



Zurich, 27 May 2024

# Building a sustainable water infrastructure

# Speakers today



**Mads Joergensen**  
CFO








**Antoine Walter**  
Senior Business Development  
Manager Waste Water Treatment  
at GF Piping Systems



# GF at a glance

Mads Joergensen

# Pioneering industrial technology

GF Corporate	GF Piping Systems	GF Casting Solutions	GF Machining Solutions	GF Building Flow Solutions
<p><b>1802</b> GF founded in Schaffhausen</p> 	<p><b>1864</b> First piping systems product</p> 	<p><b>1897</b> First automotive part</p> 	<p><b>1921</b> First machinery</p> 	<p><b>2023</b> A fourth division</p> 
<p>Johann Conrad Fischer</p>	<p>Malleable iron fitting</p>	<p>As of 1900 GF develops wheels made of cast steel for trucks and cars</p>	<p>GF acquires the Machine Factory Rauschenbach for agricultural machinery</p>	<p>GF acquires the Finnish company Uponor</p>

# 5.1 bn CHF

2023 Sales pro-forma<sup>1</sup>

# 5.6 bn CHF

Market capitalization

# 105

Production sites

# 146

Total Locations

# 19'824

Employees Worldwide

<sup>1</sup> Uponor included pro-forma for the full-year, GF stand-alone ("comparable")

## + GF Corporation



GF Piping Systems



GF Building Flow Solutions



GF Machining Solutions

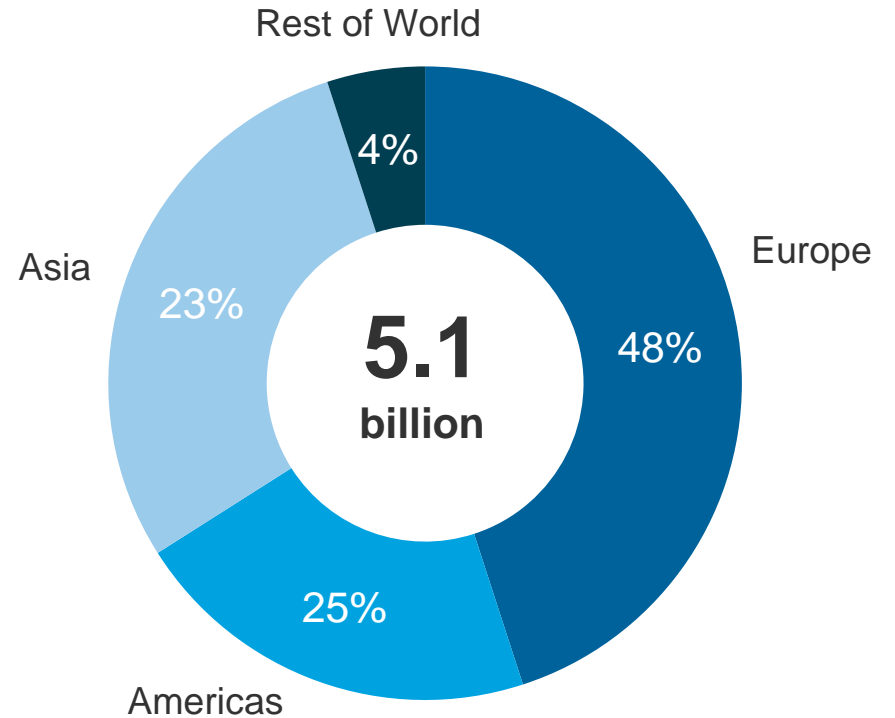
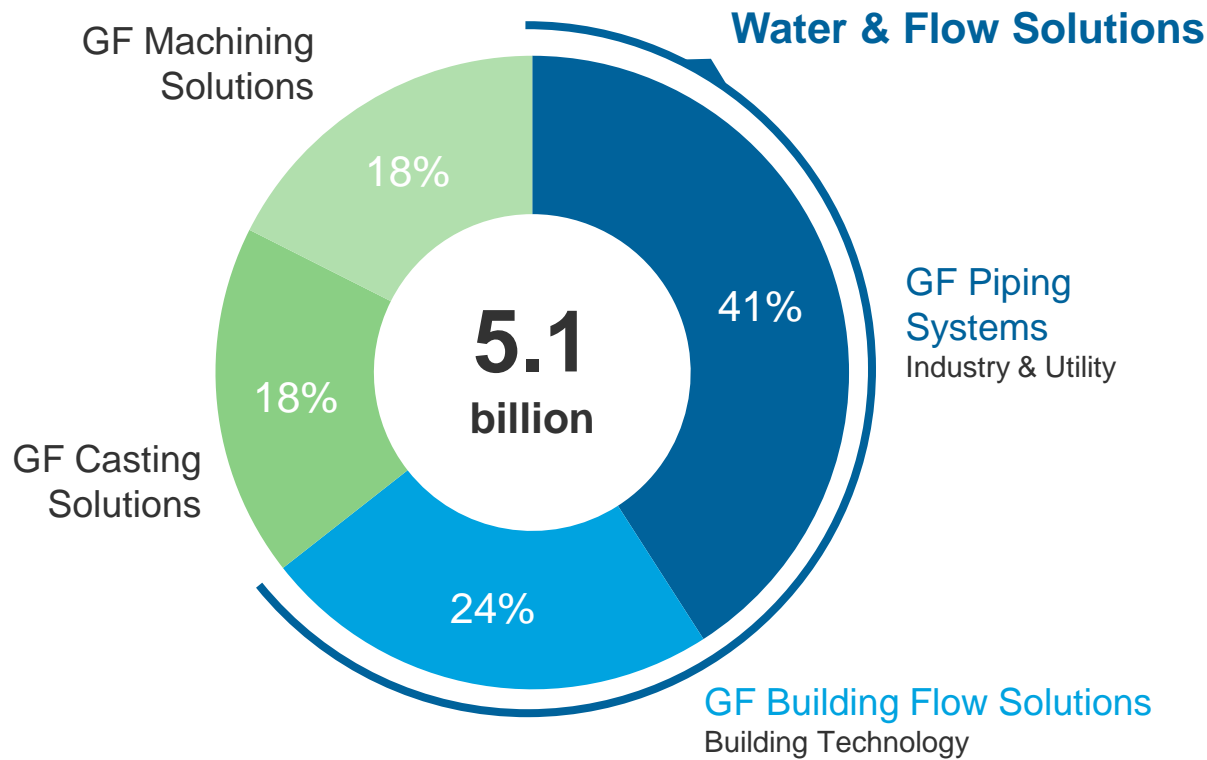


