



Welcome

Investing in the Future Seminar Series



GLEN DIMPLEX HEATING

Glen Dimplex Heating
*Sustainable Energy as a Driver of
Jobs and Investment*
Friday 12th February 2010

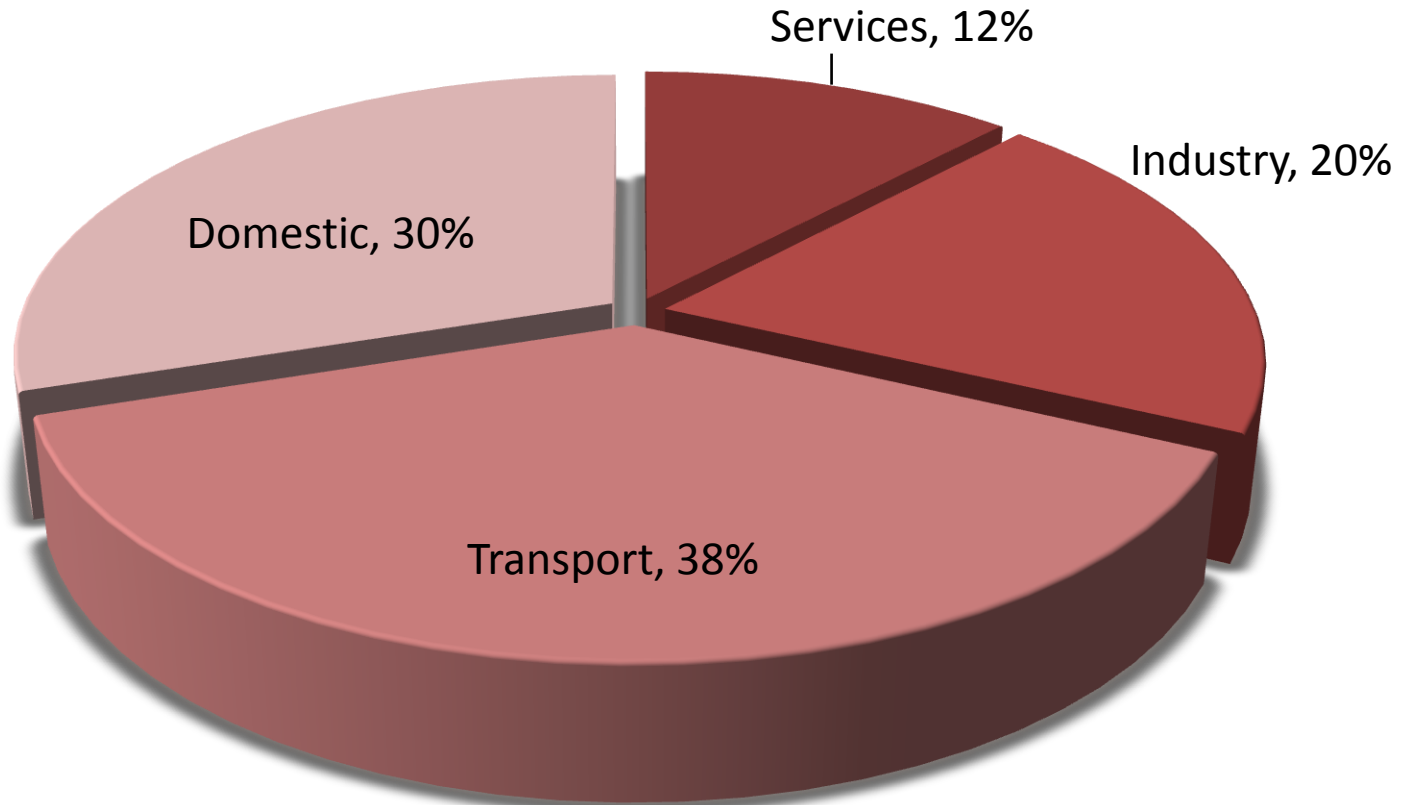


Agenda

- 1) INTRODUCTION
- 2) GLEN DIMPLEX RENEWABLES DVD
- 3) THE UK ENERGY MARKET
- 4) THE UK FUEL MIX
- 5) A TYPICAL DOMESTIC HOME
- 6) WHY GLEN DIMPLEX IS INTERESTED
- 7) THE TECHNOLOGIES AVAILABLE
- 8) THE HOUSE OF THE FUTURE
- 9) DELIVERING THE OPPORTUNITY



