


A modern, multi-story office building with a white facade and large glass windows. The building features three prominent balconies with metal railings. To the right, a taller section of the building has a glass curtain wall and is topped with the Grundfos logo. A vertical strip of green ivy runs up the side of the glass section. In the foreground, there is a body of water and some greenery. A red motorcycle is parked near a small covered area on the right. The sky is blue with scattered white clouds.

CORPORATE PRESENTATION

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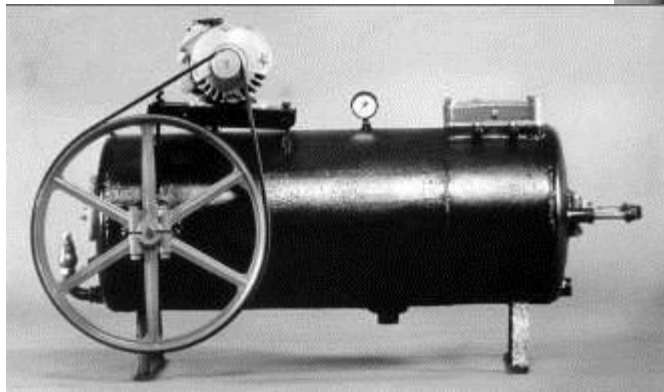
Supply chain



GRUNDFOS IN BRIEF

Grundfos in brief

- Founded in 1945 by Poul Due Jensen
- Annual production of more than 16 million pump units
- Turnover of DKK 23 billion in 2014
- More than 19,000 employees worldwide



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
 - Development, production and sale of New Business products





COMPANY PROFILE

The 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.

The Grundfos Values



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:

Creating growth without side effects

Reducing energy consumption

Making clean water available

Maximising recyclability

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 costumers
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



GRUNDFOS' HISTORY

Historical milestones



Production of
the first
circulator pump

1945

Poul Due Jensen
developes the first
pump

1952



Introduction of
centrifugal pump
technology

1959

The first
subsidiary is
founded abroad

1960

1967

Change of name from
Grundfoss to Grundfos



Creation of the first
flexi-workshop

1968

The Poul Due Jensen
Foundation is
established

1975

Poul Due Jensen
passes away, 65
years old

1977



Historical milestones



1978

Niels Due Jensen becomes the new Group President

1982

Launch of solar-powered SP



Grundfos starts its own electronics development

1985

Opening of the Technology Centre

1990

1996

Grundfos achieves international environmental certification

Launch of SQFlex

2002

The world's first A-labelled circulator pump



2005

Launch of Grundfos LIFELINK

2009

Poul Due Jensen

- Founded the company in 1945
- Inspiring and visionary inventor
- Understood the value of working together
- A major personality in Danish industry
- Died at the age of 65 in 1977



Niels Due Jensen

- Chairman of The Poul Due Jensen Foundation from 2011
- Group Chairman from 2003 to 2011
- Group President 1978 to 2003
- Increased growth during the period:
 - The number of companies and employees multiplied
 - from 7 to 63 companies
 - from 2,800 to 11,700 employees
- In 2001 the turnover reached DKK 10 billion
- Strong dedication to development within electronics
- Focus on innovation initiatives



GRUNDFOS logo



1955



2001



2012

Product milestones



Piston pump

1946



Centrifugal pump

1952



Circulator pump

1959



Stainless submersible pump

1967



In-line multistage centrifugal pump

1971



Wastewater pump

1984

1985

1990

2000

2001

2002

2004



High-pressure system for desalination



Intelligent pumps
(Micro Frequency Converter)



Dosing pump



Low energy multi-speed pump with
AUTOADAPT



SQFlex renewable pump systems



Sanitary products part of Grundfos



SUSTAINABILITY

Social commitment

- Grundfos' social commitment is an integrated part of our corporate values
- The first sheltered workshop was established in 1968
- 2.9 percent of staff in Grundfos' Danish companies are employed on special conditions
- 4.9 percent of staff in Grundfos' Danish companies are immigrants and descendants of people from non-Western countries



