

# BEYOND THE OBVIOUS



COMPANY PROFILE

*wilo*

*“Successfully positioning ourselves for the future means doing more than just the obvious. We need to think and act beyond what is obvious. We have taken change as an opportunity and adopted a clever strategic position for the challenges that lie ahead.”*

Oliver Hermes





DEAR LADIES AND GENTLEMEN,

Global challenges like the coronavirus pandemic and the advancing climate change can only be solved through cross-border cooperation.

At Wilo, our aim is to advance the topic of energy efficiency while also being a digital pioneer in the age of climate change. As an industrial and technology group, the Wilo plays a significant role in keeping systematically important sectors functional in many countries of the world. Our products, systems and solutions are a fundamental part of critical infrastructures. They serve in applications without which everyday life would be almost impossible.

All in all, Wilo is gearing itself for the future megatrend of “Globalisation 2.0”. Thanks to the “region-for-region” approach we have practised for many years, we are ideally prepared for this development. We’ve been consistently pursuing the goal of serving regional or local customer needs with products that have been manufactured either regionally or locally. Our organisation is correspondingly geared to permit as much decentralisation as possible and as much centralisation as necessary. For this reason, Wilo will establish a second headquarters in Beijing and a third headquarters in Chicago/Cedarburg as well as construct additional production sites in China and India.

Yours,

A handwritten signature in white ink, consisting of the letters 'OH' followed by a stylized, flowing line that ends in a horizontal arrow-like stroke pointing to the right.

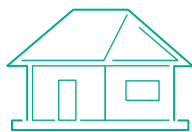
Oliver Hermes  
President & CEO of the Wilo Group

## 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.



# > 2,500

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



# 1.7 BILLION EURO

The Wilo Group was able to report a sales record of 1,651.9 billion euro in 2021.

# ~ 8,200

We employ ~ 8,200 people.



# ~ 10 MILLION

Wilo produces around ten million pumps annually.



# INTERNATIONAL & COSMOPOLITAN



**USA**  
Cedarburg, Collierville

**France**  
Laval, Aubigny

**Italy**  
Bari

**Turkey**  
Istanbul

Wilo is consistently expanding its international presence and is represented in all important markets. The Group has over 16 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.