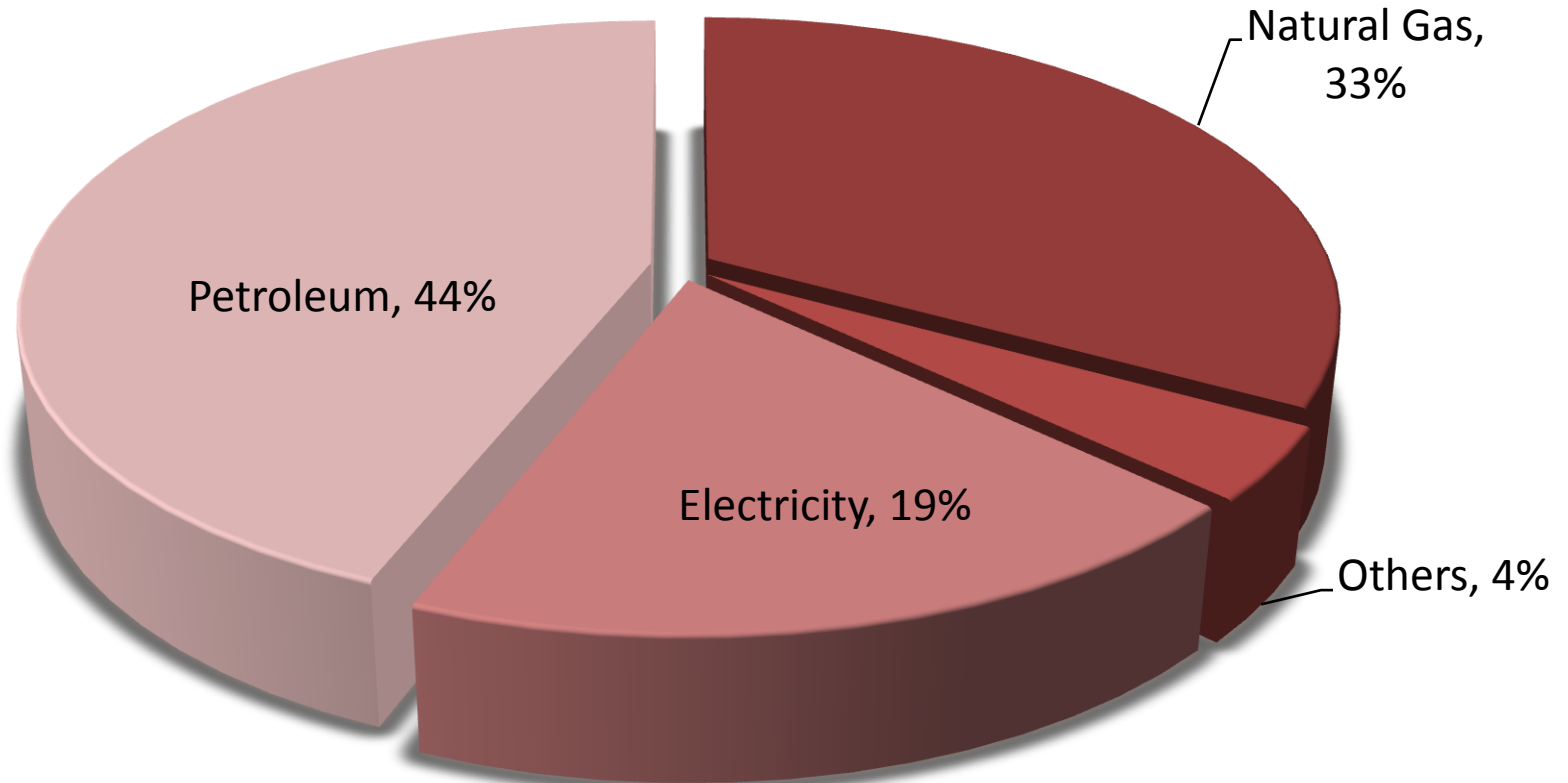
Final Energy Consumption by End User



Total – 155m T oil equivalent



Final Energy Consumption by Fuel



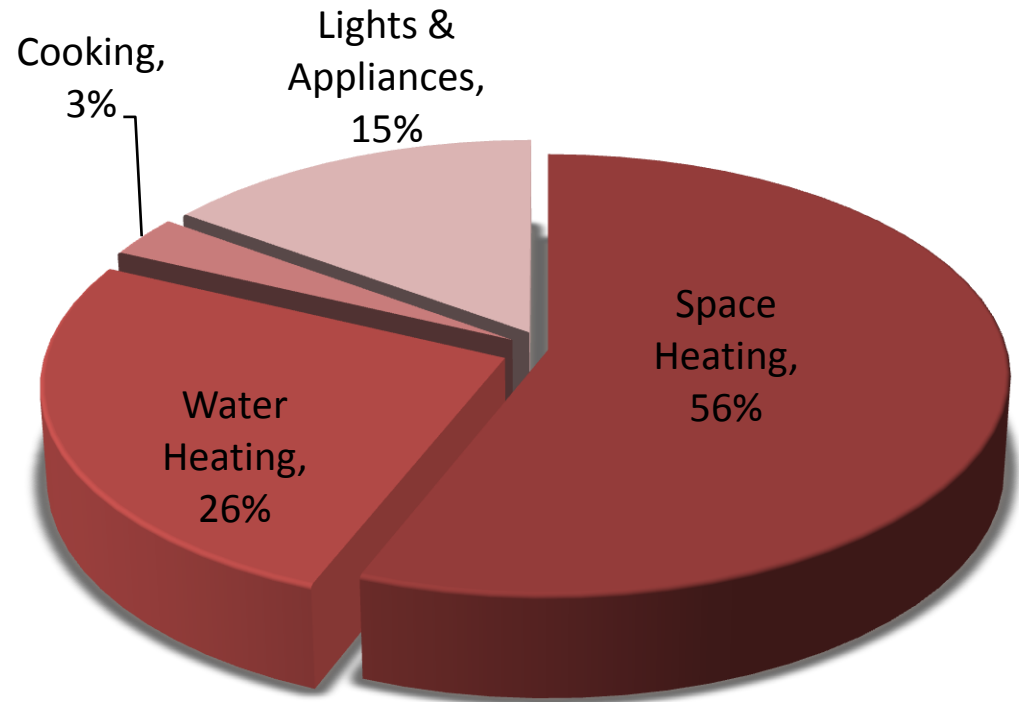
Total – 155m T oil equivalent



The Domestic Home



**Typical Existing Semi-Detached
100m²**



The Typical UK Home



**Typical Existing Semi-Detached
100m²**

Space Heating
9,000 kWh/year

Water Heating
4,500 kWh/year

Other,
3,500 kWh/year

Total Energy Consumption
17,000 kWh/year



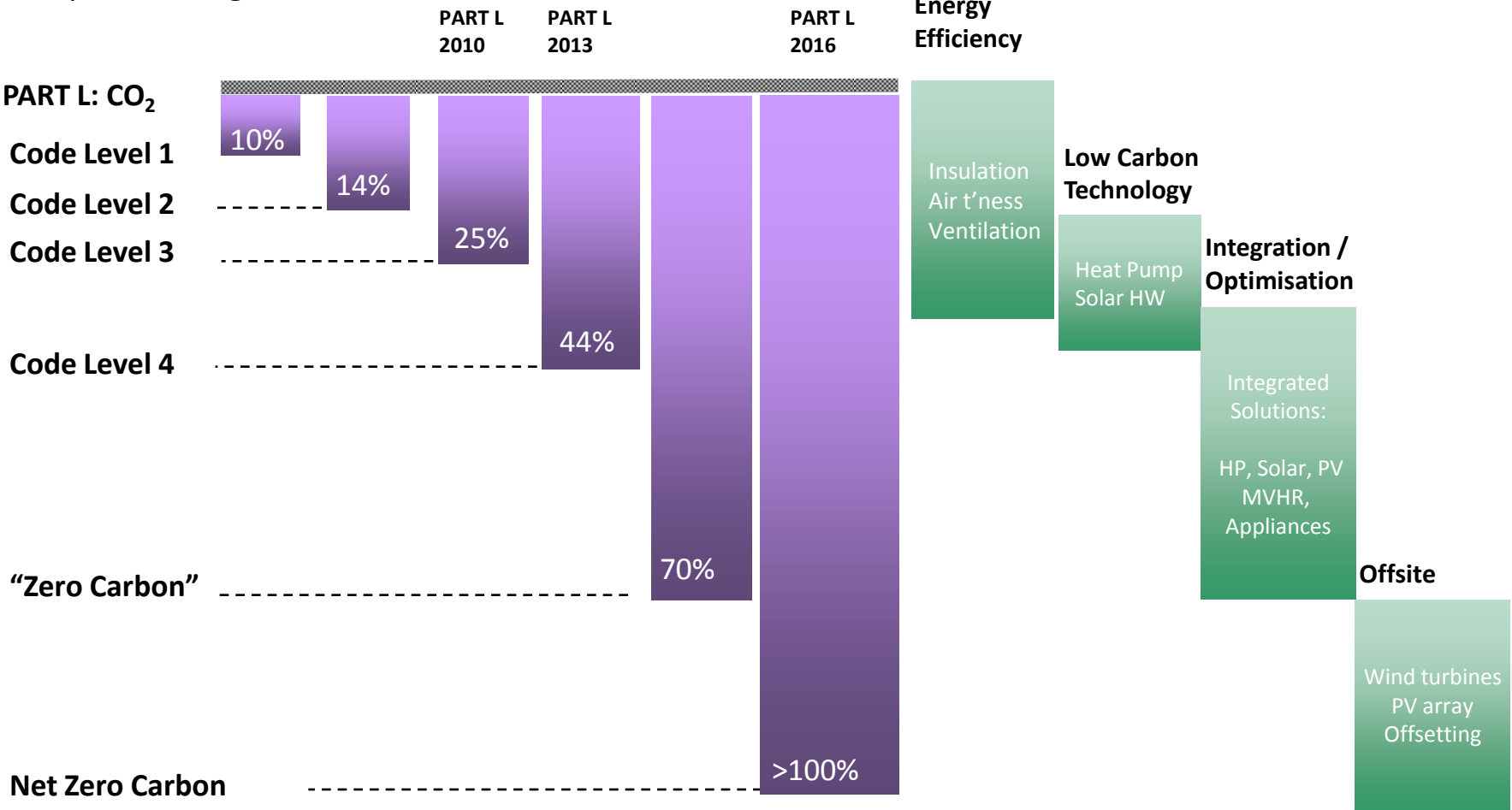
Why Are We Interested In Energy Efficiency?

- World Wide Climate Change – Global warming.
- European Legislation – 20:20:20.
