



S. Agata Feltria, Italy, November 2007
Stockdorf, Germany, November 2007

New strategic alliance between Indel B and Webasto

Munich/Sant' Agata Feltria – Webasto, Indel B and Thermoprodukter today announced to be in final discussions of an acquisition deal. Webasto intends to take over the Thermoprodukter's 50 per cent shares of Indel Marine in order to become the new partner to Indel B in this joint venture. A letter of intent has already been signed.

Webasto, based near Munich, is a leading German manufacturer for high quality climate solutions for vessels of all kinds. Indel B is the renowned refrigeration division of the Berloni group, based in Pesaro, Italy. In 2000 Indel B partnered with Thermoprodukter, the Swedish marine refrigeration specialist. In cooperation they founded Indel Marine, offering customers marine dedicated water heaters and refrigeration products.

Over the past years, Indel Marine experienced a successful development thanks to the close partnership between Indel B's manufacturing expertise and Thermoprodukter's marine knowledge.

Both new partners, Indel B and Webasto, aim to further develop Indel Marine through the multiple foreseen benefits of this new collaboration; such as an extended distribution network, the access to wider product portfolio under the renowned brands BlueHeat, BlueCool, Isotherm and Isotemp to both Webasto and Indel Marine dealers, the opportunity to expand the scope of the integrated Webasto BlueComfort climate solutions as well as additional technical resources and synergies for future developments.

Brief profile of Indel Marine:

Indel Marine was created year 2000, between Italian Indel "B" and Swedish Thermoprodukter, to supply the marine market with first class products in field of reperation and water heaters etc. aboard. Under well known brand name Isotherm by Indel Marine the products are now represented all over the world. Indel Marine is focused as specialist in all kind of marine refrigerators and water heaters for smallest to biggest boats, for single custom made design to biggest contract deliveries.

Indel Marine is located and has its production in own facilities in small village S. Agata Feltria 120 km south Bologna. The daughter company Indel Marine USA, is located in Ft Lauderdale, Florida. www.indelmarine.com

Contact:**Bengt Stenvinkel****President, Indel Marine.****E-mail: bengt@indelmarine.com****Brief profile of Webasto Marine Division:**

Webasto delivers complete and integrated solutions to enhance marine comfort on board of different kinds of medium to large vessels. The traditional automotive supplier with more than 100 years of experience develops and produces heating, cooling, ventilation as well as roof systems for motorboats and sailing yachts.

Brief profile of Webasto AG

An automotive components supplier with an international stance.

22 production sites in 11 countries. Headquarters in Stockdorf near Munich.

Business figures: Turnover approx. 1.6 bn €, global workforce approx. 6,200. www.webasto-marine.com

Contact:**Anna Mueller****Marketing Manager, Marine Division****E-mail: anmueller@webasto.de****Brief profile of Indel B:**

Indel B, Italy was founded 40 years ago and is a world leading company manufacturing DC 12/24 Volt refrigerators and Minibars. Since 1988 Indel B belongs to the BERLONI Group which incorporates companies manufacturing home and office furniture, refrigeration components, spa and farms. The Indel B headquarter is located in Sant' Agata Feltria in the province of Pesaro on a covered area of approx. 12000 m². Actually the production is mainly organized in two different factory: Indel B Italy and Indel B China. Indel B production process is ISO 9001/2000 , ISO 14001 and ISO/TS 16949 certified. Inside the Berloni Group Indel B is the leading company taking care all the Berloni cold unit. To this unit division belongs others companies: Condor B, Indel Concept, the Joint Venture Indel B China and the now actual Joint Venture Indel Marine, with its daughter company Indel Marine USA. www.indelb.it

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