GF Casting Solutions

# Two thirds of sales in Water & Flow Solutions and majority of sales outside of Europe

Sales per business\* (in CHF million)

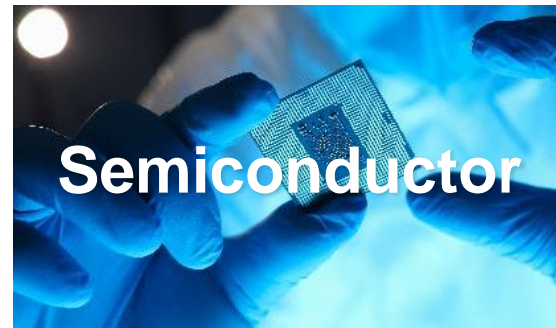
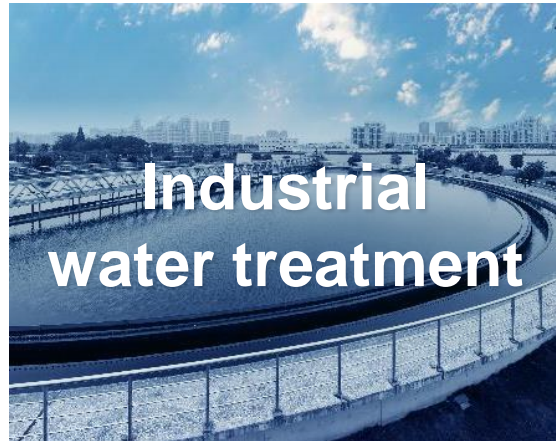
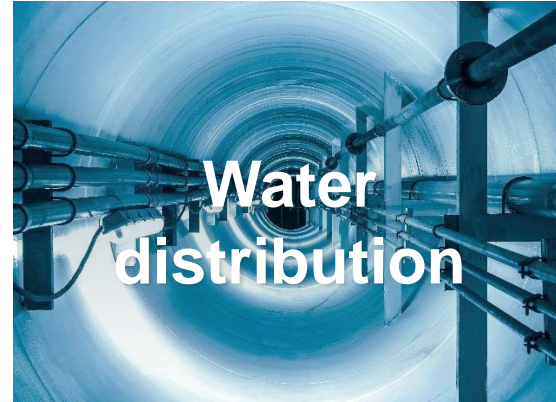
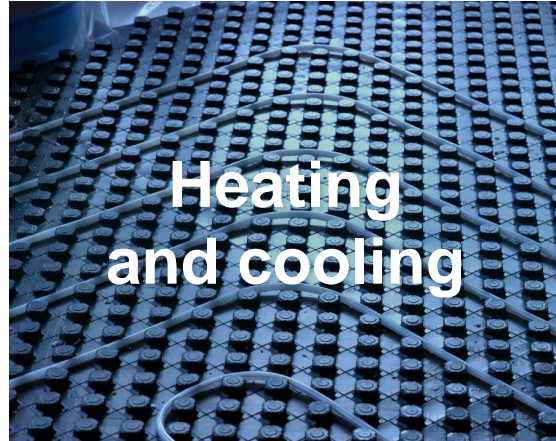
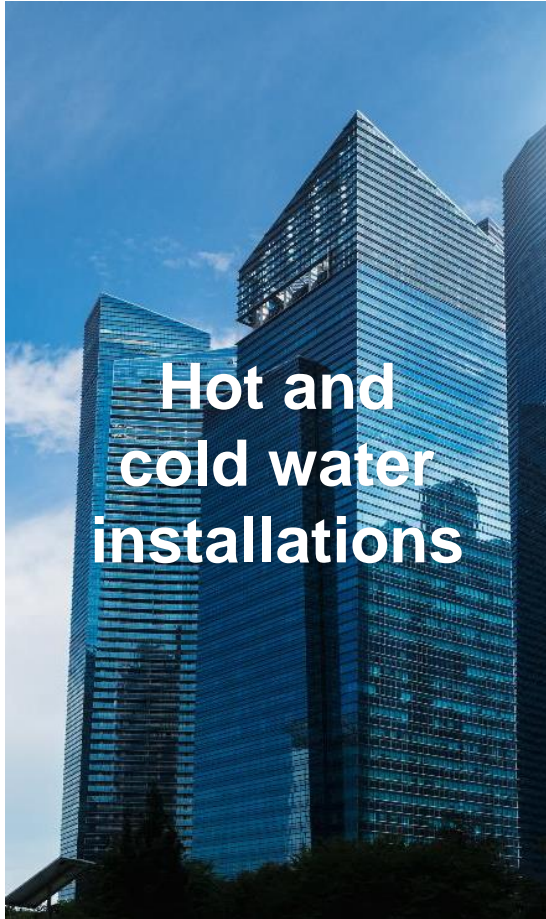
Sales per region\* (in %)