**Germany**  
Dortmund, Hof,  
Oschersleben

**China**  
Beijing,  
Qinhuangdao

**Russia**  
Noginsk  
(Moscow region)

**Korea**  
Busan

**UAE**  
Dubai

**India**  
Pune,  
Kolhapur

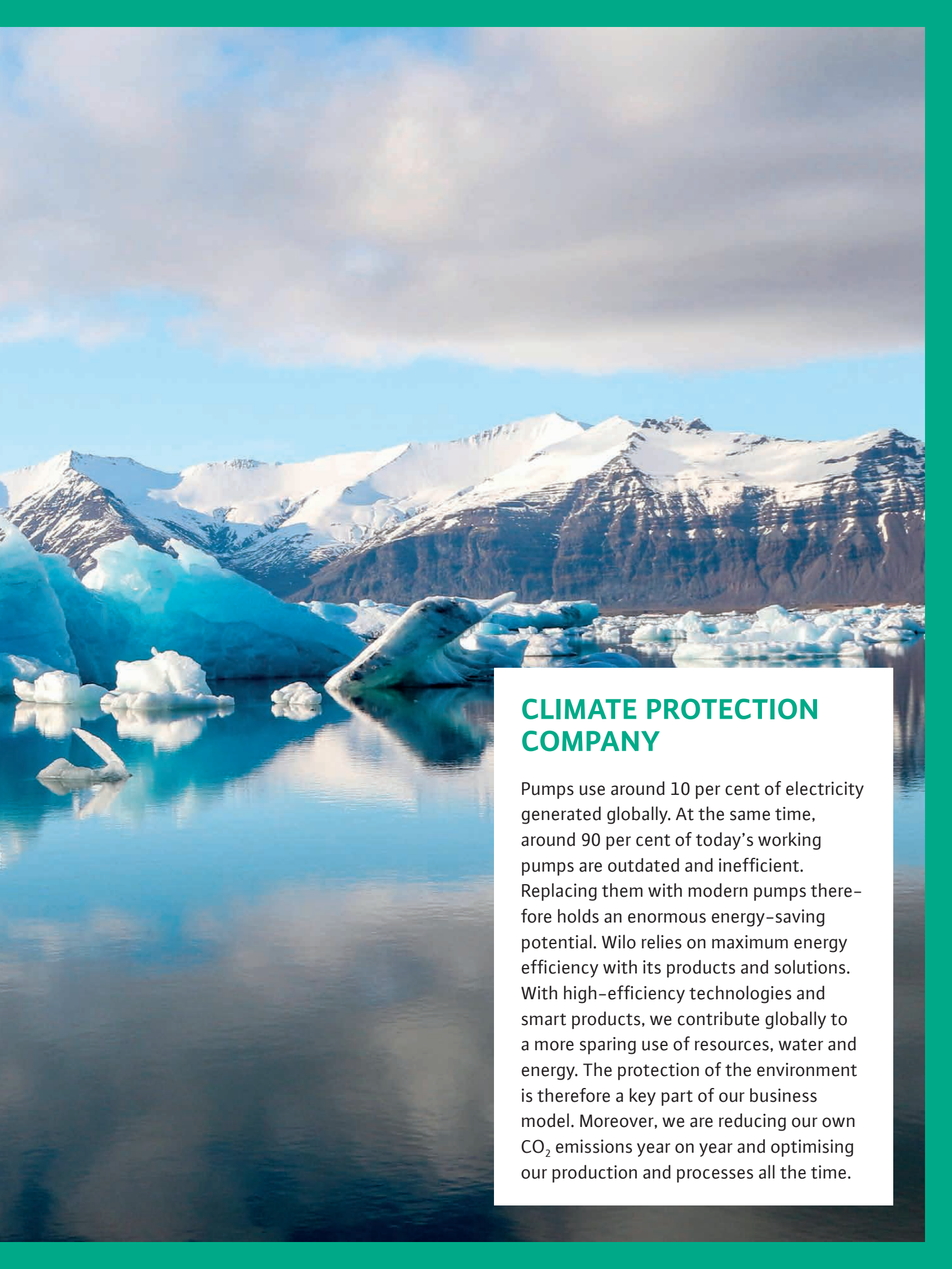
Country in which Wilo has a presence  
Town = Main production site



# 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 CO<sub>2</sub> emissions year on year and optimising our production and processes all the time.



# LEAD THE WAY & CONTRIBUTE

## Our sustainability strategy

### WATER

We are facilitating better access to clean water for **100 million people.**

Increased provision of innovative water solutions: Annual growth rate **7.5 percent.**

Expansion of smart water systems portfolio: Annual growth rate **35 percent.**

Expansion of water programmes.

Reduction in drinking water consumption at Wilo's sites: **20 percent.**

### ENERGY & EMISSIONS

We are reducing CO<sub>2</sub> emissions by **50 million t.**

Energy savings through high-efficiency pumps: **1.8 TWh** per year.

Increase energy solution projects: **10,000** projects per year.

Expansion of smart products portfolio: Annual growth rate **15 percent.**

Reduction in CO<sub>2</sub> emissions at Wilo's sites: **Climate-neutral production.**

Wilo has developed an explicit sustainability strategy on the basis of its Ambition 2025 corporate strategy and the identification of key issues. The central tenet of this strategy is to provide more people with clean water while simultaneously reducing the ecological footprint. A total of 18 goals have been formulated within four action areas. Business and politics do not take place in isolation from one another, which is why this year we have integrated corporate political responsibility as a new aspect of our sustainability strategy.

## MATERIAL & WASTE

We are reducing the consumption of raw materials by **250 t**.

Increase in the number of reused components: **30,000** items per year.

Reduction of materials consumption: **12 t** copper per year.

Increased use of reusable packaging: **100 percent**.

Increase in recycling rate at Wilo's sites: **90 percent**.

## EMPLOYEES & SOCIETY

We **act responsibly** towards employees and society.

Promotion of local capacity development: **20** new training centres.

Ensuring social compliance: **90 percent** training coverage.

Ensuring a sustainable supply chain: **100 percent** risk coverage.

Effective development programmes: **70 percent** of managers developed internally.

Strengthening the culture of diversity: **20 percent** of management positions filled by women.

Ensuring a safe working environment: **0** accidents.

# 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

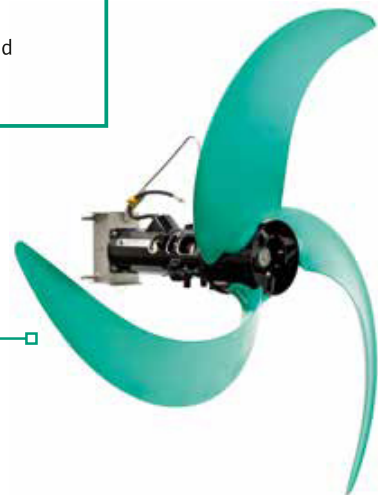
The world's first electronically controlled heating circulator.



