

FLOW TECHNOLOGY

COMPANY PROFILE









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MISSION

The Mission of DESMI is within Flow Technology to Develop, Manufacture, Sell & Service Pumps & Pumping Systems, Environmental Equipment, & Special Products Related to These Areas.

VISION

By focusing on customers' needs - to generate further sustainable and viable growth in activity and profit in the group, operating as One Global Company.





IT TAKES MORE THAN PUMPS

Proven Technology and a solution-driven approach

We are a world-leading company in flow technology solutions. Our quality solutions are based on Proven Technology and are known for long-term reliability, even in adverse operating conditions. They are used in demanding applications all over the world. From a solid foundation in pumps, we have evolved to offer a wider range of flow technology solutions that help our customers move, monitor, treat, and manage liquids – and protect water resources from pollution.

This focus on the environment is in line with our dedication to sustainability and energy efficiency. We have always used our engineering expertise and application experience to design, build, and support solutions that use as little energy as possible. As a result, they help our customers reduce operating costs and climate footprint. As the whole world unites to take climate action, everyone needs to play their part, and we take that commitment very seriously.

Our tradition for honouring commitments and surpassing expectations is one of the reasons why we have stayed in business since 1834. Our history of manufacturing excellence and product development has taught us that technology is only a means to an end. What really matters is what you use it for, and what it is connected to. We always look beyond the pump to the entire system to understand what our customer needs, and then design a solution that fulfils that need.

That spirit of cooperation pervades everything we do at DESMI. We work closely with our customers, and we forge strong partnerships with suppliers, sub-suppliers, distributors, agents, and authorities, allowing us to operate across the globe; always in line with local and international law and always using Proven Technology to reduce climate impact and improve operational efficiency.

It is never just about the pump. As a world leader in flow technology, we know that it takes dedication and cooperation in addition to great products to truly comply with the requirements of our customers, society, and the environment. We act on that knowledge every day to contribute to operational excellence for our customers, and to a better world for everybody.









PROVEN TECHNOLOGY

Reliable and efficient solutions since 1834

Technology is a means to an end, a tool for reaching a goal. When a technology proves able to do this, we come to rely on it as a means to address challenges, solve problems, and complete tasks more quickly, more effectively, and with reduced resource consumption. At DESMI, we consistently work to develop and use technology that does this; in short, Proven Technology.

Commitment to quality

Our product portfolio has evolved and changed over the years, but one thing has remained the same: our commitment to quality in design, development, and production, drawing on the technical expertise and practical experience earned from thousands of solutions delivered. This commitment results in products that do what our customers expect them to do; in other words, in Proven Technology.

Remaining relevant

Our customers are a key factor in this process. We listen to their concerns, suggestions, and criticism and implement this valuable input in our product development processes. And by doing so, we develop technologies that address the changing needs of our customers and remain relevant, applicable, and important; technologies that are proven to simply work. We have been in business for almost 200 years. One major reason for our staying power is our ability to consistently deliver products and solutions based on Proven Technology that our customers have been able to rely on.





IT IS NEVER JUST ABOUT THE PRODUCT

A fantastic company that prioritizes a more intimate scale

We are best known for our reliable pumps, but we design and manufacture a wide range of high-quality products for several industries on land and at sea. We have the know-how and expertise to develop robust equipment based on Proven Technology, but to us, it is never just about the equipment itself.

Looking beyond the product

We have extensive experience in all industries that we work with, and we use that experience to look beyond the DESMI product and get a full overview of what it is connected to, and what our customers need it to do. We sit down with our customers, understand their challenges, and suggest improvements so we can give them what they need: not just a product, but a solution that addresses all challenges.

Agile and flexible

Our commitment to a more intimate scale contributes to our ability to excel in delivering exceptional service. At our fantastic company, we prioritize close-knit communication channels and streamlined decision-making processes. By intentionally remaining smaller, we remain agile and flexible, swiftly adapting to changing needs and market trends. Our accessible round-the-clock support ensures that when you reach out to us, we are always ready to respond promptly and effectively

Surpassing expectations

We consistently strive to surpass customer expectations through superior service: We work closely with our customers from design and installation to operation and repairs. We provide training that helps them maximise the value of their solution, and we are always available if they have questions or need assistance. All of this adds up to a plug 'n' play solution for our customers; a solution that is never just about the pump.





OptiSave™ reduces energy consumption

Our OptiSave™ energy saving system optimises pump and fan speed to current operating conditions, saving fuel, cutting costs, and reducing emissions. Read more at desmi.com.

























