

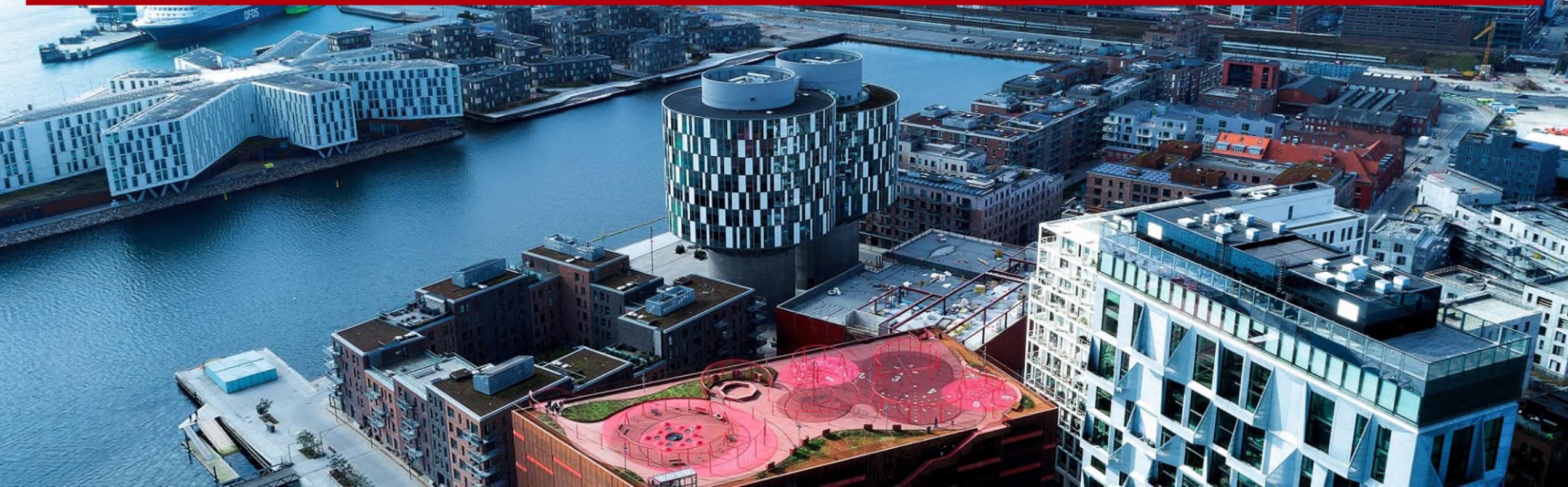
ENGINEERING
TOMORROW



Welcome to Danfoss

25. June 2024

Torben Christensen



Danfoss at a glance



Worldwide sales
in more than

100
countries

Three strong business segments
with leading positions

Power Solutions

Climate Solutions

Power Electronics and Drives

Leading technology
partner for our
customers who want to
decarbonize through
energy efficiency,
machine productivity,
low emissions, and
electrification

+ 41,000

Employees worldwide.
People are the foundation
of our business



Well on the way towards
carbon-neutral global
operations by 2030

+ 10



Factories in more than
0 20 countries

1933

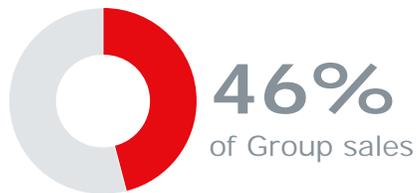
Long track record within
innovation and engineering

Three **business segments** geared for growth



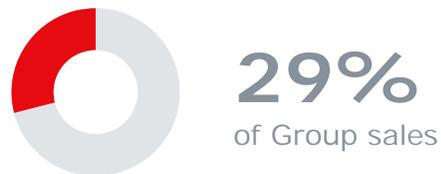
Danfoss Power Solutions

- 4.8bn EUR annual sales
- 17,694 employees
- 51 factories
- 3 Application Development Centers



Danfoss Climate Solutions

- 3.1bn EUR annual sales
- 11,289 employees
- 35 factories
- 4 Application Development Centers



