

+GF+

Comfort+





Schaffhausen, 4 November 2025

Integrated heating and cooling solutions for superior comfort

Michael Rauterkus, Torsten Meier

Agenda



Michael Rauterkus

President
GF Building Flow Solutions



Torsten Meier

Chief Innovation Officer
GF Building Flow Solutions

- 1 Building Flow Solutions Strategy 2030**
- 2 Integrated heating and cooling solutions for superior comfort**



+ Building Flow Solutions Strategy 2030

Integration successfully executed in volatile market conditions ...



Complexity in portfolio reduced



Footprint and organization streamlined



Systematic focus on customer and channel synergies

... now shifting gears to accelerate growth



Attractive product synergies launched



Combined portfolio launched at ISH 2025



Award-winning innovation pipeline contributing to growth

Industry trends continue to drive demand for easy-to-install solutions for efficient heating and cooling



80% of energy used in EU homes is for heating, cooling and hot water

Energy efficiency

Energy Performance of Buildings Directive (EU) will push to renovate

Sustainable solutions

CO₂ reducing solutions remain as a priority

Digitalization & AI

AI will drive the demand for smarter services and products

Construction productivity

Prefabrication required for job site efficiency

Labor safety & shortage

“Easy to install” solutions to address a loss of skilled labor

Source: EU, GF BFS analysis

Strategy 2030 focuses on expanding channels and strengthening the push-pull business model



Maximize the core business

- Strategic pricing
- Installer pull focus



Grow with new opportunities

- Expansion in retail
- Global project organization



Lead with innovative solutions

- Solutions for installation and energy efficiency



Foster a “One GF” performance culture

- AI-powered operational excellence

Moving from push to pull with clear focus on training the installer base



Installer training

- Launch of digital training platform
- Invest in new training centers



Events & roadshows

- Bring trainings to wholesale locations, local fairs and events
- Organize and leverage major events
 - GF Americas Flow Symposium 2026
 - ISH 2027



Brand awareness

- Activate A&P and sponsorship media to increase installer reach



Loyalty & incentives

- Tool campaigns
- Enhanced loyalty programs and digital services



Aging workforce and energy transition will drive significant shortage of skilled installers by 2030

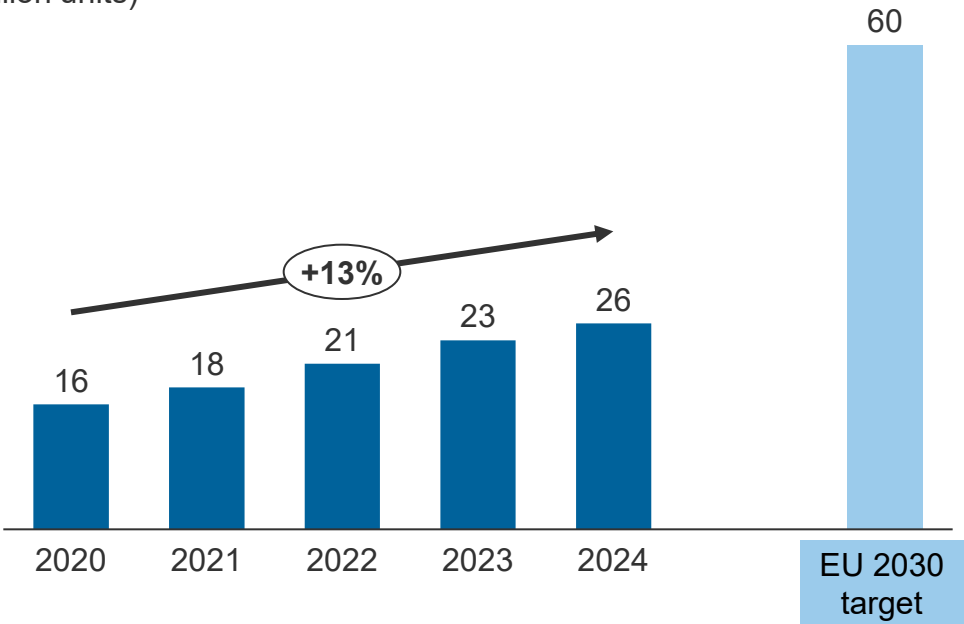
**+ Integrated heating and cooling
solutions for superior comfort**

Growing demand for energy-efficiency upgrades and enhanced comfort drive renovation markets

