

A FUTURE WITH STRONG ROOTS

The next generation

wilo

WILO PROFILE

The Wilo Group is one of the world's leading premium suppliers of pumps and pump systems for building services, water management and industry.

With smart solutions that connect people, products and services, the Wilo Group is on course to become the digital pioneer in the industry. The company has more than 7,800 employees.



NEUBAU EINER FABRIKANLAGE

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OPLÄNDER

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CONTINUITY THROUGH CHANGE

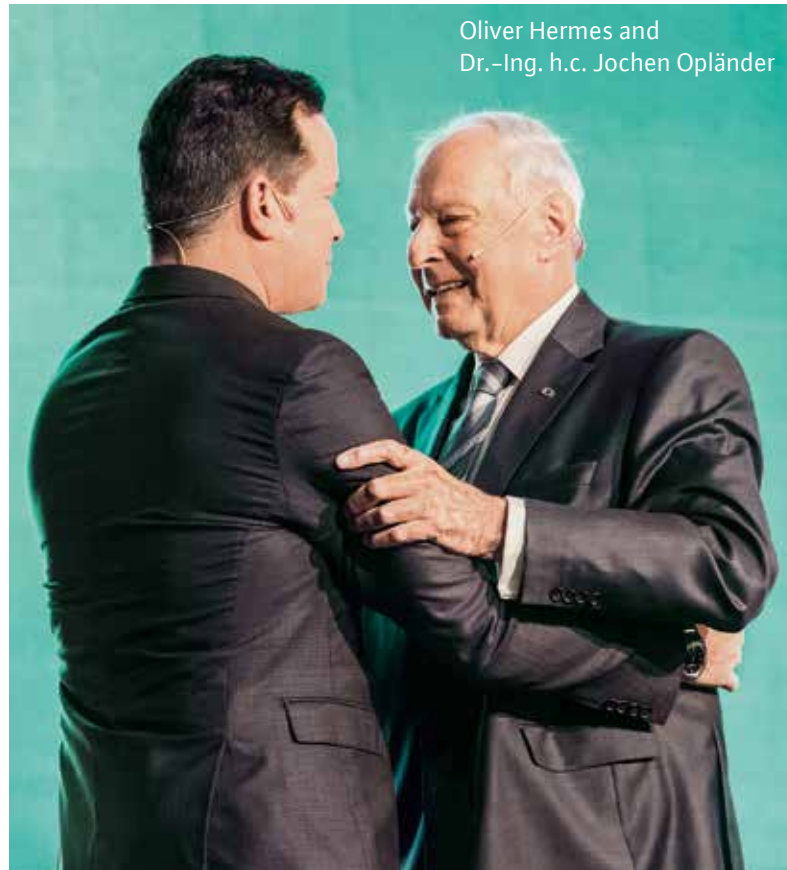
Founded by the Opländer family in 1872 as a copper- and brassware factory in Dortmund, Wilo is today a leading international technology company. Dr.-Ing. h.c. Jochen Opländer named Oliver Hermes as his successor to ensure its successful development moving into the future as well.

Two principles have and always will define Wilo's history: consistency and adaptability. They are expressed in a variety of ways such as practised responsibility and focused ingenuity, with local roots and a global sphere of operations. Over four generations, this has allowed Wilo to become an international technology company. There were also always forward-looking decisions that ensured the enduring success and long-term prospects of the independent family business. Now responsibility is passing to the fifth generation of leadership.

Dr.-Ing. h.c. Jochen Opländer, shareholder and Honorary Chairman of the Supervisory Board of WILO SE and founder of the Wilo-Foundation, has named Oliver Hermes, Chairman of the Executive Board and CEO of WILO SE, as his successor. Oliver Hermes has been a member of Wilo's Executive Board since October 2006 and has been its Chairman and CEO for many years. As part of his appointment as successor, Dr.-Ing. h.c. Jochen Opländer has granted Hermes (48) a shareholding in WILO SE.

