

## Products

With an annual production of more than 16 million pump units, Grundfos is one of the world's leading pump manufacturers. Circulator pumps for heating and air-conditioning and other centrifugal pumps for industry, water supply, waste water and dosing are the major products. Today, Grundfos is the world's largest manufacturer of circulator pumps, covering approximately 50 per cent of the world market for these pumps.

In addition to pumps, Grundfos manufactures both norm and submersible motors for the pumps, and motors are also sold as separate merchandising. Furthermore, Grundfos develops and sells state-of-the-art electronics for monitoring, controls for pumps and other systems, and the products of BioBooster and NoNox which are part of the company's new business activities.

## Applications

Circulator pumps are used for heating, ventilation and air-conditioning in private houses, office buildings, hotels, etc.

In industry the pumps are used in processes as well as in plant maintenance and as important built-in components in OEM equipment (Original Equipment Manufacturers). In the water-supply and waste-water segment Grundfos offers a wide range of reliable pumps for e.g. irrigation, green houses and golf courses, for municipal, private and industrial water supply as well as sewage applications. Grundfos also produces pumps for dosing purposes in and around e.g. water treatment plants.

## Global extension

The Grundfos Group is represented by 82 companies in 45 countries. In addition, Grundfos products are merchandised by distributors in a large number of countries.

## History

Grundfos was established in 1945 by the late Poul Due Jensen. At first he gave his company the name of "Bjerringbro Pressestøberi og Maskinfabrik" (Bjerringbro Die-Casting and Machine Factory) and not until 1967, after several

changes of names, did the company get its present name, GRUNDFOS. Poul Due Jensen's son, Niels Due Jensen, took over the position as Group President in 1978 and has been Chairman of the board since 2003.

## Group Management

Grundfos Group Management is domiciled in Bjerringbro, Denmark, and organised in Grundfos Management A/S. Management has the following members:

- Carsten Bjerg, Group President
- Carlo Prola, Executive Vice President
- Søren Ø. Sørensen, Executive Vice President
- Lars Aagaard, Executive Vice President
- Heine Dalsgaard, Executive Vice President

## Ownership

The Poul Due Jensen Foundation was established as a self-governing institution in 1975. Today, the foundation owns about 84.5 per cent, staff about 3.4 per cent and the founder's family about 12.1 per cent of the shares in Grundfos Holding AG. 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 utilized solely for the aim of the foundation and profits are to be re-invested in the Grundfos companies.

## Values

We sum up our values with the words: BE responsible>THINK ahead>INNOVATE. It is our responsibility, our foresight and our focus on creating ground-breaking solutions and ideas that have made us one of the world's leading pump manufacturers.

## Innovation and research

In order to maintain a leading position, Grundfos attaches great importance to research and development. In 2007 the Group invested DKK 628m in the area.

At Grundfos' Business Development (BD) in Bjerringbro there is constant focus on expanding the company's existing business areas and improving the products, e.g. in order to become even more energy efficient.

Besides the existing business areas which BD deals with, Grundfos New Business develops new business areas which all deal with sustainable processes and technologies.

## Grundfos as workplace

To ensure a competent and motivated staff, Grundfos attaches great importance to training. Leader and project leader educations, specialist training and a high level of training activity are evidences of this. The employees are educated at the Poul Due Jensen Academy as well as at Grundfos' training centre in Bjerringbro, at an industrial school in Bjerringbro or at other course centres.

Once a year the companies' managements, in cooperation with the HR Department, make a Talent Evaluation. Employees with potential to undertake a greater area of responsibility horizontally or vertically within a period from one to five years are pointed out as Talents. The process immediately involves management's special attention to the further development of these talents, as well as following up in connection with the annual development interview, which is compulsory for all employees. Management ensures employees get the chance to develop themselves, professionally and as leaders.

For recreational purposes Grundfos offers a number of activities within sports and hobby – e.g. fitness centre and cultural offers of various kinds. Grundfos also arranges a number of events for the employees like the annual Christmas celebration and every fourth year Grundfos holds "international sports games" with sportsmen and -women from the Grundfos companies all over the world competing in a number of different sports at Group HQ in Bjerringbro.

## Quality certification

In 1989, Grundfos A/S, as the first pump manufacturer in the world, was certified according to the quality standard ISO 9001. In 1991, Grundfos GmbH, Germany, was certified to the same standard and in the following years the other Grundfos companies were certified.

Grundfos' production companies have been registered according to ISO 9002 which covers quality assurance within production.

## Environmental certification

All Grundfos production companies have been certified according to the international environmental standard of ISO 14001 as well as the EMAS registration of the European Union (the latter only the companies in Europe). In addition several companies, including the Danish production company, have chosen to be certified according to the standard of ISO 18001 concerning the working environment.

## Prizes and awards

Grundfos has received a large number of prizes and awards through the years. A few of the most recent are listed below:

2006: Grundfos A/S, Grundfos' Danish production company, was chosen as EFQM Award winner. The award was given by The European Foundation for Quality Management, a joint organization for all companies working with the Business Excellence model. Grundfos also received two special awards for Corporate Social Responsibility and People Development and Involvement.

2005: Grundfos was placed on the list of the 100 best workplaces in Europe.

## Further information

On Grundfos' website you can find further information about Grundfos:  
<http://www.grundfos.com>

Key figures (in DKK millions)

	2008	2007
Turnover	<b>19.019</b>	16.814
Ordinary profit before tax	<b>959</b>	1.372
Profit before tax as % of turnover	<b>5,0%</b>	8,2%
Consolidated Equity Capital	<b>7.691</b>	7.422
Return on Equity Capital	<b>6,6%</b>	10,5%
Total Assets	<b>17.674</b>	16.720
Number of employees	<b>17.901</b>	16.457