

Viessmann and VELUX form a partnership to develop their in-roof solar thermal offer

Viessmann, one of the world's leading manufacturers of heating systems, and the VELUX Group have formed a partnership to jointly offer highly efficient solar thermal systems. VELUX solar collectors will now be paired with Viessmann DHW cylinders and control units, while Viessmann will take on the distribution of solar hot water cylinders and solar control units in some markets, as well as co-distributing VELUX in-roof collectors along with their own products. The co-operation is designed to appeal to a broader consumer base.

"The new partnership expands our complete range for all fuel types and application areas," says Dr. Thomas Schweisfurth, Chief Sales Officer of the Viessmann Group. "In addition to our own flat-plate and vacuum tube collectors, we will also be offering customers VELUX solar collectors that blend in harmoniously with any roof. We are confident that this will strengthen the market position of both companies."

Says Jacob Schambye, market director of the VELUX Group: "We are experts on the roof, not the utility room. To offer our customers the best possible one-stop solar thermal solution yet, we have chosen to partner with a leading international manufacturer. We are firmly convinced that the best solution, both technically and aesthetically, is the combination of VELUX solar collectors for roof integration with the Viessmann DHW storage system and controls."

The partnership agreement enables the VELUX Group to sell its in-roof solar thermal collectors and accessories through Viessmann's distribution channels. Viessmann DHW cylinders, control units and components will continue to be supplied and supported by Viessmann through its well-established sales network.

The agreement covers Belgium, Denmark, Germany, Great Britain, Ireland, Italy, Netherlands, Norway, Austria, Portugal, Sweden, Switzerland and Spain. The VELUX Group will no longer offer DHW cylinders in these markets. The partnership takes effect on 1 January 2012. The practical implementation is anticipated to be completed in the first half of 2012.

About the VELUX Group

The VELUX Group creates better living environments with daylight and fresh air through the roof. The VELUX product programme contains a wide range of roof windows and skylights, along with solutions for flat roofs. The Group also supplies many types of decoration and sun screening, roller shutters, installation products, products for remote control and thermal solar panels for installation in roofs. The VELUX Group, which has manufacturing companies in 11 countries and sales companies in just under 40 countries, represents one of the strongest brands in the global building materials sector and its products are sold in most parts of the world. The VELUX Group has about 10,000 employees and is owned by VKR Holding A/S, a limited company wholly owned by foundations and family. For more details, visit www.velux.com.

About Viessmann

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 1.7 billion and employs a staff of approximately 9,400. 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 20,000 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. Further details at www.viessmann.co.uk