

Welcome to our World

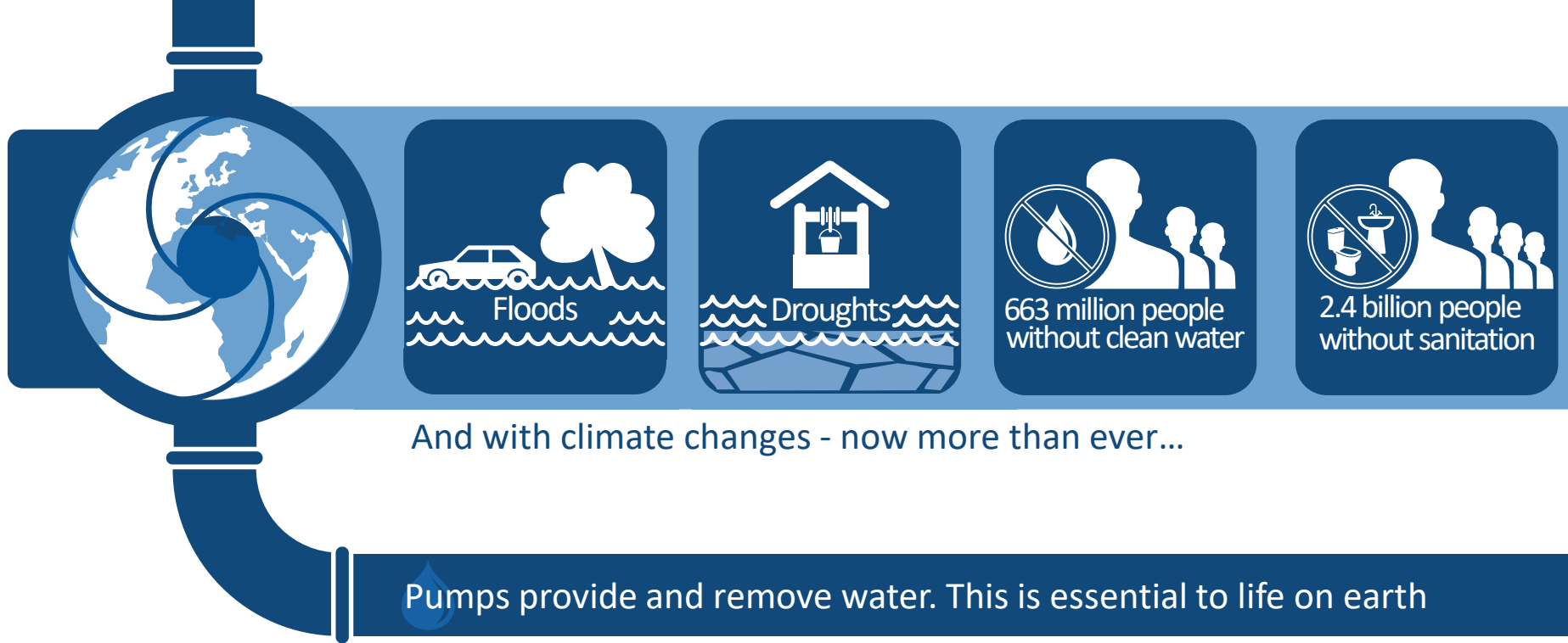




PUMPS IN PERSPECTIVE

Grundfos is
a World Leader







**SUSTAINABLE
DEVELOPMENT** **GOALS**
17 GOALS TO TRANSFORM OUR WORLD

6 CLEAN WATER
AND SANITATION



Clean water and sanitation is stated by the UN as
Sustainable Development Goal # 6

Examples



Grundfos Demand Driven Distribution 
Reduces water loss with up to 30% in cities



Grundfos Lifelink 
Provides sustainable water in developing countries



Grundfos ALPHA3 system 
Saves up to 20% on energy bill in private homes

Grundfos offers a wide range of solutions to provide clean water and sanitation



The infographic features a large blue pump on the left with a circular impeller. A thick blue pipe extends from the pump and splits into three horizontal branches. Each branch contains a circular icon representing a different application: a submersible pump, a solar-driven pump, and a circulation pump. To the right of each icon is a colored horizontal bar with white text describing the impact. The top bar is blue with a water drop icon, the middle is yellow with a sun icon, and the bottom is red with a flame icon.

