

-HEAT PUMP-

**Diffusion of the heat pump
technology including air conditioning system
in next generation**

MAY 18,2016

Daikin Industries, Ltd.

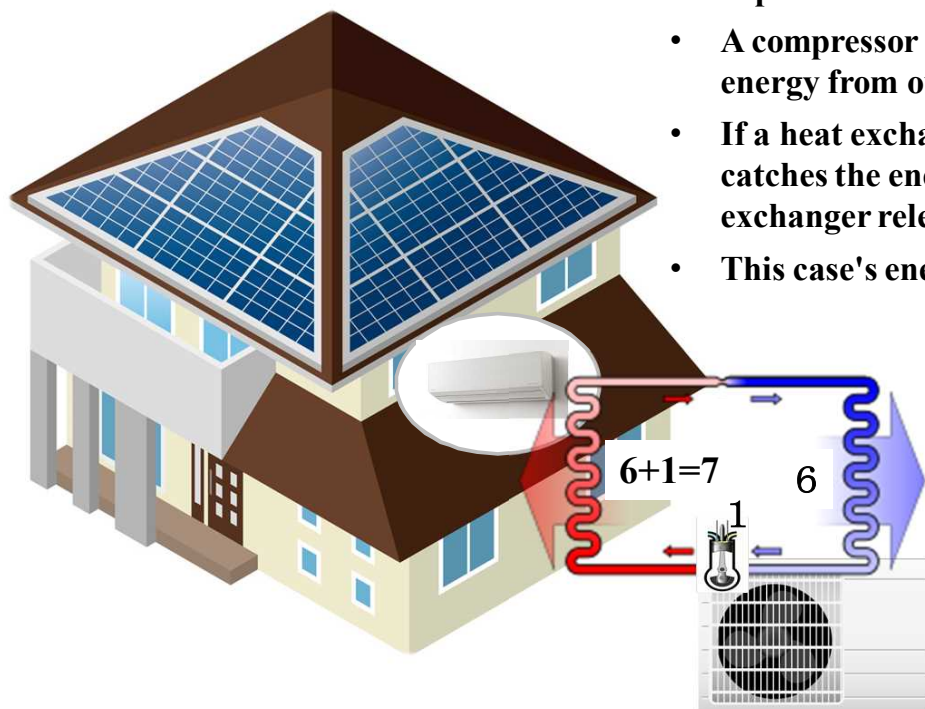
Technology and Innovation Center

Toru INAZUKA

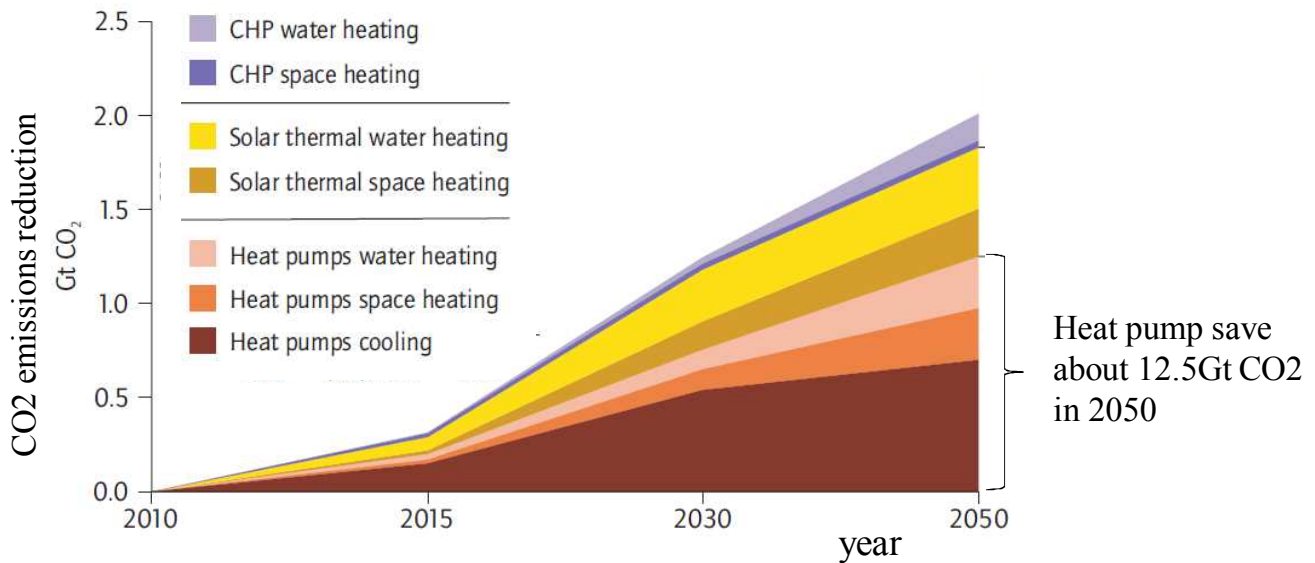
Heat pump is the excellent technology for which an energy efficiencies is very high.

Example of Air to Air Heat Pump

- A compressor is just carrying the energy from outdoor air to indoor air
- If a heat exchanger in an outdoor unit catches the energy of 6, an interior heat exchanger releases the energy of 7
- This case's energy efficiency makes 7



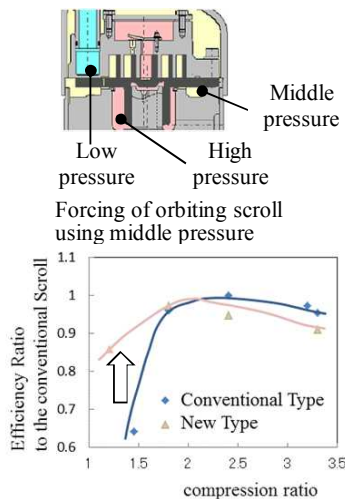
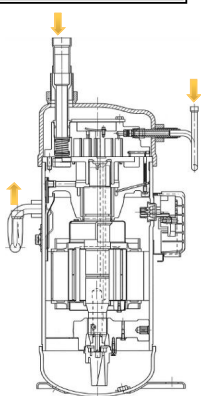
Heat pump contribution to CO2 emissions reduction



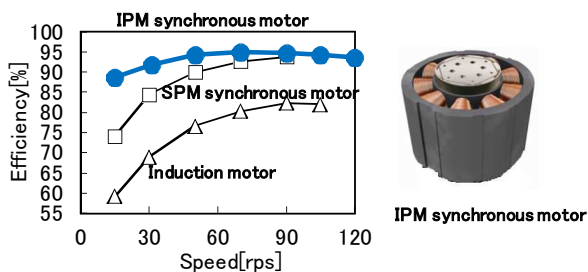
Reference :

Technology Roadmap (Energy-efficient Buildings: Heating and Cooling Equipment) , IEA (2011.5)

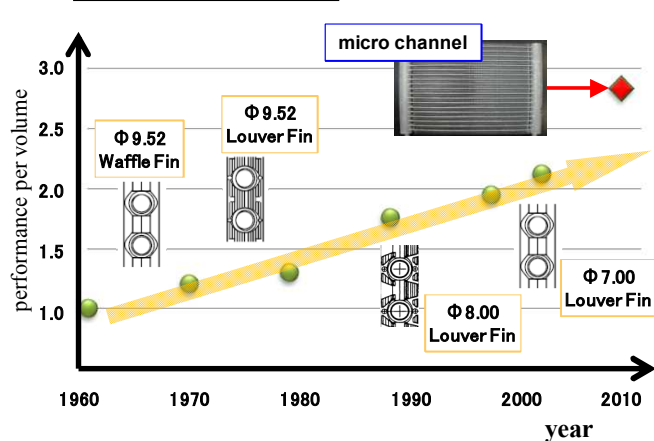
Compressor



Motor

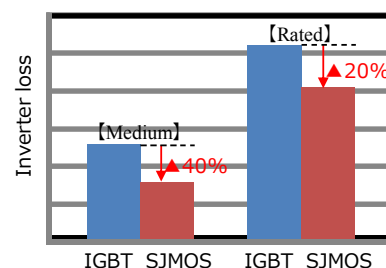


Heat exchanger

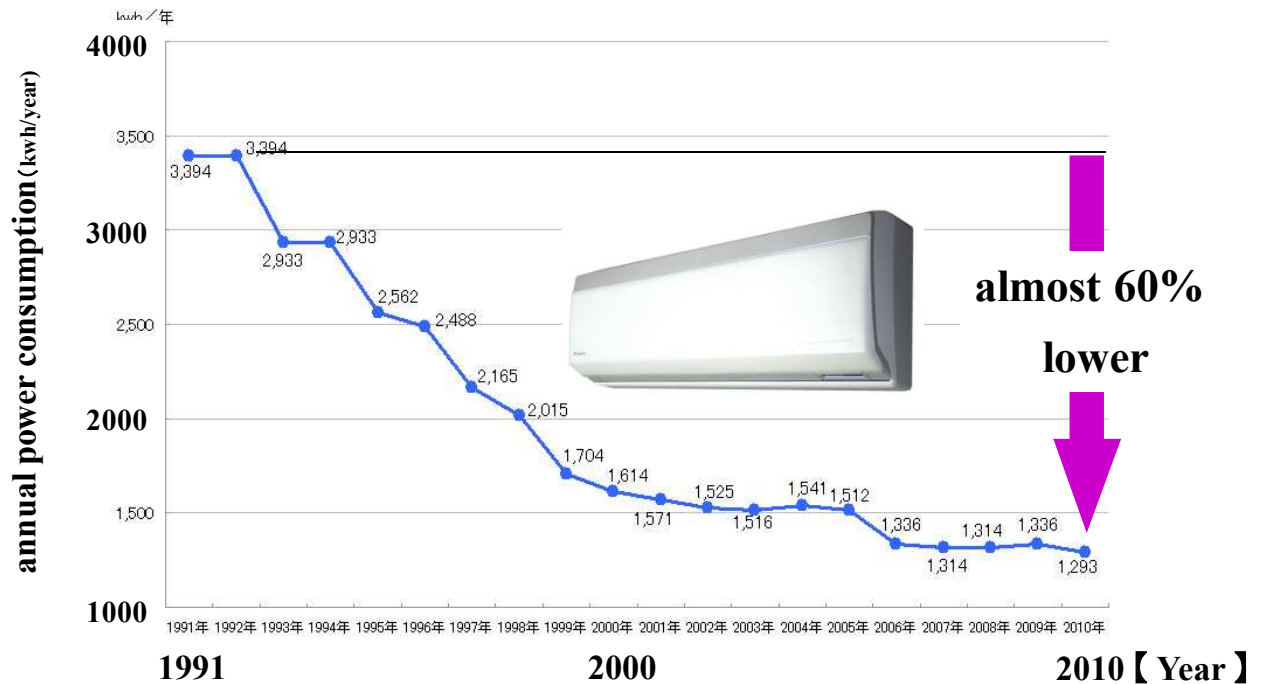


Inverter

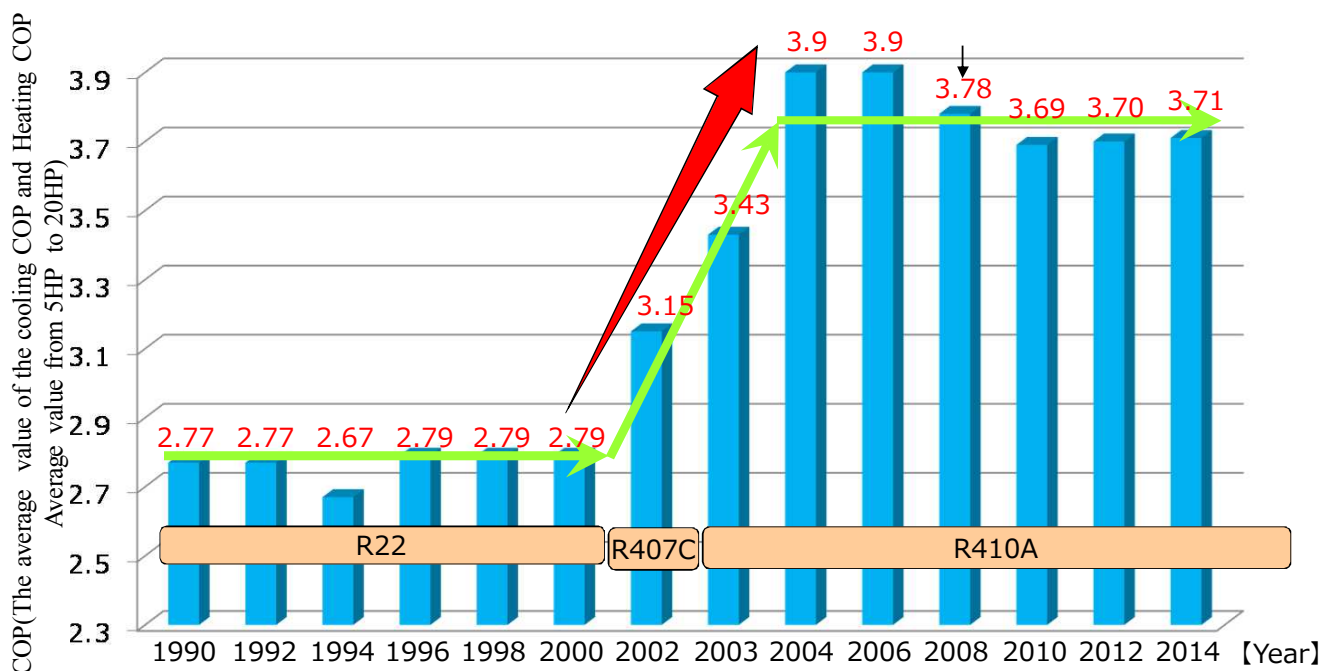
Adoption of a new style switching device(for room air-conditioner)



Power consumption trend of the room air-conditioner (cooling capacity 4kw)



COP trend of the VRV air-conditioner



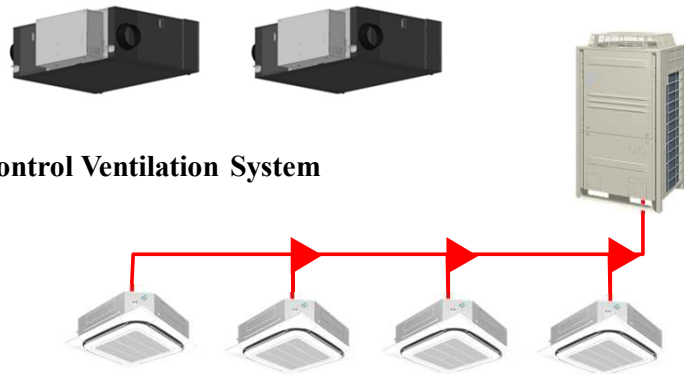
For realization of ZEB

THIC

(Temperature Humidity Individual Control system)

“Humidity control”

DESICA Humidity control Ventilation System



“Temperature control”

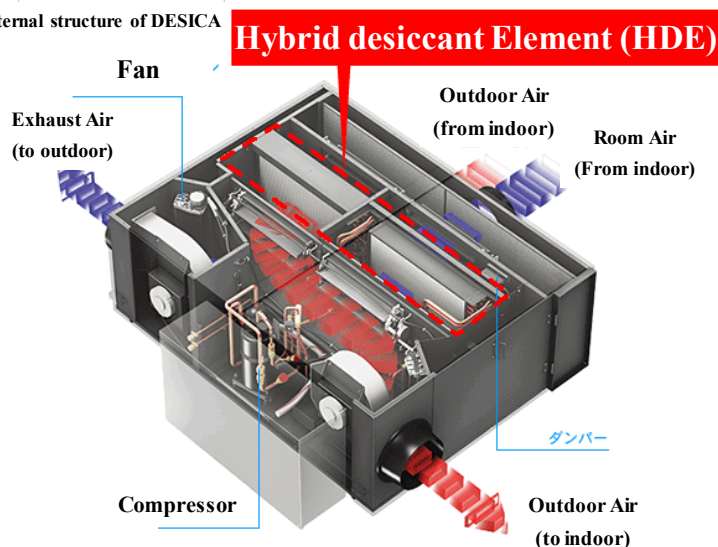
VRF operated by high evaporating temperature

■ Desica Humidity control ventilation system

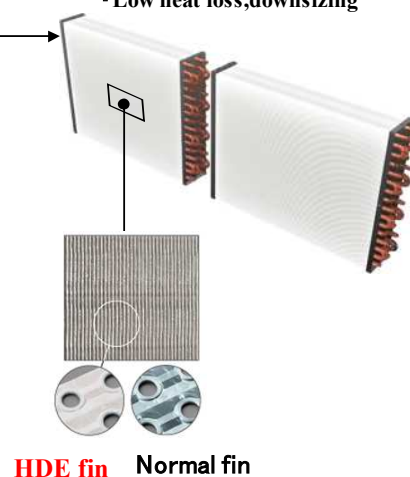
● Features

- High efficiency: About 2.5 times
- Downsizing: 1/3
- No required: supply water and drainage piping
- ※ compared to conventional desiccant dehumidifiers

Internal structure of DESICA

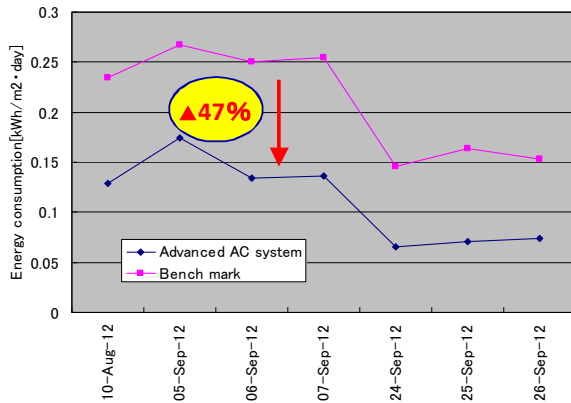
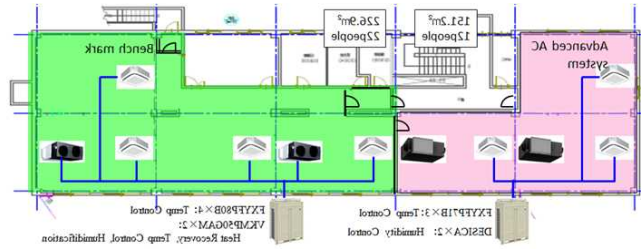


