

Making. Life. Easy.

A company profile



Pioneering for You

wilo

Exploiting

Improving the energy efficiency of buildings is one of the key factors in the energy transition since buildings consume the most energy by far.

Less heating energy 38 percent

The percentage of building energy consumption as a proportion of total overall energy consumption in Germany alone.

CO₂ under control 11 million tonnes

This impressive saving is made each year in Europe by using high-efficiency pumps for heating systems.

Potential savings 23 TWh

Our pumps can save 23 billion kilowatt-hours of electricity per year in Europe, thereby cutting CO₂ emissions by 11 million tonnes a year.

Reduced energy consumption 90 percent

The action of converting outdated heating pumps to Wilo's highly efficient products alone can reduce pumping energy by up to 90 percent.

Electricity cost savings EUR 4 billion

Our high-efficiency pumps cut electricity costs by this much each year throughout Europe. This is a form of climate protection that really pays off.

Avoidance 12

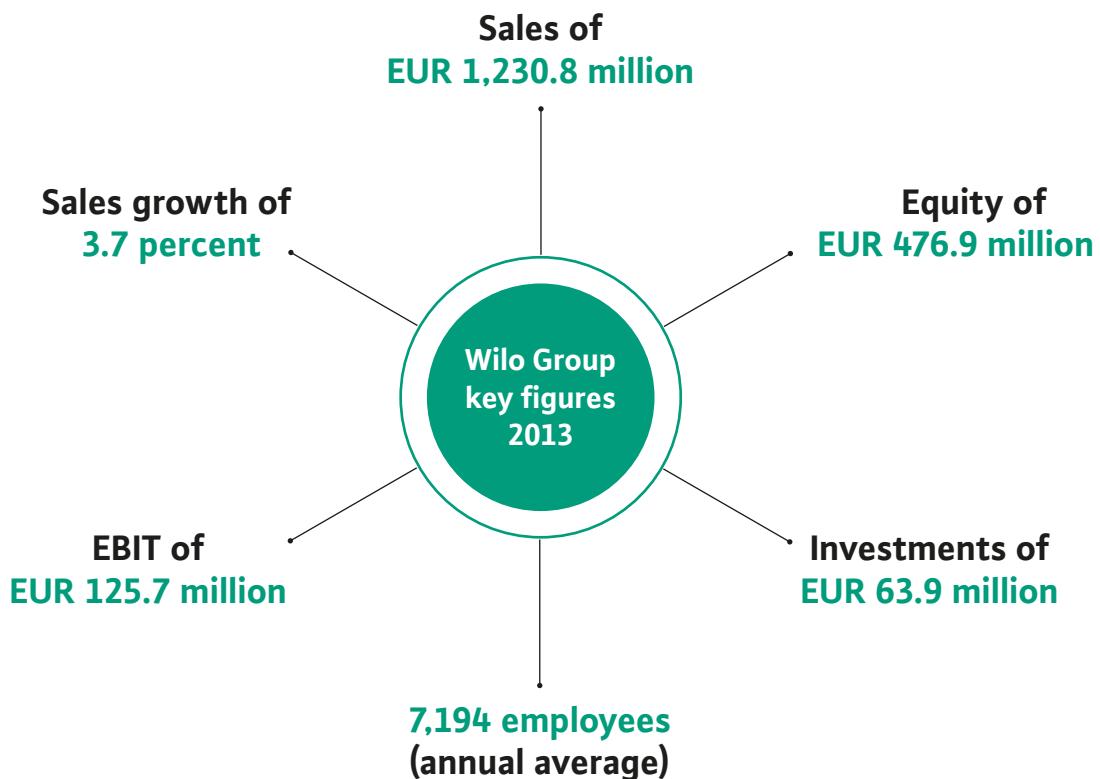
Through the implementation of the European Ecodesign directive, high-efficiency pumps will save the electricity equivalent of around twelve medium-sized coal-fired power plants.

Efficiency 30 percent

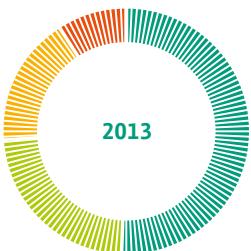
The EU Commission wants to have increased the energy efficiency quota by 30 percent by 2030.

Extremely well-positioned

The Wilo Group is a global leading premium supplier of innovative pumps and pump systems in the field of building services, water management and industry.