CONTRIBUTING TO A CLEANER WORLD

We work to improve sustainability and help our customers do the same

All businesses and industries must contribute to the green transformation and work towards a cleaner and more sustainable future. This is a responsibility that we take very seriously; in fact, our company vision calls for sustainable and viable growth.

We work to improve sustainability in our own operations, and our products help our customers do the same. Developing products and concepts that support a reduction in energy consumption is our best opportunity to reduce our environmental impact and achieve sustainable and viable growth, and we are strongly committed to this development.

Sustainability through Proven Technology

Our decades of experience have taught us how optimal hydraulic and electrical design and cutting-edge control technology can improve energy efficiency and reduce power consumption – on land and at sea, from cradle to grave. As a result, our products help our customers reduce emissions. Many of them also contribute to a more sustainable world in other ways, for example by containing oil spills and floating waste, cleaning up ballast water, farming fish to ensure sustainable food

production, and ensuring high efficiency and reduced power consumption in district energy.

Practising what we preach

Sustainability is also a key consideration in our own business processes. We have ISO certificates, and we are working to introduce carbon accounting throughout the company. This means that we are continuously looking for ways to reduce the climate impact of our operations and contributing to a cleaner world.





ONE SIZE DOES NOT FIT ALL

Turning products into solutions through engineering

One size rarely fits all with professional end-users. Specifications, installation sites, and requirements vary widely, and products need to be engineered to ensure that they fit the application to the letter. For example, a ballast water management system needs to be closely integrated with the ship's automation system, and the pipe stack of a cargo pump needs to be tailor-made to fit in the cargo hold of the ship.

Strong engineering track record

These and other adaptations are the stuff that turns products into solutions, and our engineering department has a strong track record in doing this. Based on customer requirements, they address all technical challenges and develop solutions that resolve them. We have extensive experience with everything from adjusting the control parameters of a single centrifugal pump to complying with the requirements of Integrated Logistics Support (ILS).

Extensive industry experience

Our engineering department is staffed by skilled technicians and engineers who are able and willing to take responsibility for the development process. Bringing extensive industry experience to the table, they ensure that our customers get an engineered solution that matches their requirements – every time, and throughout the product's lifecycle.



Expert engineers with industry experience. Tailored solutions that match your needs. With a commitment to sustainability, we minimize CO_2 impact for a greener future.



INTEGRATION, MONITORING, AND MORE

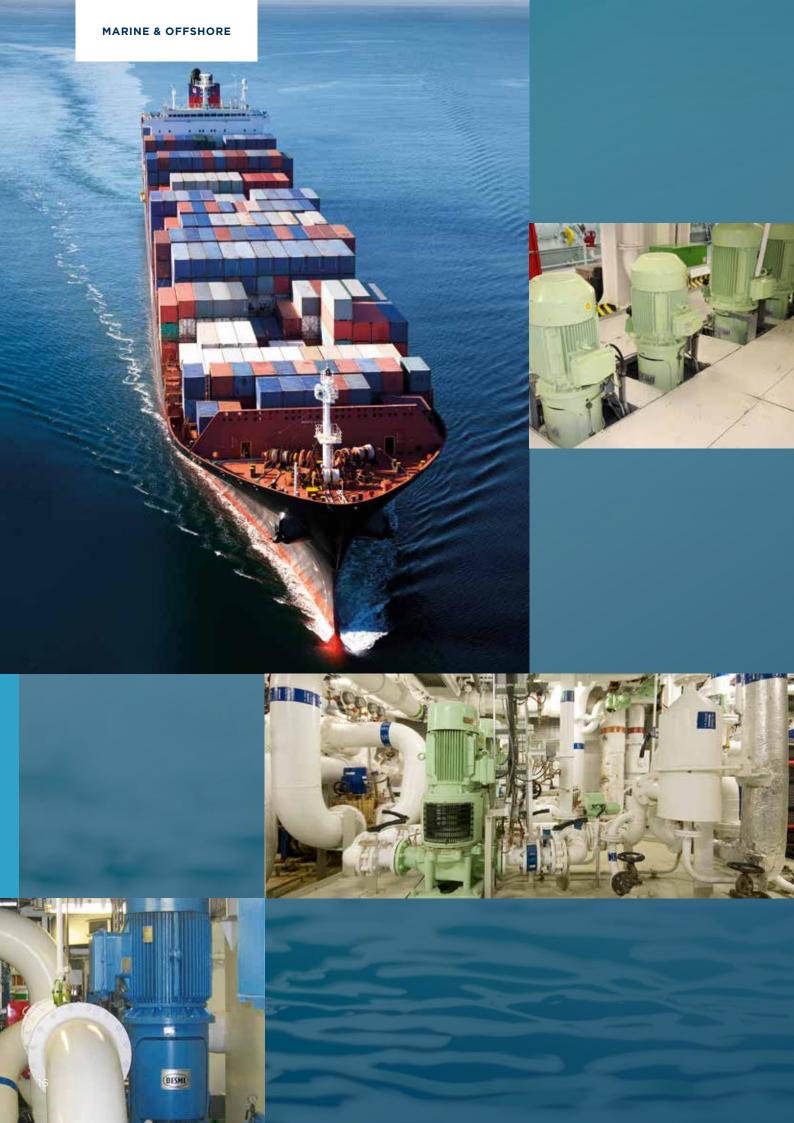
Future readiness with automation services