- Adsorbent is Directly applied on the surface of the heat exchanger fins
- Low regeneration temperature (40 deg. C)
- Low heat loss, downsizing

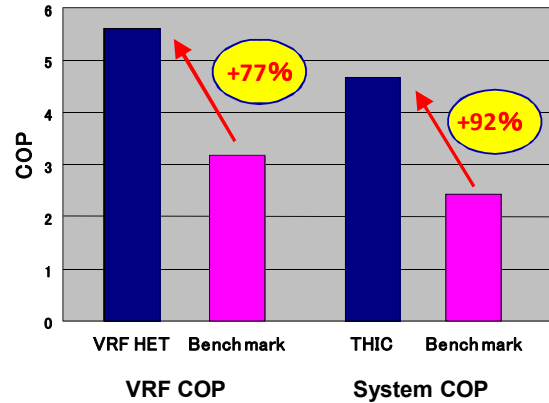


HDE fin Normal fin

ZEB demonstration at Nagoya University



Comparison of power consumption



Comparison of COP

ZEB demonstration in Germany



Location: Herten, Ruhr region, Germany



Heating

Daikin Altherma – Air to Water heat pump
with floor heating

VRV – Air to Air heat pump
used for heating

Cooling

VRV – Air to Air heat pump
Cooling + dehumidification in summer

Ventilation

VAM – heat recovery ventilation
Sensible and latent heat recovery

Lighting

Use of LED-technology for night-lighting and spot-lighting

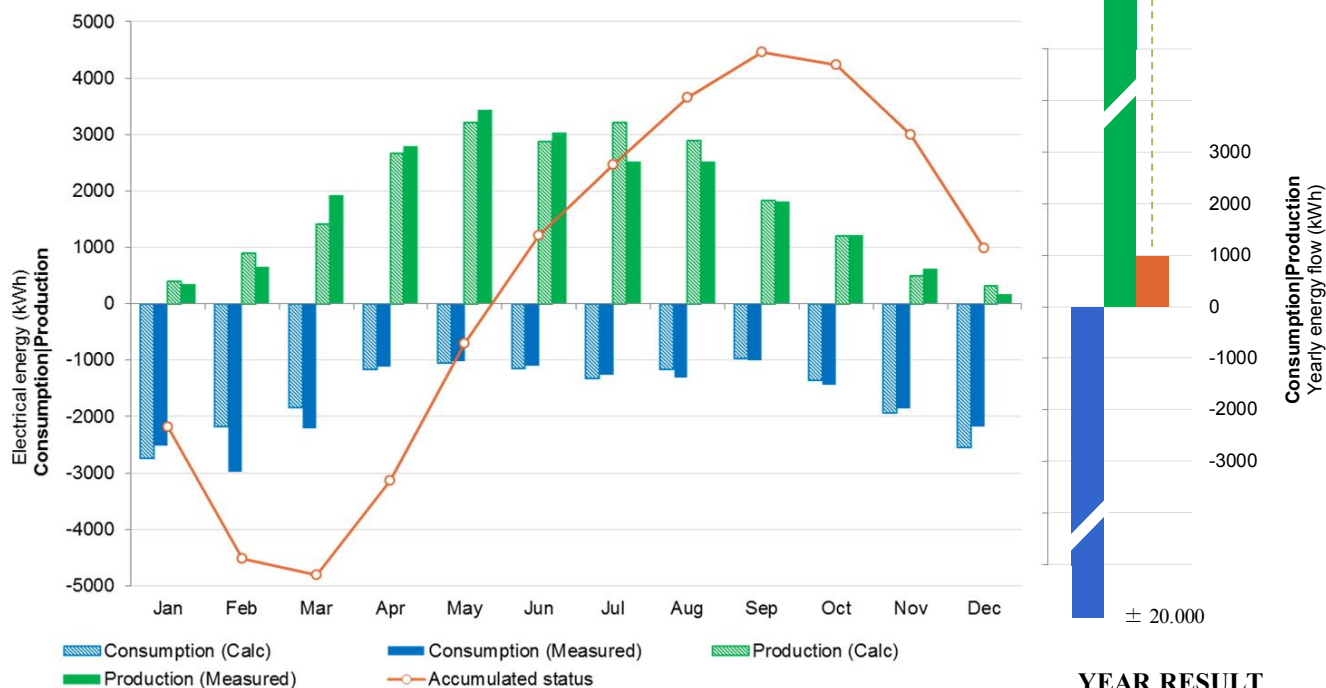
Power generation

Thin film Photovoltaic with 27,3 kWp

Energy-monitoring

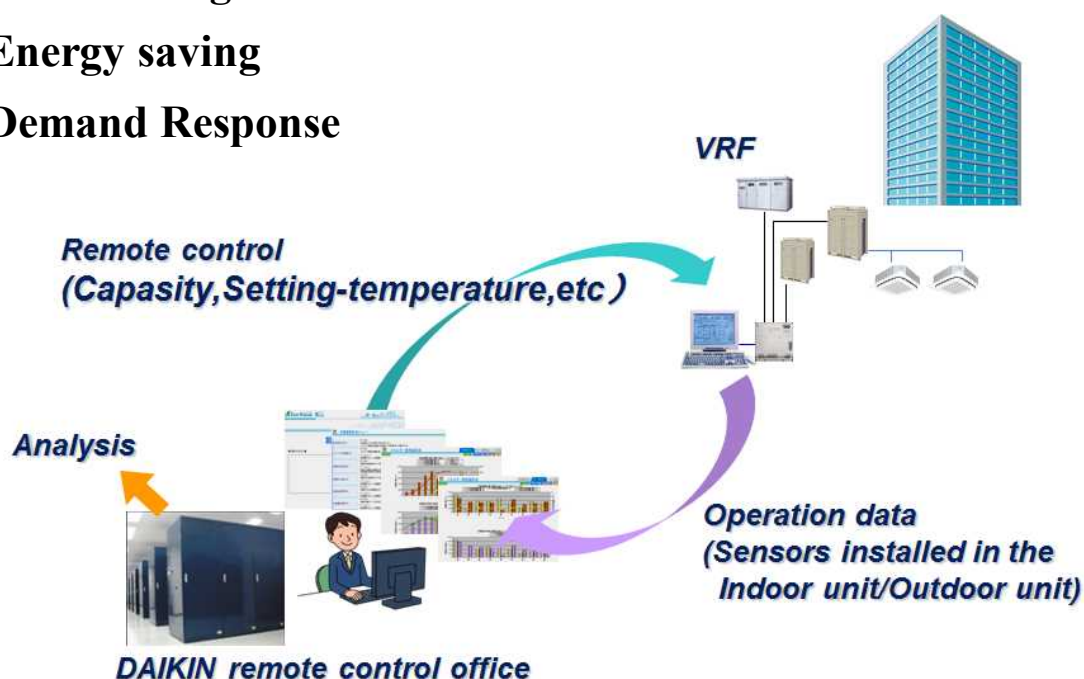
Building management system

The year 2011-2012
Energy positive:
977kWh



Remote control Service

- Trouble diagnosis
- Energy saving
- Demand Response



Demand Response Demonstration in UK

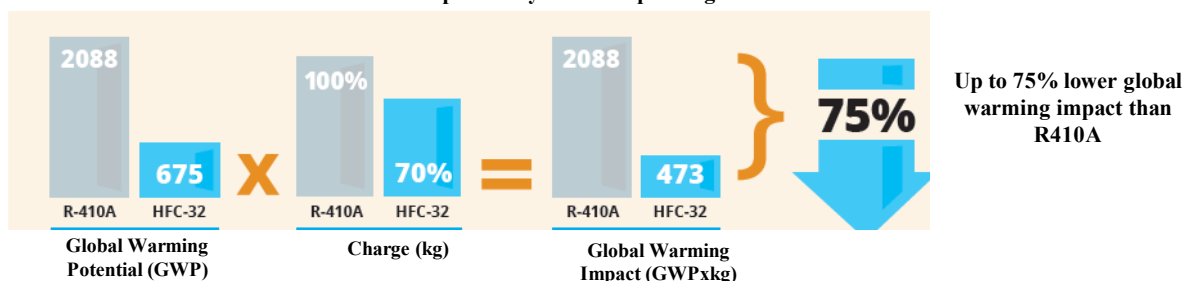


Consideration regarding the GWP of Refrigerant

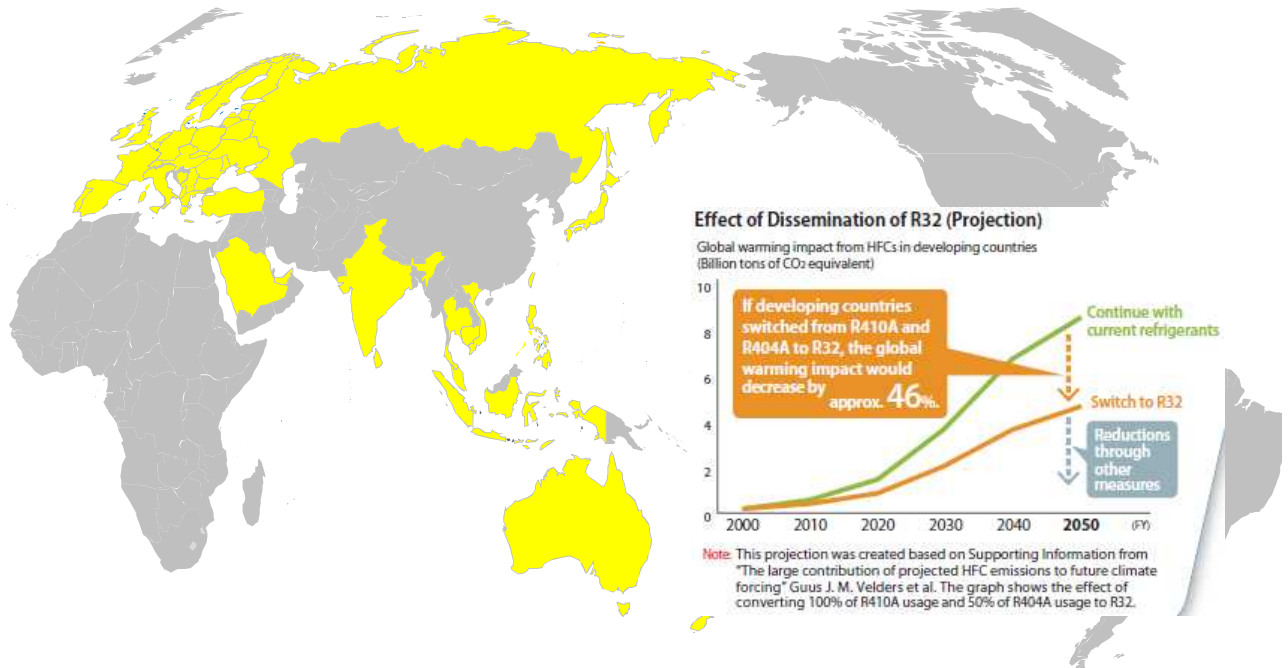
R32 is a refrigerant that addresses a range of environmental, safety and economic considerations :

- Zero Ozone depletion potential (ODP)
- Lower Global Warming Potential (GWP) – about one third of R410A
- R32 allows for reduced refrigerant charge, compact design and high energy efficiency
- Easier to charge, recover and reuse because it is not a blend
- Safe to use in many applications because it is an A2L classified refrigerant (low toxicity and lower flammability)

The potential global warming impact (GWP x kg) can be up to 75% less than that of R410A. Energy efficiency can also be improved by 5-10% depending on models.



5.5 million units have already sold in 47 countries (2012~2015)



Thank you !

**Evolution of a residential fuel cell unit
"ENE-FARM"
and challenges for further penetration**

May 18th, 2016

Toshiki Shimizu

Panasonic Corporation

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- II . Panasonic's Latest Development**
- III . Activities for Global Expansion**
- IV . Activities for Hydrogen Society**

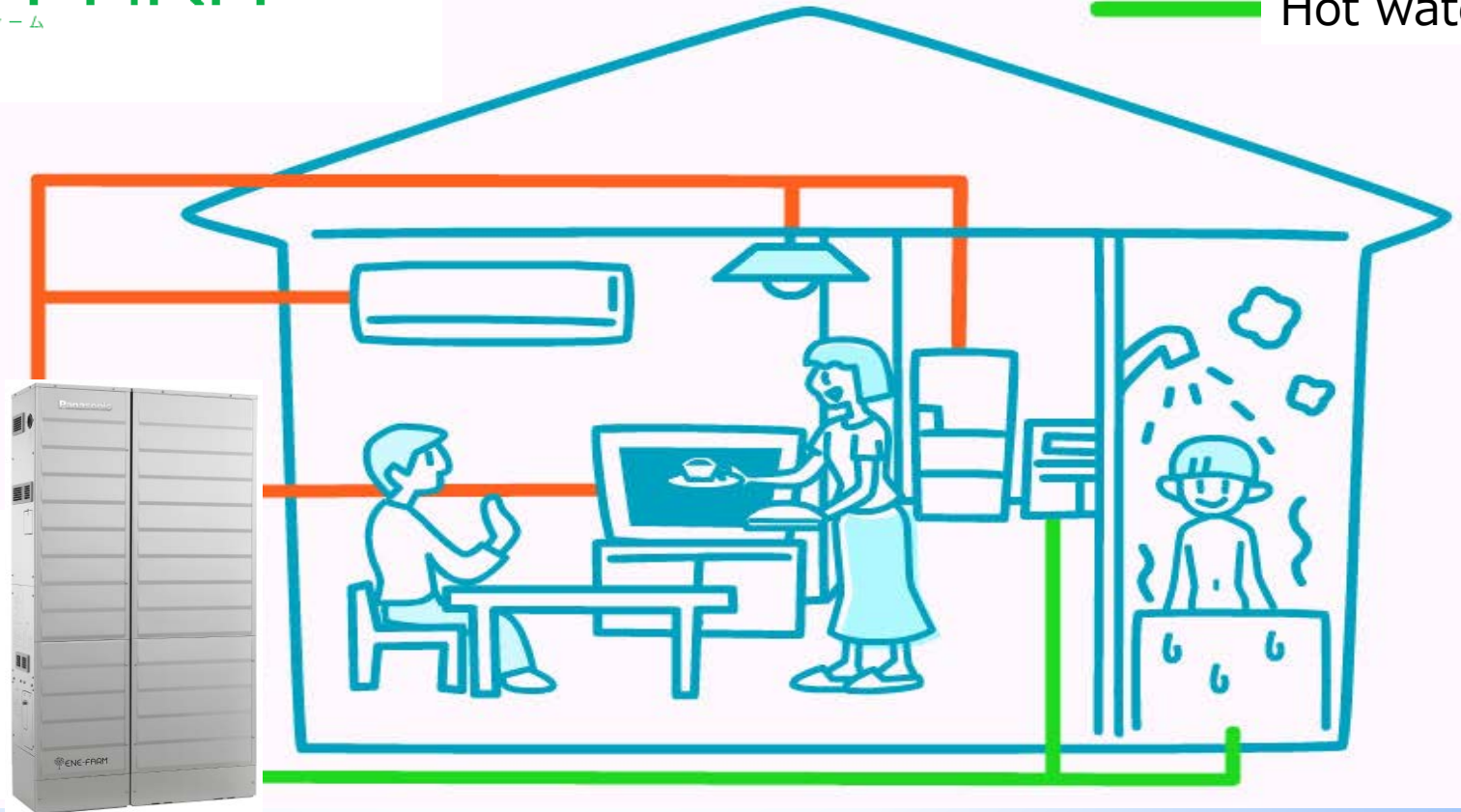
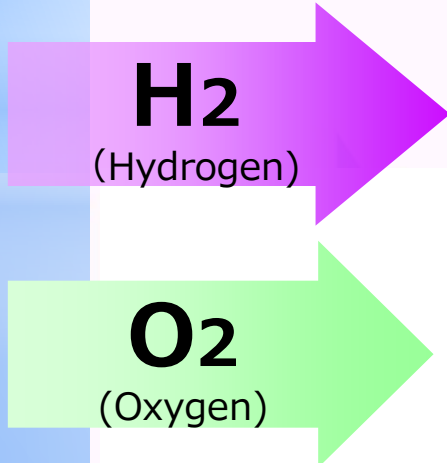
Residential Fuel Cell “ENE-FARM”

3

Residential Fuel Cell “ENE-FARM” is a micro combined heat & power system “mCHP” which creates electricity and hot water by chemical reaction with hydrogen and Oxygen



Electricity
Hot water

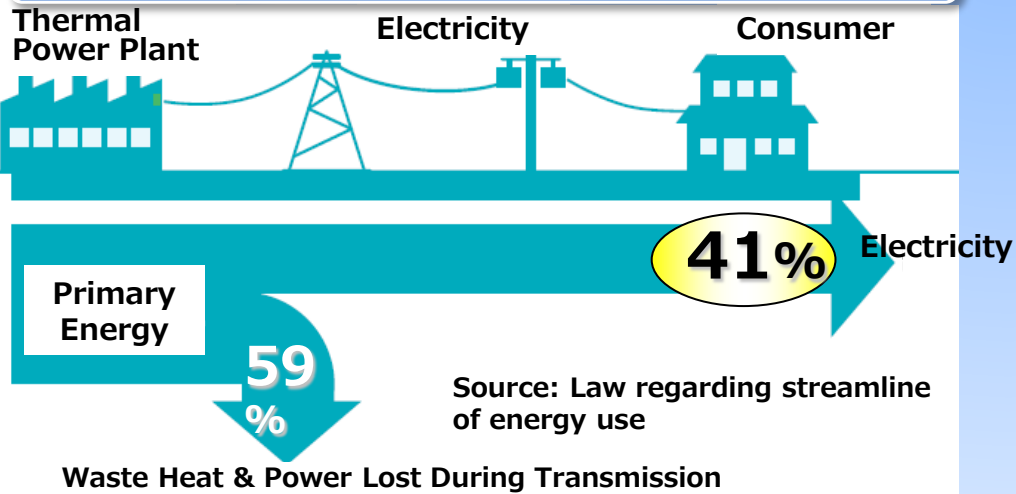


Advantage of ENE-FARM

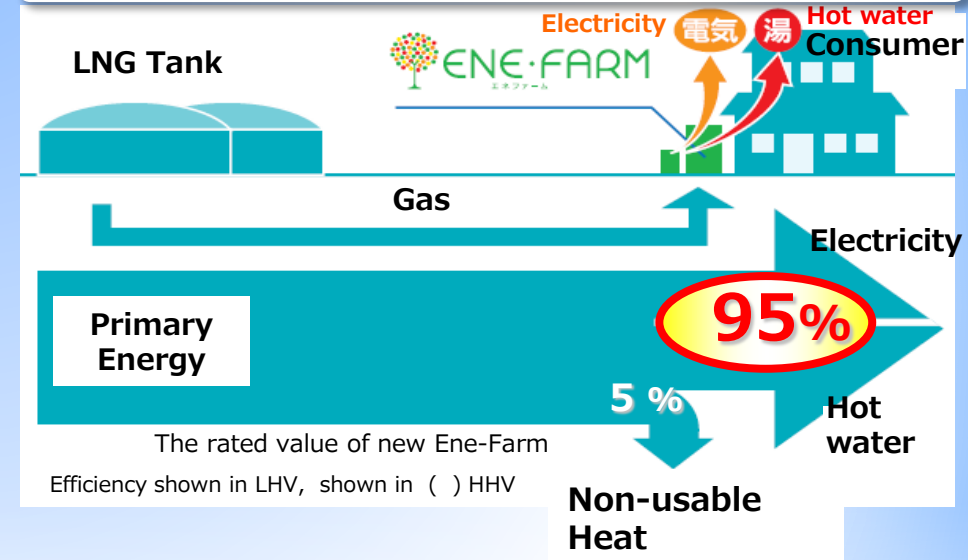
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◆ High Energy Efficiency