Impact



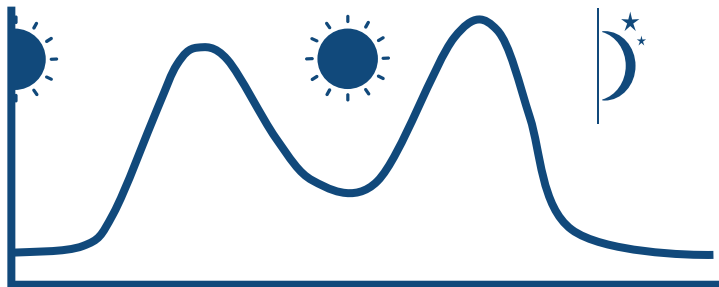
500 million people get clean groundwater
from Grundfos submersible pumps



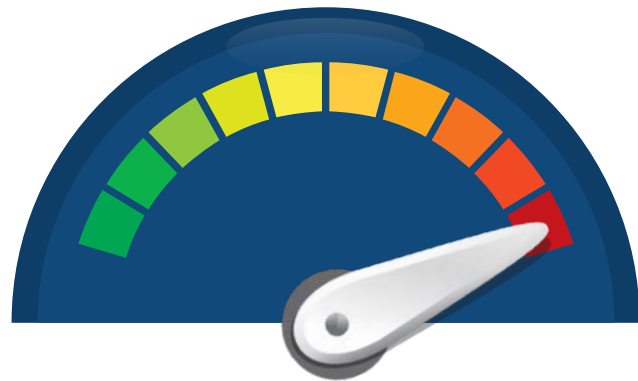
200,000 solar-driven Grundfos pumps provide
water - especially in developing countries



400 million people get heating
from Grundfos circulation pumps



THE FLOW DEMAND VARIES



- YET MOST PUMPS RUN FULL SPEED 24/7

We invented auto adaptable pumps and motors

- that can potentially save 5% of global electricity

9 out of 10 pumps are running full speed

- Even when there is no need

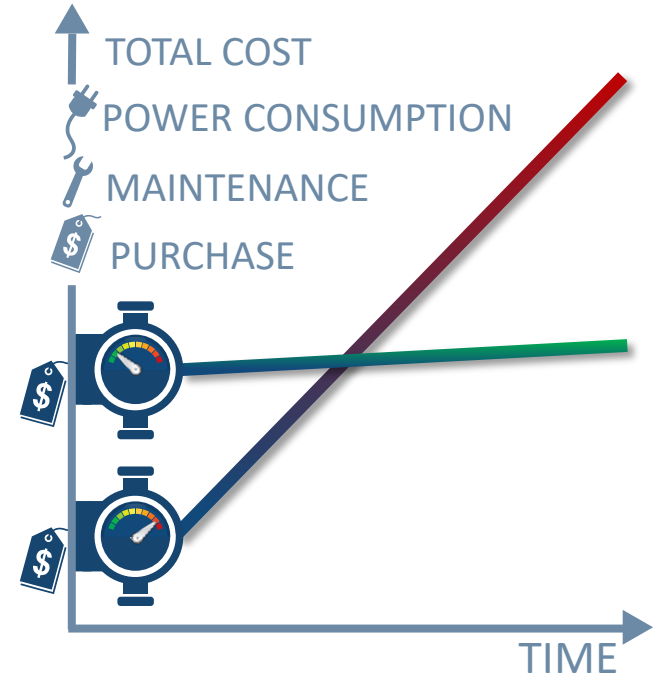
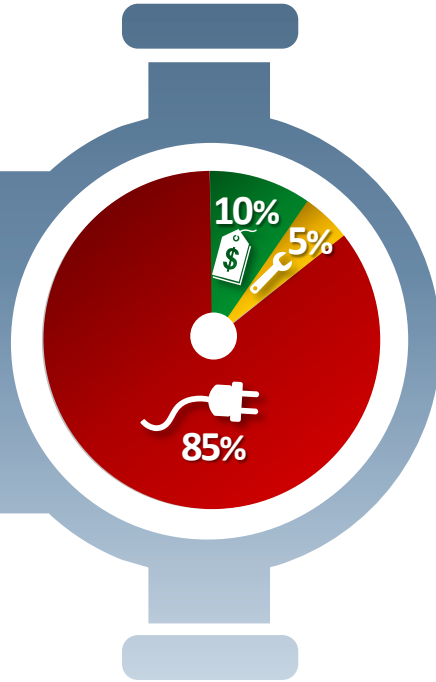
First challenge

