



Improve energy efficiency class by replacing older air handling units

Replacing older air handling units saves both energy and money. It is an effective measure that often pays for itself within 3–6 years. The reduction in energy use can also help to improve the building's energy efficiency class – in some cases by several levels.

Nordea, one of the largest banks in Sweden, sees this as a smart investment with a big impact. A more energy-efficient unit can also lead to better financing conditions, such as lower interest rates.

“The savings that can be achieved by replacing older air handling units are impressive,” says Niklas Rydberg, Sustainability Manager at Nordea. Read more about this on pages 4–5.

IV Produkt invests for the future

IV Produkt has long been investing strategically and has grown strongly. Since 2007, the company has steadily expanded its premises and invested in new land to meet increased demand. In 2025, another property measuring 1,700 m² was acquired, and the company is also expanding with 5,000 m² of new production space. This expansion is creating favourable conditions for a significant increase in production capacity and enabling future annual revenue in excess of 300 million euros. Read more about the initiatives on pages 2–3.

The most profitable sustainability investment is in your plant room

Two years ago, the property owner Emilshus replaced an older AHU, which was expected to save 85,000 kWh/year. Two years later, they note that the actual savings were even greater. Read more on pages 6–7.

Event building saves hundreds of thousands of kWh/year

By replacing older air handling units without energy recovery with new energy-efficient units, Palladium's property owner is expected to save hundreds of thousands of kWh per year. Read more about this project on page 8.

Nova Lund shopping centre's property owners save 1 million kWh/year

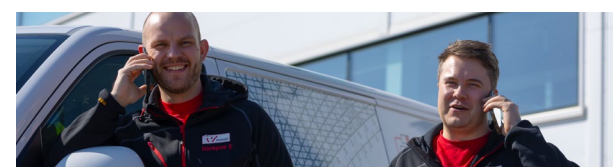
On page 9 you can read about how 13 Envistar Flex units with the integrated ThermoCooler HP reversible heat pump will replace older, less energy-efficient air handling units. This is expected to result in a saving of 1 million kWh per year for the property owner Skandia Fastigheter.

The widest range on the market

On pages 10–11 you can read about IV Produkt's extensive range of air handling units for airflows ranging from 0.10 m³/s (360 m³/h) to over 20 m³/s (72,000 m³/h).

Best service and support in the industry

On page 12 you will meet IV Produkt's service and support department, which is characterised by personal contact and swift, high-quality feedback.



Contents

| | |
|----------------------------------------------------------------------------------------|----|
| IV Produkt investing for the future | 2 |
| Nordea: Successful & easy way for property owners to raise the energy efficiency class | 4 |
| The most profitable sustainability investment is in your plant room | 6 |
| Major energy savings by replacing older air handling units | 8 |
| Shopping centre's property owner saving 1 million kWh/year | 9 |
| Always something suitable with the widest range on the market | 10 |
| Best service & support in the industry | 12 |



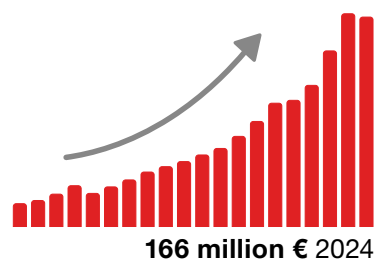
In 2025, another property was acquired and the company is expanding with new production facilities.



IV Produkt investing for the future

Strong growth and continued expansion

IV Produkt achieved sales of 166 million euros in 2024 and has enjoyed strong organic growth for many years. This growth stems from an increased market share and demand for a better indoor climate and energy savings. CEO Mattias Sjöberg



believes that the continued success is partly due to the company’s increased focus on replacing older air handling units in properties – something that both saves energy and increases property value.

“We can see that the demand and the need for energy-efficient ventilation are continuing to grow. The EU directive EPBD is one example of many incentives in different areas. These stricter guidelines from the EU will encourage more and more property owners to opt to replace their ageing air handling units. This investment is positive for the environment, the people in the building and for the property owners, who can obtain financing on better terms, lower their costs and increase the value of their property,” says Mattias.

