

GREEN SOLUTIONS FOR A BETTER CLIMATE

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WILO PROFILE



The Wilo Group is one of the **world's leading premium providers** of pumps and pump systems for the building services, water management and industrial sectors. In the past decade, we have developed from a hidden champion into a visible and connected champion. Today, Wilo has around 8,000 employees worldwide.

Our **innovative solutions**, smart products and individual services move water in an intelligent, efficient and climate-friendly manner. We are also making an important contribution to climate protection with our sustainability strategy and in conjunction with our partners. We are systematically pressing ahead with the digital transformation of the Group. We are already the **digital pioneer in the industry** with our products and solutions, processes and business models.

MARKET SEGMENTS



**BUILDING SERVICES
RESIDENTIAL**



**BUILDING SERVICES
COMMERCIAL**



OEM



**WATER
MANAGEMENT**



INDUSTRY

PUMPS AND SYSTEMS IN ALMOST ALL PERFORMANCE CLASSES

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BUILDING SERVICES



WATER MANAGEMENT



INDUSTRY



WILO GROUP KEY FIGURES

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EUR 1.48 billion

is the new record net sales achieved by the Wilo Group in 2019.



> 2,500

service technicians look after Wilo's customers worldwide.



around 8,000

employees are working for the Wilo Group.

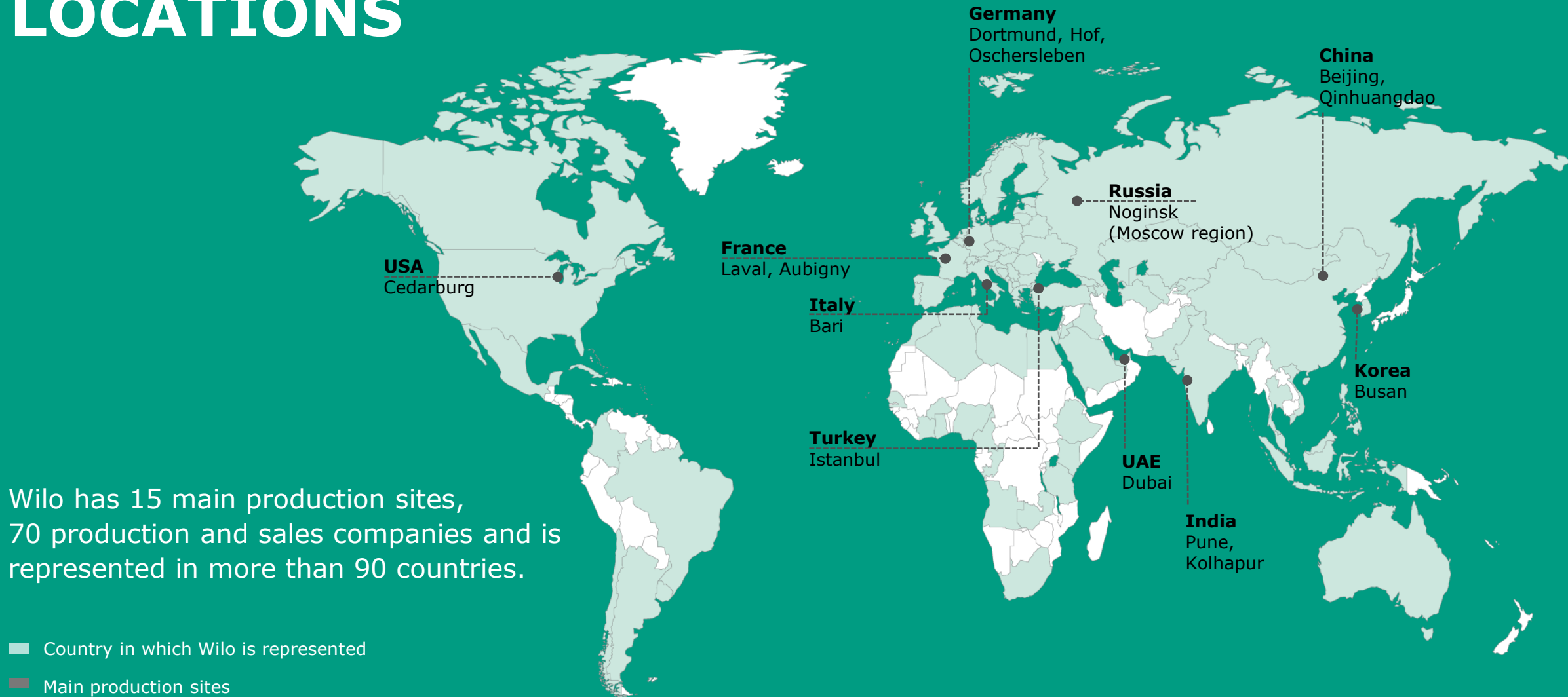
~ 10 MILLION

pumps are produced every year.



