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# Pioneering industrial technology

#### **GF Corporate**

# 1802 GF founded in Schaffhausen



Johann Conrad Fischer

#### **GF Piping Systems**

**1864**First piping systems product



Malleable iron fitting

#### **GF Casting Solutions**

# **1897**First automotive part



As of 1900 GF develops wheels made of cast steel for trucks and cars

#### **GF Machining Solutions**

#### 1921 First machinery



GF acquires the Machine Factory Rauschenbach for agricultural machinery

## **GF Building Flow Solutions**

# **2023** A fourth division



GF acquires the Finnish company Uponor





### **+** GF Corporation



**GF Piping Systems** 



**GF Building Flow Solutions** 



**GF Machining Solutions** 

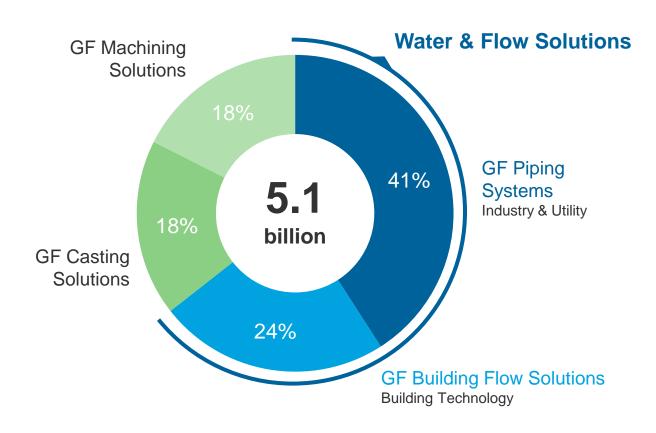


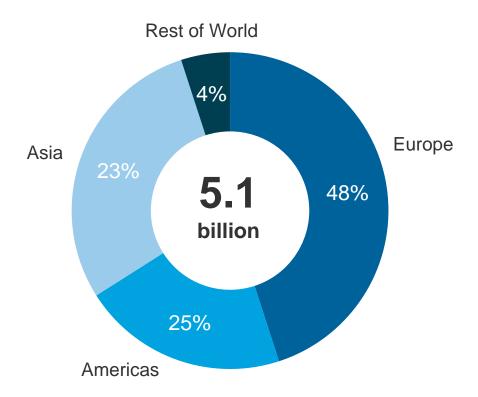
**GF Casting Solutions** 

# 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 %)



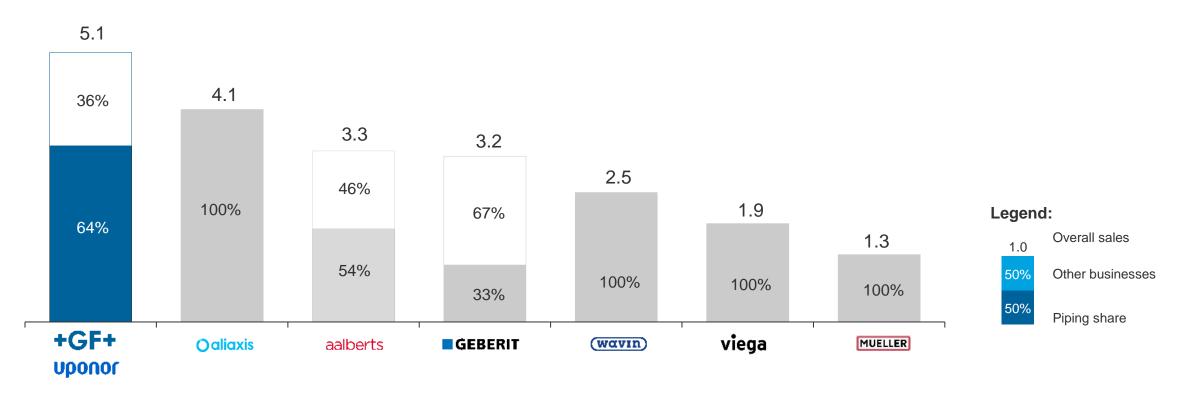


\*2023 sales pro-forma



# Becoming the leader in Water and Flow Solutions; Uponor acquisition major milestone

2023 peers overall and piping sales in EUR billion – pro-forma