Regional sales development



in EUR million	2013
Europe	622.6
Asia Pacific	287.4
EMEA	210.0
Others	110.8
Total	1,230.8

Making. Life. Easy. Based on this triad, we develop products and solutions that make life easier for people in many ways. We measure ourselves against this high standard. We consider customer needs at an early stage and from a comprehensive perspective. At Wilo, successful innovations are born from sound knowledge and a keen sense for future technology and market requirements. Combining these two factors takes product value to a whole new level of quality.

Intelligence. Inspiration. Inventiveness. As a pioneer in the pump industry, we have a hand in all areas of water movement technology. We have got what it takes to continuously set benchmarks with Wilo developments, products, systems and services, which includes our international team of experienced, creative employees and innovative technical systems.

We ensure a positive climate

Perfection is our goal.

However diverse the world's climate zones may be, Wilo offers the right building service solution for every situation thanks to a large number of innovative pumps and systems that make people's everyday lives easier. Our products ensure that warm water flows from the shower. They enable just the right temperatures, thereby achieving the perfect indoor climate. These are key conditions for ensuring that people feel completely comfortable in a building.



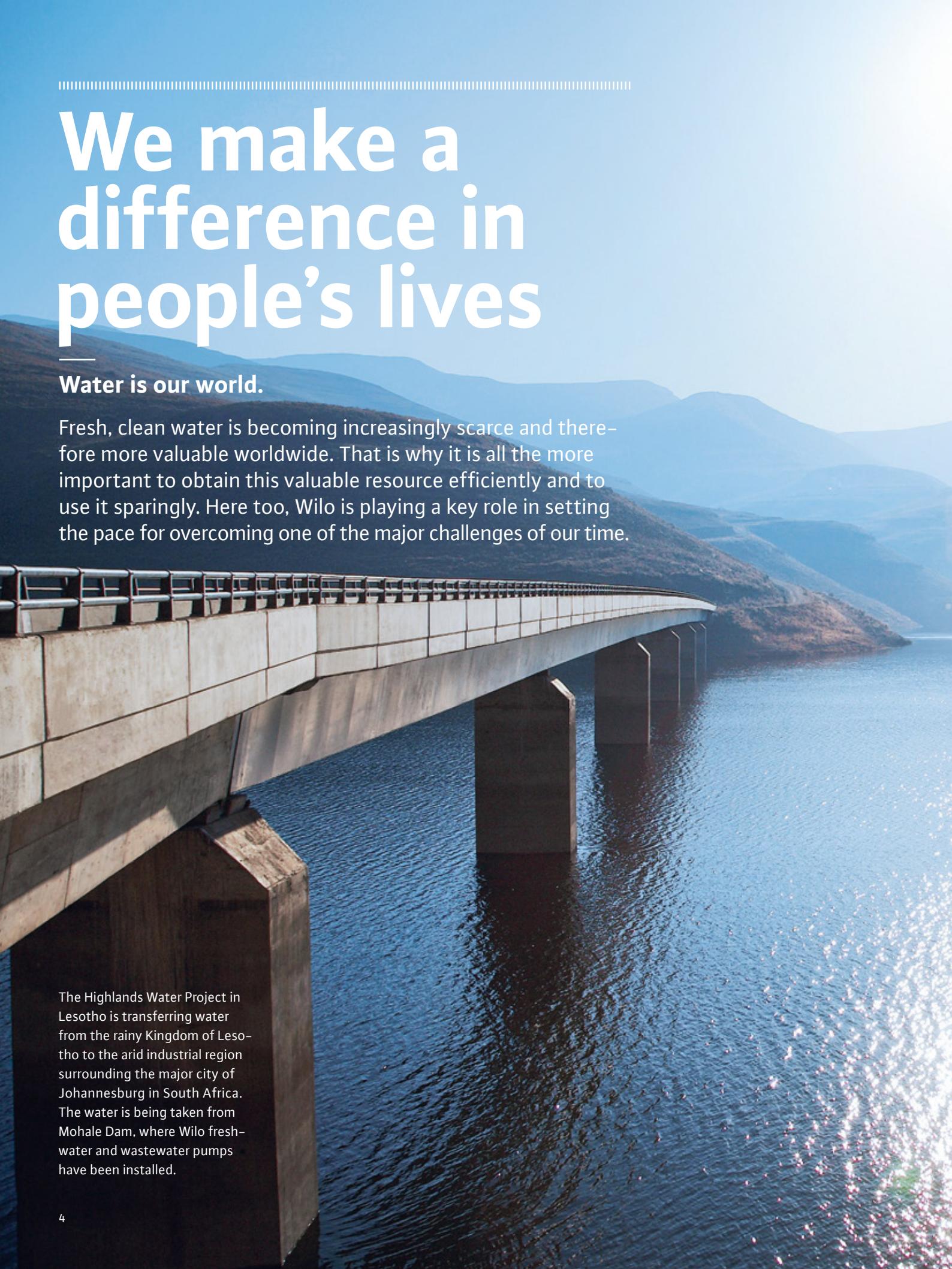


In Europe alone, 140 million technically outdated pumps can currently be found in buildings. Replacing old glandless pumps is set to reduce power consumption by around 23 terawatt hours by 2020 and cuts CO₂ emissions by 11 million tonnes.

We make a difference in people's lives

Water is our world.

Fresh, clean water is becoming increasingly scarce and therefore more valuable worldwide. That is why it is all the more important to obtain this valuable resource efficiently and to use it sparingly. Here too, Wilo is playing a key role in setting the pace for overcoming one of the major challenges of our time.



The Highlands Water Project in Lesotho is transferring water from the rainy Kingdom of Lesotho to the arid industrial region surrounding the major city of Johannesburg in South Africa. The water is being taken from Mohale Dam, where Wilo freshwater and wastewater pumps have been installed.



The amount of water on the earth is estimated at 1.4 billion km³. A mere 0.3 percent of this is available to humans as potable water.

We accelerate efficiency

A pioneering spirit is what drives us.

Every industrial sector has specific yet complex requirements when it comes to production technology and the material of the components used. We therefore develop a wide range of solutions and products for our customers that allow for efficient and reliable water management.





Industry consumes the lion's share of water, with barely any production processes dispensing with water entirely. However, new procedures may considerably reduce industrial water demand.

