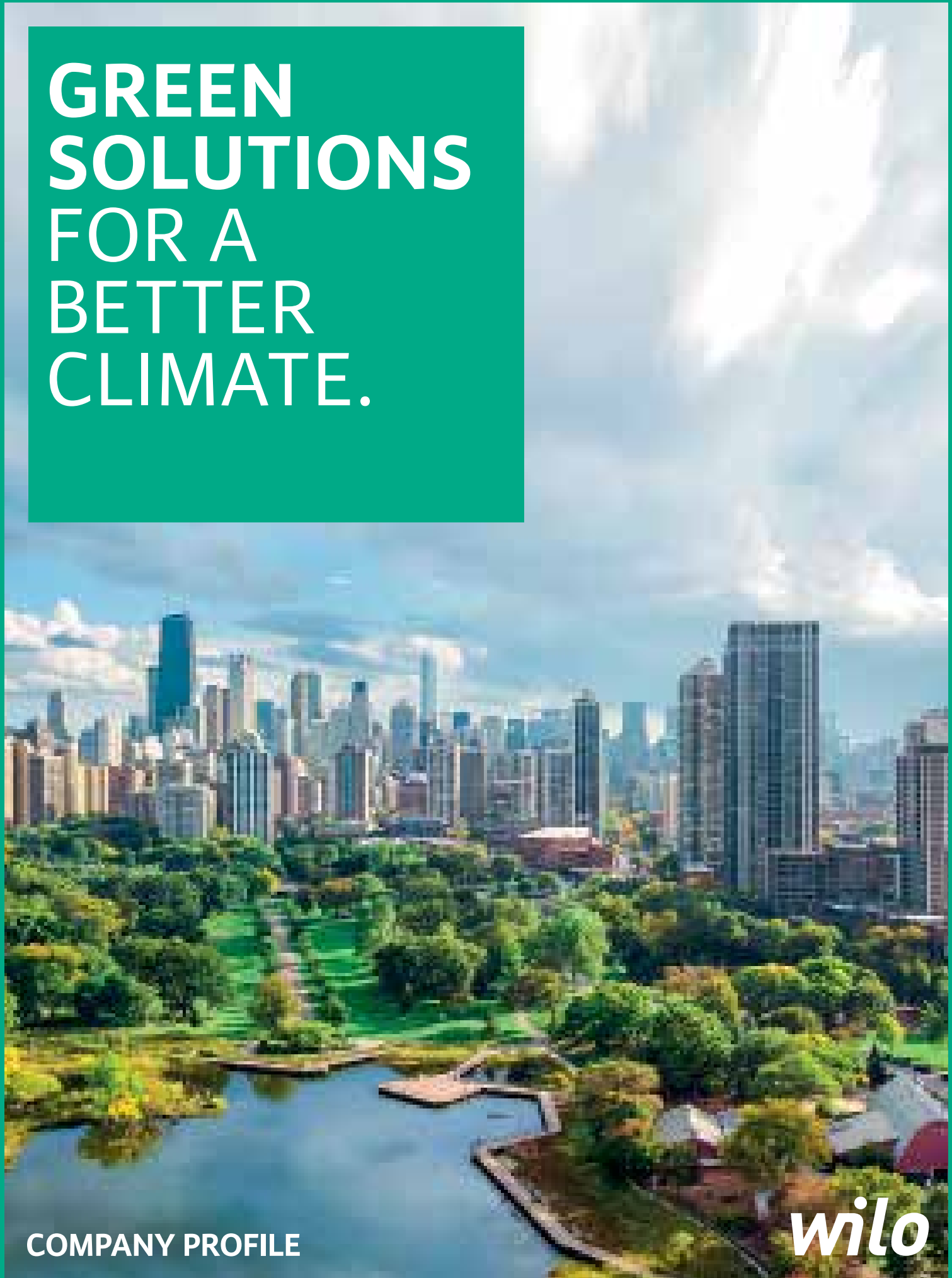


GREEN SOLUTIONS FOR A BETTER CLIMATE.