Our products rely on tried and tested technologies and materials. To this foundation of Proven Technology, our Automation department adds user-friendly future readiness. We ensure that all products are thoroughly integrated with our customers' alarm and control systems, and we enable data monitoring and download that helps our customers build reliable and effective digital and IoT solutions.

Many benefits in automation

There are several benefits of automation solutions. When DESMI

equipment is successfully integrated in existing and well-known systems, endusers can easily operate it as required. And by facilitating remote equipment monitoring, automation solutions give customers a better overview of system performance, health, and energy consumption. This helps customers take preventive action as needed and reduce fuel consumption and emissions, thereby contributing to cleaner operation.





RELIABILITY AND ENERGY EFFICIENCY AT SEA

A world-leading pump solution supplier for decades

For decades, DESMI has been one of the world's leading suppliers of pumping solutions for marine and offshore applications. We are well known and respected for the high quality of our products and have supplied solutions for a wide range of vessel types and offshore platforms. Present around the globe, we are ready to support our customers in ports around the world.

A complete solution

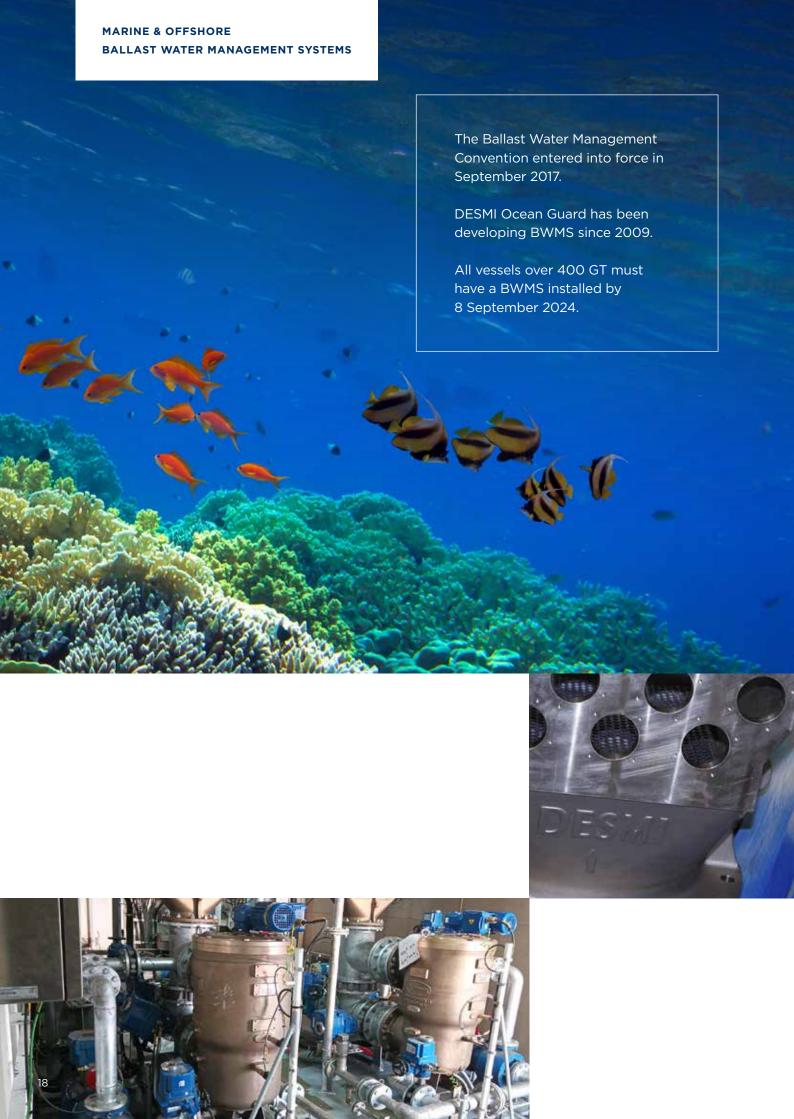
In addition to our engine room, cargo, and scrubber pumps, we develop and manufacture fire-fighting systems, ballast water management systems, and much more. However, a DESMI offering is far more than a product. It is a complete solution designed to solve the customer's specific challenges. We ensure that the entire process runs smoothly from design and installation to operation and maintenance.