Equipped to meet the demand for energy-efficient ventilation

For many years, IV Produkt has been making long-term investments and has expanded significantly. Since 2007, the company has been steadily expanding its premises and investing in new land. In 2025, another property measuring 1,700 m² was acquired, and the company is

expanding with new production facilities covering 5,000 m², which will generate capacity for revenue in excess of 300 million euros.

“To meet the growing demand for energy-efficient air handling units, it is important to invest in good time and to think long-term. That’s why we are building now – to be ready. The new premises will house a brand new production line for manufacturing integrated cooling units and reversible heat pumps,” says Mattias.

Air handling units for people, the environment and your wallet

“We are very proud of what we do. We develop, manufacture and sell environmentally friendly and energy-efficient air handling units that are good for people, the environment and your wallet. We are optimistic about the future and we will be prepared – both now and in the future,” concludes IV Produkt’s CEO Mattias Sjöberg.



Construction underway – Frida Johansson from Dynacon shows the new production facilities that will soon be ready.



”
It’s very interesting
to hear how much
energy there is
to save ”

Mari Leo, Senior Relationship Manager, Nordea

Nordea: Successful and easy way for property owners to improve their energy efficiency class

In spring 2024, the EU Energy Performance of Buildings Directive (EPBD) was adopted. The directive will affect property owners' opportunities and terms for obtaining financing from banks, which has further strengthened the incentive to optimise energy use. For institutions and funds to invest, it is likely that properties will need to have energy efficiency class A or B. Property owners with F and G rated buildings will need to demonstrate an energy efficiency plan to secure future funding. There are many buildings in need of modernisation – and time is short.

How will property owners manage to improve their buildings by 2030?

IV Produkt and Nordea, one of the largest banks in Sweden, agree on a value-creating part of the solution.

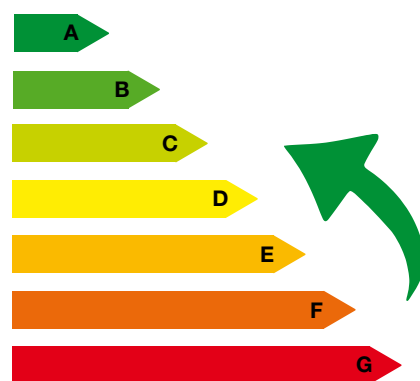
Replacing older units improves the energy efficiency class – and profitability

IV Produkt welcomed Nordea to its headquarters in Växjö to discuss the profitability of replacing older air handling units. Replacement often leads to energy savings of 50–70 kWh/m² per year – while the investment pays for itself in just 3 to 6 years. In addition to lower energy costs and a higher property value, replacing a unit can improve the building's energy efficiency class, resulting in more favourable loan terms.

"It's impressive how much you can save by replacing older air handling units. It's an incredibly effective and profitable measure for energy efficiency," says Niklas Rydberg, Sustainability

Manager at Nordea. IV Produkt has been involved in several projects where properties have climbed one or more energy efficiency classes by replacing air handling units.

"It's a very profitable investment," says Mattias Sjöberg, CEO of IV Produkt. The replacement process can often be completed in one week, and the result is a significant reduction in energy use, a higher property value and an improved energy efficiency class – sometimes by several levels. Moreover, the investment often pays for itself in just 3 to 6 years. Replacing units creates more opportunities for property owners to meet the new national and EU requirements.



Raising awareness is crucial

Nordea is in regular contact with its customers and emphasises the importance of understanding the new rules.

"It's crucial for commercial property owners to familiarise themselves with the EPBD. Larger companies are often more active in making their operations more energy efficient with a focus on profitability. Smaller property owners need to follow the same path," says Niklas Rydberg.

"Interest in energy performance certificates has increased significantly. We want to reach out to small and medium-sized property owners, so that they can make informed and profitable decisions in good time," says Mari Leo, Senior Relationship Manager at Nordea.

Investment calculations strengthen financing decisions

IV Produkt offers investment calculations that clearly show the energy savings, ROI period and increase in property value following the replacement of AHUs. Nordea underscored the importance of clear calculations when making financing decisions – and they were impressed by IV Produkt's tools for visualising the potential.

"IV Produkt's investment calculations, together with an improved energy efficiency class, are a strong basis for financing. It can also lead to lower interest rates on the loan," says Mari Leo.

