



WELCOME TO OUR WORLD

#1

Pump manufacturer in the world

73

Years old (founded in 1945)

83

Local companies across the world

>16

Million units produced every year

19

Thousand employees worldwide



26

Turnover (billion DKK) in 2017



(1)

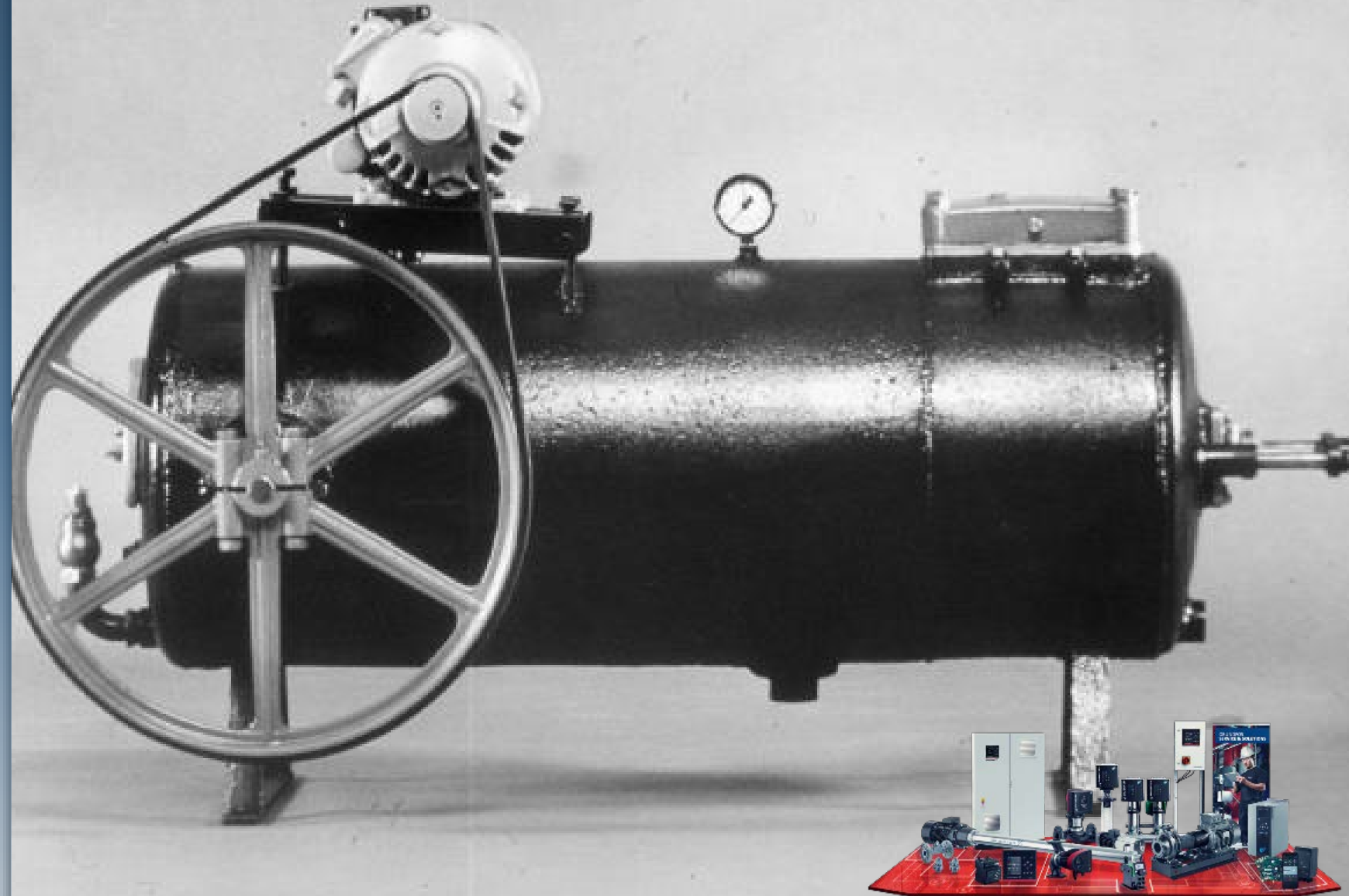
Owner

“You must believe you are something, and no matter who you are, you have skills that you and we can make use of together”.



... passion – quality – extremely high ambitions...

"A company's commitment to the community goes beyond what is determined by the laws and tax payment."