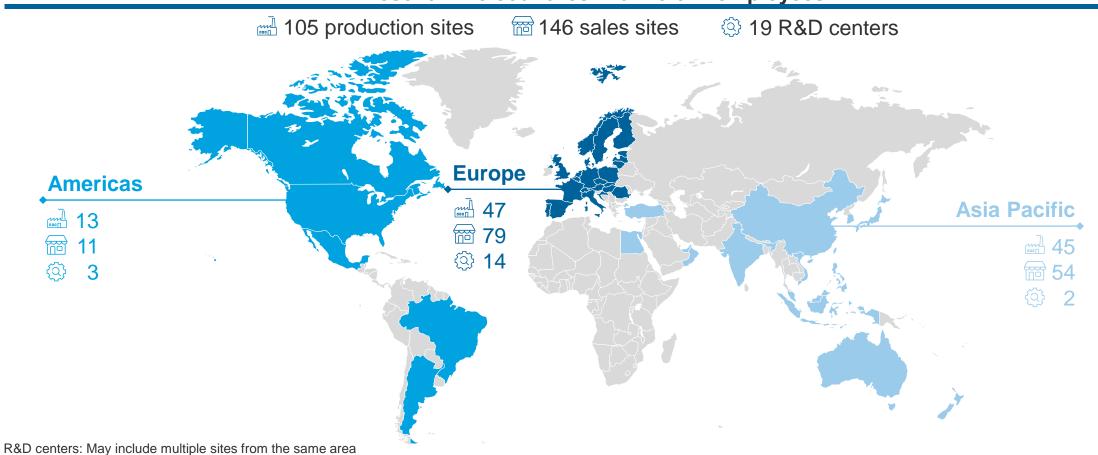


Source: Company information & filings; Geberit Piping: Piping Systems division; Aalberts Piping: Building Technology division; Wavin is Orbia's Building & Infrastructure division



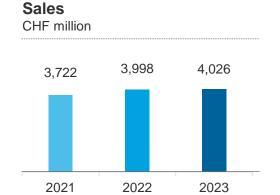
### Global reach with local excellence

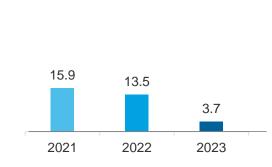
#### Present in 45 countries with 19'824 employees



+GF+

### Key financial figures – Three years view

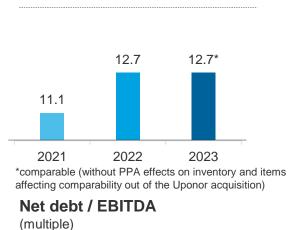




**Organic growth** 

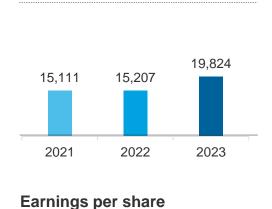
FCF bef. Acq.

CHF million



**EBITDA-Margin** 

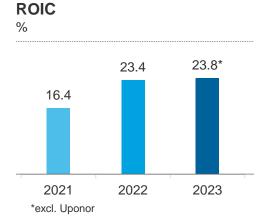
before one-offs in CHF million

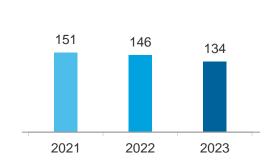


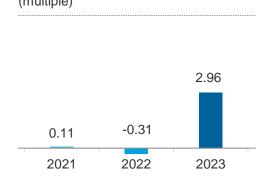
**Employees** 

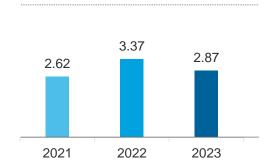
FTE

CHF



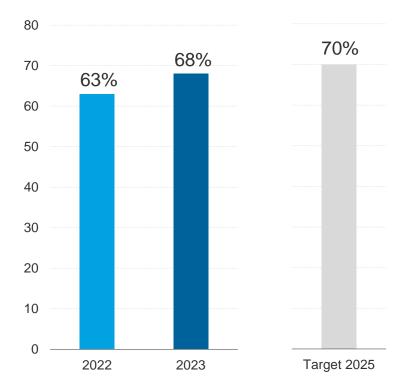






### Leading the way in corporate sustainability ...

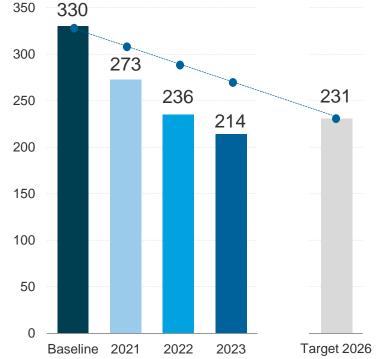
## Sales with social or environmental benefits<sup>1</sup> as % of total sales