## 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.



# 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.



**Champion  
Partner**



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### LOCALLY ESTABLISHED AND INTERNATIONALLY SUCCESSFUL

Wilo has been supporting Borussia Dortmund as the club's Champion Partner since 2011.

Additionally, the entire stadium home – the SIGNAL IDUNA PARK – is equipped with technology made by Wilo.







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## ON THE ROAD TO SUCCESS TOGETHER

Wilo has been the main sponsor of the German Men's Eight rowing team – the reigning world champions – since 2010.

In addition to the Dortmund Rowing Centre's flagship, Wilo also supports the Men's Four and the Coxless Pair.





Wilo has been present in MENA region over 35 years through its local distributors. And in 2019, Wilo inaugurated the newly state-of-the-art facility in Dubai, UAE. The LEED Gold-certified building complex which covers over 8,000 square meters, that features its own assembly line, office space, showrooms, a logistics centre and dedicated training rooms for the Wilo-Academy to host training sessions about the applications of Wilo products for dealers, consultants, installers and engineering students.

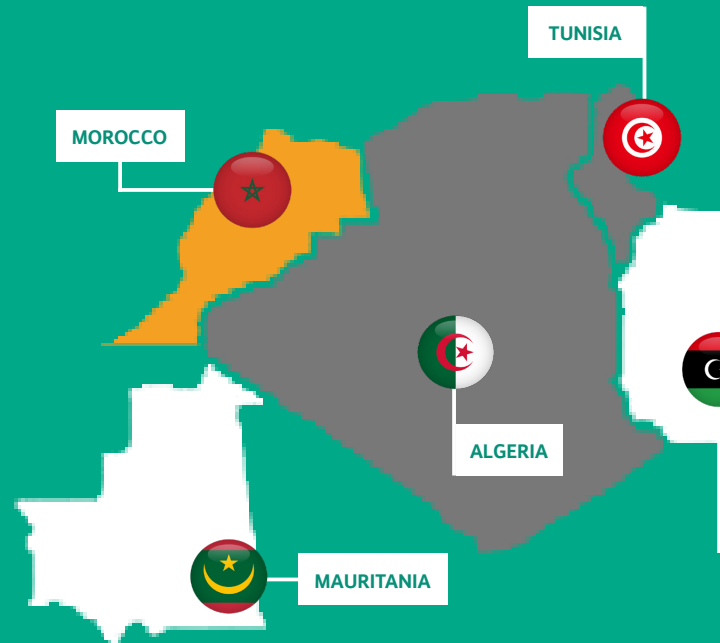




Wilo Middle East Headquarters  
Dubai, United Arab Emirates

Dubai is one of the world's leading digital hubs. As such, it offers the Wilo Group an excellent opportunity to designate it as its headquarters to strengthen its position as a digital pioneer in the pump industry and to promote the future use of digital products and solutions across the Middle East and North Africa Region.

# WILO Middle East and North Africa



With Dubai, United Arab Emirates as headquarters for MENA Region, we also have subsidiaries and representative offices to serve the MENA Region with our wide range of Wilo products.



Member of  
**German Water  
Partnership**



# Platform



## PLATFORMS

Egypt, Lebanon, Morocco, and UAE.

## REPRESENTATIVE OFFICES

Kingdom of Saudi Arabia, Qatar, Jordan, Iraq, Algeria, Pakistan, and Tunisia



### DID YOU KNOW?

In addition to its own numerous international production sites, the Wilo Group also has a worldwide network of more than 60 subsidiaries.