Sustainability through energy efficiency

Our products are designed for energy efficiency. We optimise hydraulics, controls, and other features to get the most performance from the least amount of fuel. Our OptiSave™ energy saving system takes this optimisation a step further by automatically optimising pump and fan speed to current conditions. This helps shipowners and operators save fuel, reduce emissions, and achieve performance improvements.

Towards more sustainable operations

The marine and offshore industry is evolving. New, climate-friendly solutions for propulsion and operations are being developed, and DESMI is at the forefront of this evolution. For example, we offer pumping systems capable of handling LNG/LPG/LEG cargoes and alternative marine fuels, thereby providing critical infrastructure for more sustainable, and still reliable, shipping and offshore operations.





BALLAST WATER MANAGEMENT SYSTEMS

Complying with regulations and protecting marine ecosystems

The CompactClean ballast water management system (BWMS) from DESMI Ocean Guard helps protect fragile marine ecosystems all over the world. Based on UV light technology, it effectively neutralises or kills algae, bacteria, and small organisms in the ship's ballast water, preventing them from travelling across the globe and disrupting ecosystems elsewhere as invasive species.

IMO and USCG approved

DESMI CompactClean systems have been IMO approved since September 2018 and US Coast Guard approved since April 2019. This makes them suitable for operation round the world, providing a truly global solution to a global problem.

No hazardous chemicals

Being UV based, the CompactClean system does not produce or need hazardous chemicals to work. Its unique nickelaluminium-bronze UV reactor is optimised for high flows and is highly resistant to seawater. The system can treat water down to a record-breaking 35% UV-T in IMO mode and 40% in USCG waters.







KEEPING PRODUCTION FLOWING EFFICIENTLY

Customised pumping solutions for challenging media

Getting water from point A to point B is not always as simple as it sounds. In industrial production, however, other media that pose a far greater challenge commonly need to be moved. For decades, DESMI has provided pumping solutions that are capable of handling any liquid in industrial processes efficiently and reliably – from bitumen and chocolate to isocyanate and resin.

Features that keep operations flowing

Our pumps are known for their high quality and offer many technical features that ensure an issue-free production flow. For example, our ROTAN® ED internal gear pumps have magnetic drive and completely sealed chambers, preventing air moisture from reacting with the isocyanate and preventing the pump from seizing up. And our DSL centrifugal pumps are highly efficient and available in a wide range of corrosion-resistant materials, making them ideally suited for desalination applications.

Avoiding unplanned downtime

Downtime cannot be avoided altogether. The objective is to avoid unplanned downtime which negatively affects production targets and delivery schedules. Our pumps contribute to this through high reliability, even in round-the-clock operation. And we ensure maximum performance by developing customer-specific plug and play pump solutions engineered to fit the customer's systems to the letter.

Contributing to more sustainable production

Energy efficiency is an important parameter in industrial pumping applications: When a pump runs constantly and pumps high volumes, even small efficiency improvements make a tremendous difference to the operator's budget – and to the carbon footprint of the facility. DESMI pumps are designed for energy efficiency, helping optimise industrial processes and contributing to more sustainable production and a cleaner future.



KEEPING FISH ALIVE AND WELL



Pumps for more sustainable food production

The growing world population increases the demand for food, including fish. As a result, vessel and land-based aquaculture is developing rapidly. Recirculation aquaculture systems (RAS), hatcheries, and flow-through systems are becoming larger and more sustainable in order to farm larger quantities of fish – and reliable pumps are a critical part of these systems.

Aquaculture on the rise

The Food and Agricultural Organization of the UN (FAO) has projected that total fisheries and aquaculture production could reach 202 million tonnes in 2030; a 14% increase relative to 2020.