\*2023 sales pro-forma

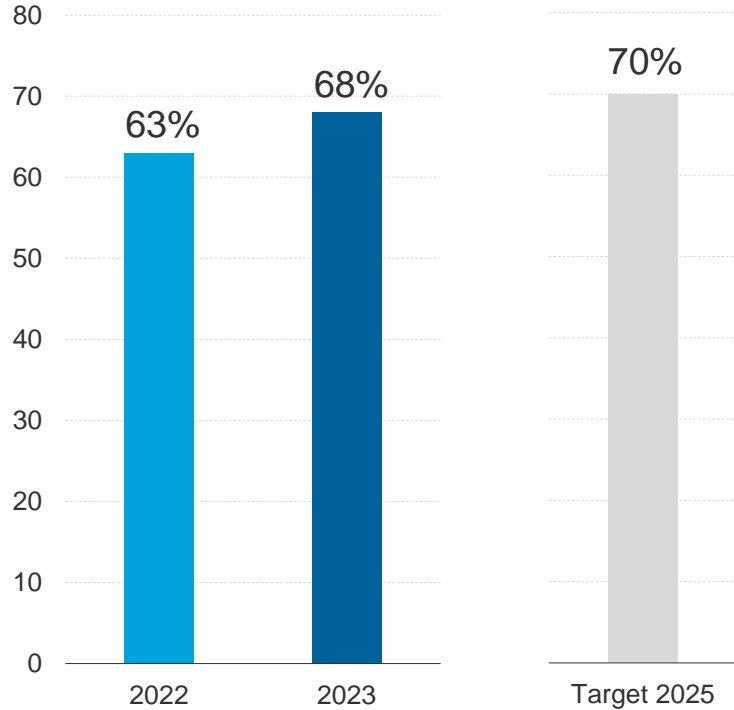
# Strong position in all applications within the water cycle

Size = Business Exposure



# Leading the way in corporate sustainability ...

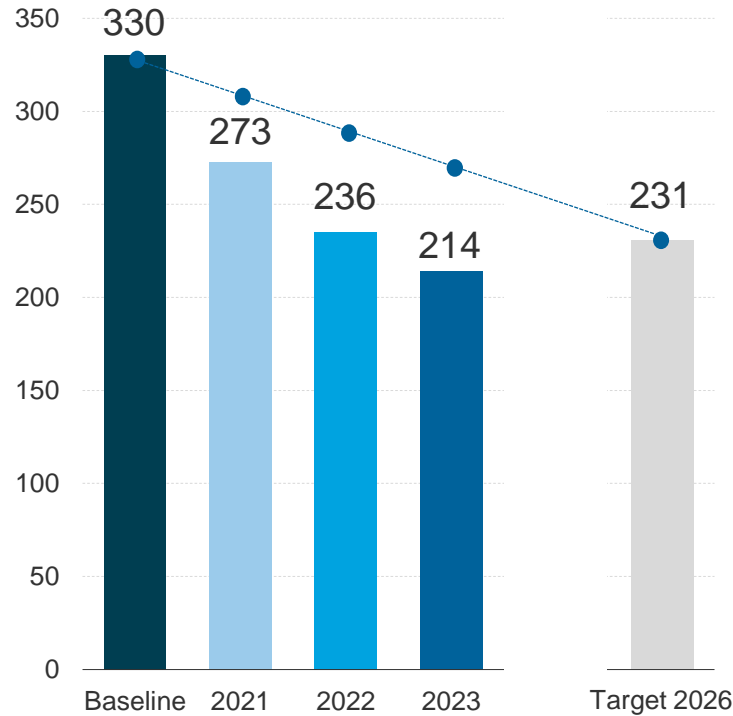
## Sales with social or environmental benefits<sup>1</sup> as % of total sales



<sup>1</sup> excluding GF Building Flow Solutions

## CO<sub>2</sub>e emissions<sup>2</sup>

Scope 1 and 2, in 1'000 tons



<sup>2</sup> excluding GF Building Flow Solutions and GF Corys

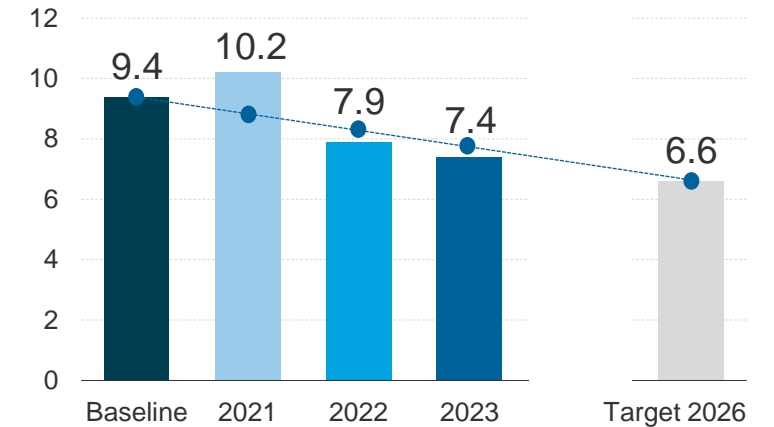
# 31%

newly appointed managers are women<sup>2</sup>  
(Target 2025: 25%)








## Accident rate (LTIFR)

per million hours worked





# ... as acknowledged with external awards and ratings

Rating agency	Rating
	<b>A</b> (transparency and performance on climate change)
ecovadis	<b>Gold</b> for GF Piping Systems, GF Building Flow Solutions, GF Casting Solutions; Silver for GF Machining Solutions
	<b>Ranking 121 out of 588</b>
MSCI 	<b>AA</b>
	<b>Successfully validated</b> Targets for greenhouse gas reduction
ISS ESG 	<b>B- prime status</b>