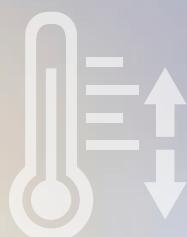
Who we are

Founded in 1872 as Kupfer- und Messingwarenfabrik in Dortmund, Wilo has evolved from being a local specialist to a global player. As the majority shareholder with a stake of approximately 90 percent, the Caspar Ludwig Opländer Foundation ensures the company's continuity and independence. An uncompromising customer-driven mind-set, immediate market proximity and, in particular, our culture of innovation have made us who we are: one of the worldwide leading manufacturers of high-tech pumps and pump systems.



What we do

Wilo is a premium supplier in the field of building services, water management and industry. This leading position drives us to maintain our superiority. For our customers, we make complex technologies user-friendly, simple to operate, energy-efficient and powerful. The main focus of our activities is therefore on the people. We offer them outstanding products, system solutions and services. In this spirit, our brand promise “Pioneering for You” stands for maximum quality of life.



Building Services

In order to maximise the efficiency of buildings, it is becoming increasingly important to use innovative and energy-saving systems incorporating components that are optimally matched to one another. This applies to detached and semi-detached houses, public buildings, industrial buildings, office buildings, hospitals and hotels: Wilo offers energy-efficient solutions for heating technology, air-conditioning, water supply and wastewater disposal.



Water Management

All life is completely dependent on water – however, this valuable element is becoming increasingly scarce. The ability to ensure the purification and supply of water is rapidly developing into a global challenge. Wilo offers professional solutions designed to meet the complex requirements involved in the production of potable water, water purification, water pumping, water treatment and wastewater disposal. Wilo water management pumps and systems set benchmarks in the areas of technical performance, efficiency and sustainability.



Industry

Wilo manufactures pumps that guarantee the highest level of reliability, flexibility and efficiency. Our strengths lie in particular in applications for peripheral equipment for industrial processes. Our acknowledged expertise is the result of a sophisticated product portfolio, solutions that are precisely tailored to customer needs, pooled knowledge and an effective quality management system.



The Executive Board

Our 7,500 employees worldwide work on developing the right answers to the questions of tomorrow. This results in new products, systems and services that make life just that little bit easier for our customers each and every day.



“At Wilo, we believe it is our duty to develop long-term solutions based on energy-saving and thus sustainable concepts and technologies.”

