

wilo









Pioneering for You

Erfa – Kreis 24.11.2015

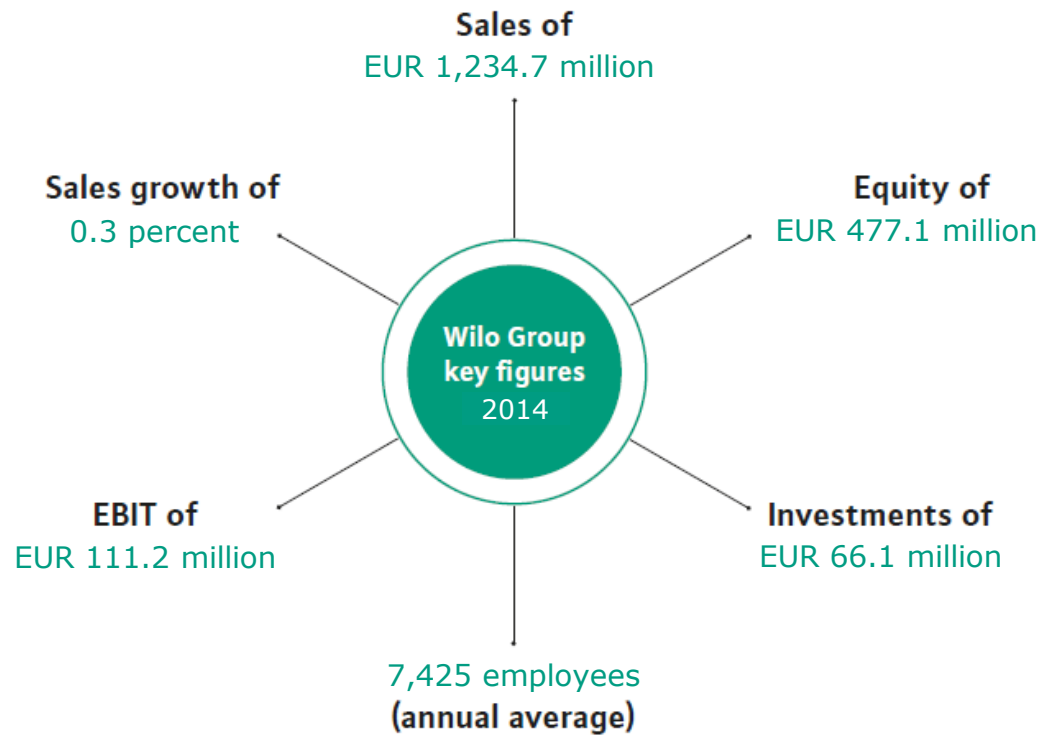
Georg Weber, Senior Vice President Electronics & Motors; Production Systems & Technologies

The Top 20 Hidden Champions 2013, WILO among the TOP 3

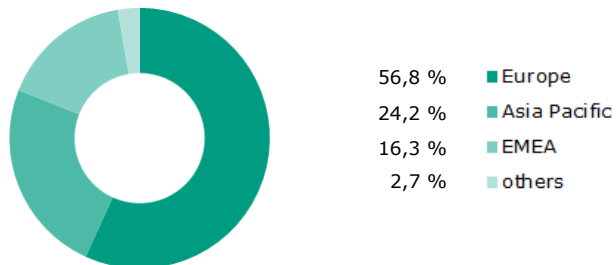
Rang (Vj.)			
1	(1)		Herrenknecht
2	(7)		Lürssen
3	(12)		WILO
4	(5)		Otto Bock Holding
5	(9)		Grimme Gruppe
6	(10)		Duravit
7	(3)		PERI
8	(8)		KAESER
9	(6)		Karl Storz
10	(11)		Sto
11	(19)		KWS Saat
12	(15)		Dorma Holding
13	neu		Mennekes
14	neu		Weishaupt Gruppe
15	(16)		Abeking & Rasmussen
16	(20)		Renolit
17	(27)		Sennheiser Elektronik
18	(18)		Lapp Holding
19	(17)		BPW Bergische Achsen
20	neu		Geze

Quelle: 

