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April 15th, 2009

Wir geben Bio Gas. EnviTec Biogas.

The EnviTec Biogas newsletter

>>ForumBiogas

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EDITORIAL

Dear readers,

Our preliminary figures for 2008 have shown that the biogas industry has rebound during the second half of the year after the amendment of the EEG.

Despite the economic crisis, we expect a sales growth in the national and international markets for 2009. The excellent quality of our biogas plants will also continue to help.

A study on customer satisfaction, which we commissioned, shows that more than 90% of our customers would build with us again. Especially the quality and efficiency of our systems have contributed to the decision for EnviTec. So that we continue to convince here in the future, we will continue our research and development.

An important step is the participation in the water treatment specialist, A3 Water Solutions, with whom we are already expanding our already existing knowledge in the field.

Kunibert Ruhe
CTO of EnviTec Biogas AG

From manure to drinking water

Successful participation by water treatment specialists

EnviTec Biogas has taken over 70 percent of the water treatment specialist, A3 Water Solutions GmbH (A3). The company in Lohn therefore succeeded in expanding the existing knowledge in the field of processing fermenting residue.

A3 has been operating successfully in the fields of membrane filtration, container-based treatment plants and fermentation residue processing plants in Gelsenkirchen for the past nine years. "We are optimally positioned to exploit the possibilities in fermentation residue processing with our experience in the biogas industry and the specialized knowledge of A3," said Kunibert Ruhe, CTO of EnviTec Biogas.

Residue treatment complements biogas technology

Already build residue treatment plant in Switzerland.

"Residue processing is especially used in areas where animal processing takes place and where nutriments are concentrated and transported. Graduate biologist Ulrich Brüß, managing director of the A3, is proud of this product category: "The water that has passed through our facility is so clean that it easily be channelled into a river at any point. In Holland we have even managed to produce drinking-water for the cows from slurry and at the same time provide valuable fertilizer. " The perfect cycle.

A3 also has two other pillars, the membrane module production and the construction of small sewage treatment plants in container design. "Thanks to our membrane-filters water treatment plants need much less space today compared to conventional technologies," said the 43-year-old. A3 therefore equipped three large cruise ships and an Italian aircraft carrier and frigates of the German Armed Forces, among others, with this technology. German, Norwegian and Dutch soldiers stationed in Afghanistan have also been equipped with small sewage treatment plants by A3.

Kunibert Ruhe looks positively into the future: "We look forward to use the synergies that result from the merger with EnviTec."

What actually is A3?

A3 Water Solutions GmbH, called A3, is the name of the company with which EnviTec Biogas is in close cooperation since December 2008. 24 employees are working in Gelsenkirchen in three inter-related sub-sectors: Membrane module production, sewage treatment plants in container design and residue conditioning treatment plants for cleaning processes from biogas and bio-ethanol plants. The company achieved annual sales of about 4.7 million Euros during the past fiscal year, which ended on March 31. At A3 all activities concerning residue treatment are focused. This includes acquisition, implementation as well as research and development. Residual waste from the biogas production is converted into fertilizer concentrate and water by this technology.

„Once a farmer, always a farmer."

Günter Schulze Düding is benefiting from the new EEG

When speaking about the new Renewable Energies Act (EEG), Günter Schulze Düding, 45, from Steinfurt is pleased. A few weeks ago, an environmental expert checked the compliance of his biogas plant with the requirement of the new EEG. It was thereby confirmed that he will receive the already requested bonuses.

The biogas plant Schulze Düding in Steinfurt

Since the part of the manure in his biogas plant equals more than 30% of the input, Schulze Düding will receive a manure bonus of about two cents, which is anchored in the new EEG. This has the result that more liquid manure is energetically recycled and the fertilizer quality of the liquid manure is clearly improved.

Günter Schulze-Düding

In addition to the liquid manure bonus, there is an incentive in the amount of one cent per kWhel for the installation of a new catalytic converter. According to the specifications by the legislature, the formaldehyde emissions must be reduced to a maximum of 40 mg/Nm³, since formaldehyde is a harmful substance. EnviTec Biogas has produced a turnkey concept in collaboration with Süd-Chemie AG, which has already been successfully installed in some biogas plants.

