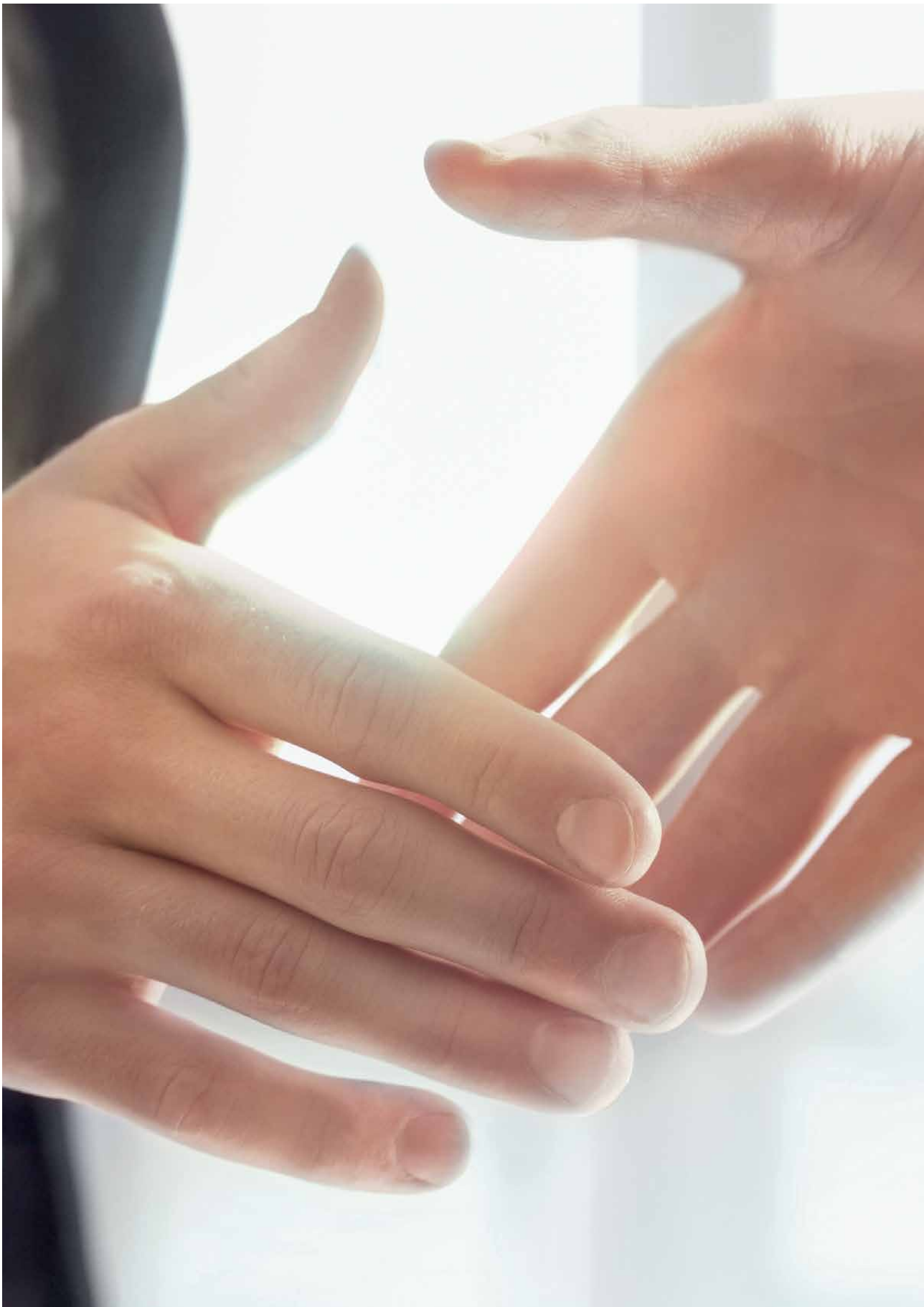




SIGNPOST BROCHURE

Holistic energy solutions
for power, heat and mobility

ELECTRIFYING
FUTURE



New energy for a successful partnership

Power, heat – and, more recently, mobility – are inextricably linked, especially when it comes to sustainable and futureproof energy systems. With Viessmann's comprehensive range of products and services, you can offer your customers everything from a single source: ranging from power generation and storage through to consumption in and outside of the home, such as for electric vehicles.

Viessmann's complete offering includes all you need in respect of electric heating systems, electric DHW heating and power supply (from photovoltaic systems, for example) from a single source. As a result, you can be sure that all components match one another. This pays off, saving you time and effort during engineering, installation, commissioning and maintenance. And it is also reflected in increased customer satisfaction.