 - 20% reduction in primary energy.
 - 20% reduction in greenhouse gases (1990 level).
 - 20% of energy from renewables.
- UK Renewable Energy Strategy.
 - Legally binding requirement of 15% of our energy from renewables sources by 2020.
- Reduce UK CO₂ emissions by 750m tonnes by 2030.
- Reduce our fossil fuel demand by 10% and gas imports by 20-30% by 2020.
- Building regulations compel the reduction of CO₂ for building approval.



Market Drivers

Compliance Targets



What Will Make a Difference?

*"We cannot afford not to act. Every home must be able to access the help and technology it needs, whether it be the installation of **a ground or air source heat pump, solar-heating, solid wall insulation, or access to a district heating scheme.**"*

Ed Milliband, Energy & Climate Change Secretary



Why Is Glen Dimplex Interested in This Sector?

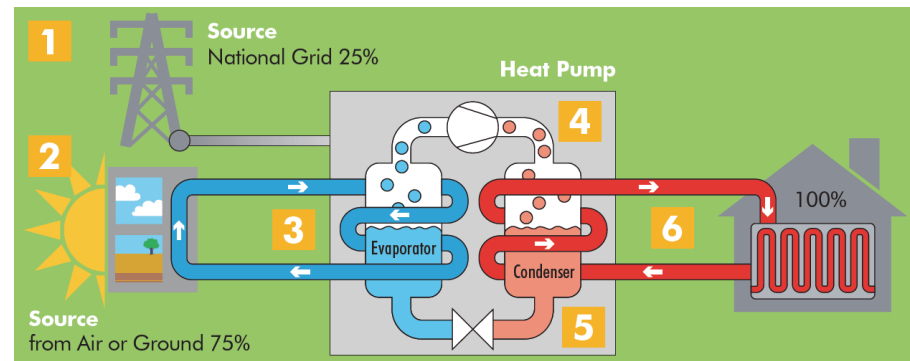
- Dominant position in the UK home heating market (brands, infrastructure, routes to markets).
- See the changes as an opportunity to grow our business.
- See the opportunities to create jobs in Ireland.
- Already have extensive expertise in Renewable solutions in Germany.
- Have the capacity, resources and commitment to bring about the change.



