

ENGINEERING
TOMORROW



PLUS+1

Ecosystem for embedded system innovation



Danfoss at a glance

ENGINEERING
TOMORROW



Key facts

Factories (in 20 countries)

61

Employees

23,400

Number of countries in
which our products are sold

100

Patent families

1,381

Total net sales bn DKK

38.0

R&D spent of total sales

4.2%

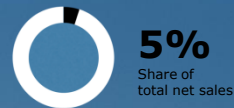
North America

12 factories
Sales companies in 2 countries
3,406 employees



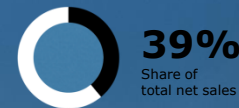
Latin America

3 factories
Sales companies in 5 countries
1,203 employees



Western Europe

20 factories
Sales companies in 17 countries
9,536 employees



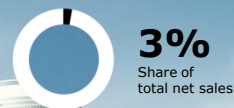
Eastern Europe

12 factories
Sales companies in 12 countries
3,908 employees



Africa-Middle East

1 factory
Sales companies in 3 countries
195 employees



Asia-Pacific

13 factories
Sales companies in 11 countries
5,172 employees



Danfoss Growth Themes



Infrastructure



Food



Energy



Climate

Core & Clear focus areas



Core & Clear



Free & Agile

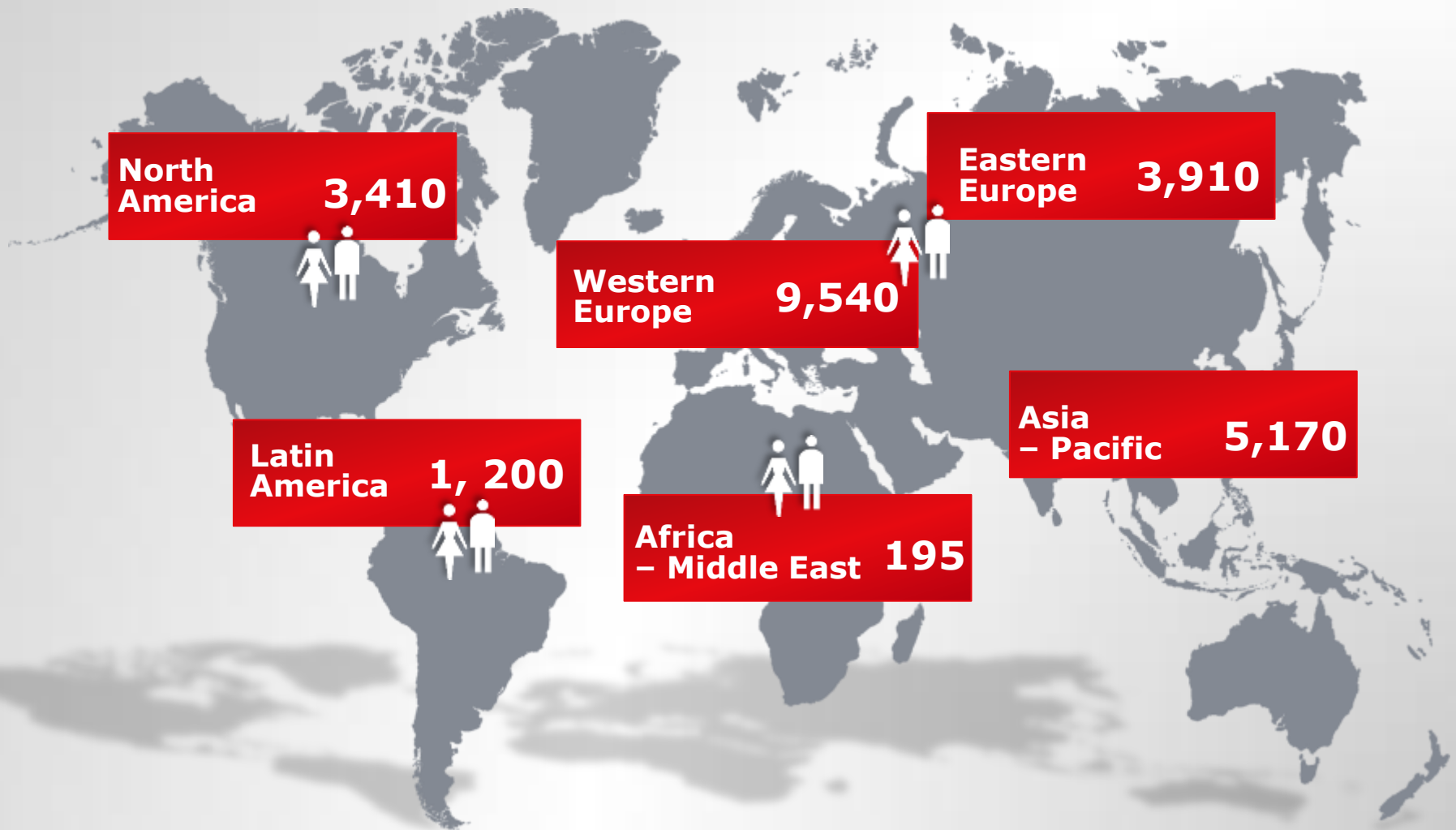


Passion &
Performance

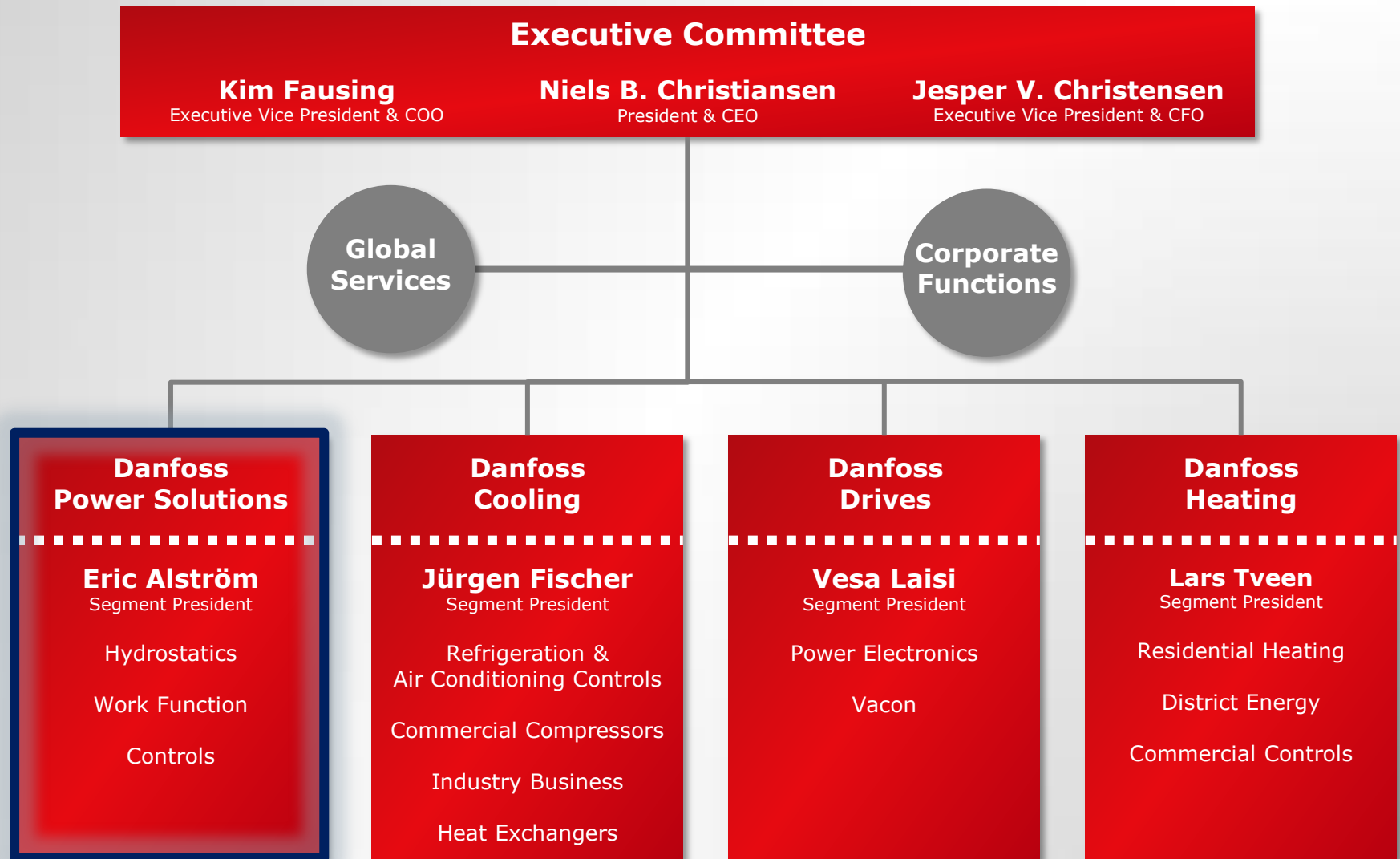


Customer &
Innovation

Employees worldwide



Business structure in the Danfoss Group



Danfoss Power Solutions facts

Sales - 2015 11,600m DKK / 1,720m USD

Employees~7,000*

Worldwide sales more than 80 countries

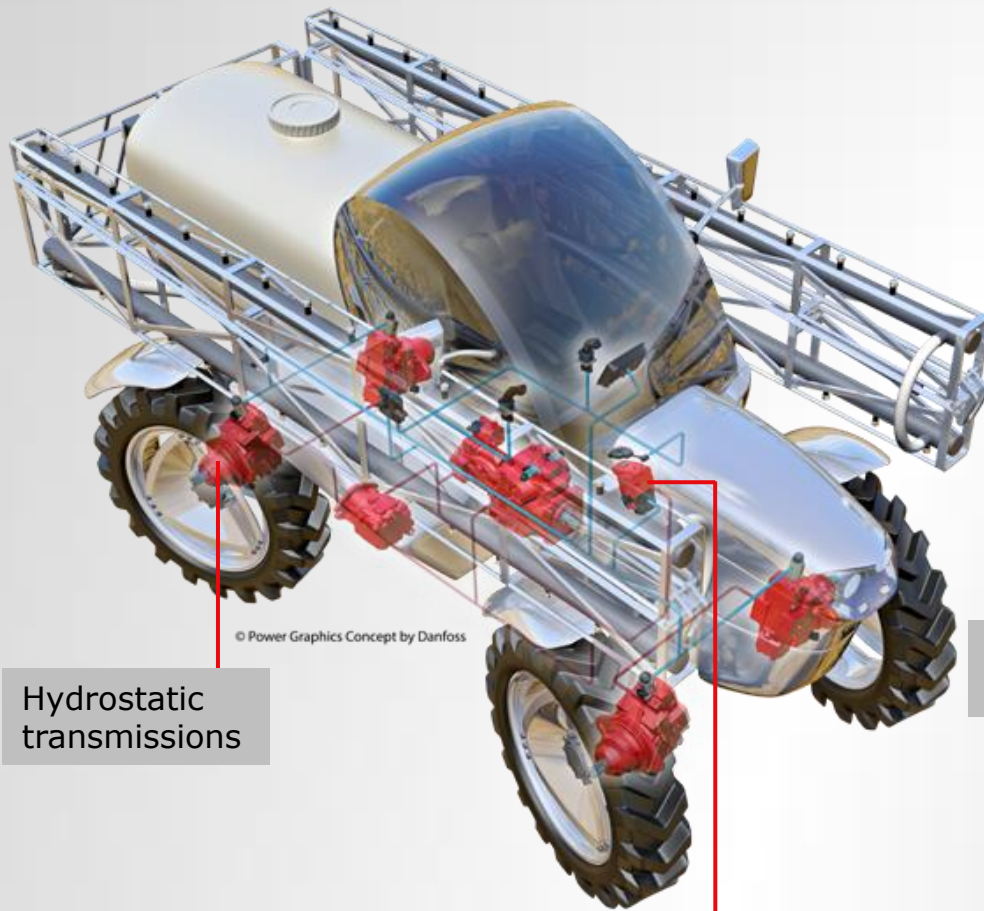
