



NUMOV Round Table Turkey

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WILO GROUP



1,45
Billion Euro
Net Sales



7,836
Employees



120,9
Million Euro
Capital Expenditure



68,6
Million Euro
Research and Development

wilo The Wilo Megatrends

Thinking 20 Years Ahead

Water Shortage

Globalization

Climate Change

Digital Transformation

Urbanization

Energy Shortage

1872

1929

1992

1998

2017

2033



Establishment
of Louis Opländer
Company



Invention and first patent of
WILhelm Opländer's
circulation pump



Establishment of WTR
in Turkey



Opening of the pump and installation
systems production plant in Istanbul



Launch of the world's
first smart circulation pump



Moving to service and
solutions

SUSTAINABILITY STRATEGY

Overview of Wilo's sustainability goals for up to 2025

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.

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 CO₂ emissions by **50 million t**.

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

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

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

Reduction in CO₂ emissions at Wilo's sites: **Climate-neutral production**.

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.

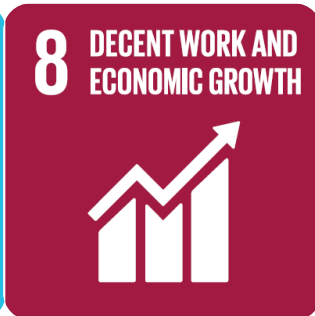
CORPORATE POLITICAL RESPONSIBILITY

CORPORATE POLITICAL RESPONSIBILITY

UN SUSTAINABLE GOALS



6 CLEAN WATER AND SANITATION



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION



17 PARTNERSHIPS FOR THE GOALS

Market Segment and Product Group

BUILDING SERVICES

RESIDENTIAL

Single family or small collective housing, agricultural and irrigation, pools and wells

- Heating
- Cooling
- Air conditioning
- Water supply
- Water distribution and boosting
- Waste water drainage

WATER MANAGEMENT

Clean and waste water treatment plants, mining, municipalities, sewage lifting units

- Raw water intake
- Water distribution and boosting
- Waste water collecting and treatment system
- Drainage system
- Professional agriculture
- Dewatering

BUILDING SERVICES

COMMERCIAL

Residence, shopping mall, hotels, education centers, hospitals, public and complex buildings

- Heating
- Cooling
- Air conditioning
- Water supply
- Water distribution and boosting
- Waste water collecting and transfer system
- Fire fighting

INDUSTRY

Industrial processes, power plants, factories food and metal manufacturing plants

- Heating
- Cooling
- Air conditioning
- Raw water intake
- Water distribution and boosting
- Waste water collecting and transfer system
- Fire fighting



WILO TURKEY

PLANT ISTANBUL



Establishment: 1992

~ **35** Authorized dealer

~ **75** Authorized service

~ A Large Team of **1000** people

- The first LEED Gold certified green building of Europe in its sector, established on an area of 9.000 m2 in Istanbul
- Ankara Regional Office

- ✓ %25 energy saving
- ✓ 85% sun light

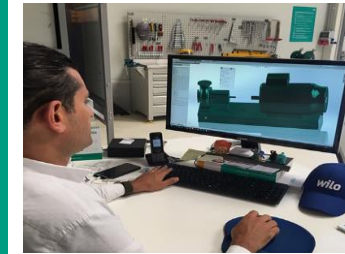
- ✓ 92% view of outside
- ✓ %50 water saving

- ✓ Building automation system
- ✓ Solar energy system
- ✓ Rain water storage

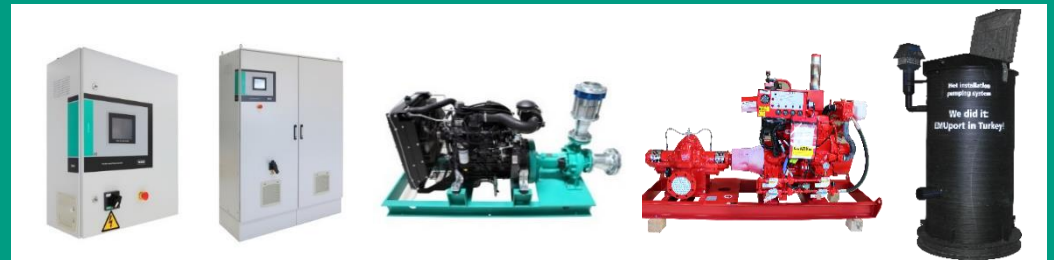
- ✓ According to ASHRAE standards, 30% more fresh air inside the building

PLANT ISTANBUL

wilo



- ✓ **2.500-3.000** pcs/year of system control panel manufacturing in **one shift**.
- ✓ **~1500** pcs/year of booster set are assembled in **one shift**.
- ✓ **EMUport** lifting system designed and manufacturing by WTR
- ✓ Electrical, mechanical, 3D designed of system components done by WTR
- ✓ **UL** listed **FM** approval fire fighting system are assembled in İstanbul Plant



REFERENCES



BUILDING SERVICES



Tekirdağ
City
Hospital

Konya 3.
Main Air
Force Base



Galataport
Salıpazarı
Plant



WATER MANAGEMENT



Kazan Hub
PS
Ankara

Teski East
WWTP
Tekirdağ



Baltalimanı
WWTP

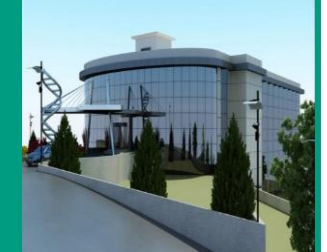


INDUSTRY



TAI - TUSAŞ

DEM
Pharma
Facility



Kalyon
Photovoltaik



Social Project with TEMA

Educational Animation Movie



Training Activity



Children's e-book



Field Activity



Reference Guide for Teachers



Minister of National Education



Collaborations with Turkish-German University

Turkish-German University (TAU) is a state university established in Istanbul in 2013, based on the agreement signed between the Republic of Turkey and the Federal Republic of Germany. The aim of its establishment is to make important contributions to the scientific, economic and cultural cooperation between the two countries.

We, as Wilo Turkey, came together with TAU to discuss many projects that may contribute to the education and business life of students and provide employment opportunities for them. **The main goal is to provide benefits for both parties and support development through university and private sector cooperation.**



"We took the first steps of our strong future cooperation with the leading brand of the sector, Wilo, within the scope of university-industry cooperation endeavors. It will be an exceptional privilege for our students to have the opportunity of doing an internship and working in Wilo. At the same time, I am sure that we will be able to make contributions to Wilo's digitalization and efficiency goals through the R&D studies to be carried out at our university."

Prof. Dr. Halil Akkanat, President of the University.

**WILO BRINGS
THE FUTURE.**

Thank you

