p>	 <p>Wohnungswahl</p> <p>637</p>
 <p>Alle kleinen Bauprojekte</p> <p>252</p>	 <p>HANSA FÜR DAS BAD</p> <p>363</p>	 <p>WOHNjournal</p> <p>116</p>	
 <p>Romische Kacheln</p> <p>319</p>	 <p>SOLEBROY</p> <p>414</p>	<p>Möchten Sie wissen wieviel dieser Platz in house and more kostet? Dann rufen Sie uns einfach an.</p> <p>Tel. 040/44 11 79 00 Fax. 040/44 11 79 38</p>	





How to reach the customers





Advantages for the customer in domestic objects

- Payment for feed-in-the grid regulated by law!
- Exemption of the Mineral oil taxes
- Exemption of electricity taxes
- High awareness of CO₂ reduction measures
- Permanent price increase for electricity



These advantages apply currently only in Germany !

The DACHS offers a payback of app. 10 years, but...



The DACHS in domestic objects

... economical reasons rank **fourth!!!!**

- 1) Efficiency regarding CO2 reduction
- 2) Using the full capacity of the fuel
- 3) Reliable and proven technology
- 4) **Payback unlike to boiler or other...**
- 5) Good alternative to solar panels or heat pumps



In 2005, app. 55% of all DACHS CHP units sold in Germany, were installed in domestic objects!!!

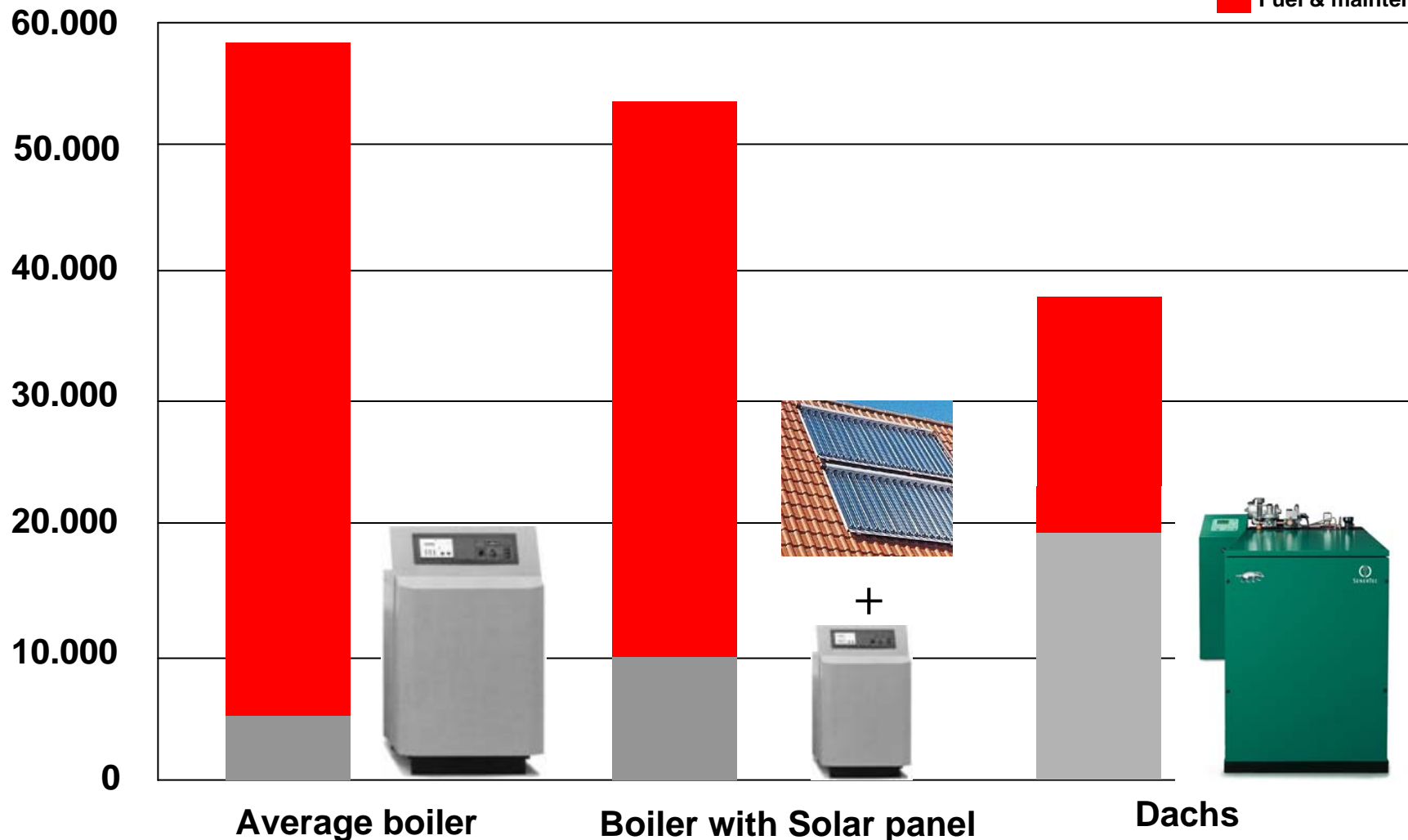


Not the **heating system** is expensive...

... **heating** will be expensive in the next years

Heat expenses for the next 15 years:

■ Investment
■ Fuel & maintenance





Not the **heating system** is
expensive...

... **heating** will be expensive in
the next years!!!

Any questions?

Thank you for your attention!

