

ENGINEERING  
TOMORROW



# Engineering the dream of tomorrow today

**Energy efficiency, quality, innovation and reliability** are in **Danfoss DNA**.

Our knowledge, technologies and products deliver exceptional performance and answer the real needs of our customers.

# Danfoss

## at glance

**25,300**

employees dedicated to engineering solutions that make a difference to people and business worldwide



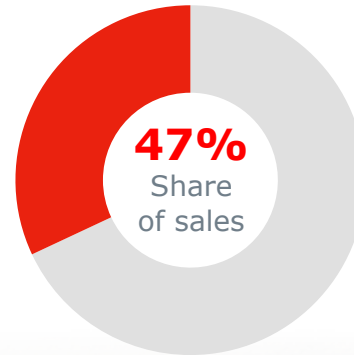
**1,381**

Patent families



**69**

factories in 20 countries and Danfoss sells its products in more than 100 countries



### EUROPE

36 factories  
Sales companies in  
29 countries  
14.284 employees

### The Danfoss Regions

Danfoss has grown from a one-man business into a global leader by having a clear focus on quality and innovative engineering right from the beginning

**1933**

Danfoss was founded by engineer Mads Clausen

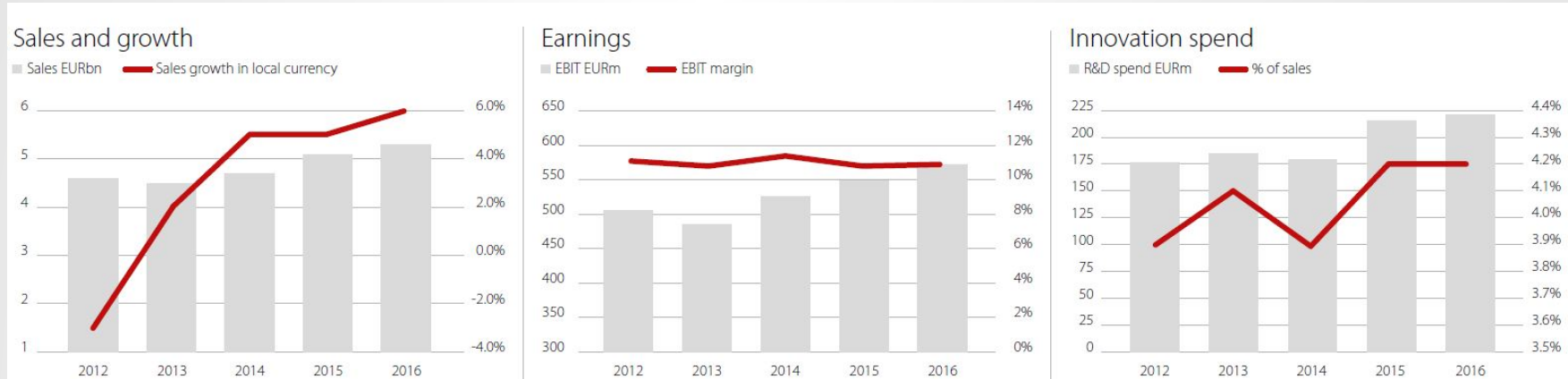
**2017**

Danfoss is a privately-held company controlled by the Bitten and Mads Clausen Foundation