With Viessmann into the house of the future – offer your customers solutions

Your customers have high expectations when it comes to futureproof energy systems: environmental protection and sustainability on the one hand and performance, profitability and convenience on the other. Their e-mobility needs must also be met. And, of course, the future capability of the system must be guaranteed.

Viessmann has just what you're looking for in every one of these areas: holistic energy solutions that meet all requirements and standards. All with powerful systems for on-site electricity generation and consumption that offer solutions and set standards in terms of self-sufficiency, climate neutrality, efficiency, independence and sustainability.



With all of the benefits of a complete system

Whenever power, heat and mobility requirements converge – Viessmann has a convincing solution thanks to its comprehensive range of reliable and efficient energy systems for decentralised power and heat generation, storage and cost effective utilisation. No matter which system your customers choose: with perfectly matched system technology, you can offer a solution with exemplary futureproofing. For every size and any demand.

Give your customers greater independence

Decentralised systems are an important and intelligent factor in the successful continuation of the energy transition. After all, the capability to generate, store and consume power and heat on site creates double the independence: from fluctuating prices for fossil fuels such as oil and gas and from the public grid.

Convince with energy efficiency

In times of constantly rising electricity prices, energy efficiency is a key selling point. We achieve this, among other things, through the optimum design of the entire system. The energy management system then ensures that individual components are optimally adjusted – to match the respective demand.

Sustainable solutions for every demand

The following pages contain four sample applications of Viessmann energy solutions. Read on and discover more!



6 NEW BUILD ELECTRICS

- Vitoplanar electric heating systems
- Vitotherm DHW systems
- Vitovent mechanical ventilation systems
- Viessmann power management

8 NEW BUILD HYDRAULICS

- Vitocal heat pump systems
- Vitovent mechanical ventilation systems
- Viessmann power management

10 MODERNISATION FUEL CELL

- Vitovalor fuel cell heating appliance
- Viessmann power management

12 POST-EEG UTILISATION

- Existing PV system
- Vitocharge power storage system
- Vitocal DHW heat pump
- Vitoplanar electric heating systems
- Vitotherm DHW systems
- Viessmann power management

14 SYSTEM SOLUTIONS FOR KFW 40 PLUS HOUSES

17 VISHARE

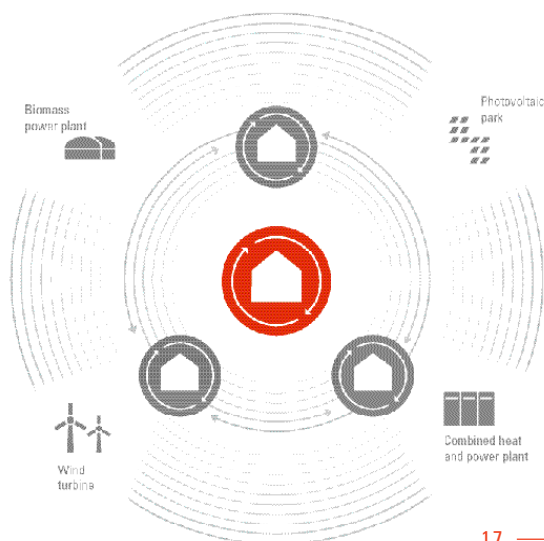
- Energy transition – a community effort

18 SERVICES

20 VISSMANN'S INTEGRATED RANGE OF SOLUTIONS

22 THE COMPANY

8



17

Power and heat: systematic sustainability



The specifications of the German Energy Saving Ordinance (EnEV) in terms of energy efficient construction and heating technology also apply to new build projects with little available space. Viessmann offers individual solutions for these that go beyond EnEV requirements to combine sustainable energy optimisation with an attractive price/performance ratio – for an eco-friendly, futureproof home with low investment outlay.

The package for power and heat: ensuring price stability and value retention going forward

Combining the Vitovolt photovoltaic system with the intelligent Vitocharge power storage unit is the first step towards independence from external energy suppliers. With integral power management, including optimised use of on-site power, on-site power consumption is maximised whilst the purchase of power from the grid is minimised – an investment that pays off from day one.

Vitotherm instantaneous water heaters and Vitoplantar infrared heaters provide

DHW convenience and cosy warmth, and are perfectly complemented by the Vitovent mechanical ventilation unit, which plays a major role in ensuring a pleasant indoor environment. The fully integrable charging point for electric vehicles is a smart addition to the package for power and heat.

This Viessmann energy solution is not only a secure investment in an independent future, but also enables optimum utilisation of the living space thanks to its especially small footprint.

**Vitovolt
photovoltaic system**

Vitovolt photovoltaic modules feature high outputs and uncompromising quality, plus the comprehensive Viessmann product and performance guarantees. Our powerful photovoltaic modules are suitable for installation on the roofs of detached houses and apartment buildings, as well as on commercial and industrial premises.