Heat Pumps



- More than 25 years experience in the manufacture of heat pumps
- Manufacturing plant based in Kulmbach, Germany
 - Historically servicing German, Swiss, Austrian and French markets
 - Produce capacity of 60,000 heat pumps a year
- Product ranges include:
 - Ground source
 - Air to water
 - Water to water



Other Products

SOLAR THERMAL



SMART ELECTRIC HEATING



Renewable Energy and the Smart Home



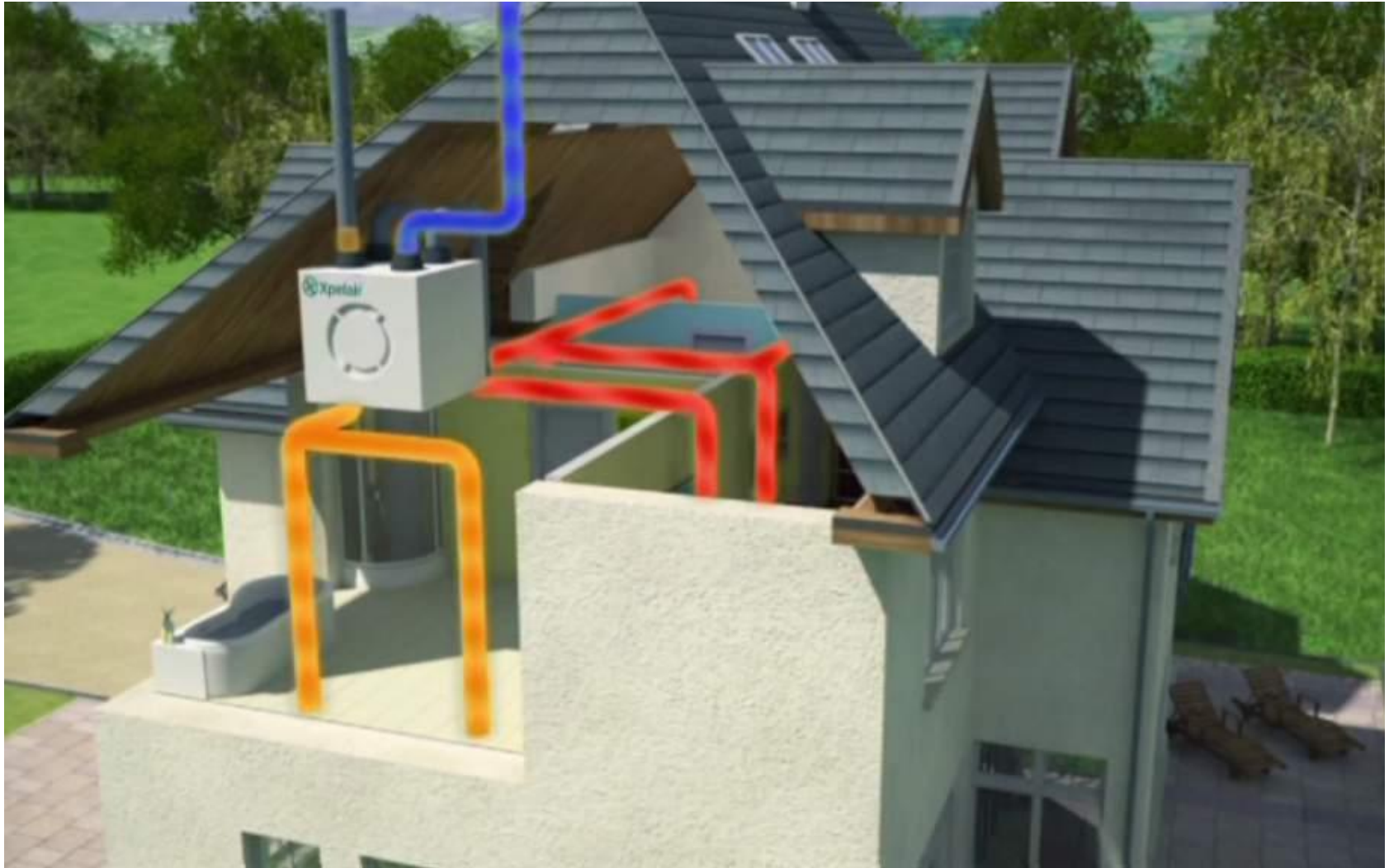
Heat Pump - Visual



