

**Wilo is going  
beyond pumps**

**wilo**

**4. Deutsch-Afrikanisches  
Wirtschaftsforum NRW 2016**

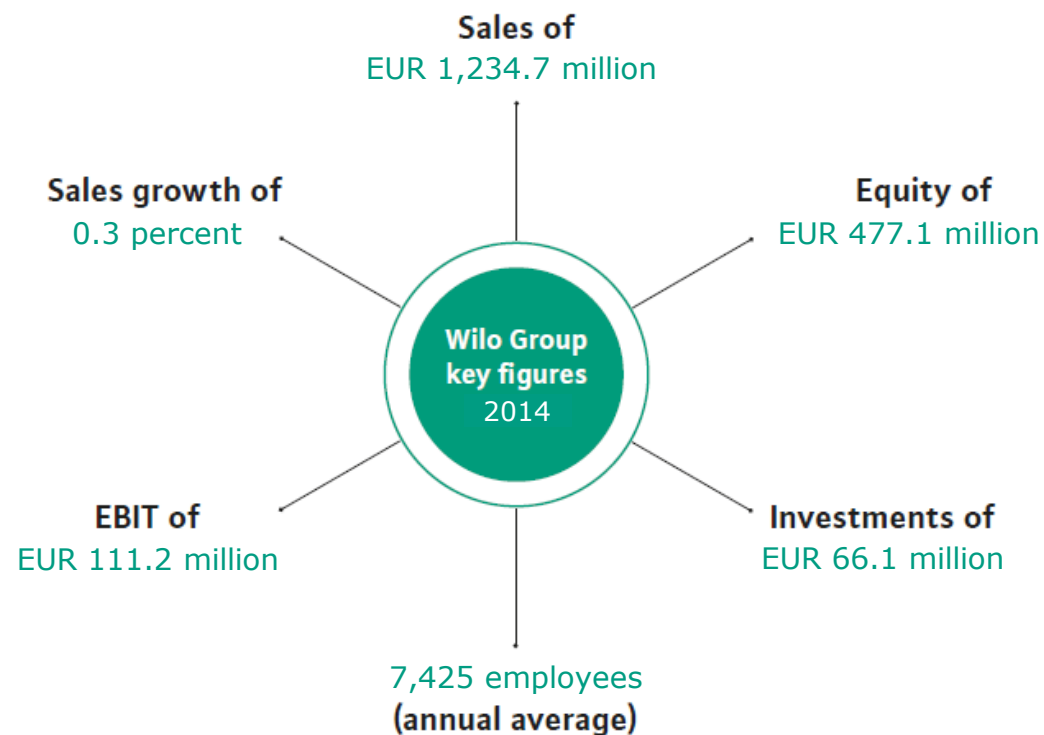
Dortmund, 23.02.2016



**Wilo in Afrika**

Uwe Werner  
Corporate Affairs

# wilo at a glance 2014



DORTMUND



## Regional sales development



- 56,8 % ■ Europe
- 24,2 % ■ Asia Pacific
- 16,3 % ■ EMEA
- 2,7 % ■ others



# Product portfolio – Power range up to 4.000 KW & 40.000m<sup>3</sup>/h

**Building Services**

**HVAC**



**Water Supply**



**Drainage & Sewage**



**HVAC**



**Water Supply**



**Drainage & Sewage**



**Water Management**

**Water Supply**



**Drainage & Sewage**



**Industry**

**Water Supply**

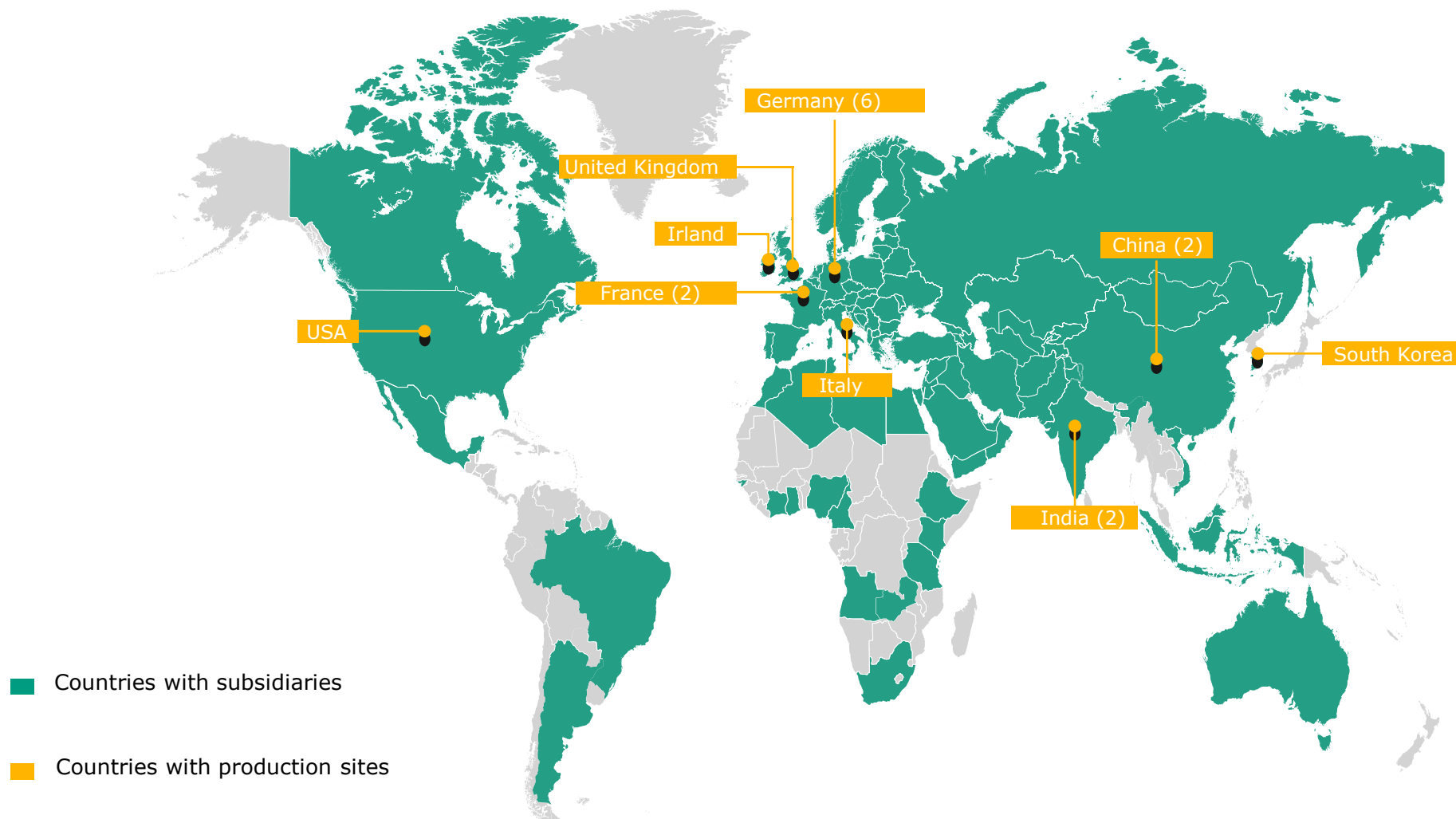


**Drainage & Sewage**



# Pioneering for You with worldwide presence

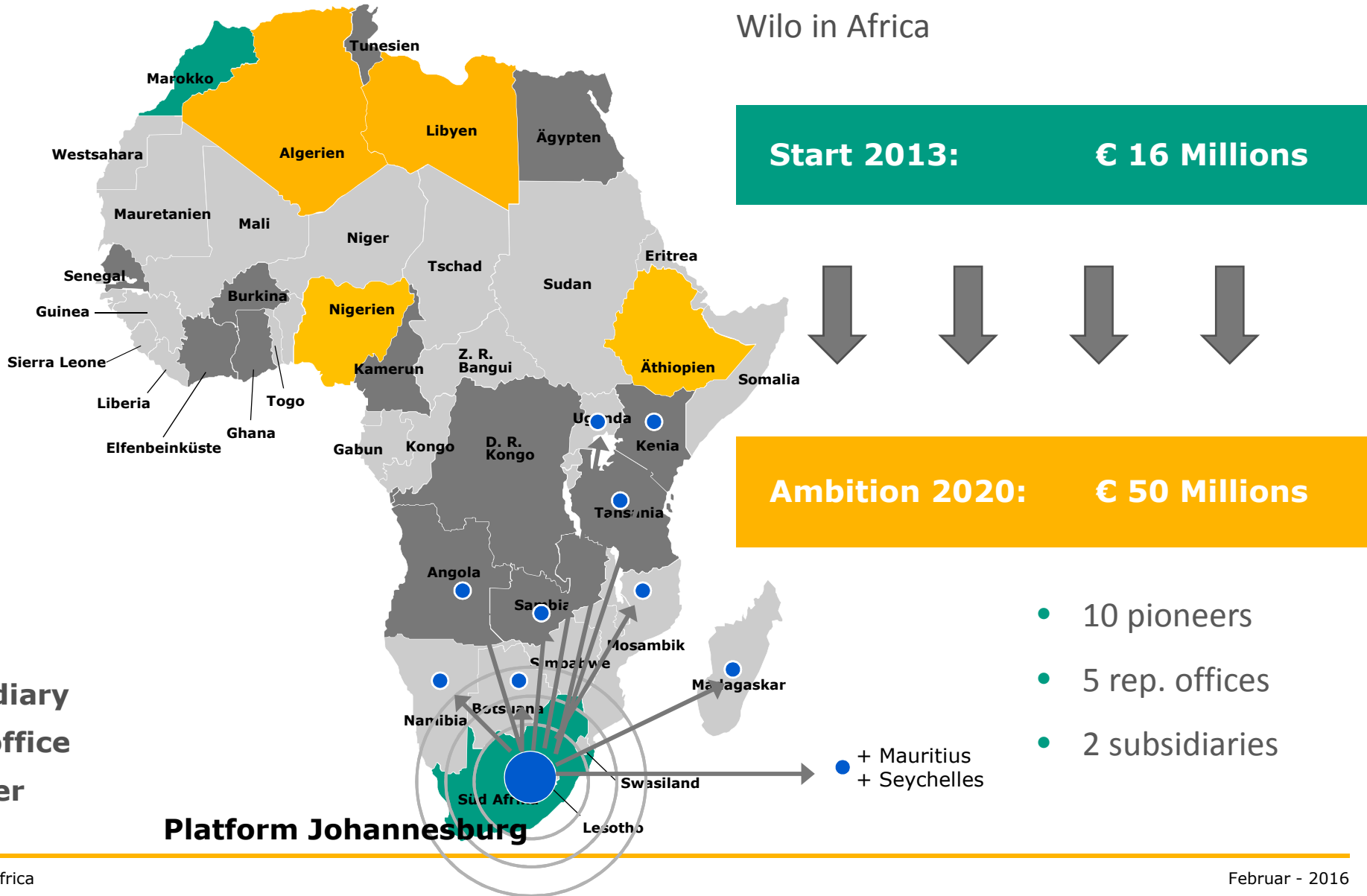
**More than 60 Subsidiaries in 50 Countries. 16 Production Sites in 9 Countries.**



# Wilo's African footprint 2010



# Wilo's African footprint 2015



## The Wilo's 3-top strategies for new markets



1

