HEAT PUMPS

ENERGY NEWS

EDITION 03/2024



MINT FESTIVAL

AT THE 3RD MINT FESTIVAL IN LIENZ, SCIENCE COULD ONCE AGAIN BE EXPERIENCED UP CLOSE – iDM WAS ALSO A PART OF THIS EVENT.

iDM SALES TEAM ITALY

INTRODUCTION TO OUR DEDICATED SALES TEAM

+ iDM TRADE FAIR DATES

TOGETHER FOR AN INNOVATIVE FUTURE

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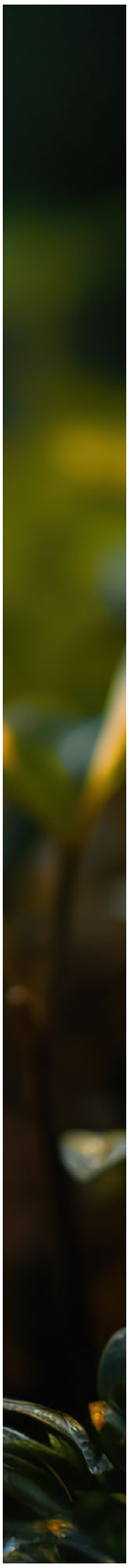

TRADE FAIR DATES - TOGETHER FOR AN INNOVATIVE FUTURE



TRADE FAIR DATES 2025:	
23. – 26. January	Home builders Trade Fair Graz (AT)
25. – 26. January	Real Estate Trade Fair Bamberg (DE)
31. January – 02. February	Home builders Trade Fair Innsbruck (AT)
08. – 09. February	Living, Building & Ambience Schweinfurt (DE)
21. – 23. February	Home builders Trade Fair Klagenfurt (AT)
06. – 09. March	33. Building Trade Fair HAUS, Dresden (DE)
05. – 09. March	Energy Saving Fair Wels (AT)
15. – 16. March	Living and Building Trade Fair Bayreuth (DE)
17. – 21. March	ISH Frankfurt (DE)

In 2025, we will also be present at numerous trade fairs to showcase our innovative solutions and latest technological developments.

The upcoming trade fairs offer us the perfect opportunity to engage with you directly and showcase our groundbreaking technologies. Visit us at our booth and experience the future of heat pump technology! We look forward to talking with you and sparking new ideas.

Additionally, we are happy to present our iNTELLiGENT heat pumps together with our partners at numerous regional trade fairs. We look forward to your inquiry directly at marketing@idm-energie.com and are happy to support you with our iDM Roadshow or an iDM exhibition trailer at your event on-site!



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1. FSV MAINZ 05
NEVER GIVE UP - THIS IS MAINZ

Under the great motto "Never give up - this is Mainz," our 1. FSV Mainz 05 sensationally secured their league status. The iDM energy family congratulates them and looks forward to another successful season in the German Bundesliga. In the pictures below, you can find an overview of the various jerseys of the first-team squad. The team photo shows the entire squad in front of the Pletzer Resort Hohe Salve, where the club will continue to hold its training camps in the future.


Training camp at Hohe Salve



THE JERSEYS 2024/25


Home Jersey


Our ad banner behind the goal


Alternate Jersey


Away Jersey


Carnival Jersey

OLALA INTERNATIONAL STREET THEATRE FESTIVAL



© Foto markus Mayr

Olala: 33rd International Street Theatre Festival – Experience Culture Up Close

From July 23rd to 27th, 2024, the international street theatre festival "Olala" transformed the small town of Lienz in East Tyrol into a vibrant cultural arena for the 33rd time. Artist groups from 14 different countries turned the sunny town into a unique outdoor stage.

With impressive performances, fascinating installations, acrobatics, and non-verbal comedy, the festival offered an experience that delighted both visitors and locals, inspiring the town long after the festival week had ended.

This year, we at iDM were proud to be a part of this special event for the first time. It was a pleasure to support the festival on behalf of the iDM Energy Family and contribute to promoting cultural diversity in the region. The week full of inspiration and artistic energy will remain a true highlight for many, leaving lasting memories.


