

## PRESS RELEASE

### **From Germany to Italy: Digital Energy Solutions collaborates with Viessmann in bringing charging solutions for electromobility to Italy**

- Viessmann and Digital Energy Solutions are developing electromobility solutions for the Italian market
- First solution offered will be a charging station with digital connection, thus customers get charging processes visualized
- Initial collaborated sales activities meet with great demand from partners and customers

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Effective immediately, Viessmann and Digital Energy Solutions will no longer be collaborating on the German market exclusively but also join forces in Italy. As integrated electromobility solutions combined with optimized energy management systems are getting ever more significant for Italian customers, Viessmann Italy and Digital Energy Solutions are teaming up to provide charging infrastructure solutions.

The sales structures and type of collaboration between Viessmann and its partners in Italy are comparable to those in the home country of the supplier of heating systems, industrial energy systems and cooling solutions. However, customers in Italy are frequently faced with different technical requirements than German customers. The capacity of home and network connections, which is specifically important for fast electric vehicle charging, is significantly smaller in Italy compared with capacities for businesses and private households in Germany. Digital Energy Solutions' dynamic and smart load management distributes the available network connection capacities to avoid cost-intensive peak loads and prevent any excess of physical connection capacity. At the same time, the available capacity at the network connection point is optimally utilized to ensure the fastest possible charging of electric vehicles. As a result, costs will be reduced, and maximum charging convenience gained.

"Teaming up with Digital Energy Solutions enables us to offer our partners integrated, customized solutions for the distribution of charging solutions to their customers. Digital Energy Solutions' competitive edge definitely is their extensive experience with charging solutions which partners and customers will greatly benefit from as part of this collaboration", says Stefano Dallabona, CEO Viessmann Italy.

In a first step, the two partners will offer a charging station for private households and business customers with digital connection, so customers get to visualize charging processes on a web portal for higher transparency. More charging hardware products could be added later to make the charging infrastructure available to the public.

"The market for electromobility in Italy, which is still lagging behind other European markets, is expected to grow strongly over the next three years, inter alia, thanks to government subsidies. Complying with this framework, Viessmann Italy and Digital Energy Solutions have set ambitious goals and are planning to expand on the Italian market this year", says Dario Fabris, sales manager of Nuove Energie, the division of Viessmann Italy for the distribution of photovoltaics.

Sven Kuenzel, Head of Sales, Digital Energy Solutions, explains why Viessmann Italy will strongly benefit from the collaboration: "The mere sale and installation of charging hardware is neither our vision nor Viessmann Italy's. Indeed, our shared vision is launching a digital business model with additional benefits

for installers and their customers and subsequently combining charging infrastructures with regenerative energy generation”.

Implementing this vision requires significant steps of collaboration: Last January, both partners defined and presented their services and offerings at the Klimahouse 2019 fair in Bolzano. After the successful kick-off, Digital Energy Solutions showcased their solutions as part of the Partner per l'Efficienza Energetica event in Verona in June.

Together, both partners will display their solutions and services for the third time this year at EcoMondo 2019. The trade show will take place in Rimini at the beginning of November and highlight the importance of electromobility. The venue of the trade show located at the touristic Adriatic Sea coast fits in perfectly with the partners' first industry solution: Digital Energy Solutions and Viessmann Italy are developing dedicated charging services for hotels and their guests.

## **ABOUT DIGITAL ENERGY SOLUTIONS GMBH & CO. KG**

Digital Energy Solutions is a joint venture of BMW Group and Viessmann Group. The aim of the joint venture is tapping into the potential of digitalization for realizing the energy transition. Since January 2016, Digital Energy Solutions has provided integrated solutions for sustainable and cross-sector energy management in electricity, heat and mobility. The goal: achieving the optimum in sustainability, security of supply and energy efficiency for their customers. Based on their proprietary IT platform, Digital Energy Solutions analyzes the energy systems of customers and identifies potentials for optimization in terms of energy generation, demand and consumption. Building on this analysis, Digital Energy Solutions provides a comprehensive energy portfolio including complementary energy market products for energy transition hardware, e.g. battery storage devices, heat pumps, photovoltaic systems and charging solutions, and empowers companies to act as stakeholders in the future electricity market. Customized integrated solutions consisting of a charging infrastructure and solutions for managing electric vehicle fleets enable businesses and their employees easy access to electromobility.

## **ABOUT VISSMANN ITALY**

The Viessmann Group is an international leader in the production of heating and air conditioning systems from the residential to the industrial sector, as well as refrigeration systems.

Founded in 1917, Viessmann is a family-owned company present in 74 countries with approximately 12,000 employees and generates a turnover of 2.5 billion euros.

Viessmann offers the ideal solution for all heating needs with a range of heat generators from 1 to 120,000 kW for all energy sources: from single and two-family homes to large residential complexes, from commercial and industrial buildings to local district heating networks.

The company has been present in Italy since 1992 and currently has its headquarters in Pescantina, in the province of Verona. The company has various branches and sales agencies located throughout the country and 280 employees.

Recently, the range of products has been enriched with specific innovations for e-mobility developed in collaboration with Digital Energy Solutions.

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