



## Company Profile

WILO SE with headquarters in Dortmund, Germany, is one of the leading manufacturers of pumps and pump systems for heating, cooling and air-conditioning technology, for water supply and drainage and sewage. The company was founded in 1872 by Louis Opländer as a copper and brass goods factory. Wilo is represented by almost 60 subsidiaries all over the world and employs more than 6,200 people worldwide. In 2010 turnover amounted to 1.021,4 million Euros. In 2011, the company was honored as the "Top Employer for Engineers" for the fourth time in a row

Innovative concepts and high-efficiency technology have characterised the product range of Wilo since their foundation in 1872. In 1928, the world's first circulation accelerator was developed and patented. This meant an important step forward compared to the gravity circulation previously used for hot-water heating systems. The Dortmund company was also a pioneer when it came to the development of electronic heating pumps. Already in 2001, Wilo presented the world's first high-efficiency pump for heating, air-conditioning and cooling applications.

By launching the Decentralised Pump System in 2009, WILO SE revolutionises the conventional heating system: "Wilo-GeniAx" relies on several miniature pumps on the heating surfaces or heating circuits instead of thermostatic valves. The commercially available "supply-oriented heating" with one central heating pump is thus replaced by a "demand-oriented heating" – pumping will only take place, when heat is required. The main advantage is, besides an increased comfort, that heating energy demand is considerably reduced by approximately 20 %. These measurements were compared and validated by the Fraunhofer Institut of Building Physics (IBP). The German Technical Control Board (TÜV Rheinland) approved these.

WILO SE regularly demonstrates its technological leadership with the development of product and system solutions which stand out for their unbeatable product quality and consistent customer orientation – with approximately 20 filed patents a year.