## Sustainability achievements across divisions and regions

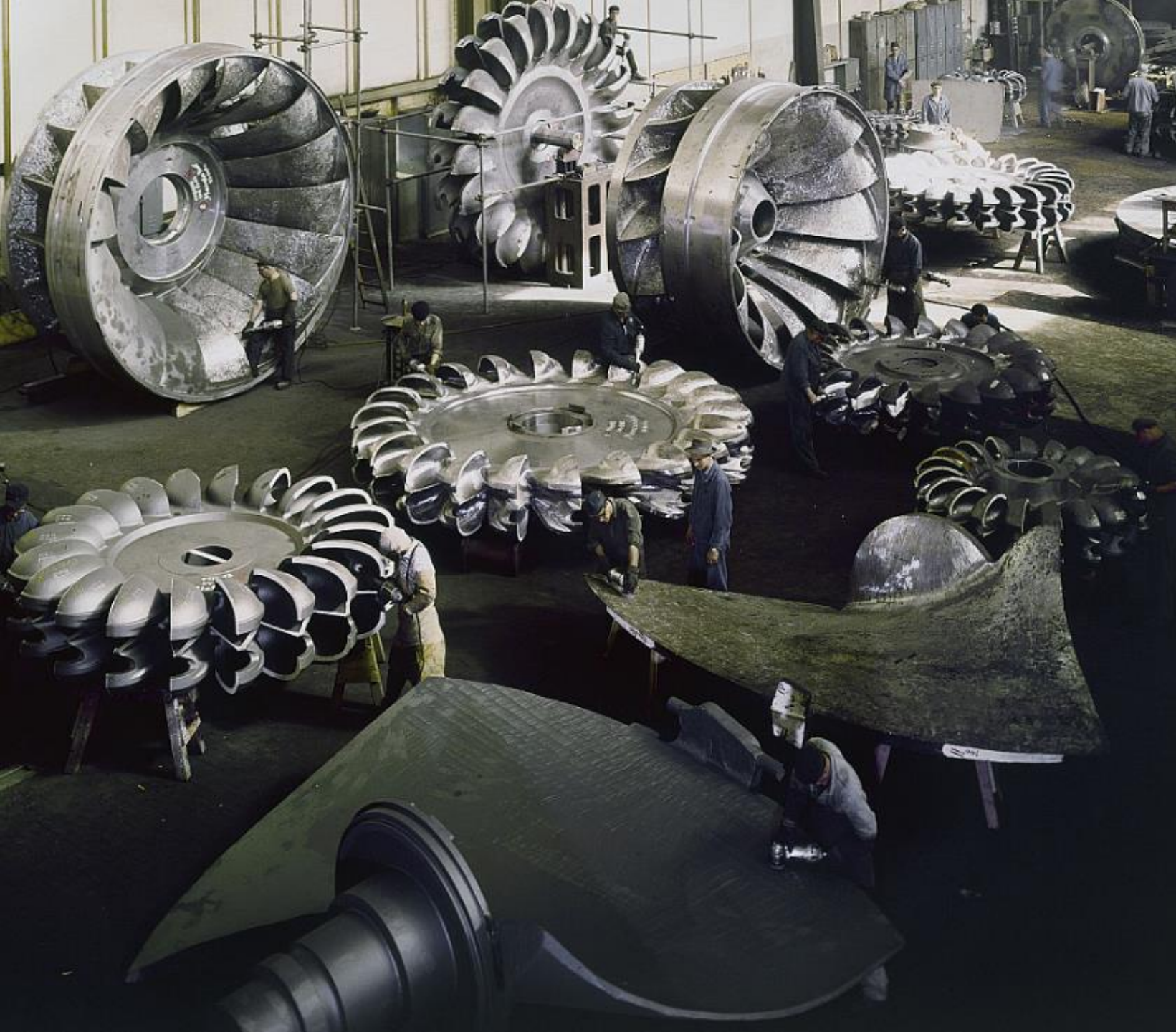


Source: Company information, Sustainalytics, CDP, ISS and Ecovadis



# **Solutions for a sustainable water infrastructure**

Antoine Walter



# Water Turbines for sustainable energy

1920–1991

GF supplied 5'000 water turbines for hydroelectric plants over the world

- 70 different steels and self-developed alloys
- tailor-made high precision casting