© Foto Peter Maerkl

Olala in Lienz: An incomparable celebration of culture that has profoundly shaped and enriched the city and its people.

www.olala.at

MINT FESTIVAL



Science you can touch: The MINT Festival in Lienz enters its 3rd round.

The MINT Festival Lienz opened its doors once again from October 21st to the 26th, 2024, captivating both young and old with the world of mathematics, computer science, natural sciences, and technology. At various locations in East Tyrol, visitors were greeted with over 60 events for the general public, as well as more than 50 special programs for schools.

The festival was launched three years ago by Anja Kofler, the head of the Lienz City Library. Her goal: to promote STEM subjects and combat the so-called "brain drain" in East Tyrol. The festival strengthens the collaboration between educational institutions and industry, making the diverse opportunities in the STEM field tangible for society.

A special highlight was the traveling exhibition "Step into Space" by the European Space Agency at the BG/BRG Lienz auditorium, as well as the mobile planetarium, which fascinated visitors with impressive projections of stars, planets, and galaxies. At the Lienz campus, attendees could experience both classic and modern robotics, even trying their hand at programming.

iDM was also part of the festival this year! As pioneers in heat pump technology, we gave children and families the opportunity to learn about the operation of our iNTELLiGENT iDM heat pumps in a fun and interactive way. Through hands-on stations and experiments, participants were able to explore the world of iDM, with a VR headset offering fascinating insights into our product world.

With experiments, interactive stations, and exciting lectures, the MINT Festival Lienz 2024 provided a unique opportunity to experience science and technology up close, igniting the spirit of discovery at all ages.

MINTLienz

www.mint-lienz.at/events



SYSTEM TECHNOLOGY FORUM

DATES FOR THE FIRST HALF OF 2025				
09. – 10. January	30. – 31. January	13. – 14. March	24. – 25. April	22. – 23. May
27. – 28. February	27. – 28. March	08. – 09. May	05. – 06. June	

iDM SYSTEM TECHNOLOGY FORUM PROGRAM

Day 1	Day 2
Start: 09:30 a.m.	**Start: 09:00 a.m.**
+ Company Introduction	+ Heat Pump Configurator
+ Product Overview	+ Large Heat Pumps from 50 kW
+ Factory Tour	+ Sales and Marketing
+ Energy Manager - Navigator 2.0	+ Certification Ceremony
Evening Program: starts around 06:00 p.m.	**End/Lunch around 12:00 p.m.**

