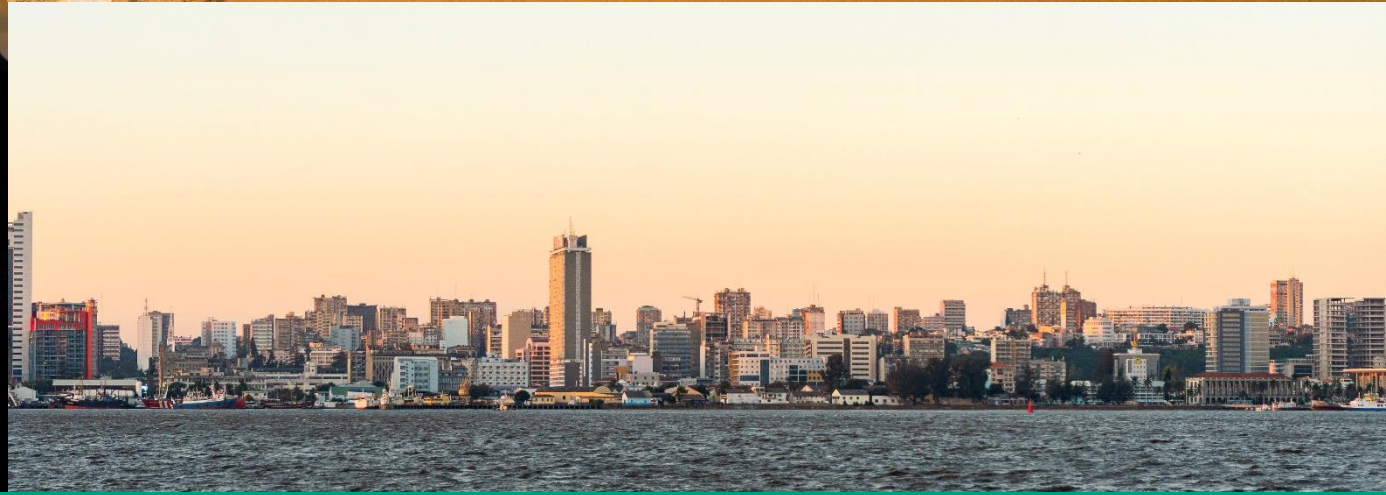


THE FUTURE IS CONNECTED

GROWING SMART - RETHINKING
AFRICAN BUSINESS OPPORTUNITIES
"MAPUTO VIA LISSABON"

wilo



WILO PROFILE



FACTS & FIGURES

EUR **1,46** billion

REVENUE

EUR **91.9** million
EBIT

EUR **154.8** million
INVESTMENT


7,830
EMPLOYEES

MARKET SEGMENTS



**BUILDING SERVICES
RESIDENTIAL**



**BUILDING SERVICES
COMMERCIAL**



OEM



**WATER
MANAGEMENT**



INDUSTRY

WILO GROUP LOCATIONS

wilo

Wilo has 15 main production sites, 70 production and sales companies and is represented in more than 90 countries.

- Country in which Wilo is represented
- Main production sites



PUMPS AND SYSTEMS IN ALMOST ALL PERFORMANCE CLASSES

wilo

BUILDING SERVICES



WATER MANAGEMENT



INDUSTRY



SUSTAINABLE DEVELOPMENT GOALS (SDG'S): OUR FOCUS

wilo

The Wilo Group supports the SDGs.
Through its activities it contributes, in particular, to the following goals.