COMPANY PROFILE

wilo

“We are very optimistic about the future that is increasingly more complex in a globalised world full of challenges. We work every day to successfully implement our ambitious targets and make Wilo a pioneer in the pump sector in the digital age.”

Oliver Hermes



LADIES AND GENTLEMEN,

Wilo has witnessed extremely dynamic growth over the past few years and, as an international premium provider for high-tech in the pump segment, aspires to be an innovation and technology leader. We are constantly setting new standards in the pump industry.

I see significant growth opportunities for Wilo in integrated urban centres known as “Smart Urban Areas”. These are future markets in which urban infrastructures and many spheres of life will be digitally and intelligently connected. All of the challenges, for which Wilo offers and develops smart and efficient solutions, are brought together here. Fifty per cent of the world’s seven billion inhabitants already live in mega cities, which is expected to rise to virtually 70 per cent of an estimated ten billion people by 2050. Pumps are in demand everywhere: a large market for Wilo.

As a digital pioneer in the pumps sector, we want to make everyday life more pleasant, convenient and safer for people – a plus in terms of quality of life and sustainability.

We are sending you an invitation to accompany us along this exciting route.

Best wishes,

Yours,

A handwritten signature in black ink, appearing to read 'OH' followed by a stylized flourish.

Oliver Hermes
President & Chief Executive Officer (CEO)
Wilo Group

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.

OUR MARKET SEGMENTS



BUILDING SERVICES RESIDENTIAL

We are full-range supplier and customers' first choice.



BUILDING SERVICES COMMERCIAL

We are market, innovation and smart solution leader.



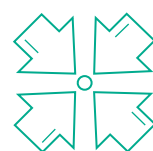
OEM

We are preferred partner for smart integrated solutions.



WATER MANAGEMENT

We are global market player and digital solution provider.



INDUSTRY

We are specialist in selected branches and applications.



1.48 BILLION EURO

The Wilo Group was able to report a sales record of 1.48 billion euro in 2019.

~ 8,000

We employ ~ 8,000 people.



> 2,500

More than 2,500 service engineers support Wilo's customers around the world.