**NORDBORG, Denmark**

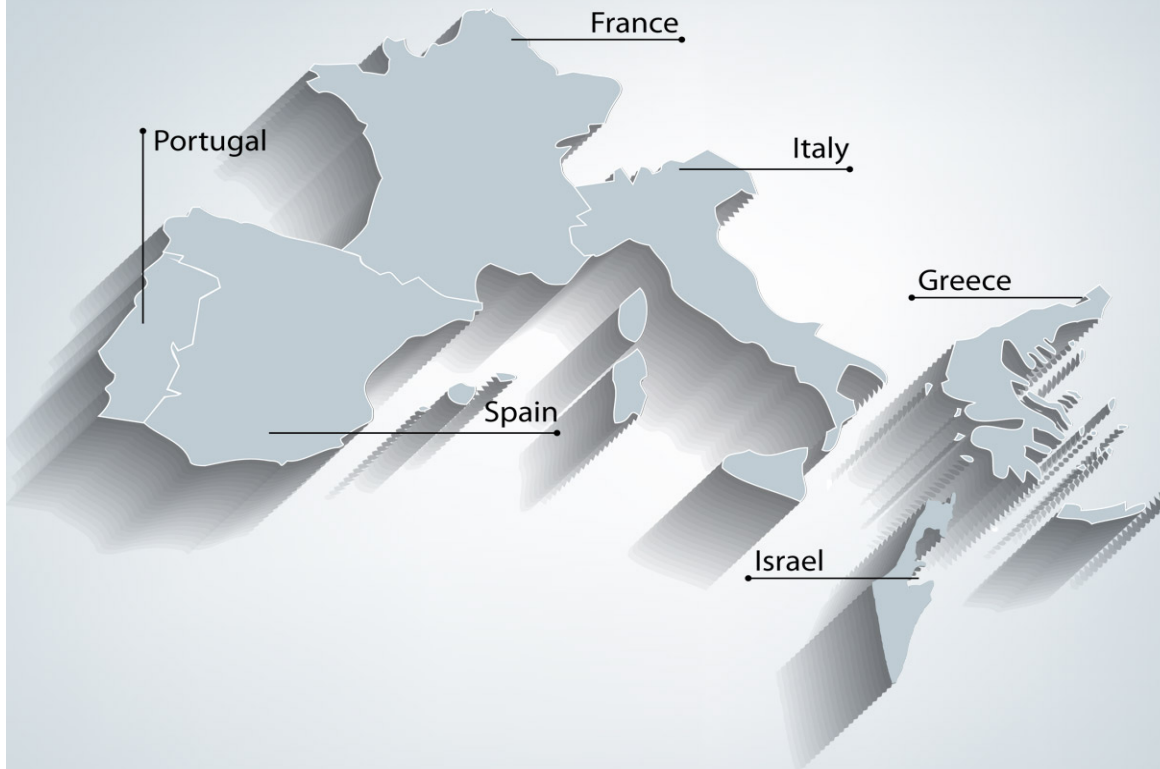
# Financial data year 2016

Total TO	<b>5.3</b> bn EUR
EBIT	<b>572</b> m EUR
Cash flow before M&A	<b>459</b> m EUR
Investment in R&D	<b>225</b> m EUR



# Danfoss **South Europe Region**

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# 1100



employees in the region

# 5

factories in France and Italy



15 sales offices in

# 12

countries:



France, Italy, Spain, Portugal, Israel, Greece, Andorra, Cyprus, Malta, Monaco, San Marino and Vatican City

