



# FACTS ABOUT GRUNDFOS

## PRODUCTS

An annual production of more than 16 million pump units makes Grundfos one of the world's leading pump manufacturers. Circulator pumps for heating and air-conditioning as well as other centrifugal pumps for the industry, water supply, sewage and dosing are the main products. Today Grundfos is the world's largest manufacturer of circulators, covering app. 50% of the world market of these pumps.

In addition to pumps Grundfos produces standard and submersible motors as well as state-of-the-art electronics for monitoring and controlling pumps. Additional products are produced in the BioBooster and Lifelink divisions, which are part of the company's new business activities. Grundfos has also introduced Blueflux, which is a new technology-label, which insures that the equipment is among the absolute best in the market.

## APPLICATIONS

Circulator pumps are used for heating, ventilation and air-conditioning in private houses, office buildings, hotels etc. For the industry Grundfos supplies centrifugal pumps for boilers, pressure boosting and other industrial purposes as well as pumps to be integrated into Original Equipment Manufacture (OEM).

The water supply and sewage sectors require a wide range of pumps for irrigation, reliable water supply for households and the industry, including wastewater removal and treatment. In addition Grundfos produces pumps for dosing in connection with water treatment.

## HISTORICAL MILESTONE

Grundfos was founded in 1945 by Poul Due Jensen. At first he named the company "Bjerringbro Foundry and Machine Factory". In 1967, after several changes of name, the company got its present name, Grundfos. Niels Due Jensen, the son of Poul Due Jensen, became Group President in 1978 and from 2003 to 2011 he was Group Chairman. Today he is Chairman of The Poul Due Jensen Foundation.

## GRUNDFOS IN DENMARK

The main part of activities in the Danish Grundfos companies (Grundfos DK the - Sales Company, Grundfos A/S - the Production Company and Grundfos Holding A/S) take place in the small town, Bjerringbro, where the company was established in 1945. In addition Grundfos has facilities in Aalestrup, Årslev, Brøndby and Farum.

## GRUNDFOS WORLDWIDE

The Grundfos Group is represented by more than 80 companies in more than 55 countries. In addition Grundfos products are sold in a large number of countries by local distributors.

## OWNERSHIP

The Poul Due Jensen Foundation was established as an independent institution in 1975. Today the Foundation owns 86,7%, staff 2,0% and the founder's family 11,3% of the shares in Grundfos Holding A/S.

The aim of the Foundation is to consolidate and expand the economic basis of the continued development of the Grundfos Group. The capital and the profits of the foundation are to be used solely for the aim of the Foundation and profits are to be re-invested in the Grundfos companies.

## GROUP HOLDING A/S

Group Holding A/S has the following members:

- Carsten Bjerg, Group President
- Søren Ø. Sørensen, Exec. Vice President
- Lars Aagaard, Exec. Vice President
- Heine Dalsgaard, Exec. Vice President
- Peter Røpke, Exec. Vice President

## VALUES

Grundfos sum up their corporate values in the words of. BE responsible >THINK ahead>INNOVATE. This is Grundfos' responsibility, foresight and focus on creating groundbreaking solutions and ideas, which have made them one of the world's leading pump companies.

## INNOVATION AND RESEARCH

To maintain a leading position Grundfos attaches great importance to research and development. In 2010 Grundfos invested app. 137 million Euro in this area. Day-to-day contacts between R&T centres in Denmark, China, India and the USA are made through video conferences and virtual systems. Big global development projects are carried out in several locations in the world.

## FUTURE CHALLENGES

Grundfos has experienced more than 60 years of continual growth. We want to continue this development and so we aim to achieve even greater weight to be one of the largest partners in countries like Russia, India and Brazil, whereas we consider China as our second home market.

We are facing big challenges and this is why we developed our Innovation Intent, focusing on sustainability, a changing world and ground-breaking technology. More information about Innovation Intent is available on [www.grundfos.com](http://www.grundfos.com)



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## SUSTAINABILITY

Grundfos' history of sustainability dates back to the establishment of the company in 1945 and our organization and employees continue to live this value. Furthermore, along with our commitment to the UN Global Compact, our values and corporate purpose provide the foundation for our approach to conducting business in a sustainable manner.

High on the agenda is our aim to be active in improving the environment, both in terms of the changing world around us, but also our own footprint. We therefore support the "Caring for Climate" initiative and accordingly, we have committed ourselves to never to emit more CO<sub>2</sub> than we did in 2008.

We continuously aim to strengthen our leading position within energy and environmental friendly solutions and strong marketing of our most energy saving solutions has generated positive results, for instance, for ALPHA2 circulators for heating and SQFlex units, powered by wind and/or solar power, for water supply.

In 2010, we launched the employee involvement programme Grundfos Brings Water2Life in order to give our employees an opportunity to make a difference and provide clean drinking water to the poor people of the world. In Grundfos we continue our long-standing commitment for inclusive labour market frameworks that ensure a sound business environment, welfare and integration. The goal is for at least three per cent of the workforce to be employed on special terms.

## GRUNDFOS AS A WORKPLACE

Grundfos attaches great importance to staff's education to secure a highly qualified and motivated workforce. A high degree of training activities is proof of this. Staff is trained at the Poul Due Jensen Academy, Grundfos' own training centre in Bjerringbro, or at other training institutions.

Once a year Management in the companies, in co-operation with HR, evaluate talents. Staff with potentials for taking on a larger amount of responsibility in the course of up to five years, are appointed talents. Management follow the further development of these talents in connection with the annual job development interviews.

Grundfos offers a number of activities in sports and hobbies in the staff's spare time, such as a fitness centre and a variety of cultural offers. In addition Grundfos arranges a number of events for staff, such as the annual end of season celebration and Grundfos Olympics every four years. At this event sportsmen and -women from the entire Group compete in various sports at HQ in Bjerringbro.

## CERTIFICATES

In 1989 Grundfos A/S was the first pump manufacturer in the world to be certified according to the ISO 9001 Quality Standard and in the following years the other production companies in the Group were certified to the ISO Standard. Today about a third of the sales companies have been certified according to the ISO 9001 and several have additional certificates, such as EN13980 and TS16949.

Grundfos' production companies have also been certified according to the international ISO 14001 Environmental Standard as well as the EMAS registration, which is the European Union's environmental certificate (applying only to Grundfos companies in Europe). In addition to this several companies in the Group, including the Danish, have been certified according to the OHSAS 18001 Standard, covering the work environment.

## FURTHER INFORMATION

Further information is available on:  
<http://www.grundfos.com>

Keyfigures (million euro.)	2010	2009
Turnover	2,633	2,293
Ordinary profit before tax	322	117
Profit bef. tax as % of turnover	12,2 %	5,1 %
Consolidated Equity Capital	1,578	1,300
Return of Equity Capital	16,6 %	6,2 %
Total assets	2,606	2,382
Number of employees	16,609	16,100