WILO GROUP LOCATIONS

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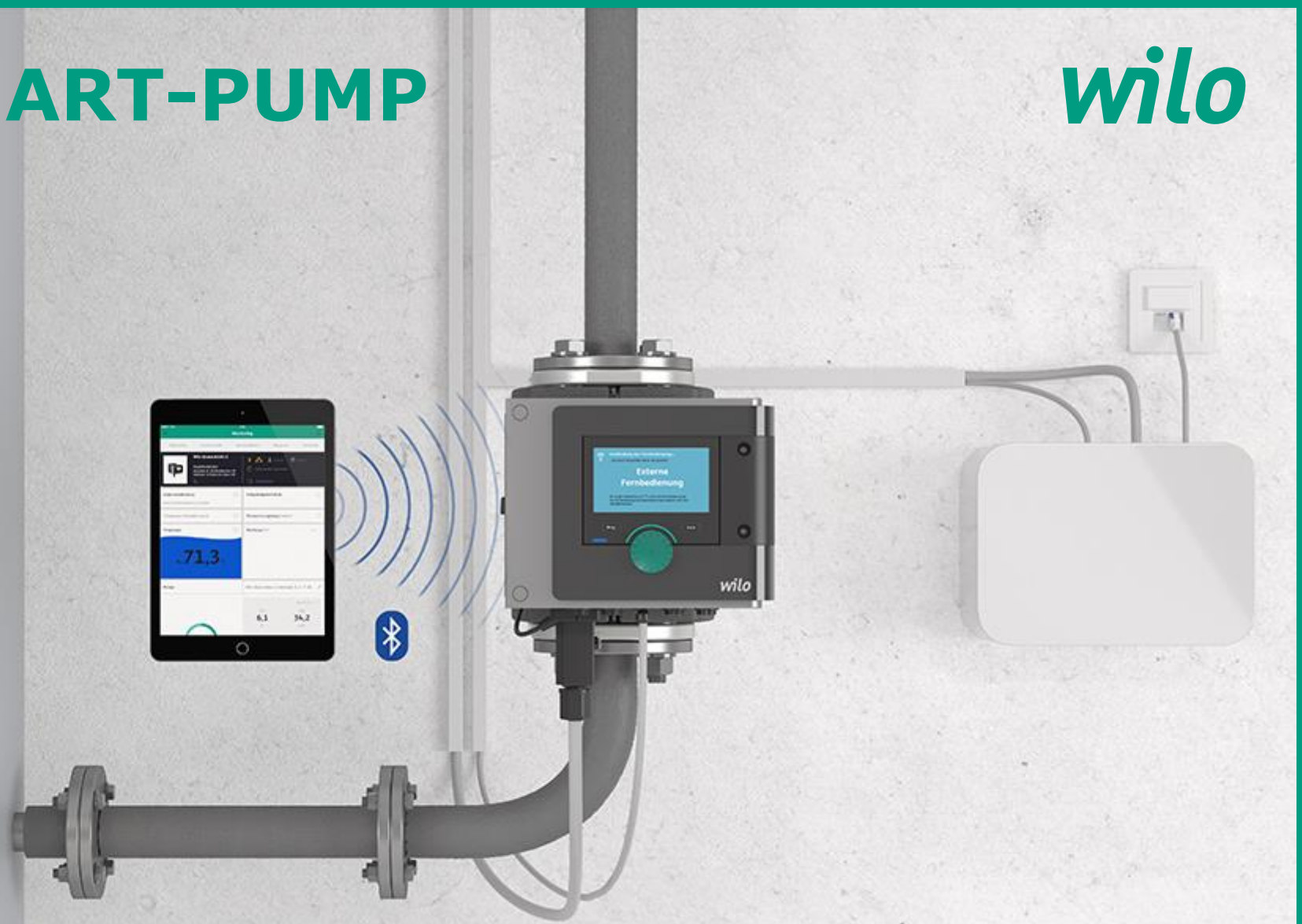


WILO-STRATOS MAXO

This is the first smart-pump* in the world, and sets further milestones in pump technology, from its system efficiency and interconnection options to its installation and configuration.