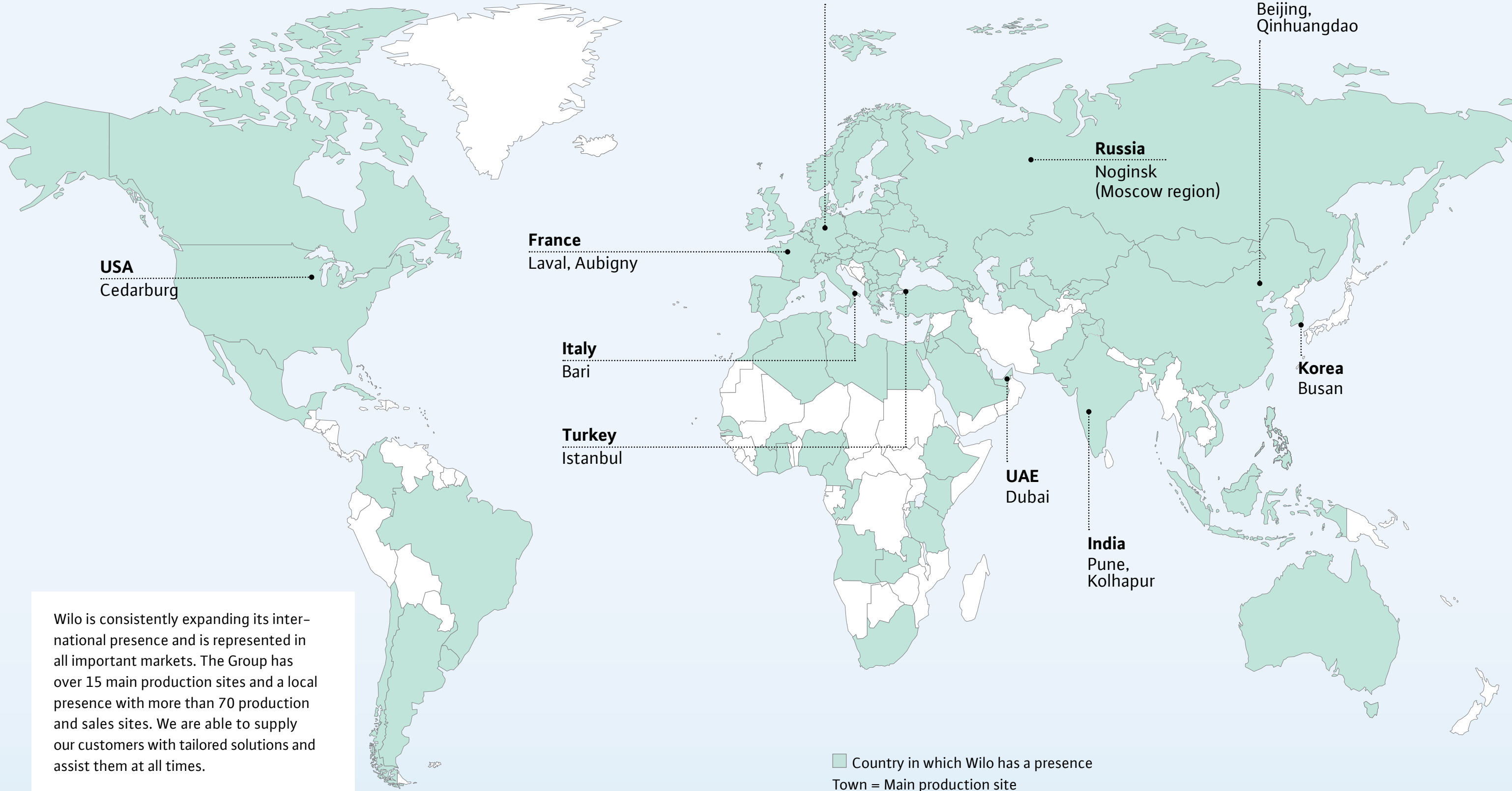


~ 10 MILLION

Wilo produces around ten million pumps annually.



INTERNATIONAL & COSMOPOLITAN



Wilo is consistently expanding its international presence and is represented in all important markets. The Group has over 15 main production sites and a local presence with more than 70 production and sales sites. We are able to supply our customers with tailored solutions and assist them at all times.

PROTECT & ACT

Climate change poses a real threat and global challenge. It is the most important subject of our time, and will continue to be so for this generation and beyond. Rigorous and speedy action is necessary to slow down global warming. Energy and resource efficiency are crucial if we are still to limit global warming. The Wilo Group faces the challenges posed by climate change and makes its contribution to a positive overall development.

CLIMATE PROTECTION COMPANY

Pumps use around 10 per cent of electricity generated globally. At the same time, around 90 per cent of today's working pumps are outdated and inefficient. Replacing them with modern pumps therefore holds an enormous energy-saving potential. Wilo relies on maximum energy efficiency with its products and solutions. With high-efficiency technologies and smart products, we contribute globally to a more sparing use of resources, water and energy. The protection of the environment is therefore a key part of our business model. Moreover, we are reducing our own CO₂ emissions year on year and optimising our production and processes all the time.

LEAD THE WAY & CONTRIBUTE

Our sustainability strategy

Wilo has developed an integrated sustainability strategy based on the corporate strategy known as Ambition 2025. At the core of this strategy is the aim of supplying more people with clean water while simultaneously reducing our ecological footprint along the entire value-added chain. Our innovative and highly efficient products and system solutions contribute to this, as do our production processes, which we are continuously optimising in terms of resources and energy efficiency.

