

ENGINEERING
TOMORROW

Danfoss

Energy Efficiency as first fuel

— *A potent profit accelerators for Businesses*

Ravi Purushothaman President Danfoss India



Energy efficiency is about success

100%

Energy productivity increase btw 2017 and 2020 in Danfoss

Energy efficiency is paramount to keep our planet well below

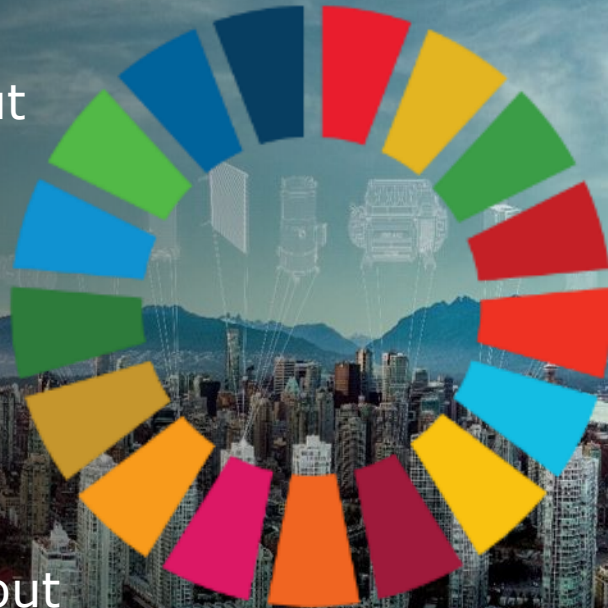
2°C

Energy efficiency must be at the core of our policy making

Energy efficiency is about **good business**

Energy efficiency is about **growth and jobs**

Energy efficiency is about **innovation and better lives**



Proof points – Danfoss Examples

We consume our own Medicine

30%

Average energy savings potential by optimising technical building systems

Payback time **2-5** years

4%

Of global electricity consumed by the water industry; the figure is expected to double by 2040

Payback time **5** years

We do business by engineering a better tomorrow

Companies need to

- Decouple Sales growth from energy consumption
- Adopt technologies that helps cut Energy intensity and production
- Work on changing behaviors and Mindset in board rooms and employees on Energy eff.

Danfoss Group highlights 2018

Net sales, EURbn

6.1



Growth in local currency

7%



Employees

27,795



EBIT margin

10.6%



Energy reduction since 2007


43%



CO₂ reduction since 2007

25%





Energy efficiency is a key **success factor** to decarbonize our businesses to enhance profits

Strong **Board room support** is necessary to ensure that the businesses adopt & deliver at higher **speed and scale**

Action is **urgent**



**ENGINEERING
TOMORROW**