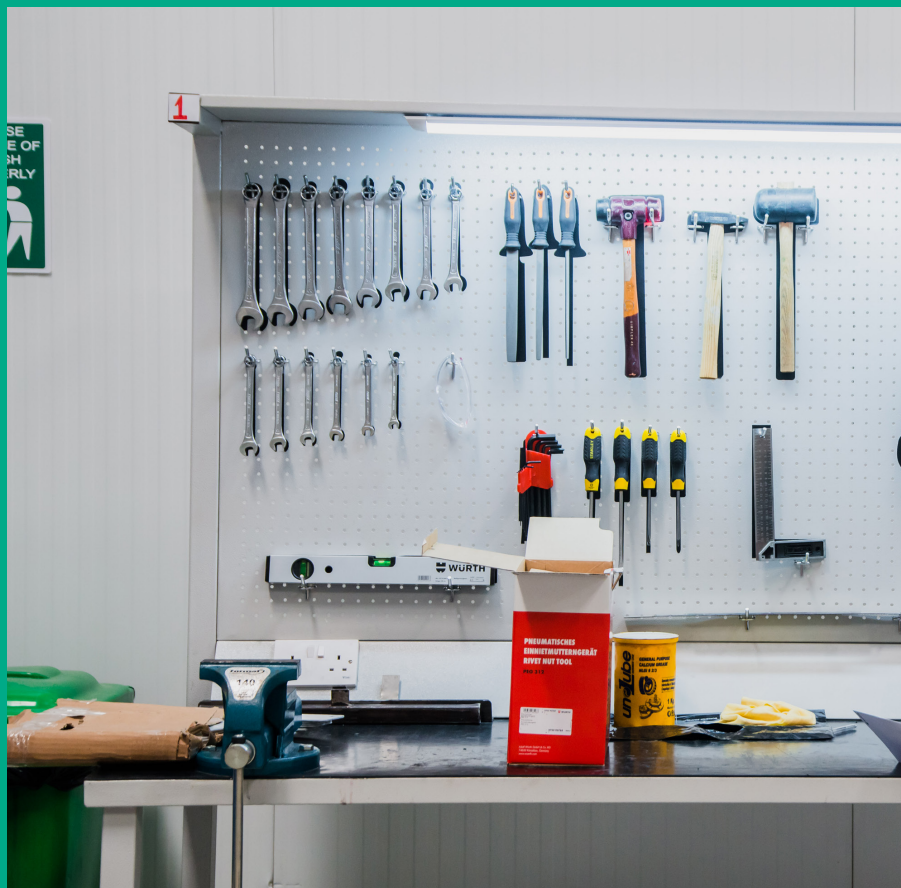
This allows us to serve our customers locally and supply them with custom-tailored solutions and products as quickly as possible.



# WILO ASSEMBLY

Wilo Middle East and North Africa region has a wide range of locally assembled products, including Basic Range, Standard Range, and Premium System build.

Our dedicated production and assembly team ensures each Wilo product's reliability and sustainability for all consumers.



## DID YOU KNOW?

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

And Dubai stands as the main assembly area for the MENA region.





In order to further improve the system efficiency of its products, Wilo is focusing on digitalisation and began developing and launching smart products, particularly smart pumps, some years ago.

We set high standards for this new product category. Wilo only describes a product as smart when it offers a combination of state-of-the-art sensor technology, innovative control functions, bidirectional connectivity and excellent user friendliness. It goes without saying that the product must also meet and exceed the existing standards in terms of high efficiency and resilience.



## WILO LEVANT PLATFORM PROFILE

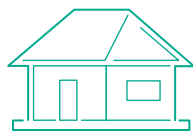
Wilo **Lebanon Subsidiary** was founded in **1996** as Near East Platform for neighboring countries : Syria, Jordan ,Palestine to facilitate sales and logistics issues in the region.

The expansion of Wilo capacities and service quality levels in Jordan and Palestine led to the foundation of Wilo **Jordan Representative Office** in **2014**.

Close proximity to our customers and partners is a necessary target. To better serve our customers locally and supply them with the best custom-tailored solutions and products, **Wilo Levant Platform** was founded in **2019**, with Lebanon as a strategic point to manage the operations supporting all business functions in the region.

We are making an important contribution to climate protection with our **sustainability strategy** and in conjunction with our local partners.

### 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.



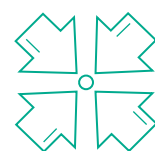
#### **OEM**

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.





# 25 YEARS

Foundation of Wilo Lebanon Subsidiary in 1996 as Near East Platform for neighboring countries.



# 4.2 MILLION EURO

Wilo Levant Platform was able to report a sales record of 4.2 Million Euros in 2021.

# 10

10 employees are working in Lebanon and Jordan to provide our people with the best solutions.



# 15

15 sales and service partners support Wilo in Levant Region with more than 7 service engineers.





# RESPONSIBILITY & ENGAGEMENT



Wilo Levant Platform  
Team Members  
2022

By the people and for the people. Responsible trading and social engagement are inseparable to us. We bear social responsibility towards our customers, society, the common good and the environment. Therefore, we support numerous international and national corporate citizenship programs for culture, education and development aid.