**Vitocharge
power storage system**

The Vitocharge power storage system is the ideal complement to on-site power generation from a photovoltaic system. It enables power to be supplied exactly when it is needed. This makes efficient, decentralised power supply with high levels of on-site consumption and self-sufficiency a reality.



**Vitoplanar
electric heating systems**

The powerful Vitoplanar area heating systems are characterised by their pleasant radiated heat. They warm up very quickly and can store heat for up to an hour. Vitoplanar heating mats for electric underfloor heating systems are straightforward to install, have no magnetic field and require no maintenance.



**Vitovent 100-D
mechanical ventilation unit**

The decentralised Vitovent 100-D mechanical ventilation unit is especially suited to ventilating living rooms and the bedrooms of both children and adults. The continuous operation guarantees a constant replacement of stale air with fresh air, whilst regulating the relative humidity at the same time.

**Vitotherm
electric instantaneous
water heaters**

Vitotherm covers every demand and aspiration for convenience – from a premium appliance to a mini instantaneous water heater, e.g. for the guest toilet. The electronic control unit ensures high DHW convenience and convincing energy efficiency at all times whilst precisely maintaining the set temperature. Short pipe runs mean DHW is available quickly. And – as only the water that is actually needed is heated – Vitotherm products are particularly energy efficient.

Holistic by design: efficient use of environmental heat



Anyone wishing to invest in a spacious home with a holistic system design is aware of the benefits of innovative, environmentally responsible technology and renewable energy. Viessmann heat pumps are the perfect fit for this concept and make for an ideal combination with all components for electric DHW heating and electric room heating. Depending on the requirements and site conditions, the heat pumps draw energy that is free, environmentally responsible and virtually unlimited from the air, the earth or groundwater. Heating and cooling also work perfectly with heat pumps by means of a matched system.

Highly efficient, ecological – and very convenient

The extraordinarily quiet Vitocal 300-G heat pump is the core of this Viessmann energy solution. It uses the renewable heat from ground or groundwater and is characterised by low operating costs. In combination with the Vitovent 300-W mechanical ventilation system, a pleasant indoor climate is created.

The Vitocal 300-G is designed to utilise power from a photovoltaic system. Any surplus is stored in the Vitocharge power storage unit, which contributes to greater independence from external suppliers. The Viessmann GridBox

ensures the transparency of energy flows in the home.

The electric vehicle charging point completes the system and creates the conditions for climate neutral mobility.

Vitocal 300-G

brine/water heat pump

The Vitocal 300-G taps into the heat stored in the ground, for example through the drilling of boreholes or the use of geothermal collectors. It can be used for new build and modernisation projects in detached houses and apartment buildings.



Vitovent 300-W

mechanical ventilation system

The Vitovent 300-W changes the air continuously for a pleasant and healthy indoor environment, removing odours and noxious substances. A constant flow rate and balance control keep the air flow rate constant, regardless of the static pressure, and allow quick and easy adjustment of flow rates via the remote control unit.



Vitovolt

photovoltaic system

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Vitocharge

power storage system

The Vitocharge power storage system is the ideal complement to on-site power generation from CHP or photovoltaic systems, for example. It enables power to be supplied exactly when it is needed. This makes efficient, decentralised power supply with high levels of on-site consumption and self-sufficiency a reality.



Efficient consumption on site: first modernise, then save



Many residential buildings, along with their energy guzzling central heating technology, are showing their age. As a result, bringing such buildings up to current energy standards makes economic sense due to ever rising energy costs alone. In addition to the increase in property value, modernisation also brings additional comfort in the form of a new, energy efficient heating system with convenient DHW provision. Viessmann has the advanced, sustainable and environmentally conscious system solution needed for this.

Modernisation means: greater independence!

If an existing building already has a gas connection, the Vitovalor PT2 fuel cell is the best choice for modernising the energy supply with Viessmann. It generates heat and power in a single unit and can be usefully complemented by an existing photovoltaic system or Vitovolt modules from Viessmann. With the Vitocharge power storage unit, this system achieves a very high level of independence from external power supply utilities and associated rising prices. In addition, the charging point enables smart electric vehicle charging and thus mobility with carbon neutral power.

Vitovalor PT2

fuel cell heating appliance

The power-generating heating system is suitable for modern detached and two-family houses. It takes homeowners one step further away from external power supply utilities and rising electricity prices – with an innovative form of power generation.



