

# INVITE THE BEAUTY OF NATURE INSIDE

VENTILATION & INDOOR CLIMATE SOLUTIONS BY NILAN

Company profile

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## Indoor climate solutions to all purposes



# ABOUT NILAN

Nilan develops and manufactures premium-quality, energy-saving ventilation and heat pump solutions that are beneficial to the environment and provide a healthy indoor climate and low-level energy consumption.

Since the company was founded in Denmark in 1974, Nilan's activities have spread steadily to international markets. Today, the market has recognised our skills and approved our products. We are now represented across most of Europe and continue to expand.

### At the cutting edge of development

We have always maintained a sharp focus on being at the cutting edge of the technological development in order to produce some of the market's most efficient energy-saving ventilation and heat pump solutions.

Nilan's initial steps were made in an endeavour to meet a need emerging from developments in the construction sector during the oil crisis. The crisis meant that people started to insulate buildings in order to save energy. This in turn meant that there was a need for solutions that would provide healthy indoor climate in these airtight buildings - a need Nilan was able to meet.

That's how things were back then - and still are today: Our solutions are solutions for the future. They reduce your energy consumption and therefore preserve the environment. At the same time, our solutions are based on some of the world's most advanced technologies.

### Healthy air - healthy environment

Nilan not only ensures a healthy indoor climate, but also preserves a healthy environment. Our declared aim is for everyone to play a part in actively combating climate change. We are willing to be frontrunners in this fight, and we are thus regularly involved in the environmental debate.

Environmental consciousness is one of the cornerstones of our existence. And this is why not only our solutions but also our production processes are environmentally friendly. We use eco-friendly materials and focus on recycling and minimising waste, and we are continually seeking to optimise energy consumption when developing our products.

# BUSINESS CONCEPT

Our business is based on a simple philosophy:

*"To become our customers' preferred supplier, we must be the market's best at creating value through a high return of investment. Low operating costs mean the payback period is short and, when added to a long lifespan, we have the preconditions for offering the best systems in financial terms. We are firmly convinced that the key to achieving this is quality."*

## **Long product lifespan - It only takes one installation**

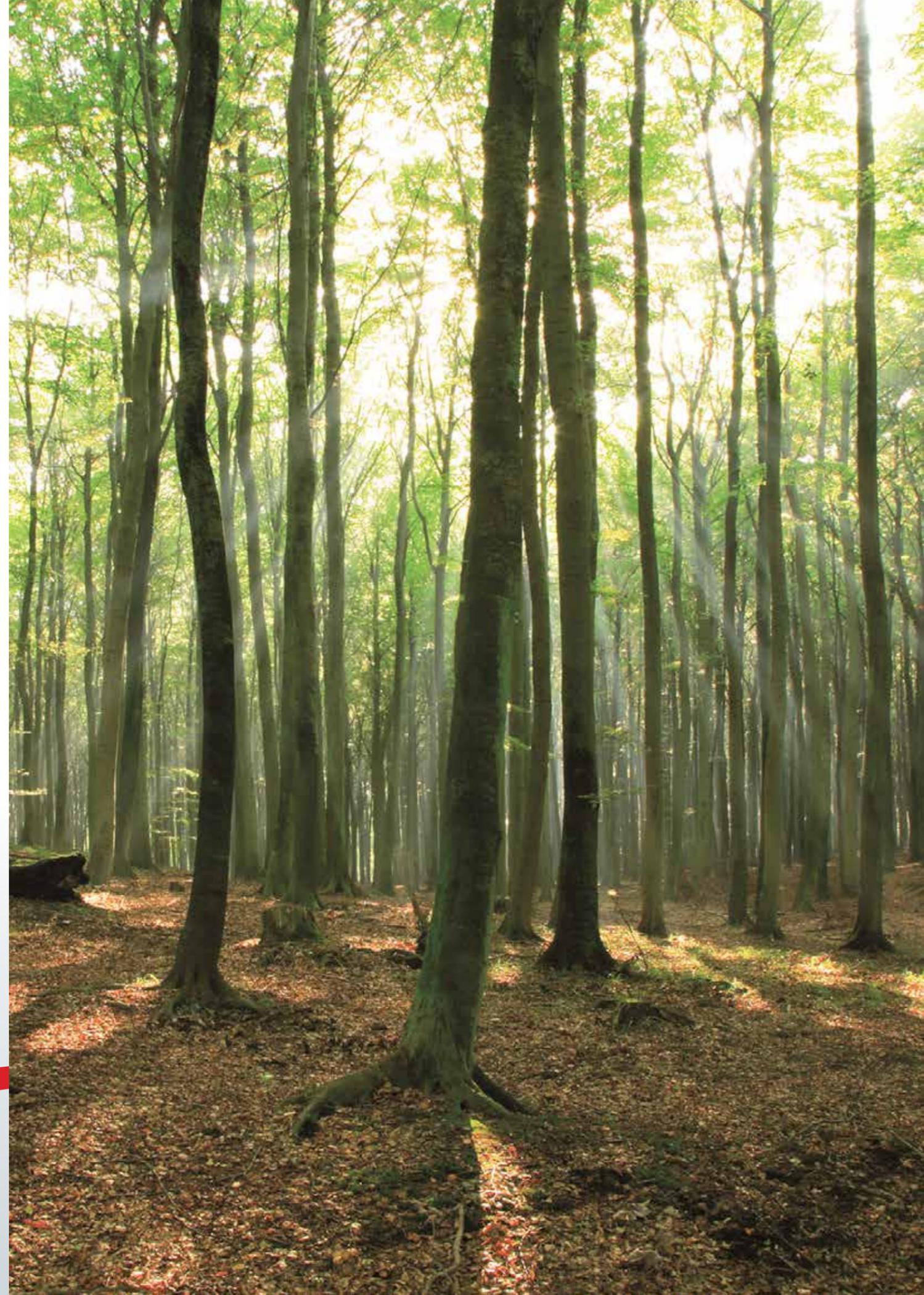
We consider our systems to be an integrated part of the building that will follow it for the majority of its lifespan. A ventilation system runs 24 hours a day, seven days a week, 365 days a year. This adds up to more than 8,700 hours, which corresponds to the same number of hours a car runs over 12 years if it is driven two hours a day. So quality is an all-important parameter in relation to the lifespan of the product. Many of the systems Nilan produced in the early days are in fact still running after more than 30 years. This proves that we mean what we say when we use the word "quality".