<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

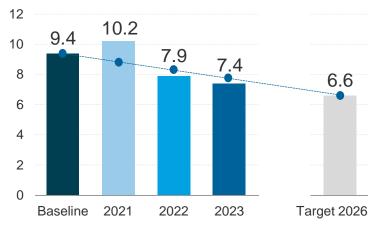


<sup>2</sup> excluding GF Building Flow Solutions and GF Corys



#### **Accident rate (LTIFR)**

per million hours worked





### ... as acknowledged with external awards and ratings

#### Rating agency Rating (transparency and performance on climate change) Gold ecovadis for GF Piping Systems, GF Building Flow Solutions, GF Casting Solutions; Silver for GF Machining Solutions Ranking 121 out of 588 SUSTAINALYTICS MSCI 🛞 AA **Successfully validated** BASED Targets for greenhouse gas reduction **ISS ESG▷ B- prime status**

#### Sustainability achievements across divisions and regions









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

# Strategy targets 2025 lifted following the acquisition of Uponor

(in CHF)

CHF 4.4 – 5.0 billion\* Sales

\*including acquisitions

9 – 11% EBIT margin

20 – 22% Return on invested capital CHF 5.0 – 5.5 billion\* Sales

\*including acquisitions / Uponor

13 – 15% EBITDA margin

**10 – 12% EBIT margin** 

20 – 24% Return on invested capital







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



40%

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

New water quality regulations are driving up the costs of compliance exponentially (PFOA, PFOS, UWWTD)