Furthermore, Dr.-Ing. h.c. Jochen Opländer has appointed Oliver Hermes as the Chairman of the Board of Trustees of the Wilo-Foundation effective 13 April 2019 until he reaches the age of 75. The Wilo-Foundation holds by far the majority of shares in WILO SE.

"Oliver Hermes represents and lives by Wilo's professional and human values, which are in keeping with the guiding principles of the Opländer family." These have been the bedrock of the company's success for generations. "The systematic continuation of this path by Oliver Hermes will ensure this success moving ahead as well," said Dr.-Ing. h.c. Jochen Opländer confidently, adding: "In the many years that we have been working together professionally, a close personal friendship has developed between myself and Oliver Hermes. Moreover, it is particularly important to me that Oliver Hermes also maintains a close relationship with the other members of my family as the future Chairman of the Board of Trustees of the Wilo-Foundation. To my great delight, they have expressly welcomed Oliver Hermes' appointment."



Oliver Hermes and
Dr.-Ing. h.c. Jochen Opländer

“I am overjoyed to have found in Oliver Hermes a successor who will continue to lead Wilo successfully, while at the same time upholding the tradition that has made our company so great.”

Dr.-Ing. h.c. Jochen Opländer

“It is a great honour for me to be able to take over from Dr.-Ing. h.c. Jochen Opländer as the head of the company,” said Oliver Hermes. “Both in the past and in the context of this decision, the owner family and the Supervisory Board have always shown the

utmost trust in me, for which I would like to express my sincere thanks. I will do everything possible to continue the company’s almost 150-year success story to the benefit of the Opländer family in future as well.”

INGENUITY, MOTIVATION AND COMMUNITY SPIRIT

The Opländer family of entrepreneurs and philanthropists in Dortmund has a history of private enterprise going back almost 150 years – a long tradition that all started with Caspar Ludwig Opländer.



CASPAR LUDWIG OPLÄNDER

*known as 'Louis' 26 February 1845
to 10 October 1891*

The man who gave the foundation its name was a coppersmith journeyman, who in 1872 founded his own copper and brass factory 'Kupfer- und Messingwarenfabrik Louis Opländer'. He and his wife Wilhelmine Gertrud Caroline had eight children, the eldest of whom was also called Louis. With the rise of industrialisation and the growing prosperity at the end of the 19th century, the demand for new distilleries and breweries increased, which had a positive effect on the business of Louis Opländer's copper and brass factory. Moreover, in the fast-growing towns of the Ruhr area, the number of homes with directly accessible, built-in water taps also grew, and with it the demand for domestic inlet and outlet pipes.

LOUIS OPLÄNDER

7 March 1873 to 18 May 1962

The life's work of manufacturer Louis Opländer included many technical innovations, such as the machine he developed shortly after the turn of the century to standardise barrel sizes. His ingenuity also benefited people's health. His warm-water washing facilities, clothes hoists, ventilators and sprinkler systems for fighting fires are all worthy of special mention. Even more ground-breaking was his invention of steam heaters and hot-water heating systems, which eventually helped the 'Louis Opländer' firm become one of the leading central heating companies. Privately, after the opening of the Dortmund-Ems canal in 1898, Louis discovered his passion for rowing and became co-founder of the Hansa Rowing Club in Dortmund.



WILHELM OPLÄNDER

11 July 1901 to 6 February 1984

To this day, the name Wilhelm Opländer stands for technical innovations in heating and air conditioning (the 'Louis Opländer' firm), and in the more recently developed pump business (the company name 'WILO' being a contraction of Wilhelm Opländer). The mechanical engineer from Dortmund secured major contracts for the construction of heating and air conditioning systems for government departments, hospitals and schools. The pump business all started with the invention of circulators and the world's first circulation accelerator in 1928. The 'Wilo-Perfecta' pump was developed in 1953 and from that point on the potential uses for pumps were increasingly expanded. Like his father Louis, and later his son Jochen, Wilhelm Opländer was also a keen rower and dedicated supporter of the Dortmund Hansa Rowing Club on the Dortmund-Ems canal.