Group Management

19,200 employees work each day:



Mads Nipper
CEO &
Group President



Poul Due Jensen
Sales, Marketing
& Service



Ernst Lutz
Business Development



Stéphane Simonetta
Operations

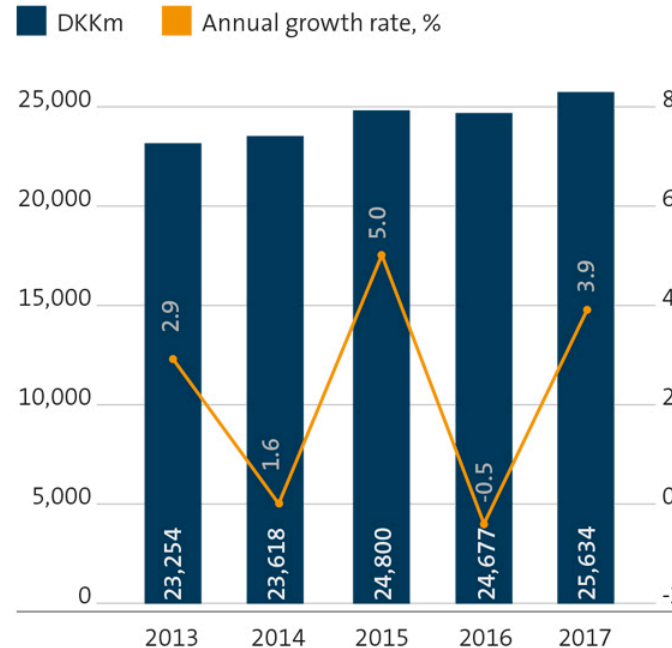


Henrik Christiansen
Human Resources

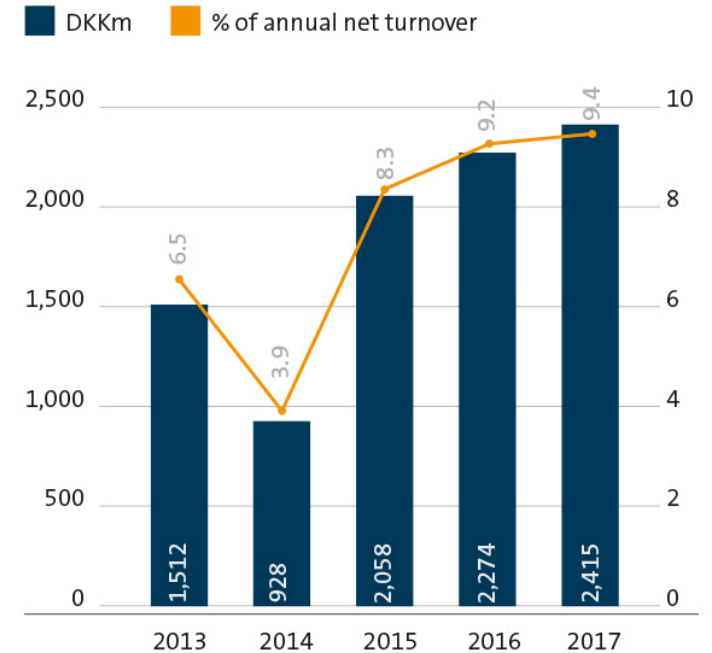


Mikael Geday
Finance, IT
& Legal Affairs

NET TURNOVER



PROFIT BEFORE TAX



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.



+



Grundfos sustainability and the four focus areas for the strategy period are embedded into the overall strategy



Compliance



Doing well by doing good

800 million people get clean groundwater

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

400 million people get heating from Grundfos
circulation pumps

6 CLEAN WATER
AND SANITATION



13 CLIMATE
ACTION



Introduction to Water Utility

We abstract, treat and distribute water to homes, agriculture and industries, followed by transport and treatment of the wastewater before reused or discharged

Grundfos is a full-line supplier of equipment and solutions to Water Utilities. Our design criteria focus on optimizing pump solutions to provide lowest lifecycle costs, maximum reliability and resource efficiency – and our expertise is part of any delivery.

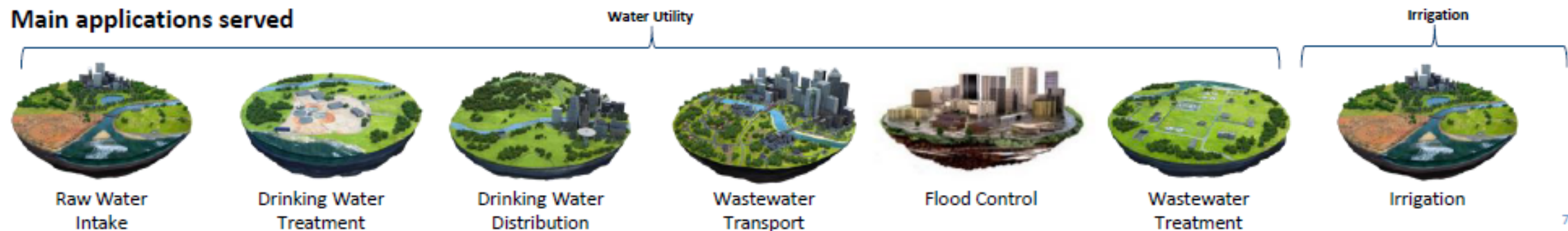
Grundfos is at the forefront in promoting and facilitating energy efficiency and sustainable technologies, ensuring that Water Utility facilities meet future challenges and regulations, without compromising the superior performance of our solutions.