Solar Thermal & PV Visual



Heat Recovery & Ventilation Visual



Fan Convector Visual



Integrated Solutions

Heat Pumps



Intelligent Fan Convectors



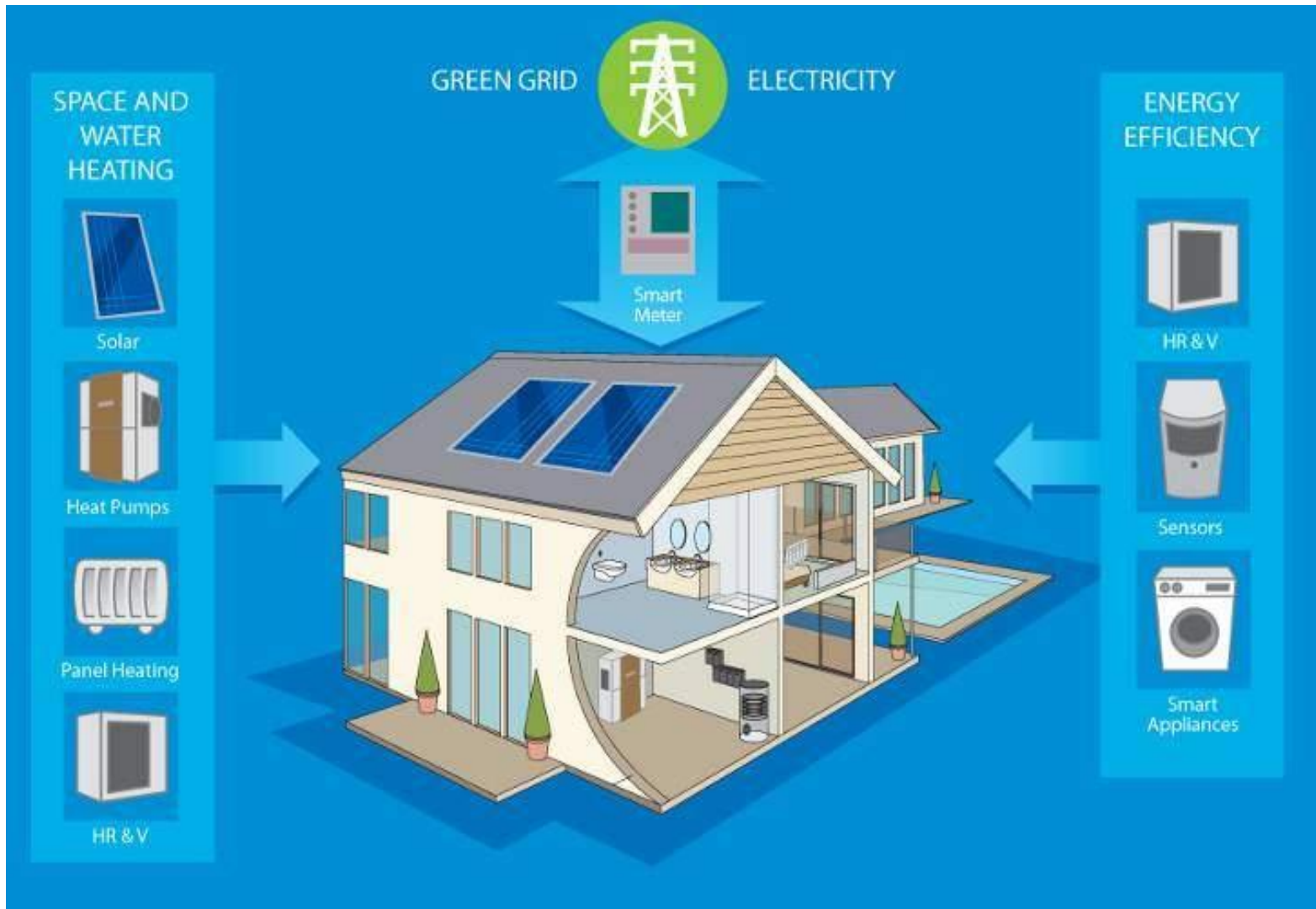
Solar PV & Solar Thermal



Heat Recovery & Ventilation



The Smart Home



DELIVERING THE VISION



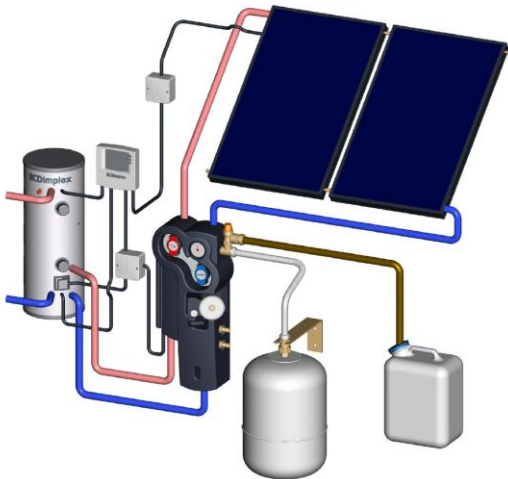
The Scale of the Challenge

- UK Government Target:
 - Refurbish 7m homes with vastly improved fabric and renewables by 2020
