



CORPORATE PRESENTATION

Name / Title / Location / Audience

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GRUNDFOS 

PROFILE

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GRUNDFOS 

GRUNDFOS 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.



WHEN

- Grundfos was founded in 1945 by Poul Due Jensen
- We have an annual production of more than 16 million pump units
- In 2013 Grundfos' turnover was 3,118 billion euro
- Grundfos has more 19,000 employees in 56 countries

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GRUNDFOS

GRUNDFOS IN BRIEF

Grundfos primarily manufactures:

- Circulator pumps
- Water booster pumps/systems
- Submersible pumps
- Industrial pumps
- Dosing pumps
- The world's largest manufacturer of pumps and pump systems
- Production and sale of electronic motors
- Development, production and sale of electronics for the control of pumps and pump systems



THE GRUNDFOS VALUES



FOCUSED
ON PEOPLE



INDEPENDENT



OPEN AND
TRUSTWORTHY



PARTNERSHIP



RELENTLESSLY
AMBITIOUS



SUSTAINABLE

be think innovate tells a story



“The world is full of problems that can be solved in a better way – If you think about it”

“I believe that we all want to deliver the world to the next generation in a better state than we inherited it.”



be think innovate

Being responsible, innovating new solutions and ways of working and always thinking ahead – these three aspects of our company have defined the story of Grundfos from the very beginning and will continue to do so into the future.

be think innovate expresses what makes us different

Society level



We add value by:

Decouple growth from CO2 emissions
Reducing energy consumption
Making clean water available

be think innovate
is our promise to
contribute to global
sustainability

Business level

We add value by:

- Reducing costs
- Improving reliability
- Improving efficiency
- Prolonging system lifetime

be think innovate
is our promise to add
value to our customers
and partners

Individual level

We add value by:

- Maximising reliable operation
- Ensuring straightforward use
- Minimising the use of time
- Providing useful tools

be think innovate
is our promise to
ensure reliable
operations



TECHNOLOGY

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TECHNOLOGY

- ISOLUTIONS
- WATER TREATMENT
- MASS PRODUCTION
- FUTURE TECHNOLOGY



MARKETS

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MARKETS



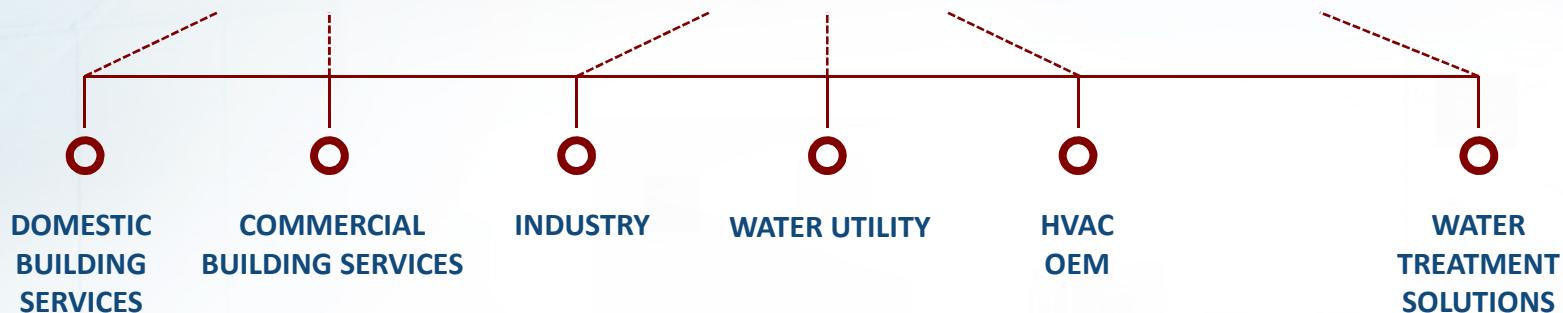
BUILDINGS



INDUSTRY



WATER



Commercial Building Services (CBS)

Installations in and around large buildings:

- Air-conditioning
- Hot water recirculation
- Heating
- Wastewater
- Pressure boosting
- Fire protection
- District energy



Commercial Building Services (CBS)

Typical products:

- Circulator pumps – MAGNA3
- End-suction pumps – NB(E)/NK(E)
- In-line pumps – TP(E)
- Fire-fighting systems
- Booster systems – Hydro MPC
- Wastewater lifting stations – Multilift
- Wastewater pump – “AUTO_{ADAPT}”
- Prefabricated wastewater pit – PUST



Domestic Building Services (DBS)

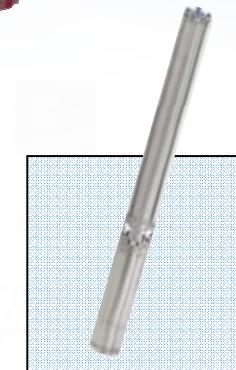
Installations in and around one family or two-family homes / residential buildings:

- Heating systems
- Hot water recirculation
- Pressure boosting
- Water supply
- Drainage
- Lifting stations



Domestic Building Services (DBS)

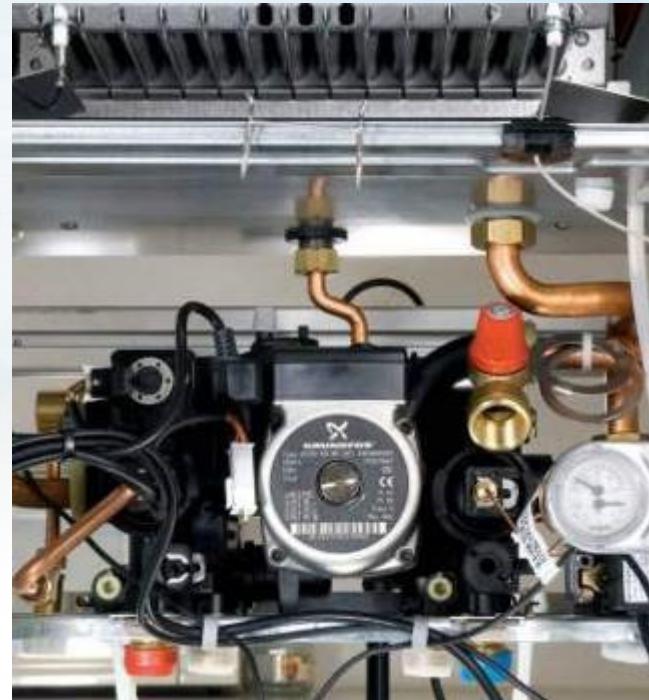
- Small circulator pumps (ALPHA2)
- Recirculation pumps (Comfort w/AUTO_{ADAPT})
- Small lifting stations (Sololift2)
- Small submersible pumps (SQE)
- Drainage pumps (Unilift CC)
- Small, compact household waterworks (MQ)
- Domestic booster (CMB w/PM2)



HVAC OEM

**Supplier to manufacturers of heating,
ventilation and cooling systems,
including integrated pumps, hydraulic
components or complete hydraulic
systems:**

- Gas/oil boilers
- Solar heating systems
- Heat pumps
- Sanitary hot water systems
- Micro CHPs



HVAC OEM

Typical products:

- Customised projects and standard
- products within:
- Hydraulic systems:
Hydroblock & IWC (Integrated Water Circuit)
- Energy-saving pumps
- Solar pumps
- Diverter valves
- Sensors



Water Treatment

Installations in connection with:

- Pumps and solutions for water treatment in:
 - Surface water (e.g. desalination)
 - Drinking water
 - Process water
(recreational water, power plants, food & beverage, pure and ultrapure water, oil & gas)
 - Wastewater reuse



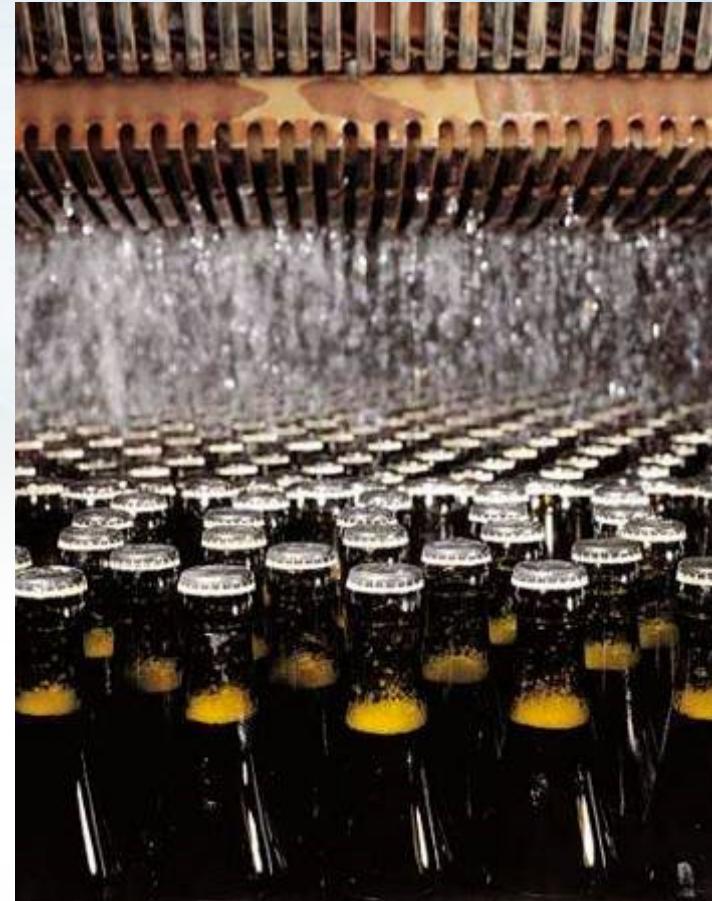
Water Treatment

- Disinfection (Selcoperm, Oxiperm, Vaccuperm)
- Desalination, pressure boosting (BME, BMET)
- Wastewater (SEV/SE1)
- Dosing (SMART, DDI, DMX, DMH, DME, DMS)
- End-suction pumps (NB/NK/NKG/CM)
- In-line multistage pumps (CR)
- Measurement & control (DIA, DIS, DIT)