WATER	ENERGY & EMISSIONS	MATERIAL & WASTE	STAFF & COMPANY
We are giving 100 million people better access to clean water.	We are reducing CO ₂ emissions by 50 million tonnes .	We are reducing the consumption of raw materials by 250 tonnes .	We act with a greater sense of responsibility towards staff and society.
<p>Increasing the range of innovative water solutions: Growth rate 7.5 %.</p> <p>Extending the portfolio of smart-water-systems: Growth rate 35 %.</p> <p>Expansion of strategic partnerships.</p>	<p>Energy savings through high-efficiency pumps: 1.8 TWh annually.</p> <p>Increase energy solution projects: 10,000 projects annually.</p> <p>Extending the portfolio of smart products: Growth rate 15 %.</p>	<p>Increasing the number of reusable parts: 30,000 items annually.</p> <p>Reduction in material consumption: 12 tonnes annually.</p> <p>Greater use of reusable packaging: 100 %.</p>	<p>Promotion of educational programmes: 20 new training centres.</p> <p>Ensuring social compliance: 90 % training coverage.</p>
Reduction in drinking water consumption at Wilo sites: 20 % .	Reduction of CO ₂ emissions at Wilo sites: climate-neutral production .	Increasing the recycling rate at Wilo sites: 90 % .	<p>Effective development programmes: 70 % of managers developed internally.</p> <p>Reinforce the culture of variety: 20 % of women in management positions.</p> <p>Ensuring a safe working environment: 0 accidents.</p>

SOLUTIONS PROVIDER

Wilo develops networked systems that build on sustainable concepts and intelligent technologies. With its pioneering spirit, Wilo creates products and solutions that provide today's market with answers to the complex tasks of tomorrow's building services. To do this, we equip our products with ambient intelligence to create new functionalities. As an innovation leader, we set standards and offer customers around the globe tailored products that guarantee a maximum in terms of reliability, flexibility and energy savings. Wilo is perfectly set up to cater to the greatest variety of customer requirements – smartly, efficiently and holistically.



Urban centres can be divided up into six zones. They represent a variety of requirements and functions, while imposing different business requirements. Wilo develops tailored smart and efficient solutions for them.



RECREATION

This zone encompasses all the areas that serve recreation, such as leisure parks, opera houses or sports stadia. 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.



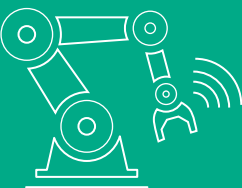
COMMERCIAL & INSTITUTION

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

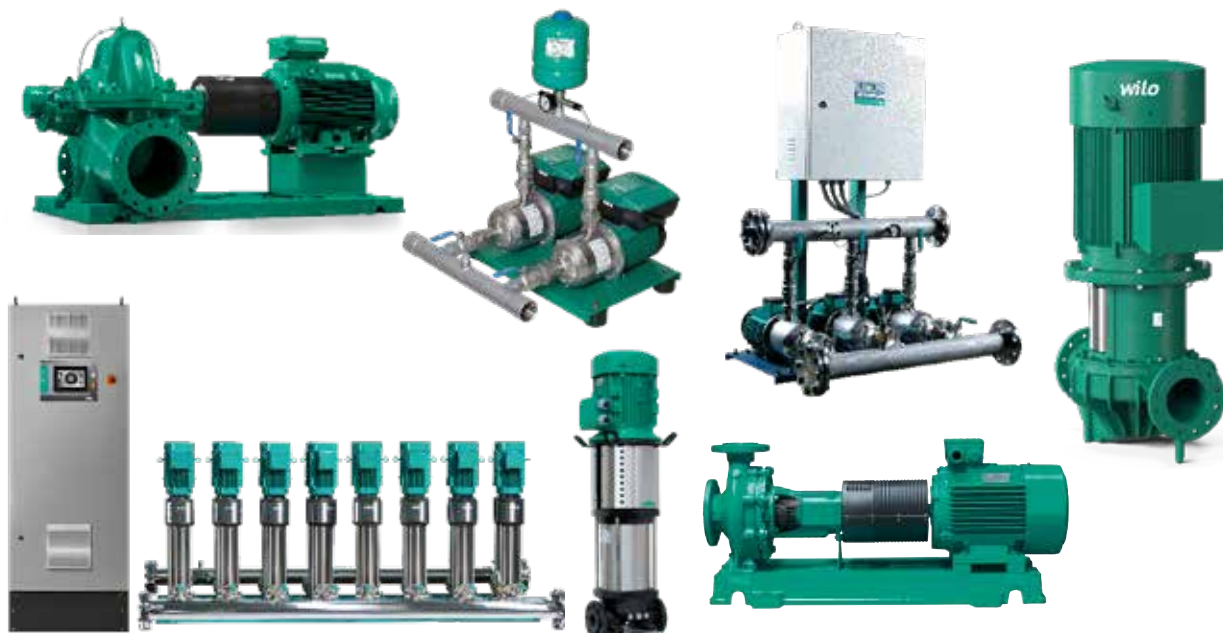
The hubs of the city's infrastructure, such as airports, stations or harbours, are integrated into this zone. The reliable sewage transport is particularly important, given constant population growth. Wilo solutions ensure simple and efficient sewage transport with robust and reliable solid separation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