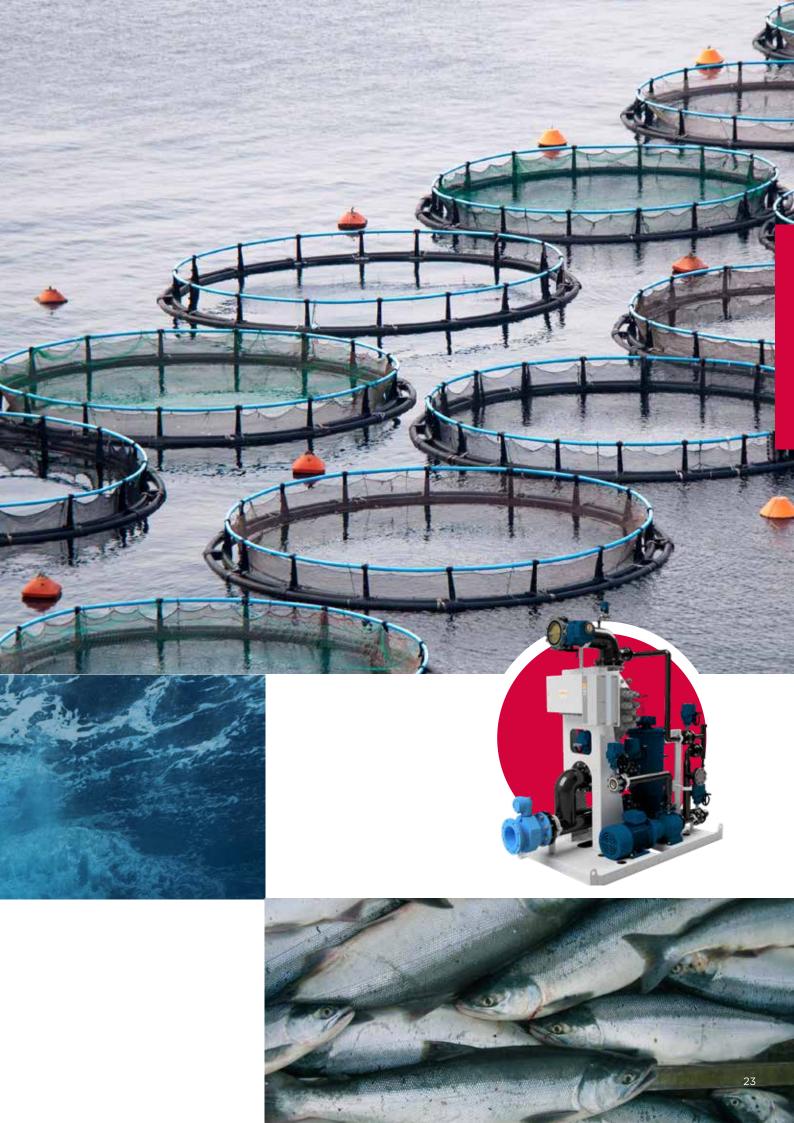
Source: The State of World Fisheries and Aquaculture 2022, FAO, 2022