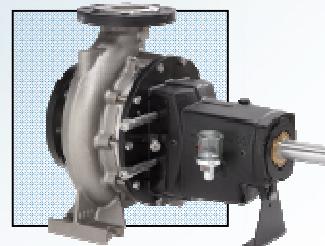
Process industry

- Full-line supplier to following markets:
 - Food & beverage
 - Pharmaceuticals
 - Biofuel
- Processes:
 - Hygienic
 - Dosing & disinfection
- Service systems:
 - Water treatment
 - Boilers
 - Cooling
 - Wastewater
 - Fire-fighting
 - Dosing & disinfection



Process industry

- Digital dosing & systems (DME/DMS)
- Disinfection (Selcoperm, Oxiperm, Vaccuperm)
- End-suction pumps (NB/NK/NKG)
- In-line multistage pumps (CR)
- Wastewater (SEV)



General industry

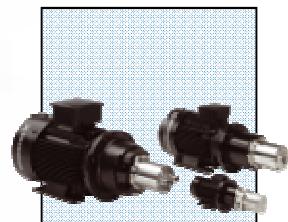
Installations in connection with:

- Pumps and solutions for industrial end-users:
 - Marine
 - Metal
 - Electronics
 - Plastic and rubber
 - Machinery and equipment
- Supplier to industrial system builders:
 - Cooling and temperature control
 - Cleaning and washing equipment
 - Industrial boiler
 - Other system builders



General industry

- In-line pumps (CR, TP)
- End-suction pumps (NB/NK, CM)
- Container pumps (MT)
- High-pressure systems (CRN, BM/BME)
- Dosing pumps & systems (DME, DMX)
- Control and monitoring
- Disinfection (Selcoperm, Oxiperm, Vaccuperm)



Machining industry

Installation in connection with machining industry:

- OEM systems:
 - Machine tool machines
 - Tank and filtration systems
 - Metal part washers & degreasing
 - Cooling equipment
 - Paint systems
- End-users:
 - Automotive
 - Machining and metal forming
 - Medical tooling



Machining industry

- Immersible pumps (MTR, MTH, MTS, SPK)
- End-suction pumps (NB, MTB, NK)
- In-line pumps (CR, CRN)
- Horizontal multistage pumps (CM)



Water- and Waste Water Utility

Application areas:

- Water intake
- Water treatment
- Water disinfection
- Water distribution
- Wastewater collection
- Wastewater pumping stations
- Wastewater treatment

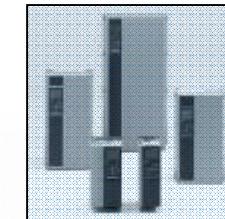
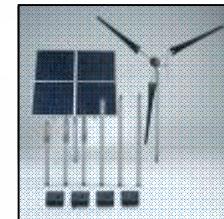
- Agriculture
- Flood control
- Modern irrigation
- Mining



Water- and Waste Water Utility

Water intake

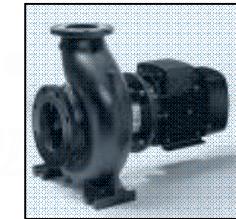
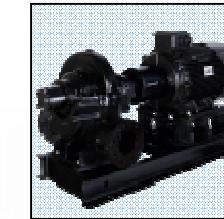
- Submersible pumps (SP, SQ, SQE, ST)
- Seawater submersibles (SPR)
- Renewable energy systems (SQFlex)
- Electronic motor protection (MP 204)
- Frequency converter (CUE)
- Surface water intake equipment
- Grundfos remote management



Water- and Waste Water Utility

Water treatment/distribution

- Dosing (DME, SMART Digital, Polydos)
- Disinfection (Oxiperm)
- Booster systems (Hydro MPC, Control MPC, BM)
- Mixers, flowmakers (AMD, AMD, AFG)
- Split-case pumps (HS)
- End-suction pumps (NB, NK)



Water- and Waste Water Utility

Wastewater collection / pumping stations / treatment equipment / flood control

- Wastewater products (EF, SL1/SLV, SE1/SEV, SEG, SRP, AFG, AMG/AMD, KPL/KWM, S/SA)
- Drainage products (DP, DWK, DPK, pumping stations, DW)
- Monitoring and controls (LC/LCD controllers, dedicated controls, Grundfos remote management)