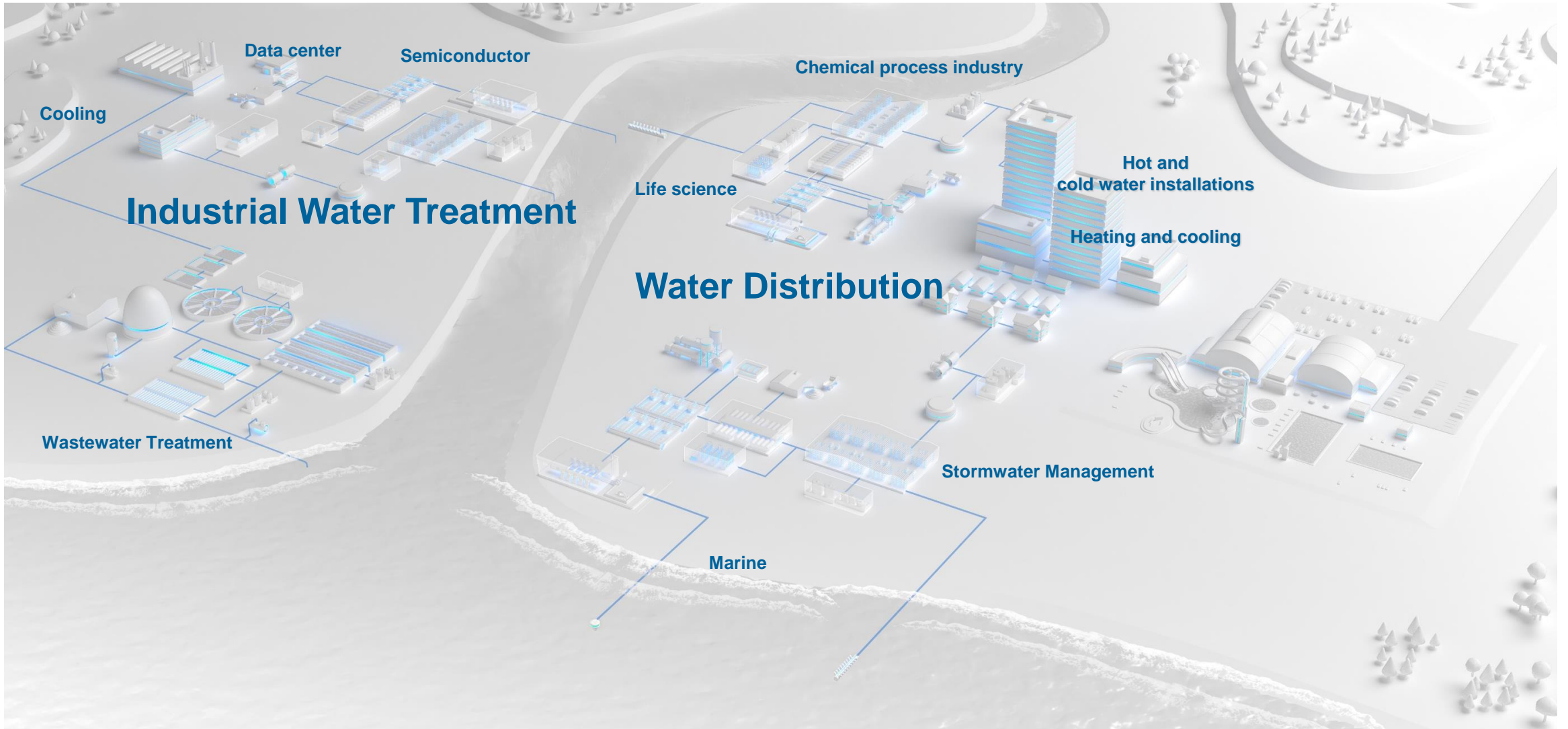
# Pioneering Plastics in water applications

1957

In the early 1950s GF starts on developing plastic fittings. First presented at a trade fair in 1955, commercial volume production starts in 1957.

Plastics achieves the big breakthrough internally between 1987 and 1991.

# Focus of today's presentation



A close-up, high-speed photograph of water splashing, creating numerous droplets and ripples. The water is a deep blue color. A semi-transparent white rectangular box is overlaid on the left side of the image, containing the text 'Water distribution'.

# Water distribution

# By 2030 underinvestment in water infrastructure will become a challenge for urban areas...



More than **70%** of the impact of climate change is expressed through the water cycle – water will become less reliable

**345 bn liters** are lost by Water utilities every day at the cost of USD 39 billion a year

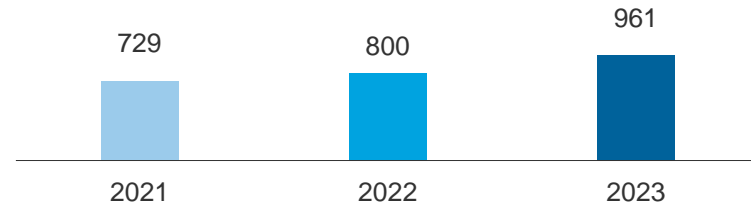
**65-70 years** is the average age of the Water Infrastructure with the result that ~25% of water is lost every day in Europe

**+GF+** Complete portfolio of solutions for water distribution, repair kits and flow control

# ...while GF offers innovative solutions to make water a reliable resource

## Sales development Utility

CHF million



Pro-forma 2023 incl. Uponor Oy

## Competitive advantage



Quality brand in critical installation components



Strong local presence with enables to leverage solutions globally



Customized and prefabricated solutions

## Key segments



Water distribution



Waste & Storm water management



Energy

## Customers





# Increasing global investments in water infrastructure to mitigate water challenges



REPowerEU Plan (2022) projects **90 EUR billion in water management** every year until 2030

