

We stay connected

An aerial photograph of a concrete bridge spanning a wide river. The water is a vibrant teal color, and the surrounding banks are covered in lush green trees. A white line with circular endpoints at the top and bottom of the bridge connects the text "We stay connected" to the bridge itself.

BUILDING BRIDGES

The Wilo Group.

Sustainability Presentation

2023

Our market segments.
A leading premium provider.



Building Services
Residential



Building Services
Commercial



OEM



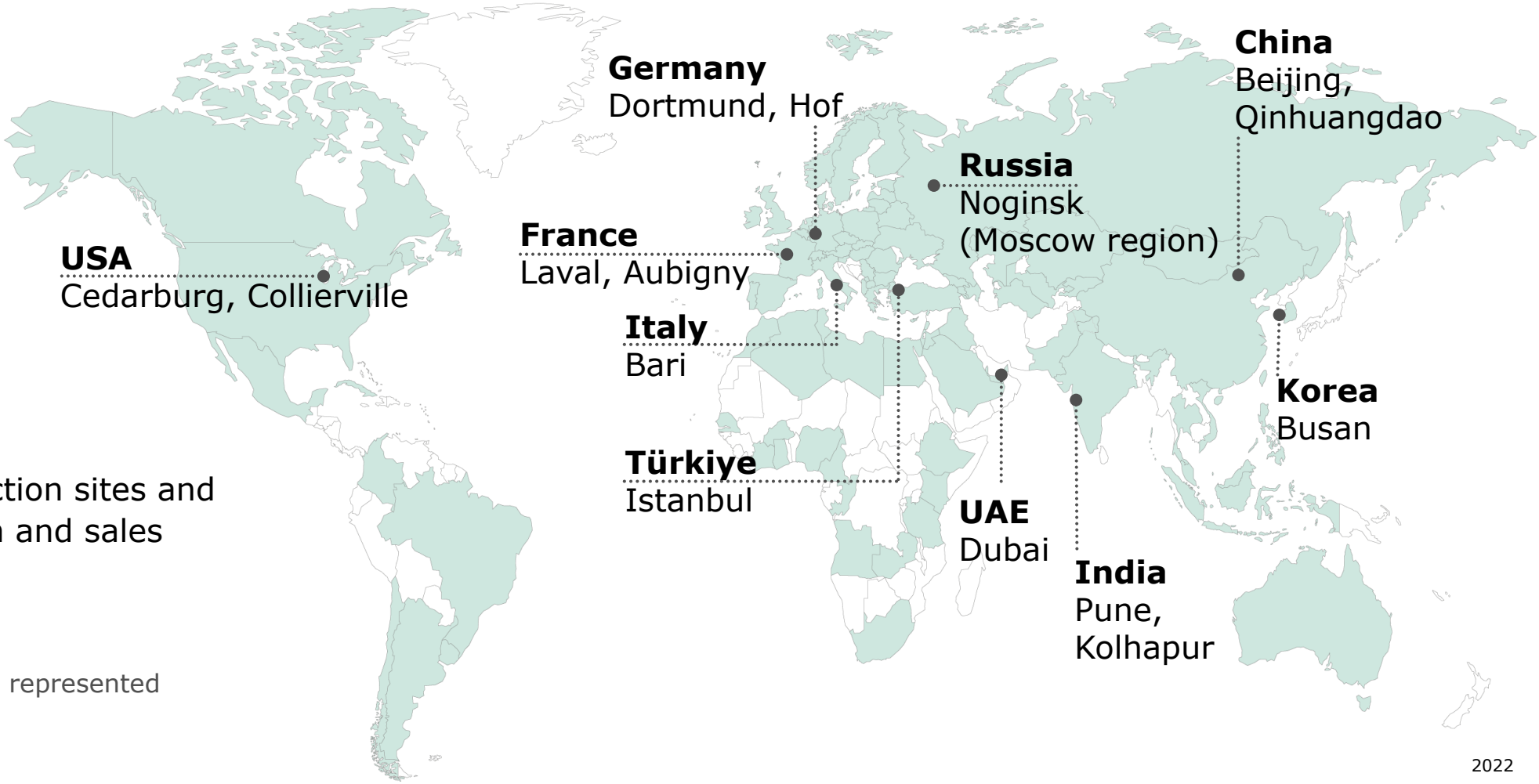
Water
Management



Industry

Our innovative solutions, smart products and individual services move water in an **intelligent, efficient and climate-friendly** manner.

