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New Value invests in ZWS Zukunftsorientierte Wärme Systeme GmbH

Investment company New Value (listed at SIX Swiss Exchange, Ticker NEWN) invests in cleantech firm ZWS Zukunftsorientierte Wärme Systeme GmbH of Neukirchen-Vluyn, Germany. ZWS is a full range supplier of modern, renewable energy-based building service systems, such as thermal, photovoltaic or rainwater recycling systems. New Value will invest EUR 1.5 million in the form of a mezzanine loan for financing growth.

ZWS was founded in the mid 1990s by its two managing partners, Uwe Zilleckens and Rolf Wolfhagen, as a certified provider of heating systems, sanitary installations and innovative, future-oriented thermal systems. Since then, the business has been gradually expanded, with products now comprising a complete range of modern building service systems, including: thermal solar systems (water heating, heating system support), photovoltaic systems, heating (heat pumps, pellet, wood, storage solutions), system technology (building systems combining different technologies), ventilation (heat recovery and cooling) and sanitary and rainwater recycling.

In the last several years, the company has focused heavily on duplicatable sales structures, opening 14 locations in Germany and Austria. ZWS employs around 60 staff members and has established an additional network of sales representatives to serve primarily direct customers (new construction and renovation) and secondarily the installer market. For this reason, ZWS has developed modular product concepts with high sales appeal. As a system provider, ZWS outsources the manufacture of its products and sells them under the ZWS brand or, in some cases, under third party manufacturer brands. The company develops its own innovative products in cooperation with manufacturers. Plans call for bringing unique storage solutions, improved pellet ovens and fuel cells to market in the near future.

New Value will invest EUR 1.5 million in the form of a mezzanine loan. As part of this fundraising initiative, New Value will provide additional capital to support the rapid growth of ZWS, whose sales have risen more than 40% per year in the last three years. By investing in ZWS, New Value is adding yet another cleantech company to its portfolio. "With ZWS, we are supporting a company with a great deal of potential. It offers energy-efficient, renewable energy-based building system solutions and is therefore a perfect fit for our portfolio strategy," says Peter Letter, Head of Investment Management. "We expect the market for renewable energy-based heating systems in Central Europe to grow significantly in the next 5 years, both in terms of renovations as well as new construction. ZWS in Germany is excellently positioned and has access to the end market for solar systems. We wish to take advantage of this potential through sales cooperation with our portfolio company Solar Industries AG."

Information about New Value AG

New Value, officially listed at the SIX Swiss Exchange, invests directly in promising private companies in Switzerland and neighbouring countries with above-average market and growth potential. As an investment company, New Value promotes innovative business models with venture capital and accompanies those to market success. The portfolio covers companies of different stages of development, starting with the market introduction phase up to medium-sized enterprises with stable profits. A broad investment approach is deliberately followed regarding industry sectors. The portfolio contains companies active in Cleantech and Healthcare. New Value assigns great value to ethical business concepts and good corporate governance while selecting their portfolio companies. Criteria such as meaningfulness, social responsibility and ecological sustainability are considered by New Value as decisive competitive advantages, which affect and enhance the quality of products and services offered and thus, facilitate an above average increase of value potential. Since the formation of New Value, EPS Value Plus AG, Zurich, has served as investment manager.

Press Release

Listing	SIX Swiss Exchange (www.six-swiss-exchange.com) Xetra, Open Market Frankfurt, Berlin, Düsseldorf, Stuttgart and Munich	
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