

Smart Modernization with a Guaranteed Energy Efficiency

ebm-papst Introduces New Business Model with Energy-Saving Insurance

Mulfingen, April 22, 2026

With its intelligent retrofit solution NEXAIRA.Fit, ebm-papst offers a solution to the challenges of building climate control. The system provider for intelligent, digitally networked fan technology now offers its customers a binding assurance of the effectiveness of its solution - with an energy efficiency guarantee insured by Great Lakes Insurance SE, a wholly owned subsidiary of the reinsurer Munich Re.

The growing demands for efficient, safe, and energy-optimized building operations present significant challenges for building operators. Regulatory requirements and efficiency standards—particularly those set forth in the Energy Efficiency Act (EnEfG)—are making the modernization of outdated systems increasingly necessary. At the same time, uncertainties regarding the actual energy savings that can be achieved make it difficult to make informed investment decisions. The complexity of modern, data-driven technologies often leads to limited access to financing and slows down the modernization process, at the expense of building operators and the climate.

Insured by Great Lakes Insurance SE, a wholly owned subsidiary of the reinsurer Munich Re, ebm-papst now provides an effective solution to this dilemma—offering its intelligent modernization solution NEXAIRA.Fit together with an energy efficiency guarantee for its customers.

Greater efficiency, lower costs

With NEXAIRA.Fit, ebm-papst takes energy efficiency to a new level. The solution enables customers to modernize ventilation systems in buildings and industrial facilities, thereby achieving measurable energy savings, lower operating costs, and improved sustainability.

With the intelligent retrofit using NEXAIRA.Fit, outdated fans are replaced with new, highly efficient models and connected to the NEXAIRA digital ecosystem. The hardware upgrade alone can save up to 50% in energy and significantly increase operational efficiency. By connecting the new fans to the digital world, NEXAIRA.Fit unlocks powerful digital features - such as 360° monitoring with information on operating status, energy consumption, and energy savings. Thanks to smart setup and maintenance, as well as improved operation, the software solution enables energy savings of up to 70% - far more than would be possible with a simple hardware replacement.

Planning certainty through guaranteed savings

To ensure that these figures are not just forecasts but guaranteed performance commitments, ebm-papst now offers an energy efficiency guarantee for NEXAIRA.Fit. “A key distinguishing feature of NEXAIRA.Fit is the energy efficiency results guaranteed by ebm-papst.

By combining proven technology with a data-driven energy efficiency guarantee, customers benefit from greater planning certainty regarding

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performance and investment,” explains Stefan Bastian, Managing Director of ebm-papst neo, the ebm-papst subsidiary focused on data-driven system optimization.

In combination with the new energy efficiency guarantee, NEXAIRA.Fit reduces uncertainty in the optimization of building climate control systems, which are considered the largest energy cost factor in buildings. While savings from AI-based control, regulation, and retrofit measures are often difficult to predict, the guarantee secures the projected energy savings by covering performance deviations and protecting the return on investment. This makes projects more attractive to financiers, facilitates access to capital, and accelerates investment decisions. At the same time, building owners can implement more profound, data-driven optimizations, reduce risks, and sustainably lower both their energy costs and their CO₂ emissions.

Sustainable Transformation with Proven Results

ebm-papst's energy efficiency guarantee is based on real-time operational data and advanced analytics and is insured by Great Lakes Insurance SE, a wholly owned subsidiary of the reinsurer Munich Re. This provides financial protection for the guarantee model; however, the insurer does not provide any direct benefits to the end customer. This creates a solid foundation for scalable, performance-based energy efficiency investments. Through this new business model, ebm-papst facilitates both the modernization of existing facilities and the implementation of new projects by providing reliable commitments regarding the effectiveness of investments in energy-saving construction measures - thereby actively contributing to improving the carbon footprint of buildings. “With the energy efficiency guarantee for our intelligent retrofit solution NEXAIRA.Fit, we are making a profitable contribution to climate protection and positively influencing key issues such as energy availability and CO₂ reduction. In doing so, we at ebm-papst are demonstrating that we are aware of our responsibility as a leading manufacturer and system provider of building climate technology and are actively embracing it,” said Bastian.

Award-winning and proven energy efficiency

Numerous projects utilizing NEXAIRA.Fit demonstrate that smart modernization delivers real efficiency gains.