wilo at a glance 2014

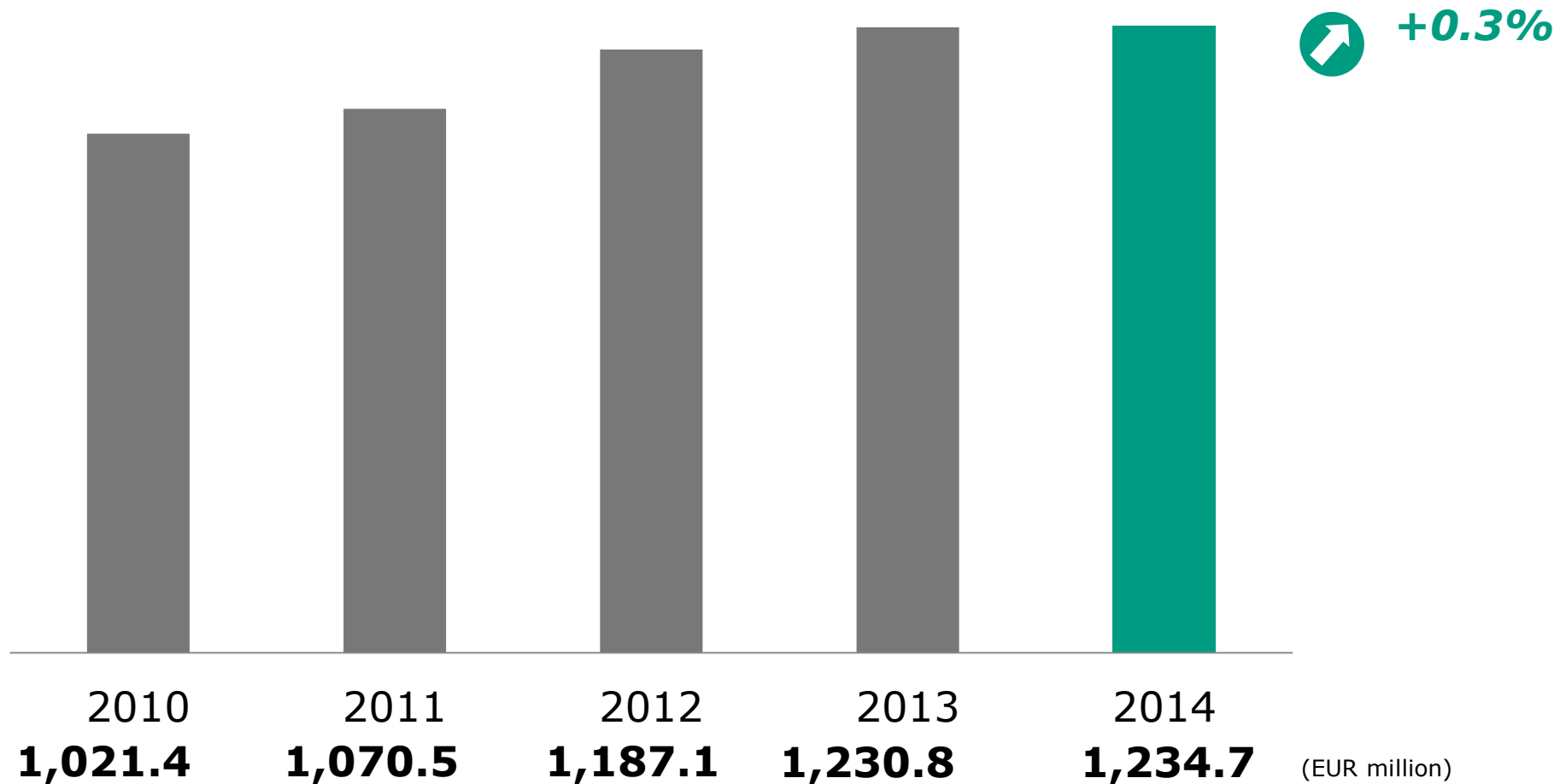


Regional sales development



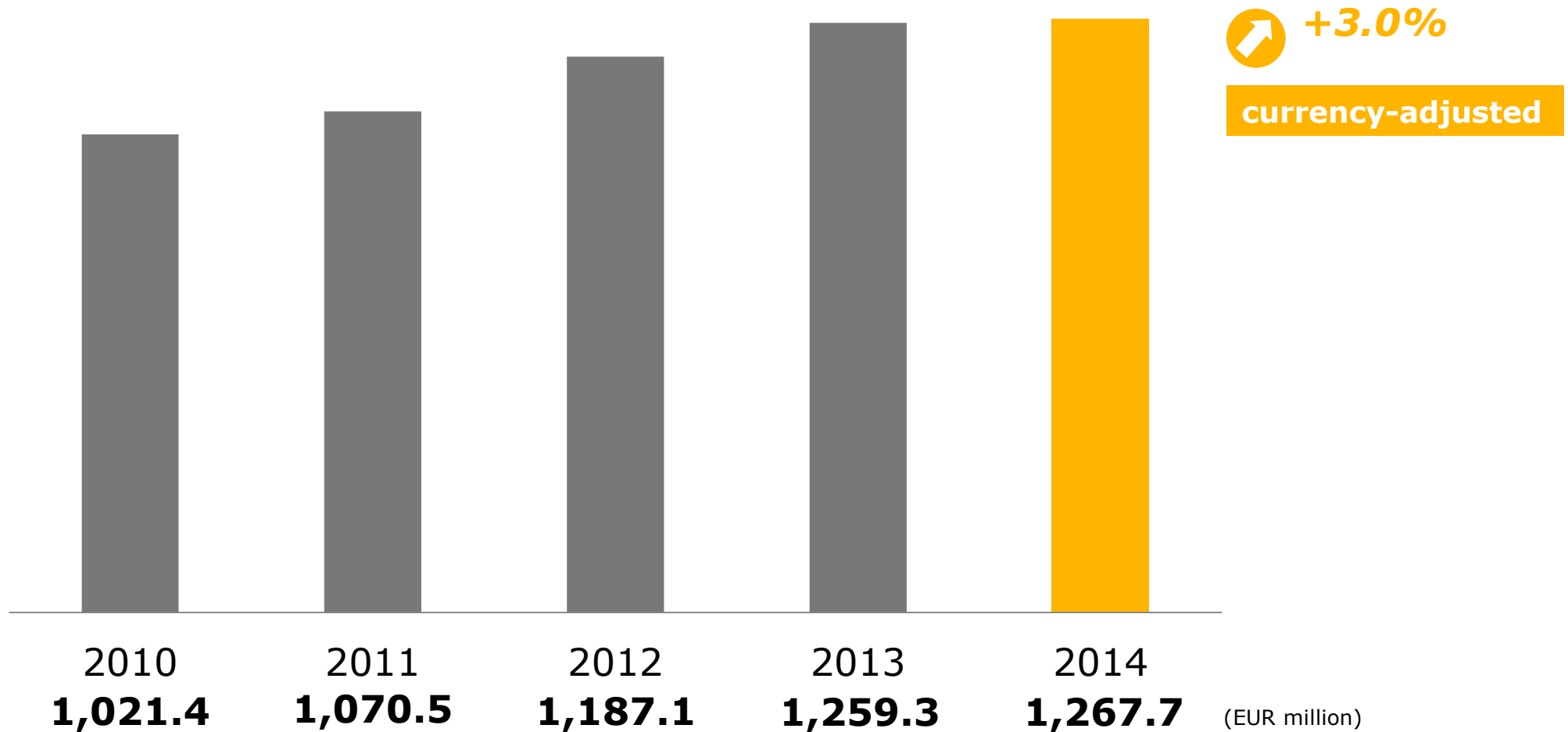
Pioneering for You with success

(Net) Sales– Economic development of the Wilo Group



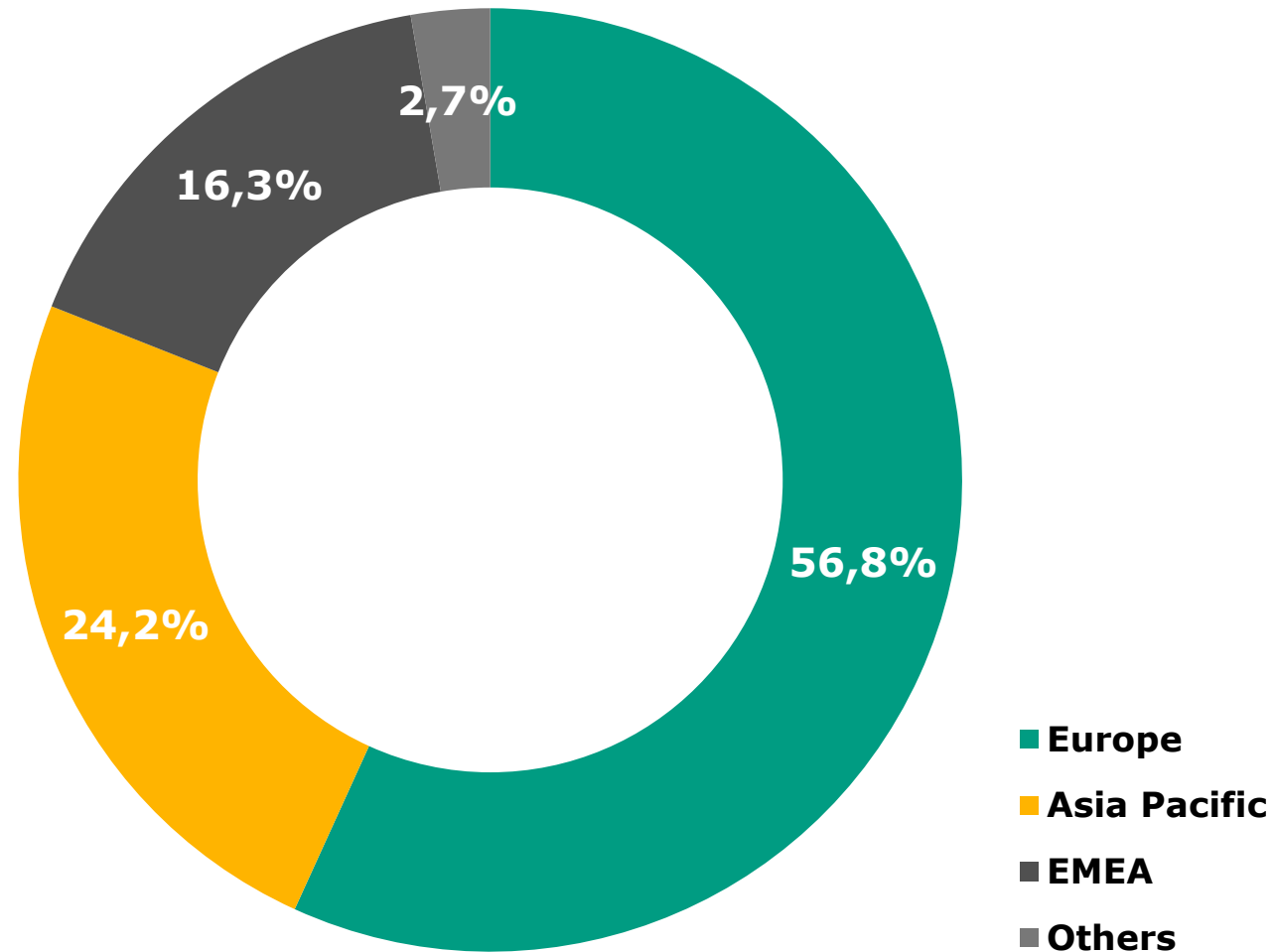
Pioneering for You with success

(Net) Sales– Economic development of the Wilo Group



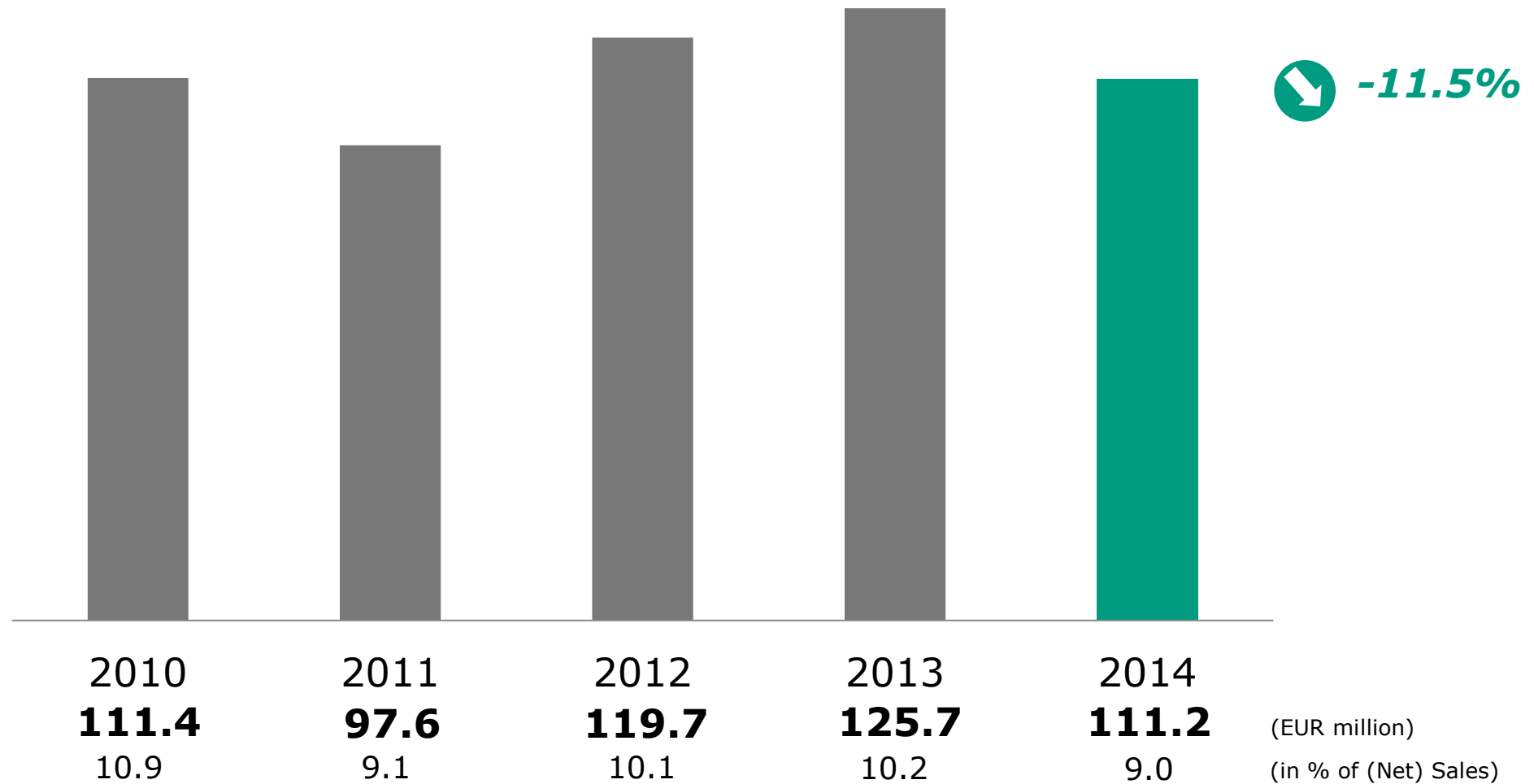
Pioneering for You with success

Turnover – Share of total sales by region 2014



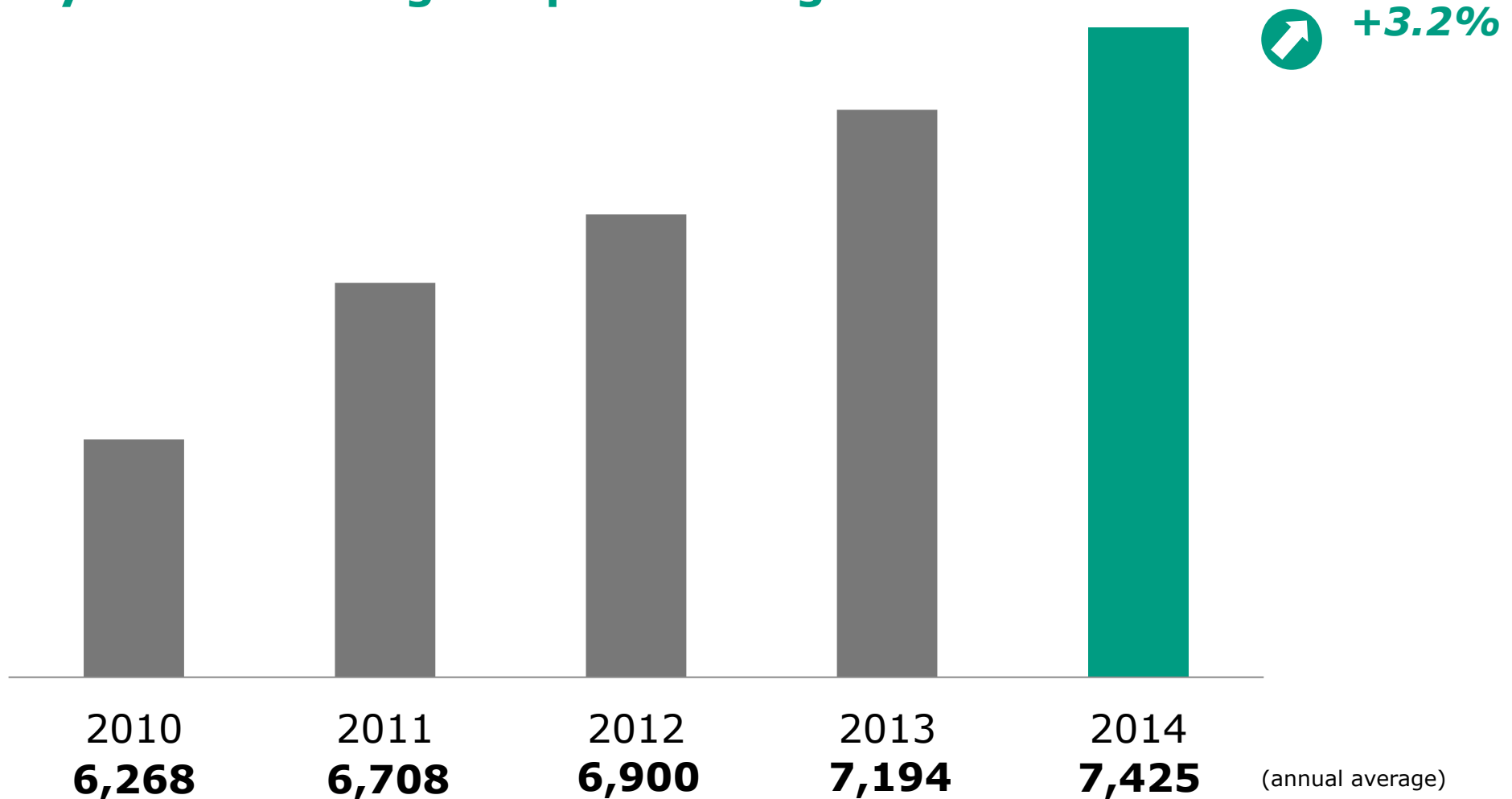