Thermal Power Plant



ENE-FARM

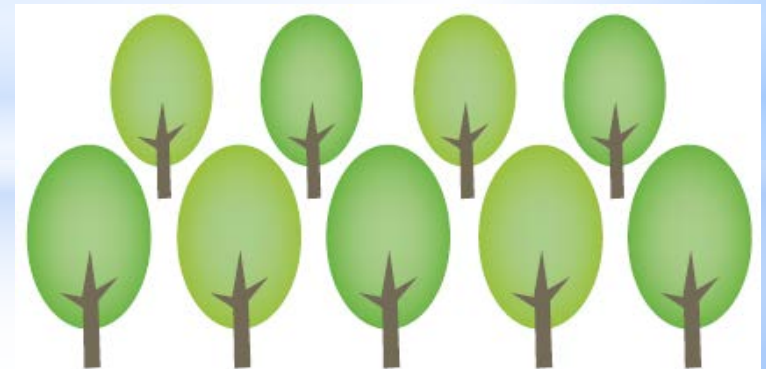


◆ Reduction of CO2 emissions

: **1.3t / year**

◆ Energy cost saving

: **60,000 yen / year**



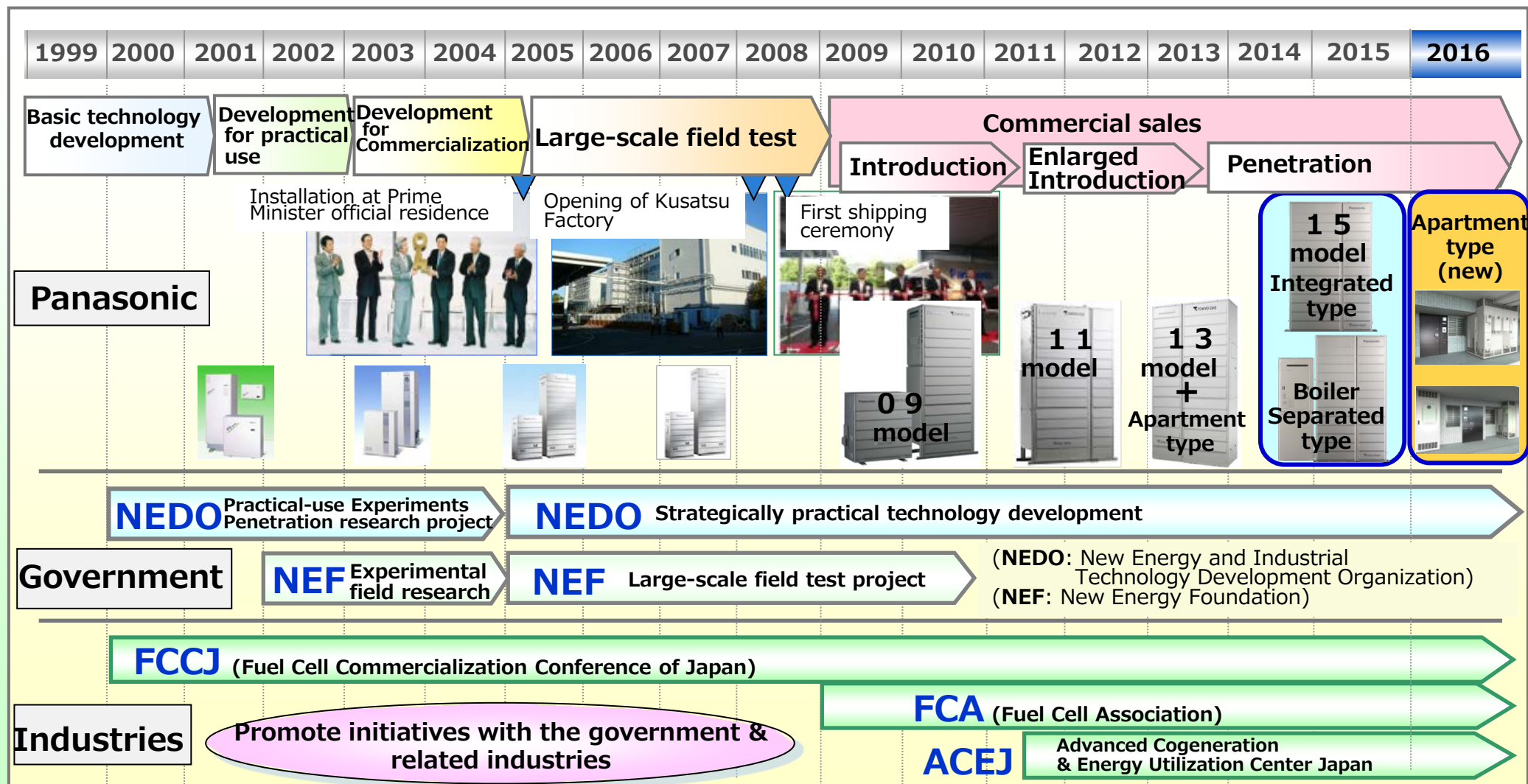
Equivalent to CO2 volume that beech tree forest of approx. 2,800m² in size absorb

*Data from Panasonic

Development History of ENE-FARM

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■ Developed the 4th generation model for market penetration



- Two types installation (Boiler integration/Boiler separation)
- Built-in system of continuous power generation at blackout

Installed example for detached house



Fuel Cell Unit

Boiler + Storage tank Unit



Remote controller

Features

Fuel Cell Unit

- Power Generation 700w – 200w
- Heat Generation 1000w
- Overall Efficiency 95.0%
(Electricity 39%+Heat 56%)
- Durability 70,000 hours
- Dimension 1750(H) x 400(W) x 400(D)
- Weight 77kg

Hot water Storage tank Unit

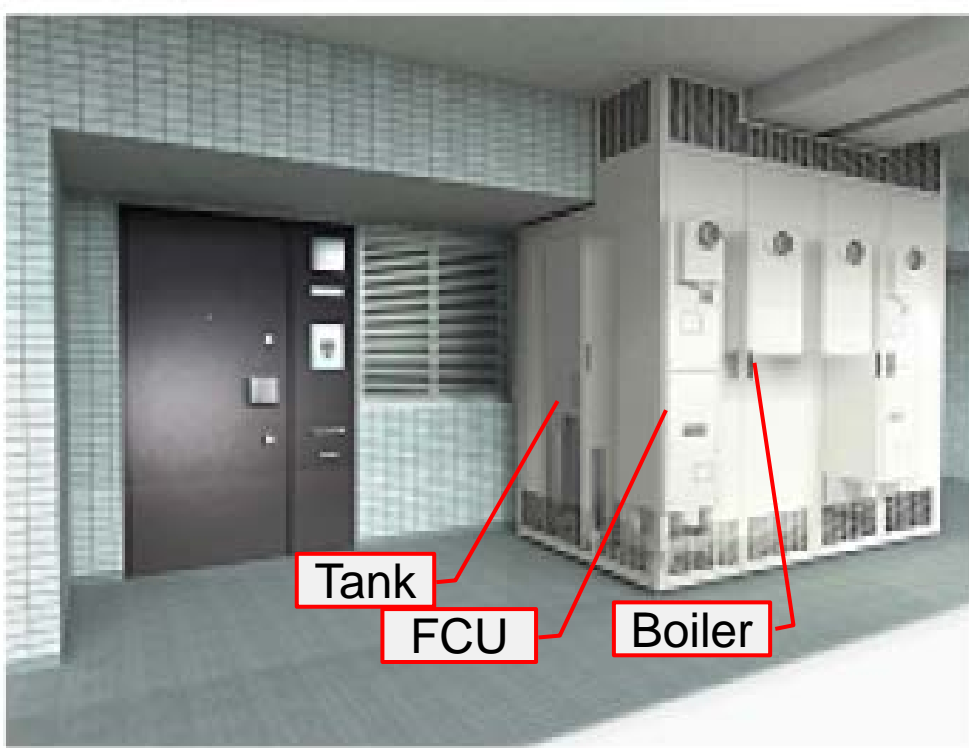
- Back up boiler output 41.9kw
- Water tank capacity 140L
- Dimension 1750(H) x 700(W) x 400(D)
- Weight 88kg(dry condition)

Adoption for Apartment

7

- New Model for Apartment will be launched in July 2016
- Two types installation (Standard/Exhaust Extension)
- Built-in system of continuous power generation at blackout

Installed example for apartment house



Features

Installation in pipe shaft space

- Improvement of airtightness by thick outer panel
- Integration into one location for several exhaust vent

Specialization for apartment

- Earthquake resistance
- Resistance to wind

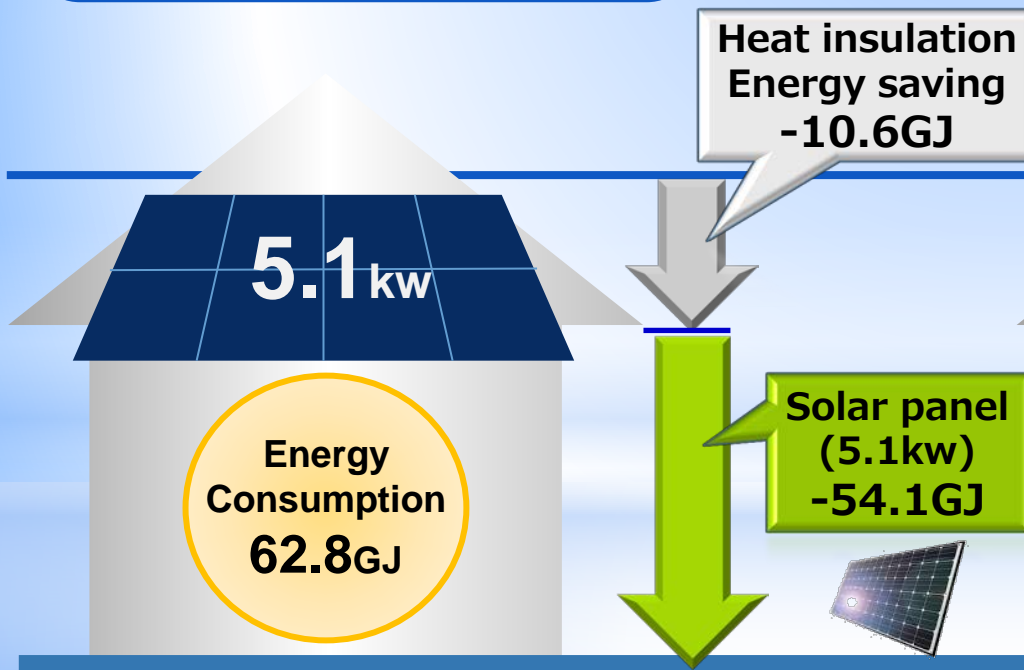
Wide variation of installation

- Exhaust variations
- Compact size boiler
- Installation into separated pipe shaft

Activity for "ZEH"(Net Zero Energy House) 8

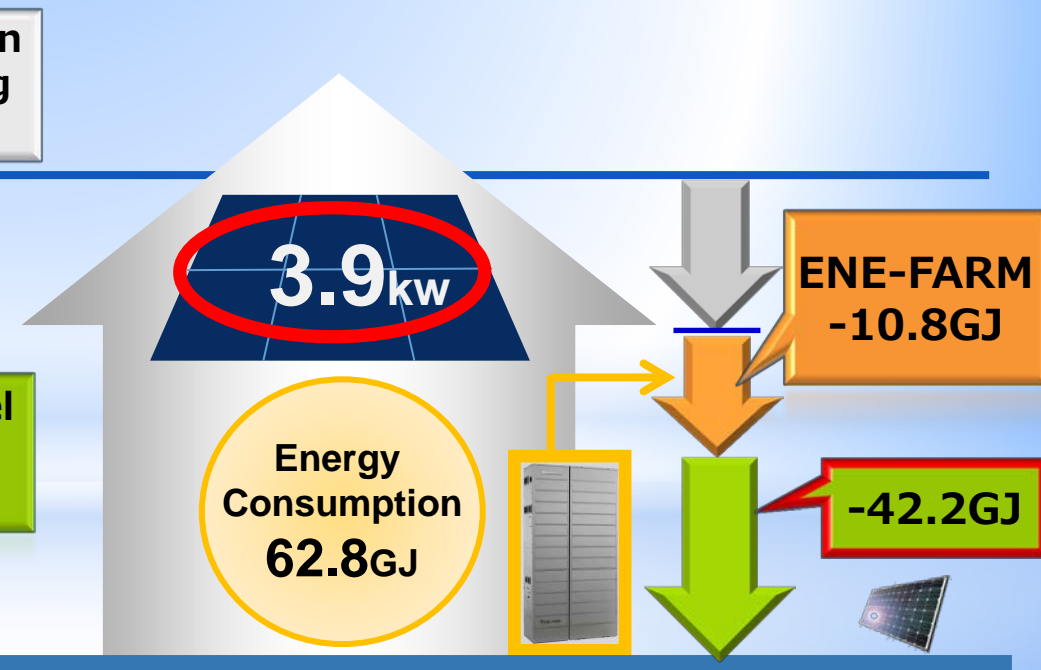
- Contribute to reduce the primary energy by ENE-FARM
- Contribute to realize "ZEH" for residential house in urban area which has limited roof space for necessary solar panel capacity

ZEH sample (only Solar panel)



(estimation by Panasonic)

ZEH sample (Solar + ENE-FARM)



(Fuel Cell system)

- Micro Grid network within a apartment (190 homes)
- Minimize dependence on electric grid and reduce energy cost for residents
- A key technology for Virtual Power Plant

- ENE-FARM will be installed into all 190 homes.
- Each ENE-FARM will be optimized its operational load so that the total power generation will meet the total power demand.
- Only peak power shortage will be dependent on the existing grid.

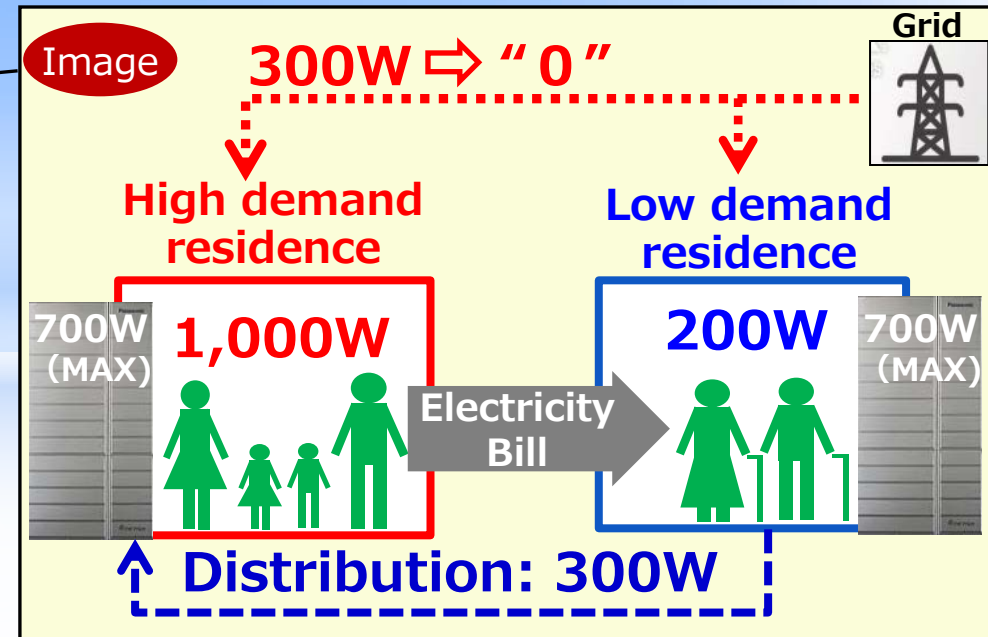
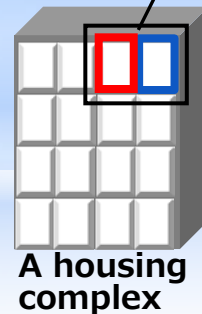
190 rooms