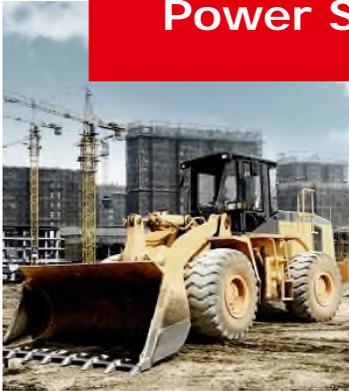
Danfoss Power Electronics and Drives

- 2.7bn EUR annual sales
- 8,365 employees
- 17 factories
- 4 Application Development Centers



Our world

Danfoss Power Solutions

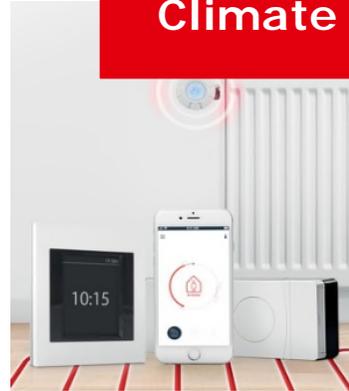


Construction



Industry

Danfoss Climate Solutions



Residential Heating



Cooling

Danfoss Power Electronics & Drives



Industry



Brewery



On-Highway



Agriculture



District Heating



Air Conditioning



Automotive



HVAC

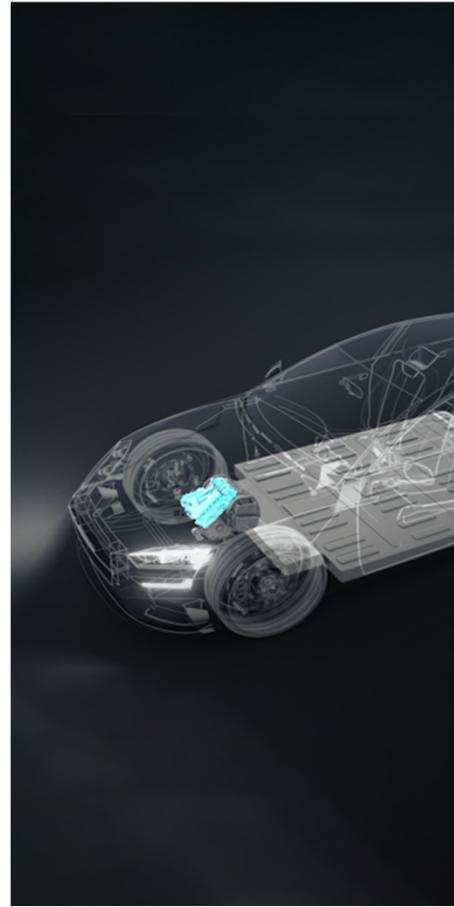
Global megatrends are transforming our world



