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GRUNDFOS AMERICAS FORGES RELATIONSHIP WITH TEXAS A&M

With a commitment to improve the next generation's understanding of the global water crisis and build a sustainable future through innovation, Grundfos Americas is proud to announce we signed a sponsorship agreement on Wednesday, October 20, 2021 with Texas A&M's Reynolds and Reynolds Sales Leadership Institute, Mays Business School. With a desire to partner with a university that shares Grundfos' core values of sustainability, diversity and wanting to make a positive difference in the world the signing of this agreement will benefit generations to come offering opportunities for students to learn about Grundfos while taking classes at Texas A&M.

Texas A&M is a tier one research institution located in College Station, Texas, a short drive from Grundfos Americas Headquarters. Texas A&M University is a community of scholars dedicated to solving diverse, real-world problems through determination, innovation, and above all, fearlessness. Prior to graduates beginning their career, they partner with corporate sponsors that work closely with students giving them direct access to real-world experiences inside and outside of the classroom.

When asked how this idea came about, Jason Glende, Senior Regional Sales Director for Americas stated "Ansell [Sims] and I had a conversation about how to build awareness about Grundfos in the US and educate people on our mission. We shared a common belief that the best way to do that was to start with those that are educating our future employees. We looked at several options, but partnering with the Sales Leadership Institute was an obvious choice. The institute shares a common goal of educating students not only within the classroom but in the real world and helping them to open their eyes that you want to build a career with a company versus just get a job after college. We believe this value and the Grundfos core values are a perfect match. As part of this relationship, Grundfos will participate in summer internship programs, participate in classroom education, educate students on the world's most critical resource and how Grundfos solves those challenges to build a sustainable future for all mankind. This

relationship is not only about hiring, but about partnering with higher education to bring awareness to the global water crisis and help students play a role in helping build a better future." - **Jason Glende, Senior Regional Sales Director, Americas**

Ansell Sims, President of Americas, attended the signing event at Texas A&M on Wednesday. "Jason has been working with the Mays Business School's Reynolds and Reynolds Sales Leadership Institute for a couple of years and through that relationship we found out about this university corporate relationship. It's a perfect way to funnel and attract engineers and business majors to our company. Jason having inroads already with Texas A&M gave us a foot in the door." **Ansell Sims, President of Americas.**

Dr. Andrew Loring, Associate Director of Texas A&M's Reynolds and Reynolds Sales Leadership Institute and Senior Lecturer in the Department of Marketing at Mays Business School shared, "We like working with companies that are committed to developing students regardless of where they go in their career. We appreciate their ability to be on campus with us to engage students on a regular basis throughout the fall, spring and summer semesters and help develop their sales skills. When it comes to partner companies, the number one thing to have is someone who's a real champion of the company on campus. The time and resources spent on campus building student relationships are returned by student interest in and engagement with partner companies. Jason and everyone that I've met so far at Grundfos understand that it's a relationship you truly have to build." - **Dr. Andrew Loring, Associate Director, Reynolds and Reynolds Sales Leadership Institute and Senior Lecturer, Department of Marketing, Texas A&M University.**

To learn more about this sponsorship and how you can get involved contact Jason Winckler at jwinckler@grundfos.com or Marcia Eagan at meagan@grundfos.com.

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