The experience we have gained during our many years in the market also means that we know exactly why quality is important and recognise the value it represents to our customers. Many other systems do not have as long a lifespan as Nilan's. And, as the installation costs almost as much as the system itself, a cheaper system will not necessarily be a better investment in the long term, because the customer will be forced to buy a new system and pay for installation once more.

## **Low operating costs ensure a short payback period**

At Nilan, we equate quality with low operating costs. Since we only use components and material of the highest quality, they do not require the same level of maintenance as those of less high quality. Consequently, the costs of service and replacements are kept to a minimum through the lifespan of the investment. Nilan's systems also hold first place when it comes to energy savings. The yearly saving is often so large that the investment pays for itself within a number of years.

Together with the long lifespan, the low operating costs mean we can guarantee that you get some of the most sensible systems in terms of the total costs versus savings and not least quality. That's our promise to you!



# VISION

*"Our aim is to be known and recognised not only as the most **innovative and committed** manufacturer of cooling and heating solutions within ventilation and heat pumps for the European construction industry, but also as the **leading experts**."*

By **innovative** we mean that we aim to be known for thinking out of the box and for developing product solutions for tomorrow's buildings. In this way, we aim to be the ventilation and heat pump sector's preferred partner in innovative projects associated with energy-neutral buildings.

By **committed** we mean that we aim to be known for our active participation in the global environmental debate and for taking our share of responsibility for the technological and political development in our market. Being committed also means that we engage in individual customer service and we want our customers to consider us the best cooperative partner and value creator.

By **leading experts** we mean that we aim to be known as the leading product specialists at the forefront of development and thus able to give the best advice - not only on our own systems but also from a construction perspective and in relation to the buildings in which our systems will be installed.

# VALUES

## High-level professionalism

We believe that the precondition for thinking and working innovatively and for providing the best possible service to our customers and partners is that we work with a high level of professionalism. It is therefore important that we work consistently to ensure that our staff's competences - and therefore also Nilan's competences - are maintained at the highest possible level. In addition, we encourage our employees to take care that competence development is a frequent part of their job.

