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NETSU S.A.  
**COMPANY STRATEGY FOR YEARS 2022-2024**

## Heat pumps

NETSU heat pumps are modern, ecological, but above all economical devices (heat machines) that provide heat, which guarantees minimal operating costs. This is all thanks to the high efficiency and reliability of the device.

## Air-to-water pumps

This is one of the most popular types of pumps for heating and cooling rooms. NETSU air-to-water pumps obtain energy from the atmosphere and transfer it to the liquid in the heating system. Pumps of this type can also be used to heat utility water.



## Ecology

By 2050, Poland will experience great changes in reducing carbon dioxide emissions generated by heating boilers that heat single-family houses.

The decarbonization of households and the introduction of new, 'pure' energy technologies are indispensable to limit the degradation of the natural environment, which increasingly affects the functioning of the ecosystem.

## Application

NETSU heat pumps - both SPLIT and MONOBLOK are suitable for single-family houses, offices, and enterprises. More and more often they are installed in new buildings - old ones can be subject to thermal modernization. Heat pumps are used for space heating, utility water heating, and for cooling on hot days.

## Negligible failure rate High efficiency

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The most important thing is the correct selection and professional installation of the heat pump, as the device's failure rate is more influenced by incorrect installation and selection than the device itself. At NETSU, we offer professional assembly. The risk of a fault in the operation of the pump is negligible. NETSU devices are also resistant to weather conditions.

The purchase of a NETSU heat pump will quickly pay for itself. It is an ergonomic and economical device. The coefficient of heat pump efficiency (depending on operating conditions and model) is even 5.2, where 1 is 100% of the ratio of transported energy received by the pump. Thanks to the installation of the pump, heat is obtained at a price competitive with coal or gas heating.



## Long warranty

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### **NETSU warranty is up to 10 years!**

Reliability, peace of mind, and security. For the heat pump to operate as long and efficiently as possible, regular inspections are necessary. The authorized NETSU service offers professional and instant technical support.

## More powerful heat pumps

NETSU is also a supplier of more powerful heat pumps, i.e. 45 and 90 kW, which enables the needs of larger facilities to be met. The possibility of connecting up to 6 devices in a cascade allows you to create a system with a power of up to 540 kW, which allows for the supply of thermal energy to commercial buildings, production buildings, hotels, etc. These solutions use the R410 refrigerant.



# HEAT PUMP MARKET POTENTIAL

Heat pumps are a strongly growing segment of the Renewable Energy Sources market. In 2020, more than 42,000 air-to-water devices were sold. Compared to 2019, sales of this type of pump increased by 108%. It is estimated that over 232,000 devices have already been installed in Polish homes. An important factor is the ongoing subsidy program "Clean air". Not without significance are also: promoting the technology among installers and designers, a decrease in device prices and relatively low investment costs, the possibility of effective cooperation with photovoltaic installations, as well as an increase in the ecological awareness of Poles.