“What drove my father in 1927 was not just the goal of developing a circulator.

He wanted to replace unhealthy stove heating with hygienic central heating, thereby improving people’s living conditions.”



DR.-ING. H.C. JOCHEN OPLÄNDER

Born on 30 January 1931

For decades, as the Managing Director and Chairman of the Executive Board, and later as the Chairman of the Supervisory Board (today: Honorary Chairman of the Supervisory Board), Dr.-Ing. h.c. Jochen Opländer has shaped and enduringly defined the growth, internationalisation and technological achievements of today’s WILO SE. His outstanding accomplishments have been honoured with the Diesel Medal of the German Institute of Inventions, the Badge of Honour of the Technical University of Dortmund, the Hermann-Rietschel Medal of Honour of the VDI Society for Building Services Engineering and an Honorary Doctorate from the Technical University of Dresden. Moreover, he was the President of the European EUROPUMP Committee from 1987 to 1989, in which capacity he represented the interests of German pump manufacturers on the international stage.

“It is a great honour for me to be able to take over from Dr.-Ing. h.c. Jochen Opländer as the head of the company.

I will do everything possible to continue the company’s almost 150-year success story to the benefit of the Opländer family in future as well.”



OLIVER HERMES

Born on 13 November 1970

Oliver Hermes has been a member of the Executive Board since October 2006, and has been the Chairman and Chief Executive Officer of the Wilo Group for many years. In April 2019, Dr.-Ing. h.c. Jochen Opländer appointed Oliver Hermes as the Chairman of the Board of Trustees of the Wilo-Foundation. Under the graduate economist’s leadership, Wilo is pursuing a more intensive globalisation strategy and systematically advancing its digitisation. Wilo has regularly generated sales of more than one billion euro per year since 2010, and it has transformed itself into a systems and solutions provider. Oliver Hermes is a member of the Executive Board of the German Eastern Business Association (OAOEV) and the Board of the German Asia-Pacific Business Association (OAV). He is also the Chairman of the German Near and Middle East Association (NUMOV) and was awarded the honorary title of “Citizen of the Ruhr area” in 2014.

INNOVATION BY TRADITION

We are committed to staying one step ahead technologically and being the first to bring innovations to market.

Thus, Wilo has always set benchmarks in pump development – from the world's first circulator in 1928 to today's high-tech pumps.

1928



CIRCULATION ACCELERATOR

The idea of making it easier for people to access water and heating was first pursued by the company's founder, Caspar Ludwig Opländer. This idea became a reality in 1928 with the world's first circulation accelerator.

1956

WILO-PERFECTA

The PERFECTA was the first glandless heating circulator on the market.



1988

WILO-STAR-E

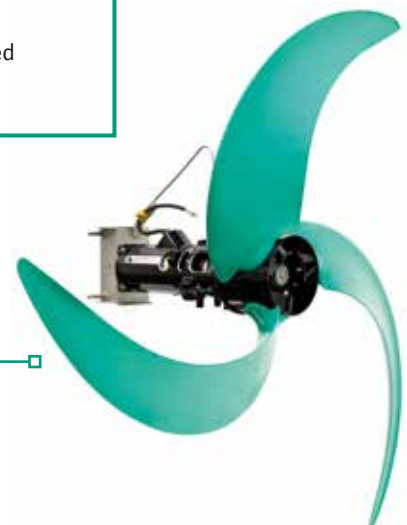
The world's first electronically controlled heating circulator.



1995

WILO-EMU TR

The first three-blade, low-speed, high-efficiency impeller.





2001

WILO-STRATOS

The first high-efficiency pump for heating, air conditioning and refrigeration applications is still considered the benchmark for the former energy label today.