We seek to constantly remain updated with the latest developments at all times, not only from the perspective of our own products, but also in relation to construction technology. Thereby, we can meet future requirements and provide the most competent advice. Knowledge sharing is therefore an important aspect of day-to-day work at Nilan, involving both our colleagues, customers and partners. Knowledge sharing is the only sure way to make certain that all our staff are constantly up-to-date with the latest developments and that they possess the high-level competences necessary to provide the best possible advisory service.

## Quality

Quality is a basic parameter in everything we do at Nilan, not least in relation to our ventilation and heat pump solutions. Our solutions must look at least as good on the inside as on the outside. We are determined to offer our customers only the very best. So we only use the market's very best components and all our systems are thoroughly tested before they leave our factory.

We are convinced that quality is individual. Consequently, we are always prepared to listen to our customers' needs, and to develop and sell the solution we believe will create the most value. We are never satisfied until you are!

## Innovation

We encourage and expect our staff to think innovatively. Therefore, we foster an environment conducive to turning creative ideas into action, that is, an environment in which we respond to all ideas and take them into serious consideration. At the company level, we are continually involved in innovative projects and cooperate with a large number of partners to make people healthier and create a healthier environment. We work hard to research and develop the opportunities modern technology opens up to us, and see future possibilities as the key to future solutions.

It's true to say that we should not always talk about ourselves. We must also be prepared to listen. Nilan's systems meet our customers' requirements and exploit the opportunities inherent in the technology. This is true because we make a habit of listening to the people who use our systems. And this is why we encourage our staff to welcome and investigate all the innovative proposals that our customers and partners come up with.

## Commitment

We have a serious intent to make people and the environment healthier, and this is one of the cornerstones on which Nilan is founded. As responsible citizens, we assume our share of responsibility for preserving the environment and the quality of life for future generations. Being able to make a difference creates commitment: We are not only here to make a profit but also to create a sustainable future. Not only do we assume our share of responsibility for maintaining the environment. We also seriously intend to influence and promote technological and political developments in our market.

For Nilan, commitment is also important in terms of how we serve the individual customer. We believe that our task is not merely to supply a system. We have a holistic approach to all our projects and see it as our primary task to understand and assist our customers and partners through dialogue and advice from beginning to end.

# COMPETENCES

Nilan is a strong partner for anyone wishing to invest in the ventilation and heat pump solutions of the future. Through our many years of experience in the industry and our market-oriented focus, we have learned to appreciate the importance of quality assurance and product development. These are the areas in which we are sharpest, and our customers and partners benefit from this. - You are welcome to do the same.

## MARKET-ORIENTED FOCUS

At Nilan, the customer is in focus: We listen to our customers and we meet their needs through a consistent focus on exploiting the opportunities that technology provides.

### A promise to provide the optimal solution

Meeting your requirements is our most important priority. We believe that the only way to achieve this is to enter into a dialogue. This way we make sure that you receive not just a system, but rather a solution to your needs.

We are thorough in our approach to all the projects we are involved in. No project is completed before everything runs as it should, and we are certain that we have provided you with the optimal solution that functions flawlessly. Buy Nilan and you buy a promise that the solution you get matches your needs. We won't settle for less, which is a promise we are determined to keep. Nilan's ventilation and heat pump solutions are therefore always adapted to meet not only the needs of the market but also new energy requirements and legislation.

### A strong dialogue and advisory partner

Thanks to our comprehensive constructional know-how, Nilan is a strong dialogue and advisory partner. We believe that it is not enough to know everything about ventilation and heat pump solutions. For us, success lies in providing you with the best possible solution. To do this, we need to be old hands in the industry, who know a lot about the building as an entity and its surroundings. A Nilan solution must be an integrated part of a building - not just an appendage. Thus, our focus is holistic and we create complete solutions.

## QUALITY ASSURANCE

All components in our ventilation systems and heat pumps, from metal plates to valves, are literally tested from all angles throughout the production process.

### All systems are tested in operation

Our quality assurance routines and, not least, the operating test to which all our systems are subjected before they leave the factory, ensure that Nilan meets all the market's quality requirements. However, in an effort to live up to our own high requirements, we

often go one step further. This explains why there are claims on only 0.8 % of our systems. That is a low figure, but we still intend to reduce it by half.

### Long experience equals great expertise

Our production team is trained to produce our specific kind of systems. This ensures that we have high-level competences and share the knowledge we have gathered throughout the many years we have been in the market. Our employees know and appreciate why even the smallest details are important, e.g. that no dust is allowed to enter the cooling system as this can erode the unit.