Water Utility: Jobs to be done



As a full-line supplier Grundfos strives to offer highly efficient pump solutions for irrigation to corporate farmers, equipment manufacturers, designers and distributors, who look for intelligent, energy, and water efficient solutions and worry-free processes.

Main applications served



OPTIMISED WATER SOLUTIONS

Grundfos Water Utility is a full-range supplier of intelligent pumps and systems for all water supply and wastewater applications

- Maximum reliability and resource efficiency
- Tried and tested technology
- Years of expertise



RAW WATER **INTAKE**

- The first, important step in any water supply system
- Cost effective, reliable, optimised pumping solutions
- Many years of experience make us a highly qualified partner

Raw water intake



- Solutions for financially and environmentally sustainable raw water intake
- Highest possible energy efficiency guaranteed
- Full-line supplier
- Unsurpassed groundwater experience

WATER DISTRIBUTION

- Optimised pressure management
- Reduce water loss (non-revenue water)
- Cut distribution costs
- Reliable, efficient solutions

Water distribution



Pump optimisation and pressure control solutions for water distribution systems

- Increase pump and system efficiency
- Reduce water leakage loss
- Ensure correct water pressure at the consumer
- High reliability and intelligent surveillance
- Leakage management

WASTEWATER TRANSPORT

Collection and transport of wastewater

- Dependable, energy efficient solutions for your pumping stations and networks
- Risk minimisation built into the system
- Efficient and dependable products

Wastewater Transport

Dependable, energy efficient solutions



- Full range of modular pumping stations
- Pump pit, pumps and controls are flexible for each individual application
- S-tube technology means you never have to compromise between free passage and efficiency



FLOOD CONTROL

- Grundfos delivers a large range of dedicated products for optimal flood control pumping
- Reliable, energy efficient solutions with low maintenance costs
- Effective stormwater tank design based on CFD flow simulation

Flood control solutions



- We offer a complete range of products optimised for high total efficiency and low maintenance costs
- Design and flow simulations means we can minimise the pumping station footprint, ensure safe pump operation and reduce the total cost of the pumping station.
- Computational Fluid Dynamics (CFD) flow simulation and model testing are used to optimise tank design

Products and competences



AXIAL FLOW PROPELLER PUMP – KPL

- Axial flow propeller pump
- Designed specifically for flood control challenges
- The **Turbulence Optimiser™** (patent pending) reduces turbulence and increases efficiency by up to two percentage points
- Consultancy on every aspect of a flood control solution
- Download our handbooks for design and optimisation of stormwater tanks and flood control pumping stations
- Unique pump gate solution available for challenging locations

CASE:

Keep large flows moving

Project: Wastewater Treatment Plant in Budapest

Challenge:

- Reconstruct and increase the capacity of the biggest pumping station in Budapest's central wastewater treatment plant
- Create a stormwater line ensuring that all wastewater passes through treatment processes in
- Protect the River Danube in heavy rain or surface flooding events

Solution:

A pumping station was constructed with a separate stormwater line. The solution included 10 vertically-installed submersible axial-flow stormwater pumps able to pump 3018 litres per second at 9.6 meters head

Result:

A unique solution using very large pumps and designed specifically for this challenge.



**Spare parts:**

We supply original spare parts for our pumps and for selected areas we have recommended spare parts, which are parts that we know from experience are likely to need replacement after the first 2 and 5 years of operation

Service centres

With Grundfos Service facilities in more than 50 countries throughout the world, supplemented by more than 400 Grundfos Authorised Service Partners, we provide one of the industry's most closely-knit service networks.

Service offerings:

Our sales and service teams will be there when you need us with professional services and solutions to keep your system running. Service from repair, regular maintenance visits to advanced energy optimisation.

Circle of trust:

Grundfos Service & Solutions cover your service needs in the entire lifecycle – from selection and installation to operation and replacement.

**Spare Parts****Service Offerings****Service Centres****Circle of Trust**