Climate Change



Urbanization



Electrification



Food & Water Supply



Digitalization

North America in figures

\$3.5B

Sales

1951

Established 1st
presence in NAM

3

Application
Development
Centers:
Ames, IA
Loves Park, IL
Tallahassee, FL

1933

Family-owned
since 1933

7,355

Employees

36

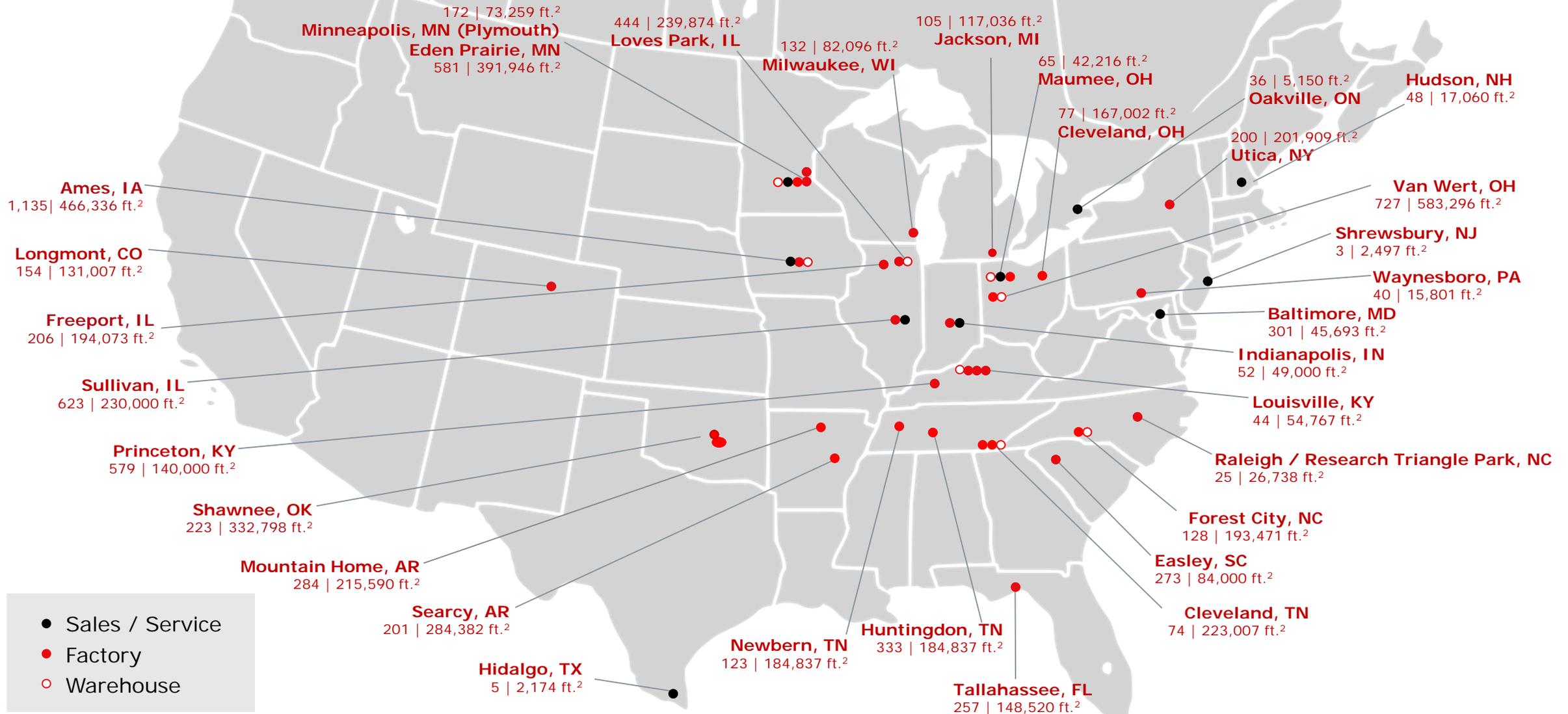
office and
manufacturing
sites in 21 U.S.
states and
Oakville, ON