Vitocharge **power storage system**

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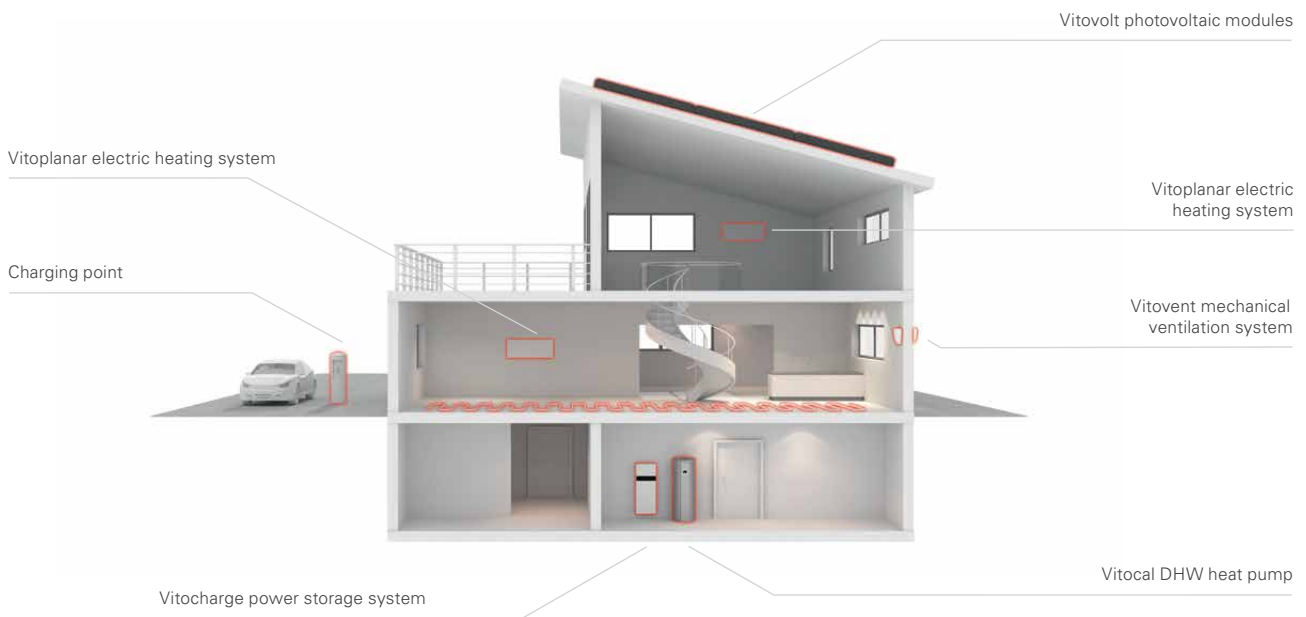


Vitovolt **photovoltaic system**

Vitovolt photovoltaic modules feature high outputs and uncompromising quality, plus the comprehensive Viessmann product and performance guarantees. Our powerful photovoltaic modules are suitable for installation on the roofs of detached houses and apartment buildings, as well as on commercial and industrial premises.



Flexible and efficient – even without EEG support



Durable photovoltaic systems that have paid for themselves over years and are still reliably delivering power will no longer benefit from the EEG subsidy. They can still serve a useful purpose, however, such as when looking to increase on-site consumption.

In this case, the Viessmann system solution combines the existing photovoltaic system with the Vitocharge power storage system. The Vitocharge can be easily retrofitted with two or more battery modules as on-site demand increases.

The electrically operated Vitocal 262-A DHW heat pump for generating hot water can be used to extend this efficient system. Finally, the Vitovent 300-W mechanical ventilation system, which also runs on electricity, ensures clean air and can significantly contribute to preserving the building fabric.

For an even smarter and more futureproof system, the ViShare Energy Community from EMS* (more on page 17) or a charging point for electric vehicles can be integrated.

*Operator and contract partner in ViShare Energy Community is Energy Market Solutions GmbH (EMS), a participation of Viessmann Group.

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**Vitocal 262-A
DHW heat pump**

Attractively priced DHW heat pump with extremely quiet operation, optionally with an internal indirect coil for connecting an external heat exchanger. The appliance is equipped with all components required for efficient DHW heating. The space efficient casing houses the heat pump module, as well as a 300 l DHW cylinder, plus the control unit.



Complete and individual

High energy efficiency, the greatest possible self-sufficiency or a healthy balance of both – every homeowner has their particular expectations of a new heating system. Whatever matters most to your customers, you can quickly and professionally offer them just what they need for their respective situation with system solutions from Viessmann. You benefit because all components are combined within a single system solution, nothing is forgotten and everything matches perfectly.