6 CLEAN WATER
AND SANITATION



8 DECENT WORK AND
ECONOMIC GROWTH



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



11 SUSTAINABLE CITIES
AND COMMUNITIES



13 CLIMATE
ACTION



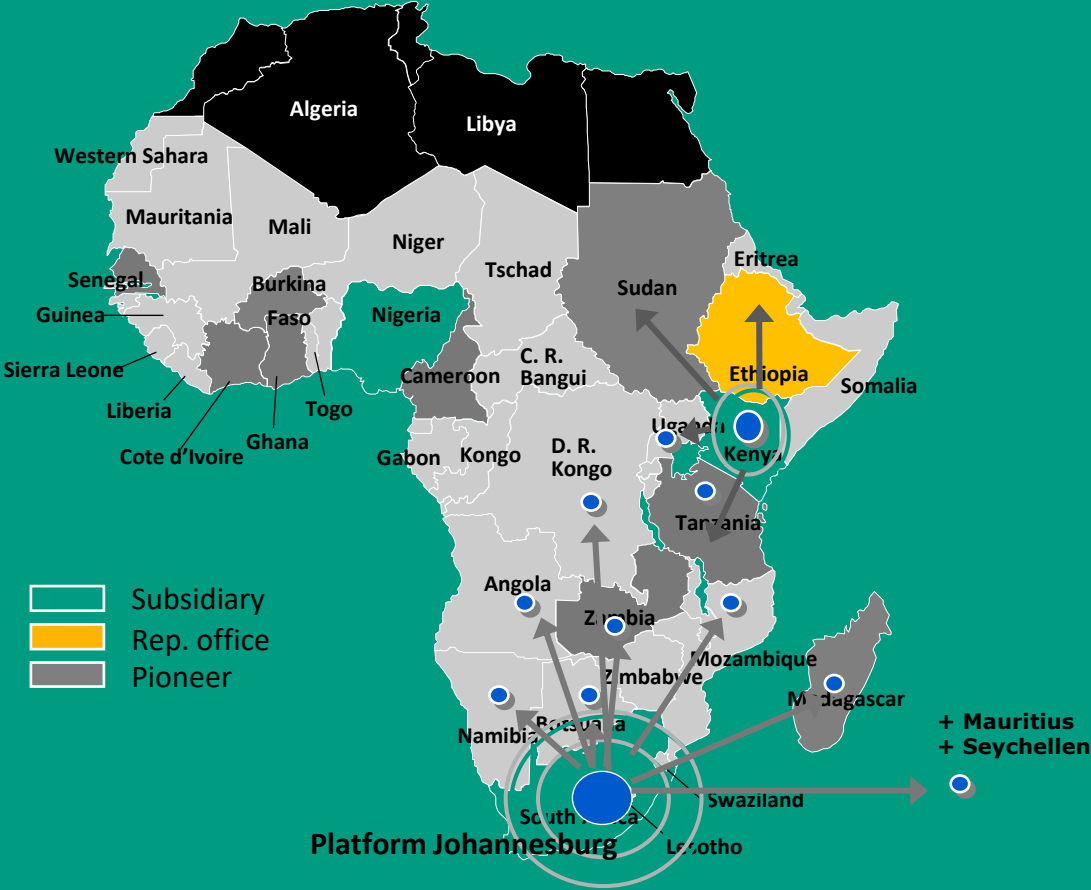
17 PARTNERSHIPS
FOR THE GOALS



WILO PRESENCE IN AFRICA

SINCE 2009

wilo



Region Middle & Southern Africa

N° of Wilo subsidiaries

2017

2018

2019

2025

2

3

3

4

N° of Wilo rep. offices

9

9

10

14

N° of Countries

47

47

47

47

Population (Mio)

1 031

1 055

1 079

1 241

Consumer prices % (pavg)

13

12

11

NA

Unemployment rate (%)

Double
digit

NA

NA

NA

GDP % (yoy)

3.4

4.2

4.1

NA

GDP per capita (US\$)

1 610

NA

NA

NA

WILO : Ext. net sales (Mio €)