A golden opportunity to act

Sustainability is high on the agenda, and a good indoor climate is an important factor when tenants choose premises. Environmental requirements and profitability continue to drive sustainable investments. Björn Fredriksson, Sales Manager at IV Produkt, considers that the time to invest is now.

"For property owners looking to make their buildings more energy efficient, this is a perfect opportunity. There are both resources and capacity in the construction sector right now. Anyone who waits risks ending up in a difficult situation," concludes Björn.



By replacing an older air handling unit with a new one, property owners can reduce energy costs and increase property value. In addition, in many cases, the energy efficiency class of the building is also improved, resulting in more favourable loan terms.



The most profitable sustainability investment is in your plant room

Two years ago, the property owner Emilshus replaced an air handling unit from the 1990s in the office building Kvarteret Skomakaren in Växjö. The aim was to reduce energy use and improve the indoor climate. The investment calculation showed an energy saving of 85,000 kWh/year with an ROI period of 5 years. The property owner has now carried out an evaluation, and the energy savings were even greater than expected.

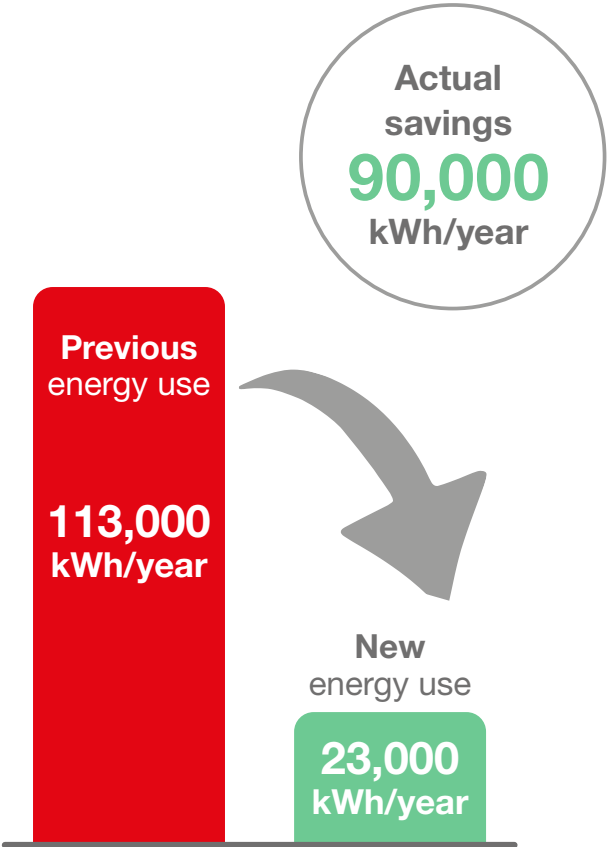
Actual savings of 90,000 kWh/year

In 2022, the older unit was removed and replaced with a new, energy-efficient unit from IV Produkt. The entire installation was completed in about a week. Since then, employees have experienced a significantly better indoor climate and the property owner Emilshus is saving 90,000 kWh per year, which is equivalent to just over 50 kWh/m²/year.

“Thanks to the new air handling unit, the building has saved more energy than expected. This does not only represent a financial gain for us, but also an important initiative for reducing our climate impact. The new unit also provides us with completely new opportunities for controlling the ventilation. Thanks to this, we were able to optimise the airflow,” says Marcus Arhov, Technical Manager at Emilshus.

Reduces additional heating by 80% and the new fans use half as much electricity

When a building is ventilated with older units, the fans use an unnecessary amount of electricity, and there is usually considerable potential to recover more of the heat. The new unit from the Envistar Flex series was equipped with a rotary heat exchanger and the integrated EcoCooler cooling unit. As much as 80% of the energy savings come from heating and the remaining 20% from fan operation.





From the left: Marcus Arhov (Technical Manager, Emilshus), Linus Karlsson Wendel (Sales Representative, IV Produkt) and Mikael Johansson (Installer).

Here, the older unit is being lifted out to be replaced by a new one.