Pioneering for You with success

EBIT – Economic development of the Wilo Group



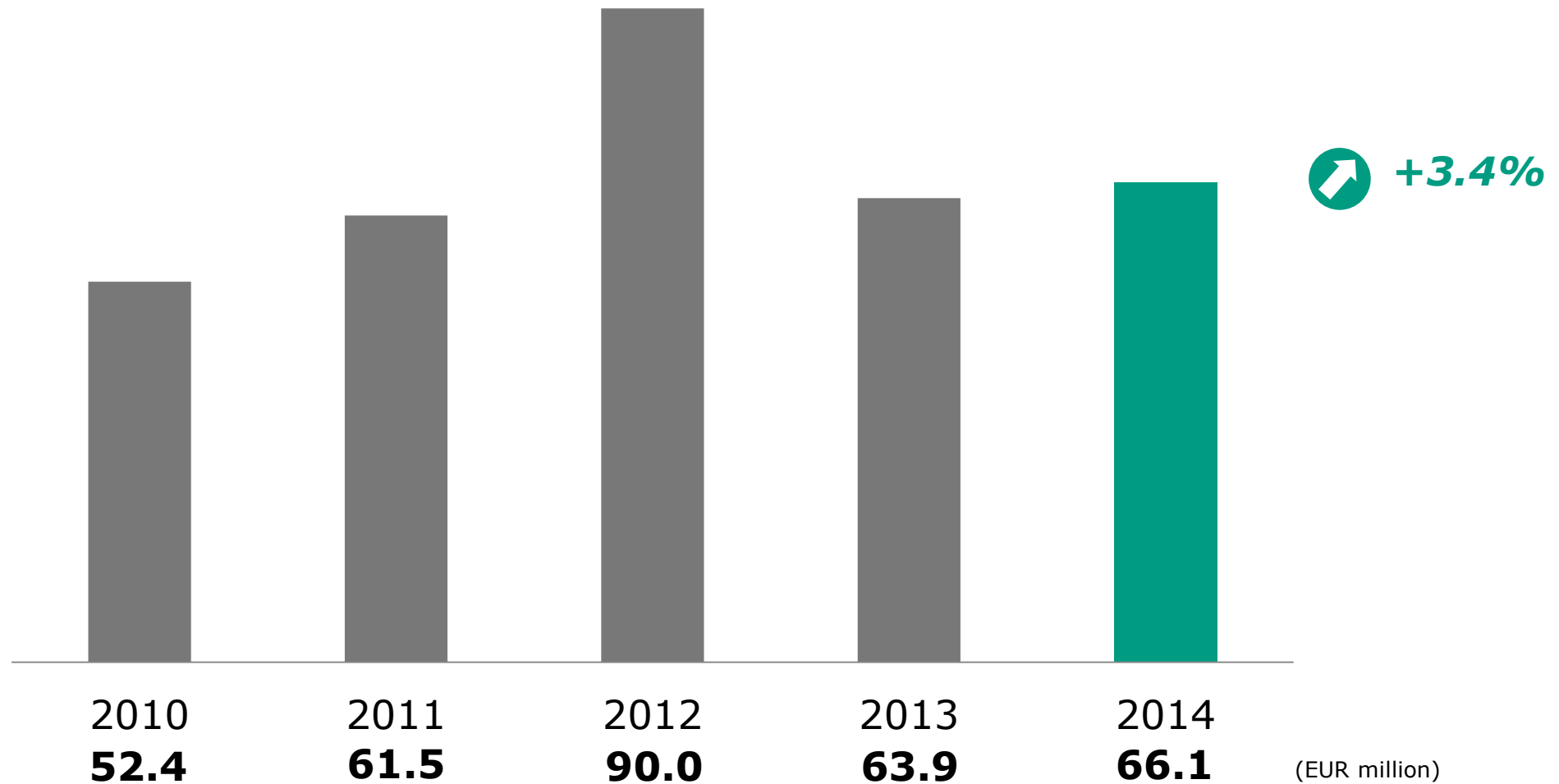
Pioneering for You with success

Employees – Enabling our profitable growth



Pioneering for You with success

Investments – Our investments for the Wilo group





Pioneering for You with strategy: Thinking 20 years ahead



Globalisation



Urbanisation



Technological Progress

wilo is dealing with Megatrends.



Water Shortages



Energy Shortages



Climate Change

Pioneering for You with strategy: Our Ambition 2020

We accelerate our profitable growth as independent global player



Wilo strengthens its position as major global player.



Wilo accelerates profitable growth.



Wilo continues to be the innovation leader.



Wilo remains independent.



Wilo cares to make life easier.

Building Services



We are a global market, innovation and technology leader.

Water Management



We increase our presence as a major market player.

Industry



We intensify our activities in selected branches.