 - Say £15k per property
 - That's more than £10bn per annum
- Don't forget all the other sectors



Will it Happen?

- It MUST happen!
- The technologies are available today
- We have studied these in depth and are confident we know the winners



Job Creation

- Research and Development
- Manufacturing
- Installation
- Service and Maintenance

- UK wide up to 500,000 jobs

- What about Northern Ireland?



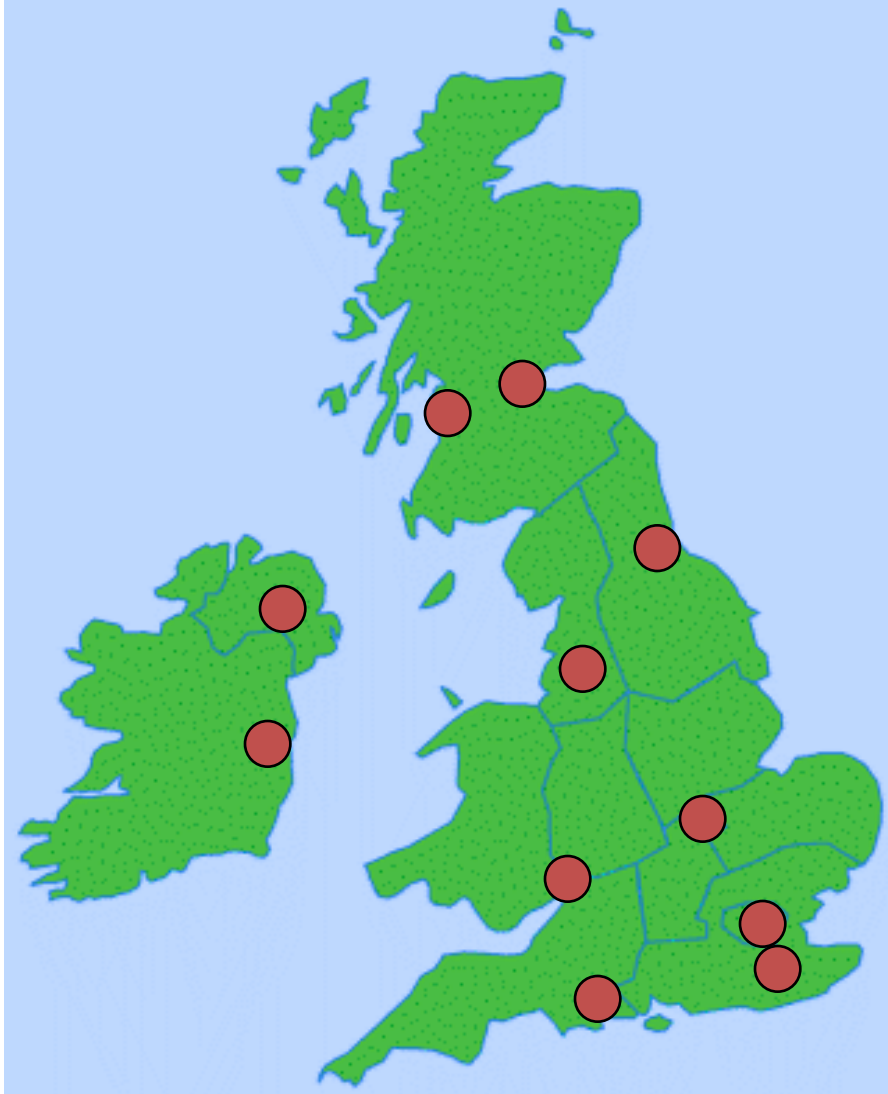
 **Dimplex** renewables[®]

