

ENGINEERING  
TOMORROW

*Danfoss*

Danfoss Power Solutions  
Your **strongest partner**  
in mobile hydraulics



[powersolutions.danfoss.com](http://powersolutions.danfoss.com)

# The power we need to build the future

CHANGE. It is an ever-present force in our modern world. A variety of forces working independently to reshape our global economy, our world's population, and the very shape of our planet.

Keeping up with these changes requires powerful tools. Tools that push, pull, propel, lift, and haul with the precision and efficiency only hydraulics can provide.

Danfoss Power Solutions - a world-class provider of mobile hydraulics for the construction, agriculture, and other off-highway vehicle markets - is a segment of the Danfoss Group and provides the power our changing world needs to thrive.

Overall, Danfoss is a global leader focused on energy-efficient solutions. Serving the world with a wide range of products, Danfoss offers air conditioning and cooling, heating, electric motor controls, energy alternatives such as solar and wind power, and mobile machinery solutions. These solutions are typically sold to original equipment manufacturers, wholesalers, contractors, and installers worldwide.





**7 billion**

people in the world  
- and counting - rely  
on mobile hydraulics  
to power our  
changing world

# A partner you can build with

**You'll be in trustworthy hands when you team up with our experts. We are committed to bringing you the best, most innovative solutions that will build results long into the future.**

## **Improving with your needs**

Your constantly changing needs are our top priority. You need innovative and improved ideas to stay ahead of the world's demands. That's why we look to you for feedback. You help us grow and improve to better serve you long into the future. When you need solutions closer to home, we've expanded and moved our operations closer to you. When you need the newest solutions and the best experts, we've hired and implemented talent planning and leadership programs. To keep you successful, we continuously look for ways to add new talent and ideas throughout our organization. We maximize our efficiency and maintain strong accountability, alignment, and action to better serve your needs, as well as those of our modern world.

## **Quality you can trust, time after time**

The role you provide for our modern world requires consistent, world-class quality. At Danfoss we hold a high standard with each of our products. They must pass through exacting processes and controls to ensure we deliver the quality you need - and deserve.

## **Your friendly expert**

You need hydraulic components and electronic controls to power and propel your equipment to build our modern world. But there's more. You also need support you can go to. Danfoss strives to be that "friendly expert" - technical and professional, yet very approachable.

# 6 out of 10

people will live in cities by 2025 requiring hydraulics and electronics to enhance construction equipment to clear land, build roads, construct buildings, and deliver solutions



### **A world of applications**

When you look inside today's cutting-edge equipment, you'll find Danfoss. Our components are used in a wide range of vehicles within every industry, including construction, agriculture, road building, material handling, turf care, specialty equipment, and more.

### **Product lines**

Hydraulic pumps and motors  
Proportional valves  
Electronics  
Steering components  
Orbital motors

**158%**

increase in farm output  
since 1948 thanks to  
help from hydraulically  
and electronically  
enhanced agricultural  
machinery



# PRODUCTS

## Know-How in Motion<sup>®</sup>

You see the results of our work around you. Think about the office buildings you work in, the bridges you cross, and the fields of grain that supply your food. It is vital that the machines we use to improve our modern world have the ability to be effectively controlled with every function, from basic vehicle movement to complex work tasks. The equipment you use can be optimized with Danfoss hydraulic systems, including controlling electronics and software.



**PLUS+1<sup>®</sup>**  
control systems provide manufacturers a faster and easier way of customizing controls for machines

### Your strongest partner in mobile hydraulics

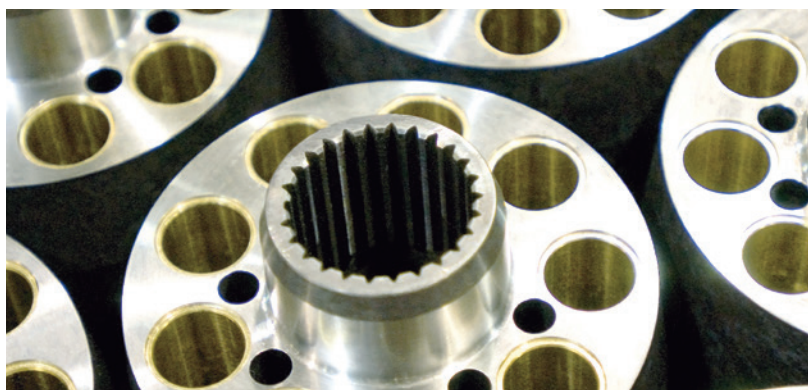
Hydraulics move fluid power to various areas of a machine to make it move. The strength of hydraulic power literally multiplies the capacity of work that machinery is able to do. In fact, year after year, the application of hydraulics continues to grow - providing a powerful go-to solution for design engineers. And with greater power comes greater results. With a tradition of know-how spanning more than 50 years, Danfoss helps manufacturers achieve superior efficiency through superior hydraulic component design and electronic controls.