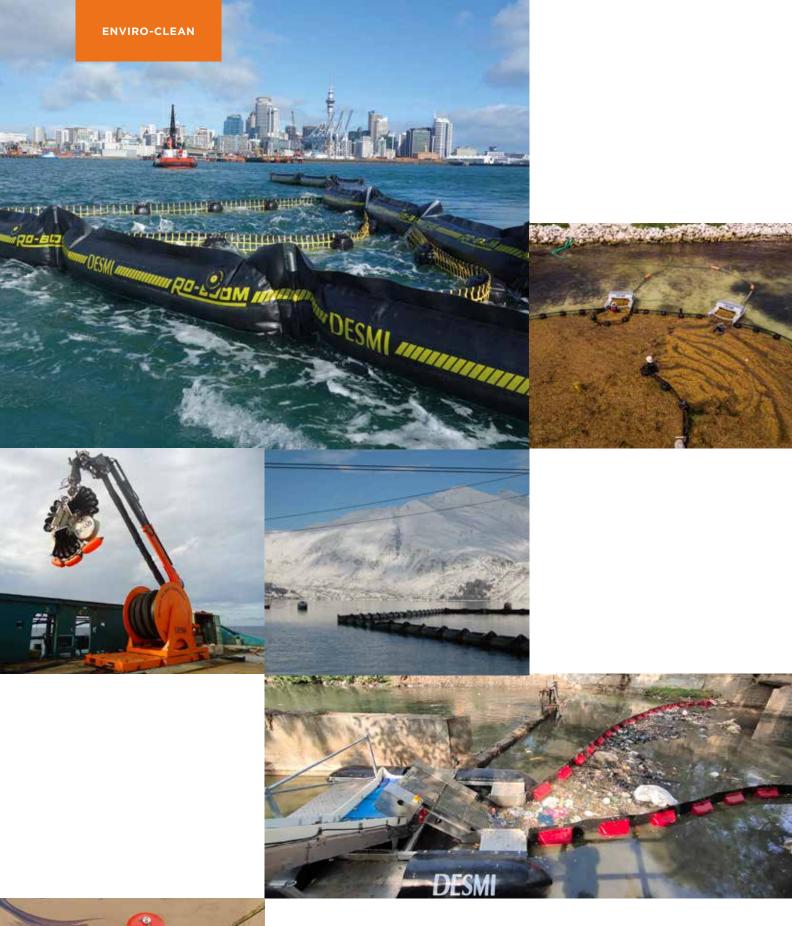
Pumps, water treatment, and more

For both vessel and land-based fish farming, DESMI provides energy efficient and reliable pumps and pumping solutions. Our expertise in UV technology helps us treat intake and effluent water, protecting fish stocks and the surrounding environment from disease and pollution. And our automation solutions enable online control and monitoring of fish farms in remote locations, greatly simplifying maintenance and service.

Efficient and sustainable production

As pumps need to run round the clock to keep fish and shellfish alive and well, reliable pumps are an absolute must for aquaculture operators, and even small efficiency improvements add up to significant savings that help keep production profitable. Our range of pumps and UV solutions provide high reliability and energy savings, contributing to more sustainable food production to the benefit of stakeholders – and the world's population.







PROVEN POLLUTION CLEAN-UP SOLUTIONS



The technology to transform political intentions to practical action

Since the late 1980es, DESMI EnviRo-Clean equipment has been involved in cleaning up after every major oil spill around the world. Our decades of experience have provided us with industry know-how that is second to none and a range of technology solutions that help transform political intentions to practical action. Our solutions are trusted by agencies and organisations around the world.

Oil, plastic, and seaweed

Our EnviRo-Clean brand of pollution handling equipment was originally developed to handle oil spills with solutions such as oil skimmers, pumps, and fence booms. But oil spills are not the only problem facing the world's oceans and inland waterways, and we also have extensive expertise in handling plastic pollution. In recent years, we have also developed seaweed abatement solutions that help protect beaches from seaweed to the benefit of tourists and local wildlife.

Pollution knows no borders. Neither do we

EnviRo-Clean products are developed through close cooperation with the agencies and organisations that use them. By actively involving our end-users, we ensure that our pollution response solutions match the requirements of the people working on the front lines to save our precious water resources. Our global network of agents and representatives ensures that our customers can always find the support they need when the clock is ticking and fast response is of the essence.

Contributing to cleaner waters

Our vision at DESMI calls for sustainable and viable growth. Our EnviRo-Clean portfolio of products contributes very directly to realising this vision, protecting water resources from pollution, and thereby contributing to a more sustainable future. We are honoured to be involved in protecting wildlife, fauna, and water resources all over the world.



COMBAT-PROVEN QUALITY

Solutions that help armed forces accomplish their targets

When successful military interventions and the lives of personnel are on the line, only the very best equipment is good enough. For decades, armed forces around the world have relied on combat-proven DESMI products to stay prepared and operational in adverse conditions, and accomplish their targets.

Wide range of military-spec solutions

Our core solutions for the defence segment include shock-rated pumps for navy ships, helicopter fuel systems and in-flight refuelling (HIFR), fuel transfer systems, military off-the-shelf (MOTS) pumps, and energy saving systems that help navy vessels stay

longer in the area of operation. We offer several features that are ideal for defence applications. For example, our Low Noise and Vibration Pumps are well suited for Anti-Submarine Warfare Frigates (ASWF), and our high quality is used by the special operations command (SOCOM) of various countries, for example for forward arming and refuelling points (FARP) and light ALARP = Air Landed Arming and Refuelling Point.

Experienced and capable partner

Our strong track record in defence is not only due to our high-quality products. We have the experience and stamina to









be a trusted partner throughout lengthy purchasing processes. Our project department are Integrated Logistics Support (ILS) experts, our solutions come with full documentation, and we react immediately to resolve operational defects (OPDEF) through our global service network.

Acting with integrity

As a trusted partner to several high-profile military clients around the world, we act with integrity in our business dealings. We only trade with countries that are not on any sanction lists and in compliance with all export regulations.





GO BIG, AND GO GREEN

Reliable and energy-efficient large-scale pumping solutions

In utility applications, everything is large-scale: Big pipes, big water volumes, and big pumps – and big potential savings if those pumps are running efficiently. Our pumping solutions for the utility segment are built for reliable round-the-clock performance and high efficiency. As such, they save energy, reducing operating costs and emissions, and they contribute to reliable district energy solutions that are a key part of the global energy transformation.