CO2 reduction

Energy Saving

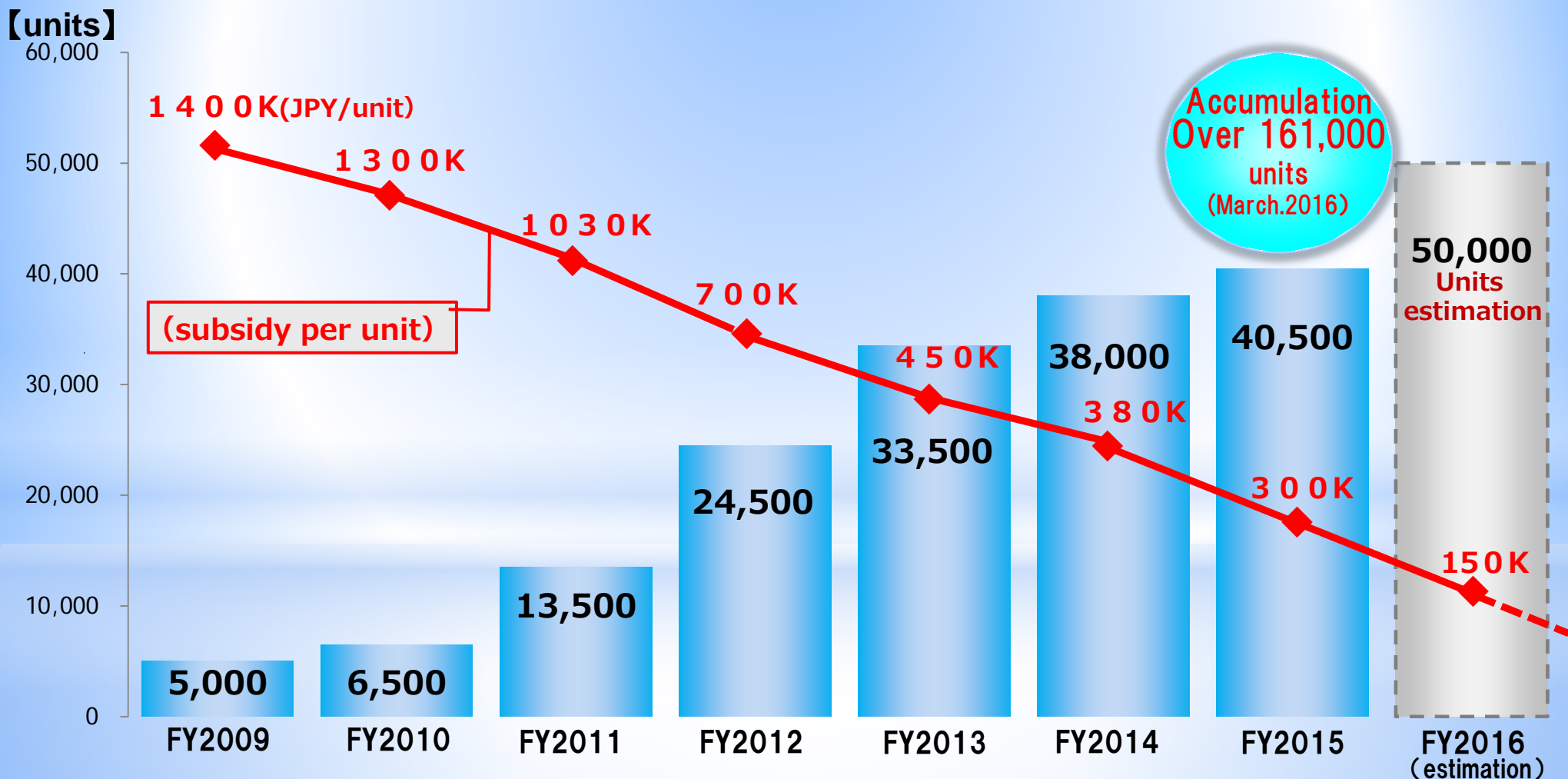
Cost Saving



Market expansion in Japan

10

- Market is growing rapidly since 2009
- Accumulated quantity achieved over 161,000 units in March. 2016
- Cost reduction should be needed because of decreasing the amount of subsidy



Source : Panasonic's estimation from the summary of co-generation foundation regarding the shipping data between 2009-2014

Joint Development with Viessmann

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- Panasonic has entered into partnership with Viessmann company
- Viessmann and Panasonic developed 1st European Fuel Cell system Vitovalor 300-p launched in April, 2014※

VIESSMANN



Vitovalor 300-P

Panasonic



Viessmann offers the right system solution with heat sources and has well organized sales and customer service system with enough experience in the European market

Panasonic has established reliability of Fuel Cell business by sales result and technical experience more than seven years as a pioneer of fuel cell system in the Japanese market

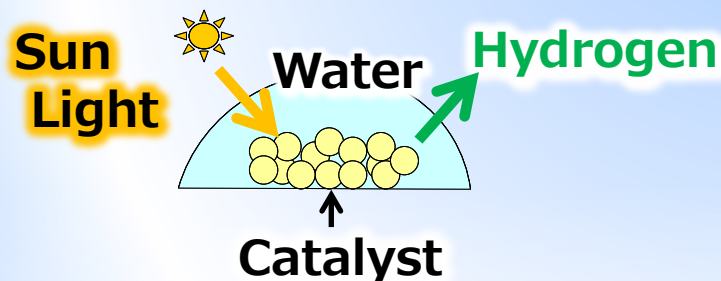
※As of 9th of SEP 2013, residential PEFC type Fuel Cell system by Panasonic estimation

Panasonic

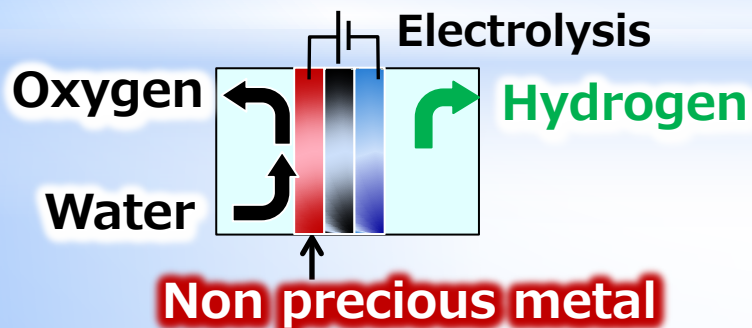
- Acceleration of development for entire value chain such as hydrogen production, storage and application
- Challenge to low cost production of hydrogen and breakthrough of storage technology with low cost and high density

Production of Hydrogen

- Water resolution direct from the sun light



- Water electrolysis with high efficient non precious metal



Application of Hydrogen

- Pure Hydrogen Fuel Cell



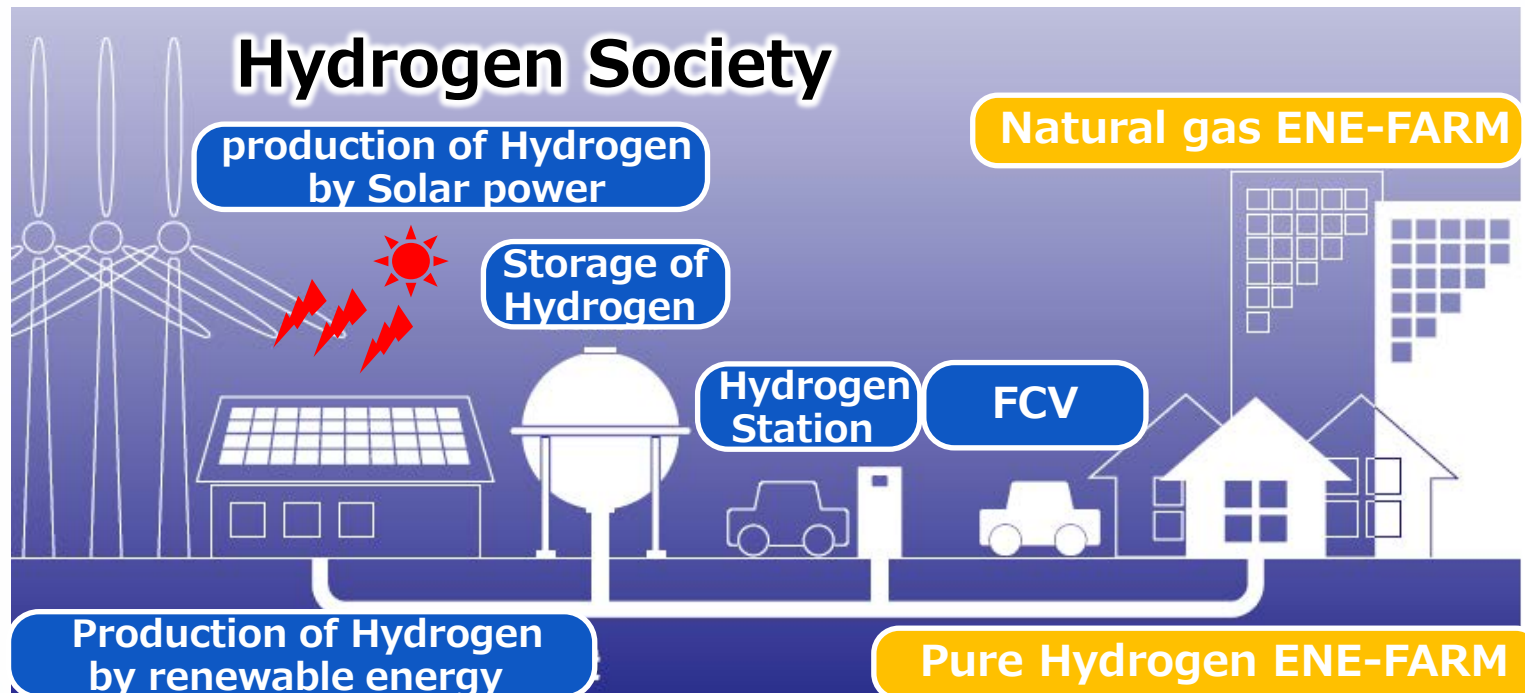
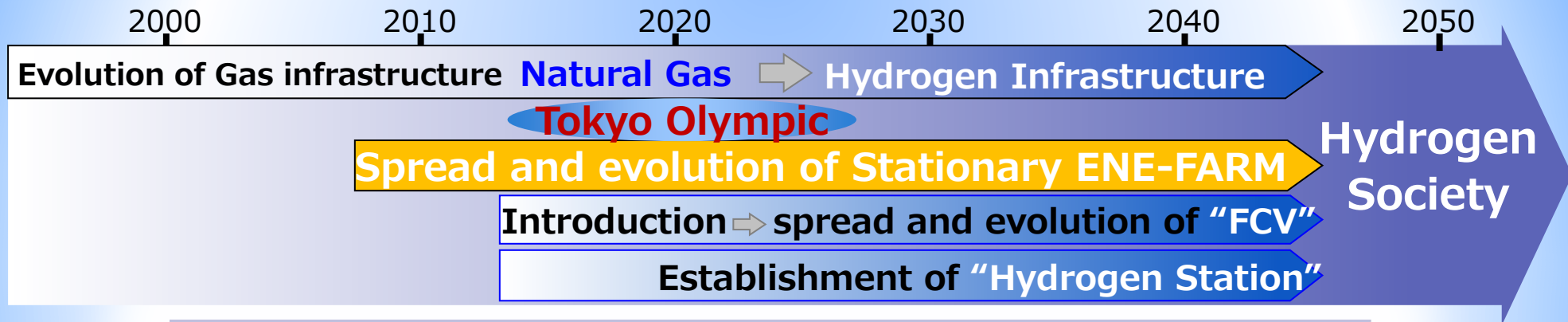
Target Specification

- Power :5kw
- Target Efficiency of Power generation : over 57%
(Best in the world)
- Plural FC units connection

Establishment of the Hydrogen Society

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- Toward the ultimate clean “Hydrogen Society” based on evolution of ENE-FARM and Carbon-Free Hydrogen



**Panasonic will contribute comfortable life
for the customer and the global environment
by the spread and expansion of Fuel Cell**

**A Better Life,
A Better World**



Fuel Cell Vehicle MIRAI's Development story & Fascination

May. 18, 2016

Hitoshi Nomasa, Project Manager, MS Product Planning
Toyota Motor Corporation

Rewarded with a smile

TOYOTA



Toyota's Work on Environmental Technology Development

Rewarded with a smile

TOYOTA



Energy conservation

Fuel diversification

Eco-friendly cars contribute to environmental protection when they are widely used

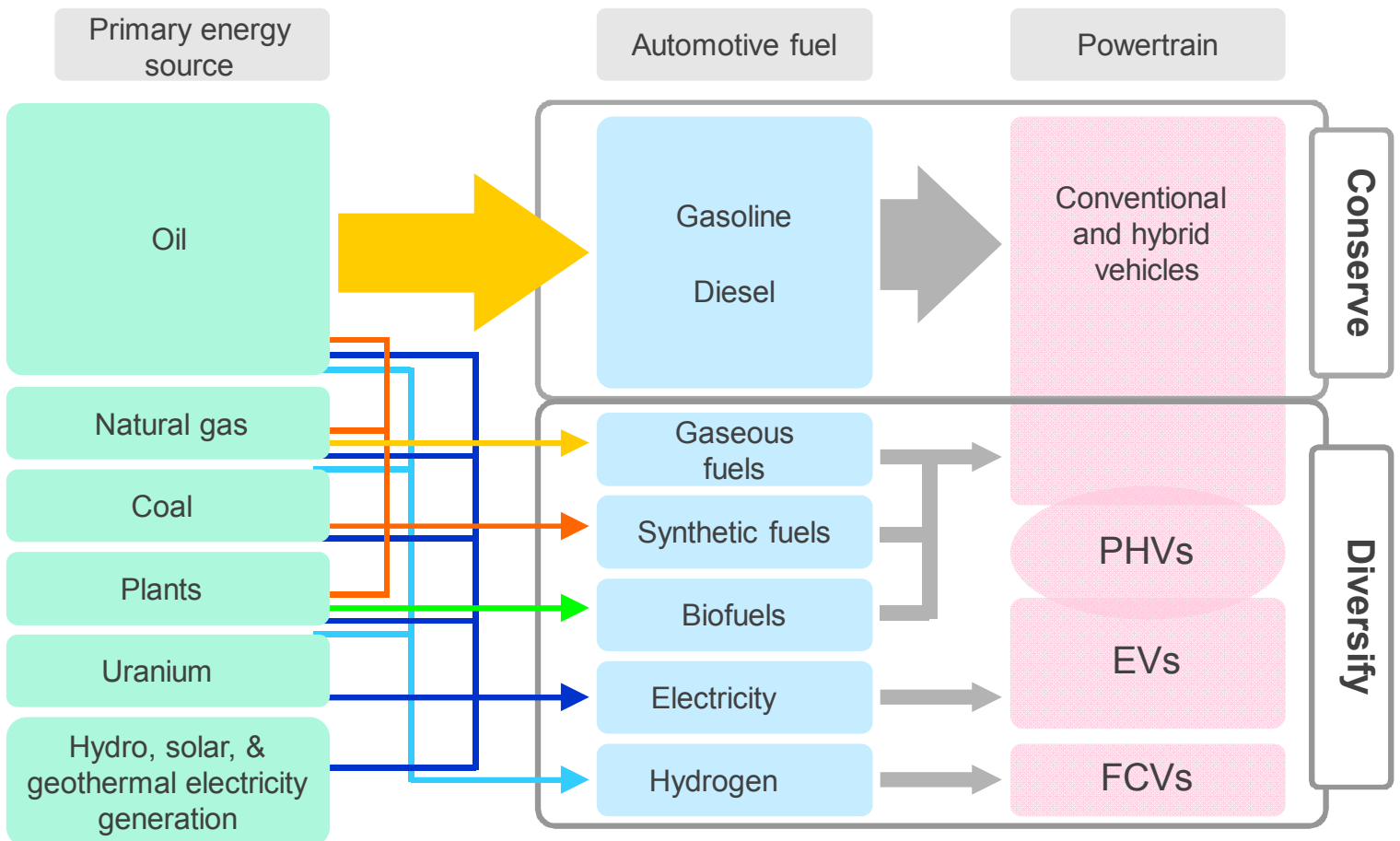
Rewarded with a smile

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Diverse automotive fuels and powertrains

4



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Alternative Fuel - Hydrogen



Advantages of Hydrogen

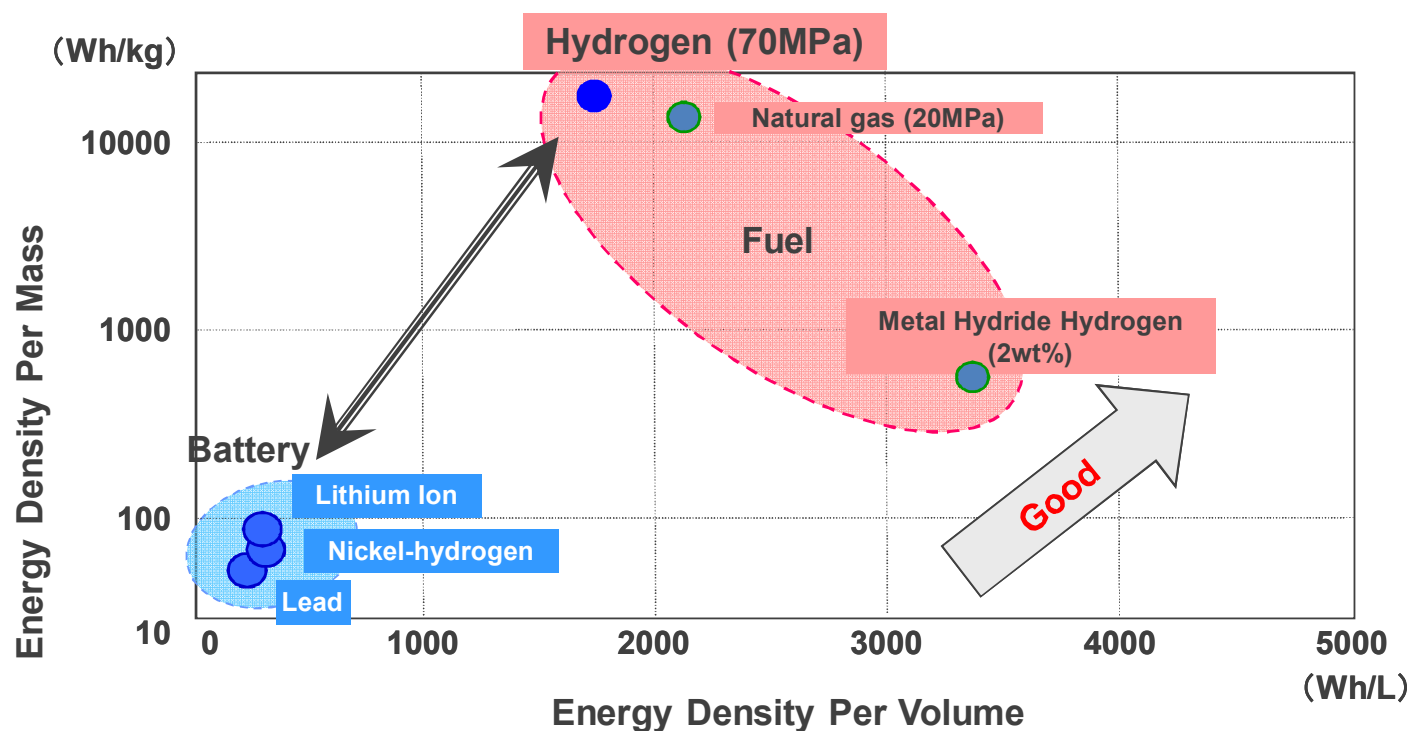
Zero CO₂ emissions during use
⇒ Helps with the creation of a low-carbon society