For us, projects for social and economical development in Levant are very important for the development of a sustainable future. Wilo Levant Platform has supported Children Cancer Center Lebanon and Maronite Nursing Home, an Elderly Shelter in Beirut since 2018.



**“Everything we do in our daily work is guided by responsibility for the people and the environment, and this is our motto at wilo.”**

Ayman Nassar  
Managing Director, Wilo Levant Platform



## PARTNERING FOR THE LEBANESE TECHNICIANS OF THE FUTURE.

■ Contributing to the training of the generation of future Lebanese technicians, Wilo Levant Platform signs partnership with IECD on the latter's training program focusing on building and enhancing the vocational profile for the Lebanese technical baccalaureate students and graduates.

■ Wilo Levant Platform commits to develop and deliver in house and on-site practical trainings for students, graduates, and teachers of the BT and to consider graduated beneficiaries of their training for potential internships recruitments.





**Wilo-CronoLine-IL**  
**Wilo-CronoLine-NL**  
**Wilo-SiBoost-Smart FC 3Helix V**  
**Wilo-SiBoost-Smart 4 Helix VE**

The supplied pumps are used for cooling, air-conditioning, water supply, pressure boosting and transporting wastewater of the campus.





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## LEBANESE UNIVERSITY, LEBANON

The Lebanese University campus in Tripoli aimed to regroup the eight faculties of the university in the North into one site.

The mix of requirements and constraints added more complexity to the architectural challenge of the project:

- 18,000-student capacity
- Land surface area: 130,000 m<sup>2</sup>
- Built-up area: 200,000 m<sup>2</sup>
- Total project cost: USD 140 M

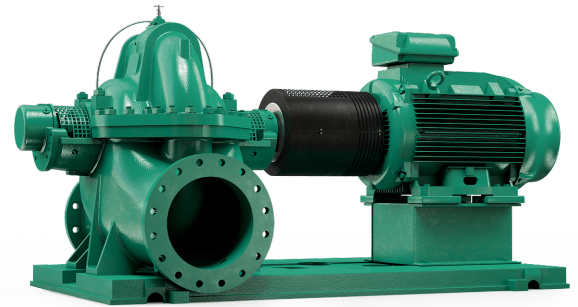




## Wilo-SCP

The supplied pumps are used for Water Transfer and Distribution for irrigation purposes for 4 pumping stations from a main conveyor having a capacity of  $8\text{m}^3/\text{sec}$  for South Lebanon.





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## LITANI RIVER, LEBANON

The Litani is the largest river in Lebanon in length and width, with a length reaching 170 Km and a water capacity of 750 m<sup>3</sup> per year. The waters of the Litani originates and flows entirely within the borders of Lebanon.

The river provides a major source for water supply, irrigation and hydroelectricity both within Southern Lebanon, and the country as a whole.