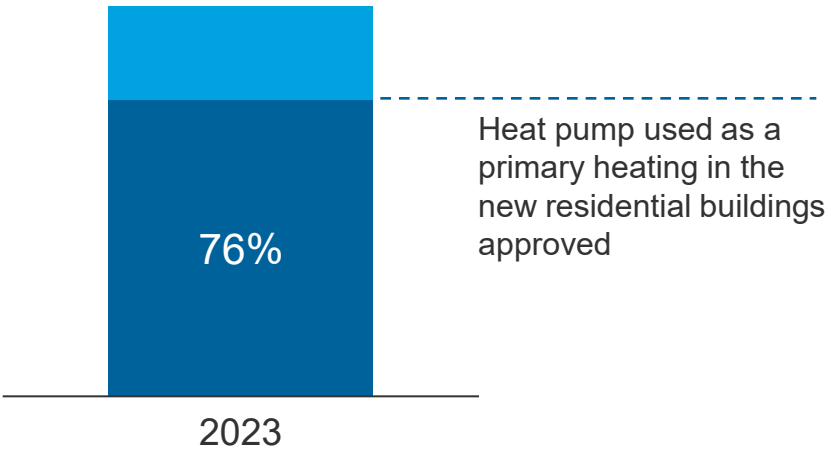
EU policy push continue to drive adoption of heat pumps

Heat pumps are dominant in Germany which drives new cooling market opportunities as well

Installed stock of heat pumps in Europe
(in million units)



Heat pumps usage in the new planned buildings in Germany
(as % of total market)



Source: Euroconstruct, EHPA, IEA, GF BFS analysis





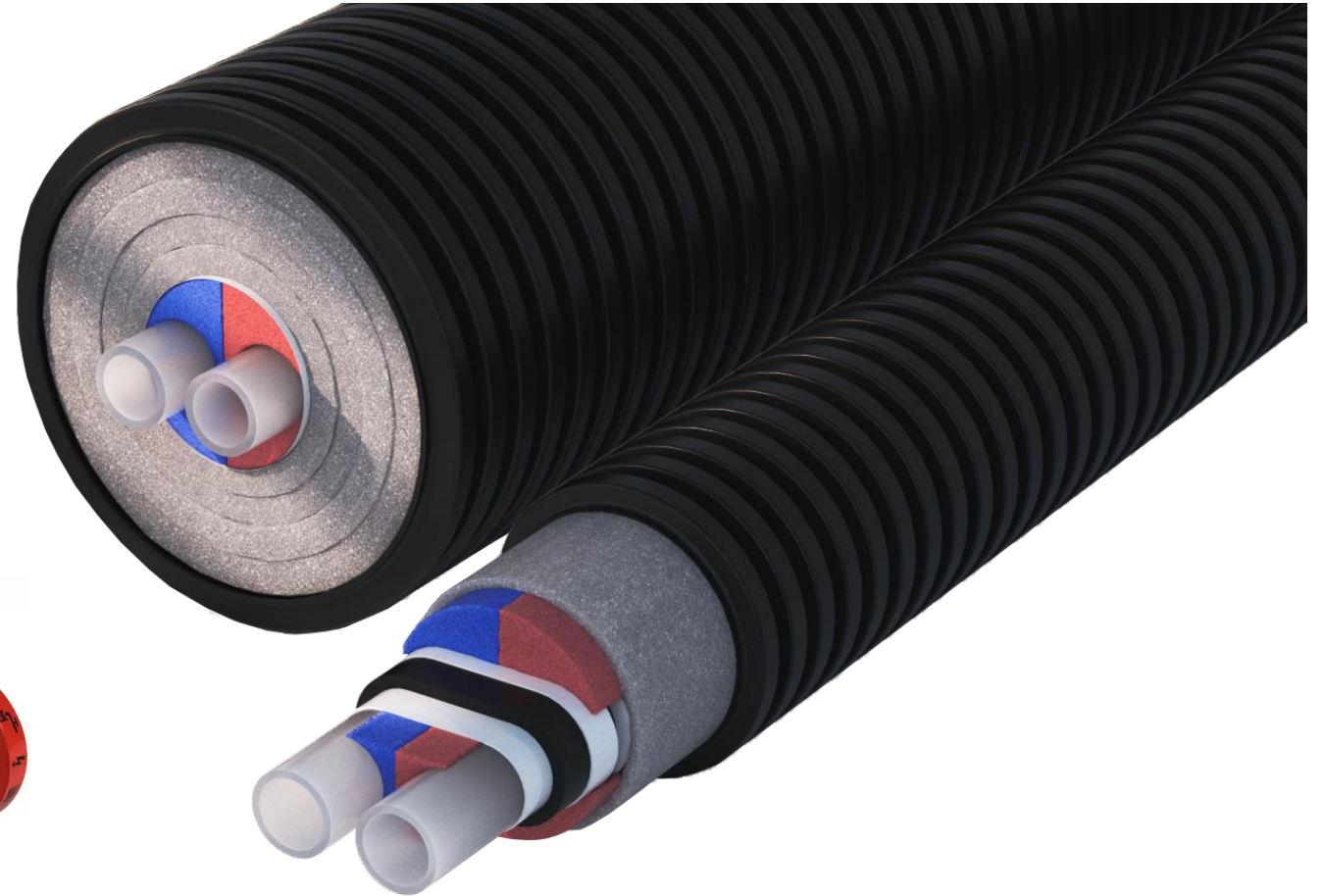
+ Local heat distribution networks require easy-to-install solutions with low heat loss