Our locations worldwide.
Close to the customer.



Wilo has 15 main production sites and more than 80 production and sales companies on site.

- Country in which Wilo is represented
- Main production sites

The financial year 2022.

New sales record achieved with growth of 14.2%.

Net sales

1,885.7

m. EUR

EBITDA

196.7

m. EUR

Consolidated net income

61.1

m. EUR

Investments

155.3

m. EUR

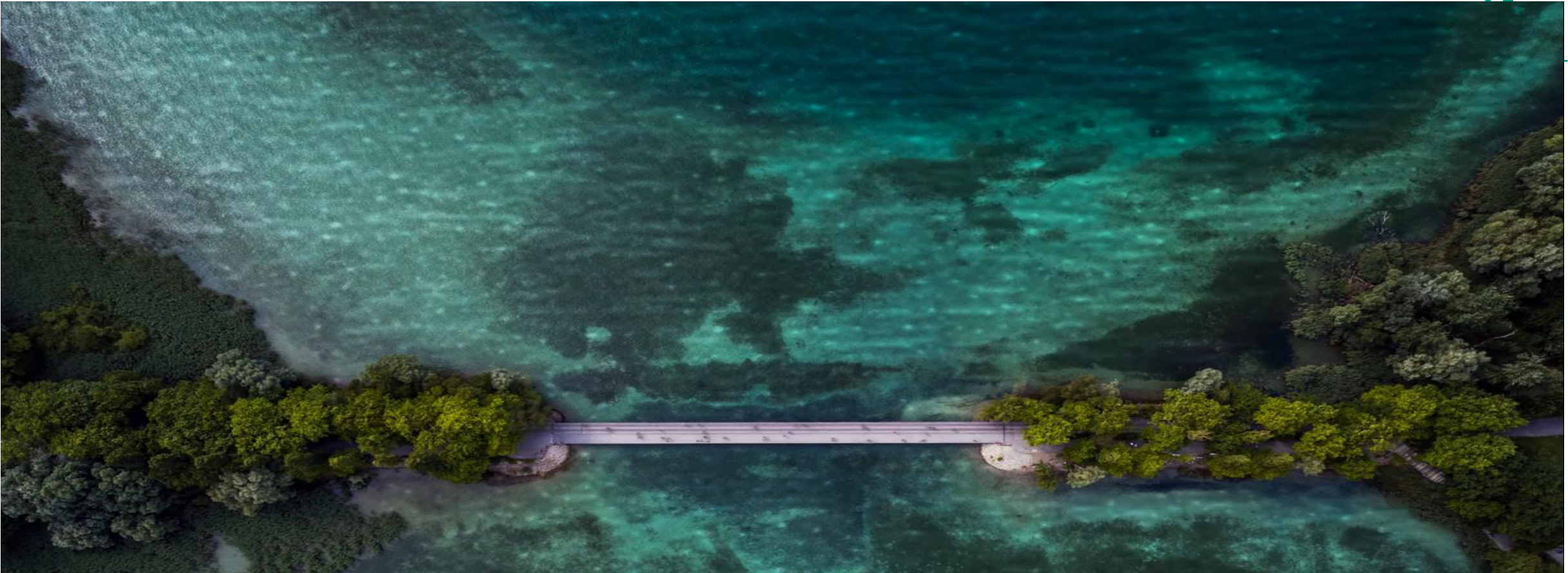
R&D costs

70.6

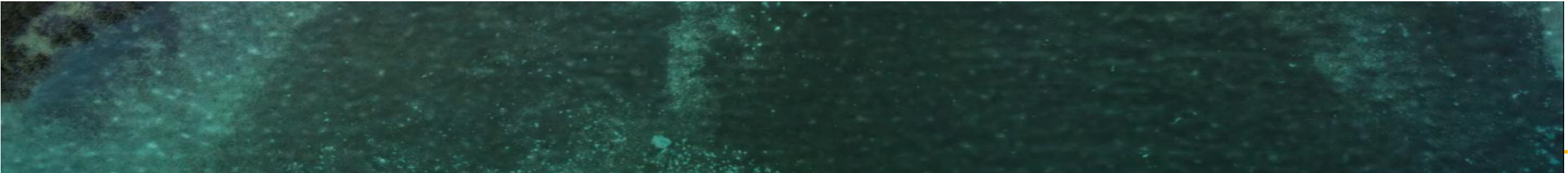
m. EUR

Employees

8,457



Our responsibility.



Our awards.
We are a climate protection pioneer.



Our awards.
We are a climate protection pioneer.



**Our contribution to the Sustainable Development Goals.
We signed the UN Global Compact in 2018.**



6 CLEAN WATER AND SANITATION

A white icon of a water tap with a single drop of water falling into a glass, set against a blue background.

8 DECENT WORK AND ECONOMIC GROWTH

A white icon of a bar chart with an upward-pointing arrow, set against a maroon background.

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE

A white icon of three interlocking cubes, set against an orange background.

11 SUSTAINABLE CITIES AND COMMUNITIES

A white icon of a city skyline with various buildings, set against an orange background.

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

A white icon of a circular arrow forming a loop, set against a brown background.

13 CLIMATE ACTION

A white icon of a globe with a leaf, set against a green background.

17 PARTNERSHIPS FOR THE GOALS

A white icon of four interlocking circles, set against a dark blue background.

Our sustainability strategy.
We take responsibility.



Water

Reduction in fresh water consumption at Wilo's sites: **20%**.

Energy & Emission

We are reducing CO₂ emissions by **50 million t.**

Material & Waste

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

Employees & Society

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

CORPORATE POLITICAL RESPONSIBILITY

Sustainability goals: **Water**



Sustainability goals: **Water**

Key sustainability indicator	2020	2021	2022
Consumption (m ³)	100,443	109,333	105,014
Consumption per employee (m ³ /employee)	16.9	18.3	17.3

- Economical consumption at 4 high water stress production sites in India & Turkey.
- Ground water and rainwater supplement irrigation.
- Preventing contamination and water discharge on the basis of ISO 14001 is mandatory for all operational sites.
- Expansion of the utilisation of rainwater, using watersaving taps and reducing the water pressure.
- Dortmund: 60% percent reduction of fresh water used for HVAC via needs-based management for humidifying the air and improved control of the recooling.
- **Total per capita consumption reduced from 18.3m³ to 17.3m³ in 2022**