Can be obtained from a variety of primary energy sources

- It can be made from fossil fuels such as natural gas, as well as from sewage sludge
- It can be made from water using natural energy sources such as solar or wind energy

Has a greater energy density than electricity, and is easy to transport and store
⇒ It can be used to resolve uneven distribution of regional energy, and to compensate for fluctuations in supply from renewable energy sources

Can be used for a wide range of purposes
⇒ Potential in everything from home use to automobile fuel and power generation



The energy density of hydrogen is 7 times more than battery in common use

Rewarded with a smile

TOYOTA



Hydrogen supports
a sustainable mobility society

“A leading energy source of
the future”

Rewarded with a smile

TOYOTA

Toyota MIRAI



Rewarded with a smile

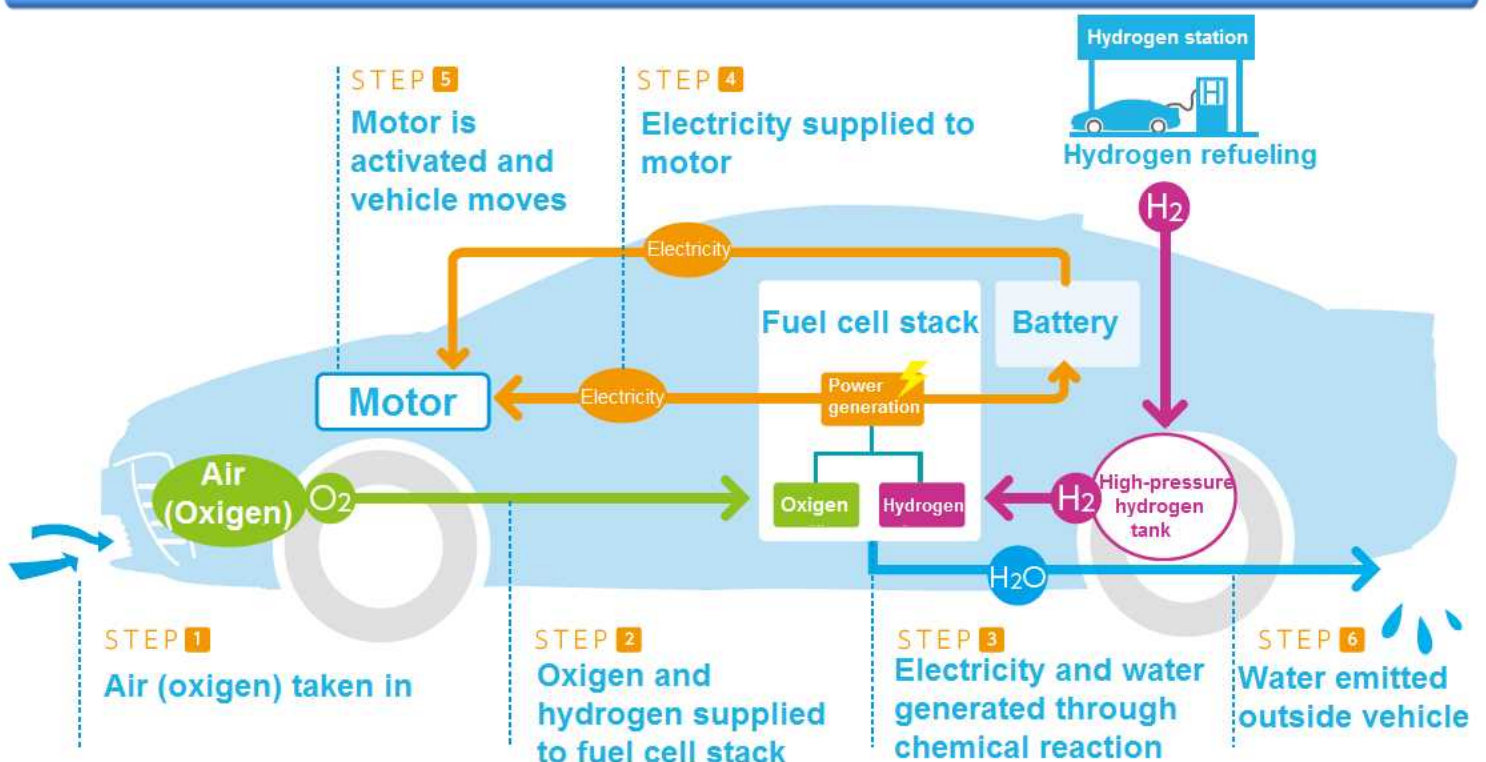
TOYOTA



FCV's Mechanism

10

Run a motor with electricity generated by chemical reaction between hydrogen from a tank mounted on a vehicle and oxygen in the air to drive a car
(Clean mechanism without gas emission)



Rewarded with a smile

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Newly-developed Toyota Fuel Cell system

Rewarded with a smile

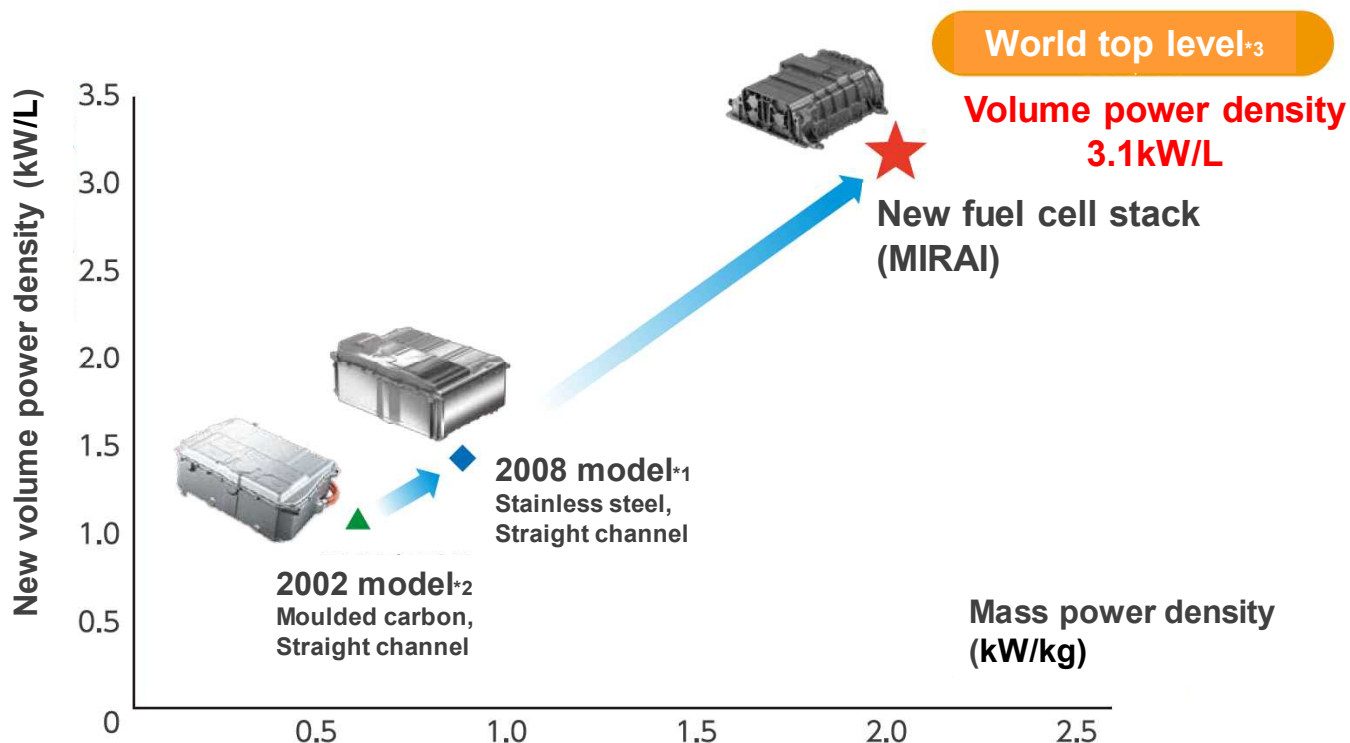
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Toyota Fuel Cell Stack

12

New fuel cell stack with increased power density (enhanced performance, downsized)



Improved fuel cell performance and downsizing was realized

Rewarded with a smile

TOYOTA

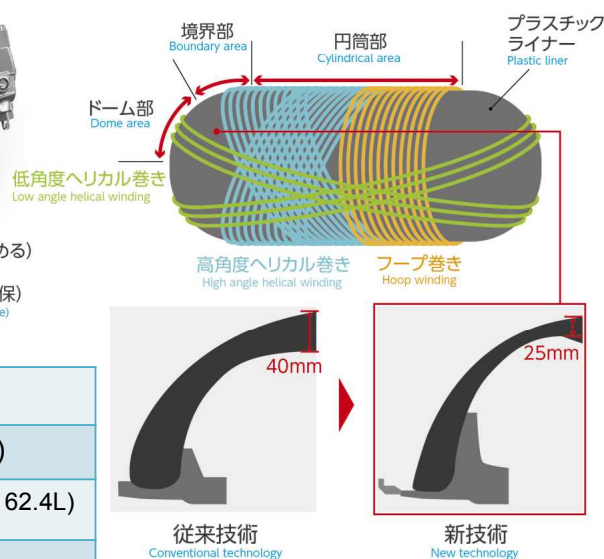
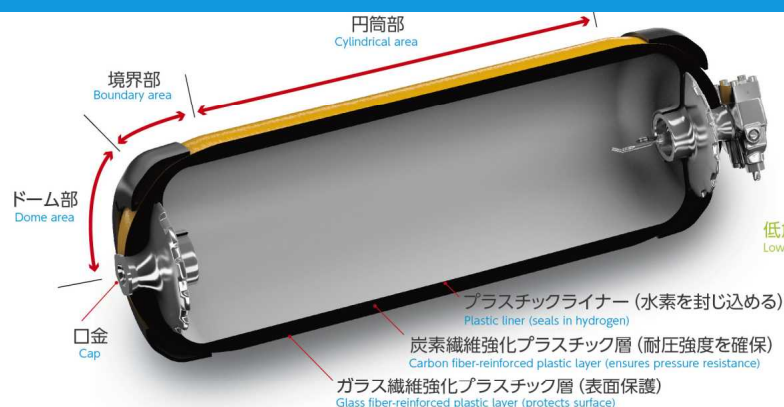


Lighter weight achieved through innovations of carbon fiber reinforced plastic layer structure.
World top level*2 tank storage density of 5.7wt% realized

世界トップレベル*2

World top level*2

Innovation to the plastic liner configuration and efficient layering pattern resulted in a reduction of approximately 40% in the amount of carbon fiber used



| | |
|--------------------------|--|
| Nominal working pressure | 70MPa (approx. 700 bar) |
| Tank storage density | 5.7wt% (world top level*2) |
| Tank internal volume | 122.4L (front tank: 60.0L, Rear tank: 62.4L) |
| Hydrogen storage mass | Approx. 5.0kg |

*2: 2014年11月現在 トヨタ調べ *2 As of November 2014, Toyota measurements

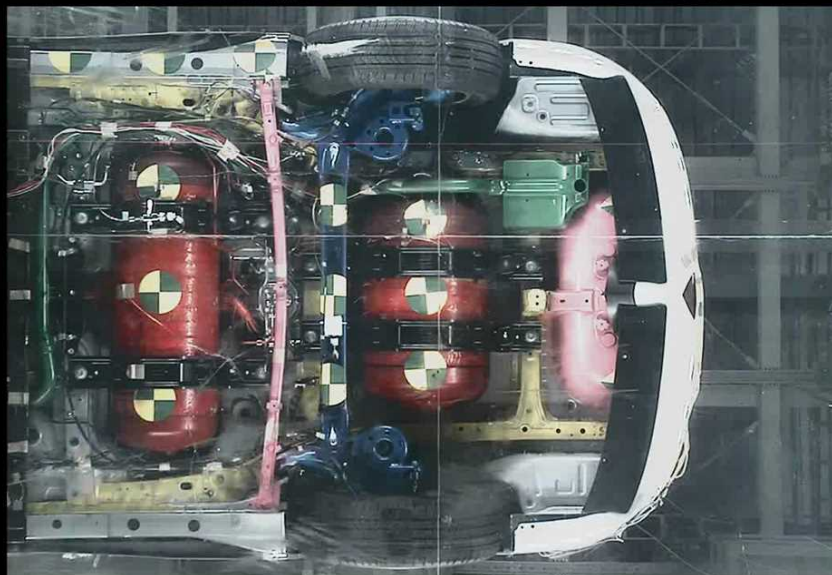
Realized improved performance of the high pressure hydrogen tank and cost reduction

Rewarded with a smile

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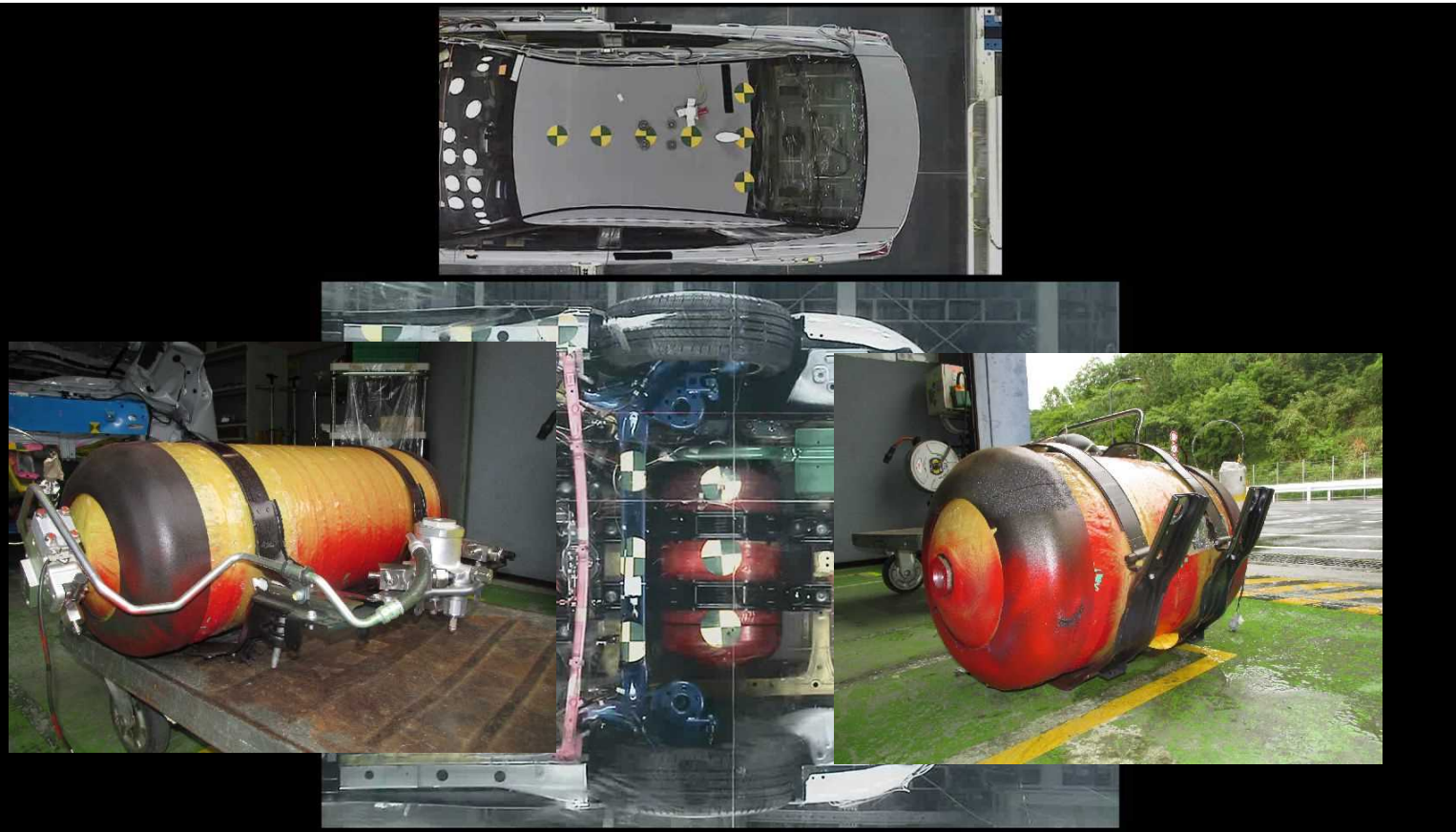


Rear End Collision Test (80km/h)



Rewarded with a smile

TOYOTA



Rewarded with a smile

TOYOTA



Hydrogen fueling time: About three minutes

Cruising range: Approx. 650 km

(JC08 Japanese test cycle: According to Toyota measurements)

Approx. 700 km with the new standard stations scheduled for update from FY2016 onward

Short fueling time and long cruising range:

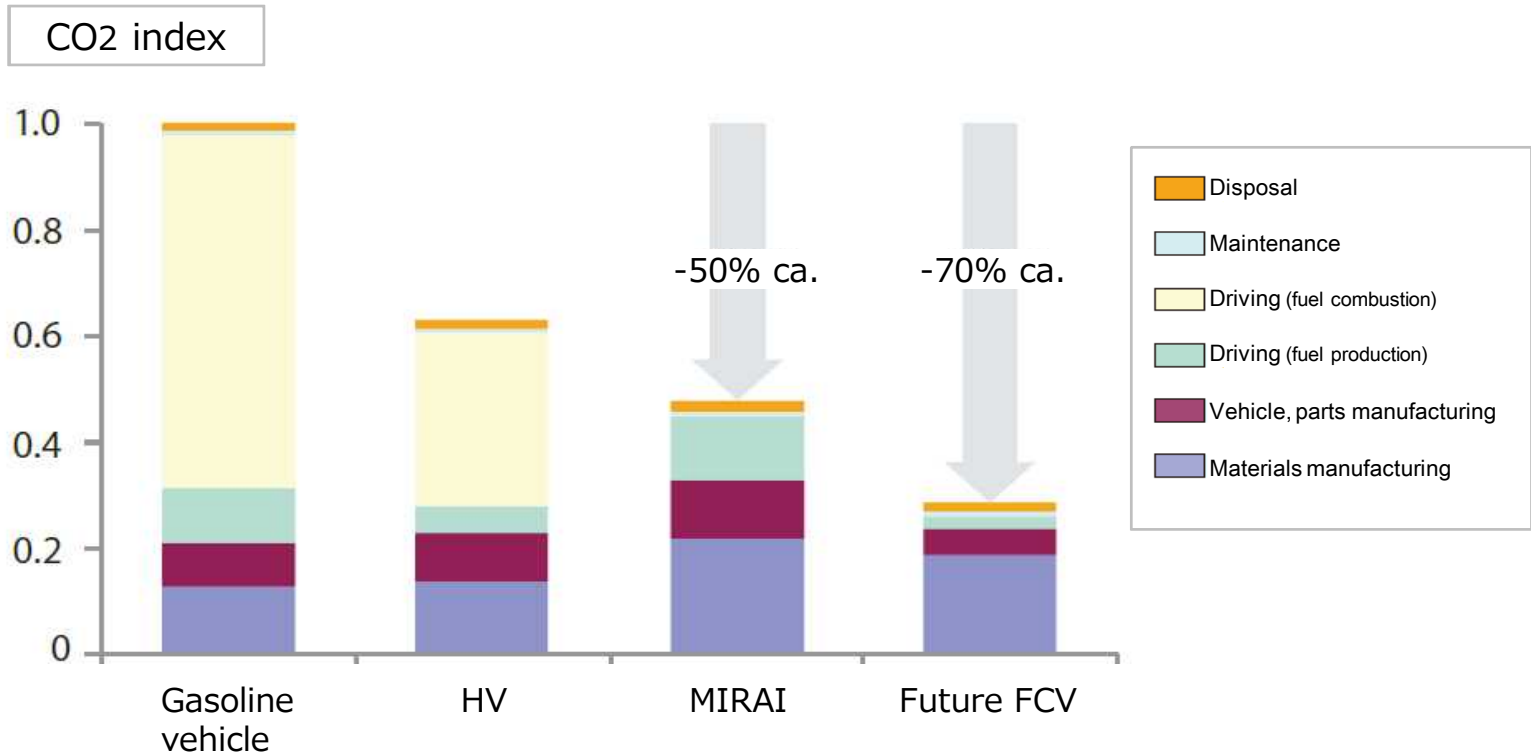
User-friendliness equivalent to gasoline-engine vehicles

Rewarded with a smile

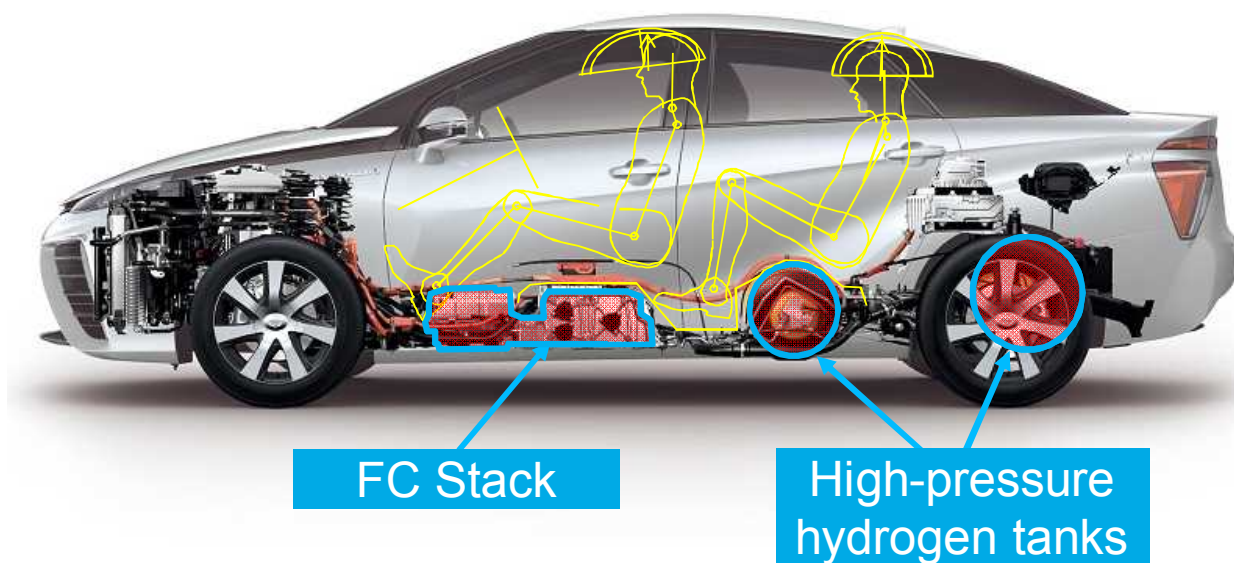
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– Aiming for reducing total vehicle lifecycle impacts on the environment in addition to during travelling



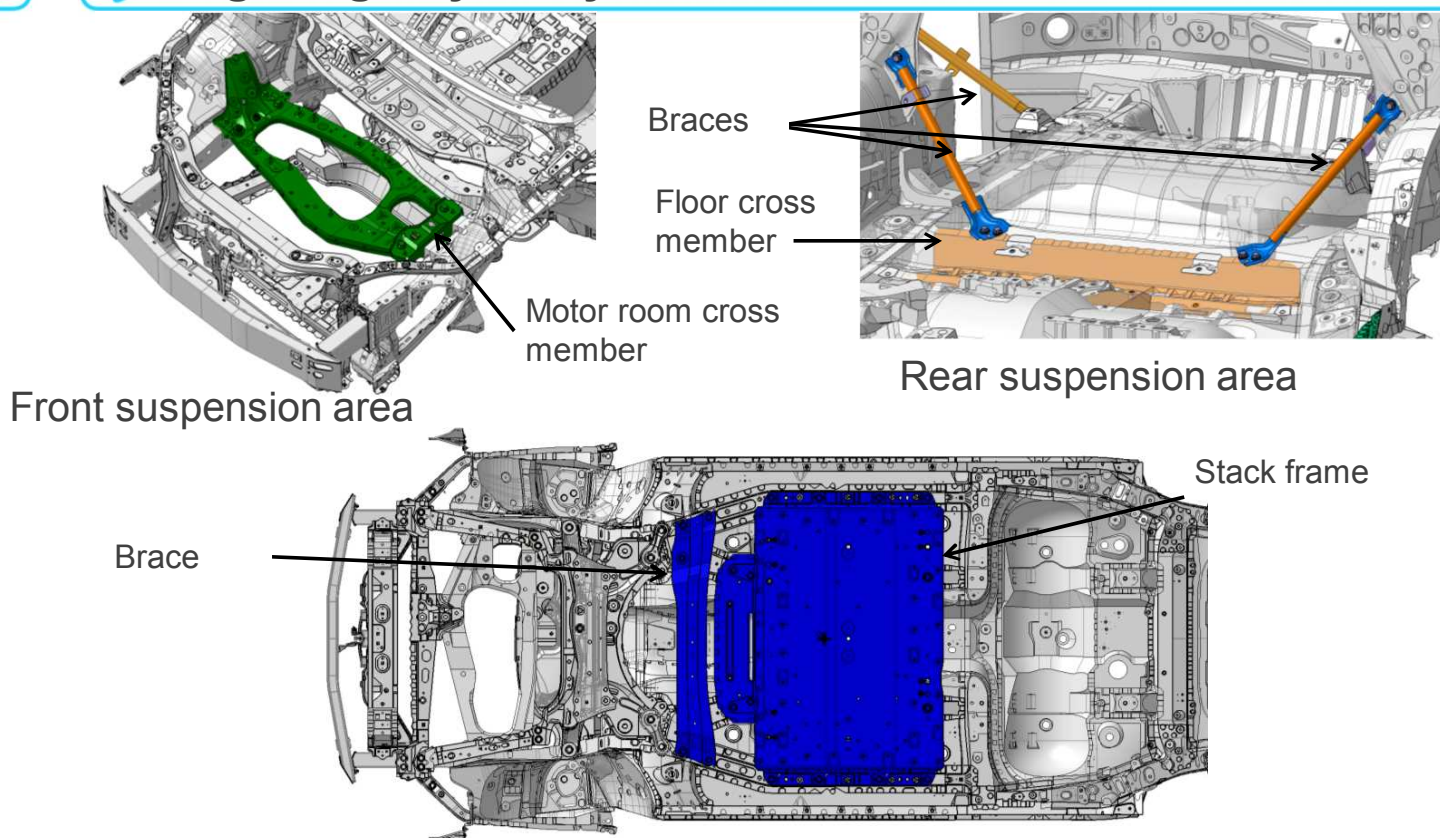
Fuel Cell Vehicles are Uniquely Fun to Drive



Realized a low center of gravity and good front/rear balance by equipping the FC unit below the floor

Rewarded with a smile

TOYOTA



Torsional rigidity of 40%-60% higher than other Toyota front-engine front-drive vehicles

Rewarded with a smile

TOYOTA



Innovation of mobility

- Energy issues
- Environment issues

Innovation to a hydrogen society

- Low carbon society
- Sustainable society

Proposal and challenges towards the future mobility society
Make “New values” become “Standard values”

Rewarded with a smile

TOYOTA



TOYOTA

Thank you for your cooperation

The first Fuel-cell-based Micro-CHP in Europe

A successful Japan – German Partnership

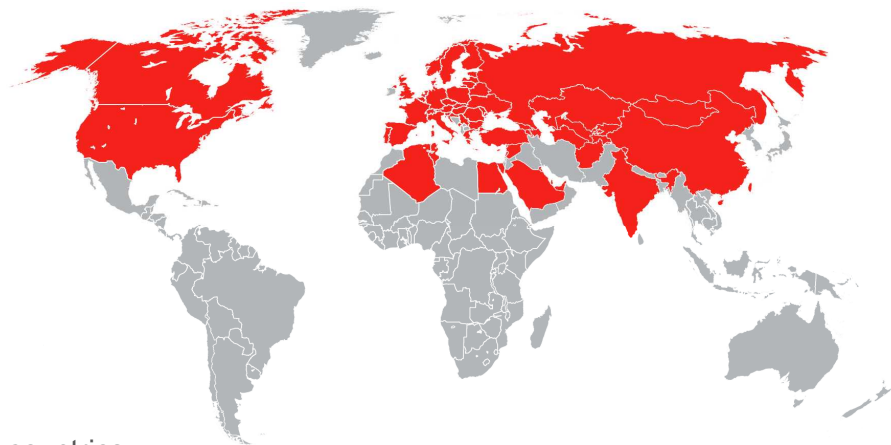
Walter Bornscheuer
Viessmann Group



The Viessmann Group

Family business with head office in Germany

- 1917 Founded
- 11,500 Employees
- 2.2 Turnover in billion €
- 22 Manufacturing sites in 11 countries
- 58 Countries with Viessmann Sales Presence
- 120 Sales offices worldwide
- 56 % International Sales



■ Countries with their own
sales companies or
partners

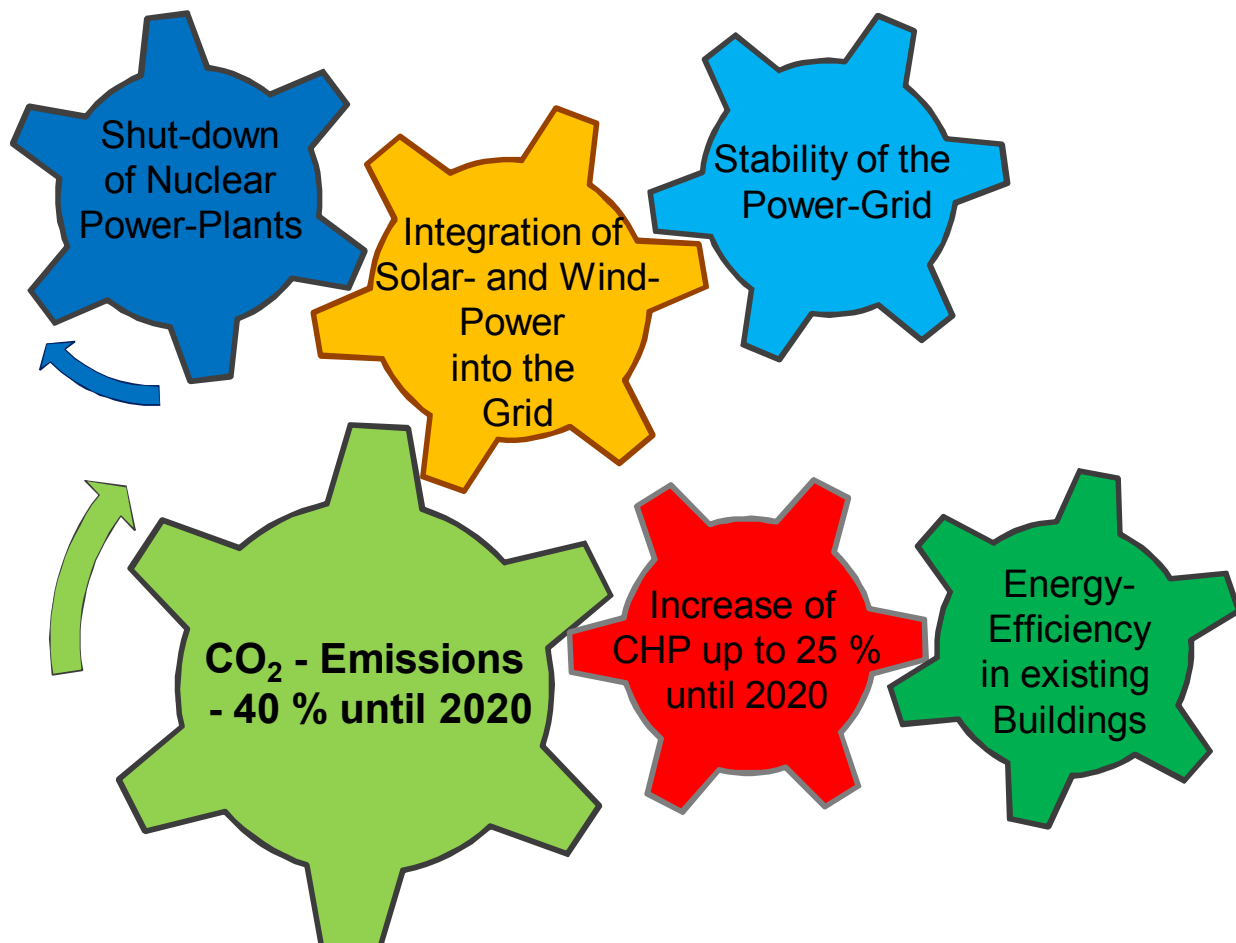
Heating systems

Efficient technologies for residential buildings and commerce from 1 to 2.200 kW



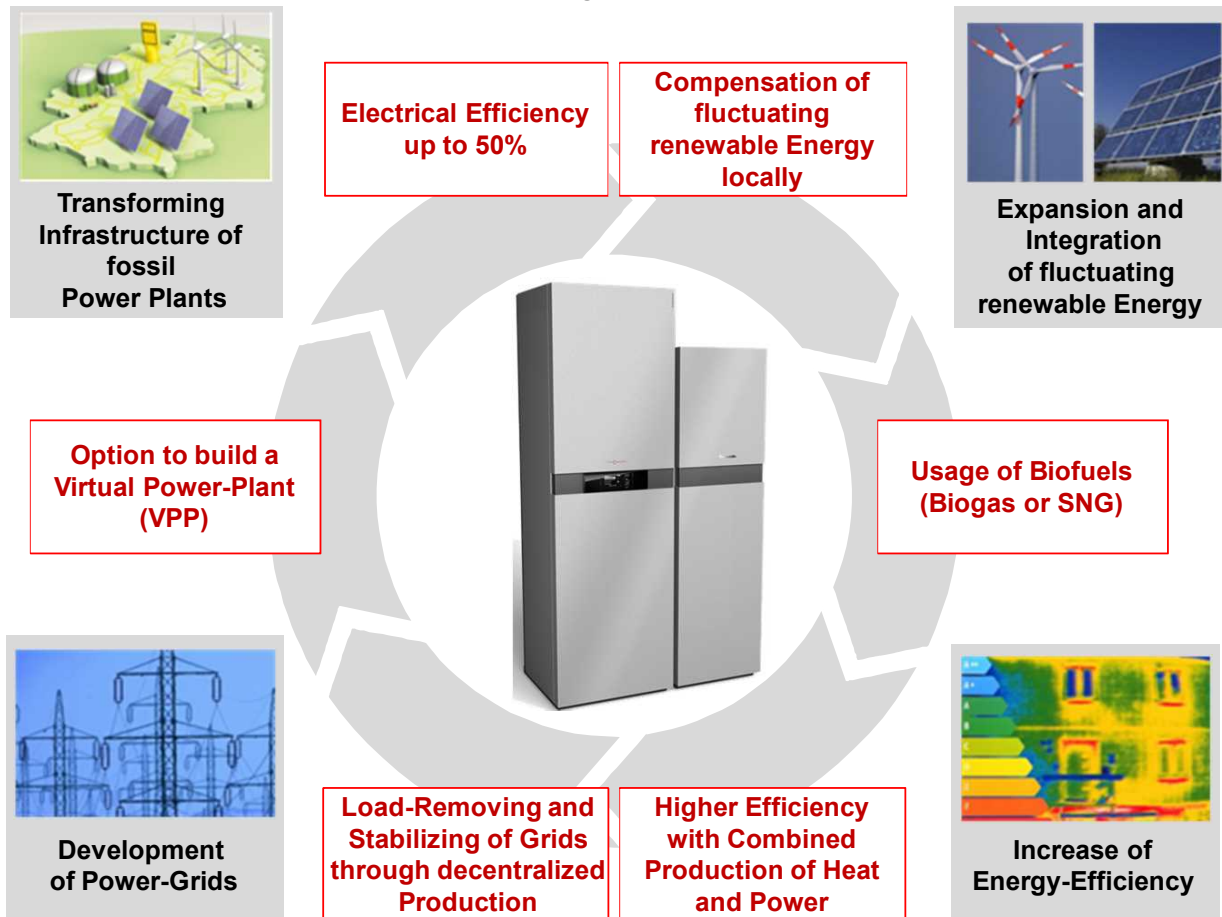
- Gas and oil condensing boilers
- Combined heat and power systems; world's first fuel cell heating appliance
- Hybrid appliances
- Heat pumps and ice stores
- Wood heating systems (pellets, woodchips, logs)
- Solar thermal systems and photovoltaics, cylinders, system technology and accessories

