

WILO PROFILE

The Wilo Group is one of the **world's leading premium providers** of pumps and pump systems for the building services, water management and industrial sectors. In the past decade, we have developed from a hidden champion into a visible and connected champion. Today, Wilo has around 8,000 employees worldwide.

Our innovative solutions, smart products and individual services move water in an intelligent, efficient and climate-friendly manner. We are also making an important contribution to climate protection with our sustainability strategy and in conjunction with our partners. We are systematically pressing ahead with the digital transformation of the Group. We are already the digital pioneer in the industry with our products and solutions, processes and business models.



SMART URBAN ZONES







HOUSING & LIVING







"WITH OUR INTELLIGENT AND CONNECTED SOLUTIONS, WE CAN MAKE AN IMPORTANT CONTRIBUTION TO THE EVOLUTION OF CITIES INTO SMART URBAN AREAS. THANKS TO THE SIGNIFICANTLY LOWER ENERGY CONSUMPTION, WE ARE HELPING TO SLOW DOWN CLIMATE CHANGE."

Oliver Hermes, Chairman of the Executive Board and Chief Executive Officer (CEO)



THE FIGHT FOR THE CLIMATE WILL BE WON IN THE CITIES.

Advancing urbanisation, digital transformation and the challenges of climate change are making it necessary to rethink cities. Climate change can only be halted if intelligent technologies and networked systems can be used successfully to drastically reduce cities' energy consumption. Pumps consume around ten percent of the electricity generated worldwide. Most of them are outdated and used in urban areas. Highly efficient and smart Wilo products of the latest generation offer significant energy–saving potential and allow more conservative use of the precious resource that is water.



GROWING SMART

Urbanisation will advance rapidly in the coming decades. More and more people will move from the country to the city. City infrastructure will be tested to its limits. At the same time, climate change is necessitating a fundamental realignment to CO_2 -neutral energy management. In order to meet these challenges while making the cities of the future fit places to live, people around the world are coming up with intelligent, digital concepts for cities: **Smart Urban Areas**.

INTELLIGENT

All smart-city concepts are based on data. Data is the essential requirement for clever planning and digital solutions. More and more cities are therefore establishing structures to collect this data – such as Chicago. The US metropolis has installed an interactive network of sensors that gather data on factors from air quality to water levels that forms the basis for optimizing how the city is run.



SINGAPORE

CONNECTED

Collected data only becomes smart data through communication. Interconnection links individual technological solutions together into intelligent concepts. For example, interconnected mobility services can significantly reduce commute times. Networked water meters can save up to 80 litres of water per person per day. A trailblazer among smart cities is Singapore. The city on the equator is installing smart transport, water supply and waste recycling systems and gradually offering ever more government services in digital form. However, Dubai has also pledged to become the smartest city in the world by 2021. In order to reach this goal, over 500 interconnected initiatives have already been launched.

LIVEABLE

Innovative technologies will make sure that people are provided for in the long term. They enable the efficiency and flexibility necessary to adapt urban infrastructure to the growing population while conserving resources. The primary objective of forwardlooking smart-city concepts is to preserve and improve people's quality of life. This depends on the protection of natural resources so that they are still available for future generations. However, it is also necessary to make urban areas more green and attractive, such as in Milan, where the twin "Bosco Verticale" (Vertical Forest) towers enrich the climate with around 900 trees and roughly 2,000 other plants.



WE PROVIDE SOLUTIONS FOR SMART URBAN AREAS

In Smart Urban Areas, urban infrastructure and many areas of life are connected with each other digitally and intelligently. They can be divided into **six zones**. These zones represent different requirements and functions. Wilo develops customised, energy-efficient and smart solutions to meet the various challenges.





RECREATION

This zone encompasses all the areas that serve recreation, such as leisure parks, opera houses or sports stadiums. The strongly fluctuating need for water supply and water disposal over time with periodic peaks constitutes a particular challenge for the pump systems. Wilo's flexible and comprehensive portfolio meets this need perfectly, and has solutions on hand for all tasks.



COMMERCIAL & INSTITUTION

Office towers, universities, hotel complexes – this zone encompasses large buildings, primarily for commercial use. The growth of towns means increasing complexity in building management and new challenges in terms of technical connectivity. Wilo products offer the opportunity of connectivity, and can always be integrated everywhere into existing building services.



HOUSING & LIVING

The zone that encompasses the living spaces within a town or city is characterised primarily by the need for amenities and individualisation. This means the most demanding requirements for the selection and operation of heating and air-conditioning systems. Drinking water applications must also meet the maximum hygiene standards. Wilo solutions can also be easily integrated into existing smart-living concepts.



INDUSTRY

Alongside operational reliability and energy efficiency, material quality and the maintenance of standards also have a particular role to play in industry. Industrial locations will also change with the transformation of cityscapes. With the highest quality requirements for our products, Wilo systems offer high efficiency, long service life and operational reliability for a variety of industrial applications.



TRANSPORTATION & INFRASTRUCTURE

The hubs of the city's infrastructure, such as airports, stations or harbours, are integrated into this zone. The reliable sewage transport is particularly important, given constant population growth. Wilo solutions ensure simple and highly efficient sewage transport with robust and reliable solid separation systems.



AGRICULTURE

Areas used for agriculture are extending into city structures with growing Smart Urban Areas. Green roofs, vertical farms or inner-city parcels used for agriculture will improve the supply and climate of urban areas. Reliable and sustainable irrigation is indispensable. For this, Wilo offers highly efficient and resource-efficient solutions, from raw water intake to irrigation.