TOTAL COST

REGULATION

AWARENESS

Long term investment



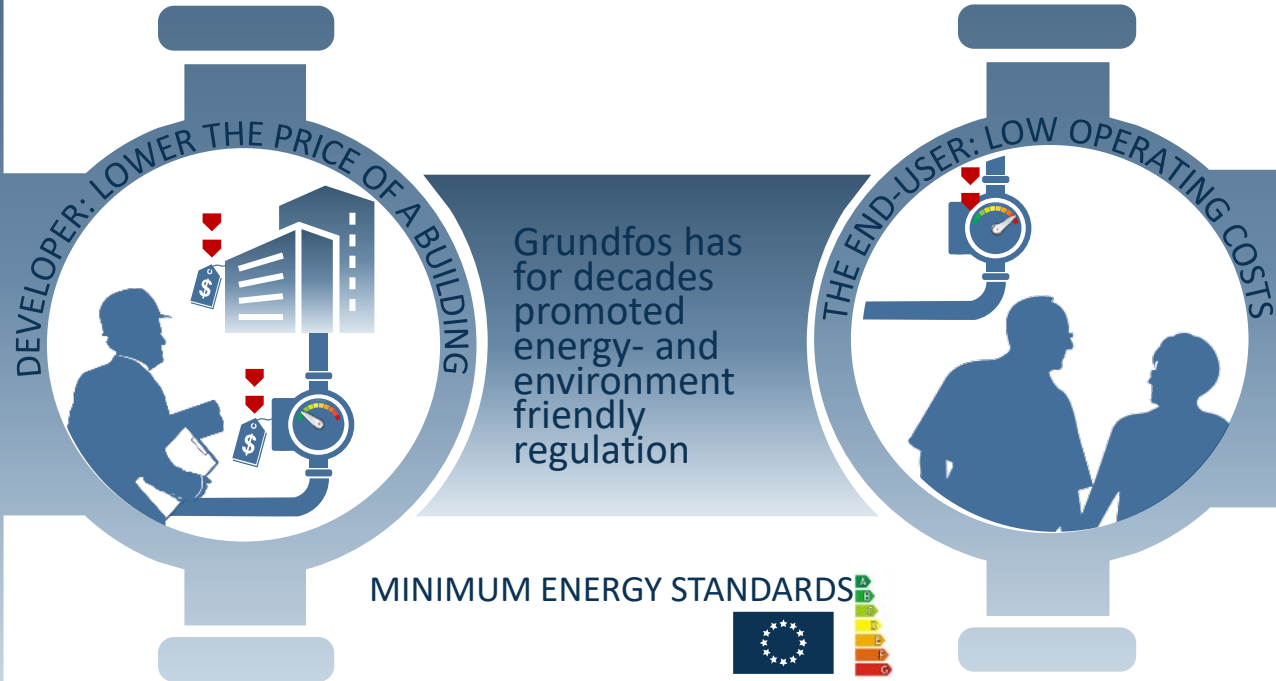
Second challenge

TOTAL COST

REGULATION

AWARENESS

Long term energy savings require regulation



Third challenge

TOTAL COST

REGULATION

AWARENESS

Water is on top of the agenda

- We engage in global issues

CEO MADS NIPPER



WE PARTICIPATE



THE
HUFFINGTON
POST



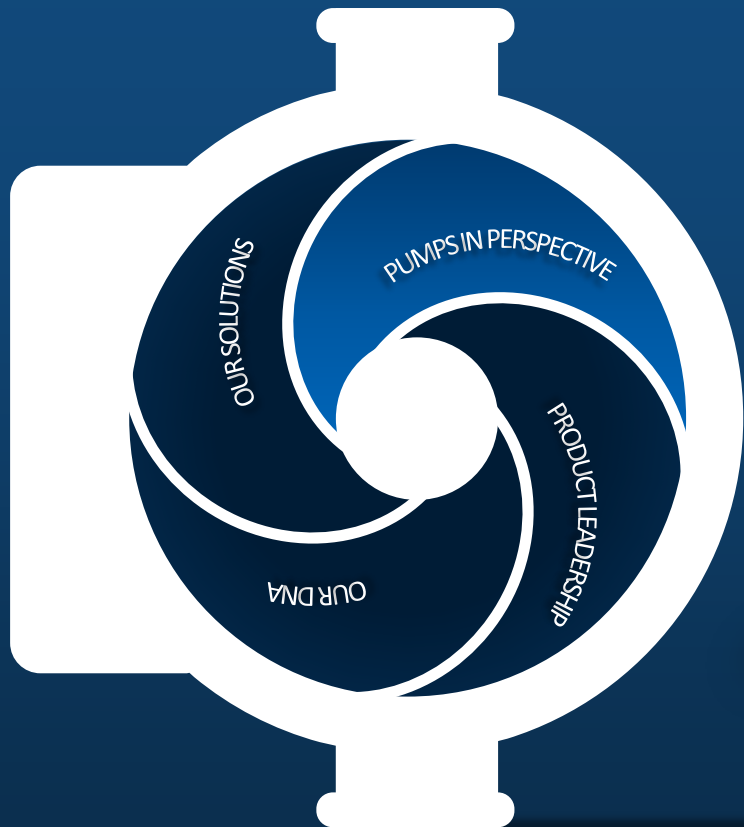
Mads Nipper

CEO and Group President of Grundfos

WE BLOG

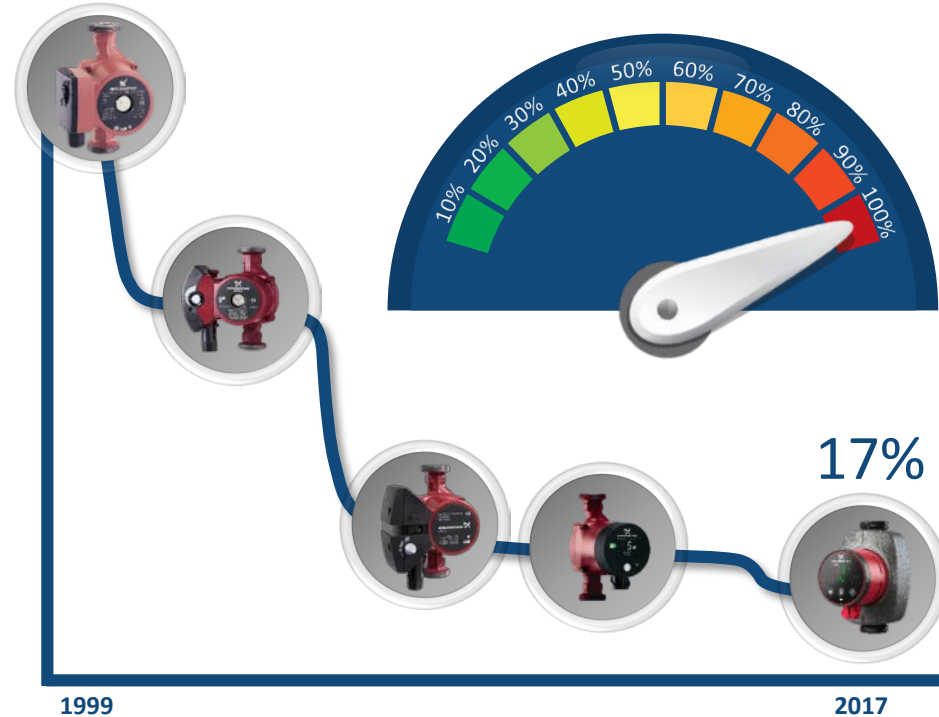


WE ACT!



We are proud to have reduced energy consumption
by 83 percentage points in 17 years

100%



But



Future projection:
only marginal gains are realistic



Grundfos iSOLUTIONS deliver higher efficiency and system control through digitalization



Grundfos iSOLUTIONS
System approach

Our pumps are packed with intelligence

- the present wave 4 is a giant leap forward



WAVE 1
1945-1960



+ MOTOR

WAVE 2
1960-1990



+ MOTOR
+ ELECTRONICS

WAVE 3
1990-2006



+ MOTOR
+ ELECTRONICS
+ CONNECTIVITY
+ VALUE ADDED SERVICES
+ SOFTWARE PRODUCTS
+ NEW BUSINESS MODELS
+ NEW SALES CHANNELS

WAVE 4
2006-FUTURE

The Poul Due Jensen Foundation



INDEPENDENT



SUSTAINABLE



RELENTLESSLY
AMBITIOUS



PARTNERSHIP



FOCUSED
ON PEOPLE



OPEN AND
TRUSTWORTHY