# 300

sales and technical support employees



## Facts on Danfoss' energy targets

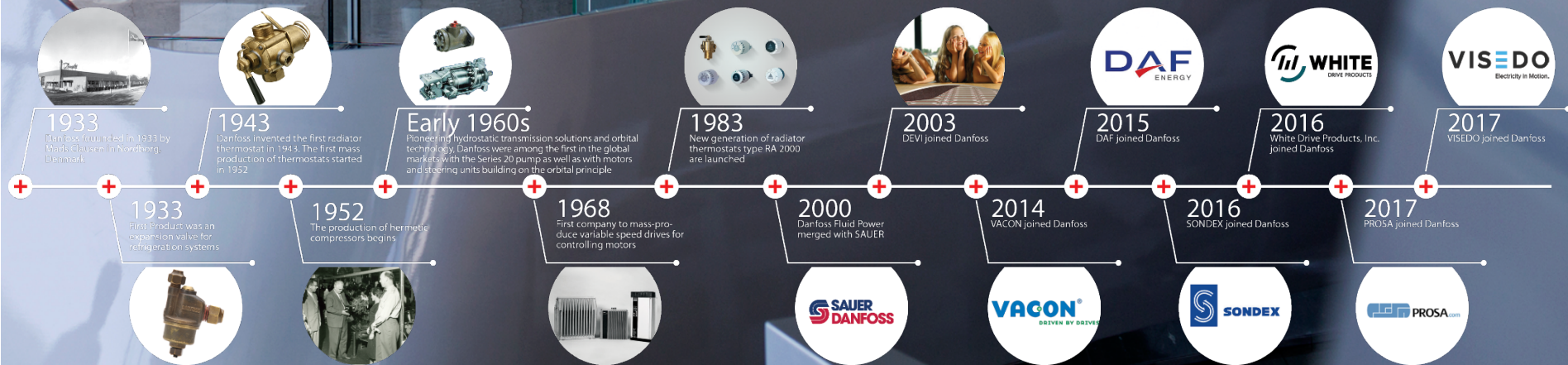
### 50% energy reduction by 2030

Danfoss aims to reduce energy intensity by 50% by 2030. Specifically from 24 MWh per 1m DKK sold in 2007 to 12 MWh per 1m DKK sold.

The amount of energy used by the company must produce half the amount of CO2 by 2030. In 2007, Danfoss emitted 320kg CO2 per 1 MWh of energy. By 2030, this is set to be a maximum of 160kg CO2 per 1 MWh of energy.

### 3% annual drop in energy intensity

The aim is for energy intensity at Danfoss to drop by 3% and for the emissions of CO2 to drop by 5% per 1MWh energy annually from 2017.

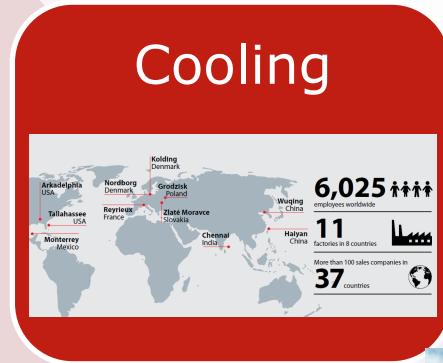
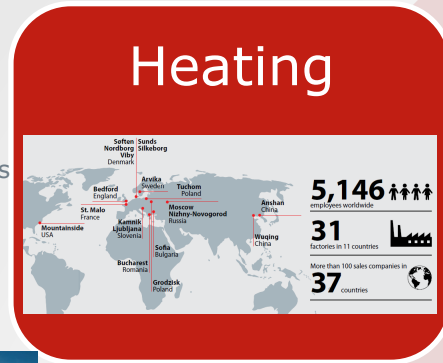
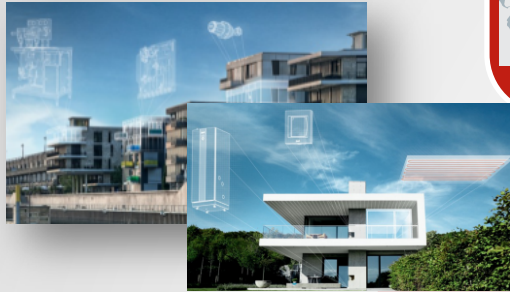


# Danfoss segments in brief

## Heating

Main applications:

- District energy network
- Commercial buildings
- Residential multi-family buildings
- Residential 1-2 family houses



## Cooling

Main applications:

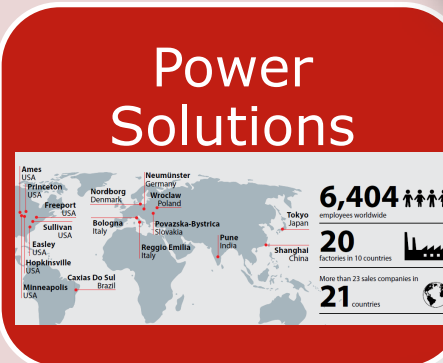
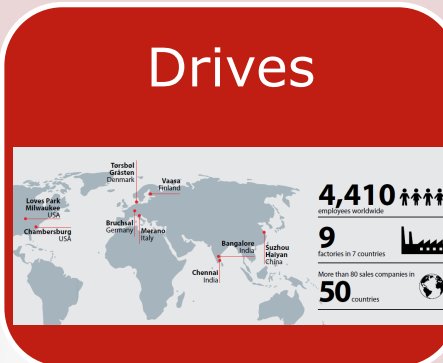
- Air Conditioning
- Food processing & storage
- Transport Refrigeration
- Process Cooling
- Marine
- Reverse Osmosis