Bonus for new catalytic converter

Schulze Düding is also receiving an increased KWK bonus for the heat utilization of three cents thanks to the new EEG. He has developed a separate heat concept for this. The biogas plant produces a lot of heat as a by-product in addition to electricity. Schulze Düding has been heating the city high school in Steinfurt with this for the past one and a half years. 1.6 to 1.8 million kW of heat is used there every year. "In the past, there was occasionally a day on which the heater has failed. But since then we have taken over the supply, no one has complained about cold feet, "said the farmer proudly.

The government plans to reduce CO_2 with the CHP bonus. The more heat is used from biogas plants, the less fossil materials must be burned for energy. "For every kW of heat from my system, which is used properly, there is a bonus," said the Steinfurter. Side effect: This energy is not particularly expensive.

However, until then, the Steinfurter had to struggle for three years. "I had realized long ago that conventional electricity would become more expensive," says the Steinfurter. But politics and the government thought otherwise. And that is why initially no one would buy the energy that the farmer produced with his cows, pigs and bacteria.

He therefore initially dried firewood with the heat that developed during the production of electricity. "But that was obviously not a particularly wise use." In order to change this as quickly as possible,

Savings of up to 30.000 EUR per year for heating

Schulze Düding and his wife Bärbel hired the Fraunhofer Institute as an independent agency. This soon resulted in three potential customers within his region, including the school. "But the politicians initially did not want anything to do with this", said the energy producer. "Many people, including in politics, could not imagine anything under a biogas plant. They had previously always heated everything with oil and gas. No one wanted to be dependent on bacteria."

What initially was so contentious in the Steinfurter administration today saves the school 25,000 to 30,000 Euros each year. "Also, nobody needs to maintain the heating system or have a chimney sweep to take care of it," says the energy producer. "The entire plant is operated by us." It is therefore a success story, which proves how persistence can pay off. Schulze Düding is operating his 500 kWel plant successfully since 2005.

However, as he sees it, his profession has not changed. "Once a farmer, always a farmer, he points out. Whether he feeds only his cows and pigs or also the bacteria to operate the biogas plant feed, makes no difference to him. "They all have their whims. But we know nothing else."

The biogas plant Schulze Düding supplies heat for the school in Borghorst

New head of national sales

Since February 2009, Christian Ernst works for EnviTec

Anyone who thinks cars and biogas plants have nothing in common is mistaken. "They both have made great progress in terms of efficiency in the last years." said Christian Ernst, 48, national sales manager of EnviTec Biogas since February .

He knows what he's talking about. He worked for a supplier for the automotive industry for 15 years. "The work is basically the same", said Ernst. "It's all about complex industrial assets in need of explication." Only the atmosphere is different. "I work directly with farmers here and this equipment will belong to them in the future. That makes it more emotional. "

Out of the car industry to renewable energy

Head of national sales Ernst

That the native of Lohne found his way to Saerbeck is hardly surprising: At a celebration of the 15-year-graduation from the Vocational Academy in Vechta, he met his old fellow student, Olaf Lehmden, now CEO of EnviTec Biogas. Both spoke the same language, and since February they are working for the same company.

Christian Ernst has many plans here: "There is a lot of potential in national sales", said the MBA, who loves to cook or travels with his wife in his spare time. "I'm really looking forward to this." He not only wants to restructure sales, but also intensify the collaboration with the farmers.

New impulses for national sales

SHORT NOTICES

Annual report 2008
As of 29th April, the annual report for 2008 will be avaiable. It can be downloaded from the website or requested in printed form at the Investor Relations department.

Annual general meeting
The annual general meeting will take place on 25th June at the Gymnasium in Lohne.

Biogas expert conference 2009
On 4th September our yearly expert conference will take place at the Umweltforum in Berlin. This marks the first time, the event won't take place at a biogas site. Further information will be available at our website in due course.

College surveys EnviTec customers

Results confirm the high quality of facilities and service

How satisfied are customers with the equipment and the service of EnviTec? The results will be provided by a study carried out in autumn, which was scientifically accompanied by Prof. Dr. Christoph Kolbeck of the University of Hildesheim.

Overall, more than 60 percent of customers participated. Given the positive response, important conclusions can be deduced, which will result in concrete measures for customers and future prospects.

More then 90% would buy a plant from EnviTec again.

91 percent of customers would again purchase a system from biogas EnviTec. This puts the company far above average in the industry, which is at 72 percent according to a recent study. Similarly positive is also the question of satisfaction. The result is an outstanding Grade 2.1.