Water- and Waste Water Utility

Modern irrigation

Intelligent pumping systems:

- Submersible pumps
- Line shaft turbines
- End-suction Pumps
- Multi-stage Pumps
- Hydro MPC
- Split-case Pumps
- Precision Dosing
- Drives, Controls, Pump Protections



Water- and Waste Water Utility

Mining

- Acid and abrasion-resistant equipment
- SPRM
- CRT
- CRT-booster
- Dosing equipment





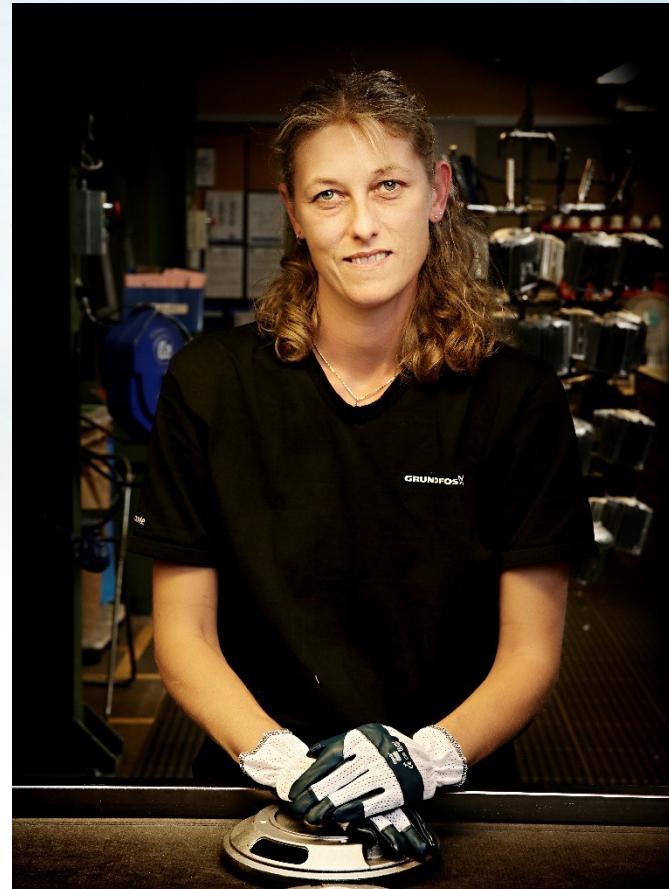
AMBITIONS

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Social commitment

- Grundfos' social commitment is an integrated part of our corporate values
- The first sheltered workshop was established in 1968
- 3 percent of staff in Grundfos' companies are employed on special conditions



Grundfos Environmental Footprint

- We shall not emit more CO₂ than in 2008
- We continuously work to improve our energy efficiency
- We continuously search for renewable energy solutions
- We will reduce our water consumption with 50% before 2025



We operate in an industry that is changing

- Increased focus on energy-efficient products and develop products to help solve water scarcity
- Political pressure on the industry to meet stricter demands
- One of the latest examples is the EuP Directive for electric motors, ensuring tough demands on motor manufacturers in relation to energy efficiency. It will save 5 percent of the total energy consumption in the EU, corresponding to the annual energy consumption of 83m people