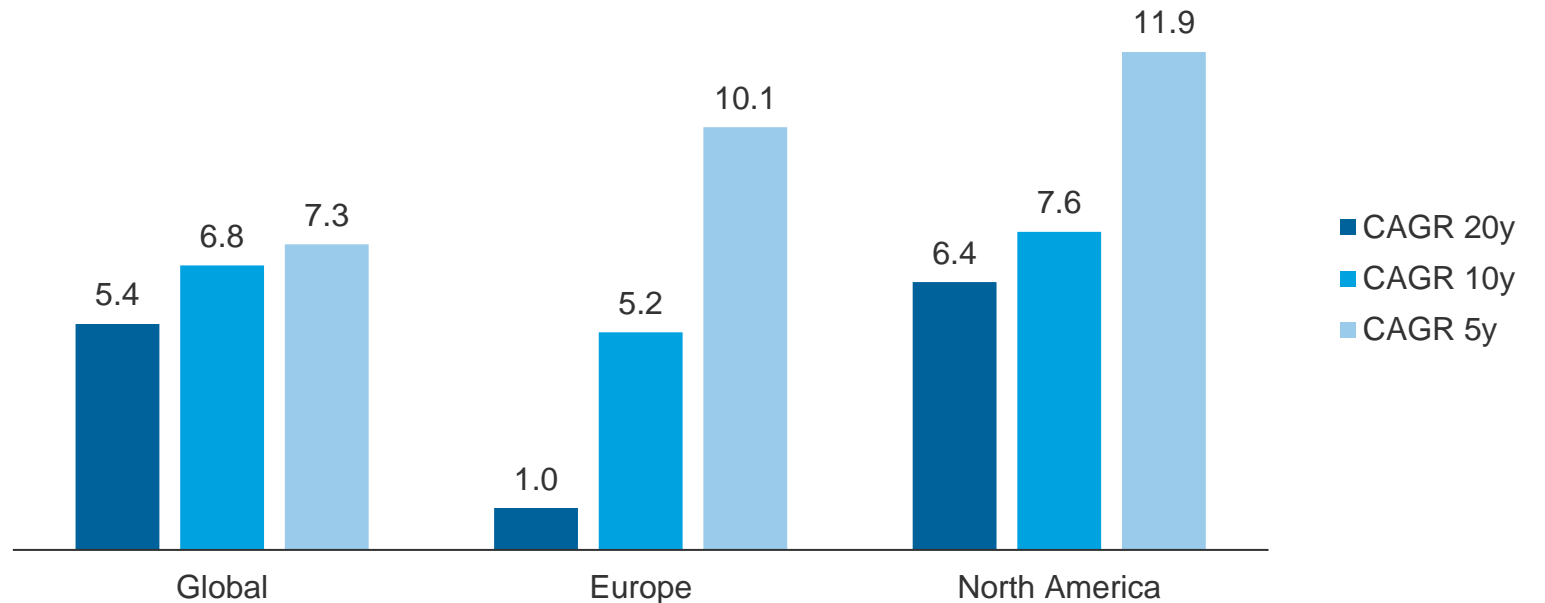


Infrastructure Investment and Jobs Act (IIJA, 2021) foresees **USD 50 bn in Water infrastructure upgrades** until 2026



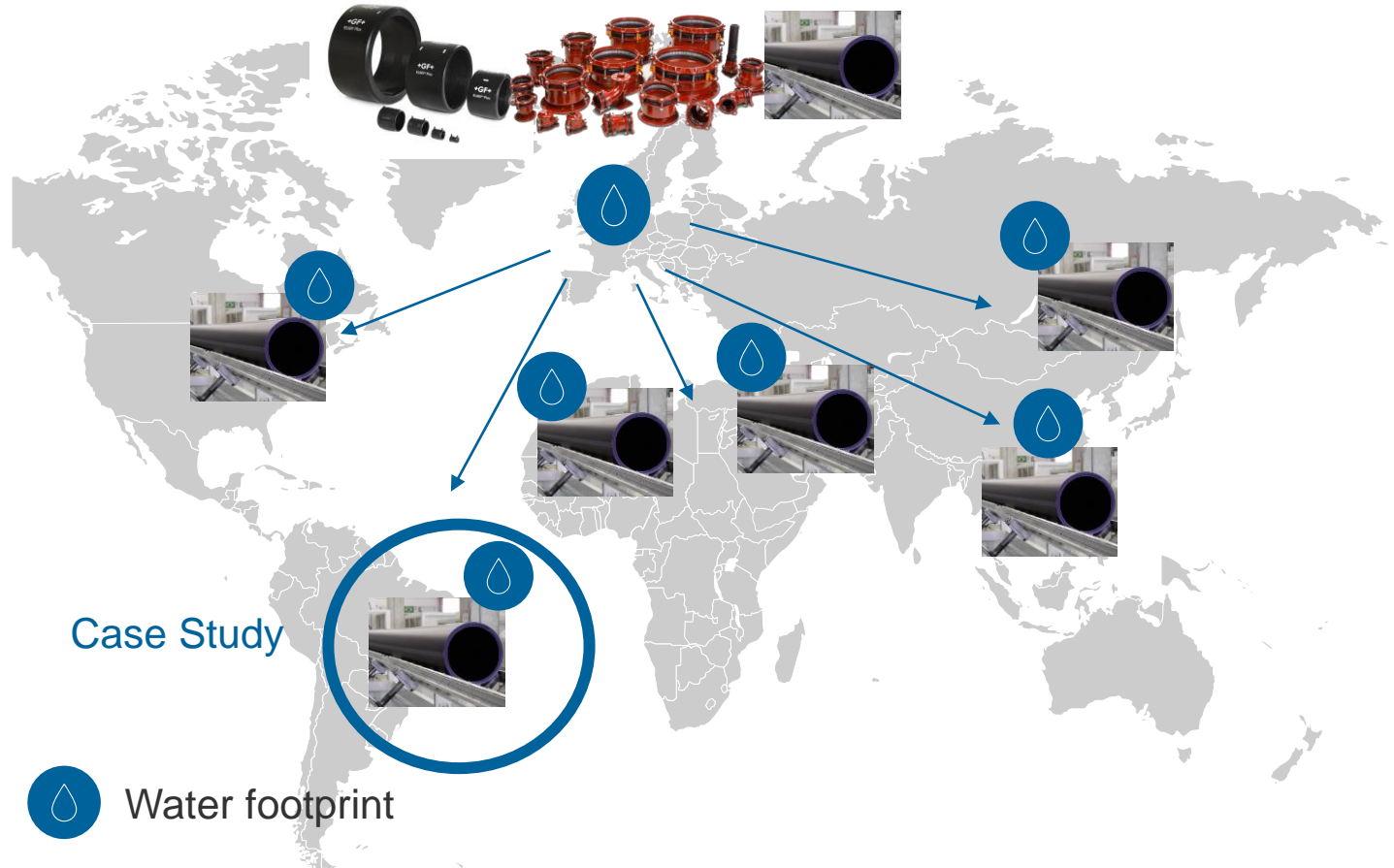
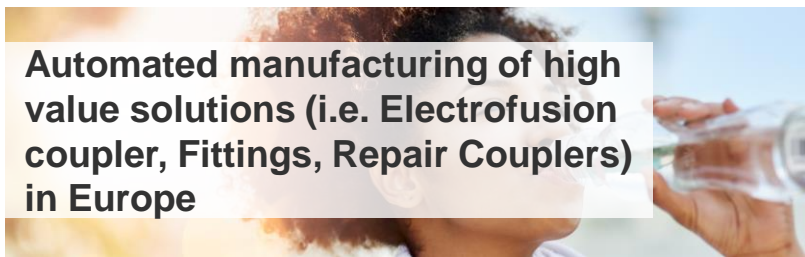
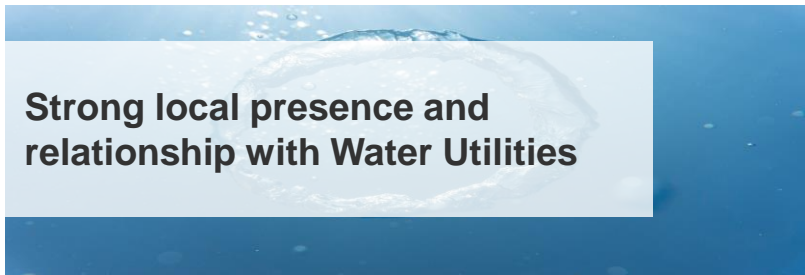
Five-year plan (2021-25) with planned investments of **USD 470 bn in water infrastructure in China**