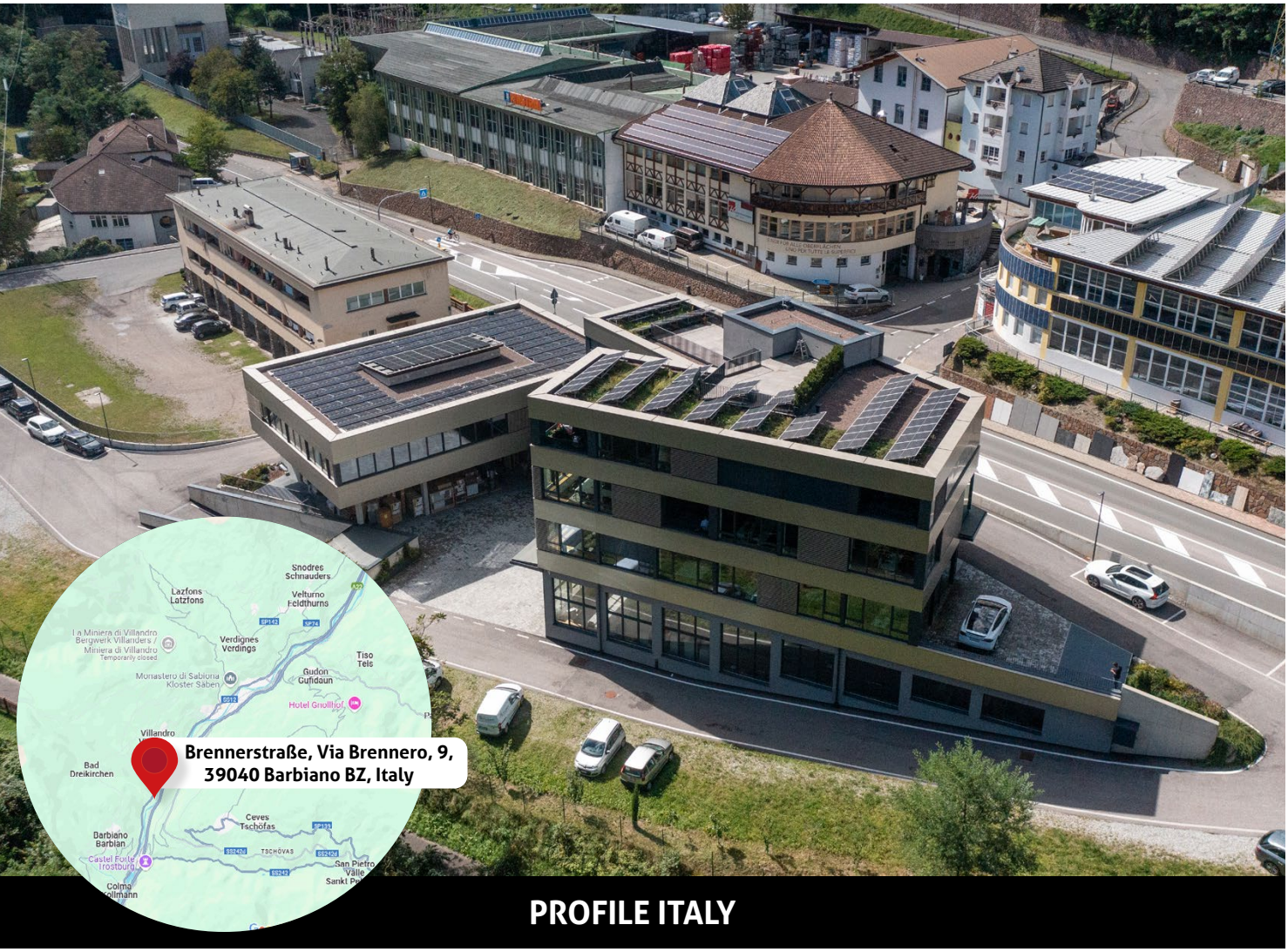
iDM System Technology Forum: Register Now and Secure Your Spot!

Our successful iDM System Technology Forum is back for another round! Look forward to two exciting days packed with expert knowledge, exchange, and the latest insights into the world of iNTELLiGENT iDM heat pumps. Alongside inspiring presentations, a shared evening program awaits, offering space for networking and personal conversations.

Secure your spot now – places are in high demand and fill up quickly. We look forward to welcoming you at the next System Technology Forum!

Scan now & register online!

iDM ENERGY SYSTEMS - TEAM ITALY!



PROFILE ITALY

Italy-the "boot" of Europe - is famous not only for its sunshine, pasta, and charming accents. With about 60 million inhabitants and a GDP of approximately 2.1 trillion euros, it's a heavyweight in Europe, where tradition meets trend. The cities of Rome, Milan, and Naples are not only tourist hotspots but also cultural melting pots and economic powerhouses.

Italy is a leader in various economic sectors: fashion houses like Gucci and Armani, cars like Ferrari and Fiat, and fine wine—all come from here. Industry contributes over 20% to the economy, with high fashion, luxury cars, engineering, and chemicals in the mix. But the true star? Tourism. With a 13% share of the GDP and over 60 million tourists annually, the sector powers the economy.

Politically, Italy often operates in "drama queen mode," yet somehow always bounces back. Economic reforms, green energy, and digitalization are on the agenda, with Italy investing in solar, wind farms, and geothermal sources—40% of its electricity now comes from renewable energy sources.

iDM Italy is based in South Tyrol. A look at this province reveals how autonomy works "à la carte": its own laws, taxes, and a blend of Italian, German, and Ladin that gives the region its unique charm. Economically, South Tyrol is a success story with a regional GDP per capita exceeding 50,000 euros and a low unemployment rate of 3%. Tourism, agriculture, and industry keep this region thriving.