### Cutting-edge electronics

Increased engine efficiency, decreased power loss, and reduced emissions are more important than ever in modern machines. Danfoss supplies the latest electronics (including joysticks and sensors) and software to make your job easier. It gets even simpler with our innovative PLUS+1<sup>®</sup> control systems that provide you an easier way of customizing controls for your machines.

### "I didn't know hydraulics could do that."

You'll find solutions at work in surprising ways. They're in snow groomers that prepare ski runs. They're part of harvesters that collect tomatoes, beets, potatoes, and carrots. And they're bringing in the day's catch on fishing trawlers. Through a blend of hydraulics and electronics, Danfoss is proud to supply much of the power that today's machines use to efficiently build our world, feed the planet, and enrich our lives.





## Urbanization

of our world's population drives the need for increasing numbers of bigger, stronger, and more efficient mobile machinery



# HISTORY

## Global from the start

Many organizations operate globally today as a result of recent macro-economic trends. At Danfoss, our worldwide operations have always been part of who we are.

Today's Danfoss Power Solutions is the result of three pioneering companies - Sundstrand in the U.S., Sauer Getriebe in Germany, and Danfoss Fluid Power in Denmark. Over the years, Sauer-Sundstrand formed a joint venture, and in 2000 merged with Danfoss Fluid Power to become Sauer-Danfoss. In 2013, Danfoss bought the remaining outstanding shares of Sauer-Danfoss. The company then changed its name to Danfoss Power Solutions, a segment of the Danfoss Group.

Through our history, we've developed a groundbreaking product legacy, originating the hydrostatic transmission, as well as creating orbital motors and steering units. We were also the first to introduce load-sensing proportional valves, and the first to control them electronically. Today, seamless integration of electronics and hydraulics is key to our business - and yours.



FROM



TO



**24,000**

**employees globally**

**in the Danfoss Group  
strive to find solutions  
that assist in making  
modern living possible**

## We can make a difference

The work you do makes a difference in the world around us. We are proud to be part of that difference. To continue to take part in the important work you do around the globe, Danfoss moves forward with a spirit of continual renewal. We're proud to say, "It's always a new day at Danfoss." And to meet all of your needs, we are more focused and agile than ever.

Just as you adapt to the ever-changing needs of the world, Danfoss adapts to your ever-changing needs. We live in a continuous learning environment driven to think ahead and to be our best. We are always on the lookout for opportunities to renew our approach - adding new talent to our organization, developing increasingly efficient processes, being flexible, and adapting with you.

We know you expect true quality, innovation, and a unique customer experience. We are committed to delivering that. Every day we challenge and reshape ourselves to drive true customer satisfaction and solutions within Danfoss Power Solutions - and exceed your expectations.





**6,400**

**employees globally**

**in Danfoss Power Solutions  
are committed to being your  
strongest partner in mobile  
hydraulics**

# Our business strategy for success

## **There are many ways we measure and pursue success at Danfoss.**

One is by consistently achieving and maintaining our strong market leadership position related to our competition in our core businesses. Each day, we work to build on our solid partnerships - and achieve an even stronger position in the markets we serve to better serve you. Leadership begins with listening. Customer perception studies provide valuable input during our strategy and product development efforts. We work with customers to optimize machines and test them in real-world conditions.

Another sign of our success occurs at the individual level - when you receive a unique customer experience and build meaningful relationships with those who serve you. This happens when our partners achieve results they could not have experienced elsewhere. This spirit of service occurs through our sales channels each day. And it continues to grow, as we continually add new ways for you to get the assistance and information you need - when you need it.

Everything we do helps us work toward our goal of continuous, strong financial performance. This is a natural result of overall performance, sound business practices, and an aligned vision. By being customer-focused, an employer of choice, forward-thinking, and responsive, we'll continue to add bottom-line results.





**\$6 trillion**

is needed in new  
infrastructure to  
meet emerging  
nations' basic needs



**56 factory  
& 51 sales**

locations in the entire  
Danfoss Group around  
the world to better meet  
your needs

**20 factory  
& 28 sales**

locations in Danfoss  
Power Solutions around  
the world to serve our  
customers at a local level

# PARTNERSHIP


## How we work with our customers

**We're committed to being your strongest partner. How? By serving our partners where they are - in more ways than one.**

First, we go where our customers are - literally. For example, many of those we serve are in diverse locations all over the world. As a result, we are, too - with regional offices, production plants, committed distribution partners, and other facilities that deliver solutions on time - in your "neighborhood." Our expanding presence in China is just one example.