### Water Utility companies' capex growth in %



**CAPEX growth of the 10 largest listed Water Utilities:** Veolia Environment (FR), American Water (US), Beijing Enterprises Holdings (HK), Acea (IT), Essential Utilities (US), HongKong & China Gas & Water (HK), Algonquin Power & Utility (CA), Fomento de Construction (ES), Severn Trent (UK), United Utilities (UK), Eversource Energy (US)

# GF's Utility business is built on a strong local presence and a global leverage



# A reliable water supply for 10 million households in São Paulo

## The customer

Sabesp, 4<sup>th</sup> largest water utility in the world and is responsible for 88.000 kilometers of Pipes which supplies water to 28 million people in the region.

## The solution

Replacement of old metal pipes with the new Polyethylene (PE) products on a length of 700 kilometer.

## GFs value

Corrosion free PE Pipes and ELGEF Plus Coupler and Electrofusion Fittings for reliable water supply.



ELGEF Plus system



ELGEF Plus system

A close-up, high-speed photograph of water splashing, creating numerous droplets and ripples. The water is a deep blue color. A semi-transparent white rectangular box is overlaid horizontally across the middle of the image, containing the title text.

# Industrial Water Treatment

# Increasing regulations and demand for high-quality water as underlying drivers for investments...



**40%**  
increase

Rising water demand - By 2030, water demand will exceed supply by 40 percent.

**20%**  
CAGR

expected growth of Capital employed in water solutions companies until 2034

New Water quality  
**regulations**

are driving up the costs of compliance exponentially (PFOA, PFOS, UWWTD)

**+GF+**

Customized, long-lasting and reliable solutions for key applications in (Waste) water treatment (i.e. Ion exchange or reverse osmosis)

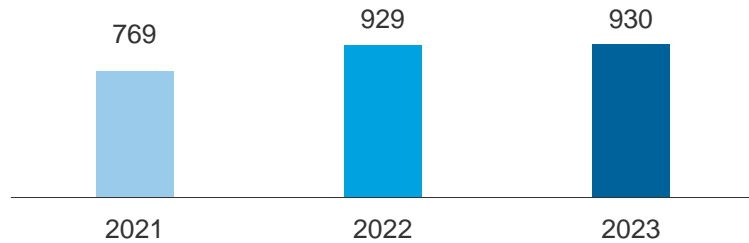
**Source:**

GWl & XPV White Paper , Allied Market Research, MarketsandMarkets, Global Water Intelligence, Expert interviews, GF Analysis

# ...in solutions for efficient (waste) water treatment and conveyance of liquids.

## Sales development

CHF million



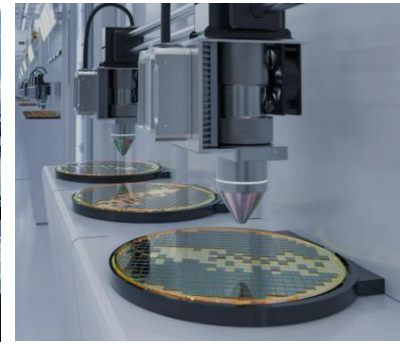
## Competitive advantage

- Unique know-how in material, engineering and automation of flow processes
- Global presence and on time delivery
- Customized and prefabricated solutions