2001

WILO-EMU FA

The world's first submersible sewage pump with a hermetically sealed cooling system.



2009

WILO-STRATOS PICO

The Wilo-Stratos PICO is the 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%.

2017

WILO-STRATOS MAXO

The Wilo-Stratos MAXO is as highly efficient as it is flexible, as user-friendly as it is connected. It marks Wilo's arrival in the future of pump technology – it is the world's first smart-pump*.



2018

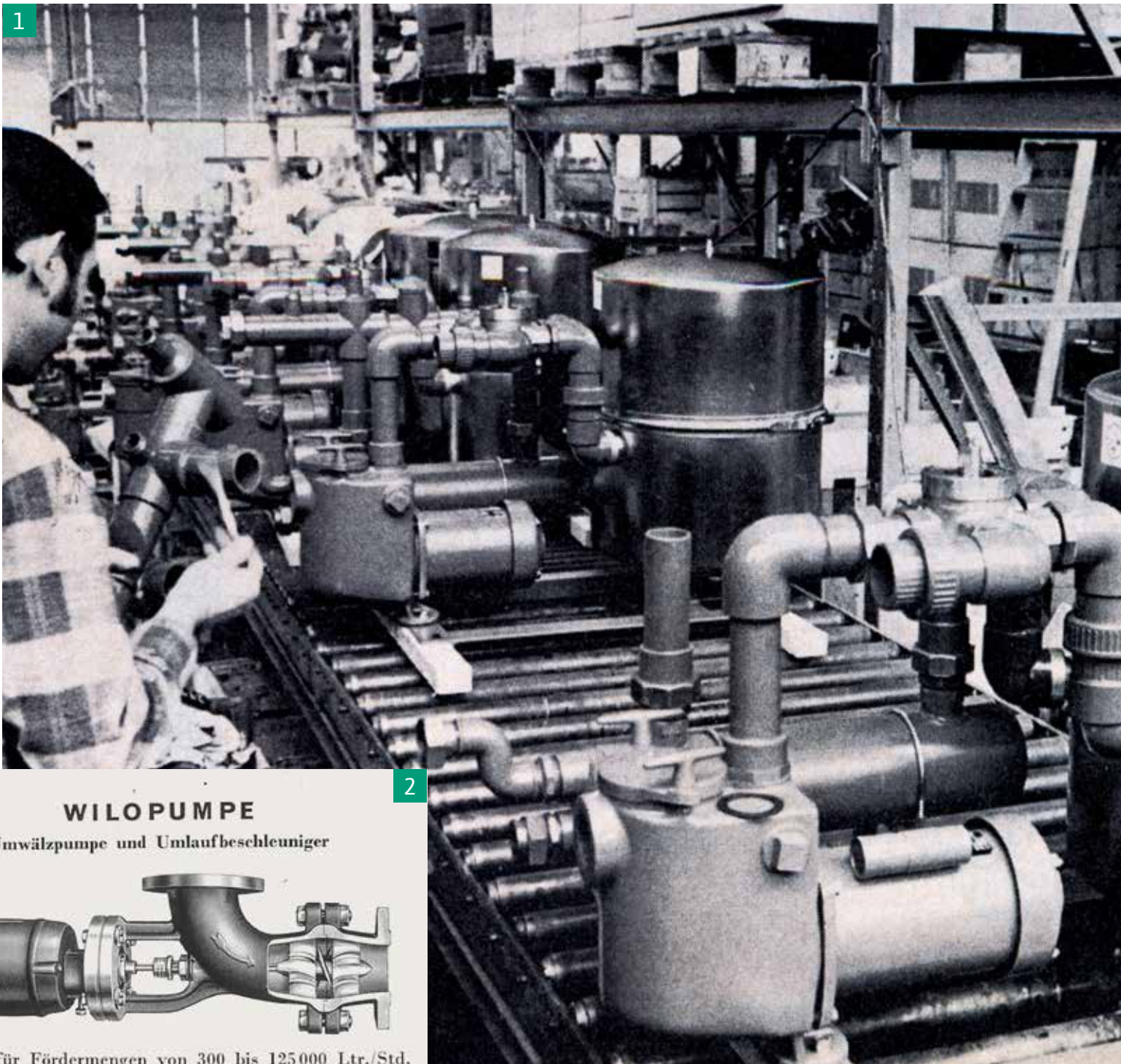
WILO-REXA SOLID-Q

The Wilo-Rexa SOLID-Q with Nexos intelligence is the intelligent system solution for a smart sewage pumping station. It is characterised by operational reliability, energy efficiency and highest level of digital connectivity.



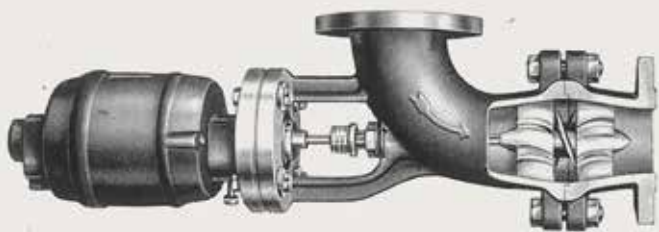
THROUGH THE TIME WITH WILO

A business success story as long as Wilo's demands a great deal of change – but some things remain surprisingly familiar.



WILOPUMPE

Umwälzpumpe und Umlaufbeschleuniger

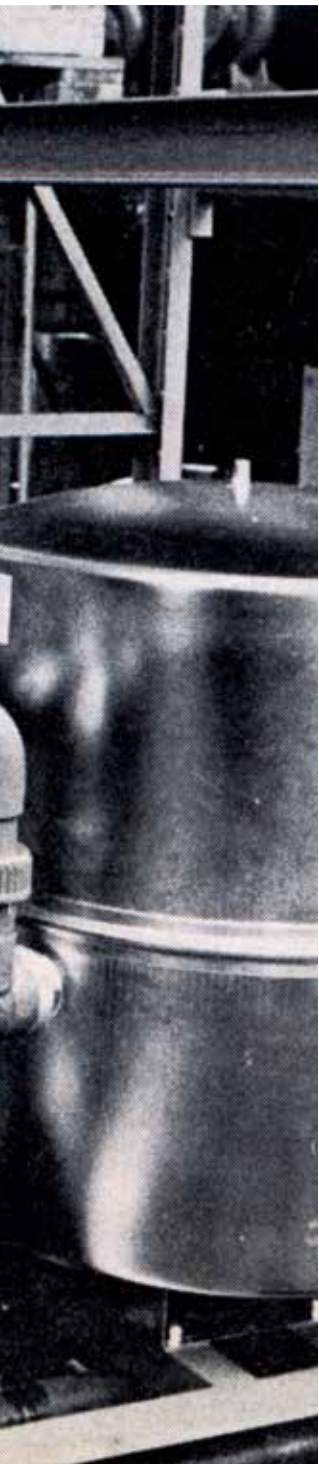


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“In the many years that we have been working together professionally, a close personal friendship has developed between myself and Oliver Hermes. He represents and lives by Wilo’s professional and human values, which are in keeping with the guiding principles of the Opländer family.”

Dr.-Ing. h.c. Jochen Opländer

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1&6 Production has changed, but the aspiration is the same: always be on the cutting edge. **2&3** Two innovations, nine decades apart: Advertisement for the world’s first circulation accelerator and the launch of the world’s first smart-pump* by Oliver Hermes at ISH 2017. **4&5** The logo changes, the cakes stay – Oliver Hermes and Jochen Opländer cut the first slice.

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VISION

Wilo, the water solution leader for a smart and resource-efficient world.



MISSION

Inventing and managing responsible water solutions that benefit everyone, everywhere.

OUR VALUES

Wilo's binding and shared values form the foundation of what we do.

