

**Intelligent Energy,
Smart People.**



WHISPERGEN®

SAVING ENERGY

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1) Efficient Home Energy (EHE)

2) WhisperGen Specifications

3) WhisperGen in Europe

4) Challenges

5) WhisperGen in France

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1) Efficient Home Energy (EHE)

Efficient Home
Energy

Established in 2008
30.000 units per year production capacity
80 employees
Cooperates with the Stirling Center and Ikerlan (MCC)

WhisperTech
Meridian Group

Established in 1995
First commercial manufacturer of mCHP using Stirling engines
Owned by Meridian Group (largest power supplier in NZ)
Meridian uses 100% renewable sources to produce electricity

MCC
Mondragon
Cooperative
Corporation

Established in 1956
Cooperation, Participation, Social Responsibility, Innovation
>100.000 employees
7th largest business group in Spain (>14 billion turn over)
Finance, Industry, Consumer Goods Distribution, Knowledge, etc

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2) WhisperGen Specifications

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The unit

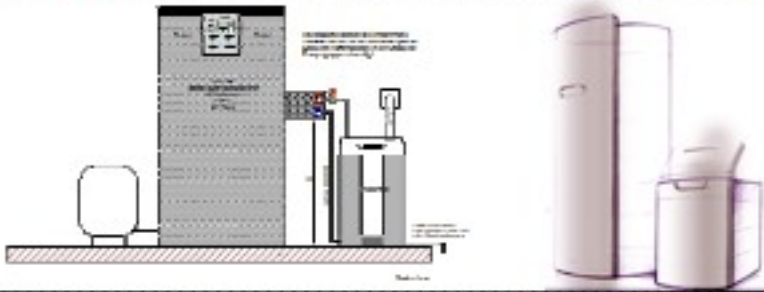


Fuel	Natural Gas
Heat production	7,5-14,5 kW
Electricity production	1 kW
Energy consumption	11-60 W
Thermal efficiency	96%
Electrical efficiency	11%
Saving in CO2 emissions	1 tonne / year
Size	491x838x563 mm
Weight	142 kg
Noise	<46 dBa

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The system



HIGH COMFORT LEVEL: Buffer tank store the energy for when is needed

HIGHER PRODUCTION OF ELECTRICITY: Longer running hours avoid On/Offs and produce more electricity

INCREASES PROFIT: By using a custom buffer tank the WhisperGen runs even in summer generating electricity out of hot sanitary water when heating is no needed

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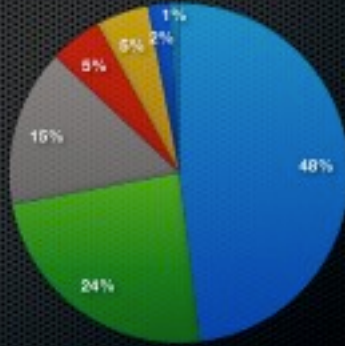
3) WhisperGen in Europe

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Total sales WhisperGen MAC IV-V since 2002: >2200 uds

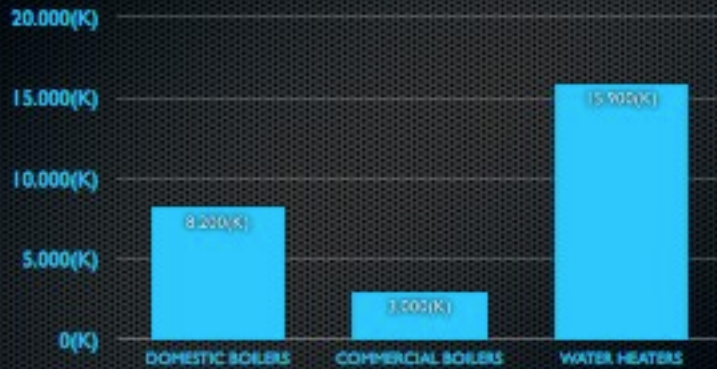
Total sales WhisperGen EU1 since 2010: >2000 uds