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MARKET DEVELOPMENT OF HEAT PUMPS IN ITALY

The heat pump industry in Italy saw significant changes in 2023, primarily influenced by the removal of government subsidies such as the "Superbonus." These changes led to notable declines but also created growth opportunities in specific segments:

Air-to-Water Heat Pumps: There was a drastic decline of nearly 60%, from approximately 280,000 units in 2022 to just 110,000 in 2023. This decrease is mainly attributed to the end of the "Superbonus" subsidy, which led to exceptionally high demand during the funding years of 2020-2022.

Ground Source Heat Pumps: This segment showed positive development, with a 25% increase in sales, from 625 units in 2022 to 781 units in 2023. This technology could gain more importance in the future, as it has demonstrated stable growth despite the challenging market environment.

Hybrid Systems (Combination of Heat Pump & Gas): This segment also saw a significant decline of 75.7%, from 129,217 units in 2022 to 31,413 units in 2023. The reduction in subsidies is again the primary cause of this downturn.

RECENT REFERENCE



CONDOMINIUM/RESIDENTIAL COMPLEX GARIBALDI, MERANO (150 RESIDENTIAL UNITS)

System:	5x AERO ALM 10-50 MAX + TERRA SW 70 MAX H (as DHW Booster) with iDM Fresh Water Cascade 280 l/min
Requirements:	Heating, Cooling, Hot Water
Features:	Renovation of an old building with a special focus on low noise emissions (Thermal Hotel Merano on the opposite side of the street).

PROJECT "FENDI" MONTENAPOLEONE, MILAN
(famous designer shopping street in Milan)

System:	2x TERRA SW 110 MAX with iSC
Requirements:	Heating & Cooling
Features:	Due to the narrow delivery opening, the machines had to be assembled on-site, requiring significant logistical effort in the center of Milan.

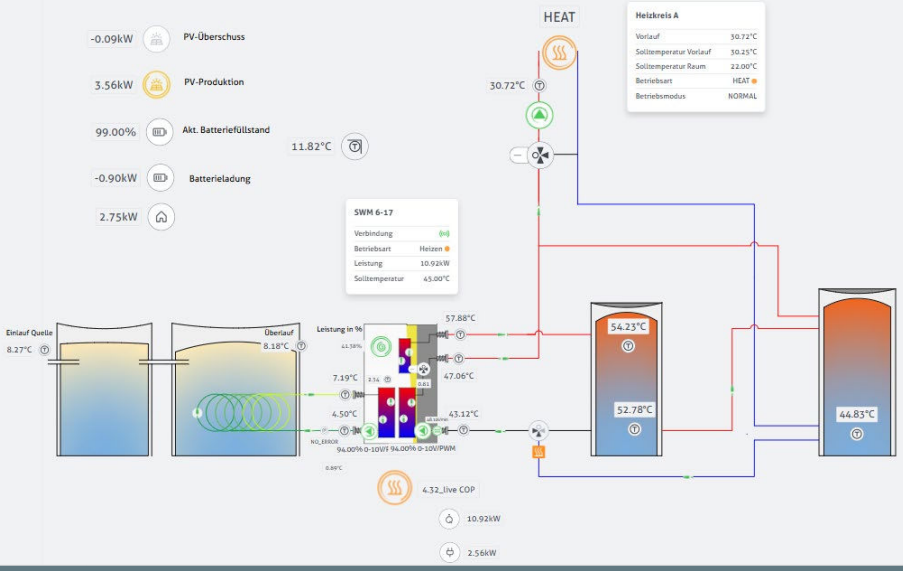


PROJECTS IN ITALY



KINDERGARTEN KIENS, PUSTERTAL

System:	2x AERO ALM 10-50 MAX + Booster 10
Requirements:	Heating & Hot Water
Features:	Retrofitting of a heat pump system, as the original plan was for a district heating system.



PROJECT „GOSTNER", JENESIEN

System:	TERRA SWM 6-17 HGL
Requirements:	Heating & Hot Water
Features:	The heat source was tapped from the overflow of the drinking water source, with a heat exchanger made from 150 meters of stainless steel corrugated pipe DN25 in the tank, operating as a brine-to-water heat pump.

iDM IBERIA: NEWS

After a restful and relatively quiet summer, the team at iDM Iberia has fully recharged and is back in action, already celebrating numerous successes. We would like to highlight some of the key achievements below.