“We expected big energy savings, but the results were even better than anticipated. This has also been shown in other projects where we have replaced older air handling units. By switching from an external cooling unit to the integrated EcoCooler cooling unit, we can also see a clear saving from the cooling mode. The change has not only reduced our costs, but also improved the indoor climate for our tenants,” concludes Marcus Arhov.

Good for people, the environment and the economy

IV Produkt’s CEO Mattias Sjöberg notes that more and more property owners are understanding the potential associated with replacing older air handling units in their buildings.

“In today’s society, sustainability is high on the agenda, with more and more people starting to understand how much energy and money can be saved by replacing older units. In addition, the indoor climate for the people spending time in

the building is improved. A better indoor climate has a positive impact on health, improves concentration and learning capacity, and increases productivity. People experience a better level of comfort,” says Mattias Sjöberg.

Further incentives to improve energy efficiency will come from the EU’s revision of the Energy Performance of Buildings Directive (EPBD) in spring 2024. The Directive imposes requirements for new and existing buildings. For existing buildings, 16% of the buildings with the worst energy performance will need to be modernised by 2030 and 26% by 2033.

“Replacing older air handling units can improve the energy performance of buildings by several energy efficiency classes (scale A–G). This allows for better financing conditions with lower interest rates, resulting in a higher property value. With energy-efficient air handling units, all three dimensions of sustainable development are met: Social, environmental and economic,” concludes Mattias Sjöberg.



Mattias Sjöberg,
CEO of IV Produkt



Major energy savings by replacing older air handling units

Major energy savings and fast ROI

The Palladium in Cologne, Germany, hosts concerts, galas, corporate events, trade fairs and conferences. The premises have a total capacity for 4,000 guests. The building previously had older air handling units without heat recovery. The property owner wanted to upgrade the ventilation and also install cooling and heat pumps to provide visitors with a good indoor climate.

Investment calculation basis for decision

Vasili, a sales representative at IV Produkt GmbH, made an investment calculation showing that two new energy-efficient air handling units from IV Produkt would save the property owner hundreds of thousands of kilowatt hours per year and that they would recoup the investment within 5 years. After seeing the investment calculation, it was easy for the property owner to make the decision to replace the older units.

Two outdoor units in size 1580

The decision was for two outdoor units in size 1580 with a total air flow of 26.6 m³/s, high-efficiency fans, as well as a rotary heat exchanger with a temperature efficiency of approx. 80% – all equally important parameters to achieve the energy savings of several hundred thousand kilowatt hours per year and to provide visitors with a good indoor climate.

The installation took just a few days

IV Produkt's outdoor units are available in a one-piece design, but in cases where this is not possible, it is very easy to lift up the parts with a

crane, for example, and then assemble them on the support on-site. Replacing the old unit with the two new ones took a week and a half and went very smoothly.

"Despite the size of the units, the installation work was completed in just a few hours. It is also a very efficient solution from an installation point of view," states the company Brinckmann GmbH from Bocholt, who are responsible for the installation, and are impressed by the design of the units.

"Efficient heat recovery and modern heat pumps are now contributing to sustainability and saving our common resources," according to the operations manager at Palladium.

The property and the energy efficiency improvement project

- Property area: approx. 4,000 m²
- Operating time, ventilation: 2,000 h/year
- Events per year: 120–150
- Total energy savings: hundreds of thousands of kWh/year
- ROI period: approx. 5 years
- Time to replace the unit: 1.5 weeks





Property owners expected to save 1 million kWh/year by replacing older air handling units

The Nova Lund shopping centre is currently undergoing extensive renovation, with the aim of creating an improved shopping environment with a focus on sustainability and accessibility. The project includes carefully selected materials, smart waste management and energy-efficient solutions. The initiative includes 13 Envistar Flex units with the ThermoCooler HP integrated reversible heat pump replacing older, less energy-efficient air handling units. The upgrade is expected to provide annual energy savings of 1 million kWh for the property owner Skandia Fastigheter.

Nova Lund first opened its doors on 19 September 2002. For two consecutive years, 2010 and 2011, the centre was named Sweden's most popular large shopping centre by Market magazine. In 2022, Nova Lund was acquired by Skandia Fastigheter, which also owns the Väla and Låreda retail areas in Skåne.