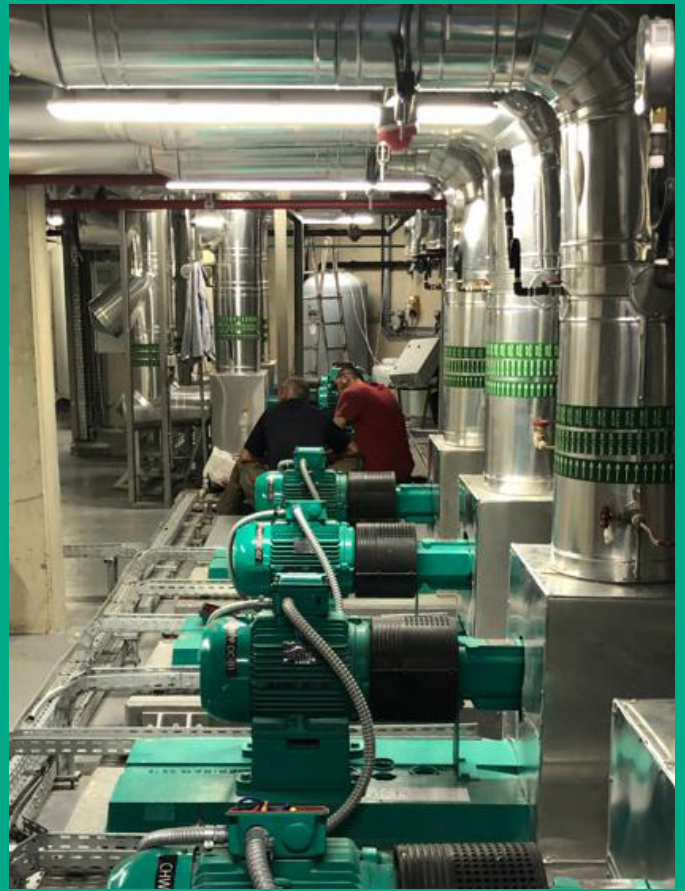


**Wilo-CronoNorm-NLG**  
**Wilo-Comfort CO-/COR-Helix V**  
**Wilo-Rexa FIT**

As a solution provider, Wilo developed an individual solution for this project to comply with Consultant's Requirements for Hydronic and Plumbing Systems, benefitting from a wide range of supply from Germany, Italy and U.S.A.

The supplied pumps are used for HVAC, Water Distribution and Boosting, Drainage & Sewage Transport.





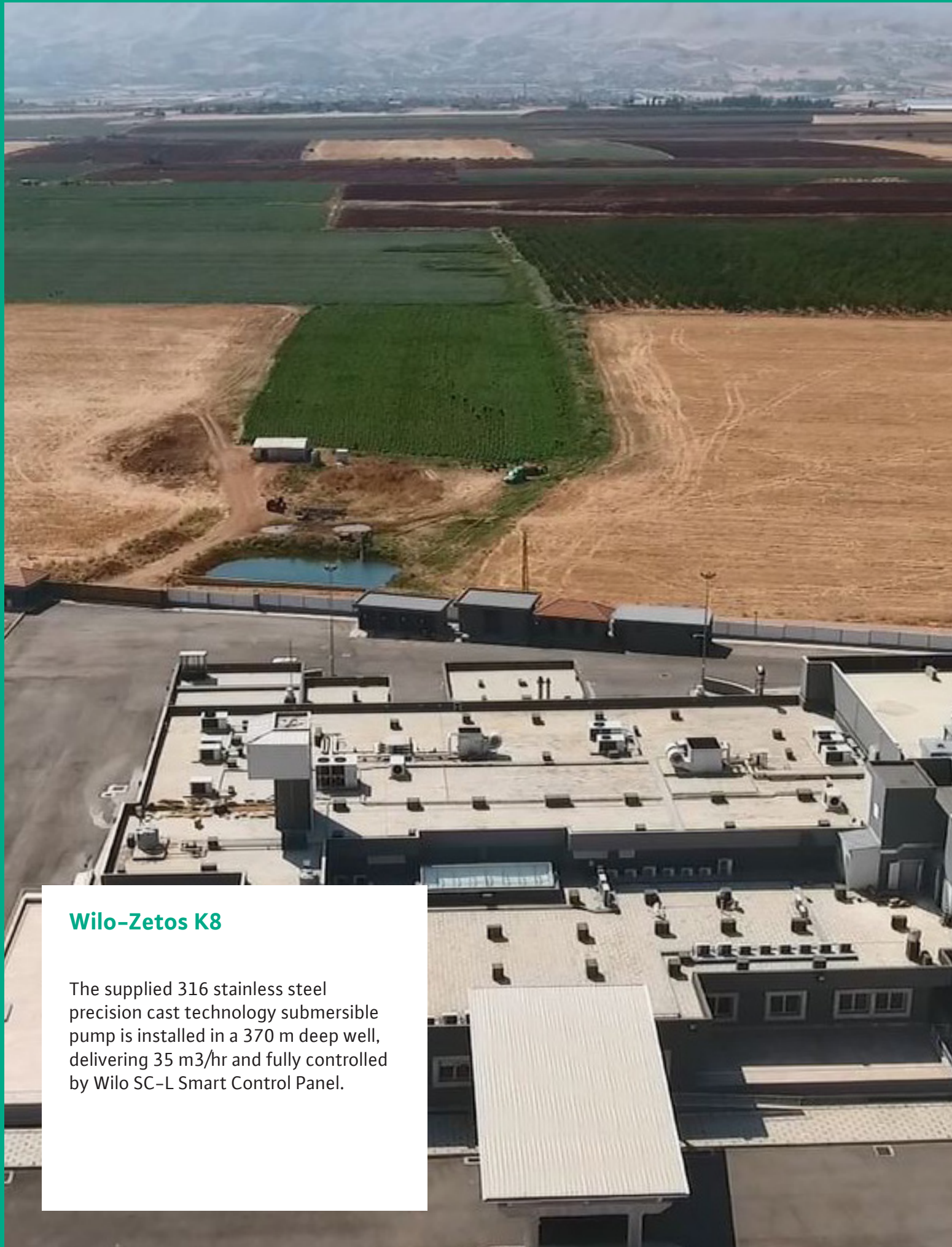
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## BLF DISASTER CENTER, LEBANON

BLF is the first emergency data processing bunker in Lebanon.