BUILDING SERVICES RESIDENTIAL



BUILDING SERVICES COMMERCIAL

OUR PRODUCT PORTFOLIO

INDUSTRY



WATER MANAGEMENT

OUR PHILIPPINE REFERENCES

Always one step ahead technologically and the first to bring innovation onto the market – that is part of our aspiration.

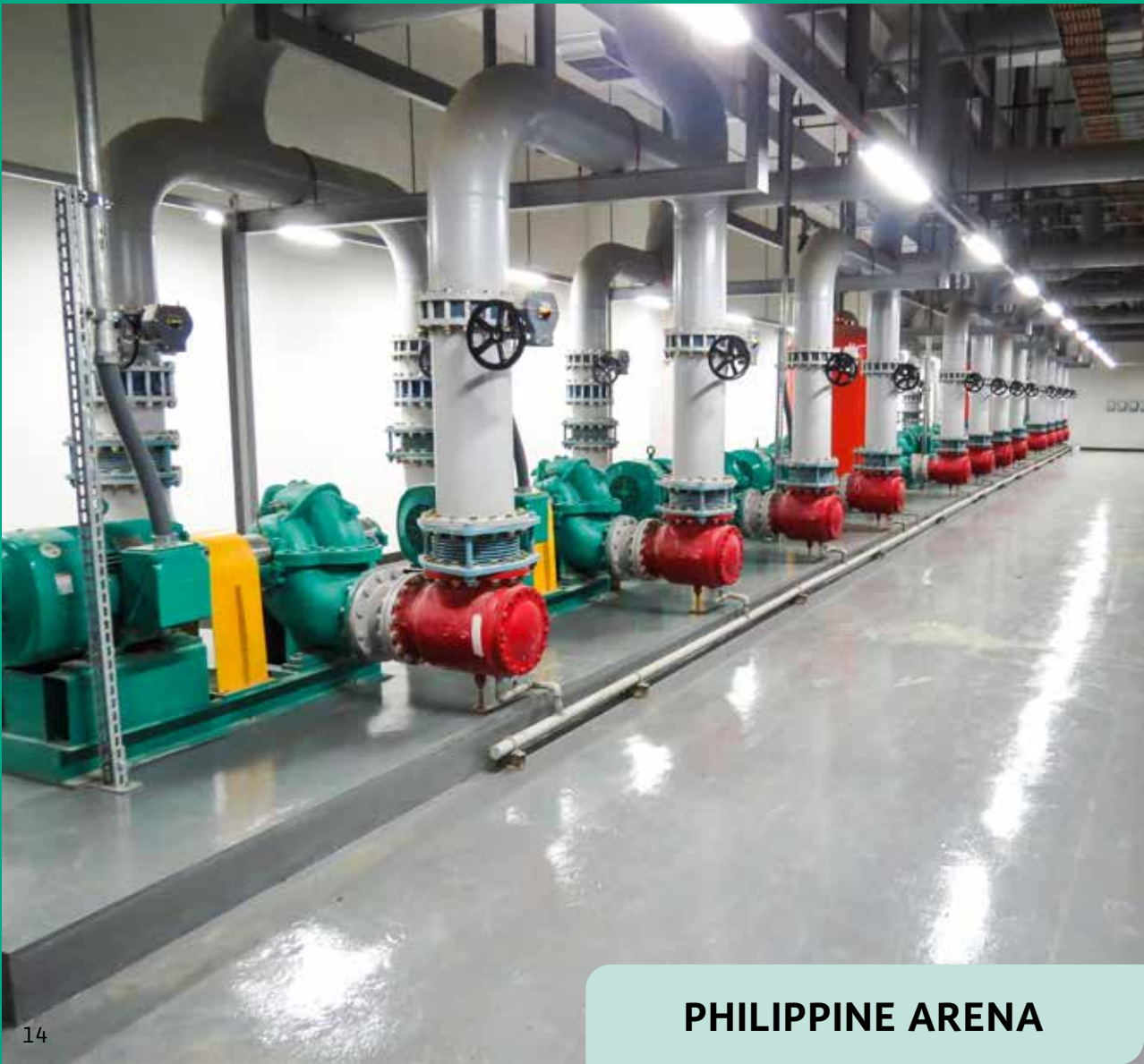
All over the Philippines new growth of emrging and existing marketings are changing. The demand for high quality products and technologies present. We are taking advantage of these opportunities.