Sales companies in 17 countries

Factories 20 in 10 countries

Top three markets USA, Europe and China

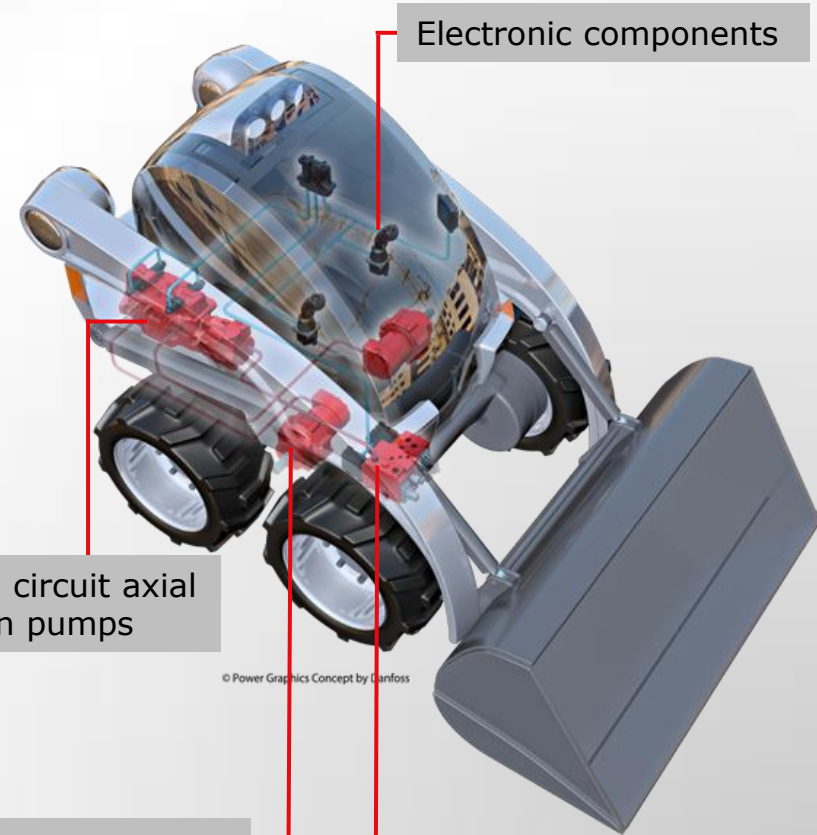
* Including temps

Solutions to help customers control and deliver power in their applications



Hydrostatic transmissions

Steering solutions



Electronic components

Open circuit axial piston pumps

Orbital motors

Proportional Valve Groups

Market segments

Off-highway mobile market



Agriculture



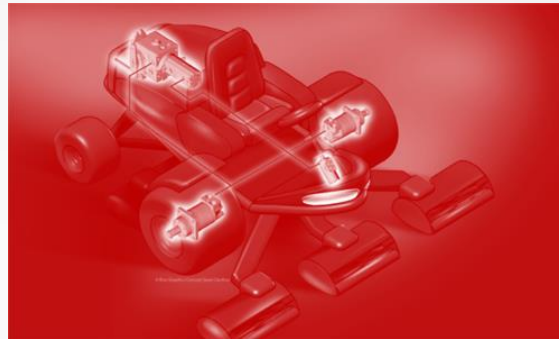
Construction



Material handling



Road building



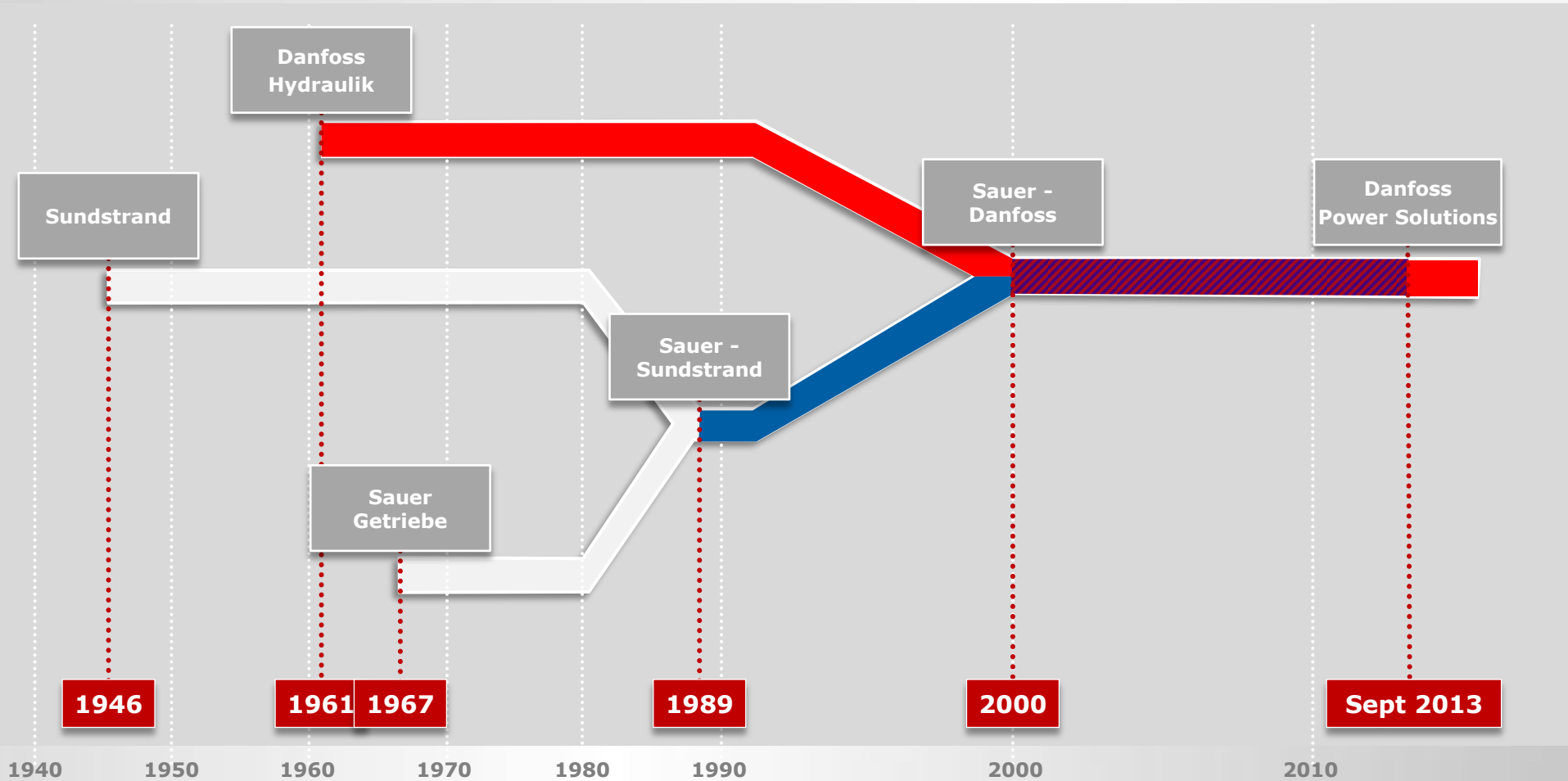
Turf care



Specialty

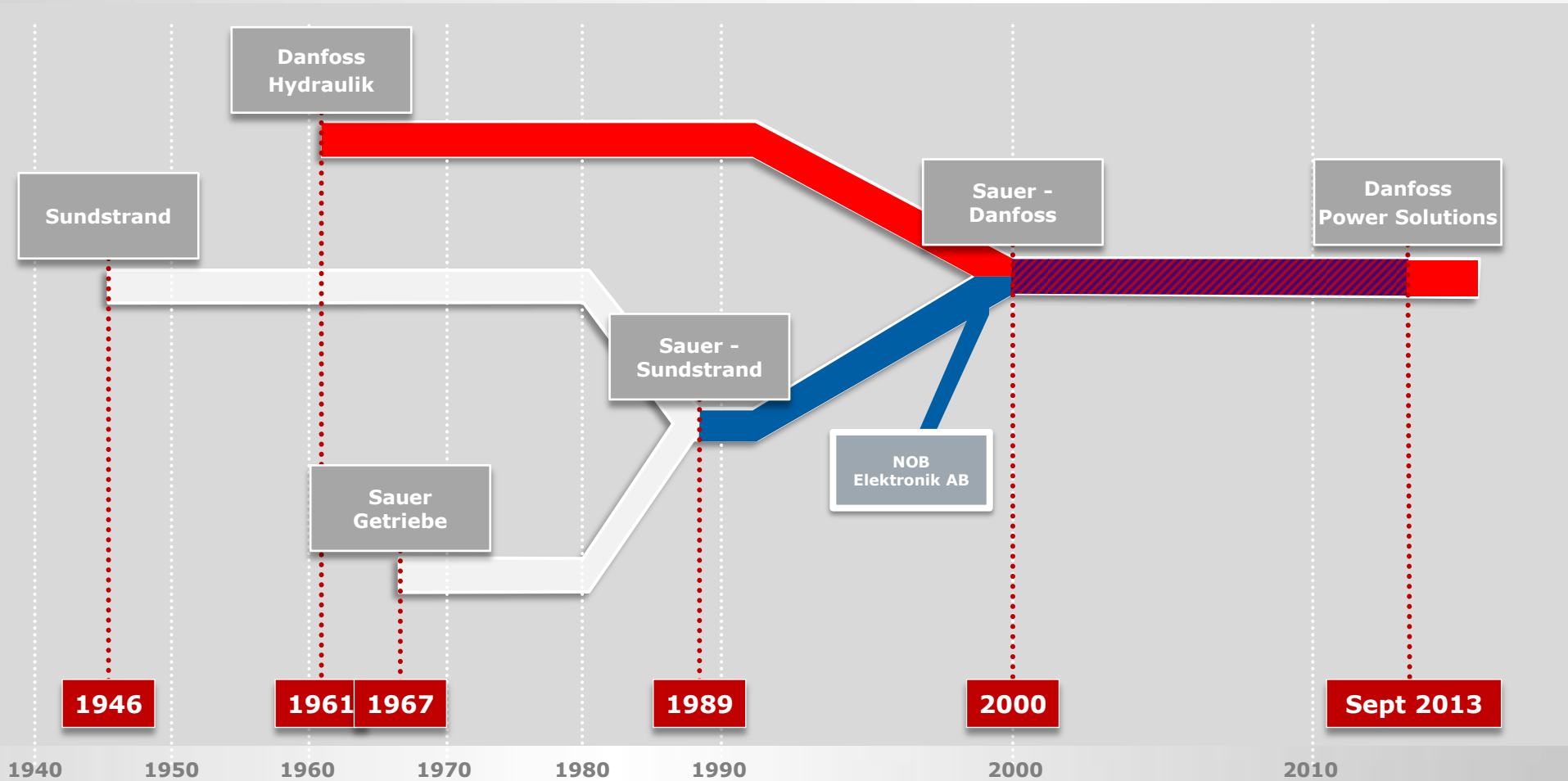
Our history in hydraulics

Strong roots



