



Press Release

Thermax acquires European boiler maker, Danstoker: Reinforces company initiatives in renewable energy.

Pune : November 9, 2010

Thermax has acquired Danstoker A/S, a leading European boiler manufacturer and its German subsidiary, Omnical Kessel. The acquisition valued at Euro 29.5 million was completed on November 8, 2010.

Danstoker, headquartered in Herning, Denmark has a 75 year tradition in manufacturing biomass based boilers and waste heat recovery systems for a wide range of industries. Its core products are in the range of 200 to 100,000 kg of steam / hour and design pressures upto 86 bar. Its manufacturing facilities are located in both Denmark and Germany, where it had acquired Omnical in 2003. Professionally managed and profitable, the company has current annual sales of Euro 40 million. Danstoker is a respected brand in renewable energy and with over 1200 installations in Europe, it has a strong presence in Nordic countries, Germany, UK, France and Russia.

Omnical, the Danstoker subsidiary, specialises in boilers using oil and gas as well as biomass, and also has waste heat recovery products. Operating predominantly within Germany, Omnical has supplier relationships with European and Japanese gas turbine manufacturers for their requirements of waste heat recovery systems.

Renewable and green products account for over 50 % of the current revenues of the Danstoker Group. This acquisition will enable Thermax to leverage the ongoing renewable energy movement of Europe aimed at generating 20% of its overall energy generation from renewables. Global energy generation from biomass is expected to double in the next 20 years. Boiler makers, the world over, are focusing on energy efficiency and multiple fuel usage to ensure energy security. Commenting on the acquisition, Meher Pudumjee, Chairperson of Thermax, said, "With Danstoker in its fold, Thermax is taking a decisive step to reinforce its green product portfolio and expand our clean energy footprint in global markets."



The acquisition offers a strategic fit for Thermax's packaged boiler business, under the Cooling & Heating Business Unit. Providing state-of-the-art technology and process know-how for the company's heating business, it will enable the division to enhance its product portfolio and extend it to new untapped markets. "As both Danstoker and Omnicol have high brand value in the markets of South East Asia and the Middle East, the acquisition will help us in our selective internationalisation programme," says MS Unnikrishnan, Managing Director of Thermax.

Thermax will add 237 experienced employees to its rolls with this acquisition, apart from a well organized and established supply chain rooted in the high-quality European engineering industry. It will also benefit from the strong business relations that Danstoker and Omnicol have built with customers, dealers, packagers and consultants in Europe. Capitalising on Thermax's engineering and project management capabilities, Danstoker can enhance its market share in the growing European green energy market.

About Thermax Limited

Thermax Limited, a Rs. 3300 crore energy and environment solutions provider, is one of the few companies in the world that offers integrated, innovative solutions in the areas of heating, cooling, power, water and waste management, air pollution control and chemicals. The sustainable solutions that Thermax develops for client companies are environment-friendly and enable efficient deployment of energy and waste resources.

Thermax has a well established technology research and development facility. The company has 120 patents, 82 national and 16 international trademarks to its credit. Over the years, Thermax has had technology partnerships and alliances with at over 40 global organisations.

For more information on Thermax, visit www.thermaxindia.com