Focus on three different requirements

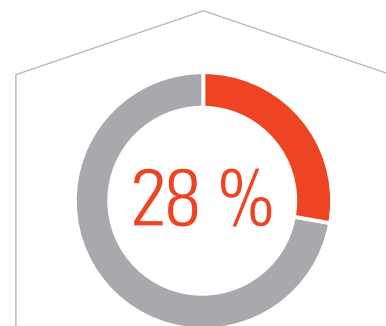
- 1 The Basic solution is designed for maximum economy with simultaneous achievement of the conditions for obtaining the KfW 40 Plus subsidy.
- 2 The Balance solution focuses on ensuring the best equilibrium between investment outlay and energy cost reduction.
- 3 The Premium solution can reduce energy costs to zero for the greatest possible level of independence.

Do you need help with subsidies or planning a KfW Efficiency House?

With our services, we offer high quality advice and support in respect of subsidies, applications, documentary evidence and checks – all from a single source. For support over the phone, please call +49 6452 70 2117



BASIC



SELF-SUFFICIENCY

System solution consisting of heat pump, photovoltaic system and ventilation

BAT. 0 kWh

PV 2.75 kW

ENERGY COSTS



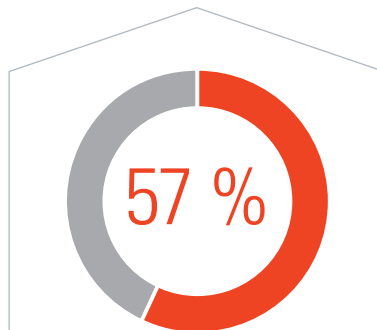
INDICATIVE INVESTMENT COSTS*



Assured convenience with compact building services: system designed to achieve maximum efficiency and high levels of on-site consumption (44 %) with low investment outlay.



BALANCE



SELF-SUFFICIENCY

System solution consisting of heat pump, power storage unit, photovoltaic system and ventilation



ENERGY COSTS



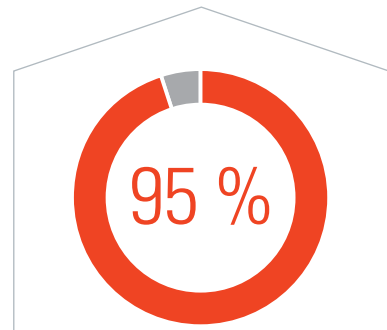
INDICATIVE INVESTMENT COSTS*



Example: increased levels of convenience with optimised components. System designed to achieve the best balance between investment outlay and energy cost reduction.



PREMIUM



SELF-SUFFICIENCY

System solution consisting of fuel cell, power storage unit, photovoltaic system and ventilation



ENERGY COSTS



INDICATIVE INVESTMENT COSTS*

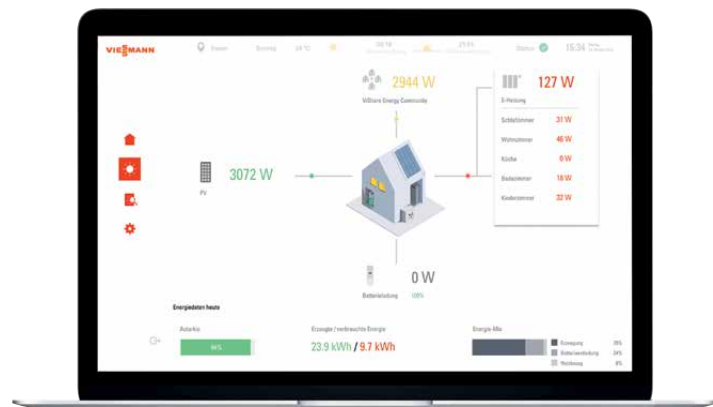


Example: superior convenience with maximum performance of the central components. System designed to reduce energy costs to zero for maximum self-sufficiency.

*Inclusive of subsidy

Viessmann GridBox 2.0

Energy control made easy



The Viessmann GridBox is the ideal complement to Viessmann system solutions. It combines electricity-based components with heat generators and enables the use of e-mobility. Users can monitor all the energy flows within their home on their smartphone or tablet for full cost transparency. At the same time, the GridBox serves as a basis for achieving the KfW 40 Plus standard with its substantial subsidies of up to €30,000 per home [in Germany].

Extensive portfolio of functions and products

The Energy Dashboard provides a visual representation of the output of the photovoltaic system, the charge level of the power storage unit and household consumption in real time. It is also possible to integrate a Vitocal heat pump, a Vitovalor fuel cell heating appliance or a Vitoplanar direct heater, or to control selected Wallboxes for

solar charging. A comprehensive reporting function provides information about consumption, electricity yields, self-consumption and self-sufficiency. Any faults can be identified immediately. The home screen shows daily trends, weather forecasts, weekly reports, a CO₂ review and useful hints for energy efficiency.



