



COMPANY PROFILE

MARINE & OFFSHORE

INDUSTRY

OIL SPILL RESPONSE

DEFENCE & FUEL

UTILITY

PROVEN TECHNOLOGY

DESMI



DESMI

- Proven Technology

Founded in 1834 DESMI is one of Denmark's oldest companies and we are proud of having a long history supplying good, reliable solutions, maintaining an innovative approach and utilising the opportunities on the global market.

In recent years we have received various awards, e.g. Entrepreneur of the Year and the Danish Export Association's Annual Member award, and we have been identified as one of "1000 companies to inspire Europe". The selection committees have included these highlights in their reasons for nominating DESMI: Very quick implementation of an innovative business concept; high growth in export turnover; strong networking, both nationally and internationally, and finally our strength in showing the courage, the will, and the ability to embrace the global market.

We have what we believe is the right mix of hard work, skills, perseverance, luck and timing. Factors that are all vital in the daily work. Combined with our overall strategies and to the best best of our capabilities, we are leading DESMI to the Next Level as One Global Company.

We consider ourselves a dynamic company with a solution-oriented approach, be it pump solutions and systems for any kind of liquid handling, environmental equipment for the recovery of oil spills, plastic and trash, or contracting activities. This is recognized by businesses all over the world in the more than 100 countries where our systems are operating, and we base our development and solutions on our customers' current and future needs.

Our mission is to develop, manufacture, sell and service pumps and pumping systems, environmental equipment, and special products related to these areas - meeting the needs of customers around the globe. With this in mind, we are pleased to serve you.



Henrik Sørensen, CEO

DESMI

Founded in 1834

DESMI was founded in 1834 by Henning Smith and is one of Denmark's oldest companies. However, despite our age we are known as a modern and dynamic organization which has constantly evolved to meet the needs of our customers and the changing business environment.

Over the years various industrial products have been manufactured, but since mid-18th century, when the first types were introduced, pumps have been a permanent part of DESMI's range of products.

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DESMI was one of the 1000 companies to inspire Europe in 2016

The report "1000 Companies to Inspire Europe", published by London Stock Exchange Group, selected DESMI as one of the fastest-growing and most dynamic manufacturing and engineering enterprises in Europe in 2016.

Besides identifying the 1,000 different companies, the annual report examined the opportunities, trends and challenges facing the European economies.

 **London**
Stock Exchange Group

1000
COMPANIES TO INSPIRE
EUROPE 2016

 afme/
ELITE

DESMI has specialised in the development, manufacture, sale and service of pump solutions for marine, industry, oil spill response, defence & fuel, and utility, operating globally, but acting locally.

Our product range - completed by products from other leading, world-class manufacturers - is complemented by related services such as the design and installation of pump systems and after sales service through our network of service centres. The DESMI pumps and systems are sold to more than 100 countries via a worldwide network of subsidiaries and distributors.

In order to meet the customers' demands for more complete systems, we are providing solutions and systems as well as single standard pumps and components.