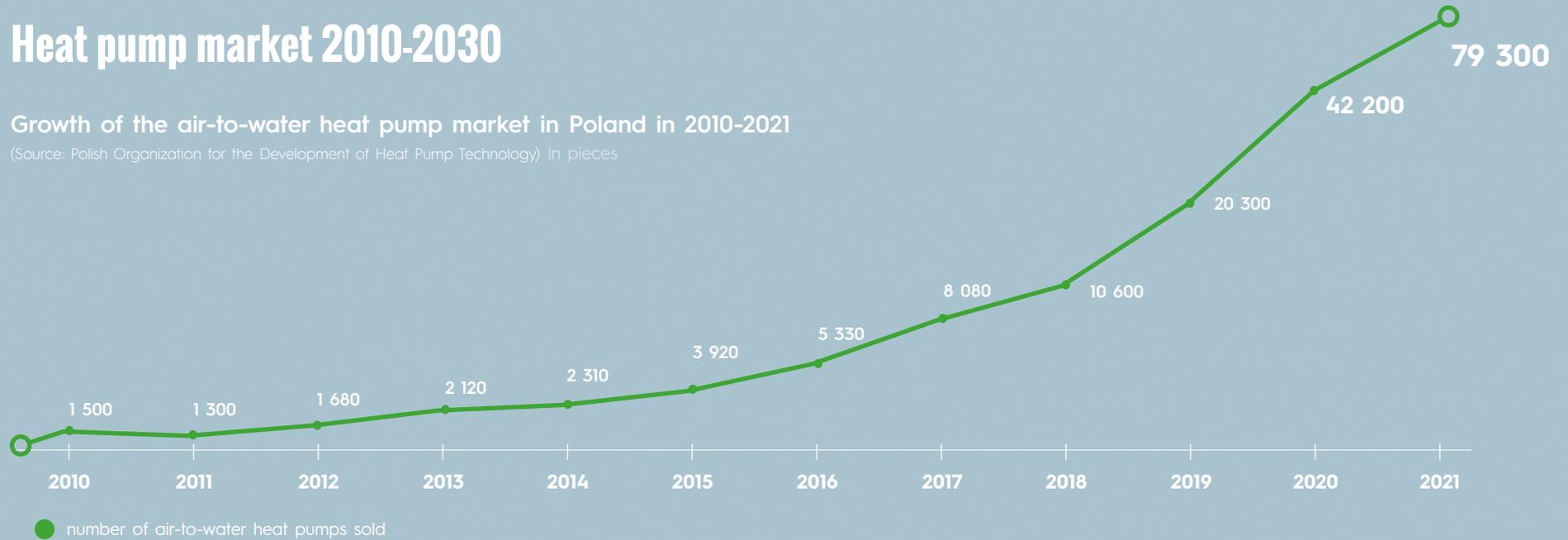
A factor that will significantly affect the further development of the market is the strategy announced by the European Commission, which assumes the share of heat pumps in private construction at a level of 40% by 2030.

Source: Polish Organization for the Development of Heat Pump Technology

# Heat pump market 2010-2030

## Growth of the air-to-water heat pump market in Poland in 2010-2021

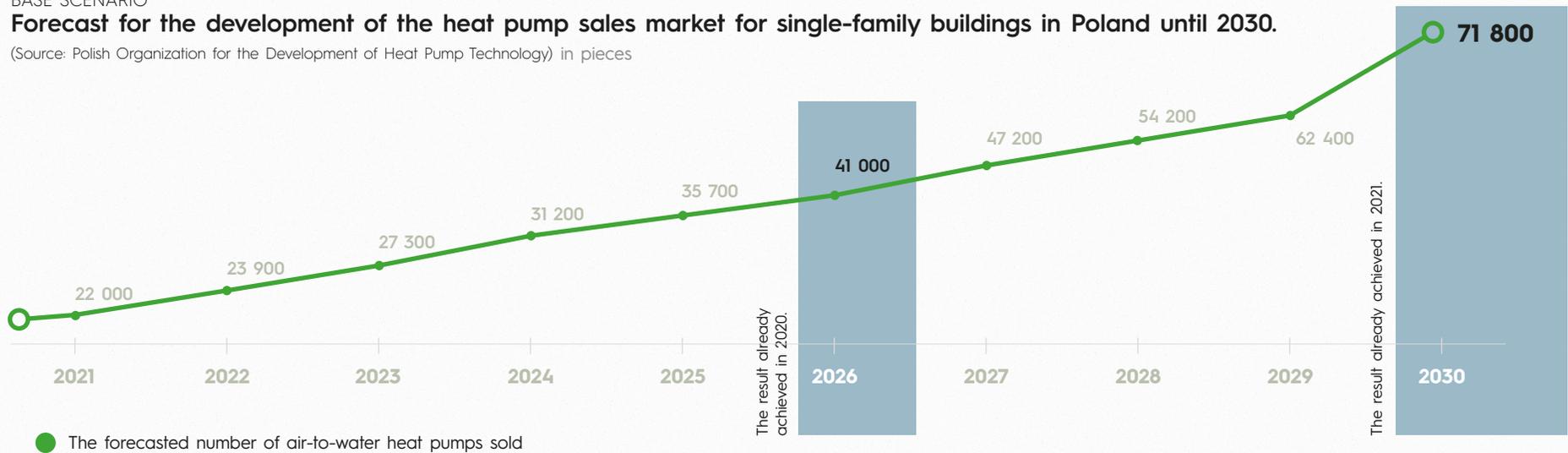
(Source: Polish Organization for the Development of Heat Pump Technology) in pieces