Sustainability goals: Energy & Emissions



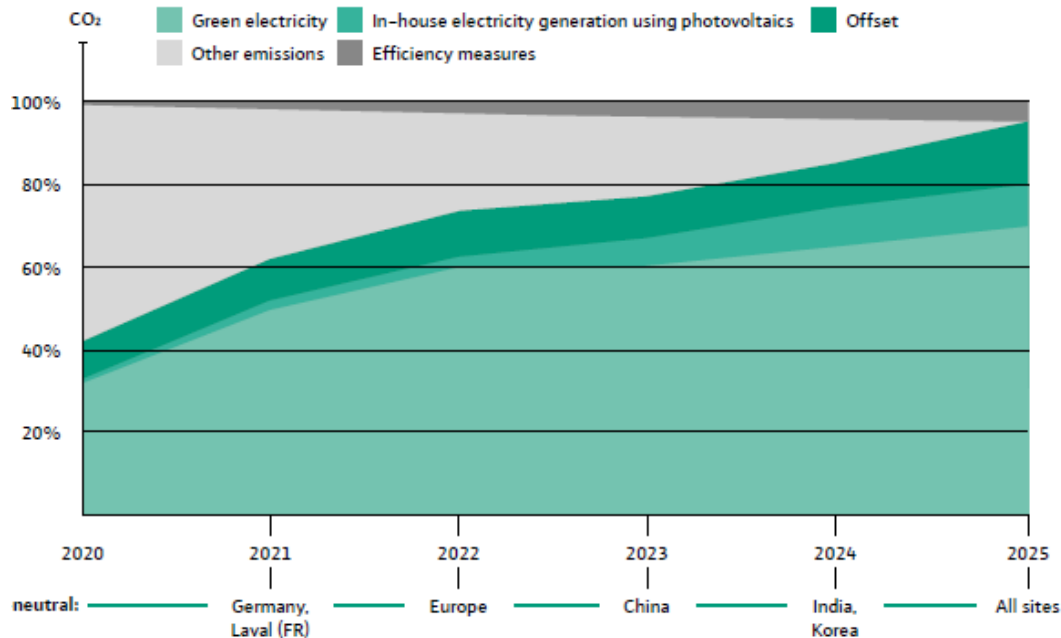
Corporate Carbon Footprint
Klimaneutral
Regelmäßige Überwachung

www.tuv.com
ID 0000078188

Reduction in CO₂ emissions 50 million t at Wilo's sites: **Climate-neutral production.**

Sustainability goals: Energy & Emissions

Wilo is becoming climate-neutral



- **Aim:** achieve **carbon-neutral** operations at our 15 production sites globally by 2025 and to **cut emissions** group-wide by at least **60%** from 2018.

• Four pillars strategy:

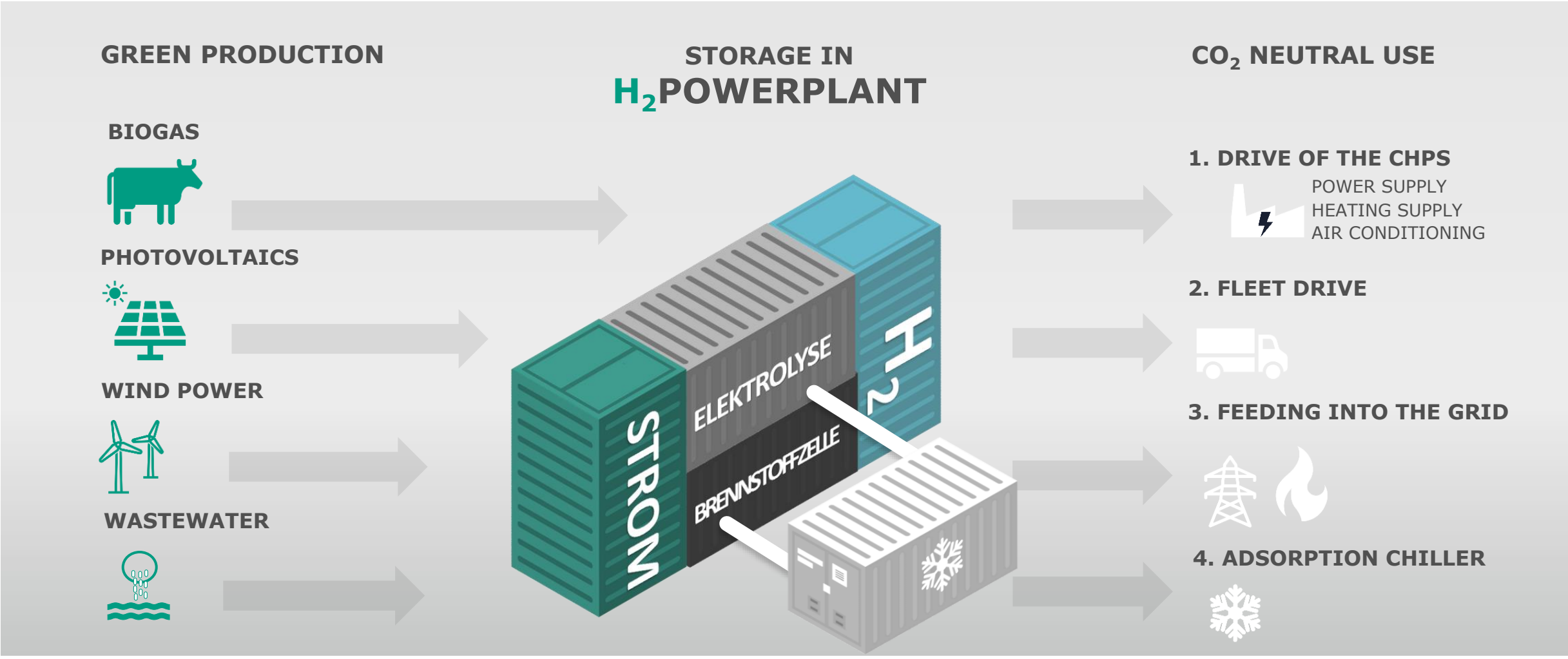
1. enhancing energy efficiency
 2. increasing in-house electricity generation
 3. purchasing green electricity
 4. offsetting any remaining emissions
- Reduction in the consumption of heating energy.
 - Measures taken to save gas and electricity consumption.
 - Implementing energy efficiency projects that produce energy savings of at least 1% on the previous year's consumption.
 - Supplier engagement programmes to investigate and implement potential reductions at suppliers that will have a significant impact on the carbon footprint.