COOPERATION ON THE IBERIAN PENINSULA:
JOINT TRAINING WITH KOSTAL

A central pillar of iDM Iberia's strategy is cooperation. In this context, a joint training session with Kostal Solar Electric took place in the training room of the Catalan association Gibaix Llobregat at the end of September, of which iDM Iberia is a member. Organized by our partner AlbaSolar, the presentation attracted a large audience. Amadeo Heine, iDM's representative for Northeast Spain, presented the intelligent integration of iDM heat pumps with Kostal's photovoltaic systems, using a practical example to highlight the benefits in terms of energy efficiency and economic factors. Marc Griñena and Antonio Frías from Kostal further explored the system hybridization of iDM and Kostal. The subsequent catering provided plenty of opportunities to deepen discussions and make new connections. A complete success for AlbaSolar, Kostal, and iDM!

THE INSTALLER ROUNDTABLE:
THE 1ST IDM IBERIA INSTALLER DAY







In early October, a groundbreaking event took place at the offices of iDM Iberia: the first iDM Iberia Installer Day. The most prominent installers of iDM Iberia gathered for a workshop to exchange insights on market and product developments, optimize collaboration processes, and strengthen iDM's competitiveness in the Spanish market.

We had the pleasure of welcoming a strong group of our partners, including Energanova, Instalvilana, Geotermia Vertical, GastoZero, and others. Together, we conducted a SWOT analysis and compared iDM with competitors in the Spanish market based on various criteria. From this, we were able to derive initial measures that will contribute to further strengthening our position. Additionally, we carried out two anonymous surveys among the installers, which provided valuable insights for our future market approach and collaboration.

Personal exchanges were also a highlight: the shared breakfast and delicious Spanish lunch provided opportunities for friendly conversations and networking. In summary, the first iDM Iberia Installer Day was a great success, and we walked away with many valuable ideas. Involving our partners in the ongoing development of iDM is and will remain a key success factor in our strategy.



SPONSORSHIP AND SUCCESS AT THE 1ST iCLIMA AWARDS

A few months ago, iDM Iberia decided to support the first iClima Awards organized by the Editorial Interempresas and the Spanish Heat Pump Association AFEC. This initiative not only strengthens the consolidation of standards but also promotes constructive competition, which ultimately drives all industry players to improve their performance and foster more innovation.

In addition to sponsoring the event, some of iDM's partners participated in the awards ceremony and showcased iDM installations across different categories. Notably, Energanova reached the finals in four categories. The biggest success of the evening was Daimat's installation, which won first place in the "Installation of the Year" category. The winning project, the first passive house school in Spain, the "Colegio Brains Lombillo," features an energy-efficient heating, ventilation, and energy system conversion to meet passive house standards.

The powerful iDM AL 32 heat pump, equipped with dynamic balancing valves, allows for demand-based air supply, reducing heating and cooling costs by up to 20%. In combination with passive Canadian wells (air-to-ground heat exchangers), the intake air is pre-warmed or pre-cooled. The heat pump is also integrated into a monitoring system that continuously measures performance and energy consumption to ensure optimal efficiency. This flexibility and efficiency make the iDM AL 32 heat pump the ideal solution for the passive house project.







iDM AND NOUVOLT AT AN IMPORTANT TRADE FAIR IN CATALONIA: EFINTEC IN BARCELONA

On October 16th and 17th, EFINTEC, the most important trade fair for climate technology in Catalonia, took place in Barcelona. This year, we partnered with our authorized distributor Nouvolt to plan something special. The star of the two successful days at the fair was our Airstream, which we specifically transported to Spain for the event.

The Airstream attracted a lot of attention throughout the fair and was a true eye-catcher. We seized this opportunity to establish numerous new, promising contacts and nurture existing relationships, all in a relaxed atmosphere with drinks and snacks.

A special highlight this year was our giveaway. With a putting set, visitors could test their skills: Those who made three successful putts were entered into a raffle to win an exclusive iDM Engelbert Strauss jacket. The participation was impressive, and the exciting atmosphere drew many visitors to our booth. Overall, EFINTEC was a resounding success and a great opportunity to further strengthen the presence of iDM Iberia and raise the brand's profile in Catalonia.





HEAT PUMPS

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Subject to changes and errors.