BASE SCENARIO

## Forecast for the development of the heat pump sales market for single-family buildings in Poland until 2030.

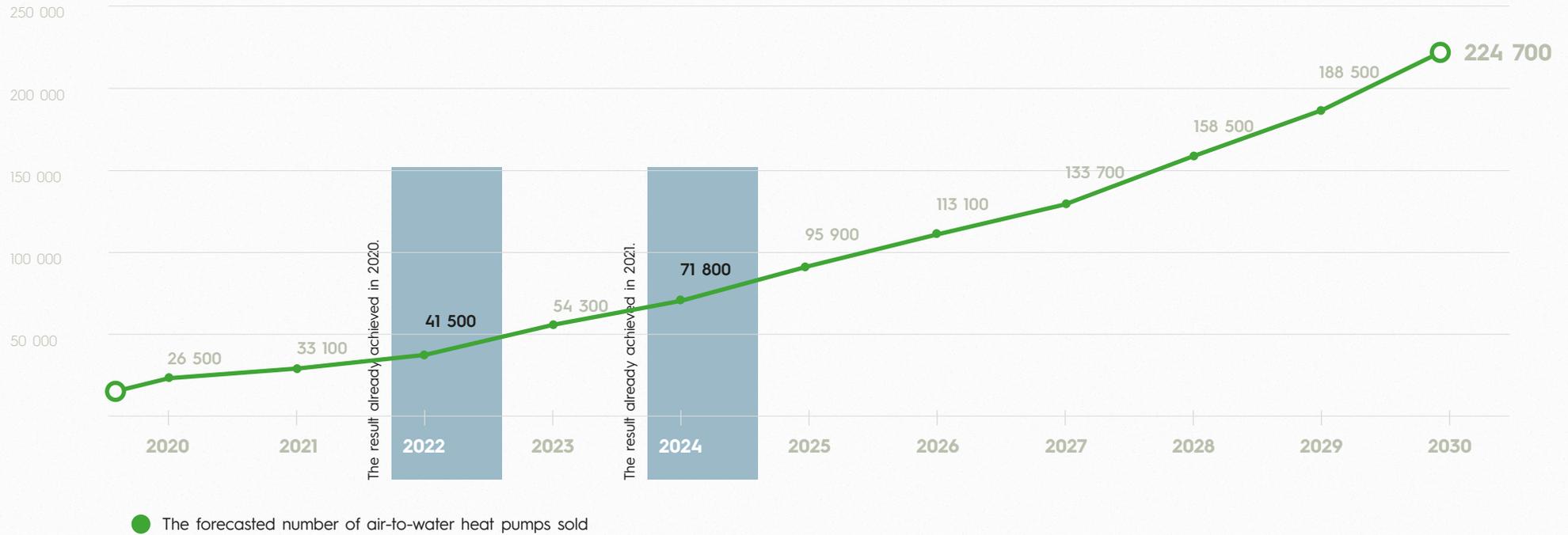
(Source: Polish Organization for the Development of Heat Pump Technology) in pieces



OPTIMISTIC SCENARIO

### Forecast for the development of the heat pump sales market for single-family buildings in Poland until 2030.

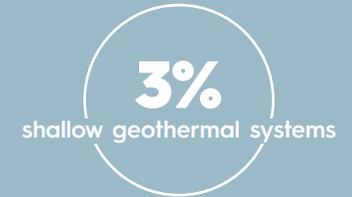
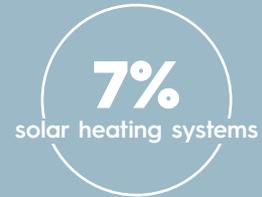
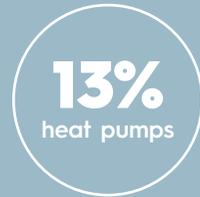
(Source: Polish Organization for the Development of Heat Pump Technology) in pieces