With a Tier 3 Certification, BLF Disaster Center was able to reflect a contemporary disaster center, merging the duality of a brutal exterior and a inviting interior essence of 4 underground levels, a data processing center and 4 stories above grade devoted to management offices and open spaces that would be used only in the case of a disaster.





## Wilo-Zetos K8

The supplied 316 stainless steel precision cast technology submersible pump is installed in a 370 m deep well, delivering 35 m<sup>3</sup>/hr and fully controlled by Wilo SC-L Smart Control Panel.





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## SERUM & SOLUTIONS, LEBANON

Serum and Solutions is one of the biggest Serum factories in Levant Region.

It is an eco-friendly green plant located in the central of Bekaa valley, producing varieties of intravenous solutions, meeting the US and European pharmacopoeia.

Wilo Levant Platform provided the factory with a full raw water intake solution, supplying and installing 500 m rotary chrome pipes, 700 m of power and control cables and 2 Wilo-Zetos K pumps.



## Wilo-SiClean Sludge Removal System

The system supplied is installed on a 100 years old system without affecting its performance.

It is used to minimize water waste and use of chemicals during sludge removal of HVAC systems without cutting down water, heating and cooling on the hospital during flushing operations.





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## **HOTEL-DIEU DE FRANCE, LEBANON**

Located in Beirut since 1923, Hotel-Dieu de France is one of the most well reputable hospitals in Lebanon.

Following the world's sustainability goals, the hospital's plan is to reduce water, power and energy consumption and become a "Green Hospital".

Wilo Levant Platform provided a smart solution for the HVAC system's water treatment problems.



An aerial photograph of a water treatment plant situated in a dry, rocky valley. The plant is a large, light-colored building with a flat roof and several windows. It is surrounded by green trees and shrubs. In the background, a steep, rocky hillside rises, dotted with sparse vegetation. The foreground shows some green foliage, possibly olive trees, partially obscuring the view.

## High Efficiency Borehole Pumps with Pressure Shroud

Our Solution resulted in

34% Savings in Power Consumption

90,000 Kg/month CO<sub>2</sub> Reduction

23,000m<sup>3</sup>/month More Water Supply

127,000 € Annual Cost Savings





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## EBQUOREYEH STATION, JORDAN

The pumping station in Ebquoreyeh Salt, Jordan had lots of breakdowns, low energy efficiency (approx. %46), up to 20% water losses, and a high carbon footprint.

Wilo provided a solution Doubling the station's Capacity while Halving its Energy Consumption:

2 Wilo High-Efficiency Borehole Pumps were installed in a Dry Well with a Shroud for High-Pressure Water Distribution.



The image shows three large industrial pumps, identified as Wilo-Vertical Turbine Pumps, installed in an outdoor setting. Each pump consists of a black motor unit mounted on a red vertical turbine pump body, which is supported by a concrete base. The pumps are arranged in a row. In the background, there are concrete structures, a white SUV, a silver sedan, and a clear blue sky. The ground is sandy and appears to be a construction or installation site.

## Wilo-Vertical Turbine Pumps

The supplied number of vertical turbine pumps with VHS motors by American Marsh was 6, of which:

**4:** 300m<sup>3</sup>/hr @ 110Mtr > 14LC - 6 Stage with 200 HP

**2:** 200m<sup>3</sup>/hr @ 60Mtr > 12GC - 4 Stage with 60 HP.





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## AL AQABA NORTH, JORDAN

The North Aqaba Wastewater Treatment plant was originally constructed in 1986.

USAID supported the expansion and rehabilitation of the plant.

In 2021, we have successfully handed over the project with six high-efficiency vertical turbine pumps with premium efficiency VHS motors by American Marsh, a Wilo company, delivering water for agriculture and industrial needs in Aqaba city.





**Wilo-NL**  
**Wilo-MVI**  
**Wilo-MTS**  
**Wilo-MHIL**  
**Wilo-CronoBloc-BL**  
**Wilo-CronoLine-IL**  
**Wilo-Comfort-Vario COR MVIE**  
**Wilo Horizontal Multistage RSP**





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## **ROTANA HOTEL, JORDAN**

Rotana Hotel is the first high rise building in Jordan.