Our history in hydraulics

Strong roots



Danfoss Power Solutions AB

Älmhult



Software Solution Services
Electronic Components
Sales & Marketing
~25 people

History

1985 Founded as NOB Elektronik AB to produce electronics for electric heating products

2000 January, NOB acquired by Sauer-Sundstrand

Solna

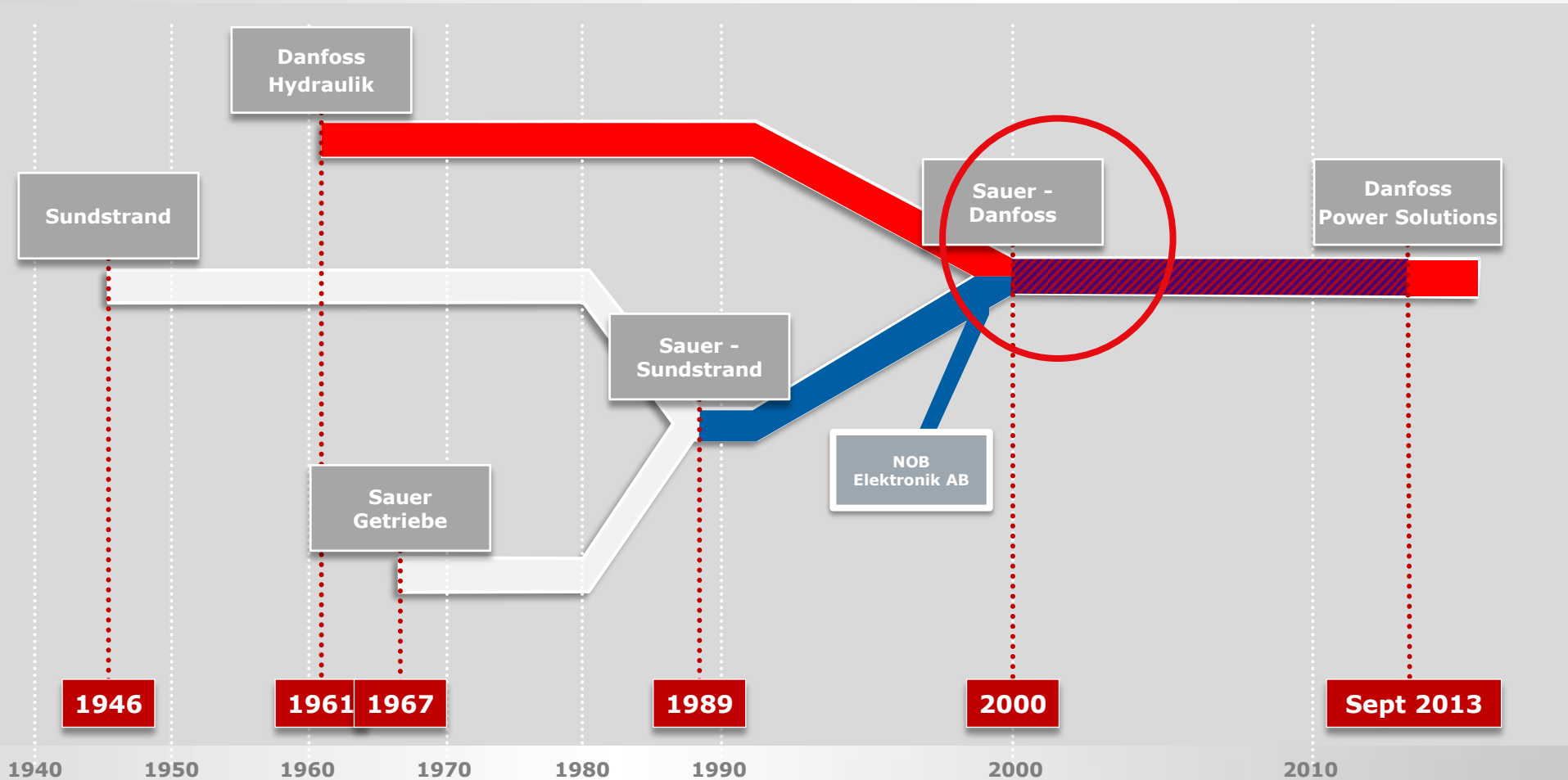


Sales & Marketing
PVG
Turolla

~10 people

Strong roots but

- a diverse product portfolio
- business at risk because we couldn't provide software solutions fast enough, and it had to be done all in-house.





A Solution to lack of speed in innovation

- The 11 September 2001 leadership decided to create a new Hardware and Software platform