In order to be able to implement the optimistic scenario, it is necessary to deal with barriers and limitations, which can be divided into categories such as: **education and information, legal environment, energy policy, and design and installation of heat pumps.**

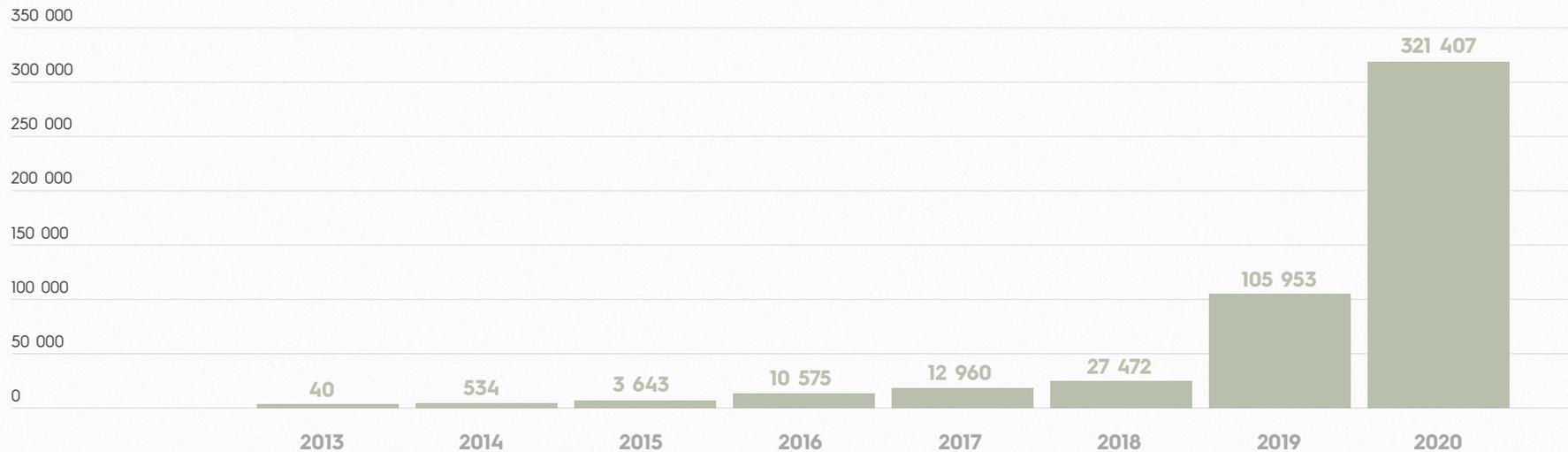
# The renewable energy market is constantly evolving

The constant development of the RES market also generates an increase in the number of entities offering installations and servicing. In January 2022, 7907 RES certificates were issued for people working in industries such as:



The installation of a heat pump with a connection to a photovoltaic micro-installation allows for obtaining virtually zero energy costs. The photovoltaic market itself also generates steady growth.

**PV micro-installations established in Poland over individual years.** (Source: Association of Photovoltaic Industry Poland PV)



# DECARBONIZATION OF EUROPE

During the COP21 climate summit in Paris, an agreement was made to stop the global warming process at a temperature rise below + 2 ° C.

It will also result in the necessary and progressive decarbonization of the energy sector - including the heat production sector.

**The solution that is already ready for the implementation of the new energy policy is heat pumps that can operate both in the function of heating and cooling buildings while heating domestic hot water.**





## SUBSIDY

By choosing NETSU heat pumps or pumps + photovoltaics, you can apply for funding from the “Clean Air” program.

“**Clean air**” is a government subsidy in the maximum amount of 37,000 PLN for owners or co-owners of residential buildings who plan to replace ineffective heat sources with modern heat pumps that meet the highest standards in combination with a photovoltaic installation.