## Drives

Main applications:

- Food & Beverage
- HVAC/Refrigeration
- Water and wastewater
- Marine and offshore
- Mining and Chemistry
- Cranes and elevators
- Oil & Gas



## Power Solutions

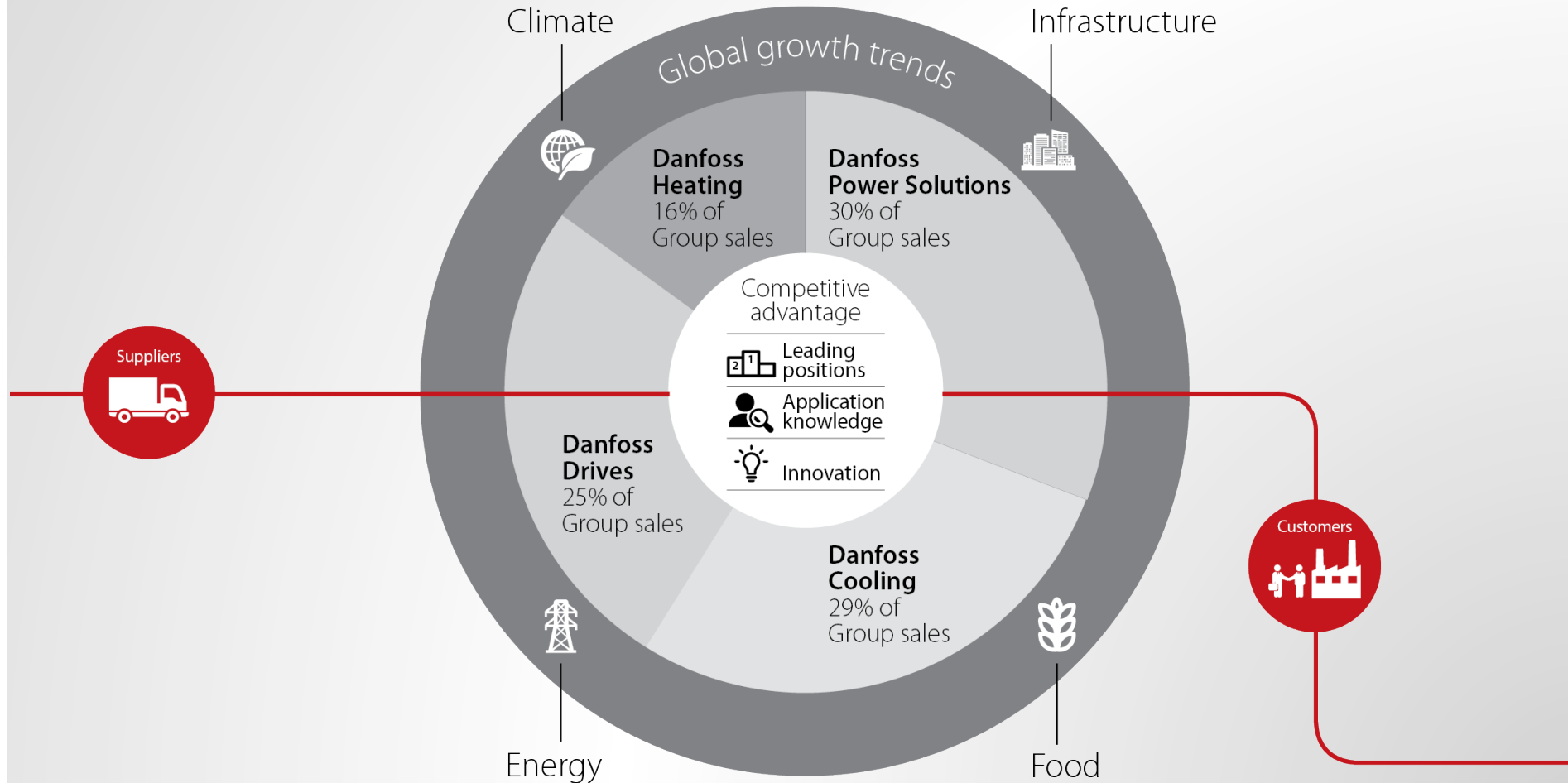
Main applications:

- Construction equipment
- Agricultural machinery
- Road building vehicles
- Material handling
- Turf care
- Special equipment



# Global growth opportunities

Our business model capitalizes on our four growth themes: infrastructure, food, energy, and climate. These global trends drive the future growth opportunities for Danfoss and represent areas, where we contribute to a sustainable global development.



## Food

Danfoss plays a vital role throughout the entire journey from field to fork. Helping to optimize the harvest on our farms, the efficiency in our food production lines and make high quality, refrigerated transportation and storage of food possible across the globe.

That's how Danfoss is part of a sustainable food supply for a growing world. Increasing productivity, eliminating waste and helping us move towards food security for everyone.

## Infrastructure

Through skillfully engineered components and solutions, Danfoss is supporting growth and progress for people, communities and businesses around the world. Ensuring healthier air, increased comfort, higher efficiency and optimized productivity.

That's how Danfoss is a part of solutions for a strong infrastructure and keeps a world which never stops moving in the right direction.

## Climate

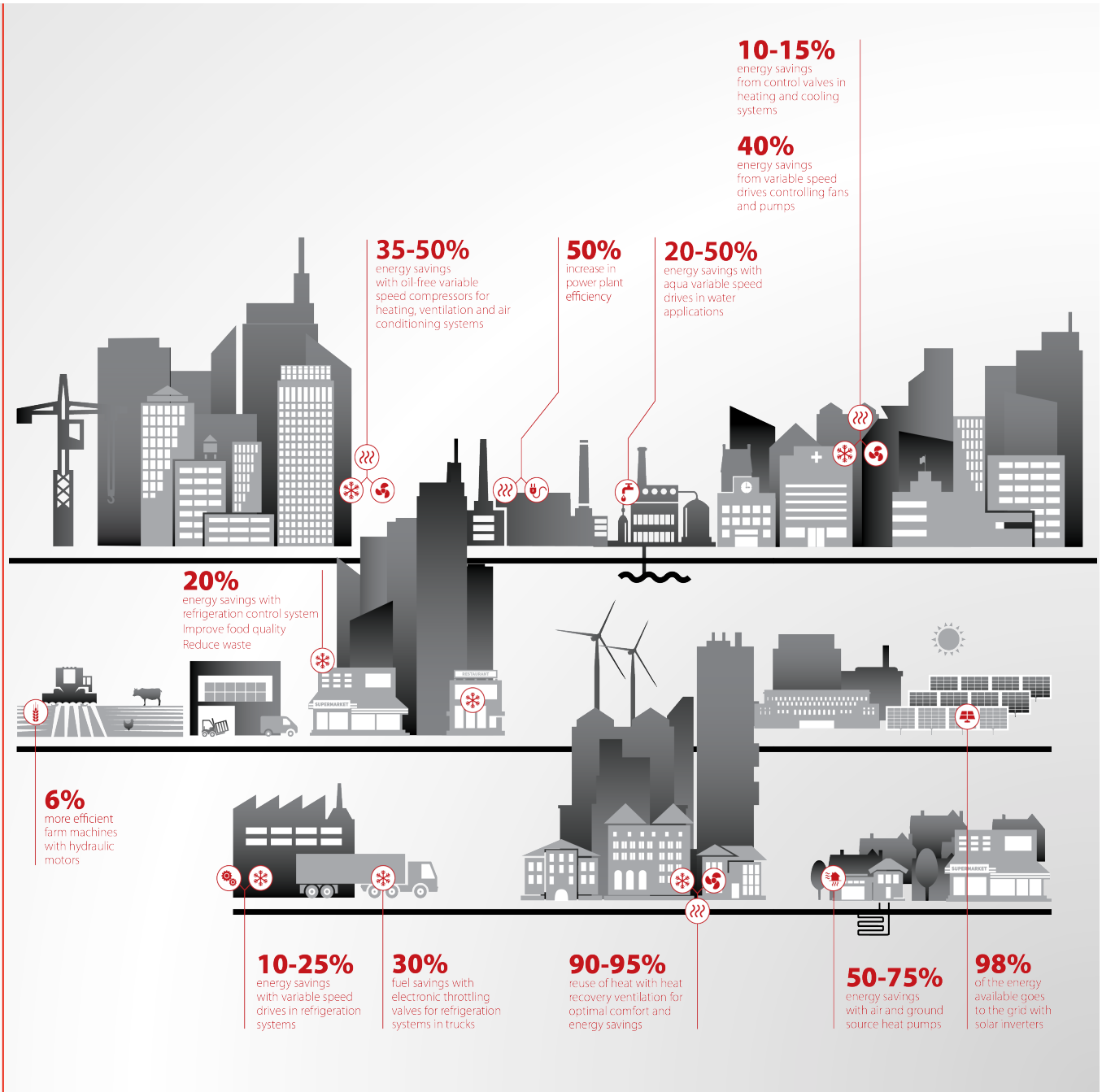
Danfoss products and solutions deliver the power to optimize indoor climate with maximum energy efficiency and minimum waste. Not only saving money, but also looking after the environment by reducing emissions.