BENEFITS AT A GLANCE

- + Energy control: forecast-based charging of the power storage unit, prioritisation rules for photovoltaic electricity and control of immersion heaters
- + E-mobility: maximised self-consumption through solar charging, optimum flexibility during the charging process with various charging modes
- + PV optimisation for DHW: use of PV electricity for control and modelling of immersion heaters and specification of minimum and maximum temperature
- + Visualisation of consumption of fully electric heating systems at room level
- + Guided, intuitive commissioning with automatic network screening
- + Access to GridBox Dashboard at mygridbox.viessmann.com or via the app

The new „mygridbox“ mobile app for Android and iOS includes all functions of the web dashboard.

ViShare Energy Community from EMS – working together to achieve the optimum energy supply

Steadily increasing electricity prices, rapidly diminishing fossil fuels and dependence on conventional energy suppliers are solid points in favour of producing and using your own energy. With ViShare from EMS, anyone can become part of an Energy Community designed for private power producers and consumers.

Simple and reliable

With the ViShare flat rate, an electricity tariff from Energy Market Solutions within the ViShare Energy Community, it's never been easier to opt for your own energy system and plan for the future. As the value of the system is reflected in the ViShare charge, customers know precisely the running costs (or yields) for your home.

Power, heat & mobility – with 100 percent sustainability

As a member of the ViShare Energy Community, customers play an active role in all areas of the energy transition: for example, through the solar power that is generated on site, the heat pump operated with green electricity or the

sustainably powered electric vehicle. With ViShare, customers are part of the power, heat and even transport revolution.

Energy transition – a community effort

The goal of the ViShare Energy Community is to jointly exploit markets and realise potential – as benefit of being part of the Community. System control that is used, for example, to optimise demand for power according to price or the availability of renewable energy is central to the success of the energy transition and may help to reduce the ViShare charge in the future.

Tip

Use the simple online rate calculator to illustrate the savings effects of energy systems in sales discussions: vishare.viessmann.de

VISSMANN
VISHARE

**ENERGY
MARKET
SOLUTIONS**



Support you can rely on

With Viessmann, you can not only be sure that you are getting the right products, but can also count on the support of our specialists at all times. A full range of services is available for everything that makes your work easier and strengthens your competitive position.

At Viessmann, our perfectly matched product range is complemented by comprehensive services designed with our trade partners in mind. This includes proximity to our partners and thus fast availability – with over 30 Viessmann sales offices throughout Germany, we are there when you need us.



Always up to date – experts with practical experience are on hand to answer any questions you may have in the Viessmann Academy.



Proud to be your number one, time after time

Your number one choice – Viessmann trade partners know that they can rely on good service. A fact proven by Viessmann being named the Number 1 Trade Partner, 15 consecutive times over almost 30 years. This serves as both confirmation of our approach and an incentive for us to earn this accolade again next year.

Successful together



+ Sales and marketing support

With approximately 300 field staff, we are there when you need us. We also assist you by providing numerous clever tools for your daily work, such as subsidy services and advertising materials.



+ Concept design and quote preparation

Sound and professional advice whatever the construction project – from the outset in person via the System Solution Office or online with the Viessmann System Adviser.



+ Engineering software and services

Intelligent engineering tools, such as the E-Planner for electric heating projects, save you valuable time.



+ Maintenance and service

Everything you need for installation, commissioning and servicing: 24 hour emergency support, technical services on site, and installation and service instructions.



+ Seminars and certification

The Viessmann Academy offers you a wide range of seminars, training courses and e-learning options.