Connection from the heat pump to building with the best thermal performance on the market

Ecoflex VIP 2.0

- Best-in-class insulation
- Less outer pipe diameter and heat loss
- Superior flexibility and time savings

Pre-assembled packages to **easily connect heat pump** – pipe pre-cut as per customers' needs



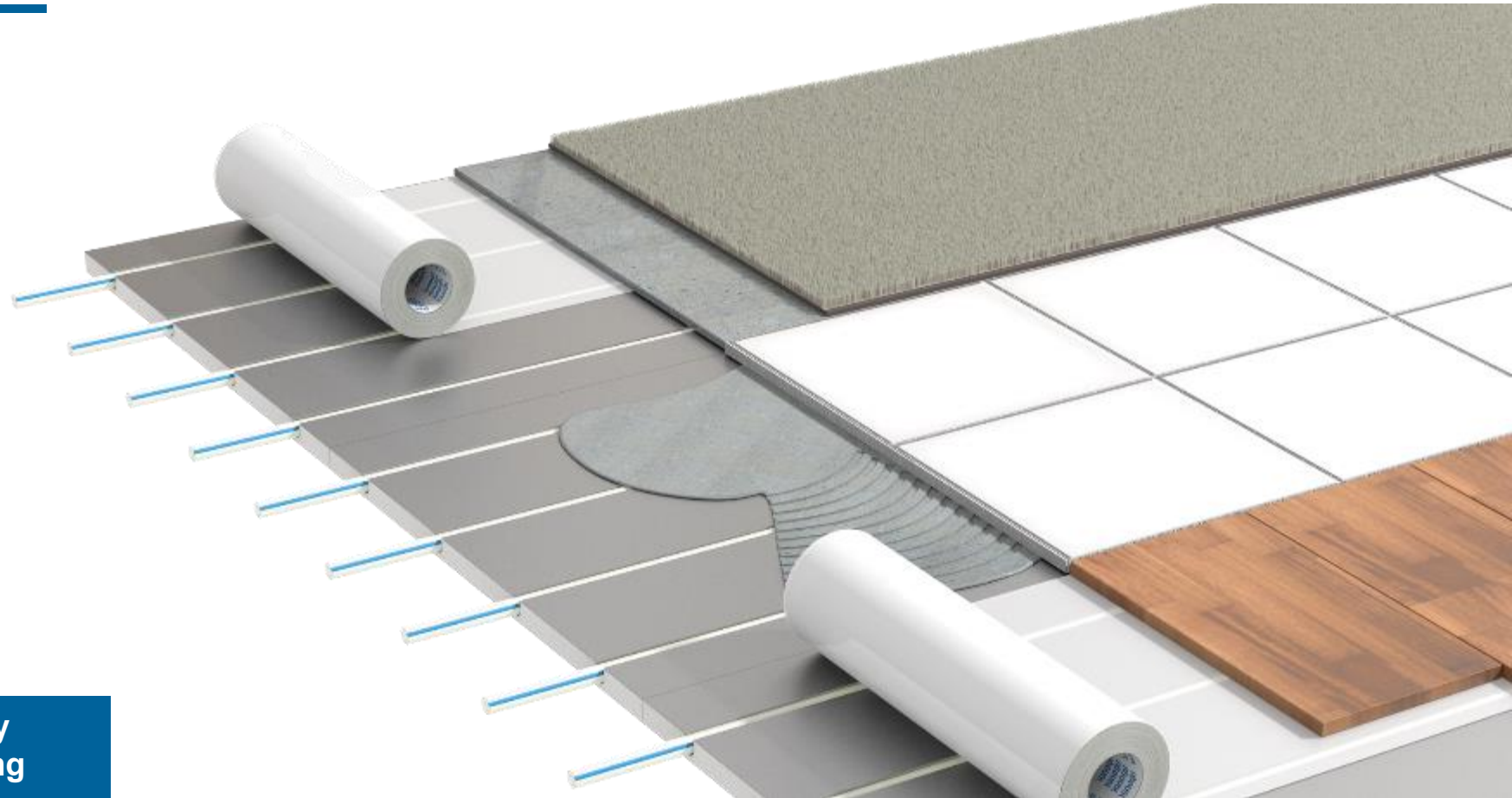


**+ Underfloor heating
and cooling in
renovation:
space limitations
in height,
cost-intensive,
time-consuming**

Revolution in renovation: low profile, easy-to-install, direct-flooring solutions for radiant heating and cooling