Second, we position ourselves to meet our customers where their needs are. We know that a key to our success is understanding and solving customer needs - just like the advances we made to allow large equipment manufacturers to more easily use our system development software. Our long-standing relationships and strategic partnerships with original equipment manufacturers keep us in tune with their challenges.





**30**  
billion tons

of carbon dioxide  
enter our air each year.  
Danfoss strives to be an  
environmental leader  
wherever we do business





# Solutions come first

We put our industry-leading know-how in motion, focusing on our strengths in mobile hydraulics. With decades of applications expertise and experience, we know how to truly be a partner that listens - to understand your unique needs, and then create custom solutions with new or existing products. For example, our engineering departments are dedicated to finding optimum system designs and solutions - using the latest tools to calculate, simulate, create, and test new advances.

Part of this process involves adapting and bending technology to meet specific needs. And we do it with ever-increasing efficiency and control. In this way, we allow you to differentiate your offerings. We become a resource you can use as it makes sense for your applications - applying our expertise and knowledge to create the greatest value for your end users. After all, when you succeed, we succeed.

## **Creating the future**

We face the constant challenge of changing with the growing world. We try to equip you for that challenge by developing the next generation of solutions to meet those needs before they are even here. To achieve that, we partner with original equipment manufacturers - working closely with their engineering departments to create future solutions, and in turn, maintaining proprietary development for our customers. We continue to work on our next generation of digital hydraulics - knowing that our core technology will serve you well into the future.

## **Procuring results**

You rely on us for quality and on-time delivery. That's why we believe global sourcing is essential for our joint successes. This connects us with new talents and ideas that fuel collaboration and growth. We build for the future by using only the best suppliers who pass our certification requirements. We also work with them to implement global supplier standards, and we provide suppliers with comparative performance feedback to continually strengthen the relationship.

## **Smart doesn't equal complex**

Delivering unmatched value is our goal. We believe in creating smart solutions that cut out as much complexity and inefficiency as possible. By arriving at streamlined solutions, we can achieve outstanding results for not only our business, but also yours.

## **Adding value through innovation**

We learn from the lessons and breakthroughs of the past. Drawing on this experience allows us to create solutions on time and within budget. In this way, our energy is focused on adding value through innovation.

# Meet our leadership team



Eric Alström  
President & CEO



Daniel Winter  
Senior Vice President,  
Finance



Marc Weston  
Senior Vice President  
& CMO

## BRIEF HISTORY

Danfoss founder  
Mads Clausen  
begins business with  
annual sales of 466  
expansion valves for  
refrigeration systems

1933

Danfoss produces  
first hydraulic  
product based on a  
license agreement  
with Charlynn, USA

1961

1946

Sundstrand  
Machine Tools  
begins business  
and Sundstrand  
Hydro-Transmission  
is founded in 1961.

1969

Sauer Getriebe  
is formed,  
originating from  
Hydromechanik  
Maschinenbau,  
which was  
established in  
the 1950s

## DANFOSS POWER SOLUTIONS

### Partnering in new ways

Danfoss Power Solutions works within the greater Danfoss Group to provide hydrostatics, work function, controls, and standalone solutions.





Thomas Kaiser  
President  
Hydrostatics Division



Domenico Traverso  
President  
Work Function Division



Henrik V. Jørgensen  
President  
Controls Division



Sandy Miller  
Vice President,  
Human Resources

Sauer Getriebe and Sundstrand Hydro-Transmission merge into the Sundstrand-Sauer company, but changes name in 1989 to Sauer-Sundstrand after sale of all interests to Sauer

1986

Sauer-Sundstrand and Danfoss Fluid Power merge; business is established as Sauer-Danfoss

2000

Sauer-Danfoss adjusts its business structure to establish four business areas under own brands

2010

1998

Sauer Inc. goes public on the New York (NYSE) and Frankfurt stock exchanges, and Danfoss Fluid Power is established as an independent company of the Danfoss Group

2009

Danfoss acquires in two steps all shares held by Sauer, giving it controlling interest and 76% ownership of Sauer-Danfoss

2013

In April, Danfoss acquires all outstanding shares of Sauer-Danfoss and becomes 100% owner; in September, Sauer-Danfoss changes its name to Danfoss and operates as the Danfoss Power Solutions business segment within the Danfoss Group



# A World of Opportunity

## Times may change. Our commitment to you won't.

New trends, needs, and technologies will continue to provide new opportunities. Whether you are one of our customers, suppliers, or employees, we look forward to working with you as your strongest partner for the future.

### Contact us

Ready to work with you

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