FAIRNESS

Honesty and sincerity in the way we treat each other.

RESPECT

Awareness, recognition and tolerance in interpersonal interactions.

PASSION

Entrepreneurial spirit, solidarity, a sense of family and creativity constantly drive us.

RESPONSIBILITY

Accountability for all of our actions.

INTEGRITY

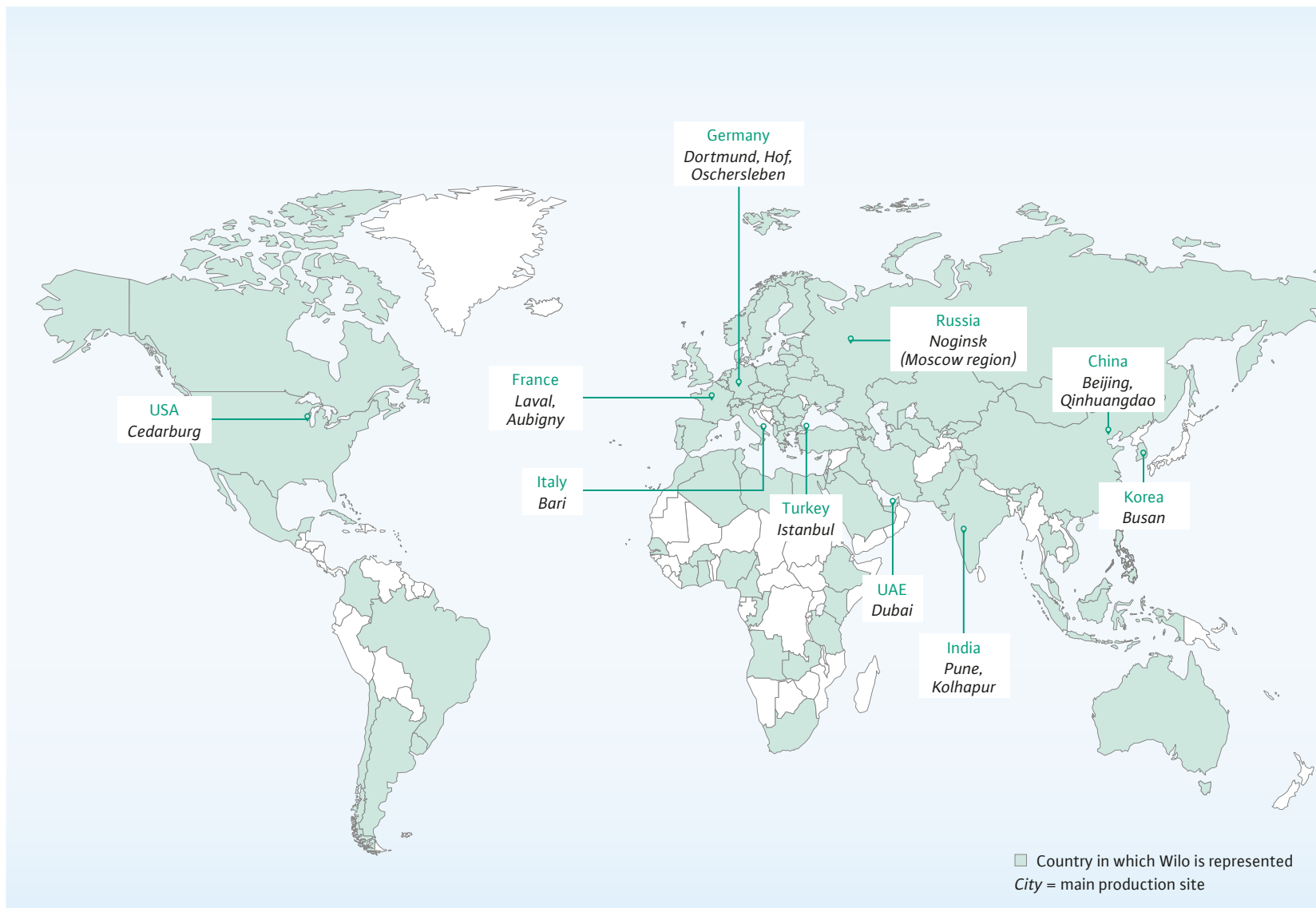
Reliability, commitment and authenticity in the daily cooperation.