+ Logistics

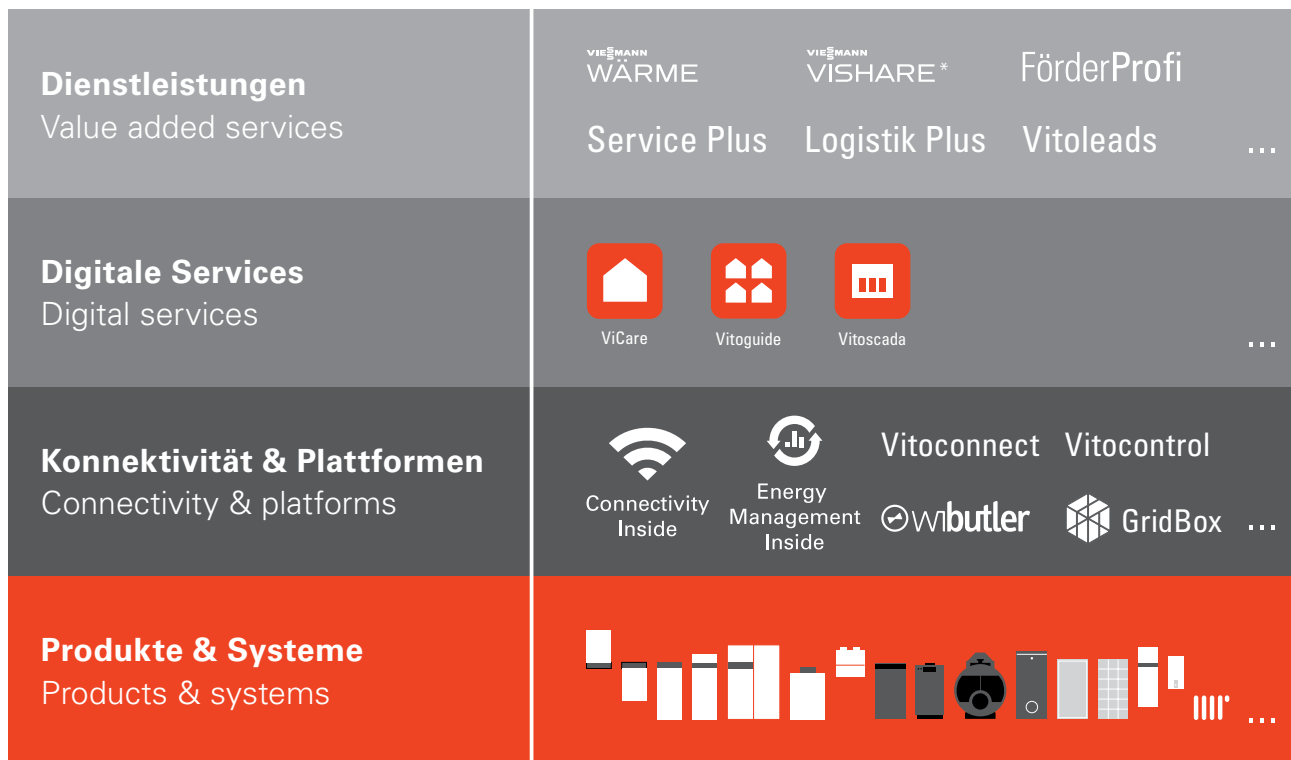
Efficient ordering and delivery processes ensure that all products and spare parts from Viessmann are available fast, anywhere in Germany.



Your contact for advice and planning

Contact Pre Sales PV and Elektro with the details of your specific project.

Either phone +49 6452 70 2117
or email
sso-postbox@viessmann.com



Viessmann's integrated range of solutions makes it possible to seamlessly connect products and systems via digital platforms with services for climate (heating, cooling & air quality) and refrigeration solutions. These solutions are based on renewable energies and maximum efficiency.

Products and systems

The foundation for advancing this mission is our comprehensive range of heating, power, cooling and ventilation solutions. It allows Viessmann to offer products and systems for the ideal room climate – integrating the right energy sources in private, commercial and industrial environments as the situation requires.

Connectivity and platforms

Connectivity is an essential element of Viessmann's integrated range of solutions. Existing systems dating back as far as 2004 can be directly interconnected via Vitoconnect, the new product generation, using "Connectivity Inside". This means

that all Viessmann systems can be upgraded. Integrated Viessmann Energy Management optimises the flow of energy in a building. It pulls all interconnected appliances together into one system. With wibutler, Viessmann also offers an open platform via which Viessmann products can be digitally networked with the digital building services from many top brands.

Digital services

The digital services extend the functions of Viessmann products and offer a wide range of services for trade partners and end customers. They support partners in commissioning and maintenance throughout the entire product life cycle. The end customer can use the ViCare app to control their heating system, for example, and regulate the climate in individual rooms with ViCare components.

Value added services

At the fourth level of the integrated range of solutions, Viessmann offers a growing number of value added

services. The FörderProfi subsidy service and Viessmann Wärme have already been successfully introduced to the market. The purpose of all these value added services is to simplify and enhance the user and customer experience by adding value beyond the core product.

V+ partner programme completes the range

The partner programme offers solutions for successfully mastering the challenges of the heating sector well into the future. V+ is our way of offering valuable solutions related to the topics of energy transition, digitisation, employees and entrepreneurship. It gets things in shape for the future and was developed consistently from the outset with our partners and installers from all over Germany and tailored to their needs. For all you need to know about V+, go to: vplus.viessmann.com

* Operator and contract partner in the ViShare Energy Community is Energy Market Solutions GmbH, a participation of Viessmann Group.

Services und Dienstleistungen für unsere Partner runden das Lösungsangebot ab

FörderProfi

The FörderProfi subsidy service from Viessmann simplifies the process of applying for subsidies, with everything carried out online, from the free initial eligibility check through to application and disbursement of funds. New: with the Viessmann subsidy guarantee, construction work can start immediately.