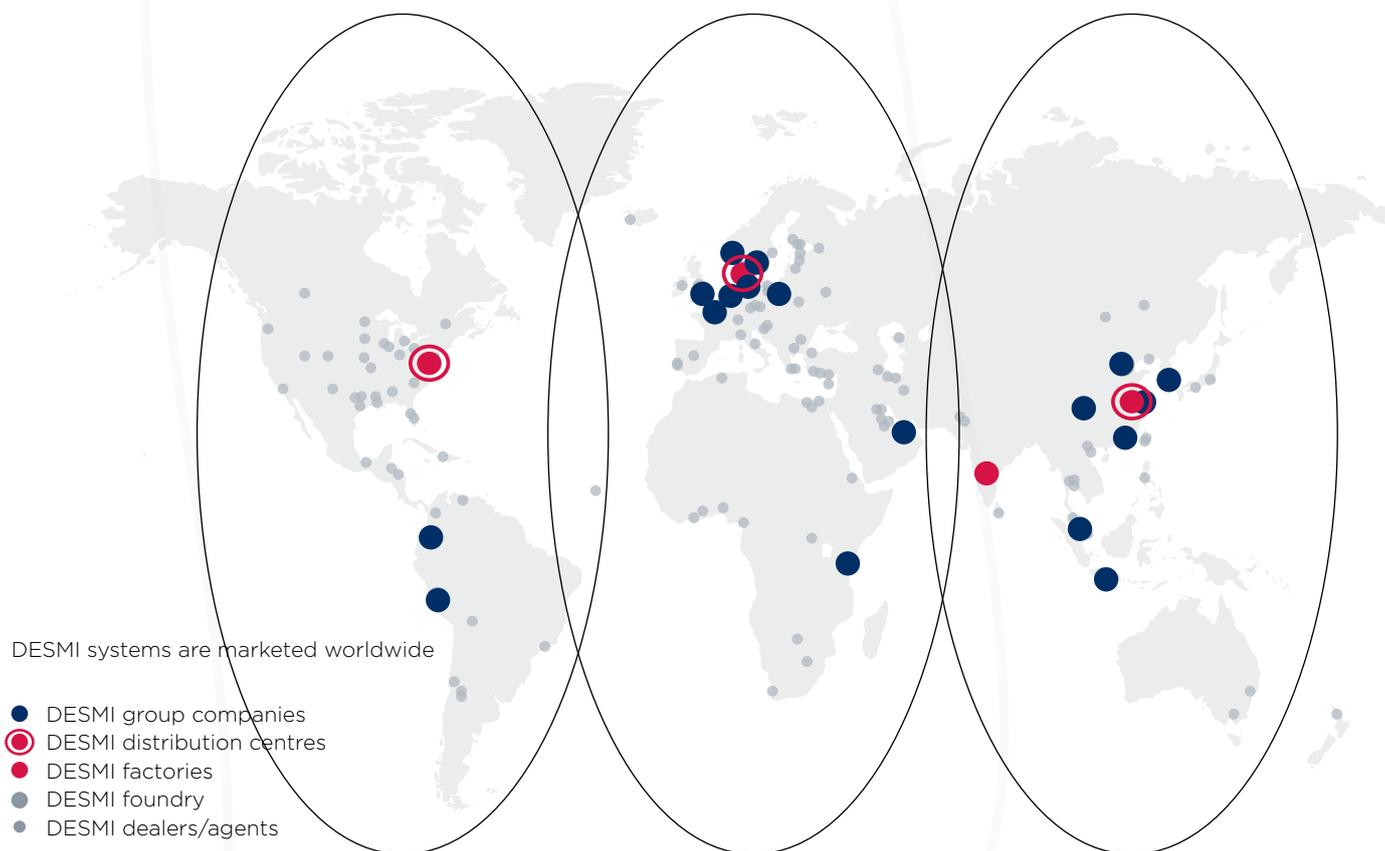
Green technology and environmental consciousness in general are very important topics to us, and all our products are manufactured in compliance with the present regulations. Consequently, environmental considerations play an important role when we choose materials for our products and optimize their operational efficiency.

With focus on the individual needs of our customers we are providing solutions based on proven technology.

PROVEN TECHNOLOGY - The two words describe the commitment of DESMI within our field of operation. DESMI pumps are characterised by first-class design and are recognised by our customers as being reliable, efficient and functional. Our product quality, ability to adapt solutions and a high level of technological expertise are all factors that make us a serious partner focused on the environmental footprint, energy optimisation and corporate social responsibility.

THE DESMI VISION

By focusing on **customers' needs**
it is our vision to generate
further sustainable and viable growth
in activity and profit, operating as
One Global Company.



DESMI is local and global. We have offices at +30 locations all over the world and a network of distributors and agents, which gives you easy and quick access to our solutions and services.

MARINE & OFFSHORE

Thousands of DESMI pumps and systems are at work on the seven seas, and these pumping solutions are living proof that our customers are satisfied with the performance of our products.

For more than 60 years we have supplied marine pumps to the world's fleet - from the largest container ships to the smallest fishing vessels. Regardless the size of the ship we know the owners' demands for many years of trouble-free operation, for both marine and offshore installations.





Energy Efficient Engine Room & Offshore Pumps

DESMI offers more than 100 pump designs and variations, covering all applications of the engine room and ensuring that you will always get the right pump for the job. The pump range includes centrifugal pumps and gear pumps. DESMI pumps are designed for high efficiency, thus consuming lowest power possible.