- A global project was started with resources from Minneapolis, Neumunster and Älmhult.
- PLUS+1 was released at BAUMA Germany 1 April 2004.
- PLUS+1 provided a global and standardized product portfolio

Mobile electronic components and systems

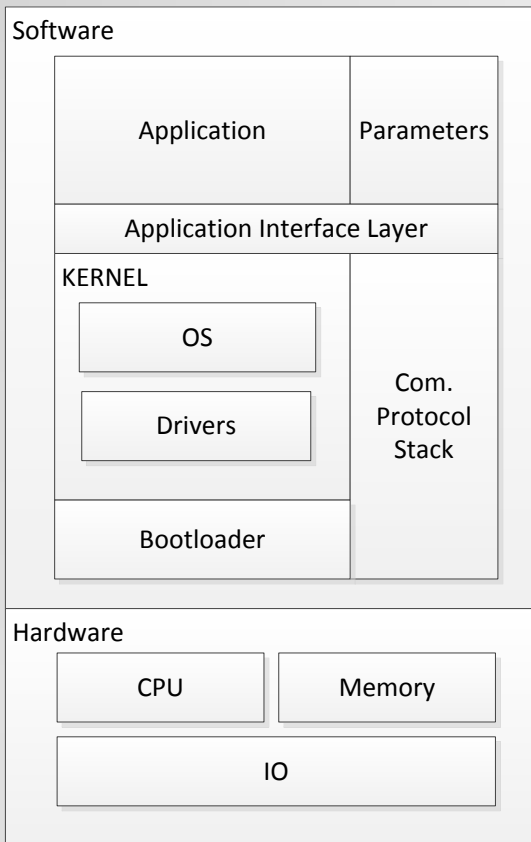


- Powerful, proven solutions for reducing costs and bringing machines to market faster:
The PLUS+1® concept of PLUS+1 microcontrollers, the PLUS+1 GUIDE software platform of PLUS+1 application blocks, and an extensive portfolio of PLUS+1 compliant products
- In addition, we provide an array of electronic components – including software, joysticks, PLUS+1 microcontrollers, sensors, graphical terminals and GPS technology