- Market entry/ start-up via Wilo structures  
*Pioneers -> representation -> subsidiaries*



2


- Market segment oriented approach  
*Building Service - Water Management - Industries*



3

- Development and building of a know-how platform for the regional support


# Project examples by Wilo



**Lesotho-High**

Reliability de


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**Mopani Copp**

Reliability de


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**Kairo Water**

Reliable water


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**Agriculture**

Reliable water


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**Jorf Lasfar T**

Close cooperati


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**REHABILITATION OF AKUTE WATER WORKS LAGOS STATE**

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**Project**

- The Project is a World Bank Project geared towards rehabilitating one of the Biggest water intake facility in West Africa. Akute water works has a capacity of 130MGD and was established in 1975
- Primarily the project was to replace the moribund Vertical turbine Pumps with efficient pumps.

**Unique Offering**

- Cost effective solutions, in stock spare parts and efficient pumping systems.

**Wilo Solution**

- 3 Highly efficient Mather and Platt VTP ( CNE33, 20VMF1 & 30VMF4) with capacity 1100 m<sup>3</sup>/hr, 2240 m<sup>3</sup>/hr and 4535 m<sup>3</sup>/hr at delivery heads of 58.1m, 58.2m & 61.5m respectively.
- 10 Units of WILO KS 15 D with Control panels and Float Switches

**Highlight**

- Introduced WILO German high-end technology pumps into the Biggest Water intake facility in Nigeria

that's worth cooperating for.

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## Africa: Looking forward



**A path is made by walking**

(African proverb)

**Let`s go and work together!**