DESMI 48 - Fast Track

DESMI 48 is a fast track service concept which means that we can supply a wide part of the pump program adapted to your specifications and printed in your color within two working days.

Energy Saving Systems

More and more vessels are equipped with the DESMI OptiSave™ energy saving system and OptiPower power quality system for energy savings and maximum performance of their electrical network.

PUMPS FOR FREE

Pumps for Free

DESMI offers a cash flow neutral investment concept for energy saving solutions for shipowners who want to energy optimize their vessels, where the savings are used to pay for the investment.

Scrubber Pumps

Our Super Duplex stainless steel pumps are designed for pumping aggressive chemical liquids in exhaust gas cleaning systems.

Cargo

The NDW pumps from DESMI are energy efficient and well proven for pumping LPG, LEG, chemical and CO₂ tankers.

Fine-Fog™

Fine-Fog™ is a fixed water based fire fighting system for local application, developed to suppress or extinguish fire at an early stage before releasing the total flooding system. Fine-Fog™ is approved by the major recognized classification societies.

Ballast Water Treatment Systems

We are providing fully approved and certified ballast water treatment systems that exceeds the IMO requirements without any need for adding chemicals or additives. Our systems are developed for being easy to operate, effective in any water salinity (salt, brackish or freshwater) or temperature, and they have very low power consumption and low maintenance costs. Simply plug and play, anytime and anywhere.



The key factors in all areas of the process industry are reliability, productivity and performance of the production plant. These are precisely the parameters addressed by the DESMI range of products, systems and services for the industry segment and we are the preferred brand and partner when customers are selecting pumps for the process industry, OEM business, and industrial utility.





INDUSTRY

Examples of Applications:

Chocolate

Half a century of experience in the production of pumps for the chocolate industry and close collaboration with some of the leading producers of plants have resulted in unique pumps that meet the high requirements for careful treatment of chocolate products.

Asphalt & Bitumen

DESMI has a full range of different pumps and matching equipment supporting the handling of bitumen products. Including unique features suited for today's needs and new polymer-based formulations - we have the solution.

Sugar & Molasses

Our pumps are used for pumping different sugar products from cane and beet juice to molasses and finished sugar solutions.

Isocyanate

The leading isocyanate producers are recommending our magdrive pumps as they have been successfully used for a long period of time in many different applications.

Oil Blending

We are one of the leading suppliers to global EPC oil blending projects. Our pumps are used for field gathering, tank circulating, crude oil treating and high-capacity terminal applications.

Soap & Detergent

Special product features are necessary for being a supplier within this field of the industry. We have the products asked for - and a large number of pumps in operation.

Paint & Ink

For decades our pumps have been used in the paint and ink industry - not least thanks to the magnetically coupled design, ensuring less downtime and lower operating costs.

Pulp & Paper

We have the products, the know-how and the field experience necessary to be the first choice supplier of positive displacement pumps for the pulp and paper industry.

Aqua Culture (Fish Farming)

Pumps from DESMI have been used for fish farming for more than 30 years and our knowledge of materials for both fresh and seawater means that you will get highly efficient pumps which can help to reduce production costs throughout the process.

Land-based Sprinkler Systems

Moreover we offer dimensioning and guidance when complete units for fire protection, including electronic control, are supplied. All solutions are in accordance with national as well as international fire-fighting regulations.

Industrial Utility

With many years of knowledge from the utility segment we are capable of supplying an almost complete range of centrifugal pumps for industrial utility applications.

Within all applications we are making dedicated solutions to match the specific requirement.

The oil spill response solutions from DESMI are trusted in the industry. Whether the requirement is for offshore or the shoreline area, the Arctic or Equatorial environment, we continue to deliver proven solutions for all spill conditions at the very best life cycle costs.

DESMI Oil Spill Response offers the complete package of proven oil spill technology.

OIL SPILL RESPONSE





DESMI Oil Spill Response has segmented its markets into operational, climatic and environmental areas. This has focused the equipment design and supply accordingly and created a comprehensive range of proven oil spill solutions.



For offshore operations, DESMI can boast some of the largest booms, recovery systems and temporary storage tanks in the market today. In addition, we can offer controlled or In-Situ burning systems, deployed to such good effect in the BP Deepwater Horizon spill. For the near shore, shoreline and beach environments, the equipment focus shifts to light weight, man portable systems for ease of deployment and recovery.