An endless supply of energy



GLEN DIMPLEX HEATING

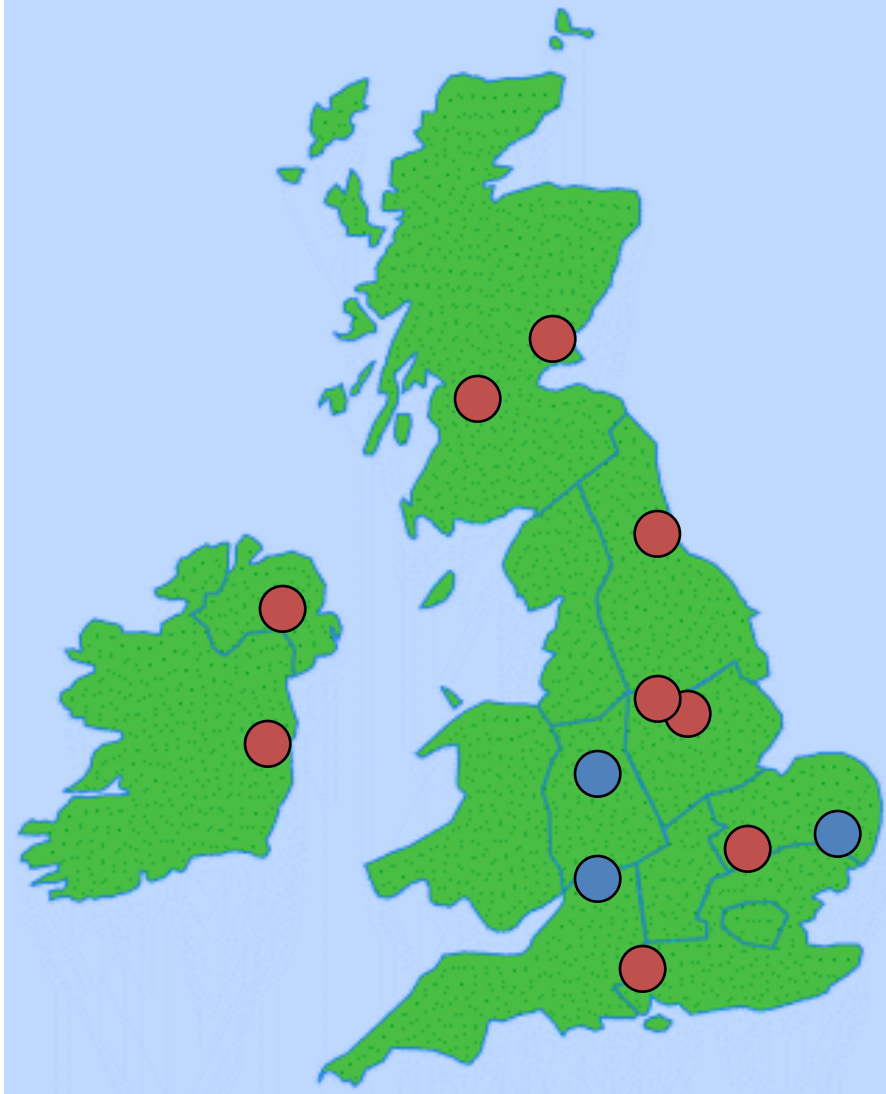
Dimplex Commercial Teams



- 16 Dedicated sales engineers
- 8 specification engineers
- 2 Product Managers
- 4 Marketing Staff
- 6 Service management staff (180 white vans)



Dimplex Heat Pump Installer Training



- 4 Day domestic heat pump installer training
- Combined air and ground source
- Includes 1 day Dimplex product specific training
- Logic certified
- Retrospective certification
- Solar to follow similar route

Glen Dimplex in Ireland

- R&D Centres in Portadown and Dunleer
- Heat emitter manufacture in Dunleer
- Heat Pump manufacture in Newry
- Integrated hydraulic solution manufacture in Portadown
- 100's of Jobs / £10m investment over 3 years

ALL HAPPENING IN 2010



Discussion