Pioneering for You with worldwide presence



Foundation 1872

60 subsidiaries

90 countries

15 production sites

**Innovation leader in
high efficient and
sustainable technology**



Member of

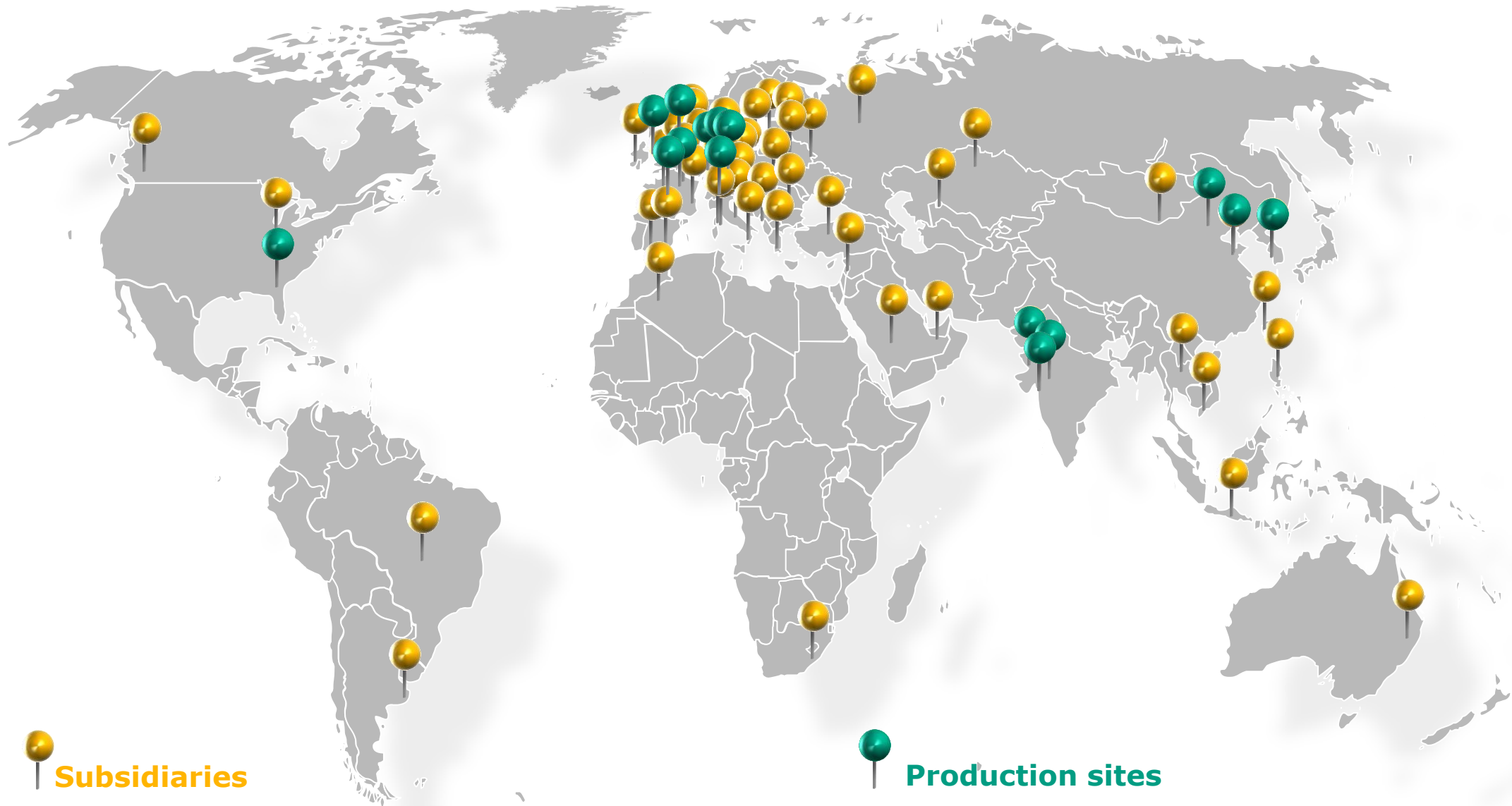
**German Water
Partnership**

**Cofounder
Board member**

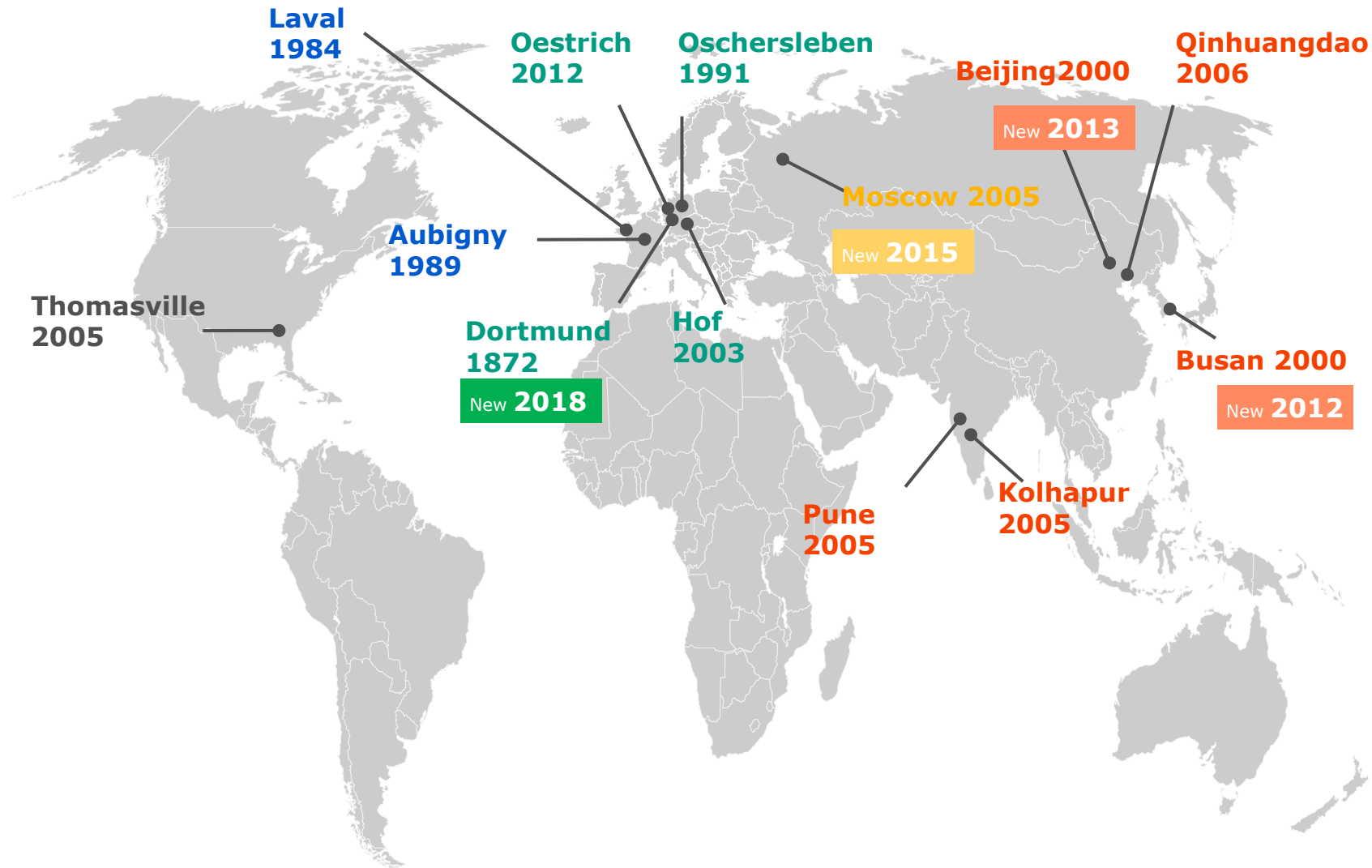
Subsidiaries & Production Sites



Pioneering for You with worldwide presence



Development of main global production sites



Standortentwicklung am Stammsitz Dortmund



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Pioneering for You with our solutions in buildings

Comfort

Energy-Savings

Quality

You can trust in Wilo.

We care about optimal room climate and your comfort.

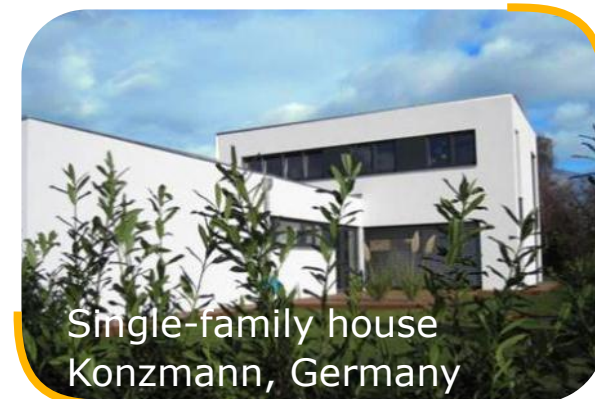
High Efficiency



Pioneering for You with our residential solutions



Our reference:



Single-family house
Konzmann, Germany

Building Services

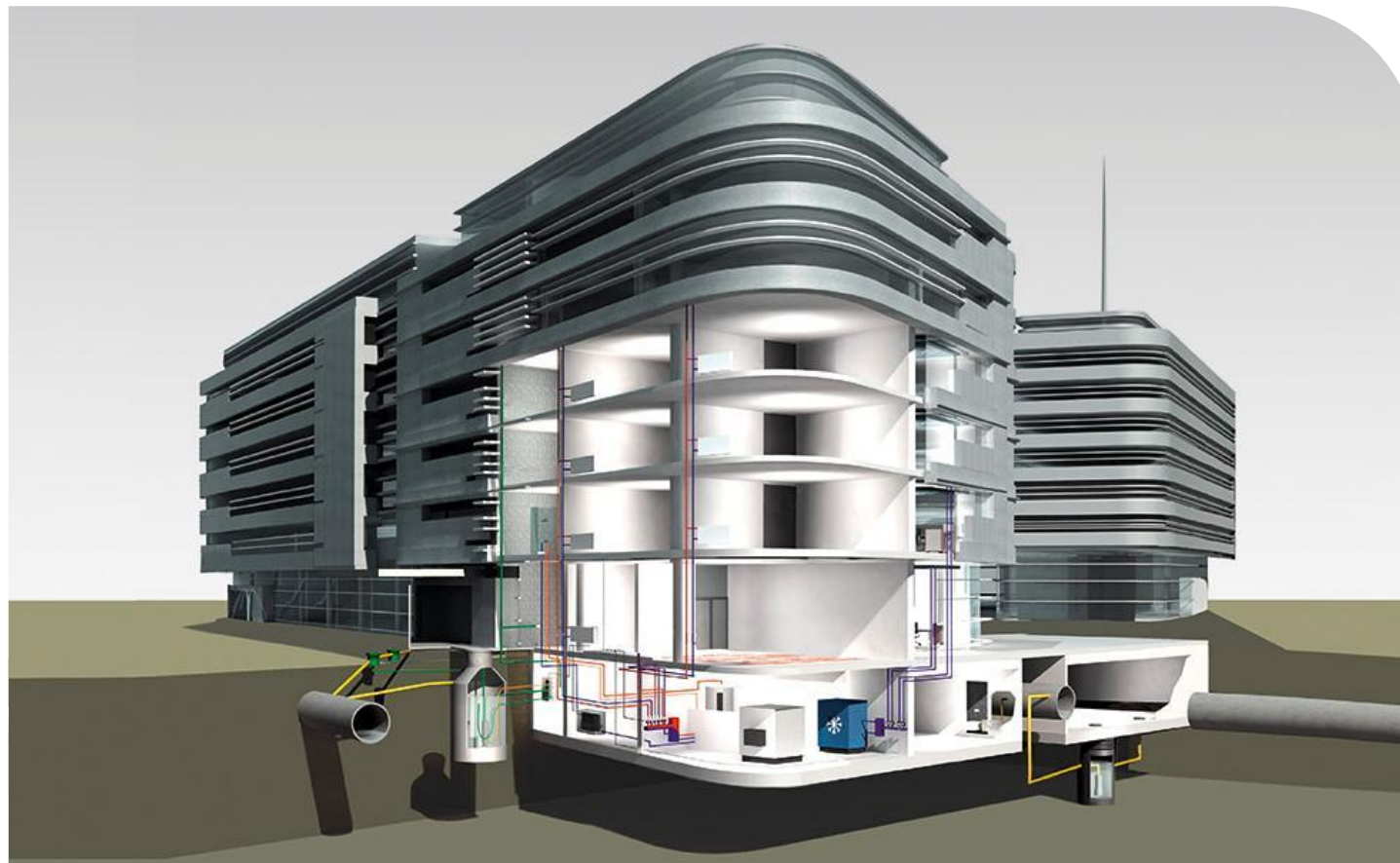
Heating, Air-Conditioning & Cooling

Water Supply

Wastewater & Sewage



Pioneering for You with our commercial solutions



Our reference:



Building Services

Heating, Air-Conditioning & Cooling

Water Supply

Wastewater & Sewage



Pioneering for You with our OEM solutions



OEM Competence Centre

Our OEM Partner:



Building Services

1 heating appliance out of 2 equipped with Wilo branded products worldwide. 5 million pumps per year tailored to our customers needs.

Pioneering for You with our solutions to manage water



Protection

Sustainability

Excellent Technology

Together with Wilo you protect the environment.

Water-Savings

We save water - our most valuable resource.

Pioneering for You with our solutions to manage clean water



Our reference:



Water Management

Water Supply

Wastewater & Sewage



Pioneering for You with our solutions to manage wastewater



Our reference:



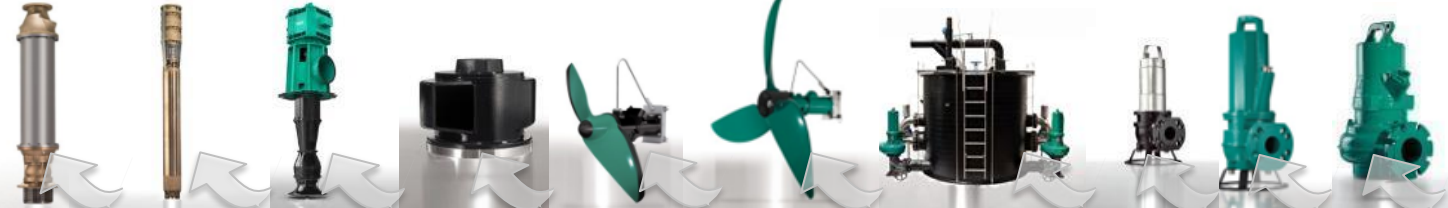
Wastewater treatment plant, France

Water Management

Water Supply



Wastewater & Sewage



Pioneering for You with our solutions in the industry

The background image shows two men in industrial settings at night. They are wearing white hard hats and safety glasses. The man on the left is wearing a dark jacket, and the man on the right is wearing a blue jacket. They are both looking at a large white blueprint held by the man on the right. The background is filled with industrial structures, including pipes and scaffolding, illuminated by warm yellow lights. Overlaid on this image are several text elements: "Energy Efficiency" in grey, "Trustworthy" in teal, "CO₂-Efficiency" in large green letters, "88% hydraulic efficiency in the biggest vertical turbine pump in South Asia." in grey, "Durability" in orange, and "We care about the profitable growth of our customers." in grey.

Energy Efficiency

Trustworthy

CO₂-Efficiency

88% hydraulic efficiency in the biggest vertical turbine pump in South Asia.

Durability

We care about the profitable growth of our customers.

Pioneering for You with our solutions in the industry



Our reference:



Industry

Water Supply

Wastewater & Sewage



Milestones of Wilo History Industry OEM

1928
Development of the worldwide first heating pump



1949
Production of the first submersible pump



1988
The first fully electronic circulation pump worldwide



1994
Wilo-MVIS
The world's most quiet booster pump



1996
Wilo-Drain TP
Worldwide first INOX Composite sewage pump



1997
Wilo-Economy MHI
Compact multi stage in stainless steel 1.4301



2001
Wilo-Stratos
The worldwide first high-efficiency pump for heating, cooling, air-conditioning



2005
Wilo-NL
Norm pump in accordance with the DIN ISO 5199



2007
Wilo-Stratos PARA
high-efficiency pump for OEM



2009
Wilo-Stratos PICO
The new dimension of high-efficiency



2009
Wilo-Geniax
The first decentralized pump system of the world



2010
Wilo-Sub TWU 4 GT
Borehole pump for geothermal heat pump applications



2010
Wilo-Stratos TEC ST
Awarded as the most innovative component inside solar systems in 2010



2011
Wilo-Stratos GIGA and Helix EXCEL
High-efficiency pumps with EC motor



Pioneering for You with our Product Portfolio - Power range up to 4.000 KW & 40.000m³/h