Service Plus

With our digital services and value added services, we and our partners ensure maximum convenience and reliability for system users. From system-specific commissioning to full service contracts, we offer carefully tailored solutions for customer satisfaction.

Logistik Plus

Efficient ordering and delivery processes ensure that all products and spare parts from Viessmann are available fast, anywhere in Germany. Through the Night Line service, available items ordered by 6 pm are ready for collection by 7 am the following day at the specified depot.

WÄRME

Heating with the all-inclusive support package: up to 15 years of all-inclusive service and a complete guarantee with absolutely no acquisition costs. Customers only pay their monthly rent; Viessmann Wärme takes care of everything else. It could hardly be easier.

VISHARE

With ViShare, the end customer becomes part of the Energy Community and actively shapes the energy transition. Energy Market Solutions GmbH, a stakeholder in the Viessmann Group, is the operator and contractual partner in ViShare. ViShare's 100% green electricity tariffs help to reduce energy costs. The flat rate electricity tariff makes it easier for end customers to plan ahead as they know in advance precisely what their monthly costs will be.

Vitoleads

Save valuable time when formulating quotations: the heating system calculator allows quotations to be generated automatically online at any time of day. Interested parties that contact Viessmann through one of our portals such as heizung.de are passed directly on to the trade partner.



ViCare

The graphic interface in the ViCare app has been kept simple for intuitive heating system operation. Green for go – the user can see at a glance in the app whether their heating system is working as it should. ViCare can be used to regulate Viessmann gas and oil heating systems built from 2004 onwards and heat pumps built from 2010 onwards.



Vitoguide

Trade partner software with a vast array of functions for monitoring and controlling systems in detached houses and apartment buildings, and the fastest access to our Technical Service. Within Vitoguide, the trade partner can make a telephone call or arrange a callback with the Viessmann customer service, and all of the relevant data about the customer's system is automatically relayed. Familiar digital services such as ViStart are now integrated into Vitoguide.



Connectivity
Inside

Integrated WiFi interface for operation and service via Viessmann apps.

Vitoconnect

Communication interface for remote monitoring and control of heating systems via the internet.



Energy
Management
Inside

Viessmann Energy Management enables a transparent application for electric and thermoelectric energy systems. All consumers are networked and can be controlled energy efficiently.

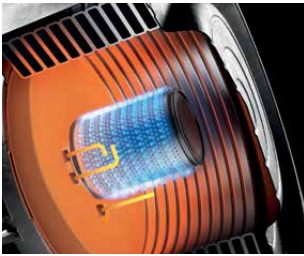


GridBox

The GridBox visualises the flow of energy in the home and is the central link for electrical components such as the power storage unit, photovoltaic system and other domestic power consuming appliances.



Manufacturer-independent smart home control centre that connects products from different manufacturers and enables their app-based control and automation.



A milestone in heating technology: the MatriX-Plus burner

Viessmann is a leading manufacturer of climate solutions for all living spaces. Viessmann’s integrated range of solutions makes it possible to seamlessly connect products and systems via digital platforms with services for climate (heating, cooling & air quality) and refrigeration solutions. These solutions are based on renewable energies and maximum efficiency.

Every initiative of Viessmann, a family-owned company founded in 1917, springs from the corporate mission statement: „We create living spaces for generations to come“. This is the responsibility of the Viessmann family with its 12,300 members worldwide.



Number 1 Trade Partner for the 15th consecutive time

INTEGRATED VIESSMANN SOLUTION OFFERING				
Value added services	 WÄRME	 VISHARE [*]	FörderProfi	...
Digital services	 ViCare	 Vitoguide	 Vitoscada	...
Connectivity / platforms	 Connectivity Inside	 Energy Management Inside	Vitoconnect	 Wibutler ...
Products / systems				

Seamless integration of products and systems with digital services and value added services for system users and trade partners.

^{*} Operator and contract partner in the ViShare Energy Community is Energy Market Solutions GmbH (EMS), a participation of Viessmann Group.



We create living spaces for generations to come.

Practical partnership

As part of its comprehensive range, Viessmann also offers a wide selection of complementary services. These services include a comprehensive training and further development programme for trade partners at the well equipped training facilities of the Viessmann Academy.

With its new digital services, Viessmann offers innovative solutions such as the operation and monitoring of heating systems by smartphone. Users benefit from greater reassurance and convenience, whilst contractors can keep a constant eye on the systems for which they are responsible.



Viessmann is a leading international manufacturer of efficient energy systems.

VISSMANN GROUP IN FIGURES

1917	—	Viessmann was founded
12,300	—	employees
2.65	—	Group turnover in billions of euros
56	—	export share in percent
22	—	production companies in 12 countries
68	—	sales offices in 31 countries
120	—	sales companies worldwide

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