Customers are convinced of EnviTec biogas plants.

What particularly distinguishes EnviTec biogas? This question was also answered in the study: Generally it can be stated that mainly the criteria of "quality" and "sound investment" are crucial for the purchase of a biogas plant. EnviTec precisely fulfils these criteria in an outstanding manner and therefore meets the customer's expectations. Customers also appreciate that EnviTec offers everything from a single source - and at the highest satisfaction.

Quality and efficiency are decisive.

EnviTec also receives top marks in the bidding and approval phase: The company is therefore perceived as a fair and competent partner in negotiations. Customers are very satisfied with the construction and commissioning. The repair vulnerability also lies in the green area: Customers appreciate the high-quality components of EnviTec plants with their long service life and high reliability.

Top marks during bidding and approval phase

Kunibert Ruhe regarding customer feedback: "We are very pleased of the positive image that customers of EnviTec have presented. The results clearly show that EnviTec is the quality leader in the biogas industry."

You will find additional information for the study on our home page.

Exhibitions

09. – 16. May 2009
76th International Agricultural Fair, Novi Sad, RS

12. – 14. May 2009
Genera, Madrid, ES

13. – 15. May 2009
ICCI, Istanbul, TR

19. – 21. May 2009
Green Power, Poznan, PL

20. – 23. May 2009
Renewable Energy Asia, Bangkok, TH

09. – 12. June 2009
ENVEX, Seoul, KR

11. – 15. June 2009
Agro, Kiew, UA

25. – 27. June 2009
Animalia, Istanbul, TR

25. – 28. June 2009
National show of livestock and agricultural equipment, Brno, CZ

20. – 23. August 2009
Agrokomplex, Nitra, SK

10. – 13. September 2009
Agromalim, Arad, RO

11. – 13. September 2009
17th Autumn International Bjelovar fair, Bjelovar, HR

15. – 18. September 2009
Space, Rennes, FR

22. – 24. October 2009
Expobioenergia, Valladolid, ES

28. – 31. October 2009
Keyenergy, Rimini, IT

8. – 14. November 2009
Agritechnica, Hannover, DE

24. – 27. November 2009
Poleko, Poznan, PL

25. – 27. November 2009
Ecomediu, Arad, RO

More subsidies in the Netherlands

Renewable energy will be increased by 20 percent

In the Netherlands there is a new law to promote renewable energy (SDE). The politicians are thereby pursuing the objective to increase the share of renewable energy of the entire energy production from currently three percent to 20 percent according to the Kyoto Protocol. The focus has previously been primarily on wind energy, but now, biogas and the use of combined heat and power (CHP) is being supported.

Subsidies in the amount of 550 Mio. EUR

On 4th July an open day will take place at the biogas plant Theunissen in Bergharen/Netherlands.

The Ministry of Planning and the Environment has therefore provided grants in the amount of 550 million Euros. The applications should be submitted no later than October 30th. Anyone that is fast can count on an approval already this summer.

It's worth it: Depending on the sensible use of residual heat, for example, energy producers are paid between 15.2 to 17.7 cents / kWh for biogas plants that operate with solid or liquid manure.

The biogas plant in Theunissen in Bergharen will have an open day on July 4th, on which interested parties can obtain information on the biogas technology and the new marginal conditions.

Branch in Poland

High demand in neighbouring country

EnviTec Biogas continues to expand. The company from Lower Saxony now has founded a new branch in Poland. Background: Poland's government is working on an energy bill amendment, which encourage investments in biogas and will be in force beginning in autumn.

"I receive requests every day concerning biogas plants," as Hubert Exterkate, sales manager of EnviTec in Poland, describes the upswing in this industry. According to the new economic development corporation of the Federal Republic of Germany, Germany Trade & Invest, approximately 2500 biogas plants could develop here over the next few years.

EnviTec wants to concentrate initially on the large-scale farmers with 5,000 to 6,000 hectares of land in the branch in Posen. Exterkate is even conducting meetings with energy companies and investment funds.

Head of sales Hubert Exterkate

There are two reasons why Poland has changed its previous energy politics: On one hand, EC Directives demand this change to renewable energies. On the other, the country wants to be independent from the uncertain gas and oil supplies from Russia and Ukraine by this method.

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