That's how Danfoss is a part of engineering a more sustainable tomorrow

## Energy

While our energy demands are growing, Danfoss looks optimistically towards the future, because we see so much potential in the technologies we produce today, to help us get more from less tomorrow. This mindset is built into all our technologies. No matter what we produce, the goal is always to optimize performance, increase efficiency and minimize waste. And at the same time, Danfoss supports energy exploration efforts and a growing renewable energy market to help meet our growing demands.

This is how Danfoss is part of a reliable energy supply.





Discover how **engineering touches** your life  
visit <https://city.danfoss.com/>



MENU

## Welcome to Danfoss City

At the heart of every great city is great engineering. And at the heart of great engineering is Danfoss. Danfoss City will show you the solutions allowing us to build a better, more sustainable, and more energy-efficient tomorrow.

START THE EXPERIENCE >



# Making a mark around the world

World-wide, Danfoss engineers new innovative products in close cooperation with its customers. The company invests heavily in innovation – more than 4% of net sales each year. Danfoss also believes in partnering with customers and universities to optimize solutions, boost research and help educate the skilled engineers of tomorrow.



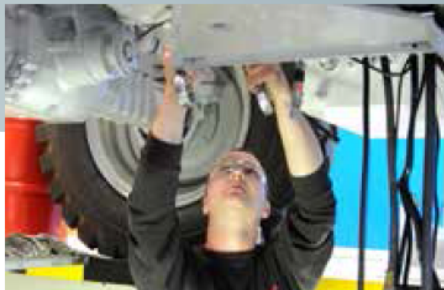
## R&D

In Danfoss' many research and development (R&D) sites, innovative ideas are brought to life.



## Customer test facilities

New solutions are explored and optimized for customer applications in Application Development Centers and test laboratories.



## University partnerships

Danfoss works closely with universities in everything from innovative research to helping educate engineers and technicians.