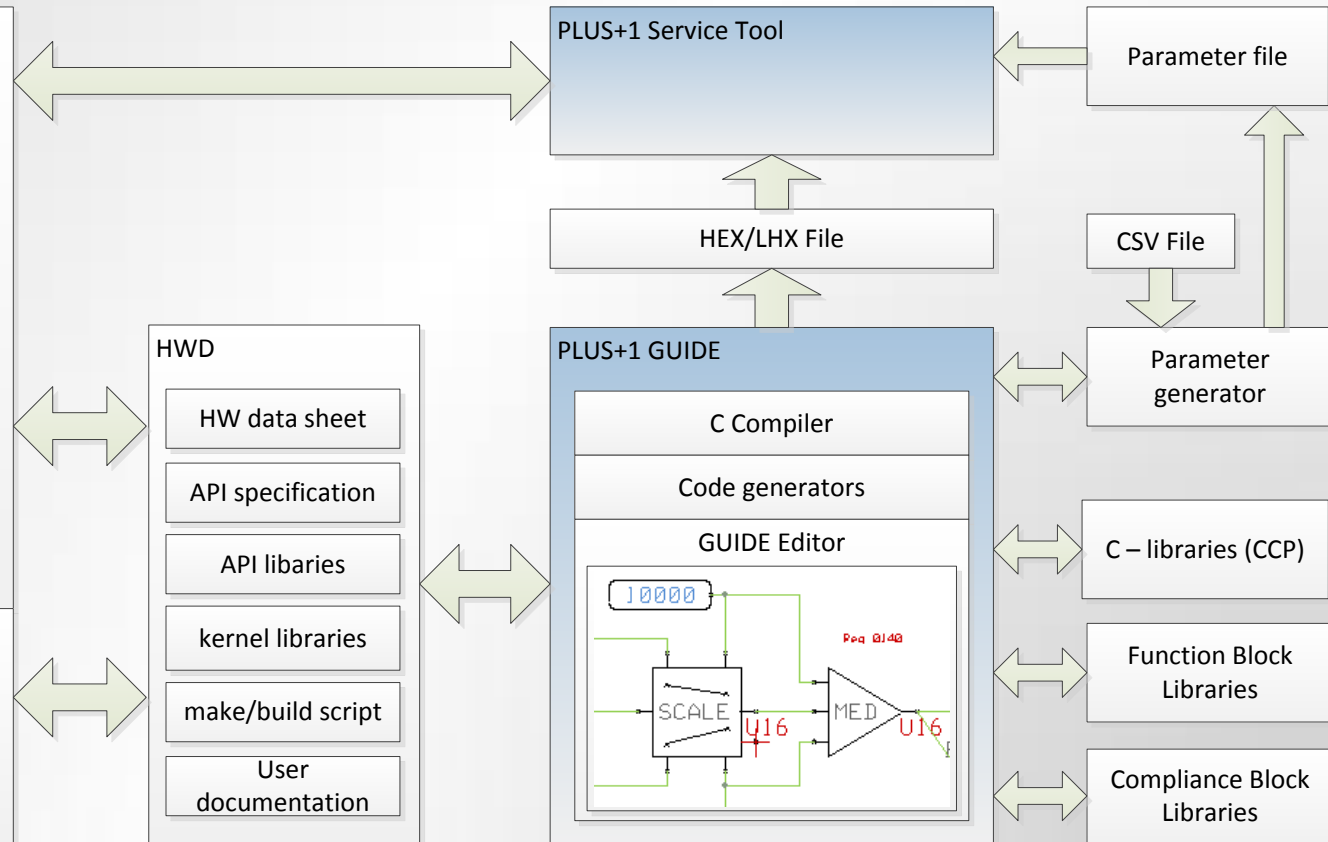
PLUS+1 Platform Architecture

"PLUS+1 Toolbox"