Dr.-Ing. Markus Beukenberg, Chief Technical Officer
Responsible for Group Research & Technology,
Group Production Technologies & Systems,
Group Electronics & Motors and Group Quality.

“In Europe, there is tremendous need to replace old pump technology. In the EU alone, around 140 million outdated pumps can still be found in buildings.”

Eric Lachambre, Chief Operating Officer
Responsible for Mature Markets, the Division Circulators,
Group Competence Centre – Building Services,
Group Marketing and Group Customer Excellence.



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“The world is watching as the energy transition takes place in Germany. In this context, we see major business opportunities for products and services that are ‘made in Germany’.”

Dipl.-Oec. Oliver Hermes, Chief Executive Officer
Responsible for Corporate Strategy & Development,
Corporate Affairs & Communications, Group Controlling &
Accounting, Group Finance & Legal and Group Human
Resources as well as Group Internal Audit & Compliance.

“Our organic growth is based not least on the development of new emerging markets in Asia, Africa and Latin America.”

Carsten Krumm, Chief Operating Officer
Responsible for Emerging Markets, the Divisions Pumps & Systems and Submersible & Highflow – Water Management/Industry as well as Group Purchasing & Supply Chain Management.



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The vanguard of progress

Numerous pioneering product developments underscore our position as a leading innovator in the field of high-tech pumps. Just like the first circulation accelerator in the 1920s and the first fully electronic circulation pump in the 1980s, Wilo's high-efficiency pumps today represent a particularly resource-efficient leap into a new dimension.

We turn visionary ideas into intelligent products. It is not by chance that Wilo is now among the leading manufacturers in the field of high-tech pumps worldwide. Decades of experience, commitment and a passionate pioneering spirit have always driven us to maintain our superiority. Wilo continuously develops innovative solutions that set benchmarks in the industry and therefore define new standards – on both a national and international level. This brings about technical progress in the form of particularly efficient, high-quality and environmentally friendly Wilo products and solutions. In the process, we pursue the ambitious goal of being the first to the market. For example, Wilo developed the world's first heating pump in 1928,

launched the first ever high-efficiency pump on the market in 2001 and released the first decentralised pump system in 2009. Always on the move – this saying characterises Wilo in every respect and simultaneously describes our systematic development from being a product provider to a system supplier. At its headquarters in Dortmund, Wilo manufactures products including large glanded pumps for use in heating, air-conditioning, cooling and industrial applications. Also among these products is the Wilo-Stratos GIGA, offering an impressively high level of energy efficiency based on an intelligent drive concept developed by Wilo – the "High Efficiency Drive". In Dortmund, Wilo produces electronic components for all Wilo plants worldwide, relying on "made in Germany" expertise and quality. ▶



World debut

The world's first circulation accelerator – the result of the pioneering work of Caspar Ludwig and Wilhelm Opländer. With this product, they revolutionised heating technology in 1928, making life easier for people even back then.

A success story



Wilo-Stratos

First high-efficiency pump for heating, air-conditioning and cooling applications. Founder of the energy label for pumps achieving a power saving of up to 80 percent.



2001

Wilo-Stratos ECO
First high-efficiency pump for detached and semi-detached houses. Winner of the test performed by Stiftung Warentest.



2007

Wilo-Stratos PICO

First high-efficiency pump with better consumption figures than required by the A class of the energy label, achieving a power saving of up to 90 percent.



2009

Wilo-Geniax
The revolution in heating technology. The world's first decentralised pump system.



2009

Wilo-Helix EXCEL

First high-pressure centrifugal pump with an EC drive exceeding performance class IE4.



2011

Wilo-Stratos GIGA

First high-efficiency pump for heating, cooling and air-conditioning applications with a drive exceeding performance class IE4.



2011

Wilo-Rexa PRO
First wastewater displacement pump with an IE3 drive.



2013

Development of sales and employee figures on course for growth



International and cosmopolitan

A global position combined with regional strength: Wilo has systematically expanded its presence. With 60 subsidiaries and 16 production locations, we are represented in all key markets and are always close enough to our customers to offer them customised solutions.



USA. In Atlanta in the US state of Georgia, 134 submersible mixers from Wilo ensure optimum, efficient and cost-effective wastewater treatment.