Building Services

HVAC



Water Supply



Drainage & Sewage



HVAC



Water Supply



Drainage & Sewage



Water Management

Water Supply



Drainage & Sewage



Industry

Water Supply

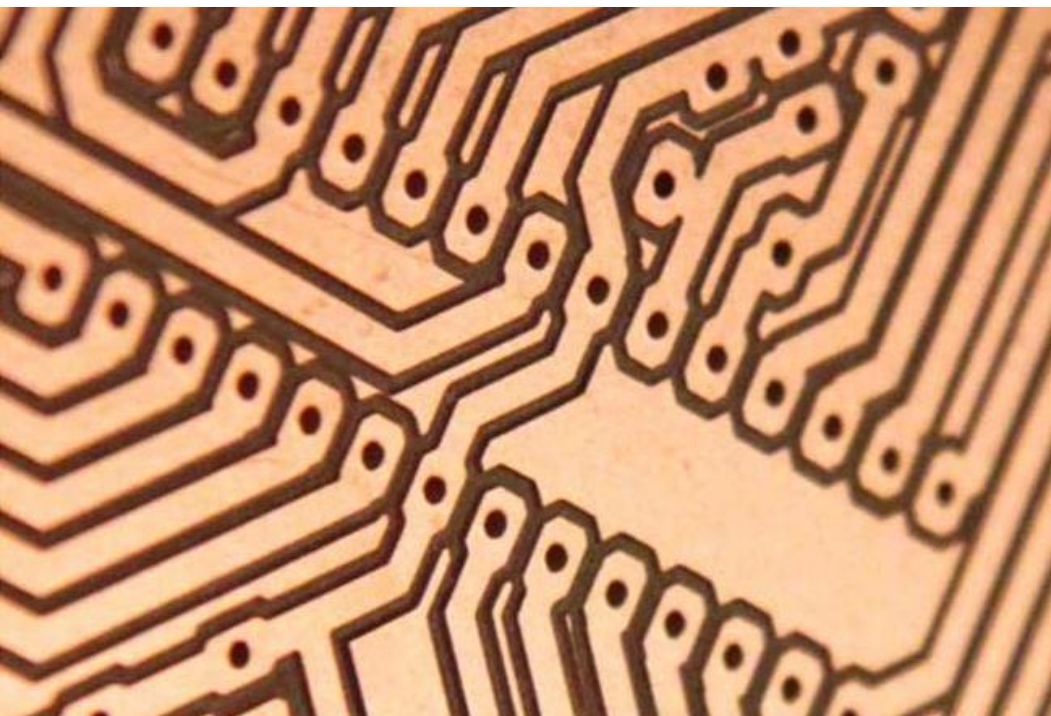


Drainage & Sewage

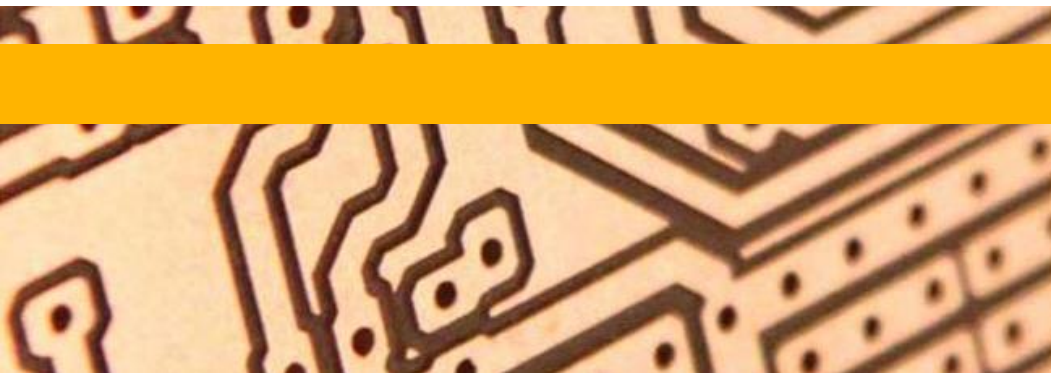




wilo



Electronics & Motors



Electronic and Motor Products



Circulators



Pumps & Systems



WCN & WPK



Panels & Accessories



Submersible

Introduction – Wilo Circulator Pumps Overview

	Wet Runner		Dry Runner
Segment	Small Circulator	Big Circulator	Pumps
High:	Stratos PICO 	Stratos (MAXO) 	Stratos GIGA 
Low:	Yonos PICO 	Yonos MAXO 	TL 1-5 
OEM:	Yonos PARA 	Stratos PARA 	

Group E&M World-Wide Locations



Dortmund Oestrich
Electronic Production



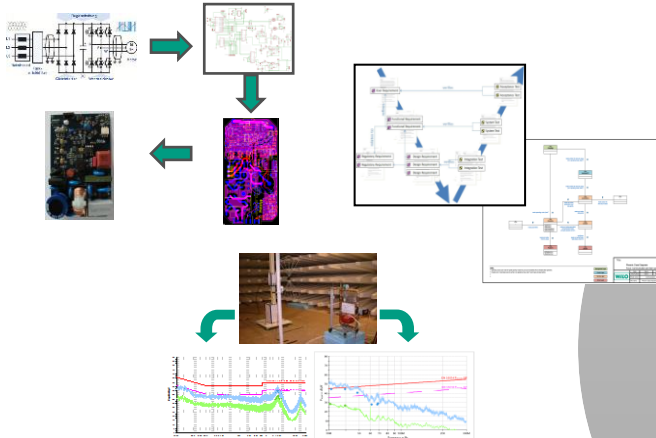
Dortmund Hörde
Development & Motor Production