12.9

16.7

21.1

41

WILO : Headcount

69

80

83

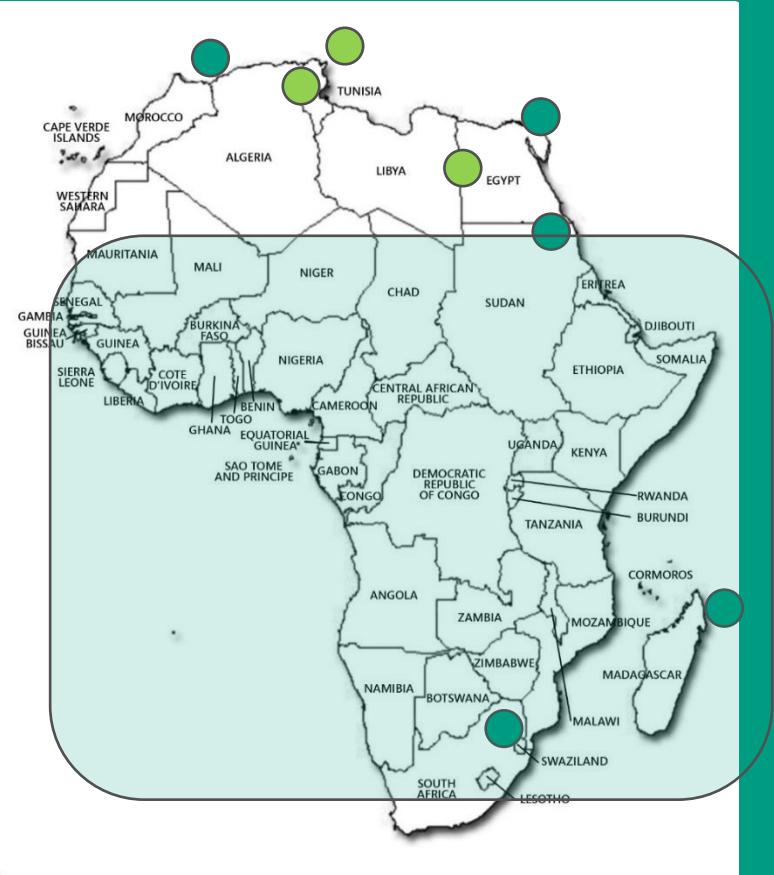
90

9 pioneers

1 rep. office

3 subsidiaries

IRRIGATION IN AFRICA



Source of irrigation water	Groundwater (%)	Surface water (%)
Egypt	10	80
Morocco	31	68
South Africa	12	78
Libya	80	20

*Sub-Saharan Africa is the region with the lowest portion of the cultivated area that is irrigated, just over **3%.***

● > 1 mio ha irrigated area

○ > 0,5 mio ha irrigated area

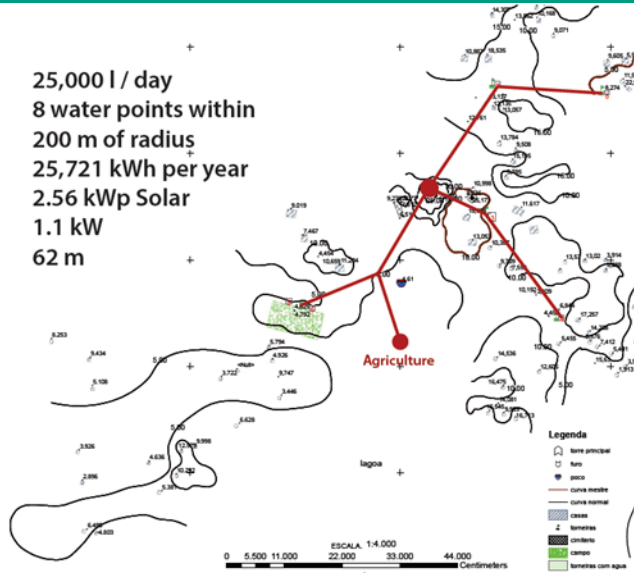
When we consider both Land and Water resource, Sub-Saharan Africa has the greatest potential for expanding irrigation.



Delivery rate
Availability

Solar energy
Generator power
Pump power
Lift

25,000 l / day
8 water points within
200 m of radius
25,721 kWh per year
2.56 kWp Solar
1.1 kW
62 m



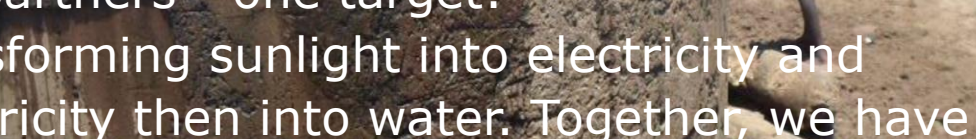
REPÚBLICA DE MOÇAMBIQUE



MITTELSTAND
GLOBAL
EXPORTINITIATIVE ENERGIE



aufgrund eines Beschlusses
des Deutschen Bundestages

A photograph showing a person's legs and feet as they operate a manual water pump. The pump is a large, cylindrical metal structure. The ground is dry and dusty. The person is wearing dark clothing and sandals. The background is a hazy, dry landscape.

Six partners - one target: transforming sunlight into electricity and electricity then into water. Together, we have developed an approach on how to connect sustainable energy supply with fair drinking water production and distribution in Pemba.

SUNNY SOLUTION: SOLAR DRIVEN PUMPS

wilo



Building Services



Water Management

PRAGMATIC SOLUTION: AFRICA GREENTEC AS LOCAL SALES AND SERVICE PARTNER FOR WILO

wilo



The aim of the cooperation between AGT and WILO is a joint Market approach in the African markets.

The offer is a mixture of products and financing models, including financial services, of both companies.

Overarching strategic approach: Sell **THE pumping** and not just the pumps



	Drinking water	Irrigation
Product		
Status	Pilot phase 2 systems on their way. One to Senegal, one to Hainburg (AGT)	In discussion Especially energy efficiency to be used as business model



Kay Hoffmann
Director Government & Public Affairs
Africa – Asia – Central Europe
Wilo Park 1
44236 Dortmund
M. +49 162 230 3010
kay.hoffmann@wilo.com