CO₂ – Grundfos footprint

- We shall not emit more CO₂ than in 2008
- We aim to be CO₂ neutral



We operate in an industry that is changing

- Increased focus on energy-efficient and environmentally responsible products
- 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 must be based on sound business considerations - by both the manufacturer and the customer
- Part of Grundfos' business philosophy
- We constantly aim to ensure that our products become more and more energy-efficient and sustainable by means of responsible development and production
- Investments in energy-optimised pumping systems must be profitable for our customers



Politicians and the industry must work closely together to set ambitious goals

- We realise that we have to work together to be able to generate solutions necessary to stop climate change
- We engage actively in working for tightened legislation that increases demands for energy efficiency



- We will take a dose of our own medicine and never emit more CO₂ than we did in 2008
- We will invest in innovating new sustainable products and solutions
- We will continue to develop an organisation with a culture of sustainability
- We will influence the global agenda and position Grundfos as a true global player
- We will communicate our progress and provide full transparency



BUSINESS AREAS

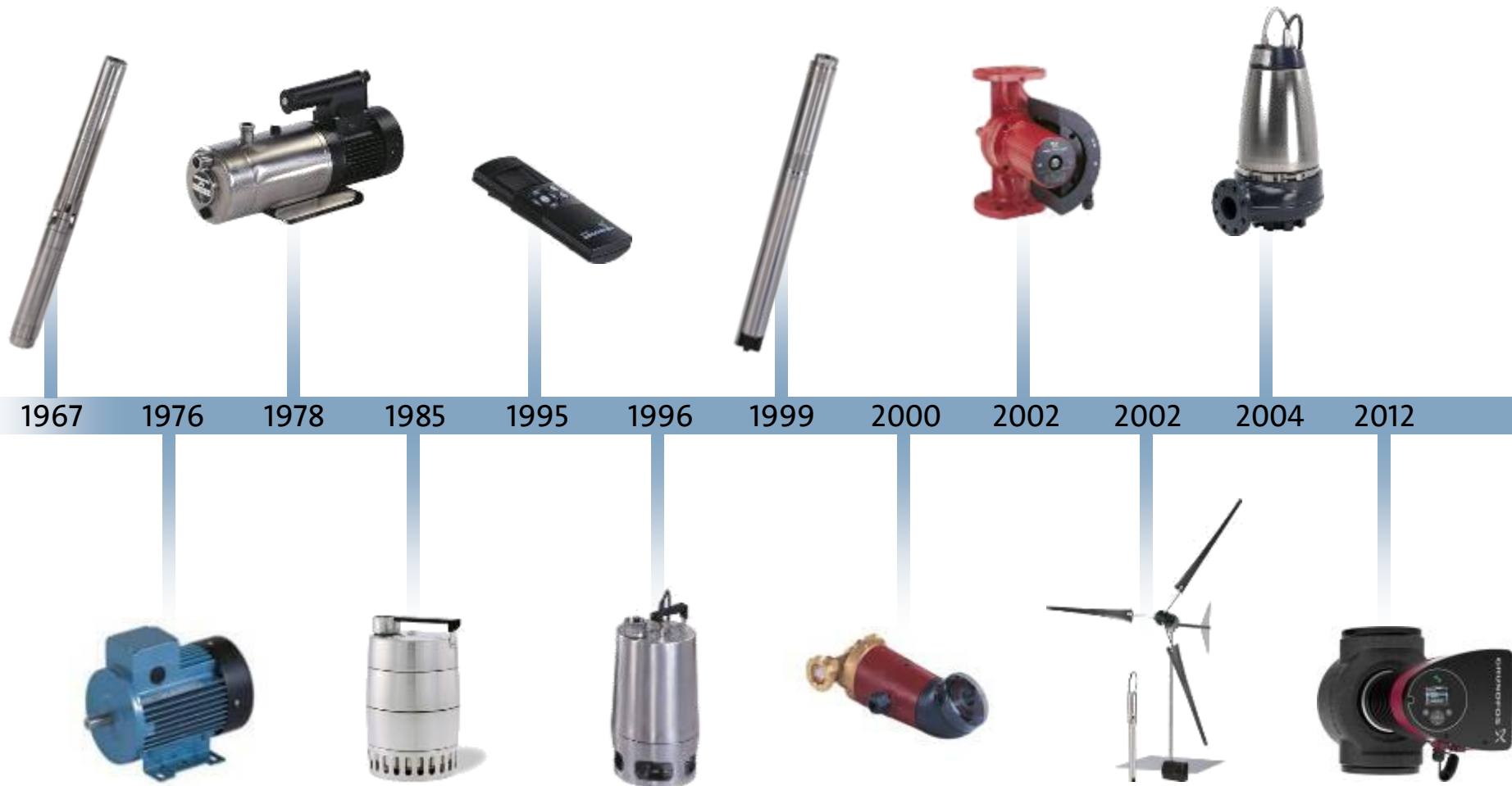
Current product range



New products



Milestones for design awards



Commercial Building Services (CBS)

Including multi-family houses and industrial buildings

Installations in and around large buildings:

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



Commercial Building Services (CBS)

Including multi-family houses and industrial buildings

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 – “AUTOADAPT”
- Prefabricated wastewater pit – PUST



Domestic Building Services (DBS)

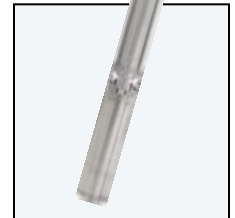
Installations in and around one family or two-family homes / residential buildings:

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



Domestic Building Services (DBS)

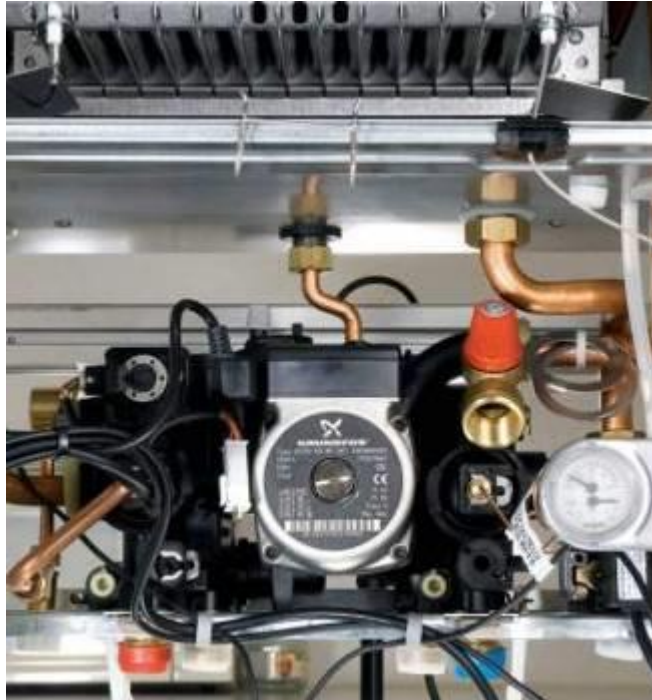
- Small circulator pumps (ALPHA2)
- Recirculation pumps (Comfort w/AUTOADAPT)
- Small lifting stations (Sololift2)
- Small submersible pumps (SQE)
- Drainage pumps (Unilift CC)
- Small, compact household waterworks (MQ)
- Domestic booster (CMB w/PM2)



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

- Sanitary pumps (Euro-Hygia®, Contra, SIPLA, NOVALobe)
- 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)
- Refrigerant pumps (RC)
- 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:

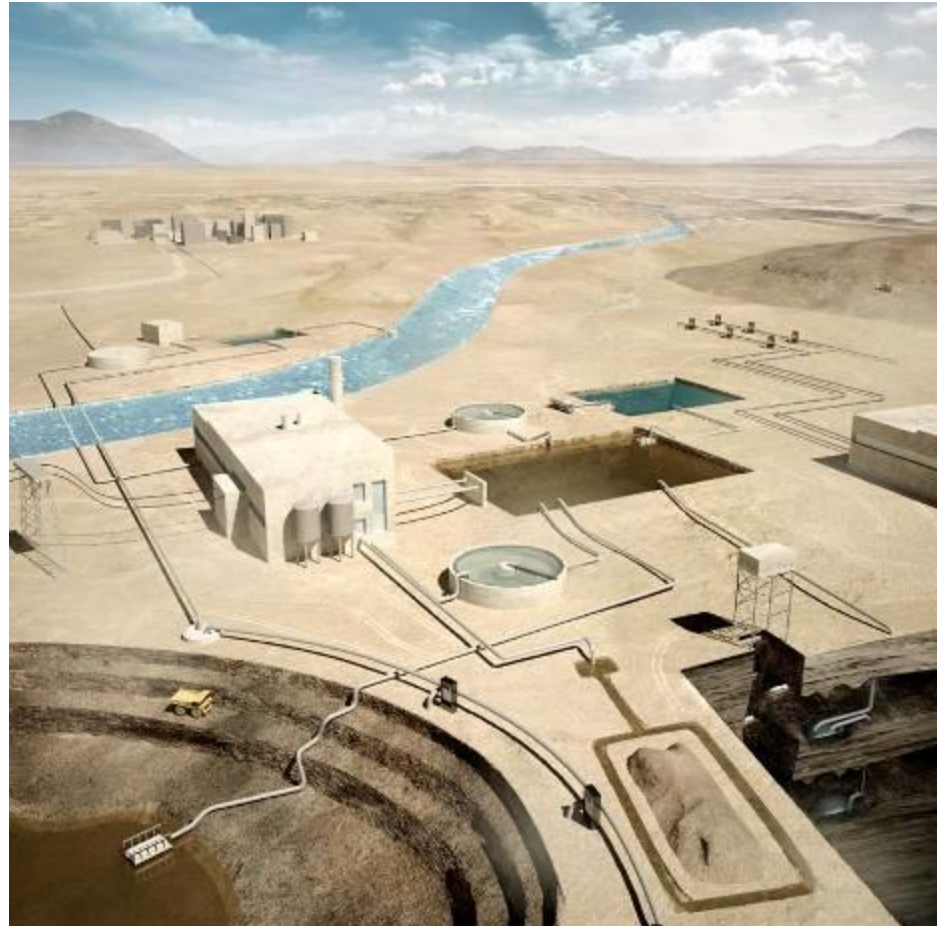
- Submersible pumps
- Line shaft turbines
- End-suction Pumps
- Multi-stage Pumps
- Hydro MPC
- Split-case Pumps
- Precision Dosing
- Drives, Controls, Pump Protections



Water- and Waste Water Utility

Mining

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



A person wearing a dark jacket with a "SJUSJÖEN HYTTESERVICE" tag is seen from behind, pushing a sled through a snowy forest at sunset. The sled carries a large cardboard box for a Grundfos pump, which features a technical diagram of the pump and the Grundfos logo. The scene is set in a winter landscape with snow-covered trees and a path leading into the distance.

SALES AND SERVICES

Adding value to our Customers' Business...

Grundfos has become the world's largest pump supplier through:

- Global presence and local proximity
- Building partnerships based on close dialogue at eye-level with our customers
- Product superiority in terms of reliability, energy efficiency, user-friendliness and durability
- The depth and width of our innovative offerings and service solutions to viably accommodate differentiated requirements



...with competences anchored in our people

Grundfos has become the world's largest pump supplier through:

- Dedicated sales people serving customers locally and globally
- Technical specialists with in depth product and application knowledge
- Thorough management of large and small projects
- Service teams providing fast and efficient assistance worldwide
- Specially trained experts performing energy and pumps audits to reveal energy saving potentials in our customers' businesses