33%

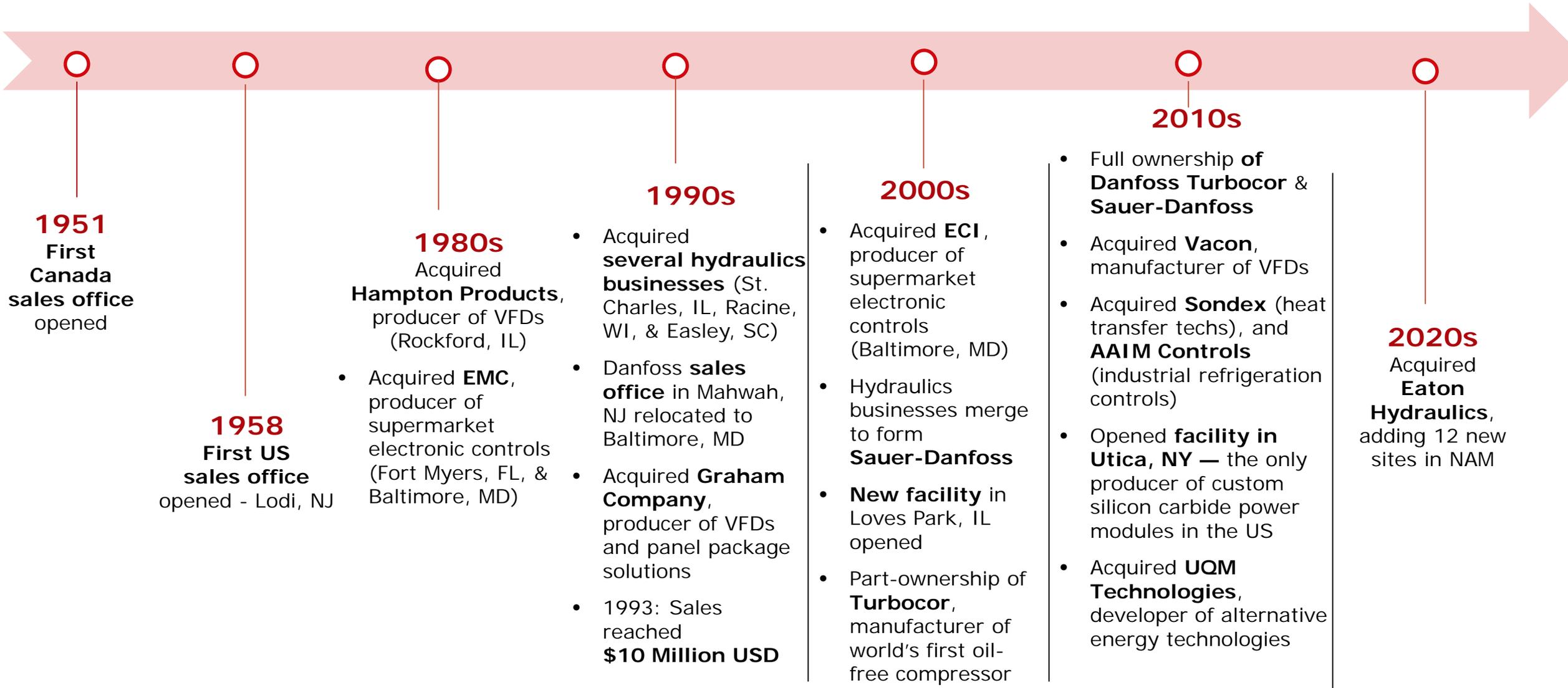
Global sales from
NAM region

North America Footprint

5 Drives, 8 Climate Solutions, 18 Power Solutions + 4 Hydro-Gear JV



Highlights of Danfoss in North America





Our 2030 ESG ambition

We want to become
our customers'
preferred
decarbonization
partner

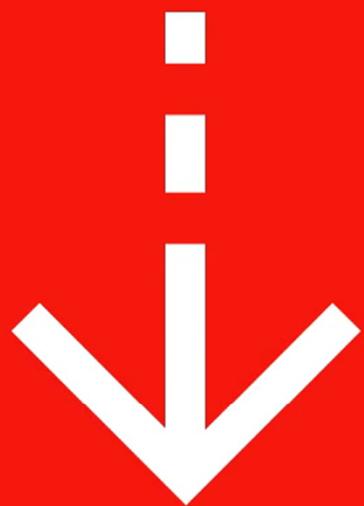
How we decarbonize our own operations by 2030



Danfoss
GLOBALLY
CO₂
neutral
2030



Danfoss
CO₂
neutral
2030
All Danfoss sites will
be neutral for
electricity, heating, and
transportation
no later than 2030!



Reduce



Re-use



Re-source

Three-step approach to decarbonization



Reduce

First, we reduce energy consumption

Examples:

- Reduce waste
- Energy efficiency & management
- Smart technologies



Reuse

Second, we reuse excess energy and integrate sectors

Examples:

- Reuse excess energy
- Sector integration
- District energy systems



Re-source

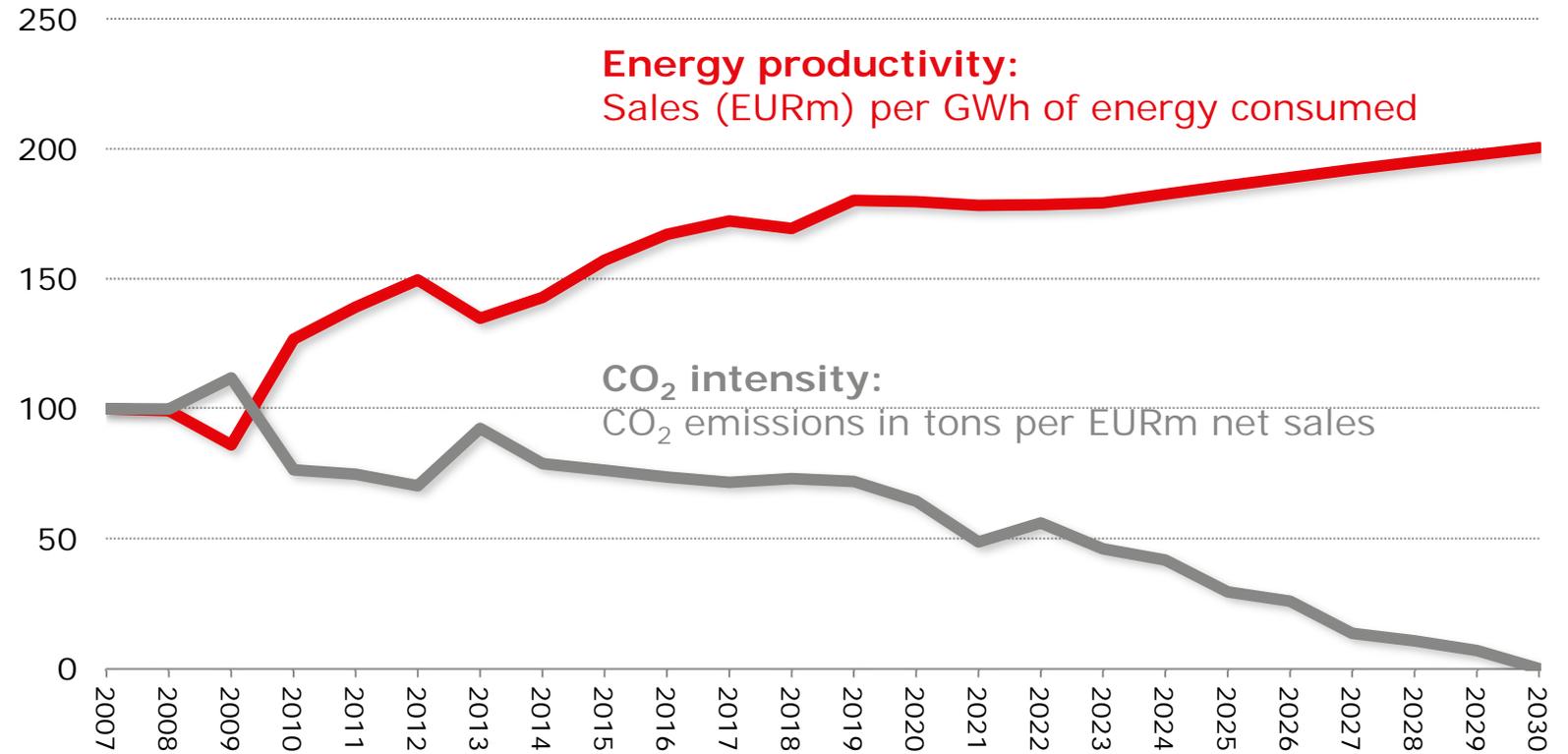
Third, we re-source green energy by phasing out fossil fuels in favor of clean energy such as renewable electricity and green hydrogen

Examples:

- Renewable energy
- Electrification
- Hybrid and hydrogen

We decouple our growth from emissions

Index (2007 = 100)



What you can do

1

Make
it a priority

2

Holistic
approach

3

Mobilize
employees



Electrification powered by Danfoss

Danfoss

Danfoss

Le Mans
24 H
2024 ELECTRIC TOUR

WE DRIVE
100%
ELECTRIC

Danfoss
technologies
onboard

SCHMITZ