As the exploration for oil and gas enters areas of greater environmental vulnerability, the need for reliable equipment is double important. DESMI has answered one specific challenge with a range known as the ARCTIC. This is a special tool kit of systems to enable the containment, recovery and storage of hydrocarbons in the Arctic environment.

We also offer a specialist range of skimmers and systems to suit the requirements of industry including in-tank skimming. This equipment is typically manufactured from high nickel alloys to resist severe, sour applications.



Aside from the equipment detailed above, DESMI has a significant range of oil spill recovery vessels (OSRVs). The steel Pollcat boats are available up to 24 metres and are supplied with unique zero velocity 'mop' skimming systems positioned between the catamaran hull. This system allows for the collection of oil at speeds of up to 5 knots and complements other systems such as dispersant spraying. Vessels including aluminum landing craft and rigid inflatable boats complement the DESMI OSRV lineup.

Our equipment is also used in water bodies to deflect and gather floating debris, municipal garbage and plastic articles. Marine and aquatic debris is one of the most widespread solvable pollution problems, plaguing oceans, rivers and lakes around the globe. DESMI is applying its expert knowledge and lengthy record of accomplishment in oil spill recovery to tackle the issue.



The efficient, safe and reliable operation of all this equipment is a requirement of both DESMI and the customer. In this regard, we offer worldwide, comprehensive training and commissioning. This can be offered to internationally recognized accreditation levels including IMO.

Solutions from DESMI Defence & Fuel are highly recognized by armed forces around the world, both Navy, Air Force and Army. Being a supplier of pumps and pumping systems for navy and coast guard, DESMI is a strong and reliable partner with deep roots in the commercial marine sector supplying complete pump packages. Our fuel handling solutions have proven their flexibility and versatility on all continents, both in tropical and arctic conditions.

DEFENCE & FUEL



Based on our well-proven product and dedicated project and engineering team, any navy ship based pumping system can be supplied by DESMI.

Including everything from the biggest shock-proof seawater or fire pump, to the on-deck installed helicopter refuelling systems. Our many years' experience with systems suitable for working in extreme and harsh conditions and environments enables us to provide total liquid management, from project management and systems integration to procurement and logistics planning.

Fuel Handling in Extreme/Harsh Conditions

DESMI offers practical solutions across the full range of fuel handling applications. For use in both the military and commercial sectors, our fuel systems offer proven equipment with reliability and versatility as a key function.

Pump Solutions for Naval and Coast Guard Ships

DESMI has a long history of providing pumping solutions for military applications not least within the naval sector. Client demands for equipment reliability under adverse conditions have made our solutions the choice of many navies, of course up to the highest NATO standards in relation to noise, vibration and shock.



Helicopter Refuelling Systems

To operate a helicopter from the deck of a ship requires availability of fuel for the helicopter. DESMI provides first-class helicopter refuelling systems also in explosion-proof and shock-proof versions. Picture shows helicopter inflight refuelling system (HIFR).

Energy efficient and reliable pump solutions for district heating, combined heat & power, waste-to-energy plants, district cooling, HVAC etc.

High Efficiency Solutions

DESMI is focusing on energy efficient solutions and has a very competitive product portfolio. As an example we are an active partner of the 4th Generation District Heating Research, which focuses on creating optimum energy efficient systems within district heating

Flexibility - Customer Made Solutions

DESMI has an almost complete range of centrifugal pumps for applications up to PN25 and 140°C, where know-how and flexibility are essential in relation to the individual project requirements.

Tried & Tested, Global Solutions

DESMI has produced pumps for more than 140 years and therefore offers "Proven Technology". We have produced pumps for district heating for approx. 90 years. Proven pump technology from Denmark, the country with most know-how in district heating, combined heat & power plants etc.

Examples of Applications:

District Heating

Denmark was one of the first countries in the world to construct district heating networks. DESMI has taken active part in this development and has developed a very strong product portfolio with focus on high energy efficiencies.

Combined Heat & Power Plants

Also in this area Denmark holds a leading position throughout the world - as the plants mentioned are often linked to district heating networks. DESMI is able to provide solutions for a long list of special pump applications in such plants, e.g. for the scrubber cleaning system.