INDUSTRY

In industry, material quality and compliance with standards are key aspects alongside operational reliability and energy efficiency. As working and living space increasingly grow together, production is facing new challenges in terms of operational reliability and comfort. Processes are becoming more complex and the requirements in terms of material quality are rising, while sustainability, emissions and energy efficiency are also growing in importance.

As a partner to industrial companies, we are addressing these more stringent requirements. With the highest quality standards for its own products, Wilo offers the right systems for a wide range of industrial applications — highly efficient, long–lasting and reliable. Wilo also offers numerous products with stainless steel finishes or special coatings for use in particularly challenging environments and under high strain.





SUSTAINABLE AND RELIABLE

Bosch Rexroth Korea factory is an outpost for the East Asian market, located in Busan. Facilities for production, logistic, and offices were built on over 17,000 m². Now the factory represents the Korean headquarters of Bosch Rexroth. It produces hydraulic power units and control blocks, so they can gain the upper hand in the various fields of business and Social Overhead Capital (SOC) market like water power plants. Wilo provided all kinds of pumps and system solutions for the building. From Water Supply, HVAC, Firefighting to Drainage as well as circulation pumps.





SMART HEATING

What makes the construction company GOLDBECK special are not only the 47 locations in Germany and Europe, or the approximately 90,000 tons of steel that the East Westphalians process every year. At GOLD-BECK's headquarters in Bielefeld, a special feature is hidden. In the cellar of a new, futuristic extension building 13 Wilo pumps are in operation – including twelve brand new Wilo-Stratos MAXO pumps. Like a Wilo-Stratos GIGA, the twelve Smart pumps are used to heat and cool the office building.





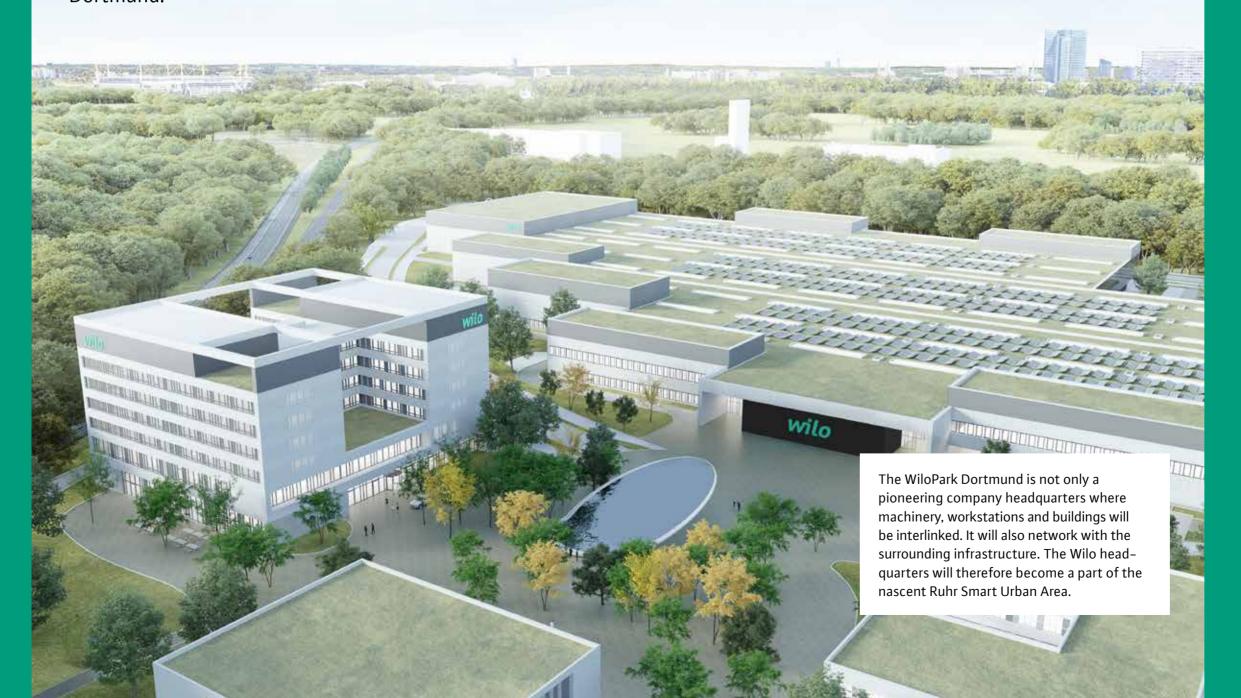


6000 LITRES – PER SECOND

With around 25 million inhabitants, Mumbai is the world's sixth-largest metropolitan region. It is the economic centre of India and the country's most important port. Located in the tropics, 95 percent of the city's annual precipitation falls in just four months. In response to the repeated catastrophic flooding that had resulted from the summer monsoon weather in the past, Mumbai became the only Indian city to date to construct storm water pumping stations. They are fitted with 29 Wilo axial submersible pumps, each of which is six metres in height and can pump out 6,000 litres of water every second.

WELCOME TO THE FUTURE

The largest location development programme in the company's history is bringing Wilo's headquarters in Dortmund into the digital future. Production, administration, product development and customer service are being interconnected and combined into the Wilo Group's number one digital location — the WiloPark Dortmund.



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WILO SE

Nortkirchenstraße 100 44263 Dortmund

T +49 231 4102-0 F +49 231 4102-7363 www.wilo.com