SMART-PUMP

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* To us, a smart-pump means an entirely new pump category that goes far beyond our high-efficiency pumps or pumps with pump intelligence. The combination of state-of-the-art sensors and innovative control functions (e.g. Dynamic Adapt plus and Multi-Flow Adaptation), bi-directional connectivity (e.g. Bluetooth, integrated analogue inputs, binary inputs and outputs, interface to the Wilo Net), software updates and outstanding ease of use (e.g. through a set-up guide, the preview principle for anticipatory navigation and the proven Green Button technology) means that this pump is truly a smart pump.

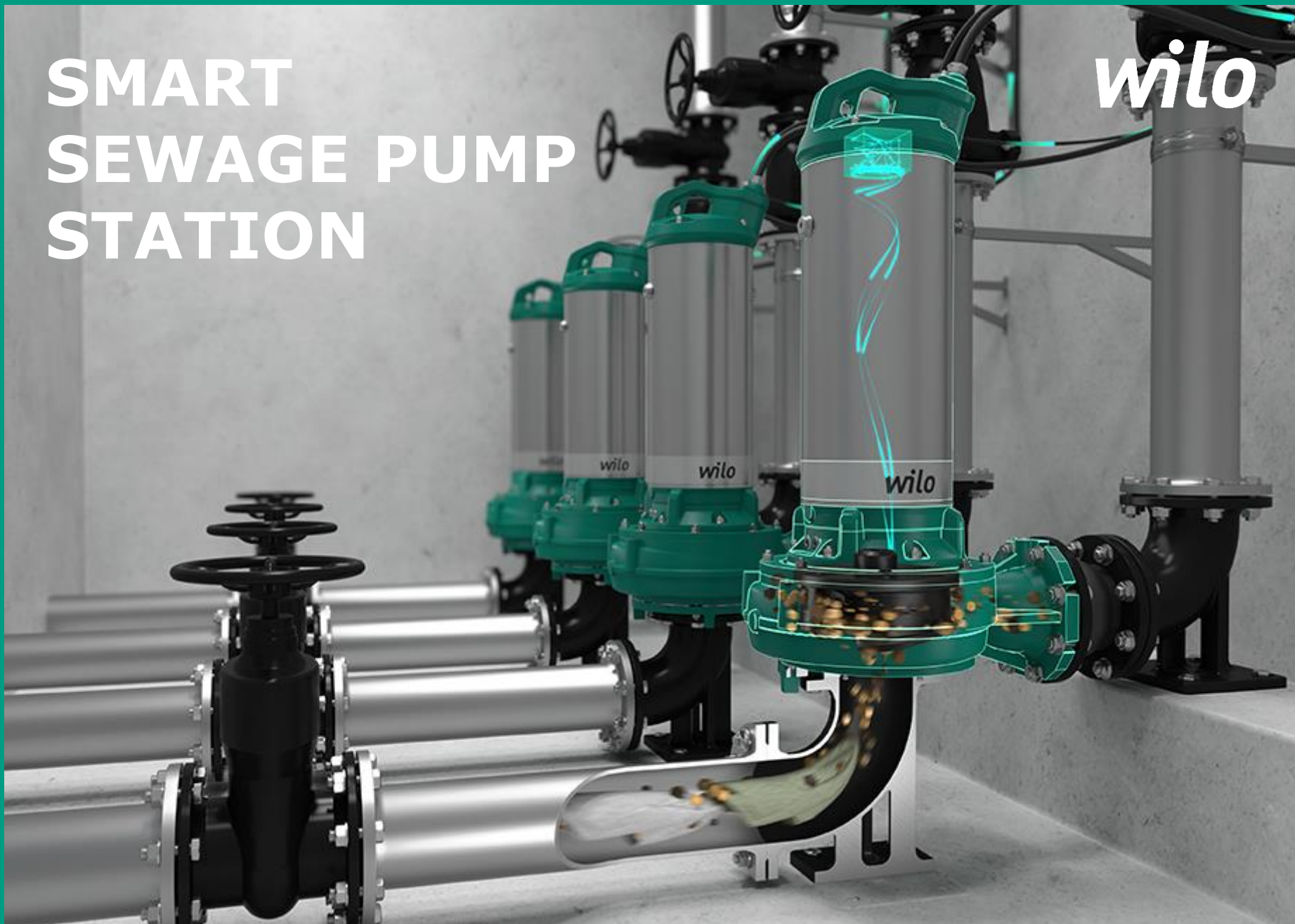


SMART SEWAGE PUMP STATION

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WILO-REXA SOLID-Q WITH NEXOS- INTELLIGENCE

Automatic detection of
impending clogging and
reduction of service call-outs
thanks to Nexos Intelligence.