**5-7%** 

Expected growth for water and wastewater treatment applications until 2034

+GF+

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

Expert interviews, GF Analysis

2021

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

#### Sales development CHF million 929 930 769

2022

2023

#### **Key segments**





Microelectronics & Data centers



Chemical process Industry



**Competitive advantage** 



Unique know-how in material, engineering and automation of flow processes



Global presence and on time delivery



Customized and prefabricated solutions

#### **Customers**

**Industrial Water Treatment** 

#### intel







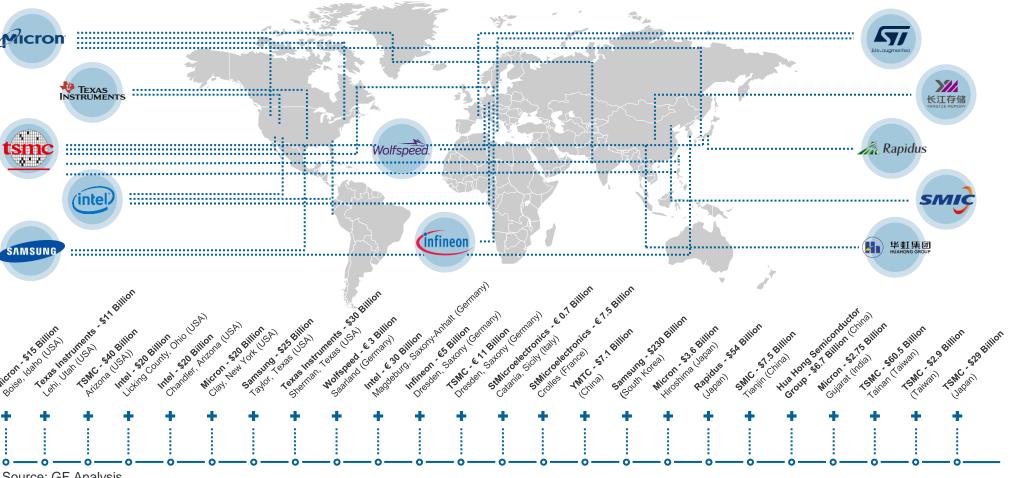








# USD ~600 bn of projects announced globally and construction is planned over the coming years



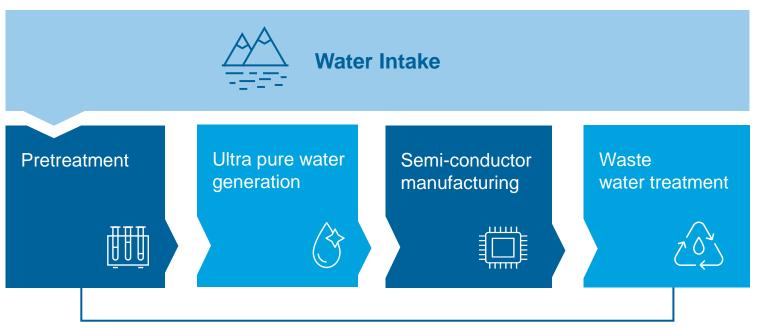


# Mission-critical solutions for the increasing demand for high quality water in the Semiconductor Industry

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 semi conductor industry... ...while leading industrial countries see a rapidly increasing water demand.

#### **Semiconductor Manufacturing Water Cycle**

Case Study Salt works Inc



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.





# 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 in Europe with the result that ~25% of water is lost every day

+GF+

Complete portfolio of solutions for water distribution, Repair kits and Flow Control

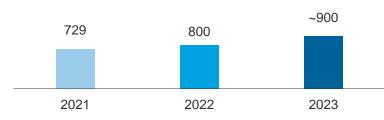
Source: Quantifying the global non-revenue water problem (Roland Liemberger & Alan Wyatt); OECD; World Bank



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

#### Sales development Utility

CHF million



Pro-forma 2023 incl. Uponor Oy Infrastructure business

#### **Competitive advantage**



Quality brand in critical installation components



Strong local presence with enables to leverage solutions globally



Customized and prefabricated solutions

#### **Key segments**







Waste & Storm water management



Energy

#### **Customers**











bayerwerk



# Increasing global investments in water infrastructure to mitigate challenges in water distribution

#### Regulatory driver



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



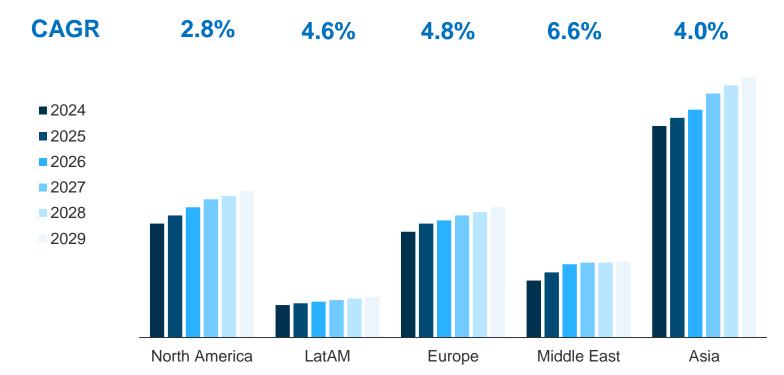
Infrastructure Investment and Jobs Act (IIJA, 2021) foresees USD 50 bn in Water infrastructure upgrades until 2026



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

#### Water Utility companies Forecast 2024-2029

Capital expenditure (\$billion)



Source: GWI 2024 Global water market outlook



#### +

# 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.





# Efficient climate control as vanguard of urban planning in the future...



•40% of EU energy consumption is related to buildings

**ZERO** emissions from buildings by 2050<sup>3</sup>

buildings to be renovated in Europe to reach the target of 60% reduction of CO<sub>2</sub> emissions by 2030<sup>4</sup>

**+GF+** Complete solutions portfolio for smart energy efficient heating and cooling

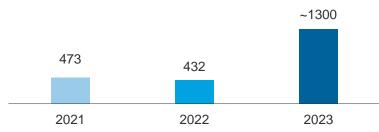
Source: <sup>1</sup> Figures from the United Nations Environment Program's Sustainable Buildings and Climate Initiative; <sup>2</sup> Figures from a study by Ecofys ordered by Umweltbundesamt; <sup>3</sup> According to press release of the European Parliament dated 9 Feb 2023; <sup>4</sup> Figures from the European Council of an Energy-efficient Economy