In January 2025, an extensive renovation was initiated to meet future demands and further improve the shopping experience. Sustainability is at the heart of the project, and replacing older air handling units will reduce both energy use and operating costs, while increasing the value of the property.

Sustainability in focus with the aim of improving the energy efficiency class

Linnea Andersson is a technical manager at Skandia Fastigheter and emphasises the importance of sustainability work.

“Sustainability is very important to us. We have a zero vision in the project, which means that the building should produce as much energy as it uses. We have replaced the electric boiler with district heating for domestic hot water, and the older air handling units, which were previously difficult to control, will now be replaced with new, more energy-efficient units. These will provide both heating and cooling for the shopping centre. In addition, we will also install solar cells to produce our own renewable energy. With all these measures, our hope is to improve the building's energy efficiency class from the current D to A.

New air handling units expected to save 1 million kWh per year

For more than a decade, Skandia Fastigheter has been working with AirSon, a company that offers turnkey contracts and consulting services in energy and installation technology. An energy audit showed that the older air handling units, with low efficiency and limited heat recovery, were responsible for high energy use. The new units are expected to reduce energy use by

around 1 million kWh per year, and the investment is expected to pay for itself within 6 years.

Integrated reversible heat pump – ThermoCooler HP

The new units are equipped with integrated reversible heat pumps, which, together with rotary heat exchangers, recover up to 90% of the heat in the premises. In summer, the same unit provides efficient cooling, which means a comfortable indoor climate all year round. The air handling units are controlled via 'main-parallel control', where one main unit handles central control functions for the other units.

Viktor Kauranen, Energy Advisor at AirSon who has been involved in the project since the start, emphasises the importance of a good indoor climate in the shopping centre.

“All the old air handling units are now being replaced with new ones with integrated reversible heat pumps. Being able to cool the property in the summer is crucial for the comfort of both visitors and employees,” says Kauranen.

The property and the energy efficiency improvement project total

- Property area: 26,400 m²
- Operating time, ventilation: approx. 4,000 h/year
- Energy use, old air handling units*: 1,500,000 kWh/year
- Energy use, new air handling units*: 500,000 kWh/year
- Total energy savings: 1,000,000 kWh/year
- Energy saving/m²: 40 kWh/m²/year
- Unit replacement time: approx. 1 week per unit
- ROI period: 6 years

**The air handling unit's energy use for electricity and district heating.*



Always something suitable with the widest range on the market

With a wide range of flexible product lines, IV Produkt can meet most needs. The company has delivered thousands of air handling units to schools, workplaces, hospitals, arenas and homes across Europe.

IV Produkt offers a comprehensive range of air handling units with airflows ranging from 0.10 m³/s (360 m³/h) to over 20 m³/s (72,000 m³/h). The units can be equipped with various types of heat recovery units, integrated cooling units or integrated reversible heat pumps – complete with control equipment. The units in the Home Concept series are specifically designed for the renovation and new construction of apartment buildings, with air flow capacities up to 6.50 m³/s (23,400 m³/h).

Great flexibility

The flexibility extends from compact, space-efficient top-connected units to larger, modular units with air flows above 20 m³/s (72,000 m³/h). Several fan and motor combinations are available for each unit size, allowing optimisation of efficiency and reduced electricity consumption – focusing on the lowest possible SFP_v value. Various models of high-efficiency heat recovery units with a dry temperature efficiency of over 80% are available for the air handling units.

Integrated reversible heat pump and integrated cooling unit

It is possible to choose the ThermoCooler HP integrated reversible heat pump or the integrated EcoCooler cooling unit for the air handling units. These solutions do not require outdoor installations, and the division of responsibilities is simplified as the entire reversible heat pump installation is handled by a single supplier. With

ThermoCooler HP, both cooling and heating are integrated into the air handling unit. In many cases, neither an electrical air heater nor shunt groups are needed.

Integrated control equipment

The entire Envistar range has integrated control equipment with software developed by IV Produkt. Through the IV Produkt Cloud service, you can monitor and control your facilities from anywhere. You can easily access alarms, adjust settings and monitor energy use.