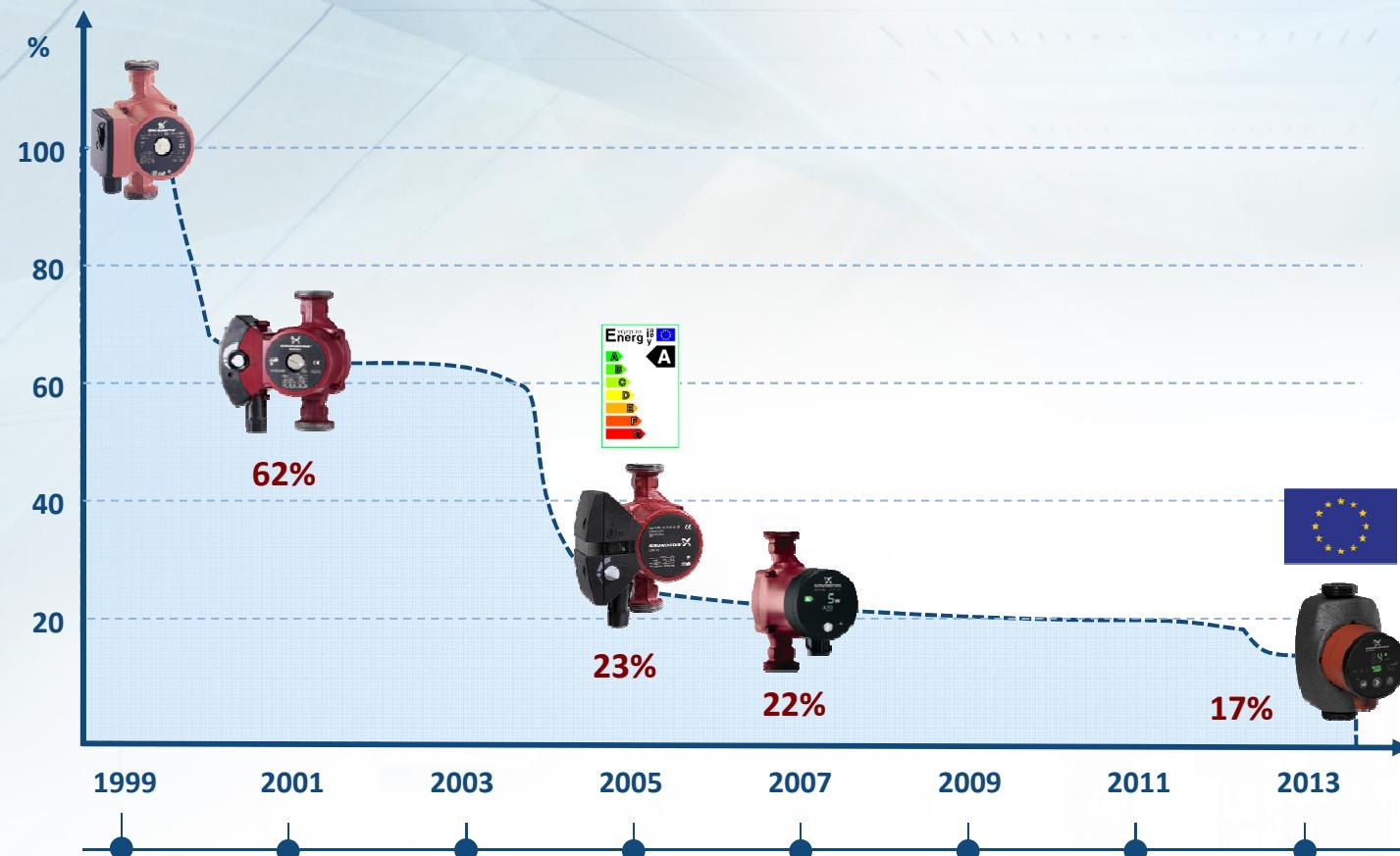
Sound business development and sustainability go hand in hand

- Sustainability is part of Grundfos' business philosophy
- We constantly aim to ensure that our products become more and more energy- efficient and improve our social and environmental impacts
- Investments in energy-optimised pumping systems must be profitable for our customers