## Key segments



Industrial Water Treatment



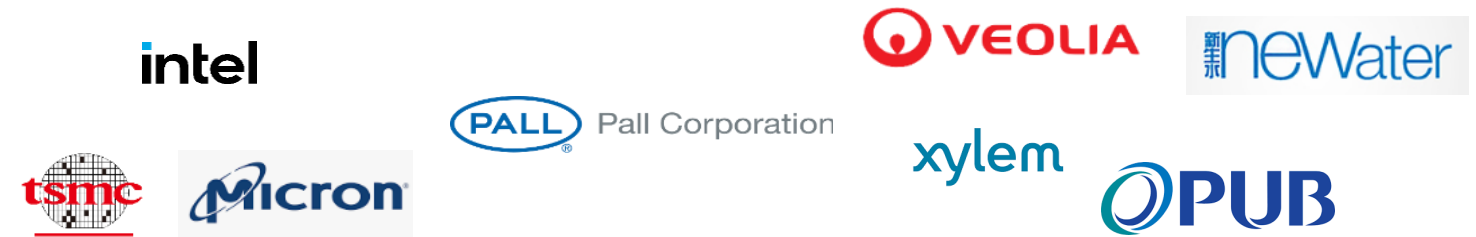
Microelectronics & Data centers



Chemical process Industry

- Marine
- Cooling
- Life Science

## Customers



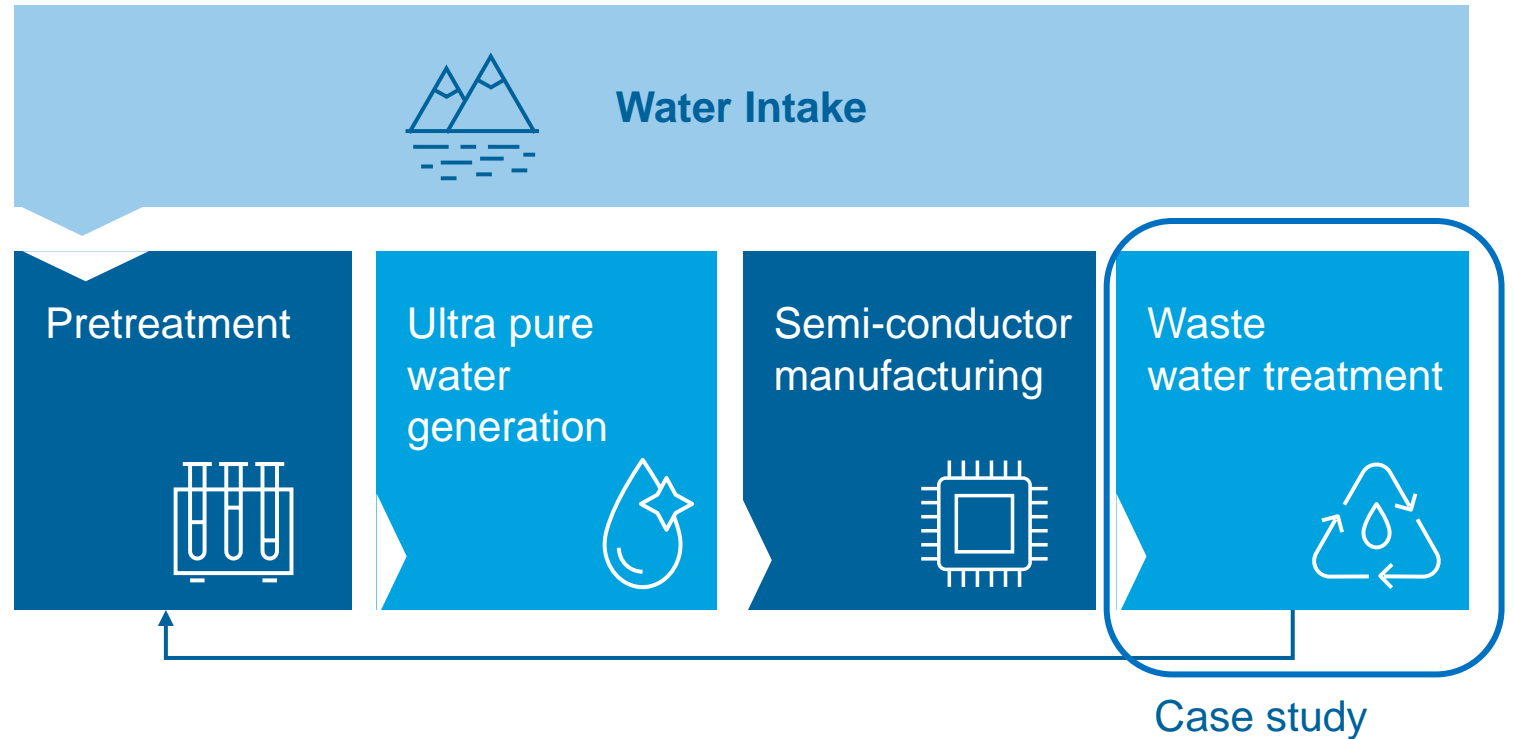
# Mission-critical solutions for the increasing demand for high quality water in the semiconductor industry

USD ~600 bn of semiconductor projects announced globally over the coming years

264 billion gallons per year of high quality water are consumed by the semiconductor industry...

...while leading industrial countries see a rapidly increasing water demand

## Semiconductor Manufacturing Water Cycle



Source: Water supply challenges for the semiconductor industry Chris Jones, Oct 2022

# Recovery of valuable resources with water treatment

## The customer

Saltworks Technologies Inc. is specialized in industrial wastewater treatment and lithium refining.

## The solution

Its skids can treat industrial wastewater, process brines for lithium refining to battery-grade solids, or extract valuable raw materials such as lithium, nickel, or cobalt.

## GFs value

Reliable and high quality PVC & PP, Valves (Ball, Membrane and Butterfly), M&C (pH, Conductivity) and pipes and fittings.





A close-up, high-speed photograph of water splashing, creating numerous bright droplets and ripples. A semi-transparent, light-colored rectangular box is overlaid on the left side of the image, containing the text 'Future potential'.

# Future potential

# Upcoming business opportunities in the Water Business



Energy efficiency in buildings



Urbanization & immigration



Digitalization & AI



Energy transition



Battery production & recycling



Liquid cooling in data centers



Offshore Wind Farms



Direct Lithium Extraction



Stormwater Management



Green Hydrogen

# Thank you!

Becoming better  
every day – since 1802





# Disclaimer

This document is for presentation purposes only and should not be construed as an offer, invitation or solicitation to subscribe for, purchase or sell any investment. Neither it nor anything it contains shall form the basis of any contract whatsoever.

Opinions expressed herein reflect the current judgement of the management of GF. The presentation contains forward-looking statements that involve risks and uncertainties. The actual results of GF may differ materially from those anticipated in these forward-looking statements and forecasts as a result of a number of factors.

The management of GF does not accept any liability whatsoever with respect to the use of this presentation.