Energy-political Framework in Germany



„Energiewende“ is a big Challenge

CHP is an important part of the Energiewende



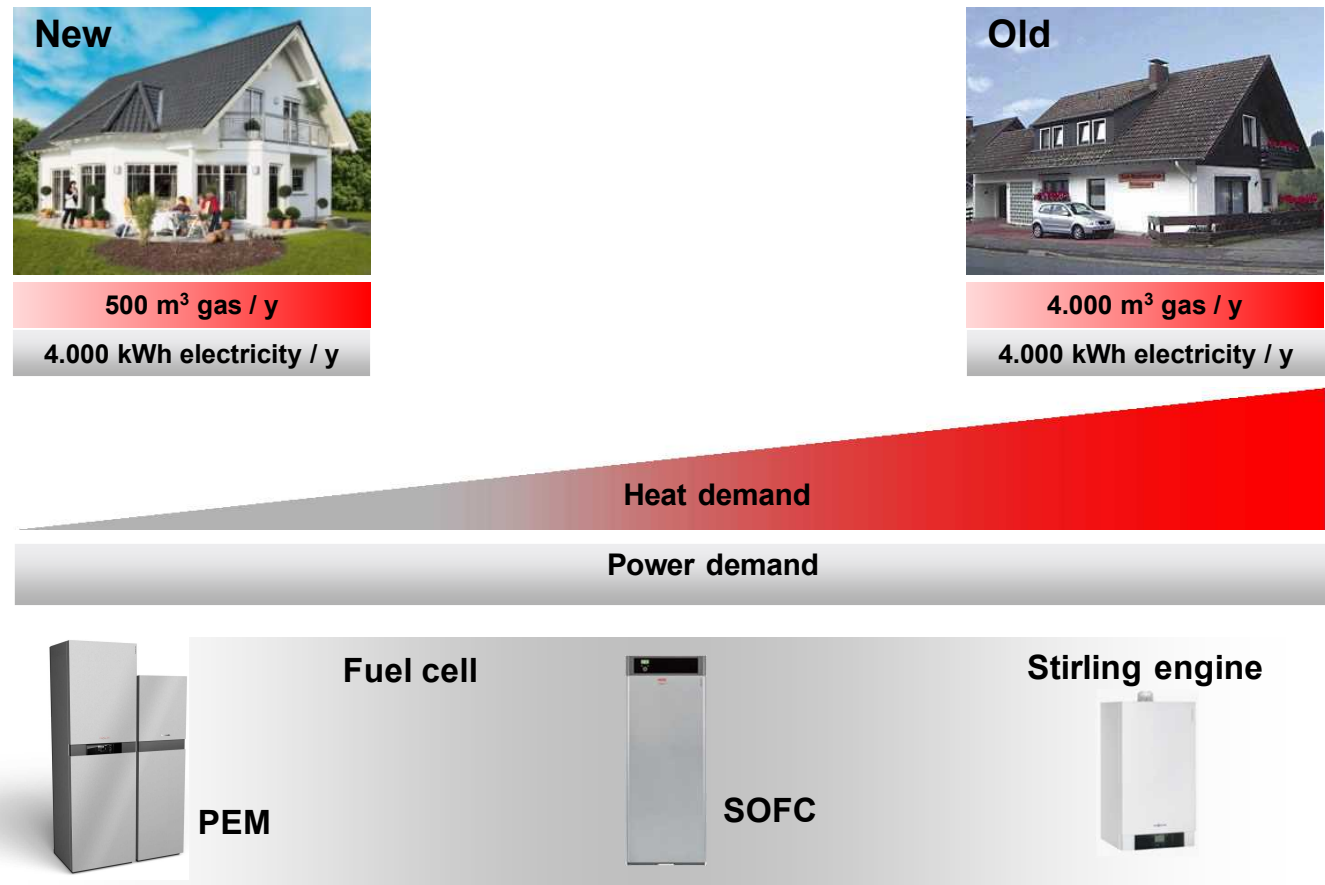
Why CHP with fuel cells is useful in residential buildings

The image shows a Viessmann CHP unit in a residential setting. The following text boxes describe its advantages:

- Potential:** 14 million in one- and two-family houses in Germany
- Market:** 500.000 gas boilers are sold in Germany every year
- Efficiency:** High-efficiency, decentralized power generation with almost complete heat utilization
- Climate-friendly:** 50% less CO₂ emissions compared to a separated generation of heat and electricity
- Universal:** Suitable for almost every building - including new buildings with low heat demand
- Simple:** CHP to install as simple as a new gas boiler which generates electricity

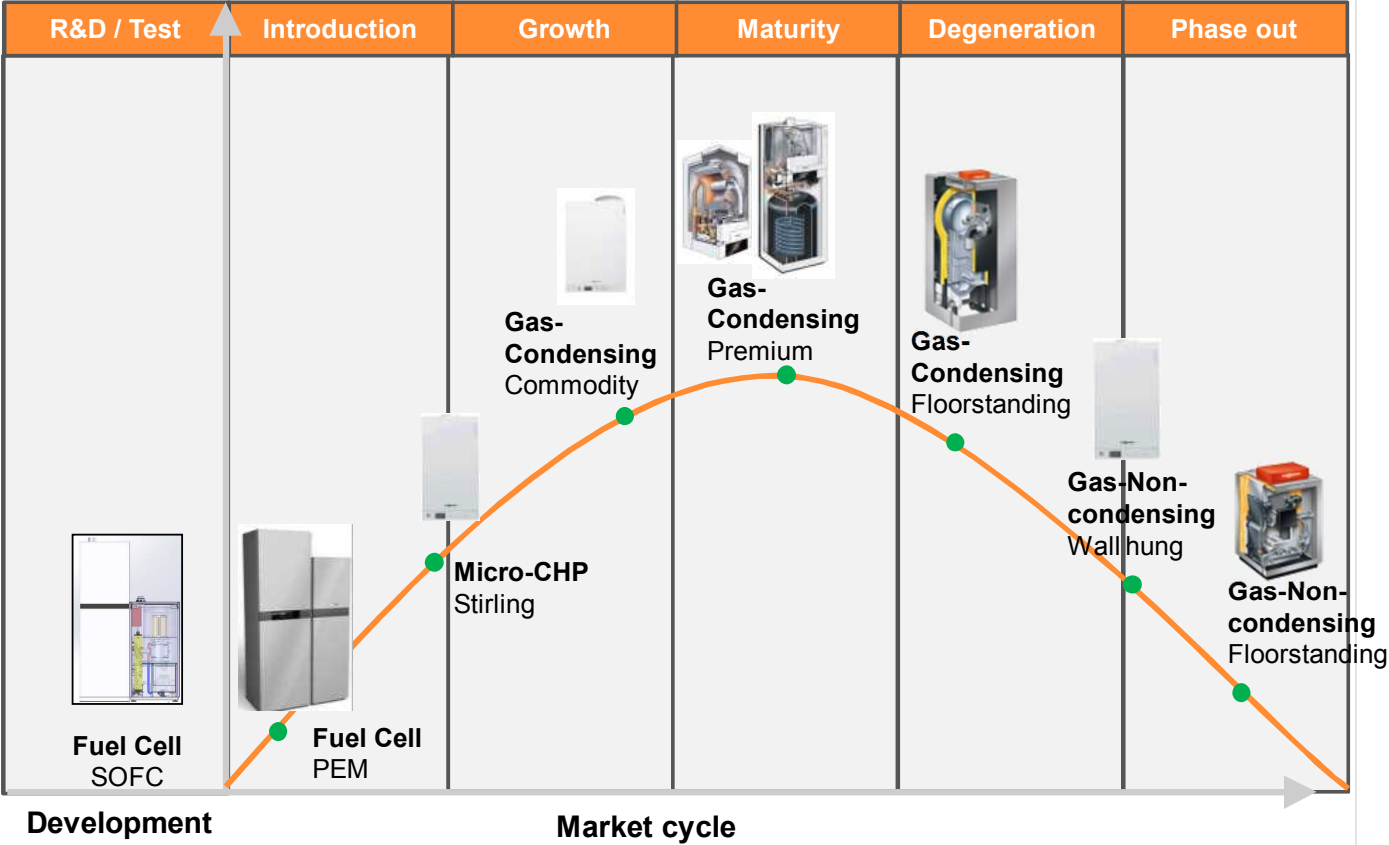
Micro CHP

CHP-Solutions, specific for any residential home



Gas Technologies

Product lifecycle, R&D and Innovation

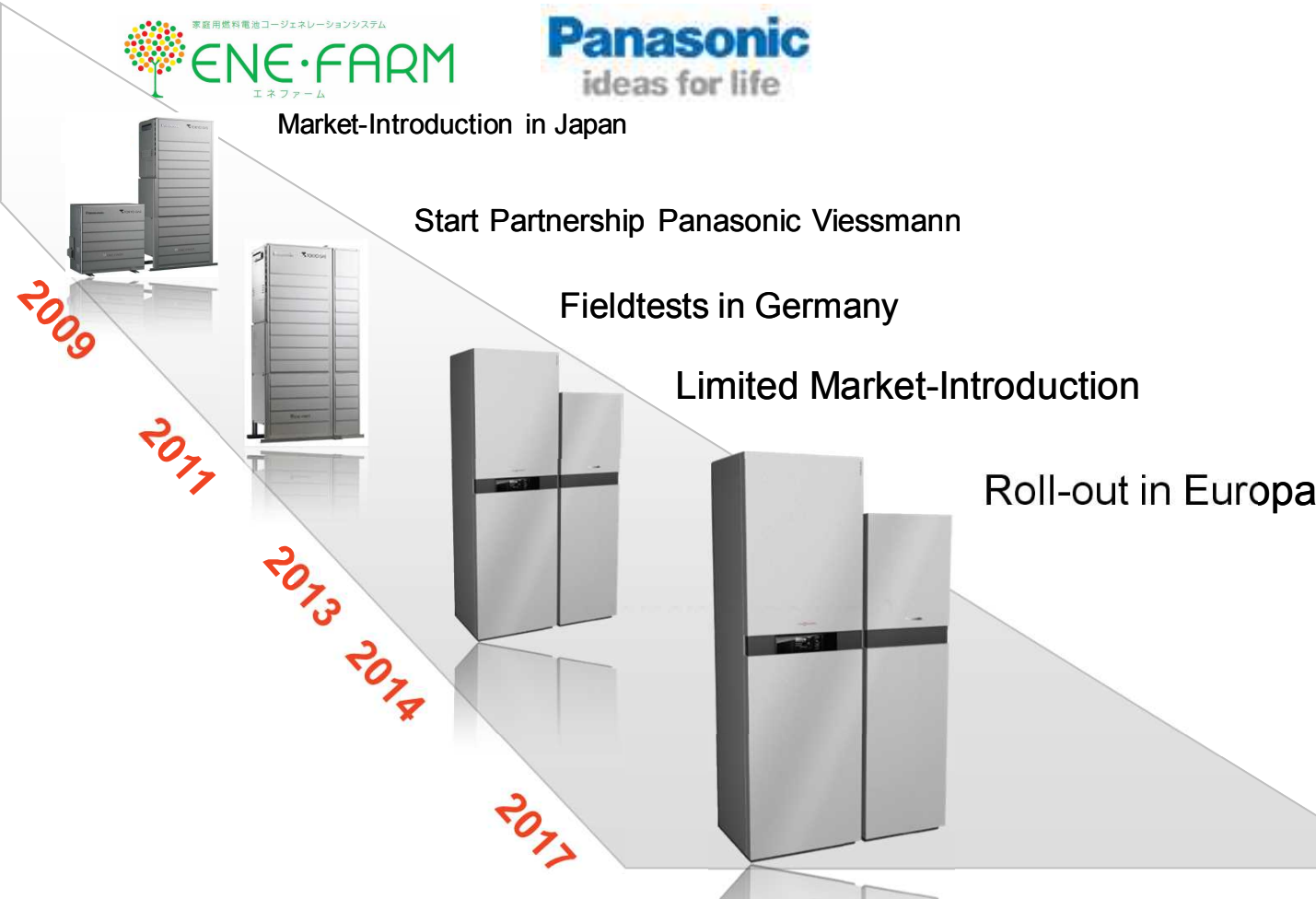


Partnership between Panasonic and Viessmann since 2011

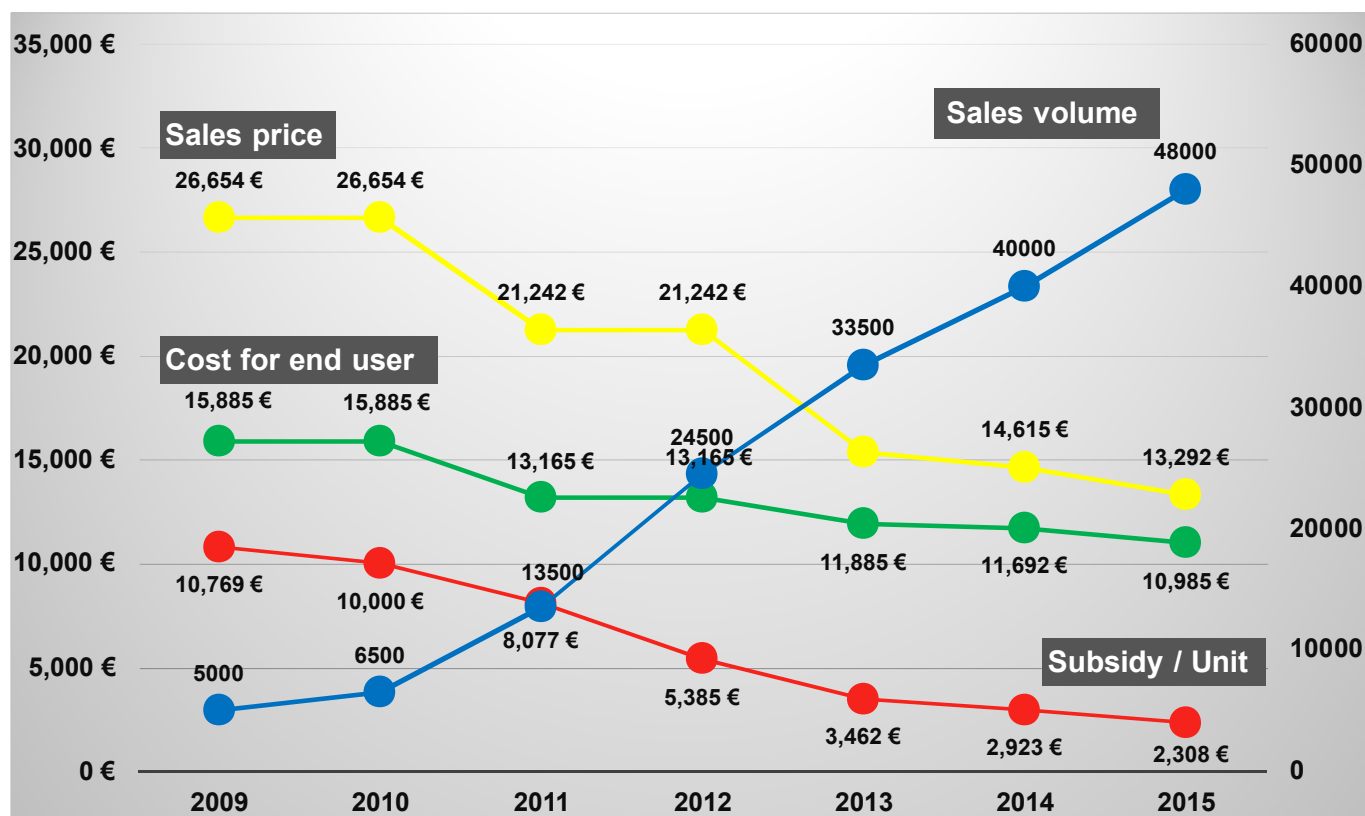


| | | |
|------------|---------------------------------|--|
| R & D | Adaption to European Conditions | System-Integration |
| Production | Fuel cell-Module | Electronic, User-Interface, Storage Tank, Peak load-Boiler |
| Sales | 3rd Level Support | Marketing, Sales, Training, Service |

