



FACTS ABOUT GRUNDFOS

PRODUCTS

An annual production of more than 16m pump units makes Grundfos one of the world's leading pump manufacturers. Circulator pumps for heating and air-conditioning as well as other centrifugal pumps for the industry, water supply, sewage and dosing are the main products. Today Grundfos is the world's largest manufacturer of circulators, covering app. 50% of the world market of these pumps.

In addition to pumps Grundfos produces standard and submersible motors as well as state-of-the-art electronics for monitoring and controlling pumps. Additional products are produced in the BioBooster and Lifelink divisions, which are part of the company's new business activities.

APPLICATIONS

Circulator pumps are used for heating, ventilation and air-conditioning in private houses, office buildings, hotels etc.

For the industry Grundfos supplies centrifugal pumps for boilers, pressure boosting and other industrial purposes as well as pumps to be integrated into Original Equipment Manufacture (OEM).

The water supply and sewage sectors require a wide range of pumps for irrigation, reliable water supply for households and the industry, including wastewater removal and treatment.

In addition Grundfos produces pumps for dosing in connection with water treatment.

HISTORY

Grundfos was founded in 1945 by Poul Due Jensen. At first he named the company "Bjerringbro Foundry and Machine Factory". In 1967, after several changes of name, the company got its present name, Grundfos. Niels Due Jensen, the son of Poul Due Jensen, became Group President in 1978 and from 2003 to 2011 he was Group Chairman. Today he is Chairman of The Poul Due Jensen Foundation.

GRUNDFOS IN DENMARK

The main part of activities in the Danish Grundfos companies (Grundfos DK the sales company, Grundfos A/S the production company and Grundfos Management) take place in the small town of Bjerringbro, where the company was

established in 1945. In addition Grundfos has facilities in Aalestrup, Årsløv, Brøndby and Farum.

GRUNDFOS WORLDWIDE

The Grundfos Group is represented by 134 companies in 51 countries. In addition Grundfos products are sold in a large number of countries by local distributors.

OWNERSHIP

The Poul Due Jensen Foundation was established as an independent institution in 1975. Today the Foundation owns app. 86.7%, staff 2.0% and the founder's family app. 11.3% of the shares in Grundfos Holding A/S. The aim of the Foundation is to consolidate and expand the economic basis of the continued development of the Grundfos Group. The capital and the profits of the foundation are to be used solely for the aim of the Foundation and profits are to be re-invested in the Grundfos companies.

GROUP MANAGEMENT

Group Management operates in Bjerringbro and is organised in Grundfos Management A/S.

Group Management has the following members:

- Carsten Bjerg, Group President
- Søren Ø. Sørensen, Exec. Vice President
- Lars Aagaard, Exec. Vice President
- Heine Dalsgaard, Exec. Vice President
- Peter Røpke, Exec. Vice President

VALUES

We sum up our corporate values in the words of. BE responsible >THINK ahead>INNOVATE.

This is our responsibility, our foresight and our focus on creating groundbreaking solutions and ideas, which have made us one of the world's leading pump companies.

INNOVATION AND RESEARCH

To maintain a leading position Grundfos attaches great importance to research and development. In 2010 Grundfos invested app. 137m Euro in this area.

Day-to-day contacts between R&T centres in Denmark, China, India and the USA are made through video conferences and virtual systems.

Big global development projects are carried out in several locations in the world.



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FUTURE CHALLENGES

Grundfos has experienced more than 60 years of continual growth. We want to continue this development and so we aim to achieve even greater weight to be one of the largest partners in countries like Russia, India and Brazil, whereas we consider China as our second home market. We are facing big challenges and this is why we developed our Innovation Intent, focusing on sustainability, a changing world and ground-breaking technology. More information about Innovation Intent is available on www.grundfos.com

SUSTAINABILITY

In 2009 we strengthened our leading position within energy and environmentally friendly solutions and strong marketing of energy saving solutions generated positive results, for instance, for ALPHA2 circulators for heating and SQFlex units, powered by wind and/or solar power, for water supply. We also want to be active in improving the environment in our own facilities and so we have made our own strategy for our CO₂ footprint. This is about minimising our negative footprint on the environment. We aim to be a CO₂ neutral company and in 2009 we promised that we would never emit more CO₂ than we did in 2008.

CSR

Since 2002 our core values of BE-THINK-INNOVATE have been supplemented by the principles in the UN's Global Compact. Together they are the basis of the holistic approach to Corporate Social Responsibility (CSR) that you'll meet at Grundfos. In 2008 Grundfos made a strategy for CSR until 2014. Plans of action have been made for five main areas: Excellent CSR Performance, climate, dialogue with partners, well founded business ethics and access to water for the poor.

GRUNDFOS AS WORKING PLACE

Grundfos attaches great importance to staff's education to secure a highly qualified and motivated workforce. A high degree of training activities is proof of this. Staff is trained at the Poul Due Jensen Academy, Grundfos' own training centre in Bjerringbro, or at other training institutions.

Once a year managements in the companies, in co-operation with HR, evaluate talents. Staff with potentials for taking on

a larger amount of responsibility in the course of up to five years, are appointed talents.

Management follow the further development of these talents in connection with the annual job development interviews.

In staff's spare time Grundfos offers a number of activities in sports and hobbies, such as a fitness centre and a variety of cultural offers. In addition Grundfos arranges a number of events for staff, such as the annual end of season celebration and Grundfos Olympics every four years. At this sportsmen and women from the entire Group compete in various sports at HQ in Bjerringbro.

CERTIFICATES

In 1989 Grundfos A/S was the first pump manufacturer in the world to be certified according to the ISO 9001 Quality Standard and in the following years the other production companies in the Group were certified to the ISO Standard. Today about a third of the sales companies have been certified according to the ISO 9001 and several have additional certificates, such as EN13980 and TS16949.

Grundfos' production companies have also been certified according to the international ISO 14001 Environmental Standard as well as the EMAS registration, which is the European Union's environmental certificate (applying only to Grundfos companies in Europe)

In addition to this several companies in the Group, including the Danish, have been certified according to the OHSAS 18001 Standard, covering the work environment.

FURTHER INFORMATION

Further information is available on:
<http://www.grundfos.com>

Key figures (million euro.)	2010	2009
Turnover	2,633	2,293
Ordinary profit before tax	322	129
Profit bef. tax as % of turnover	12.2%	5.1%
Consolidated Equity Capital	1,578	1,145
Return of Equity Capital	16.6%	6.2%
Total assets	2,606	2,382
Number of employees	16,609	16,100