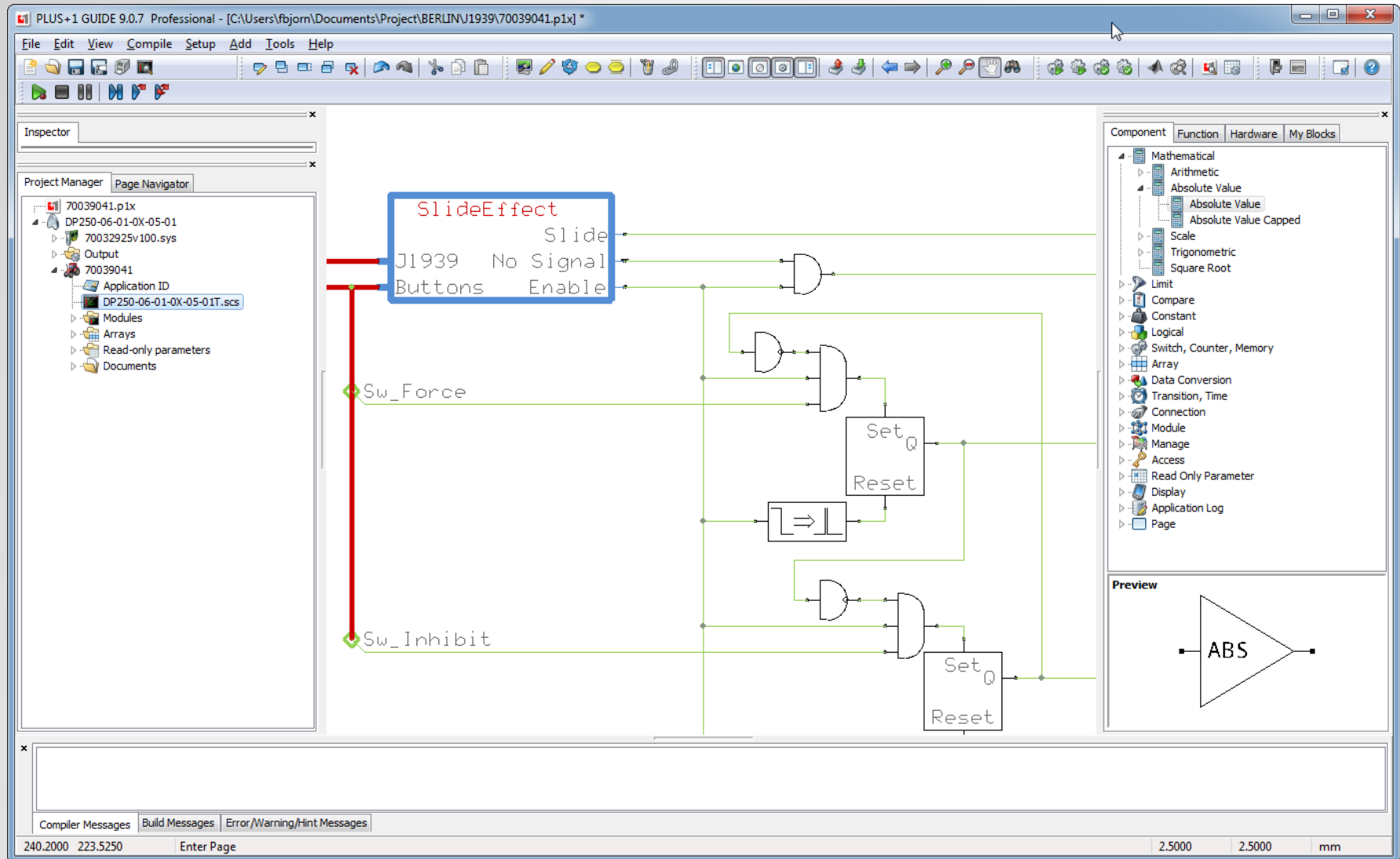
PLUS+1 Hardware



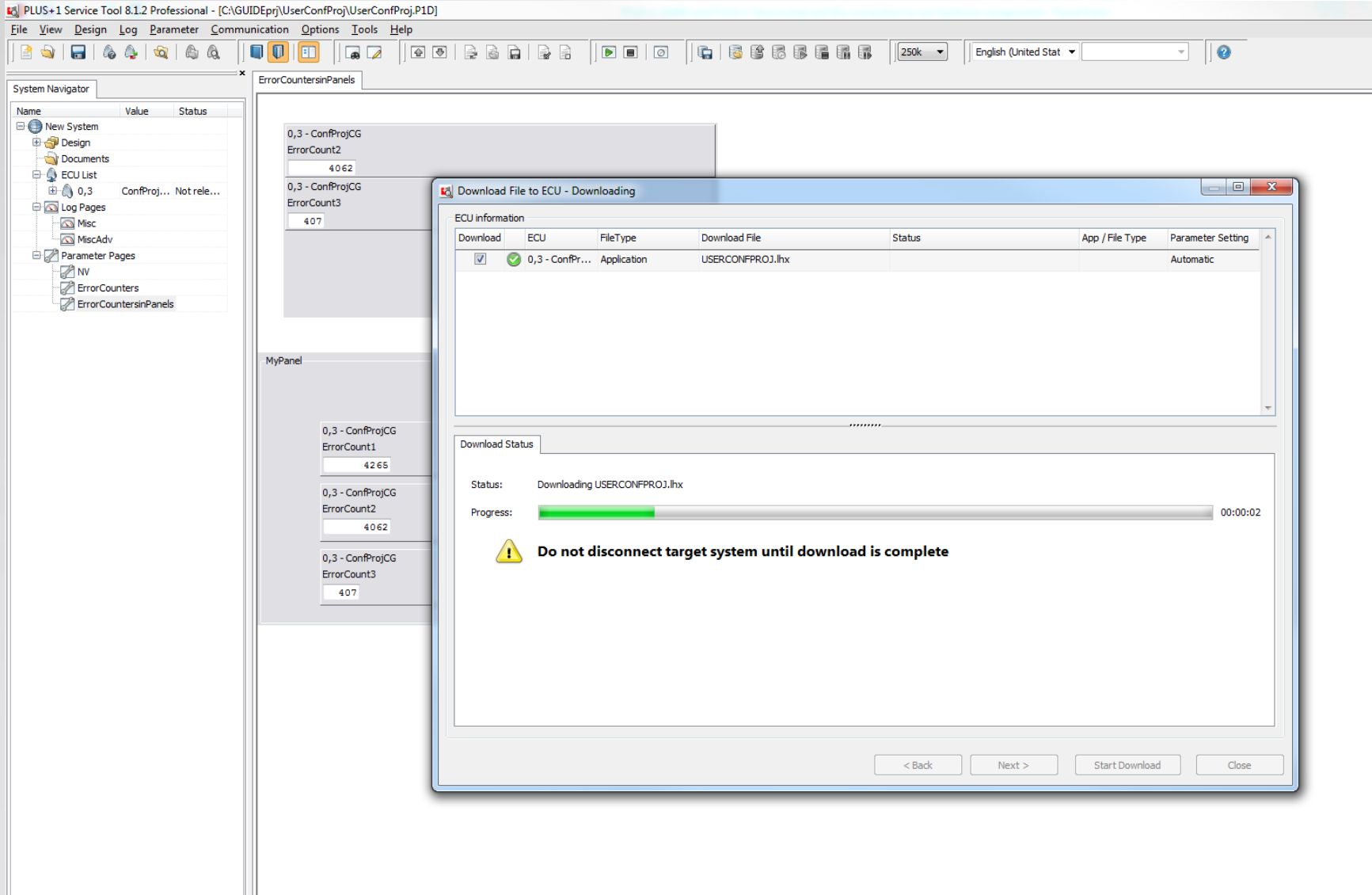
PLUS+1 Tools



PLUS+1 GUIDE SW Development tool



PLUS+1 GUIDE Service tool

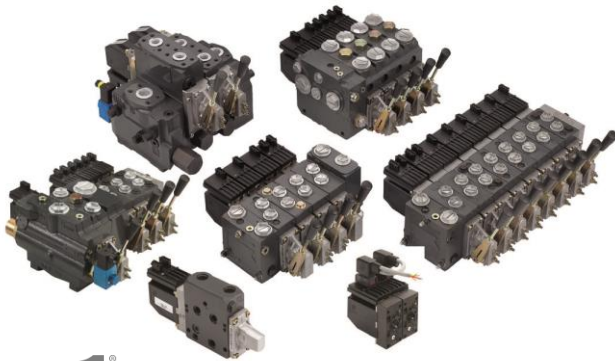


Hydrostatics



- Proven performance – exceptional efficiency
- Solutions for low-, medium- and high-power applications
 - single and dual-path propulsion drives
 - closed-loop auxiliary transmissions
- Best-in-class axial piston variable displacement pumps
 - SIL 2 certified automotive control (H1 AC)
 - numerous innovative solutions that address exactly the challenges and needs of our customers' machines

PVG proportional valves



- Efficient performance – precise operation
- Reliable and modular in concept, our valve solutions are highly flexible and can be designed to meet practically any application need
- Load sensing, electrically controlled, and load independent proportional valves
- Providing smooth machine control day after day, customers can count on them to perform the toughest task with maximum control

Steering components and systems



- Precise and comfortable control
- Reliable and safe solutions
- Product range:
 - Standard and electrohydraulic steering units
 - Mini steering units
 - Priority valves
 - Dedicated steering sensor
 - Flow amplifiers
- State-of-the-art steering systems that interface with the leading GPS suppliers in the market

Orbital motors



- Efficient power delivery – over the entire life cycle
- The broadest orbital motor range on the market – and the safest bet for quality, durability, efficiency and reliability
- Our three series are tailored for medium- to heavy-duty tasks:
 - T-series – the highest torque
 - O-series – the flexible choice
 - V-series – the core solution
- High precision and controllability with our PLUS+1® Compliant EMD speed sensor

Bringing machines to market faster



- Complete steering, propel, work, and control function systems
- Speeding up system development to bring vehicles to market faster
- PLUS+1[®] platform:
 - allows customers to rapidly develop and customize electronic machine control
 - with a growing portfolio of PLUS+1 compliant products, PLUS+1 means customers simply Plug and Perform[®]