China. In the coastal city of Qingdao, the first semi-centralised supply and disposal system is being developed in cooperation with TU Darmstadt university.



South Korea. The Northeast Asia Trade Tower in Seoul is the most expensive private real estate project in the world. The skyscraper is home to the country's tallest observatory, which is located on the 65th floor, and is exclusively equipped with pumps from Wilo.



The Philippines. The "Philippine Arena" in Ciudad de Victoria can accommodate 55,000 people, making it the world's largest indoor arena. It is equipped with pumps from Wilo.



Iceland. Geothermal energy is the primary source of energy for the island country near the Arctic Circle. Wilo supplied highly resistant pumps that had been adapted to suit the harsh conditions of the highly active volcanic region for the power plant in Reykjaneskagi.



Germany. Wilo is strengthening its headquarters. In Dortmund, the ground-breaking ceremony for the modernisation and construction of production and administration buildings will be held no later than 2015.



Russia. The Federation Tower in Moscow is set to become Europe's tallest skyscraper. More than 500 Wilo pumps for supplying clean water and ensuring the right temperature, among other things, are being installed here at a height of more than 400 metres.



Algeria. Residential facilities for 38,000 students are being constructed at the University of Constantine. Wilo is supplying more than 150 circulation pumps and twice as many pressure boosting systems for these facilities.



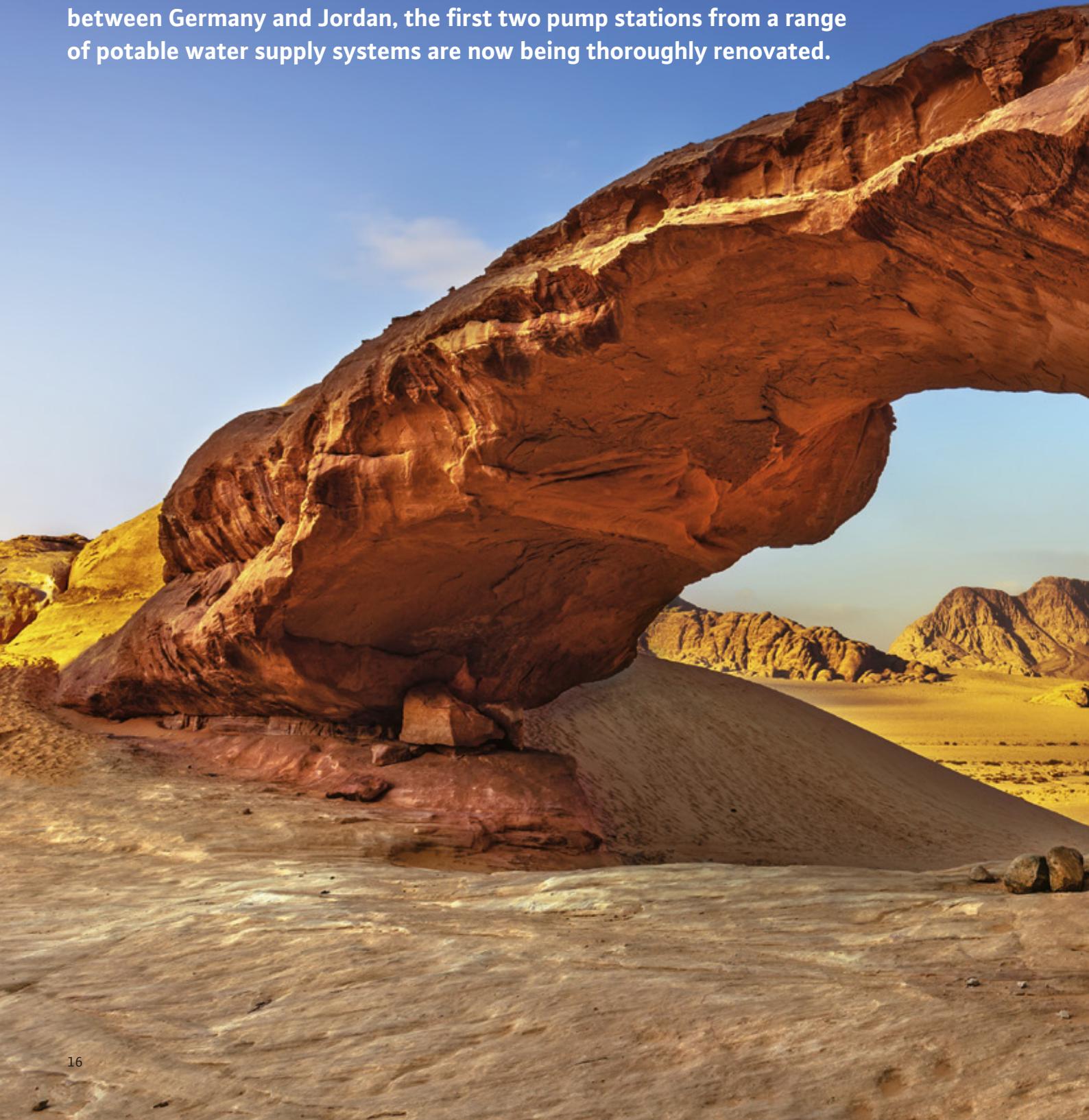
Dubai. The Wilo Middle East headquarters has been reopened following comprehensive modernisation. The premises are now in line with the new corporate design and feature a modern Wilo look.