Germany	48%
United Kingdom	24%
Belgium	15%
Austria	5%
The Netherlands	5%
Italy	2%
France	1%



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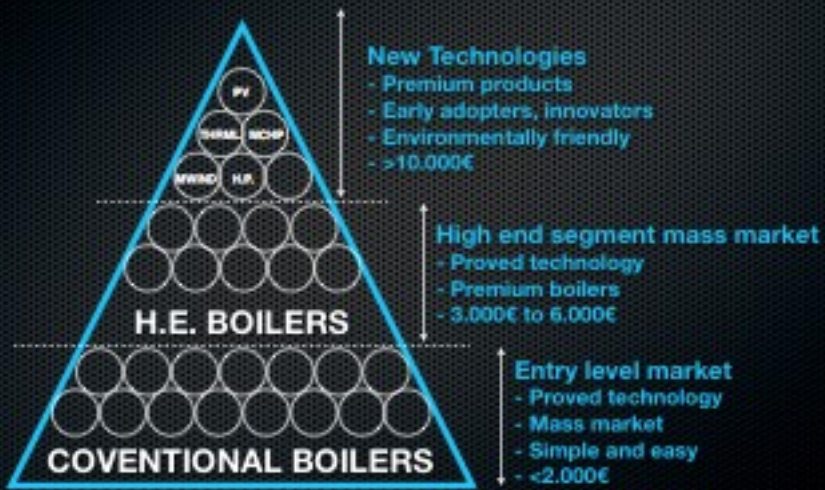
Conventional heating system replacement market in Europe



SOURCE: 2008 ENEC

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Market segments attending technology and purchasing power



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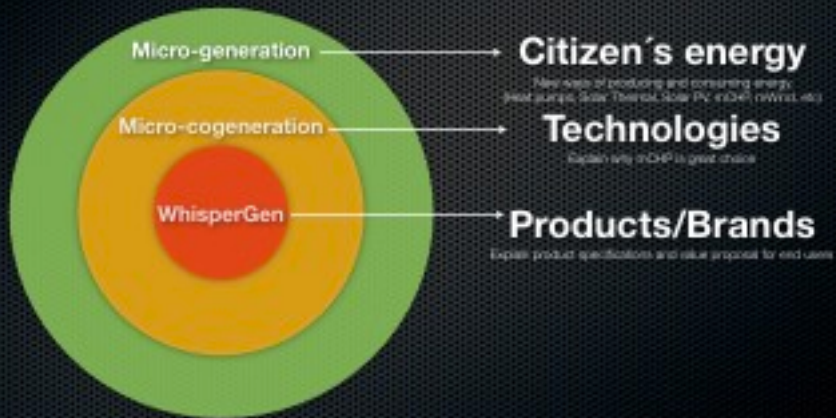
4) Challenges

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What is not
KNOWN
DOES NOT
EXIST

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Create technology awareness



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A.I.P. ACCREDITED INSTALLER PROGRAM TRAININGS SERVICE

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- Selection and training the right profile of installers is key:
 - Understand the technology
 - Know how to sell it
 - Know how to service it
 - Give a premium level of service

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HELP! REGULATION TAX REDUCTION CONNECTIONS TO GRID SUBSIDIES FITS

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- Connection to the Grid: Simplified installation process with Install & Inform
- No VAT or reduced VAT on capital expenditure
- Tax removal on base fuel
- Guaranteed feed-in-tariffs during technology life
- Subsidies on early stage to make the technology accessible to a wider market

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5) WhisperGen in France

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Pros:

- Big market: >65 million habitants
- Regulation for mCHP starting to move: CONGRATULATIONS CNAM!

Cons:

- Electricity price low: 0,11€ / kWh
- Gas connection infrastructure does not cover all the territory

- Channel: Regional specialists



Price of the systems installed: 14.000€ to 18.000€

First distributor in Paris: Ecosun

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Thank you for your attention

For more information visit:

www.whispergen-europe.com

Marcos Morras
mmorras@ehe.eu