

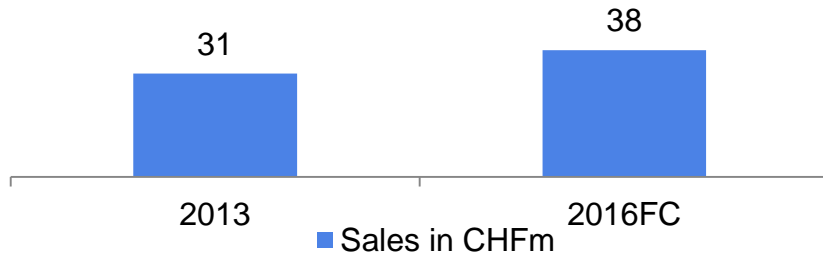


GF Piping Systems – Expand into higher margin businesses

# **The Revolution for Efficient Air-Conditioning**

Joost Geginat, Head of GF Piping Systems  
Technology Day 2016

# Technology Day 2013



Sensors



Piping designed to prevent bacteria growth



Disinfection



Lime Stone Prevention



Big coupler



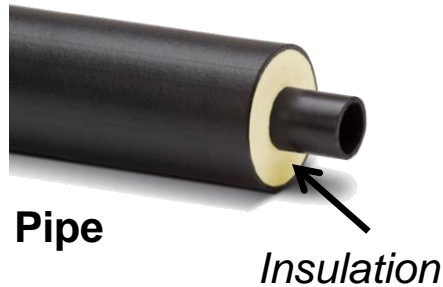
"Cassini" saddle

**Water quality  
in large buildings**

**Safe & secure solutions  
for water distribution**

# COOL-FIT 2.0: the revolution for efficient air-conditioning ...

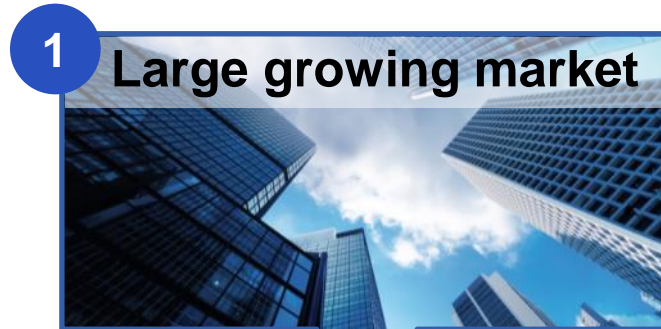
## Pre-insulated complete systems



## Air-Conditioning / commercial buildings



# ... creating a new attractive market segment for GFPS



# Air-conditioning offers a great growth potential ...



# ... specially in commercial buildings



2

**Hotels**



**Offices**



**>30% energy savings  
& longer lifetime**

**Hospitals**



**Shopping centres**



# COOL-FIT 2.0 avoids owners' current issues



Corrosion



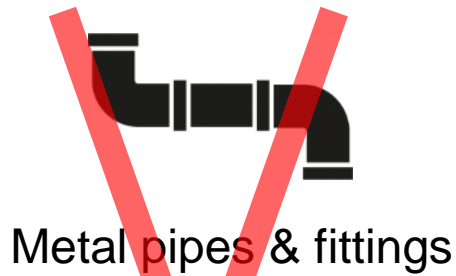
Energy loss



# 50% faster installation time



## Traditional systems



3

## 3 activities reduced to 1





# A new business well protected by high entry barriers

4



→ High investment cost



→ Relationships to installers & planners



Patents protect tools & fittings



Experience in manufacturing & plastics

# We are well prepared with a promising order pipeline



## Promotion

Brochures, landing page, videos...



## Dedicated sales team

Customer face time, exhibitions, events...



## Recently won projects



# Further potential in markets with similar customer needs



## Cooling of data centers

*Recently won projects in UK, India, Belgium, Germany, Netherlands...*

Data centers world-wide growing at 15% p.a.



## **COOL-FIT 2.0: The Revolution for Efficient Air-Conditioning**

**Jens Frisenborg**, Head of BU Industry & Utility