

## Website

[www.wilointec.com](http://www.wilointec.com)

Wilo Intec has launched the new version of its website. Easy to navigate with, and comprehensive, it includes also :

- > Products range by application
- > News and events
- > Services offer
- > Vacancies
- > Contacts with all Wilo Subsidiaries

Please feel free to check it out !



## Garden

### Free visits

Wilo Intec's employees were invited along with their family and friends to visit our factory on Saturday the 21<sup>st</sup> of July. Even the sun was part of this successful day !



## Events

### Sustainable development day

On the 2<sup>nd</sup> of June 2007, was held at Wilo Intec the first sustainable development day. This initiative was the logical next step of our environmental policy.

We have been working on 3 main topics with concrete actions for each :

- > Social : 60 bikes put at the disposal of the employees, a ice skating rink in the winter, a new restaurant with a pleasant atmosphere, ...
- > Environment : leading position on the market of new energies (heat pumps, solar, ...), reduction of paper consumption by 25%, ...
- > Economy : increase by 50% of our market share in 5 years, French prize of Quality in 2005 and 2006, ...



A great success which also emphasizes the commitment of all employees in the sustainable development. We can already announce that only with 15% of our staff coming to work by bike instead of using their car, we are saving 5 tons of CO<sub>2</sub> each year !



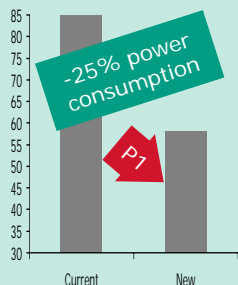
## Products & services

### A new OEM solar range

After having successfully promoted the low power consumption solar range in the free market, Wilo is now logically ready to expand it to the OEM business in October 2007 on. Based on the optimised components from the German domestic "B Label" pump range, we are now able to present :

- > A very competitive power consumption for high runners 4m and 6m pumps
- > A new 8m pump to fill the gap on the high pressure pumps
- > An optimised 5m pump specifically designed for the Italian market

Especially for the Spanish regulations related to solar installations, we will introduce pump ranges fitting to the high demanding requirement of power consumption lower than 50 Watts !



### "G" standing for geothermal energy

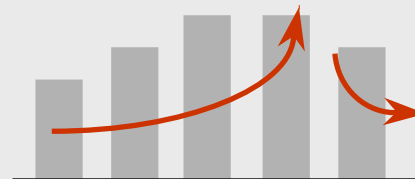
Heat pumps are getting increasingly important in all European countries. Besides the central heating circulator, they also contain a circulating pump for the brine cycle (water / glycol mixture). To meet their specific requirements WILO has now released a new pump, the RSG 25/8 ("G" standing for geothermal).

The RSG 25/8 features a high pressure performance for large flow values, e.g. above 5 mWC at 3000 l/h.



## Market

### 2007 : drop in European heating market



The European boiler market volume fell by around 15% in the first half of 2007 compared to 2006.

- > Around -20% in Germany, Italy, France, Spain
- > The UK and Netherlands flat
- > Non-EU countries (Turkey, Russia, Ukraine) still growing, due to new construction and district heating conversions

The two major factors in this sharp contraction have been the very mild winter, and decrease in new house building activity in most West European countries.

In addition there is some substitution of boilers by solar systems and heat pumps, although renewable heating is also flat so far this year due to insecurity over some government subsidy programmes.