Wilo Hellas faces the challenges of the time, investing in business excellence, innovation, modern know-how and practice, sensitivity for the environment.

The proximity to the customer, the careful perception of his needs, the constant effort to optimize the products as well as the immediate response and subsequent monitoring, create a huge experience for us. This forges relationships and builds trust and preference for us to our customers.

Takis Stapas

Marketing Director of Wilo Hellas

Company Profile Wilo Hellas

WILO Hellas Single Member S.A. is 100% subsidiary of WILO SE and operates in Greece since 1973 as a provider of complete pumping system solutions. The company's products are available throughout Greece, via wide spread partners network.

WILO provides pre and after sales support (by means of highly trained engineers and technicians) for residential houses, commercial and municipal projects, as well industry and agriculture in the field of heating, air conditioning, refrigeration, water supply, firefighting, irrigation and drainage, sewage collection, transport and treatment.



Pump Test

SUCCESS MADE IN GREECE

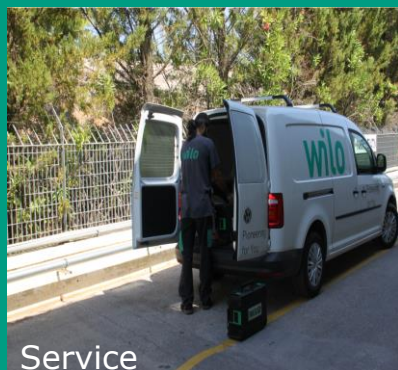


Practice Room Konstantina Prentza

REFERENCES

Key clients include the most prestigious institutions and companies of the country such as the Astir Pallas, Acropolis Museum, Sivota Wastewater, Costa Navarino.

Wilo has equipped nine out of the twelve 5-star Hotels in Greece with **high-efficient pump technology**.



Service



Warehouse



Training Room

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WILO

Wilo's success story began in Greece in 1973. Wilo is today the **market leader in the pump segment**. Wilo pumps and pump systems are used in the country's most important buildings and public installations.

Wilo Hellas employs 35 highly trained engineers in Sales and Service. With the support of an extensive network of 75 authorized Service Centers all over the country, the claim of "uncompromised customer satisfaction" is accomplished.



Sivota's waste water collection, transport and treatment is in good hands, as Wilo Hellas signed a contract of 900k€ for the supply of prefabricated pumping stations with solid separation system, pumps & mixers. Thanks to our intelligent products like solid separation system we can ensure the environmental protection of this touristic area of West Greece





Wilo Hellas was awarded a contract of 100k€ for the renovation of **Patra's Industrial Area, Water Supply pumping station**. A hand key project. From **LCC** calculations till the total works a decrease of **30%** (based on real data measurements) in the operation cost was achieved





Costa Navarino Dunes Resort

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Costa Navarino Resort

located in Messinia at the southwest Peloponnese, is one of the most breathtaking landscapes and one of the biggest Resort Investment in Mediterranean Area. Wilo Hellas signed a contract of 800k€ for the supply of more than 300 pumps for heating cooling applications, ensuring the ideal comfort conditions.





Four Seasons Astir Palace Hotel Athens



Total renovation of the legendary Astir Palace Vouliagmeni Hotel complex into a '**Four Seasons Astir Palace Hotel Athens**', honored with the "ENR Award of Merit for 2020" in the category "Residential/Hospitality", in the Global Best Project Awards context. Wilo Hellas has signed a contract with 300 k€ covering all the heating, cooling, drainage, sewage, water supply hotel complex applications.

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Pioneering for You

Takis Stapas
Managing Director

T +30 2106248401
M +30 6944575565
takis.stapas@wilo.com

Wilo Hellas S.A.

80, Ag.Athanasiou
14569 Anixi-Attiki, Greece
www.wilo.gr