# ... increases demand for smart pluming and indoor climate solutions.

#### Sales development

CHF million

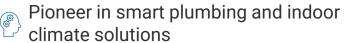


Pro-forma 2023 incl. Uponor Oy Building Technology business

#### Sales by region







#### **Key segments**







Underfloor heating & cooling



Smart controls

#### **Customers**

**#FERGUSON** 











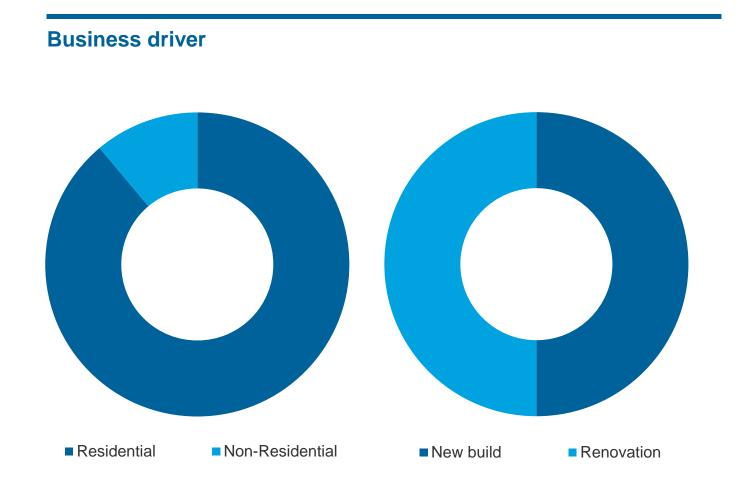






# Strong presence in water supply applications with balanced exposure across Europe

~80% of the energy consumption of buildings is related to heating, cooling and hot water -up to 30% reduction in energy consumption and CO2 emissions with solutions from GF GF Building Flow Solutions as a strong brand recognized as quality leader





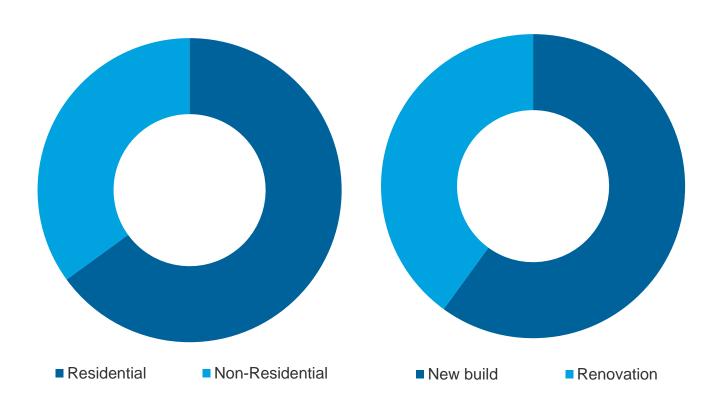
# **US** leader in **PEX** Systems with ~30% market share continuously substituting traditional Piping materials



Reduction potential of 60 Fittings with a PEX Piping application compared to a standard copper solution

PEX is expected to consistently outpacing market volume growth of total pipes market by 2-3% p.a

#### **Business driver**





#### +

# Decentralized heating and cooling for Germany's tallest residential building

#### The customer

The Grand Tower built in Frankfurt's Europa district boasts an impressive, dynamic architecture and exclusive living comfort.

#### The solution

Compact heating and cooling units supplied as a complete package with ready-wired control technology, accelerating work procedures on-site.

#### **GFs** value

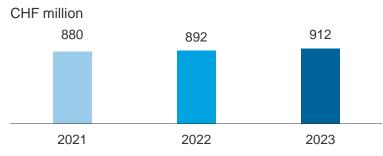
Fast installation of 400 heat interface units and over 300 km of underfloor heating and cooling pipes to ensure high quality room climate standards.