ANNUAL REDUCTION OF ENERGY CONSUMPTION

PROVIDED BY SMALL GRUNDFOS CIRCULATORS



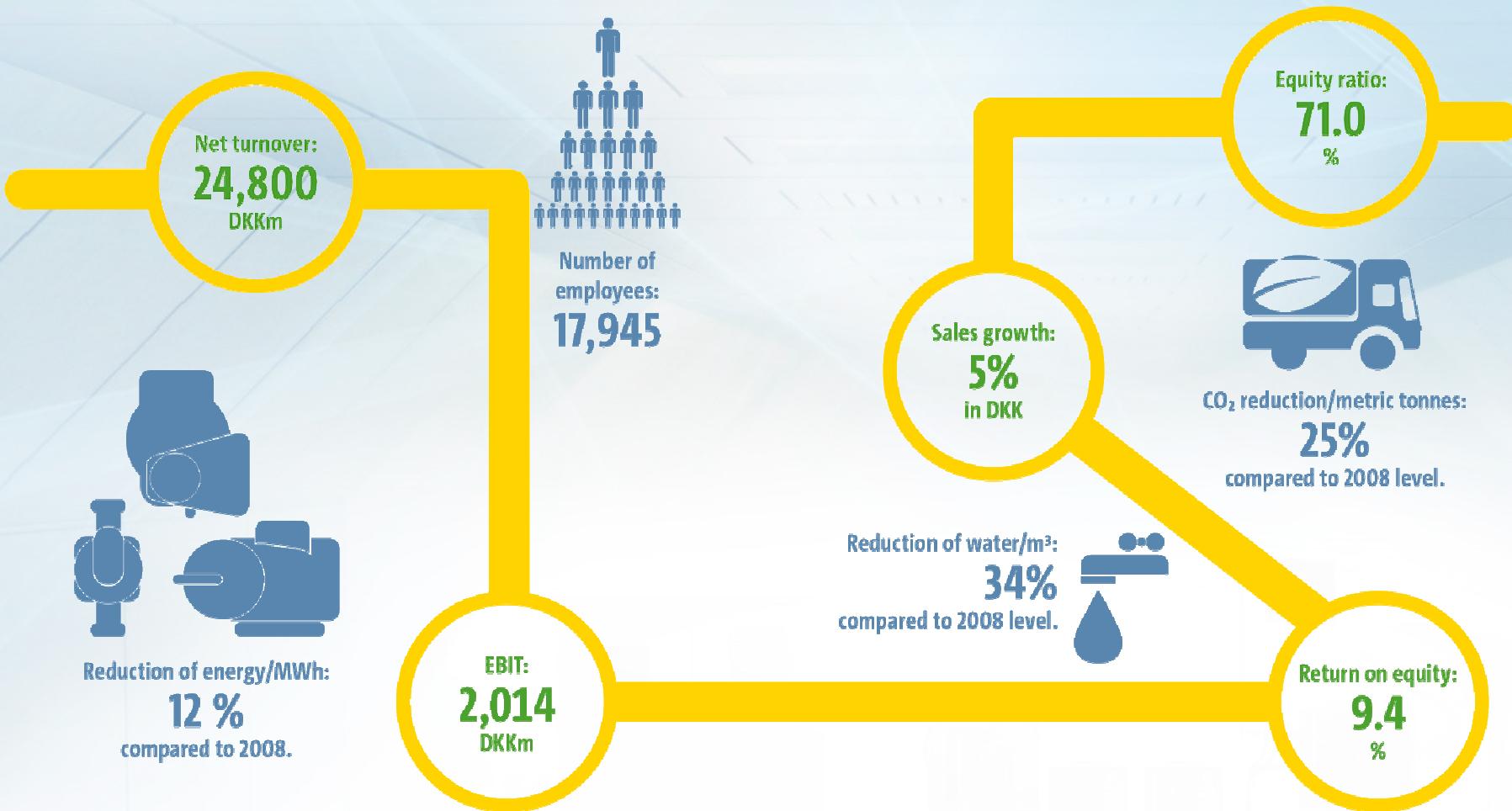


KEY FIGURES

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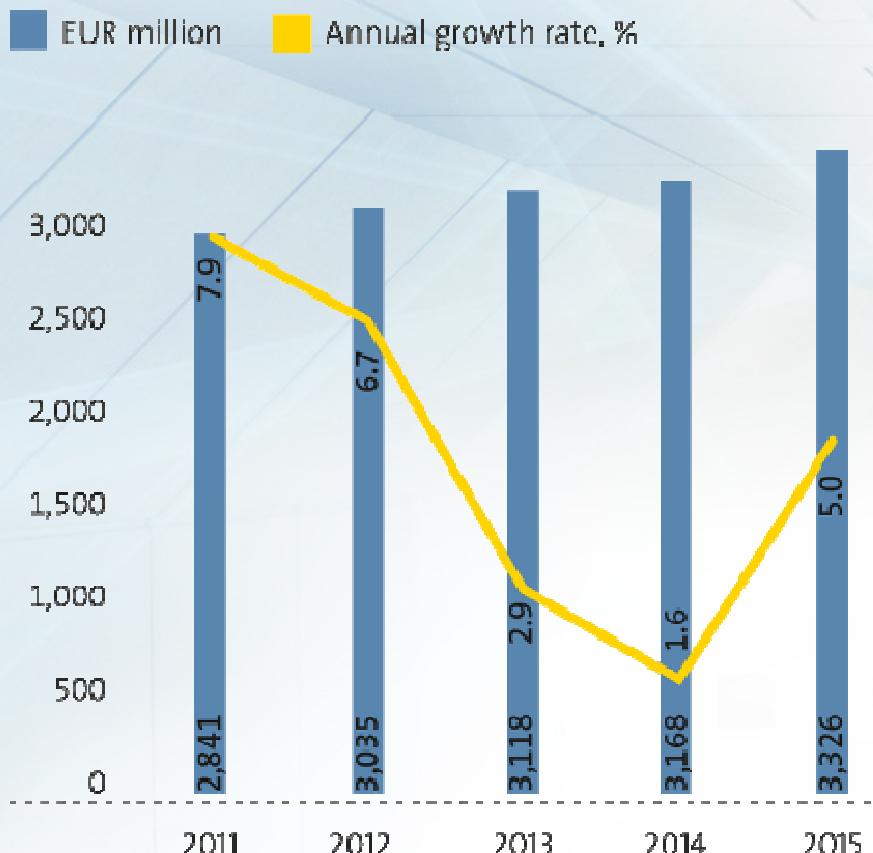
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2015 Highlights