The Poul Due Jensen Foundation is the major owner of Grundfos. The ownership ensures that Grundfos stays independent, financially strong and relentlessly ambitious, with a strong focus on business, innovation and social responsibility.



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Financially independent

Profit is not an end goal but an enabler of pioneering technologies that improve quality of life for people and care for the planet

5% of our revenue must be spent on research and developing technologies



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Urban water sustainability
25% of London's water is wasted
by leakage in water distribution systems
Demand Driven Distribution is a solution





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LIFELINK solutions

With UN Climate Award winning technology
we strengthen reliability and sustainability
of water supply in developing countries





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Our sustainable commitment

#1

Our ambition is crystal clear:
All new products must be
world class energy efficient



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Partnership: Danish Refugee Council

Danish Refugee Council is providing Grundfos knowledge about water shortage in African countries.

Based on the knowledge, Grundfos is both donating and doing business with local communities to make sustainable water solutions



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Partnership: Heat from the sea

We share our expertise and our hardware is put to use, when Faroese homes are sustainably warmed up with heat from the Gulf Stream.



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Grundfos sheltered workshops

3% It is our aim to welcome at least 3% of our employees worldwide with special needs or handicaps



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Inclusive workforce

Diversity is the key to true innovation
We have reached our goal of having 40%
internationals in key group positions by 2017



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ON PEOPLE



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TRUSTWORTHY



Open and trustworthy

We do what we say, and we say what we do

Group Management



Mads Nipper
CEO &
Group President



Poul Due Jensen
Sales, Marketing
& Service



Ernst Lutz
Business Development



Stéphane Simonetta
Operations



Henrik Christiansen
Human Resources

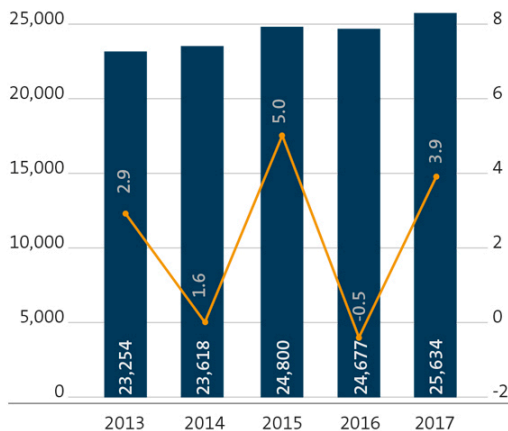


Mikael Geday
Finance, IT
& Legal Affairs

19,200 employees work each day:

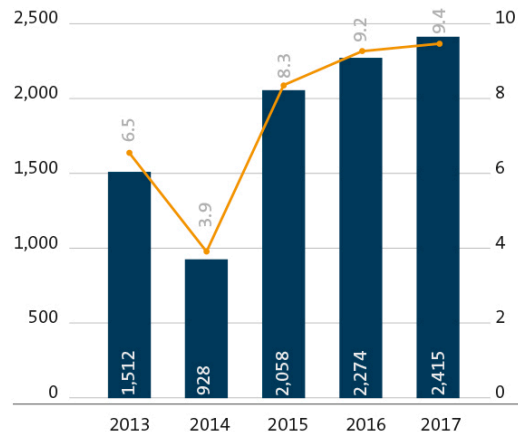
NET TURNOVER

■ DKKm ■ Annual growth rate, %



PROFIT BEFORE TAX

■ DKKm ■ % of annual net turnover





BUILDINGS



WATER



INDUSTRY



SERVICE

OUR SOLUTIONS



Family homes



Commercial Buildings



HVAC OEM



District Energy



BUILDINGS



WATER



INDUSTRY



SERVICE

OUR SOLUTIONS



Water Utility



Water Treatment Solutions



Developing World Solutions



Irrigation and Agriculture



BUILDINGS



WATER

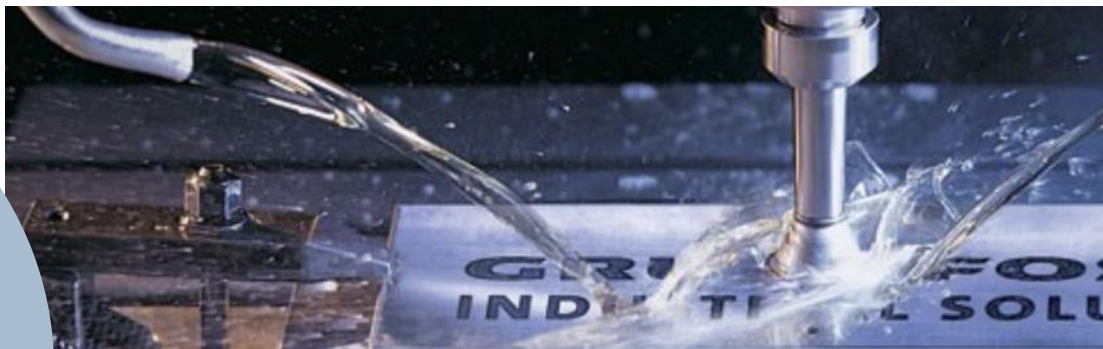


INDUSTRY



SERVICE

OUR SOLUTIONS



Industrial Processes



Industrial Utilities



System Builders and OEMs



BUILDINGS



WATER

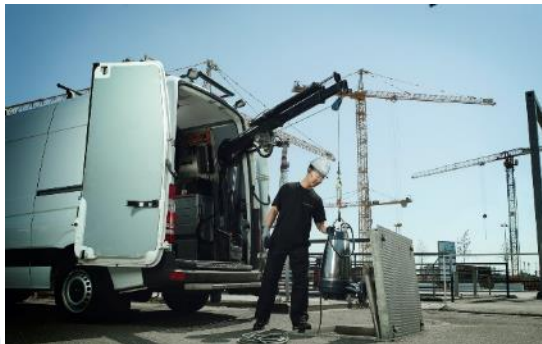


INDUSTRY



SERVICE

OUR SOLUTIONS



Spare Parts



Service Offerings



Service Centres



Circle of Trust

Our Purpose

Grundfos is a global leader in advanced pump solutions and a trendsetter in water technology. We contribute to global sustainability by pioneering technologies that improve quality of life for people and care for the planet.



THANK YOU