Typical customers and applications



CLAAS

CATERPILLAR®

Atlas Copco

SP

KALMAR

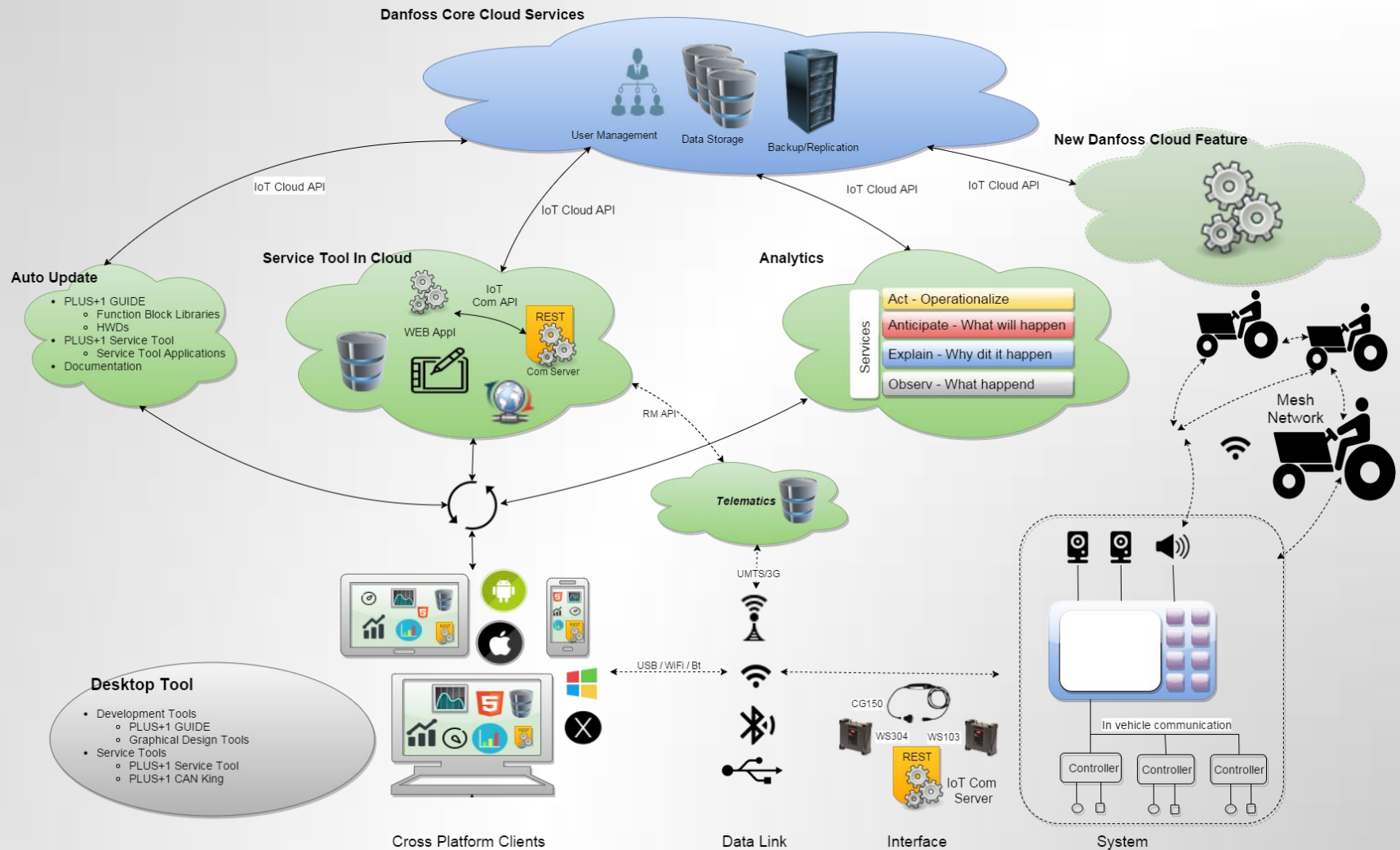
KOMATSU

JOHN DEERE

STIGA

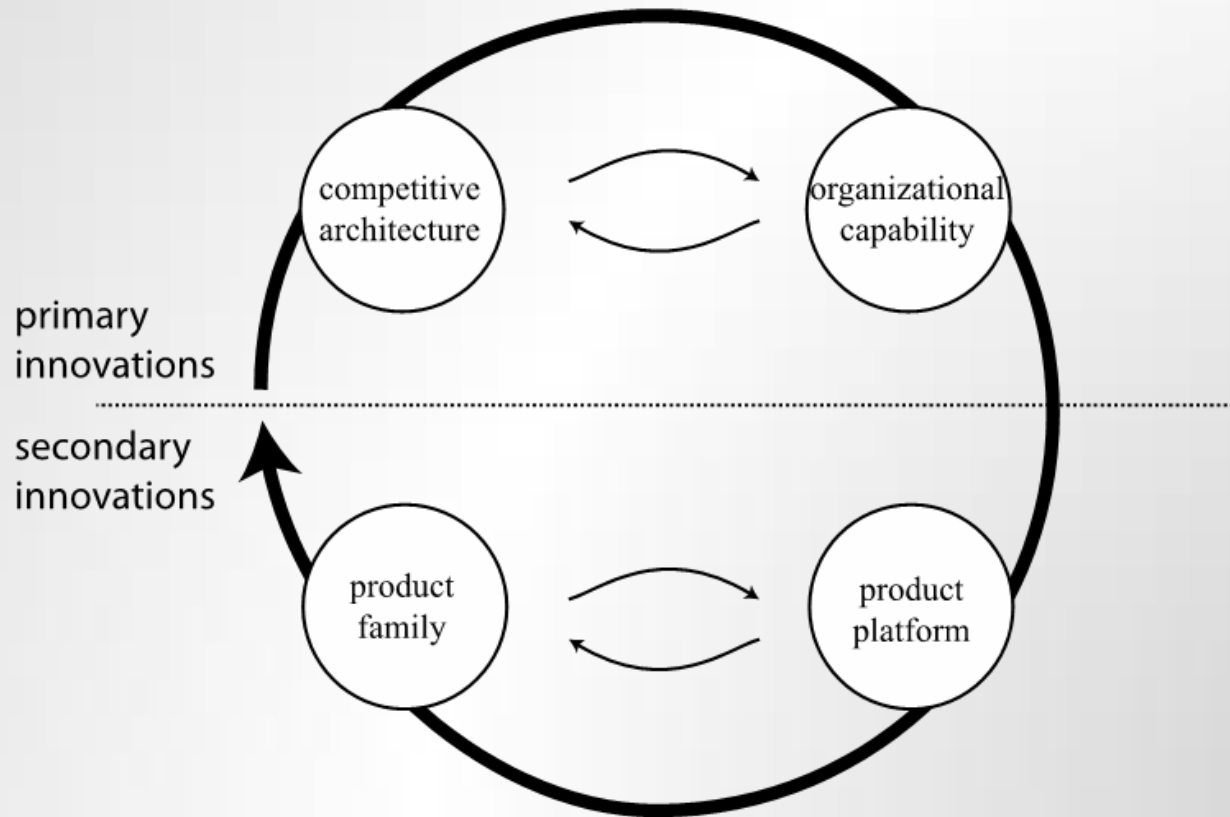
LIEBHERR

Danfoss Cloud Services



Next step

- PLUS+1 as a platform for Functions and Services





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