Mongolia. Wilo needed only four months from the initial request to supply the necessary components for the country's only wastewater treatment plant.

Local pioneers

The land is dry, the groundwater is deep and steep valleys cut through the region – pumping water is a real challenge for the city of Madaba in the mountainous country of Jordan. Thanks to exemplary cooperation between Germany and Jordan, the first two pump stations from a range of potable water supply systems are now being thoroughly renovated.





**Wilo pumps secure water supply
in Madaba, Jordan.**



Renovation of the Wala and Libb pump stations had become urgent in order to secure the supply of vital groundwater for the people. Supported by a strong funding concept, in which the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) is among those involved, highly efficient and robust Wilo pumps that reach an altitude of over 700 metres in total and pump seven to nine million litres of potable water to Madaba each year are being installed over the course of the renovation. And Wilo is not only supplying the pumps but also training the staff in Jordan.

Pumps from Wilo are used worldwide – from wine estates to shopping centres and large factories.

The South African wine estate Morgenster in Somerset West near Cape Town was founded more than 300 years ago. It supplies exquisite wines and olive oil. However, when Bob Hobson took up his duties as the new manager in 2008, he soon discovered that the vineyard's irrigation system was outdated.

Viticulture is an energy-intensive industry, and costs for power and water play an important role in determining an estate's competitiveness. Hobson evaluated the situation and subsequently decided to considerably reduce water and power consumption with new, highly efficient system solutions from Wilo. This dramati-



Project work at Wilo

For us, a new project always means first taking the time to consider: what is best for the customer? Major innovations count just as much as small details that speed up processes or simplify manual operations. This results, time and again, in highly efficient and user-friendly system solutions that set standards.

cally cut the costs of irrigation, energy and fertilisation as well as the costs of maintaining the pipes. The potable water pumps at the Alabang Shopping Mall, a large shopping centre in the metropolitan region of the Philippine capital Manila, had also become outdated. Wilo saw down competition from Japan and concluded the order well before the planned completion date.

The same principle applies both here and there, and also in Vietnam, where Wilo fitted out Samsung's largest mobile phone plant with air-conditioning pumps for the production halls: a holistic approach, excellent products and first-class on-site service are instrumental to success. ▶



Alabang town centre, Manila, Philippines

All over the world, new growth markets are emerging, and existing markets are changing. The demand for high-quality products and technologies presents Wilo with growth opportunities. We are taking advantage of these opportunities by selectively expanding our presence and our operating activities.



Samsung plant, Bac Ninh Province, Vietnam



Morgenster wine estate, Somerset West, South Africa



**1,500 technicians,
900 service partners,
365 days a year**

Wilo service teams are on hand to support our customers.

Potential and prospects

Megatrends describe changes that will have a considerable, long-lasting impact on global society, economy, ecology and technology. Six of these trends are particularly pertinent to Wilo – and they are globalisation, urbanisation, energy shortages, water shortages, climate change and technological progress.

A period of fundamental change is afoot across the globe. Globalisation is proceeding apace, and in the near future emerging economies will begin to overtake industrialised nations in terms of economic performance. This goes hand in hand with dramatic growth of the global middle classes along with their purchasing power, which will result in increasingly fierce competition for raw materials and resources.