### Consistent focus on learning and improving

No one is perfect and we are not afraid to learn from our mistakes in order to do things better next time. This is why we at Nilan constantly strive to improve our company as an entity and not least the quality of our ventilation and heat pump solutions - especially with a view to improving production efficiency by means of measurement, dialogue, follow-ups and assessments.

## PRODUCT DEVELOPMENT

Our product development work revolves primarily around something that has always been Nilan's aim and motivation: Creating solutions for the future. Our long-term focus in combination with our comprehensive know-how is not simply a necessity but also our reality.

### First movers with comprehensive know-how

Our experience, know-how and adaptability are factors which allow us to meet individual customer requirements. At the same time, our long-term focus means that we are often first movers when it comes to new trends and developments in the market.

We often take part in innovation projects and are therefore a strong player when it comes to thinking out of the box and into the future. Moreover, our participation in such projects means that we maintain our position as frontrunner when the future comes closer.

### We only see solutions and opportunities

To claim that nothing is impossible would be an exaggeration. It is true to say, however, that this is as close to being a reality as possible at Nilan. Where others see limitations, we see opportunities and, not least, solutions.

Ever since Nilan's foundation, our capacity to adapt and exploit our skills to the full has been key to our success. We believe that this will also be the way ahead for us. We are players in a market that is constantly changing and developing. Only by welcoming and working proactively with the opportunities which these changes bring are we able to guarantee our customers systems that will still be functional and up-to-date in thirty years' time. So that is what we do.

# ENVIRONMENTAL FOCUS

Since day one we have been deeply committed to offering our customers ventilation and heat pump solutions that not only provide a healthy indoor climate and savings on energy bills using heat recovery, but that are also environmentally-friendly. We have maintained this focus because we believe that everyone of us has a responsibility to secure the future of our planet.

From our point of view, energy optimisation is not a choice. It is a necessity and therefore a necessary part of our systems benefitting both you and the environment. We believe that we owe it to future generations to settle for nothing less than the best. This means that we act here and now and does not wait until it is too late. We believe that a proactive and long-term strategy and approach are the way ahead, along with the necessity of switching from dependency on fossil fuels to exploiting sustainable sources of energy such as solar power and ground source energy.

## Energy-saving is central to everything at Nilan

Nilan ventilation and heat pump solutions are by definition energy-saving. This is however not enough for us: We work consistently to increase the efficiency of our solutions and thus reduce energy consumption. When we develop our systems, we bear in mind not only our customers' current requirements but also their future needs.

Moreover, it is not only our products that are environmentally-friendly. We incorporate energy-savings into our production processes in many ways, including by minimising waste.

## Active participation in the environmental debate

We often participate actively in projects focusing on energy-friendly buildings and especially passive houses. At Nilan, we are very keen to influence the direction taken in green politics and technology. Therefore, we are actively involved in the green debate, including by joining relevant organisations working with low-energy solutions. Our position is clear and we are very willing to enter into a dialogue, not to be proven right but to press for results.

# CERTIFICATES & MEMBERSHIPS

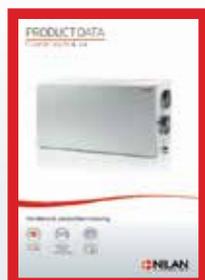


# INFORMATION FROM A TO Z

Nilan develops and manufactures premium-quality, energy-saving ventilation and heat pump solutions that provide a healthy indoor climate and low-level energy consumption with the greatest consideration for the environment. In order to facilitate each step in the construction process - from choosing the solution through to planning, installation and maintenance - we have created a series of information material which is available for download at [www.nilan.dk](http://www.nilan.dk).



**Brochure**  
General information about the solution and its benefits.



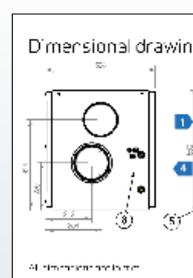
**Product data**  
Technical information to ensure correct choice of solution.



**Installation instructions**  
Detailed guide for installation and initial adjustment of the solution.



**User manual**  
Detailed guide for regulation of the solution to ensure optimum day-to-day operation.



**Drawing material**  
Nilan is happy to make 2D CAD drawings available for integrated planning with the solution.

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Visit us at [www.nilan.dk](http://www.nilan.dk) to find out more about our company and solutions, download further information and find your nearest dealer.



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