The energy source of the future.
Green H₂POWERPLANT at the Wilopark in Dortmund, Germany.



The tank of the H₂POWERPLANT at the Wilopark is 29.8 metres long. It is supplied exclusively with renewable energy.

H₂Powerplant : Projects: System Integration



Sustainability goals: Material & Waste



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

Sustainability goals: Material & Waste

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



Sustainability goals: Material & Waste

Key sustainability indicator	2020	2021	2022
Number of reused components and products	37,961	53,500	86,842

Key sustainability indicator	2020	2021	2022
Copper savings (t)	15.7	19	22.7

Key sustainability indicator	2020	2021	2022
Reusable packaging (%)	100	100	100

Recycling rate	2020	2021	2022
Total waste volume (t)	7,719	8,583	8,708
Recycling rate (%)	85	80	89
Disposed of (t)	749	1,272	573
Recycled (t)	6,568	6,872	7,807
Hazardous waste (t)	402	439	351

- Reuse at least **30,000** products and components from unused returned products per year.
- Save at least **12 tons** of Copper compared to previous models. In parallel, reduce the use of other materials such as iron, aluminium, rare earths and magnets.
- Steadily increase the share of reusable packaging (intralogistics of semifinished products) and to further reduce the use of raw materials and environmentally critical materials.
- Avoid waste or find a recognised alternative use. We are striving for a Group-wide recycling rate of more than 90 percent by 2025.

Sustainability goals: **Employees & Society**



Sustainability goals: Employees & Society

Key sustainability indicator	2020	2021	2022
Internally developed managers	60	71	80

Key sustainability indicator	2020	2021	2022
Women in management positions (%)	18	18	19