At the same time, the trend towards urbanisation is continuing unabated. The rise in conurbations is presenting planners with a number of complex issues that can be resolved in a satisfactory manner only using innovative solutions. Water supply is thus becoming one of the biggest challenges for

our future. Not only private households but also industry and agriculture are requiring increasing amounts of fresh water. And yet this resource, which is critical for our survival, is in limited supply, and efficient use of it is therefore essential.

Alongside water shortages, our available reserves of energy are becoming an increasingly important topic for discussion, particularly in view of climate change. These processes of change are a source of considerable potential for Wilo. The need to invest will become greater and pressure to modernise will grow – as only those companies that utilise efficient technologies and leverage the opportunities presented by technological progress will hold their own against the competition in the years to come. ◀



Environment & innovation

The GreenTec Awards are Europe's largest environmental and economic award. Wilo supports the GreenTec Awards and was a platinum sponsor in 2014.

<https://www.youtube.com/watch?v=PKCcd9QvLXA>



Globalisation

calls for intelligent solutions.

More networked, more complex, more competitive – the global economy is changing. Markets are becoming more volatile, and balances of power are shifting. We are responding to these developments by expanding our global presence and increasing our flexibility.



Water Shortages

deny access to potable water for 780 million people.

Water consumption is rising, and yet freshwater resources are in limited supply and the need to use them responsibly is critical for our survival. Wilo has a long tradition of moving water efficiently. We develop innovative solutions that allow water to be produced sustainably, stored and made available to people.



Urbanisation

makes water demand explode by 104 billion m³ from 2025.

Increasing in size and number – our growing cities will account for a large share of our energy and water consumption. We have responded to this development with highly efficient products and by aligning ourselves as a full-service provider.



Energy Shortages

demand for highly efficient water transport.

Energy demands are rising, yet fossil fuel reserves are finite. The energy mix is changing in favour of fluctuating forms of energy such as wind, water and solar. Wilo therefore places an emphasis on energy-efficient products, intelligent grids and renewable energies.



Technological Progress

can avoid 3.5 million people suffering from bad water quality.



Climate Change

is influenced by CO₂ emissions.

Global CO₂ emissions are continuing to rise – as are global temperatures. Wilo would like to use its innovative, energy-efficient products to help stop or at least mitigate the effects of this trend.

Digitalisation is continuing at a rapid pace. This trend presents brand new function and application possibilities. Wilo is constantly creating new product innovations and at the same time is developing intelligent systems and the highly specialised electronics and software that they require.

By people, for people

As a global premium supplier in the field of building services, water management and industry, we accept responsibility – for our customers, society, common welfare and the environment. Therefore, in our eyes, responsible behaviour and social commitment go hand in hand with successful corporate development.

For the Wilo Group, corporate social responsibility (CSR for short) means much more than donations and sponsorship. At Wilo, CSR stands above all for sustainable company management: fair business practices, employee-focused HR policies in an intercultural context, sparing use of natural resources, climate and environmental protection, commitment to the local area and responsibility within the supply chain.

As a market leader with over 60 subsidiaries on every continent, we think and act both globally and locally in equal measure.

CSR at Wilo

Five tools:

- Company donations
- Charitable employee actions
- Social sponsorship
- Committed marketing for a good cause
- Awarding contracts to social institutions

Vier Handlungsfelder:

- Workplace (occupational health and safety/education & further training)
- Market (humane working conditions)
- Local community (supporting charitable organisations)
- Environment (saving energy/efficient use of resources)

Hence, we take part in various international and national corporate citizenship programmes aimed at culture, science, education and development aid. However, we also mobilise a large number of projects in our local area in the Ruhr region. Wilo's culture of socially responsible behaviour begins right on our doorstep. It was at our initiative that a corporate social responsibility network was established for Dortmund, for example. The aim being to integrate social commitment into as many Dortmund-based businesses as possible. We would like to use our experience to help make this new network a success. ◀



Our spectrum of social actions is wide-ranging. For Wilo, sponsorship projects for child and youth development in Germany and abroad are just as important as offering financial support, for example to the Red Nose Clown Doctors event in Austria – a slightly unconventional but effective form of therapy.

We are reacting to a world full of complex and diverse challenges in many respects – both with product innovations and also with our active involvement in cooperations and networks. We know that together we can achieve and change much more than we can by working alone. Therefore, as a global company we not only have some of the best connections around the world but are also a member of various national and international associations and organisations.



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