Siccus 16

- Direct flooring compatibility
- Ultra-low 20 mm height
- Up to 40% faster installation
- One person installation



The same system can be easily
also used for underfloor cooling

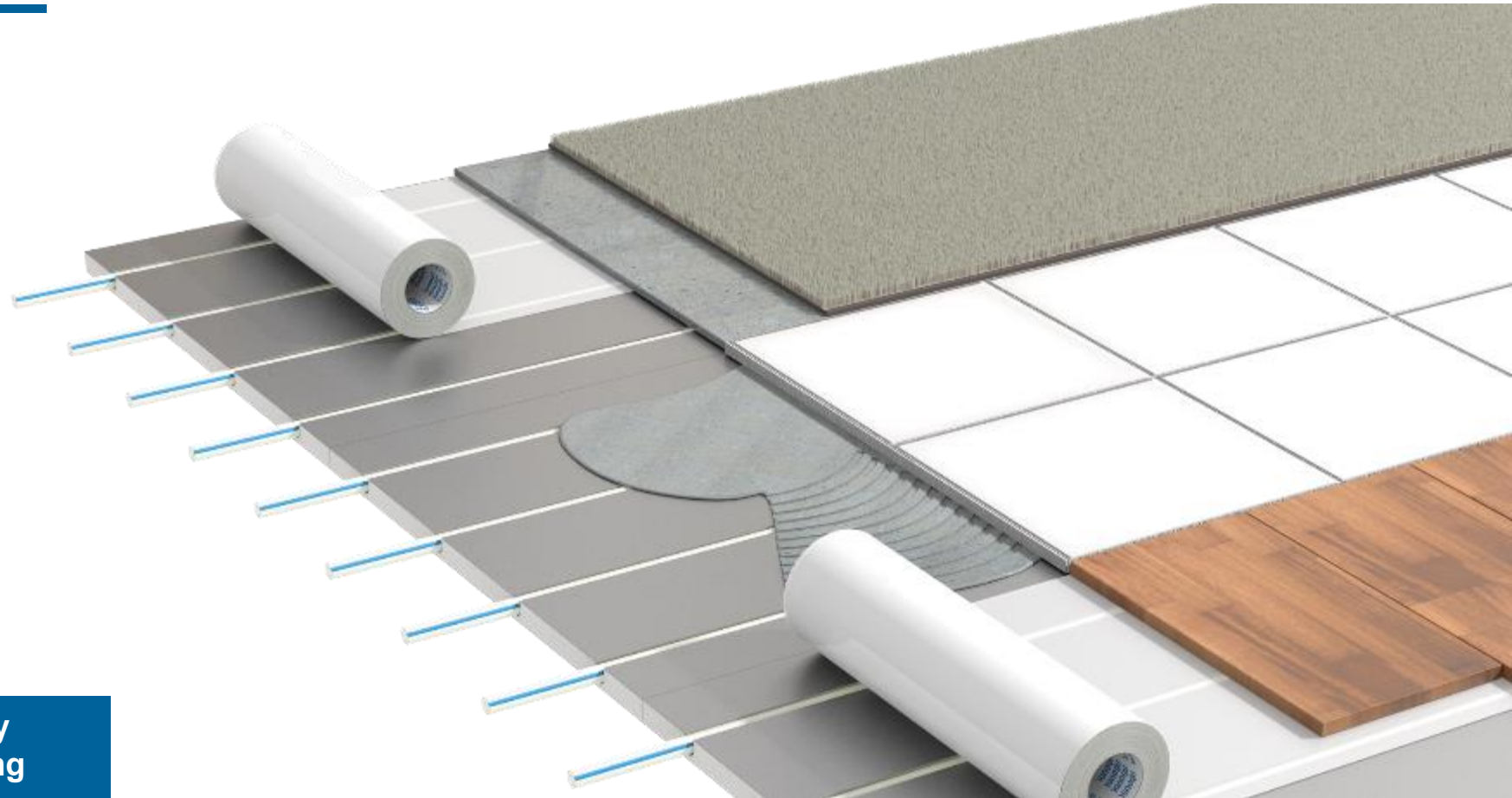
Direct tiling solution: fewer installation steps, no drying time, faster completion



Revolution in renovation: low profile, easy-to-install, direct-flooring solutions for radiant heating and cooling

Siccus 16

- Direct flooring compatibility
- Ultra-low 20 mm height
- Up to 40% faster installation
- One person installation



The same system can be easily also used for underfloor cooling

The comfort challenge



Smatrix AI wireless control system continuously adjusts the heat pump output for maximum comfort and efficiency





Q&A