The state allocated for this purpose

**103 000 000 000 pln**

in a program scheduled until 2029

A clear web form, simplified application procedures, and expert and bank support guarantee an instant reimbursement of part of the costs for the purchase and installation of new technologies.

source: [www.czystepowietrze.gov.pl](http://www.czystepowietrze.gov.pl)

# „CLEAN AIR“

Support for the “Clean Air” program, which is scheduled until 2029, also significantly translates into the company’s operations. This is 9 years of permanent funding for private individuals in the amount of up to 37,000 PLN (heat pump combined with a photovoltaic installation). The company will provide active support and consultancy in the field of submitting and processing the application by the client. Thanks to this, it will be easy to get a refund of a significant amount of the purchase.



# SALES THROUGH B2C AND B2B CAMPAIGNS

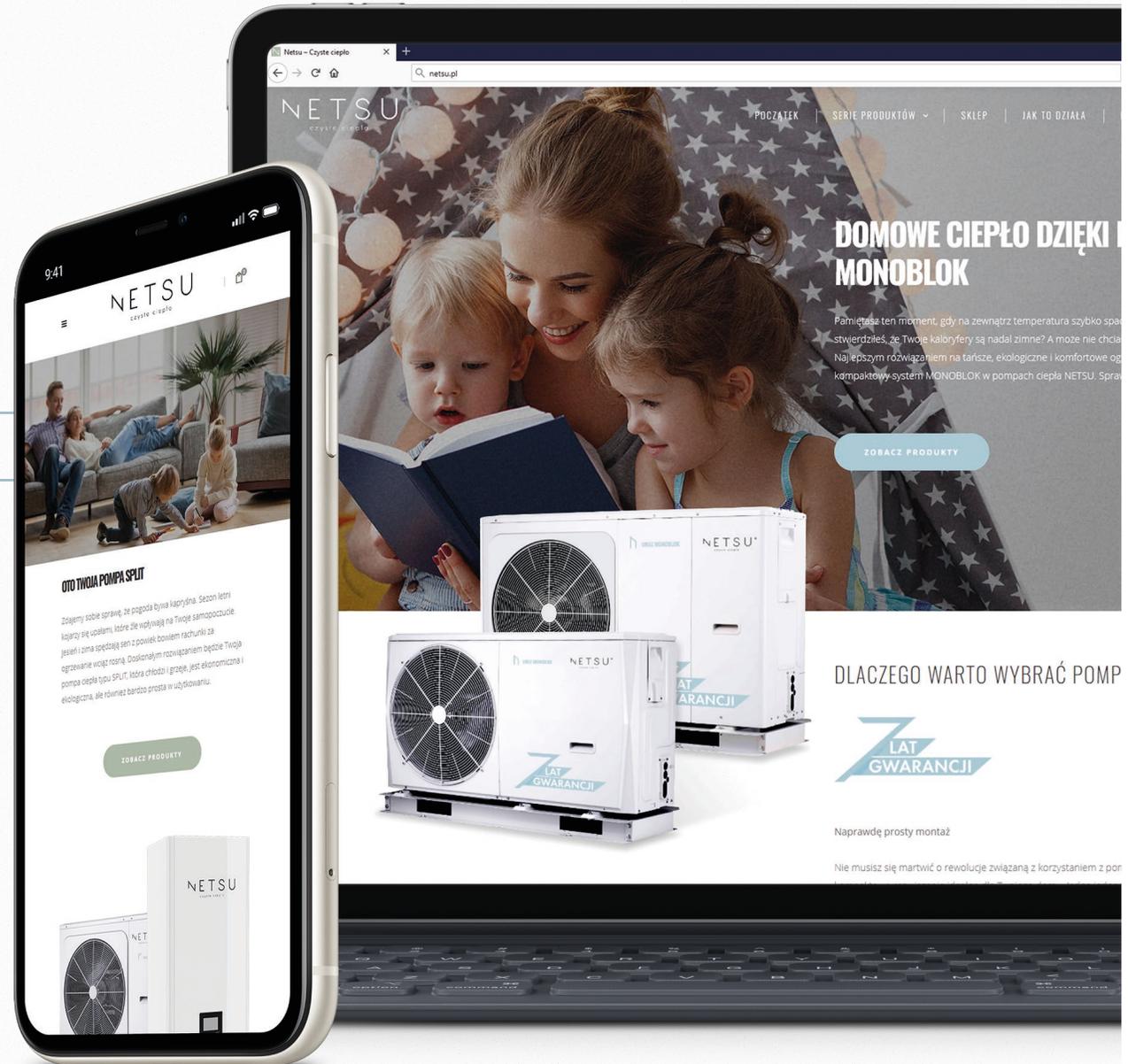
The company places great emphasis on sales campaigns conducted for individual clients as well as for specialists in the HVAC industry. For this purpose, a special online store was also created along with a service platform and technical support at:

[www.netsu.pl](http://www.netsu.pl)

Sales are also conducted in the NETSU showroom located in Katowice, at 6 Kopernika Street apt. 2.

A distribution network is also being developed in specialized wholesalers and points of sale of heating devices supported by NETSU Branches in Warsaw and Gdynia.

The selection of the device is carried out by a qualified technical department.



# WIDE RANGE AND LARGE GROUP OF HEAT PUMP RECIPIENTS

## INSTALLERS

It is a group that professionally and comprehensively serves the end customer. In January 2022, 7907 RES certificates were issued authorizing to work on various types of installations.

## DEVELOPERS

When creating a complex development project and preparing offers for customers, you can make calculations with the use of energy-saving heat pumps. Such real estate not only increases in value but also meets the latest legal and social requirements.

## PHOTOVOLTAIC COMPANIES

Combining the operation of a heat pump with a solar energy supply causes the costs of generating energy to drop practically to 0. Hence, the great support of the photovoltaic market in offering and expanding the sale of complete service packages.

## INDIVIDUAL CLIENTS

Reaching an individual customer is an opportunity to popularize the use of heat pumps among those who do not follow the topic of renewable energy on an ongoing basis. Conducting stationary sales in the NETSU showroom is also an opportunity to see the devices and gain comprehensive knowledge about their operation.

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## ARCHITECTS

Architects select the appropriate devices already at the house design stage. By deciding on specific and proven solutions, it is easy to achieve the maximum energy efficiency of a given property.

## WHOLESALE CUSTOMERS

Sales in specialized wholesalers and distribution points extend the reach of NETSU. Thanks to this, you can reach specialists or people looking for an appropriate source of energy for their property.