DONGGWANG CLARK



NIA ANBUSPA IRRIGATION



PHILIPPINE ARENA



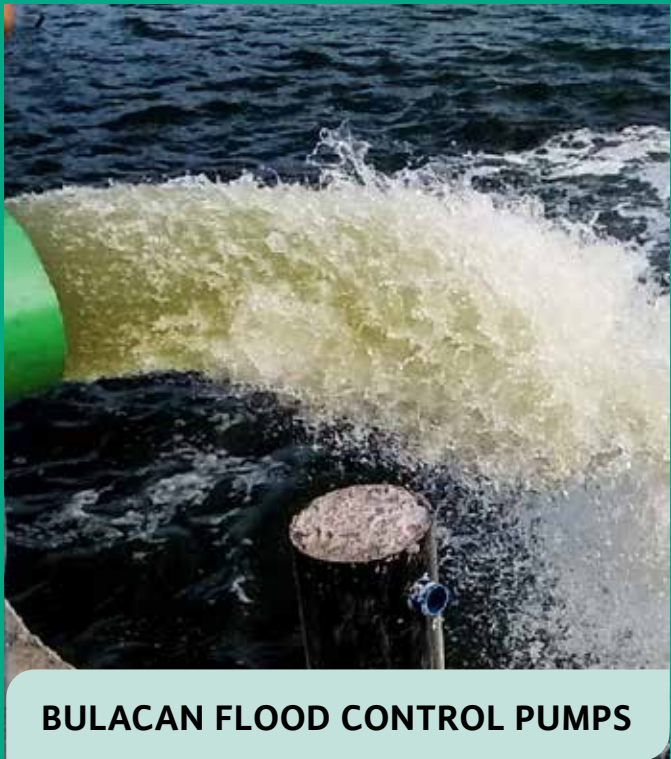
VIGAN DANCING FOUNTAIN



NORTHGATE DCS



GLORIETTA MALL



BULACAN FLOOD CONTROL PUMPS



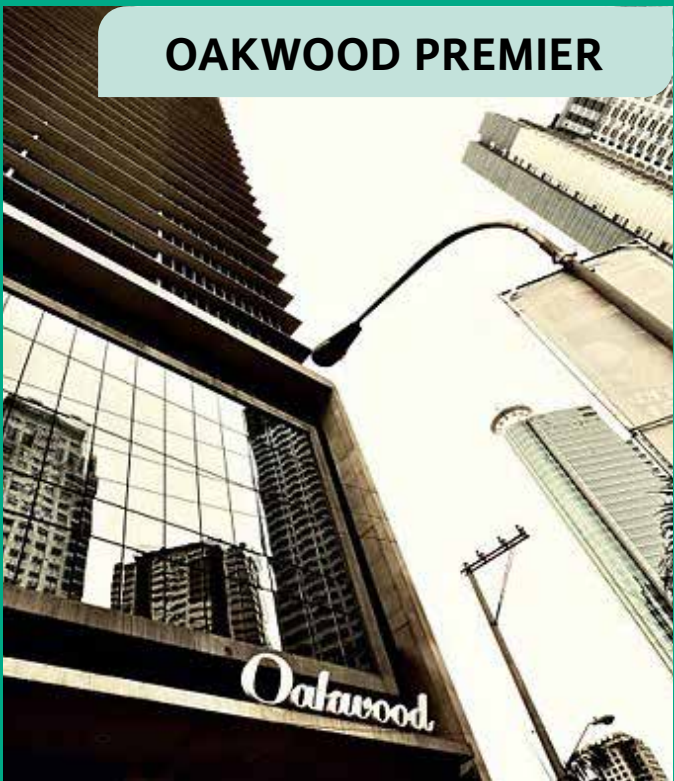
CARMEN COPPER MINING



ALABANG TOWN CENTER



THERMASOUTH INC.



OAKWOOD PREMIER



J PARK ISLAND RESORT & WATER PARK



PHINMA PROPERTIES



NATIONAL MUSEUM



BALESIN ISLAND RESORT



AYALA CENTER CEBU



ATG DIAMOND.

OUR WORLDWIDE REFERENCES

Pumps from Wilo are used worldwide – from data centre to expensive private real state, facilities for commercial air transport, rapid transit rail network, shopping malls and factories.