Qinhuangdao
Motor Development & Production



Competencies @ Electronics



Production

Competence

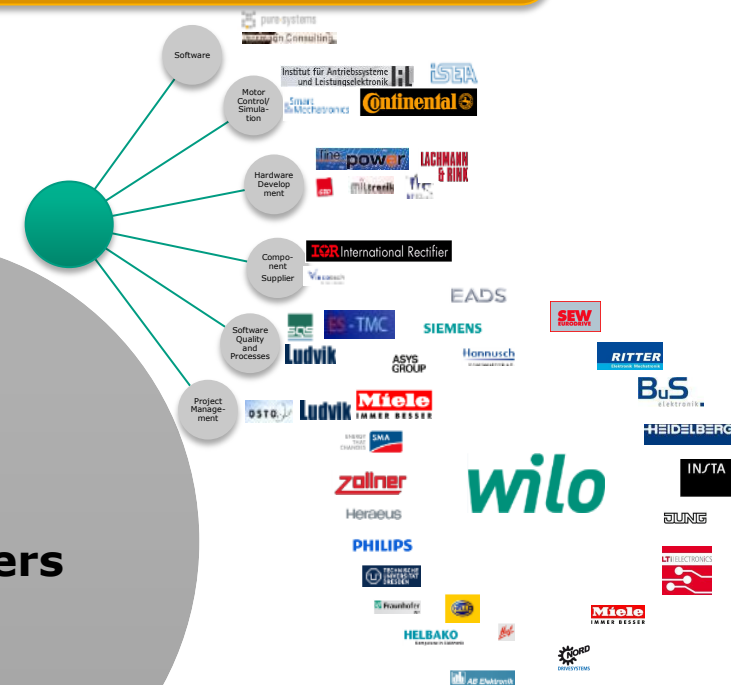
Development

Partners

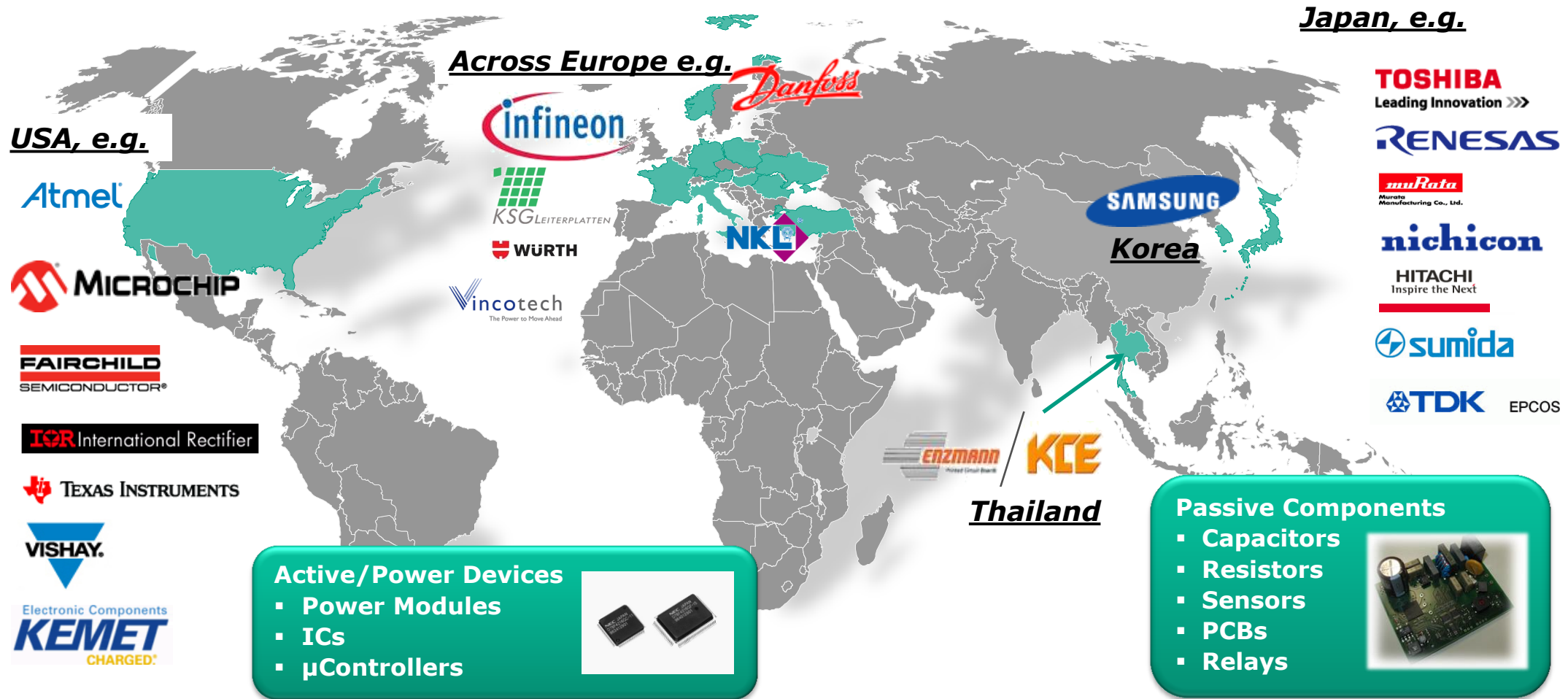
State of the art manufacturing technologies and high quality set up, in-depth knowledge of process, production and testing methods

Integrated, tailored, innovative high voltage power electronics incl. EMC design, motor control, hydraulic control, HMI

Strong and international network of partners in supply, manufacturing and technology



Supplier panel is based on leading international component- manufactures...



...focused on competitiveness, innovation, performance and partnership

E&M is a strong partner in an international manufacturing network

Electronics Manufacturing Network:

Benchmarking:

- Processes
- Technologies
- Infrastructure
- Costs



Expert Circle Power Electronics „ERFA-Kreis“
Facilitated by University Nuremberg

Equipment Group E&M Do- Oestrich



Laser Marker



Screen Printer



3D SPI- System



Pick and Place Machine



Reflow System



AOI- System



X- Ray



Depaneling System



THT- Placement



Wave- Soldering System



ICT- System

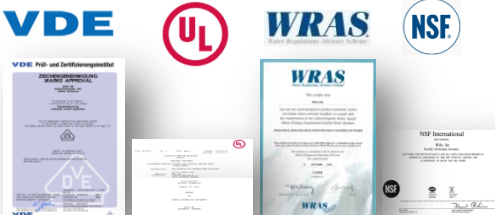


FT/Run In- System

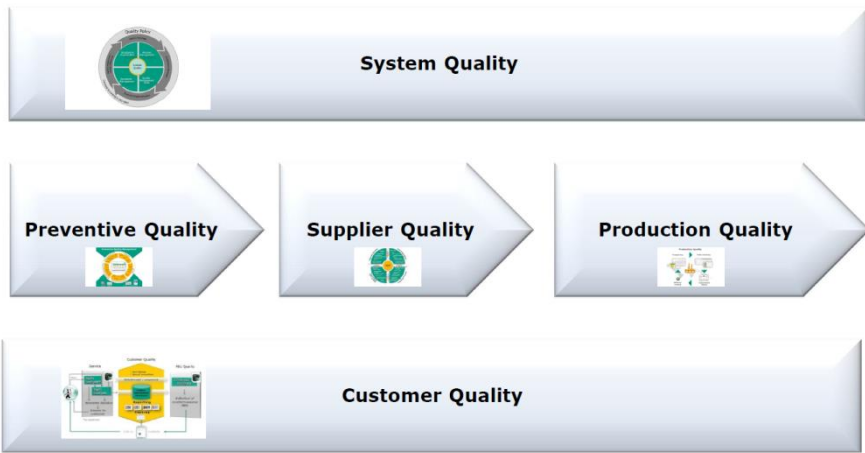
1. Global and product-specific certifications

QHSEE Policy

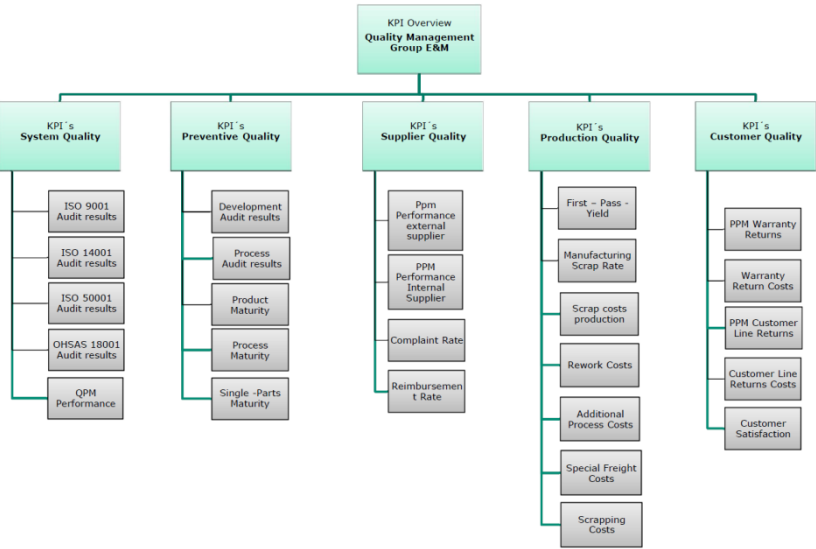
- Quality
- Health
- Safety
- Environment
- Energy



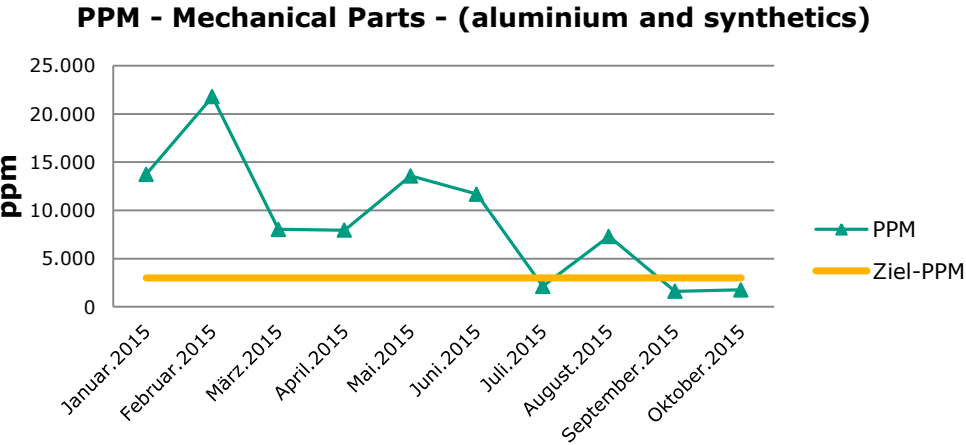
2. Holistic Quality Approach



3. Consistent Key Performance Indicators



4. Sustainable Improvement (example mechanical parts/ internal Supplier)



Thank you!

wilo