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

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<th>Net sales, EURbn</th>
<th>Growth in local currency</th>
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<td>6.1</td>
<td>7%</td>
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<tr>
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<th>Employees</th>
<th>EBIT margin</th>
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<td>27,795</td>
<td>10.6%</td>
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<th>Energy reduction since 2007</th>
<th>CO₂ reduction since 2007</th>
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<td>43%</td>
<td>25%</td>
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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