MUMBAI MOONSON | INDIA



DUBAI METRO | UAE



LAKTHA CENTRE | RUSSIA



CENTRAL BANK | IRELAND



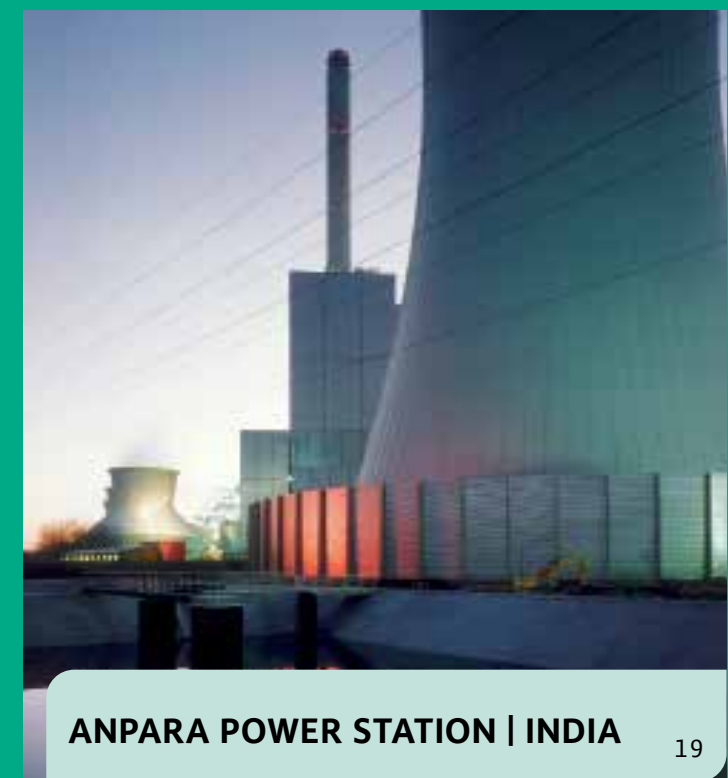
INCHEON INT'L. AIRPORT | SOUTH KOREA



GOOGLE DATA CENTRE | FINLAND



FEDERATION TOWER | RUSSIA



ANPARA POWER STATION | INDIA

INNOVATIVE & EFFICIENT

Always one step ahead technologically and the first to bring innovation onto the market – that is part of our aspiration. Wilo has therefore set more and more standards in the development of pumps, such as Wilo-Rexa SOLID-Q with Nexos Intelligence or the Wilo-Stratos MAXO. It is the world's first smart-pump* and a further milestone in pump technology, from system efficiency to networking options, right through to installation and configuration.



Efficiency, connectivity and safety are becoming increasingly important when handling the scarce resource, water. Wilo offers sustainable, user-friendly and technologically high-performance solutions for building services and water management that are ahead of their time. We optimise our innovative products and systems to the particular requirements in a collaborative partnership, and add services to provide comprehensive and reliable solutions.



PASSION & COMMITMENT

Wilo and top-class sport

Commitment, performance and the ability to work as part of a team are the bases for success, both for the company and team sport. Wilo is therefore an active partner for successful teams in football and rowing. We are happy to support the teams and their fans with enthusiasm and joy.



LOCALLY ESTABLISHED AND INTERNATIONALLY SUCCESSFUL

Wilo and Borussia Dortmund do not just share the same city of origin, but also central values: efficiency, reliability, passion and fairness. Borussia Dortmund, just like Wilo, is a strong international brand, while also being well established in the home country. Wilo has been supporting Borussia Dortmund as the champion partner since 2011. Additionally, Borussia Dortmund's home venue, the SIGNAL IDUNA PARK has been fully equipped with Wilo technology.



ON THE ROAD TO SUCCESS TOGETHER