Located in the central business, social and residential destination, Amman's new downtown, the 5-star hotel consists of 412 luxury hotel rooms and suites, housed across 50 floors at 188 meters high.

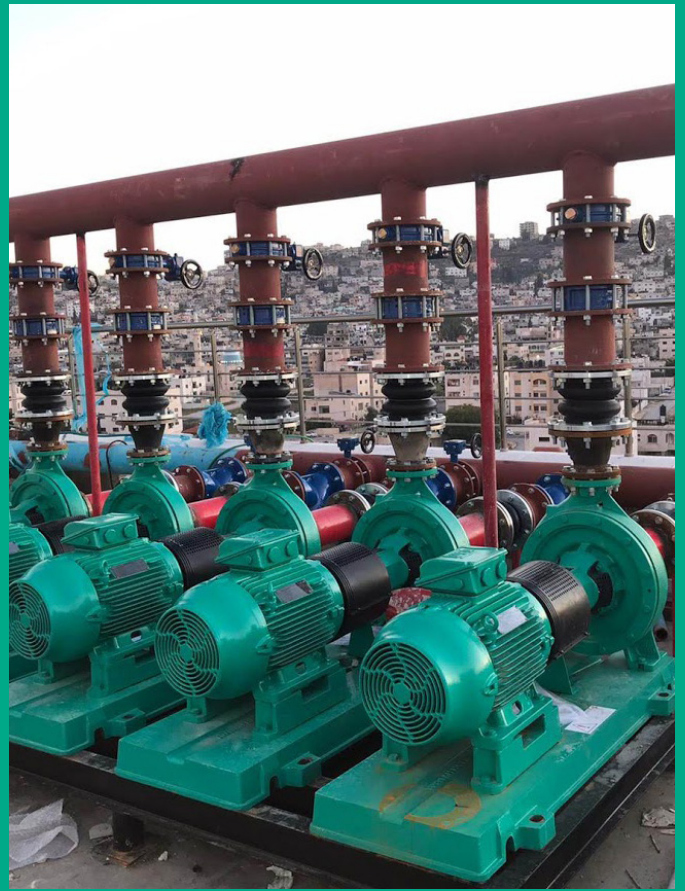
Wilo supplied the hotel with HVAC and Pressure Boosting Solutions.



**Wilo-SiFire**  
**Wilo-Helix V**  
**Wilo-CronoLine-IL**  
**Wilo-MHI**

Wilo provided the hospital with pumps and solutions for fire-fighting, water transfer and HVAC.





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## **IBN SINA HOSPITAL, PALESTINE**

Critical medical cases in Jenin City, Palestine were transferred to hospitals in Nablus city, as the area was not equipped with a proper establishment for such cases.

IBN Sina Hospital was established to support the health care of the Northern part of West bank located in Jenin City to serve more than 300,000 people, Equipped with the latest technology devices, the hospital aims to handle all medical operations in the region without the need to transfer patients to other cities.



The image shows an archaeological site with various stone ruins. In the foreground, there are large, rectangular stone blocks, some of which appear to be part of a wall or foundation. In the background, several tall, cylindrical columns stand, some of which are partially ruined. The sky is blue with scattered white clouds. In the distance, there are some modern buildings, including one with a sign that reads "SOUVENIRS".

**Wilo-Comfort COR Helix VE**  
**Wilo-Stratos**  
**Wilo-EMU FA**  
**Wilo-DrainLift**  
**Wilo-RainSystem AF**

Due to the size and height of the building, it was necessary to meet the challenging requirements.





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## SABASTIA, PALESTINE

In Sabastia, water is transmitted from the UNDP pumping station to the existing water reservoir on high ground.

Wilo supplied 4 water boosting systems with high-efficiency vertical multistage pumps (up to 200m<sup>3</sup>/hr @ 180mtr), each equipped with External Frequency converter and Wilo Puzen Controller (7" touch screen with user friendly GUI, operation Scheduling, Dry run Protection, Cavitation Protection, Alarm logging, sensor calibration, etc.)



# GLOBAL LOCAL



## WILO 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.



### WiloCare

## 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.



## Testing & Commissioning

Wilo provides practical operation instructions, commissioning protocol with installation check, setting of optimised system parameters, test runs, and records with standardised check lists.

## 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.





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