Full-service provider Daume has modernized the Rathaus-Center Pankow in Berlin with new high-performance fans from ebm-papst and digital optimization using NEXAIRA.Fit to enhance sustainability. The modernized building climate control systems, featuring IoT-based control and cloud connectivity, now provide real-time insights into air quality, energy consumption, and CO₂ savings via a central dashboard—with energy savings of 46% and a reduction in operating costs of approximately €76,000.

At the world's largest industrial trade fair in Hanover, Deutsche Messe AG modernized a ventilation system with highly efficient EC fans, gateways, and NEXAIRA.Fit, transforming it from maintenance-intensive, energy-hungry AC fans into a transparent, monitored, and dynamically controllable system. These measures are expected to yield annual cost savings of around €20,000, with energy savings of approximately 30%. The projected return on investment is about two years.

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For these and other achievements, the NEXAIRA digital ecosystem has already been honored with the Baden-Württemberg Environmental Technology Award, the Schwarzer Löwe Business Award, the ACREX Award of Excellence 2026, and the MCE Excellence Award 2026 at the Mostra Convegno Expocomfort. Additionally, NEXAIRA was a finalist for the German Sustainability Award and the German Innovation Award.

Captions (Source: ebm-papst):

Image 1: With the intelligent modernisation solution NEXAIRA.Fit, ebm-papst offers a solution to the challenges of building climate control technology. The system provider for intelligent, digitally networked fan technology now offers its customers a binding assurance of the solution's effectiveness - with an energy efficiency guarantee insured by Great Lakes Insurance SE, a wholly owned subsidiary of the reinsurer Munich Re.

Image 2: With NEXAIRA.Fit as part of the digital ecosystem NEXAIRA, ebm-papst takes energy efficiency to a new level. The solution enables customers to modernize ventilation systems in buildings and industrial facilities, thereby achieving measurable energy savings, lower operating costs, and improved sustainability.

Image 3: The energy efficiency guarantee is based on real-time operational data and advanced analytics. It makes projects more attractive to financiers, facilitates access to capital, and accelerates investment decisions. At the same time, building owners can implement more profound, data-driven optimizations, reduce risks, and sustainably lower both their energy costs and their CO₂ emissions.

Figure 4: Officially presented ebm-papst's new business model at the 2026 Hannover Messe: Chris Schröder (Senior Partner Manager Industrial IoT at Munich Re), Klaus Geißdörfer (CEO of the ebm-papst Group), and Stefan Bastian (Managing Director of ebm-papst neo) (from left to right).

About NEXAIRA

NEXAIRA is ebm-papst's AI-powered digital ecosystem for optimizing ventilation and cooling systems in buildings, industrial facilities, and data centers. The platform analyzes operational data in real time, visualizes potential savings, and adaptively controls entire systems and cooling circuits via digital twins. NEXAIRA is in use worldwide and helps operators significantly reduce energy consumption, costs, and CO₂ emissions - during ongoing operations.

About ebm-papst neo

ebm-papst neo is the digital innovation unit of the ebm-papst Group and develops sustainable, data-driven solutions for fans and their use in complex systems. Since 2017, the team at the Technology Center in Dortmund has been working on new business models and services that improve the efficiency, transparency, and longevity of applications.

Based on data from fans and systems, intelligent solutions are created for the analysis, visualization, and optimization of building climate control

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systems. These enable customers to better control their applications, increase energy efficiency, and support the reduction of CO₂ emissions.

With its digital services, ebm-papst neo helps make the operation of buildings and facilities more sustainable, economical, and future-proof.

ebm-papst Group

The ebm-papst Group, a family-run company headquartered in Mulfingen, Germany, is the world's leading manufacturer of fans and motors. Since it was founded in 1963, the technological leader has set international industry standards with its core competencies in motor technology, electronics, digitalization, and aerodynamics.

ebm-papst offers sustainable, intelligent, and tailor-made solutions for virtually every requirement in ventilation and heating technology. ebm-papst sets the benchmark in almost all sectors, such as ventilation, air conditioning and refrigeration technology, heating technology, information technology, mechanical engineering and medical technology.

In the 2024/25 financial year, the Group generated a turnover of EUR 2.1 billion. It employs just nearly 13,500 people at 30 production sites including in Germany, China, and the US, as well as around 50 sales offices worldwide.



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