Wilo and rowing have a long tradition. Louis Opländer (1873–1962) discovered his love of rowing in 1898 at the opening of the Dortmund–Ems Canal. He later became one of the co-founders of RC Hansa in Dortmund, Germany. His son, Wilhelm Opländer, and his grandson, Dr Jochen Opländer, have maintained a close connection until this day. Wilo has been the main sponsor of the German Men's Eight rowing team since 2010. In addition to Dortmund's rowing centre's flagship, Wilo also supports the Men's Four and the Coxless Pair.

GLOBAL LOCAL



RELIABLE SERVICE

As a global specialist for highly efficient pumps and system solutions, and as a service solutions provider, Wilo offers a comprehensive range of services, with which the customer is able to optimise and safeguard its processes. More than 2,500 Wilo engineers and 900 service partners ensure individual customer support in over 60 countries with services adapted to the customer's needs. The Dortmund-based company, a trustworthy and reliable partner, has been able to establish itself with the help of this expertise.

WILO-LIVE ASSISTANT

The mobile and digital solution for all questions about pumps and pump system solutions.

With the Wilo-Live Assistant, Wilo consultants can provide video transmission in the boiler room or technical room – live and in real time. With the help of the customers' smartphone, the Wilo colleague sees the installation situation on his screen and can thus determine the problem and provide assistance.



WiloCare

WiloCare guarantees operational reliability and cost certainty. The service package provides monthly reports on the current asset status, energy consumption, possible optimisation measures and the upcoming maintenance intervals. The services are individually configurable and can therefore be adapted exactly to meet the particular requirement.



Try & Buy

Investments require planning security. Try & Buy provides the opportunity to test Wilo products up to six months in advance and to gain an impression of their quality.

Wilo-Energy Solutions

For greater economy and sustainability: Wilo-Energy Solutions helps customers be proactive in replacing uncontrolled pumps that are currently in operation with Wilo high-efficiency pumps. The power consumption of the pumps can therefore be reduced by up to 90 per cent.

Pioneering for You

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