History of the Partnership



Market introduction in Japan – Success of the “ENE.FARM” program



Since 2009 approx. 150.000 units have been sold by end of 2015

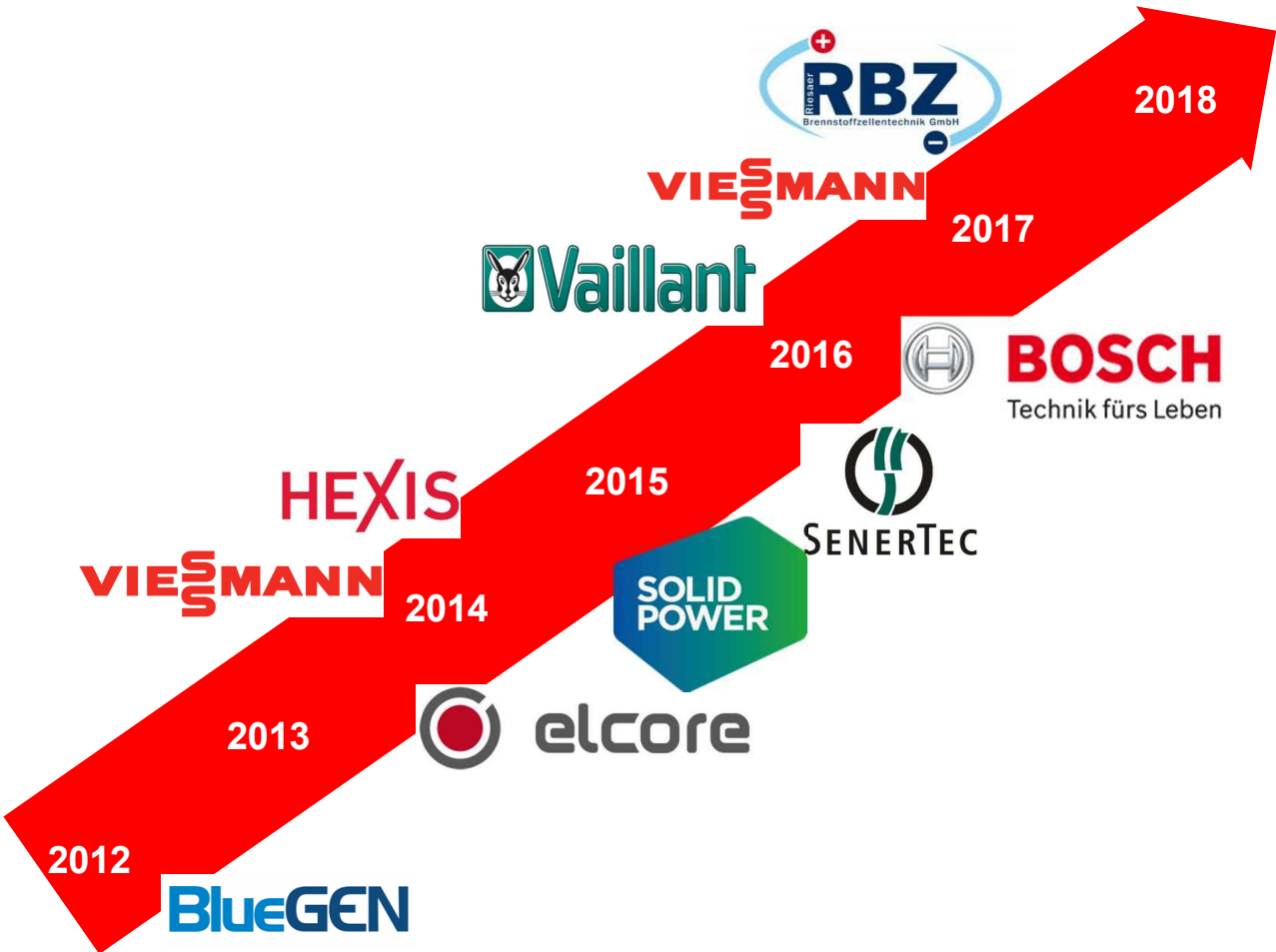
Subsidies for residential Fuel cells in Germany 2016

Currently no nationwide Program for Market Introduction available

- Nationwide Program “Technology Introduction for Fuel cells” (TEP) envisaged, but not confirmed up to now.
- Micro-CHP-Subsidy (3.515,-€) is not sufficient, to convince enough customers buying a Fuel cell
- Only in North-Rhine-Westfalia a temporary program (7.500 €) is currently available



European industry is on its way for market introduction



Thank you for your attention

Power Generation with low / zero carbon technology

Challenge in Renewable Energies in Japan

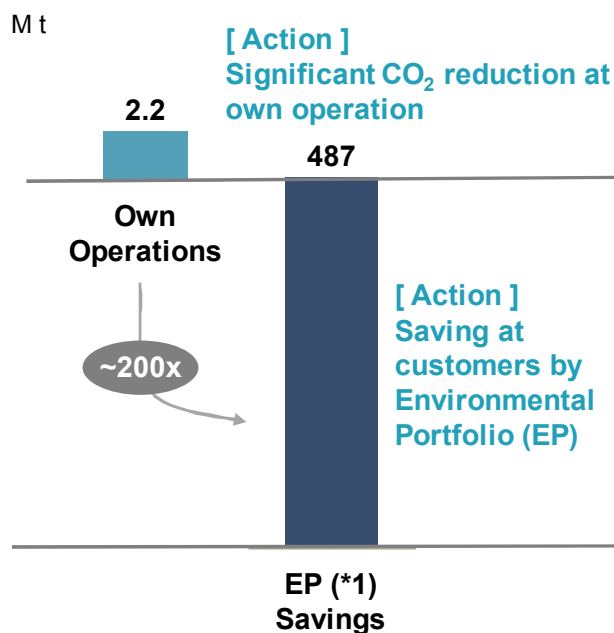
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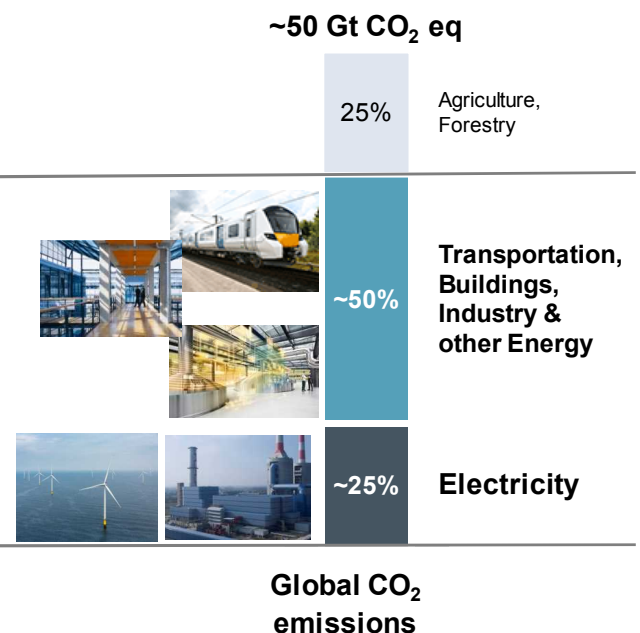
SIEMENS

Siemens' challenge:
We realize CO₂ reduction by own & customers

Status of CO₂ emission



Major business domain



We are influencing in 75% of Global CO₂ emissions

*1: Annual savings at customers with Environmental Portfolio (EP) products sold in FY15 + total annual savings of products installed since 2002 and still in use in FY15
Global CO₂ emissions: Based on IPP AR5, rounded based on 2010 data

Siemens activities in Japan: We support CO₂ reduction at Power Generation

Now: ~70 units of Turbine & Compressor / ~130 units of Wind Turbine in Japan

Highly-efficient Power Generation: World Record Gas Turbine



Example:

H-Class Gas Turbine for Kobelco

- In past 25 years, H-Class Gas Turbine has reduced CO₂ 230kt / y with 13.3% emission improvement. *1
- H-Class is also making world record at Lausward in Germany by >61% net / 85% fuel efficiency

High-technology Wind Turbine: Direct Drive Wind Turbine



Example:

Eurus Energy

- Higashi Yurihara Wind Firm under construction
- Clean Energy for ~26k householders *2
- ~ 51kt CO₂ reduction / year = Absorption by 3.7 million of cedar trees *3

EP Products offer environment-friendly power Generation

*1: Comparison of CCGT by E-class (1990) and H-class (2015)

*2: Based on power generation forecast, *3: Based on 14kg of annual absorption / tree

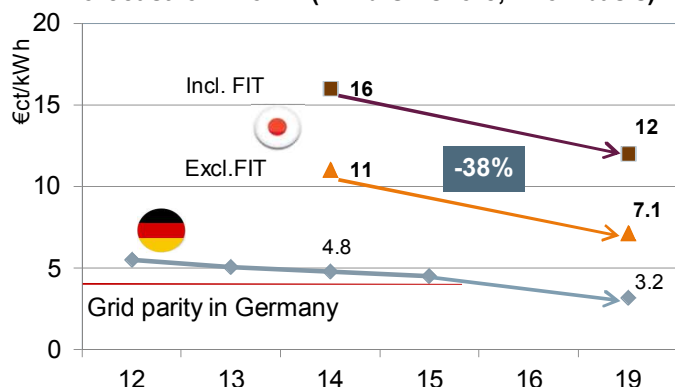
Page 3

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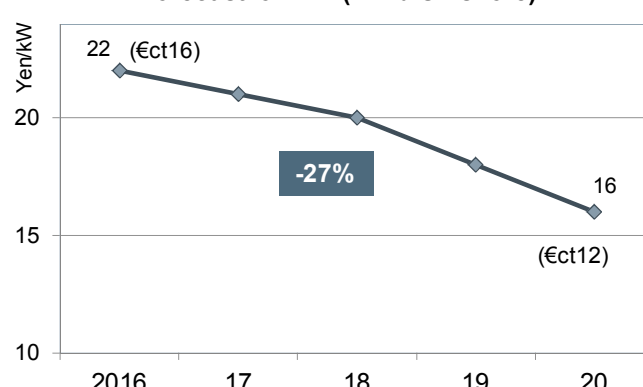
Japan Wind Power Market: We need to achieve Renewable Energies affordable

Challenges in cost to bring Japanese Wind Firms globally affordable

Forecast for LCoE *1 (Wind On shore, LCoE basis) *2



Forecast for FIT (Wind On shore) *2



Subjects to be managed to realize competitive renewable energies

Wind firm owner & Manufacturer

- **Power Efficiency** increase by manufacturers continuously (OPEX)
- Too high **Constriction cost** (60-75% of CAPEX)
- More modernized **Wind firm operation** by remote control / analysis technology (OPEX)

Government

- Too long & complicated **Environmental Impact Assessment** (taking 3 – 4 years, too complicated process)
- Too many **Laws** for Environmental protection (~ 12 related)
- Too many **Laws** for land use (~8) & for maintenance (~8)

*1: Leveraged Cost of Energy

2 Estimation by Siemens KK

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Collaboration: Example of challenges in Japan

| Subject | Experiences in Germany or EU | Recommendation to Japan |
|--|---|---|
| Subsidy Financial incentive | There were / are too many different, fragmented funding schemes on local, state, federal & EU level | “One-stop-shop” for various funds and subsidies |
| Law Regulation | There were / are too many laws / regulations conflicting and complicated | De-regulation & Harmonization of renewable related laws / regulations |
| CAPEX | Construction cost is ~ 50% of initial investment (VS 60 – 75% in Japan) | More Competition and Technology development in wind farm construction to reduce CAPEX |
| OPEX | Reduction of operation and maintenance cost by centralization operation and remote analytics (20-30% less from Japan) | Application of IoT to Operation & Maintenance (Remote diagnostics, Preventive maintenance etc..) |

New technologies will not be the “Show Stopper” of energy transition

Electrification



Automation



Digitalization



Siemens will work for it and achieve it !

Thank you

Auf dem Weg in die 2°-Wirtschaft

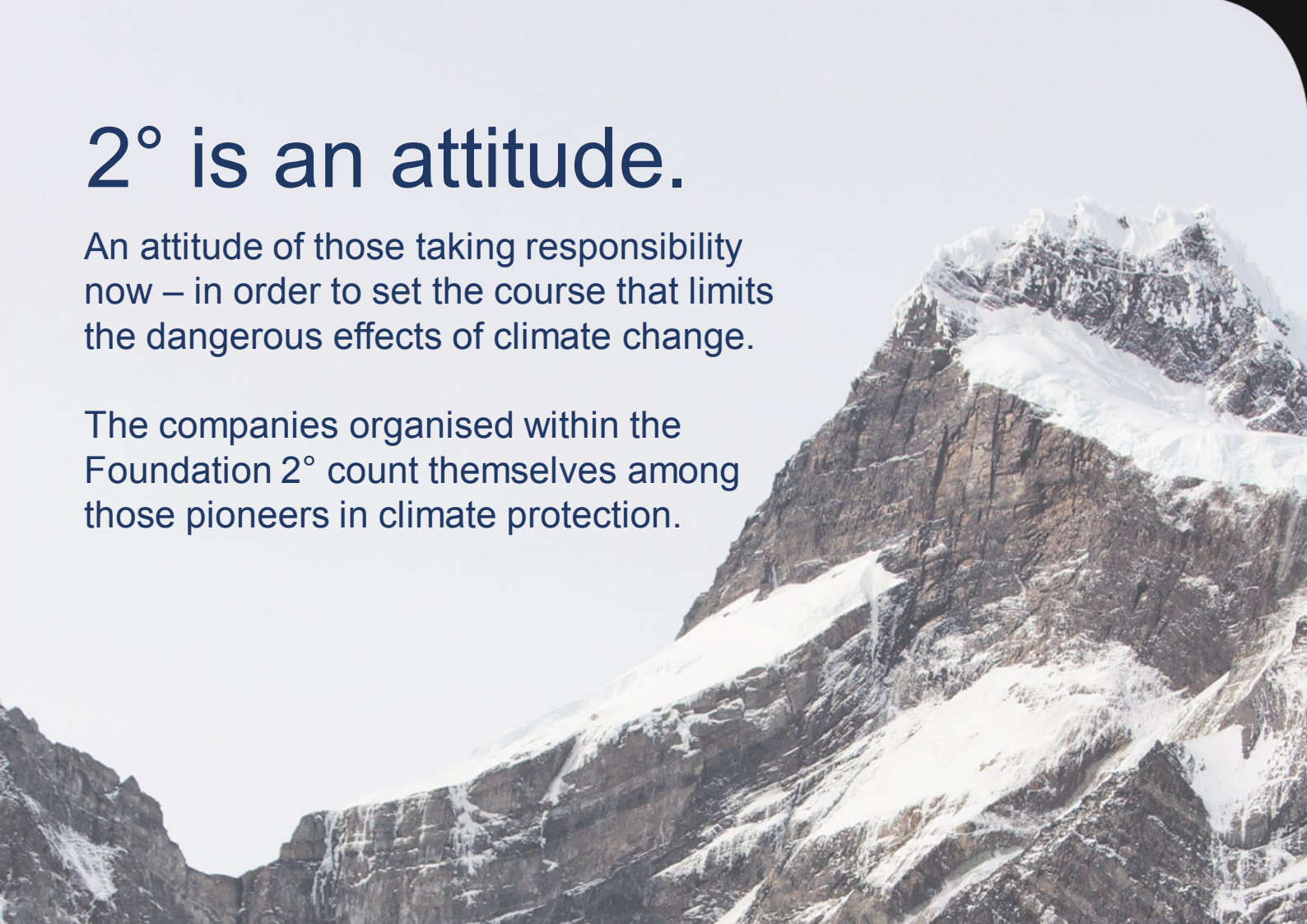
The Foundation 2° introduces itself

Stiftung | 2°
Deutsche Unternehmer
für Klimaschutz

2° is an attitude.

An attitude of those taking responsibility now – in order to set the course that limits the dangerous effects of climate change.

The companies organised within the Foundation 2° count themselves among those pioneers in climate protection.



2° is an opportunity.

A chance for those who set up their businesses now, to be economically successful in a low-carbon economy of the future.

The companies of the Foundation 2° understand and tackle climate protection as a business opportunity.



Our Organisation

We are...

... a platform for active cooperation. Together, we find answers and solutions to issues of entrepreneurial climate protection.

...set up cross-sectorally – spanning various branches of the economy – to represent a diverse spectrum of the economy.

... a non-profit foundation that works towards climate protection.



Meeting with German Chancellor Angela Merkel

Our goals

- Advancement of climate protection and sustainable use of natural resources
- Establishment of a market-based political framework for climate protection
- Strengthening the solution-oriented competence of German companies in the interest of climate protection

Stiftung | 2°
Deutsche Unternehmer
für Klimaschutz

Our supporters

- 12 companies
- 200 billion € turnover
- 800.000 employees



B/S/H/



Gegenbauer
Facility Management

otto group



ROCKWOOL

SCHÜCO

Schwäbisch Hall-Stiftung
bauen - wohnen - leben



Stiftung | 2°
Deutsche Unternehmer
für Klimaschutz

Our supporters

Climate protection is top priority.

We are a **CEO-initiative**.

The CEOs of the companies supporting the Foundation 2° identify themselves with the goal of limiting global warming to well below 2°.



Die CEOs der Stiftung
2°

Stiftung | 2°
Deutsche Unternehmer
für Klimaschutz

Climate Change Conference Paris 2015



Paris means for the economy that...

... the investments in fossil energies will rapidly **decrease**

... projects of a low-carbon economy will be supported by a **better investment environment**

... investments in renewable energies, in measures of climate protection, adaptation and against damages due to climate change will **increase** rapidly

... and politics will further climate protection with **legislative instruments**.



Foundation 2° on board the "Train to Paris"

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Declaration on Paris

35 companies declare:

- Paris marks the global turning point
- Companies act as pioneers
- Policy has to lay the political and regulatory groundwork



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A large globe is wrapped in white bubble wrap. Red tape with the word 'FRAGILE' and a glass icon is applied to the wrap. The globe is partially visible through the wrap.

Our activities

Our activities

- **Dialogue** with leading political representatives
- **Mediation** between economy and science
- **Best-Practice exchange** und platform for dialogue
- Public relations
- Development of climate protection initiatives



Intensive dialogue between CEOs of the Foundation 2°, Minister of the Environment Barbara Hendricks and scientists on board the "Train to Paris"

On the way to a 2°-economy

The decarbonisation initiative

- Through our business related activities we support the german federal climate goals: **95 percent GHG-Reduction by 2050.**
- We prepare our supporting companies with **climate strategies** for a **2° -economy.**



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On the way to a 2°-economy

The decarbonisation initiative

- Implementation of **interbranch clusters** such as mobility, buildings, industrial production, supply chain, smart cities
- The cluster method enables companies to **develop solutions and activities** with a positive result for the climate
- Self-contained **local projects to put climate protection into action** are the ultimate goal



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Decarbonisation initiative

Mobility Cluster

- What is the **need for action** for a mobility transition that decarbonises the mobility sector by 2050?
- Which **instruments and cooperations** can companies use to set up their mobility in a climate friendly way?
- Which **political groundwork** do they need for this?



Decarbonisation initiative

Building Cluster

- How do we **move forward in a transition in the heat sector** with regard to the goal of a nearly climate-neutral building sector until 2050?
- What **instruments and cooperations** can companies use to set up their buildings in a climate friendly way?
- What **political groundwork** is needed for this?



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Thank you for you attention!

**Foundation 2° - German CEOs for climate protection
(Stiftung 2° – Deutsche Unternehmer für Klimaschutz)**

Managing Director Sabine Nallinger
Linienstraße 139/140
10115 Berlin

Germany

Phone: +49 (0) 30 – 2021 4320

Web: www.stiftung2grad.org

Email: sabine.nallinger@2grad.org

Stiftung | 2°
Deutsche Unternehmer
für Klimaschutz