Medium/Larger HVAC

Our scope of pump applications includes HVAC solutions in airports, data centres, skyscrapers, hotels, shopping malls etc. Our offering mainly covers the medium/larger types of pump requirements.



In the utility sector DESMI focuses on energy efficient pump solutions. We provide solutions that reduce the carbon footprint significantly, while at the same time offering financial viable systems.

Our pumps are specifically developed for use with green technologies such as district heating, district cooling, waste-to-energy plants etc.

Power Generation

Over the years, DESMI has supplied solutions for a number of power plant applications around the world e.g. for oil fired power plants in Saudi Arabia and UK, nuclear power plants in China, combined cycle power plants in Lebanon as well as thermal power plants/combined heat & power plants in a number of countries.

Leisure Industry

DESMI's many years of experience with seawater (and chlorinated water) means that we have pump solutions available in bronze alloys, which are very much in demand for larger pools.

Solar District Heating

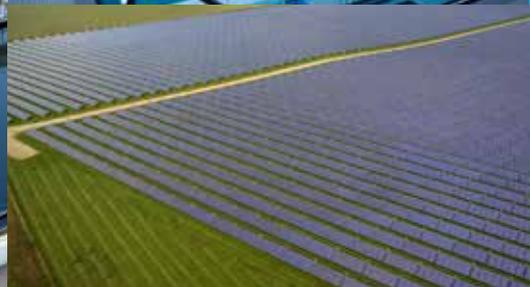
A key component in solar district heating is obviously the solar panels, but energy efficient pumps are also in focus, and our pumps are used for circulation.

Waste Water

DESMI has many years of experience in designing and planning pumping stations, which are essential parts of a sewage system. We use this experience for each project and ensure that our customers are not exposed to unnecessarily high costs, whether it concerns installation, operation or renovation.

Fire Sprinkler Systems

DESMI is providing engineered solutions for fire protection, including control panels etc.



UTILITY

AUTOMATION

Systems delivered by DESMI all have a specific and advanced automation solution and with DESMI you get a solution that increases efficiency, competitiveness and enables you to meet future challenges with a green and sustainable profile.

DESMI offers a wide range of automation solutions developed for both the maritime as well as the industrial segment.

Our product portfolio covers solutions from simple motor starters to advanced PLC based energy saving and power quality solutions.

We have a flexible work force with a core of skilled automation engineers and technicians, who are located globally.

DESMI handles:

- Technical clarification
- Design
- Programming
- Installation
- Commissioning and service

Automation solutions are developed according to specified rules and regulations, UL standard, EN/IEC standard, ATEX/IECex standard and all major marine classification societies.

Our commitment to innovation and hence to developing new automation products for world-wide applications guarantees long-term sustainable company development and therefore a secure future.



CONTRACTING

DESMI Contracting A/S has specialised in international project management and handling of turnkey solutions and projects all over the world. For more than 30 years DESMI Contracting has developed, sold and implemented projects in developing countries and has a reputation for supplying projects on time and to the full satisfaction of the customer.

Our dedicated, competent and experienced project team – supported by local trading partners – is ready to co-operate with our customers during all project phases often leading to longterm relationships. This ensures a successful and sustainable project implementation, regardless of the size of the project.

DESMI Contracting is a project management specialist and the goal is to assist our customers through all phases of a project and to ensure appropriate project financing via:

- Public means
- Export credits
- Banks
- Donations
- Various combinations

DESMI Contracting focuses on projects within utility, education, and health and supports other areas within public supply, energy, infrastructure, and environment

We are experts in:

- General project management
- Needs assessment
- Equipment definition
- Project financing
- World-wide sourcing
- Purchase





QUALITY

100% QUALITY

DESMI products are developed, produced, and marketed under the **ISO 9001** quality certification and satisfy all quality requirements as specified by customers.