Some of this year's new products

New products include updates to the product selection program IV Produkt Designer. In addition, a new room unit is being launched with a touchscreen where you can easily set the temperature, start and stop units via the timer and see alarms.

Easy Access facilitates site transport

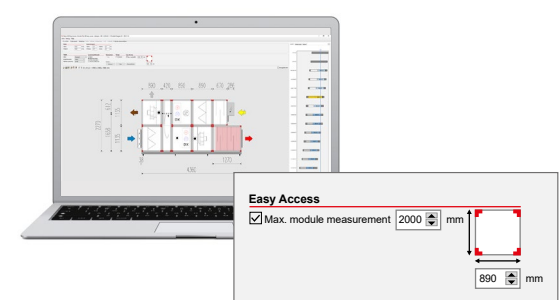
When IV Produkt develops air handling units, a lot of effort is invested to make it easy to transport the units into the property. Through long experience, the company has developed several smart solutions that make it possible to get the units in place in the plant room without damaging the building. The Easy Access concept simplifies the transportation of air handling units.

Compact modular dimensions and smart connections

Easy Access simplifies the work of installers and fitters. Compact modular dimensions and smart electrical connections make both transportation and assembly of the air handling unit easier – saving both time and money.

Time and cost savings

The aim of Easy Access is to transport the largest units possible through a standard door with a width of 90 cm. It is now possible to transport units with air flows of around 4.5 m³/s (16,200 m³/h) through such an opening. This corresponds to pre-assembled air handling units that are 2.2 metres in width, 2.5 metres in height and 6 metres in length. Easy Access enables significant savings, installation is faster, and there is often no need to make holes or other modifications in the building.



In IV Produkt Designer, the user can specify the required maximum module dimensions for the project's unit. The program then automatically divides the unit into smaller modules, which are adapted to the specified dimensions, where possible.

Greatly increased renovation rate in Europe

The energy saving potential of Europe's building stock is huge. Approximately 40% of Europe's total energy use goes to existing buildings. The EU estimates that the renovation rate will double thanks to green investment initiatives. Easy Access has been developed to reduce costs and simplify renovations and transportation of this type.



Service & Support – we're here to help!

Choosing IV Produkt as your supplier should be an easy and safe choice. Knowledgeable staff in the control system support department and service department answer calls and emails Monday to Friday, 08:00 to 16:30 CET, to provide the best possible service and support.

The service department consists of 12 employees, and Patrik Johansson, Service Manager Europe, emphasises the importance of providing a good service.

“We are here five days a week to provide our customers with help and support. Using the air handling unit's order number, we can resolve

most issues by phone or email. If that's not enough, we go out and troubleshoot. We also visit sites for commissioning, site assembling and warranty cases,” says Johansson.

Lauma Balina, Principal Engineer at Max Fordham, has been working with IV Produkt since 2020. He says that he has always gotten very quick responses to any enquiries he has had and that he has never felt the need to chase for a response.

– Every time I've approached IV Produkt for some standard and not-so-standard enquiries, the service and support has been excellent. I've always felt well supported and that the company has been pro-active in working together to find the right solutions for the projects we've worked on together.

John Scott, Senior Project Engineer at EMS Ltd, says that the engagement with IV Produkt started with an enquiry in September 2022 and that they have been in regular contact since. He describes IV Produkt's service and support like this:

“We receive an excellent level of attention and are provided with comprehensive technical data to assist with the proposals we put forward to our clients. We predominantly liaise direct with James, our Sales Manager, via email to ensure accurate exchange of information, however, this is usually followed-up with a telephone call. We always receive a response within a timeframe that exceeds our expectations and ensures that we pass on this level of service to our clients,” Scott concludes.



Welcome to contact us!

IV Produkt Ltd
Sweden House, 4th Floor
5 Upper Montagu Street
London W1H 2AG
GREAT BRITAIN
www.ivprodukt.com

Service/support UK:
+44 (0)79 514 585 22



Scan the QR code for
contact details for sales
representatives in the UK

Headquarters IV Produkt AB
Box 3103
350 43 Växjö
SWEDEN
www.ivprodukt.se

Service/support Europe:
+46 (0)470 75 89 99
service@ivprodukt.se



Scan the QR code
and choose country
for contact details