**Western Europe**

**R&D sites in** Denmark, the U.K., Finland, France, Germany, Italy and Sweden

**8** Customer test facilities

**North America**

**R&D sites in** Arkansas, Florida, Illinois, Iowa, Maryland and Minnesota

**4** Customer test facilities

**8** University partnerships

**Eastern Europe**

**R&D sites in** Poland, Romania, Russia, Slovakia and Slovenia

**2** Customer test facilities

**12** University partnerships

**Asia-Pacific**

**R&D sites in** China, India and Japan

**6** Customer test facilities

**15** University partnerships

**Latin America**

**R&D sites in** Mexico

**6** University partnerships

At **Danfoss**, we see **opportunities everywhere** – from feeding a growing population, to letting everyone enjoy a more comfortable, better quality of life

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## Danfoss Learning

# Danfoss Career



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## Career at Danfoss



### Look forward to a successful career

If you want to create powerful engineering solutions, drive a sustainable future across infrastructure, food, climate and energy, Danfoss is where you'll make a real impact.

If you are an experienced professional ready to bring forward your ideas, then Danfoss gives you the freedom to do so. If you are a graduate or student wanting to start your career, we give you a range of opportunities for growth. So start engineering tomorrow – today at Danfoss!

### RECENT JOBS

- > **Order Coordinator**  
Haiyan, China, 11112BR (24/10-2017)
- > **Buyer/Planner**  
Utica / NY, USA, 9296BR (23/10-2017)
- > **Software Developer (m/f)**  
Neumünster, Germany, 9564BR (23/10-2017)
- > **Mechatronics Engineer (m/f)**  
Neumünster, Germany, 9804BR (23/10-2017)
- > **Master Student (m/f)**

### Career Areas



If you're ready to make an impact, we have the career for you. Here you'll find an overview of all career areas open to you throughout the company.

### Sign In/Register



Sign in to or register to the job alerts sent straight to your email your application.

> [Job Portal](#)

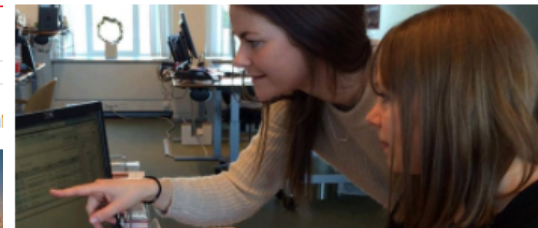
### Post Graduate Program



Are you eager to get the most out of your master's degree in engineering, finance, sales & marketing, supply chain or human resources? You are just a few clicks away from a global career in the heart of infrastructure, food, climate and energy.

> [Discover more](#)

### Traineeships



Start your successful career at Danfoss as a trainee. Our programs equip you with all the know-how you need to grow and develop in a career of your choice. Opportunities for on-the-job training are also open to you.

> [Discover more](#)

### Working at Danfoss



Discover how you can engineer enable you to go beyond the solutions for people and business.



### New Engineering Tomorrow Award

The Engineering Tomorrow Award will be a yearly event, and presented to students, who through their studies have shown pathways within Danfoss' growth themes: Infrastructure, Food, Climate, Energy. Apart from a trophy, the prize consists of a travel grant worth \$0,000 DKK that should be used for academically related travel (visits to universities, companies, conferences, etc.).

For 2016, two groups of students were nominated. One group is from the University of Southern Denmark, and their project applies statistical methods and machine learning to better understand and manage energy consumption in buildings, whilst the second group is from Aalborg University, and their project concerns developing an electrical motor for electrical vehicles which will expand their reach and reduce costs compared to conventional vehicles.

The award is inaugurated by the Søren and Mads Clausen Foundation which supports activities that have a positive effect on Danfoss A/S, Danfoss employees and the local areas in which Danfoss operates.

### Internships



As a qualified student, an exciting experience as an intern awaits you at Danfoss. Gain insights into how a great company operates, what sets Danfoss apart from the rest, and what you can expect from a future career at Danfoss.

> [Discover more](#)

### Master thesis



### Student jobs



<http://www.danfoss.com/career/#/>



# Danfoss Video





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