Key sustainability indicator	2020	2021	2022
Training coverage (%)	80	84	49

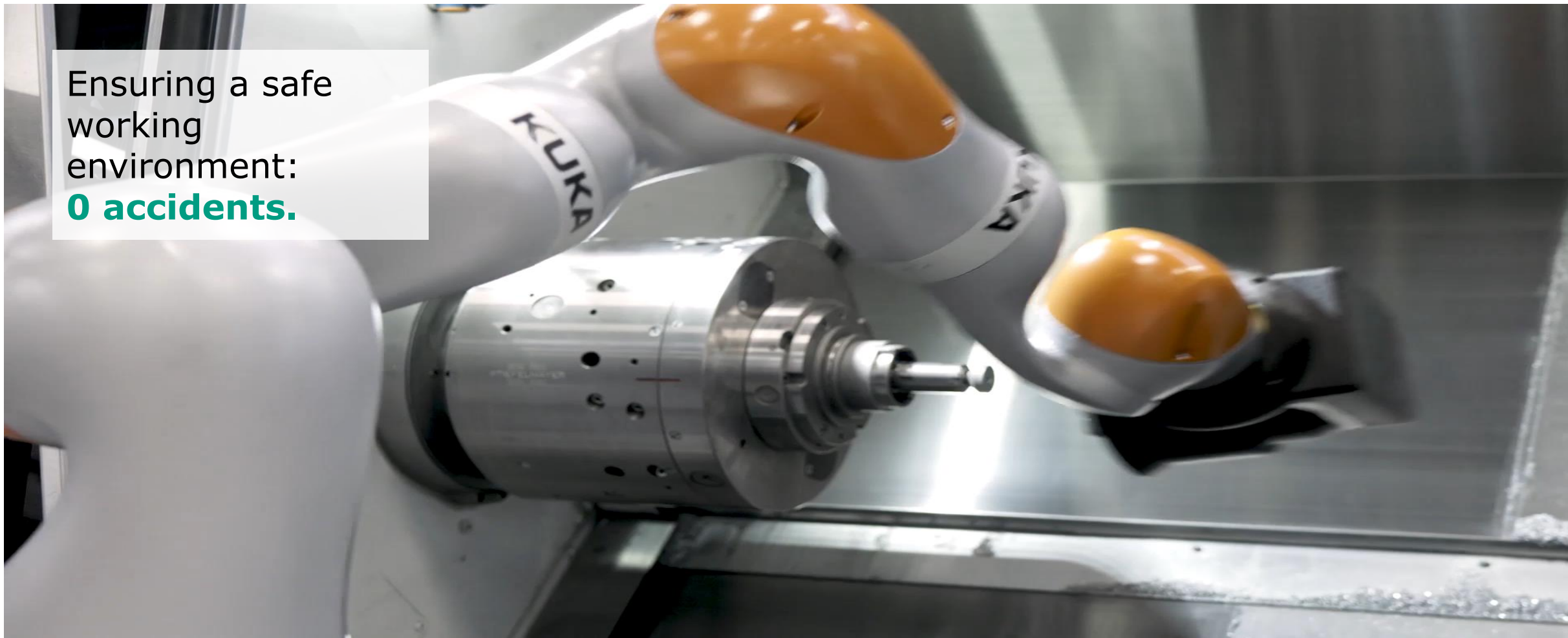
Number of work accidents per 1 million hours worked

Key sustainability indicator	2020	2021	2022
LTIR	5.5	5.3	3.4

- Offsetting the effects of inflation
- Work-life balance
- Learning and growing
- Women in management positions
- Cultural diversity on the table
- Identifying potential for improvements
- Regular safety training courses

Sustainability goals: **Employees & Society**

Ensuring a safe working environment:
0 accidents.



Sustainable Value Chain

We act responsibly along **the entire value chain.**



An aerial photograph of a long, narrow bridge spanning a wide river. The water is a vibrant turquoise color, and the surrounding land is covered in dense green trees. The text 'We stay connected' is positioned above the bridge, with a white line and circular endpoints connecting it to the words 'BUILDING' and 'BRIDGES' below.

We stay connected

BUILDING BRIDGES

Thank you for your attention!

A horizontal strip showing a close-up aerial view of the turquoise river water, matching the background of the top image.