INTERNATIONAL, COSMOPOLITAN, DOWN-TO-EARTH

On its path towards systematically becoming a global corporation, Wilo evolved and adapted its legal form and company processes early on, while always staying true to its origins as a family-run company with a mid-sized culture.

WILO AG was transformed into a European stock corporation in 2008. This was preceded by many years of internationalisation within the company, which began with its first international branch in Belgium in 1967. Many other countries followed, including the European heavyweights France, England and Italy in the mid-1980s. In order to advance its ongoing expansion into a global corporation and to optimise the conditions for doing so, Wilo became WILO SE – a *societas Europaea* – in 2008. Thus, the Wilo Group is continuing its development as a European company. The options afforded by the change of the legal form can be optimally utilised by Wilo

and promote an open and international corporate culture. The transformation into an SE was an important step in the development towards being an internationally positioned company. Wilo is defined by its mid-market roots and practises the values this entails. At the same time, the company operates as a public corporation. WILO SE and its executive bodies voluntarily comply with the German Corporate Governance Code. The sustainable success of the Wilo Group is also founded on the shared values and ethical principles that guide our day-to-day activities across all cultural boundaries: integrity, fairness, respect, passion and responsibility.



GLOBALLY POSITIONED, REGIONALLY STRONG.

Wilo has 15 main production sites,
70 production and sales companies and is
represented in more than 90 countries.

PART OF THE COMMUNITY

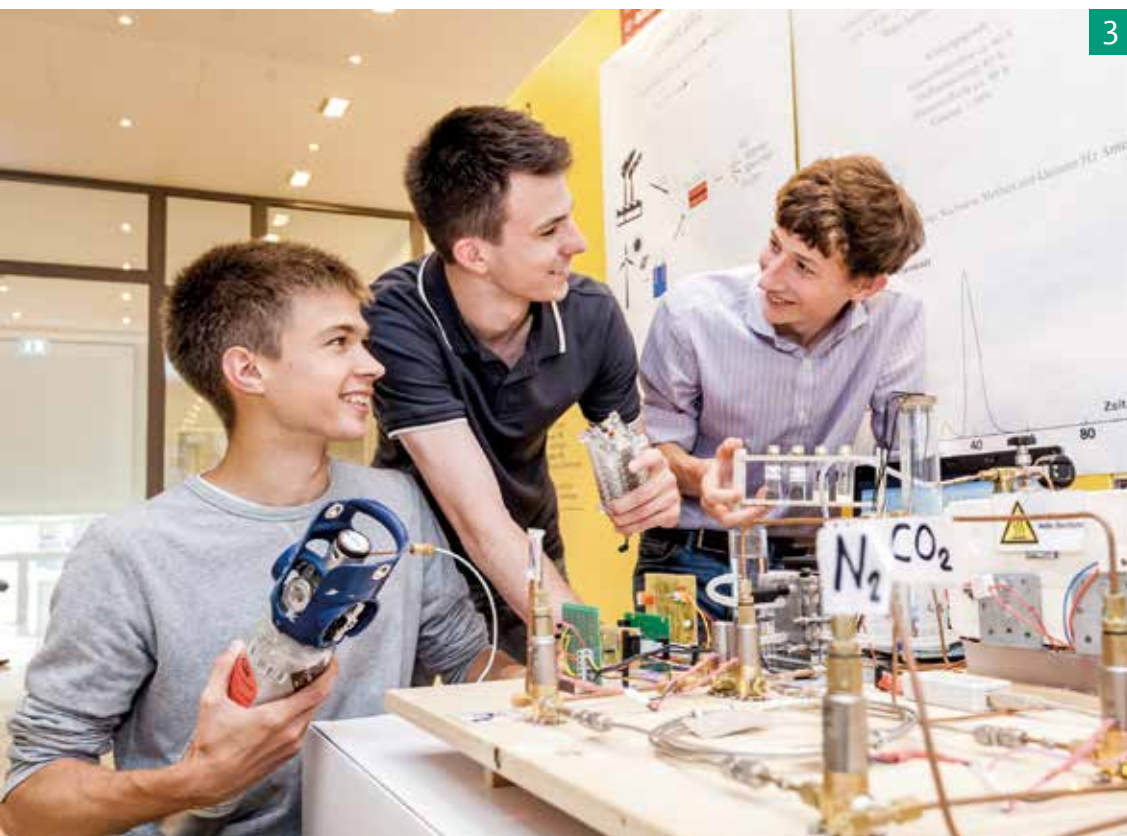
Business success and social engagement are inextricably linked at Wilo through the Wilo-Foundation.