Designed for optimised operation

Reliability and energy-efficiency are built into every single DESMI pump. Our centrifugal pumps, for example, are known for their high-level efficiency and low NPSH values, allowing utility clients to optimise operations. And their small footprint and maintenance-friendly design makes them a good fit for a wide range of utility applications.

Wide range of products

Our range of utility solutions extends beyond district energy. For example, we have delivered reliable high-performance solutions for public swimming pools, sprinkler systems, and HVAC systems, drawing on our extensive technical expertise and application knowledge to design a bespoke solution.

Engineered solutions

At DESMI, it is never just about the pump, and we have extensive experience delivering engineered solutions that fit our customer's requirements to the letter. We can tweak pump specifications and control systems, and we can do a lot more: For areas with long distances between district energy works and consumers, for example, we can supply prefabricated pumping stations – complete with pumps, wells, and sheds, ready for easy installation in a matter of hours.



VALUE-ADDED AFTER-SALES SERVICE



Making it easier to own a DESMI product

The purpose of DESMI DeServe, our dedicated service branch, is very simple: to make it easier to own a DESMI product – and to give our customers transparent and useful insights into how their solutions are performing. Our customers rightfully expect their products to work reliably and energy-efficiently for years; we are here to ensure those expectations are met.

Looking beyond the part

Even when talking about spare parts, it is never just about the part. It is about looking beyond the part, and even the pump, focusing on the entire system and finding the service solutions that will keep that system running reliably and energy-efficiently for years. This is what we do at

DESMI DeServe, and our services cover all DESMI solutions plus a wide range of competitor pump brands.

Spare parts, service, and so much more

DESMI DeServe handles installation, commissioning, service, and spare part sales. We can supply parts and kits for all DESMI pumps, and with our DESMI 48 concept, you can get a selection of replacement pumps within two working days. We provide service, maintenance, and repair services of all pump types installed on everything from district heating plants to battleships. And we are working towards offering service agreements that take all the hassle out of equipment ownership for our customers.















Even though DESMI products are designed to be simple to use, sometimes a product may require some introduction to fully understand and benefit from its features. To help customer staff get the most from daily use, maintenance, overhauls, and repairs, we provide hands-on training at our own facilities all over the world – or at customer locations if needed.

Round the clock, round the globe

With skilled and experienced service engineers and authorised service partners, DESMI DeServe is available round the clock and round the globe. No matter where our customers are, and what they need, getting service is extremely simple: All it takes is a call to our service hotline, and we handle the rest,

coordinating with our own staff or partners as needed to get our customers' challenges resolved, and their equipment back in optimal operation, as quickly as possible.

The service our customers need

Service is more than after-sales service, and at DESMI, great service starts the moment our customers pick up the phone to call us. With DESMI DeServe, we take that attitude to its logical conclusion by providing the parts, repairs, and training they need to keep their installations running efficiently for years – and to make it easier to own them.



GOOD SOLUTIONS REQUIRE GOOD PEOPLE



Capable staff with in-depth experience and know-how

When you do business with DESMI, you meet people who speak your language - not only because we have offices around the world but also because our company is staffed by capable people with in-depth industry experience and know-how - from order handling and manufacturing to sales and service.

Skilled and persistent people

Our people know our business, and they know yours, too. They understand what you need, and why you need it. They can keep up when you start discussing technical or commercial details. They have the honesty, integrity, and courage to challenge your specifications if they see opportunities for improvement. And they keep pushing until your challenges have been resolved in the best possible way.

The best of the best

We continuously make an effort to find the best people in the business by offering a dynamic, attractive, and international working environment where high-level professional competence meets well-being, commitment, and job satisfaction. And we do what we can to retain them by offering continuous training and opportunities for development. We do this because we know that our employees are the key to our success, and that you need good people to deliver good solutions.





I like to hand over projects so my customers have confidence in their pumps and can operate the systems.

Silas Weist Sørensen, Service Engineer, Denmark





Right from the start, I thought that this was a very exciting company. New opportunities constantly appear.

Ricky Frampton, General Manager, Dubai





Working as a Service Coordinator is exciting because you never know what the day will bring.

Kristina Nielsen, Service Coordinator, Denmark



TO US, THE WORLD IS QUITE SMALL

Short lead times and fast support on six continents

The world is sometimes said to be a large place. We respectfully disagree: To us, it is quite small. No matter where you go, DESMI solutions, service, and support are never far away. With subsidiaries, distributors, and partners in 150 countries on six continents, DESMI is a truly global company. We are close to our customers everywhere so they can get the assistance they need.