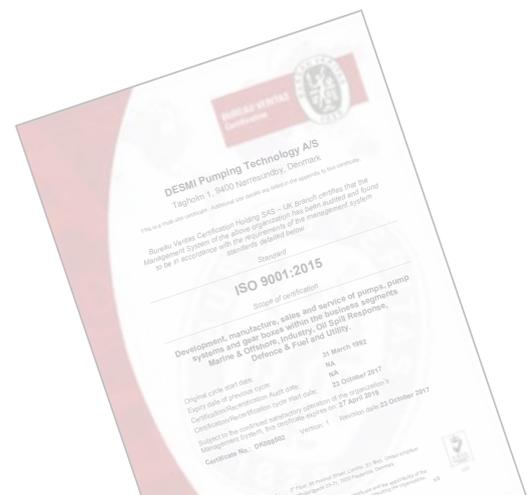
DESMI products are of such a quality that they are considered to be reliable, functional and of a good design.

DESMI products must not be dangerous or in any way be a security risk to the customers/end-users when handled and used correctly. DESMI products are designed in such a way that they comply with existing legal requirements.

Within the shipping industry we deliver a DESMI product appendix to the Ships' Green Passport.

When DESMI performs contract work, the products will be developed and produced in accordance with the same quality instructions that apply to all DESMI products and any supplementary requirements specified by the customer.

The product quality, our ability to adapt, and a high technology level guarantee our customers a partner and a serious problem solver who offers recognised and durable products.



HSE & CSR

DESMI is a socially responsible and conscientious company playing an active role in the local community

Health, Safety & Environment

DESMI ensures a healthy working environment. We care for each employee's physical, mental and social well-being and we are committed to providing safe working conditions in a working environment with contrasting diversity in language and culture.

Our Good Quality is Ensured by our Staff

DESMI's largest asset is our dedicated staff. Their key skills and combined competences ensure that the 'DESMI of the future' will continue to be based on good ethics and healthy values. Customer oriented behaviour, humour and readiness to change are some of our key values.

Corporate Social Responsibility

Image, ethics and conduct, corporate social responsibility, environmental impact and the principles of the UN Global Compact are all integrated in the overall DESMI group strategy as it is our belief that respect for the individual and sustainable products and production must be the basis of continued growth of the DESMI group.

Our best opportunity to improve our impact on the external environment is by developing products and concepts that support a reduction in energy consumption, thus reducing their environmental impact.

Consequently we attach great importance to ensuring that our products are designed, manufactured, used and disposed of in an environmentally sound way.

We will seek to base our work on a corporate social responsibility within all group companies through the boards of these companies, working on ensuring that at any time all companies in the group can implement an environmental certification in accordance with the ISO 14001 standard.



AFTER SALES SERVICE



Our dedicated global DESMI Service Team delivering local service

The DESMI Service Team operates globally and around the clock. We can offer simple advice over the phone or full, on-site maintenance and service programmes.

The team is factory-trained and fully capable of meeting both your technical and practical demands. We have customized programmes to meet specific client requirements and be your partner of choice. DESMI Service Team supports a working culture based on an appropriate respect for health, safety and environmental issues.

In case of emergency breakdowns, we are always able to access our global parts database, sending spare parts or complete pumps 24 / 7 / 365.

Our service includes various concepts and services:

- Genuine spare parts kits
- DESMI 48 - Fast track delivery of pumps
- Technical advice by phone
- Skilled service engineers
- Maintenance agreements
- Etc.

Other services from our team also include:

- Documentation & project engineering
- Applications guidance
- Pump training seminars
- Etc.

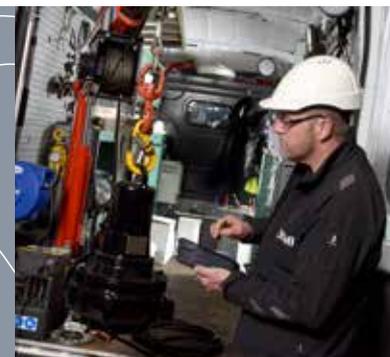
And online you can access our:

- Pump selection programs
- Product videos
- Overhaul videos
- Manuals
- Etc.



Reliability Global Service
Customized Programmes
Online / Phone Support
 On-site Quality **Flexibility**
 Documentation Support
Commissioning & Training

Partnership



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- DESMI Companies
- DESMI Dealers/Agents



The mission of DESMI is to develop, manufacture, sell and service pumps and pumping systems, environmental equipment, and special products related to these areas.

MARINE & OFFSHORE

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