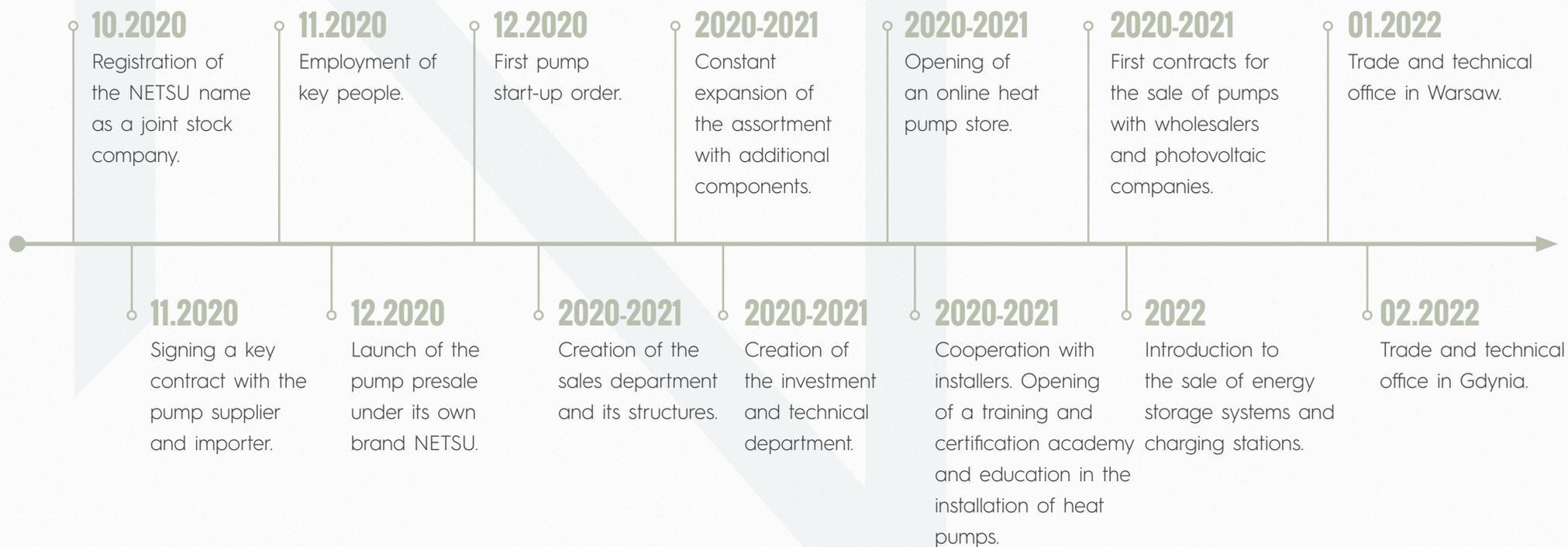
## FRAME HOUSE MANUFACTURERS

During such a comprehensive investment as the production of a frame house, all factors and components used affect the final result and the price. The installation of a suitable pump guarantees the correct and efficient execution of the order.

## E-COMMERCE

Launching an online store with a simple and intuitive interface will allow for efficient selection and independent purchase of the device. It will become more affordable and convenient, and the professional support of the technical department will ensure the appropriate selection of the heat pump.