Global production setup

This commitment to global presence is also reflected in our production setup: With manufacturing facilities in China, India, the USA, and Denmark, we deliver products and spare parts with short lead times globally, and we strive to maintain this resilient global supply chain.

Across borders and time zones

We are not just present round the globe, but round the clock, too. We always pick up the phone or answer emails, no matter when our customers and partners try to get in touch. Borders and time zones should not interfere with our customers' operations, and we make sure that they will not. To us, the world really is quite small.





SAFETY, QUALITY AND ENVIRONMENT FIRST

Minimising the QHSE risk in all aspects of our business

Optimal results and high performance are important in any engineering company. However, our work to reach these targets always goes hand in hand with our efforts to ensure supreme quality and protect the environment. In all aspects of our business, we are proactively minimising the QHSE risk.

ISO 9001 certified

Our products are developed, produced, and marketed according to the ISO 9001 quality certification and satisfy all quality requirements as specified by customers. Our products are widely considered reliable, functional, and well designed.

No health and safety risks

We design our products in such a way that they constitute no health and safety risk to any person when operated and maintained according to our instructions. And we constantly look for improvements and implement them on our products and services to the fullest extent possible.

Safe working conditions

We are committed to providing safe and healthy working conditions. We care for each employee's physical, mental, and social well-being, and we work to ensure that our suppliers work respectfully according to the same principles.

Environmental care

Caring for the environment is very important to us. All DESMI products are manufactured in compliance with current regulations, and environmental considerations play an important role when we choose materials for our products and optimise their operational efficiency.



BUSINESS BY THE BOOK

High level of integrity in our business interactions

We engage with various types of customers worldwide, ranging from government organizations to international companies and armed forces. Our capacity to attract and retain these customers goes beyond simply developing effective solutions or delivering them within schedule and budget constraints. It equally hinges on our unwavering commitment to upholding a strong sense of integrity in all our business interactions.

We always play by the book when dealing with customers, partners, authorities, and suppliers. We have a policy of zero tolerance towards corruption, we comply with all export regulations, we never trade with organisations involved in any kind of modern slavery, and we never have any dealings with countries, organisations, or persons on national or international sanction lists.

We endeavour to comply with applicable legislation in force everywhere in the world, and we work to ensure the same throughout our supply chain: Our procurement policy calls for our suppliers to display the same ethically correct business behaviour that we do.





FACTS ABOUT DESMI

History

One of Denmark's oldest companies, DESMI was founded when goldsmith Henning Smith started an iron foundry in the city of Aalborg in 1834. The company was named A/S De Smithske (literally, "the Smithian works," after the founder) and manufactured stoves, kitchen ranges, windows, and other iron products. This approach extended into the early 20th century when our portfolio was expanded with products as diverse as spittoons, peat diggers, and church bells.

A/S De Smithske had built its first pumps in the 1880es and started batch production of a diaphragm pump shortly before the Second World War. After the war, various types of pumps became an increasingly important part of the company's product portfolio. A/S De Smithske strengthened this leg of its business by acquiring other pump manufacturers and brands in Denmark and abroad.

In 1977, the company moved to new modern facilities in Nørresundby where the head office has been located ever since. From the 1970es onwards, the company gradually branched out into pollution clean-up, ballast water management, and other business areas. International subsidiaries were gradually added through organic growth or purchase, starting with the foundation of DESMI Ltd. in the UK in 1978.

To employees, partners, and customers, A/S De Smithske had long been known simply as DESMI (shortening the full name for convenience), and in 2003, the company formally changed its name. Celebrating its 175th birthday in 2009, DESMI has since continued to evolve and expand, providing energy-efficient flow technology solutions and value-added service for a diverse range of businesses and industries globally.

- Founded in 1834
- Head office in Nørresundby, Denmark
- Subsidiaries in 19 countries all over the world
- Manufacturing in China, India, the USA, and Denmark
- Network of distributors, partners, and agents in 100 countries
- + 1,000 employees
- Publicly traded company, with 75% of the shares owned by One Equity Partner



At DESMI, we combine Proven Technology with a solution-driven approach to improve operational efficiency and contribute to a better world. Visit desmi.com to browse our products and services, read company news, download annual reports, get a detailed company history, and more.

MARINE & OFFSHORE INDUSTRY ENVIRO-CLEAN DEFENCE & FUEL UTILITY

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