## **GF Casting Solutions** Lightweight solutions for sustainable mobility

#### Sales development



#### **Competitive advantage**



Innovation partner for our customers in automotive, industry and aerospace



High level of competence in Big casting processes



In-house mold technology competence

#### **Key segments**



Automotive



**Industrial Applications** 

Aerospace/ Energy

#### **Customers**























#### **Competitors**

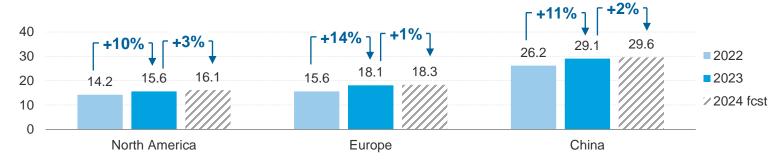
- Nemak (MX)
- Handtmann (DE)
- DGS (CH)
- KSM Castings (DE)
- Fujiwa Machinery Industry (CN)



# GF's strong position with leading Chinese OEMs drives future growth

#### Light vehicle production and sales outlook

in million units

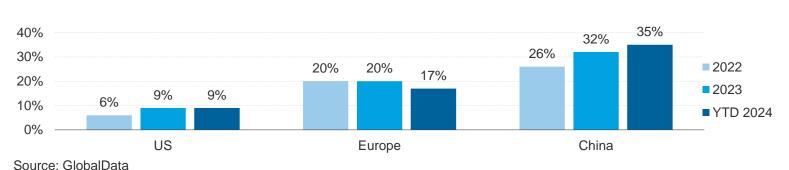




BYD Yangwang U9

#### **EV** market share

in %

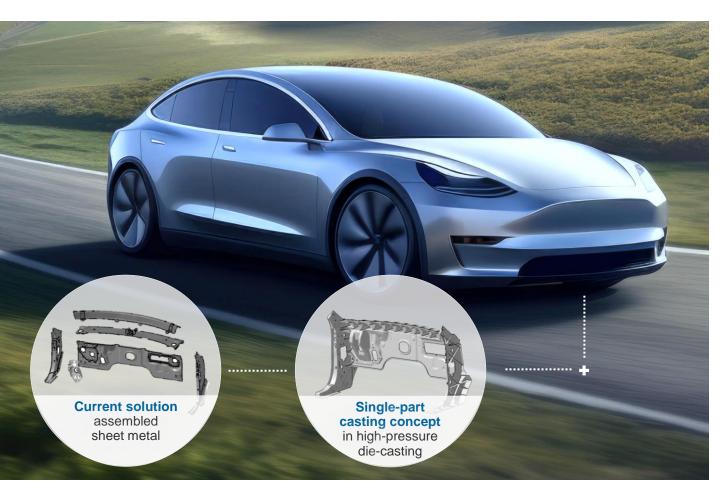




2024 | Investor presentation



# Integrated "Big" casting components as key enabler for sustainable mobility



**42%** share of Electric Vehicles (EV) expected in China until 2030

up to welding dots and 72 single components are replaced by a "Big" casting part

reduction in weight realized by GF with HPDC applications compared to conventional solutions

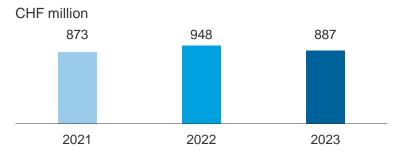
+GF+ Complete solutions for lightweight components in the automotive and aerospace industry

Source: GlobalData



### Advancing energy efficient and clean manufacturing

#### Sales development



#### **Key segments**



Aerospace & Air Defense



Automotive

#### **Customers**





















#### **Competitive advantage**



Specialized know-how in automation and integrated solutions



Global presence and customer proximity



Worldwide customer service organization



**ICT & Electronics** 



Medical



New Energy Vehicles



Consumer Goods

#### **Competitors**

- Fanuc (JP),
- Mitsubishi (JP)
- Makino (JP)
- Hermle (DE)
- DMG Mori (DE)
- Exeron (DE)



# High performance solutions enabling technological evolution in the aerospace and energy industry



+250%

increase in orders on hand for aircrafts at the end of 2023

Net zero by 2050 requires active investments in energyefficient technologies for engines and fuels

2000°C

maximum combustion temperature requires the use of new superalloys

+GF+

Complete EDM wire solutions for manufacturing challenges of new materials

Source: International Air Transport Association (IATA)

# Becoming better every day – since 1802