# COMPLETED MAIN ASSUMPTIONS FOR YEARS 2020-2022



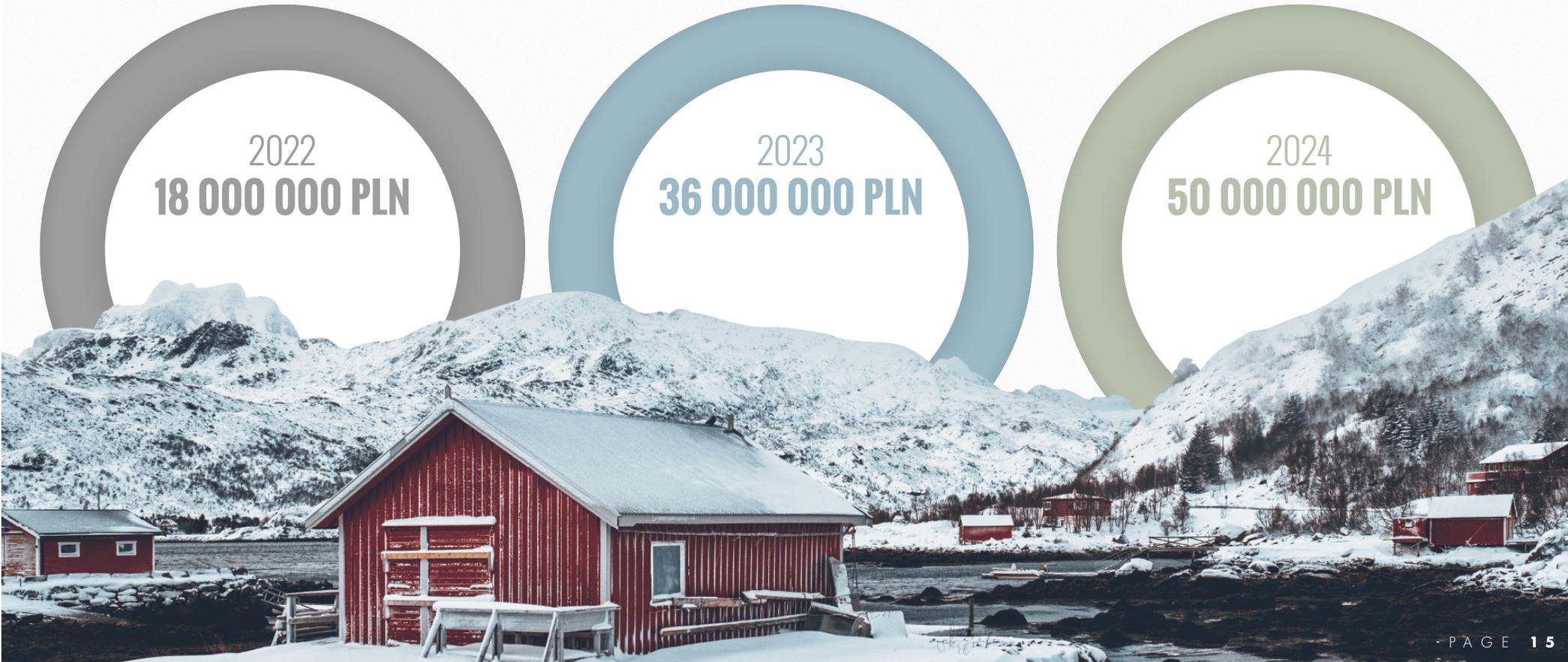
# MAIN ASSUMPTIONS FOR YEARS 2022-2024



# MAIN SALES ASSUMPTIONS FOR YEARS 2022-2024

The sales assumptions for the years 2022-2024 were prepared based on the analysis of available market data, taking into account the economic situation as of the date of publication of this document. At the same time, due to the high dynamics of changes in the prices of costs related to transport and purchase of components necessary for production, the publication of information on the forecast net profit in individual years was abandoned.

Planned revenues in individual years are presented by combining wholesale and retail sales.



2022  
**18 000 000 PLN**

2023  
**36 000 000 PLN**

2024  
**50 000 000 PLN**

# BATTERY ENERGY STORAGE SYSTEMS

Energy demand is growing steadily, and in order to combat climate change, energy must come from sources with lower CO2 emissions. The biggest challenge right now is how to store it efficiently. The efficiency of wind farms or photovoltaic installations largely depends on weather conditions and sunlight. Therefore, energy production often does not meet the expectations of its users in time. It is worth thinking about energy storage systems to prevent this from happening.

By investing in a modern energy storage system, we can use our own energy to power electrical devices, regardless of external factors. In addition to being autonomous, the benefit of an energy storage system is that you don't feel the effects of ever-increasing electricity prices. An investment in an energy storage system is an investment in your energy and economic independence, which gives you a sense of security and stability.

NETSU S.A. signed a trade agreement with Minutor Cellarium for the supply of energy storage systems with a capacity of 10kWh under the NETSU brand.



# ELECTRIC CAR CHARGERS

The electric car market is undergoing strong development and the demand for this type of vehicle is constantly growing. The Polish Alternative Fuels Association (PSPA) calculates that in the first seven months of 2022 the number of electric cars registered in Poland increased by 14,1 thousand which is 44% compared to the same period in 2021. Therefore, over 52 thousand vehicles are registered on our roads. The development of the Polish e-car market is to be stimulated by the government subsidy program "My Electric Car". Currently, there are significant differences between the sales results of Western Europe and Poland.

Along with the increase in sales of electric vehicles, the number of charging stations installed also increases. Unfortunately, the development of this infrastructure is too slow. It is necessary to have private charging stations, which are increasingly appearing in modern investments, and companies, or are even mandatory equipment for developer housing estates or shopping malls.

**NETSU S.A. signed a trade agreement for the supply of electric car chargers under the NETSU brand.**



# BELONGS TO BERG HOLDING S.A.

Berg Holding S.A. is a concept that combines brands characterized by different activity profiles. Today, when running a conscious business requires capital diversification, well-thought-out and certain decisions pay off in the future. Hence the combination of brands operating on the market into an organized holding structure. Śląskie Kamienice S.A., NETSU S.A. Farmy Fotowoltaiki S.A., Śląska Prohibicja S.A., Hornigold REIT S.A. and companies in which the holding holds shares form a strong group that operates in such areas as real estate, renewable energy technologies, Horeca, and e-commerce. We pay special attention to our latest projects, i.e. heat pumps and photovoltaics. By launching the NETSU brand in 2020, we have become a producer of heat pumps, distributing devices to both professional customers in the HVAC industry and individual customers. Photovoltaics is a natural complement to our real estate experience. Thanks to new development opportunities, a dynamic market, as well as experience and passion, our activities are not limited only to achieving goals. The goal is just the beginning of the path we want to overcome.

We believe in success!

**Berg**  
H O L D I N G 





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