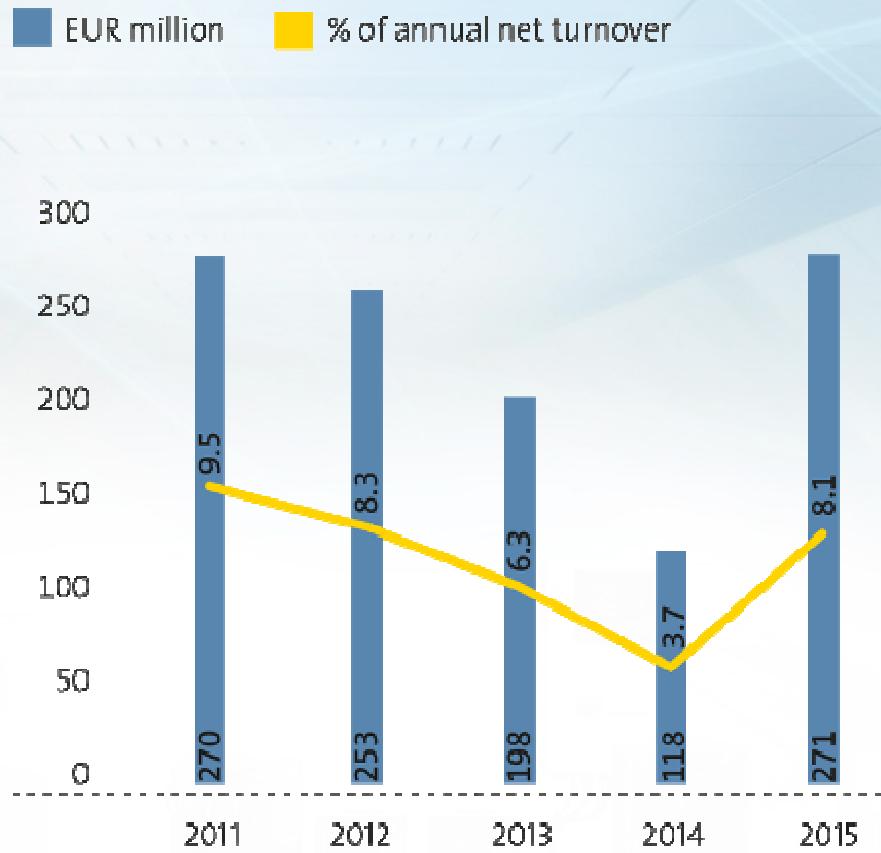


Key figures

NET TURNOVER

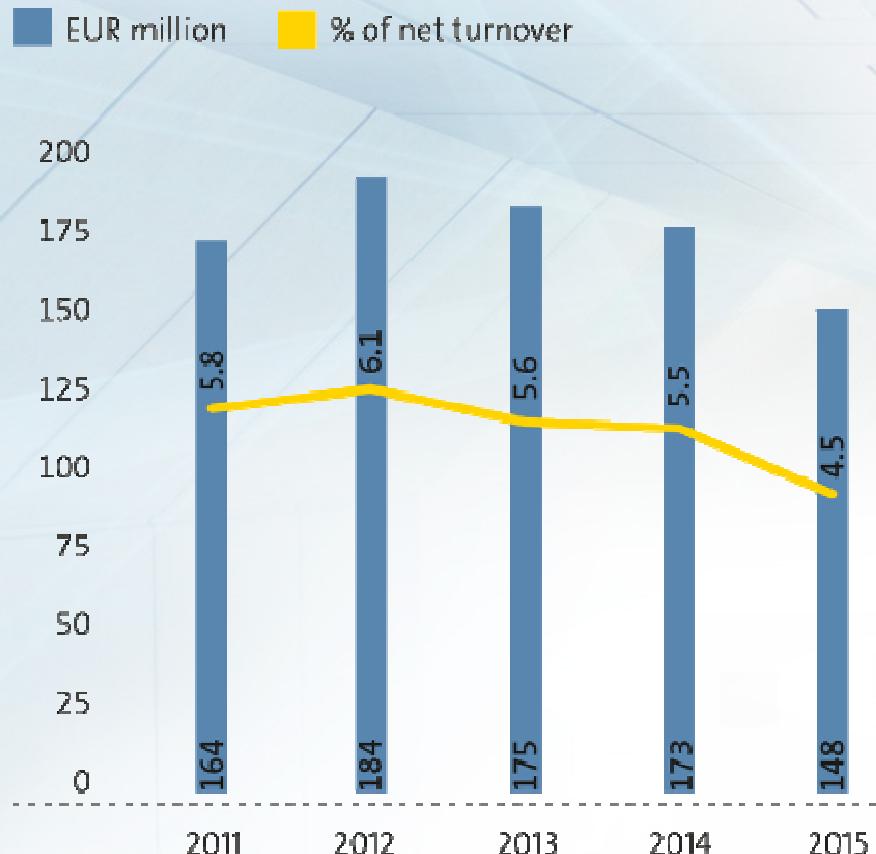


PROFIT BEFORE TAX



Key figures

R&D COSTS



NUMBER OF EMPLOYEES AT YEAR-END



Key figures

EQUITY AND MINORITY INTERESTS

EUR million

Equity ratio



CAPITAL INVESTMENTS, TANGIBLE

EUR million

200

150

100

50

0

2011

2012

2013

2014

2015

200

150

100

50

0

2011

2012

2013

2014

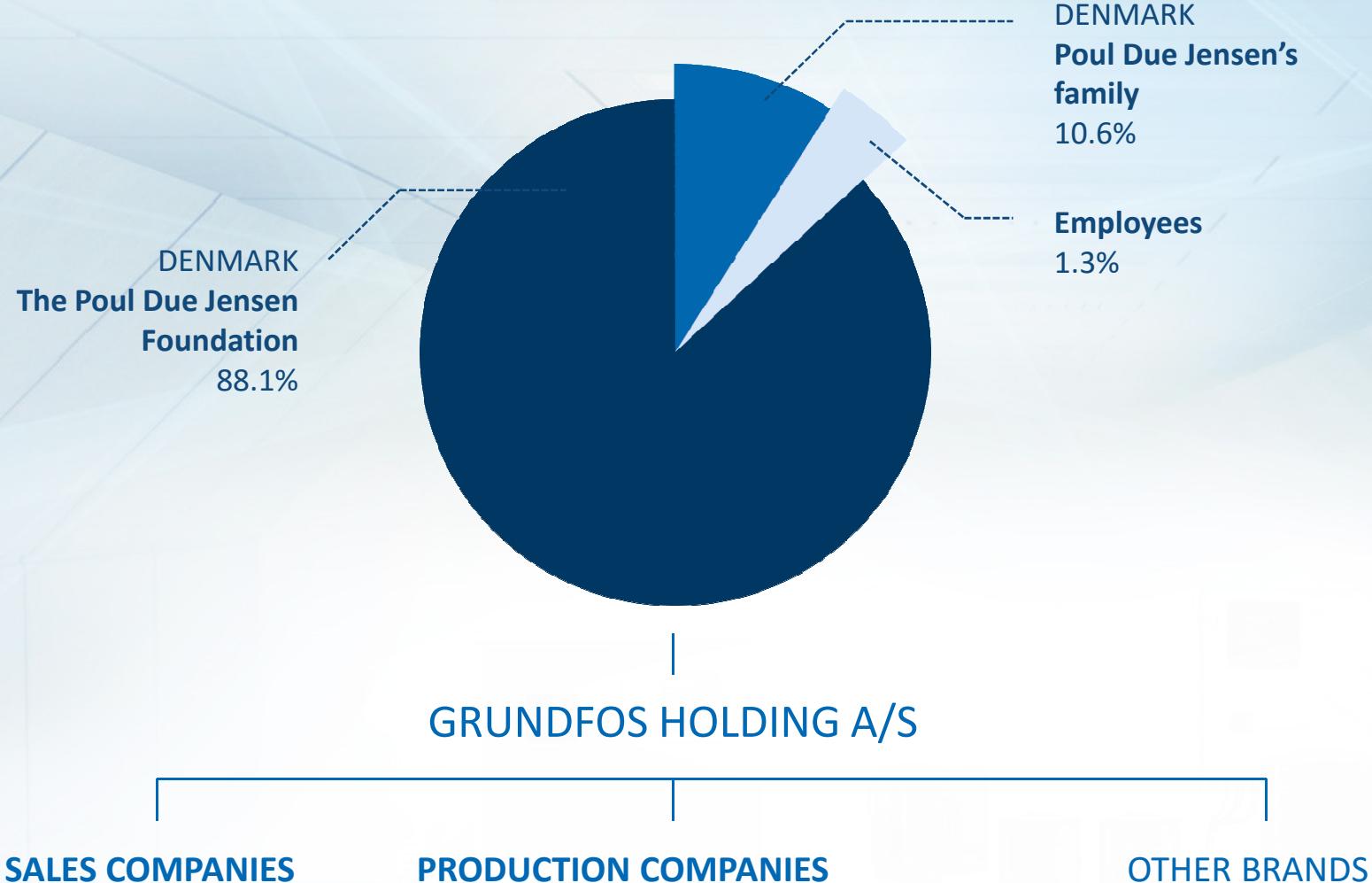
2015

ORGANISATION

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GRUNDFOS 

OWNERSHIP



GROUP MANAGEMENT



Kim Nøhr Skibsted
Communications,
Public Affairs &
Engagement

Ernst Lutz
Business
Development

Poul Due Jensen
Sales, Marketing &
Service

Mads Nipper
CEO &
Group President

Stéphane Simonetta
Operations

Mikael Geday
Finance, IS &
Legal Affairs

Henrik Christiansen
Human Resources

QUESTIONS

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