WILO-FOUNDATION

The Wilo-Foundation was created by Dr.-Ing. h.c. Jochen Opländer in 2011. Once established, the majority of the shares in WILO SE previously held by the family were transferred to the Foundation. As the majority shareholder with a shareholding of 90%, the Foundation ensures the continuity of Wilo as a company. In keeping with the founder's intentions, the purpose of the Foundation, alongside ensuring the company's continuity, is to provide financial support for science, education, culture and sports. Oliver Hermes has been the Chairman of the Foundation's Board of Trustees since 2019.





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1 Honorary Captain Jochen Opländer, appointed by the German men's eight team, celebrates the 2017 World Cup victory in Lucerne with the athletes.

2 Board of Trustees and Executive Board of the Wilo-Foundation (left to right): Lars Roßner, Evi Hoch, Dr.-Ing. h.c. Jochen Opländer, Oliver Hermes, Prof. Norbert Wieselhuber, Jan Opländer, Wolfgang Mertineit

3 "Jugend forscht" is Germany's best-known youth competition in the fields of mathematics, IT, natural sciences and technology (MINT). To help promote talent, the Wilo-Foundation supports the regional competition in Dortmund as a sponsor.

4 Since 2012, the Foundation has awarded two prizes a year to scholarship holders of the Mozart Gesellschaft Dortmund in support of particularly talented musicians.

5 More than 14,000 residents benefit from the "Sand Banks for Drinking Water" project in Kenya, which the Wilo-Foundation has supported since 2016.



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"Working towards the future also means taking responsibility for the common good, because today companies and society are all in the same boat."

Dr.-Ing. h.c. Jochen Opländer

CREDITS

Publisher

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Wilo, Stephan Schütze (page 15)

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*We understand a smart-pump as a new category of pumps, which goes far beyond our high-efficiency pumps or pumps with pump intelligence. Only the combination of the latest sensor technology and innovative control functions (e.g. Dynamic Adapt plus and Multi-Flow Adaptation), bidirectional connectivity (e.g. Bluetooth, integrated analogue inputs, binary inputs and outputs, Wilo Net interface), software updates and excellent usability (e.g. thanks to the Setup Guide, the preview principle for predictive navigation and the tried and tested Green Button Technology) make this pump a smart-pump.

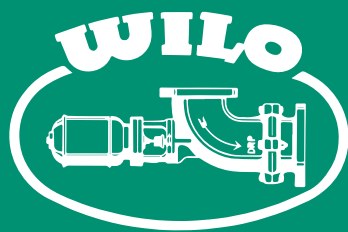
WiloPark, opening in 2020



*“We are highly optimistic about the future,
which is becoming ever more complex in
a globalised world full of challenges.
We are working every day to achieve our
demanding targets and make Wilo a pioneer
of the pump industry in the digital age.”*

Oliver Hermes





wilo

Pioneering for You