

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 May 2014 DESMI received the Danish Export Association's Net Member award for a number of reasons; very quick implementation of an innovative business concept; high growth in export turnover and strong networking, both in the Danish Export Association, the Blue Denmark, and internationally.

Back in 2011 DESMI was awarded the prize Entrepreneur of the Year in Denmark. The jury found that DESMI is a shining example of a business that has shown 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 and perseverance. These factors are vital in the daily work and, combined with our overall strategies, the parameters that 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 or contracting activities. This is recognized by businesses all over the world in any of the more than 100 countries where our systems are operating and we base our development and solutions on our customers' needs.

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. That is our mission and we are pleased to serve you.



Henrik Sørensen, CEO

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, functional and durable.

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, CO₂ emission and a good working environment.

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Danish Export Association's Net Member Award 2014:

In connection with the celebration of our 180th anniversary, we received the Danish Export Association's Net Member award presented by Mr. Ulrich Ritsing, Chairman of the Association, at a reception at our premises in Nørresundby, Denmark.

Mr. Ulrich Ritsing stated that DESMI received the award for a number of reasons:

- *Very quick implementation of an innovative business concept*
- *High growth in export turnover*
- *Strong networking, both in the Danish Export Association, the Blue Denmark, and internationally*



ABOUT DESMI

DESMI has specialised in the development, manufacture, sale and service of pump solutions for marine, industry, oil spill combating, 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.

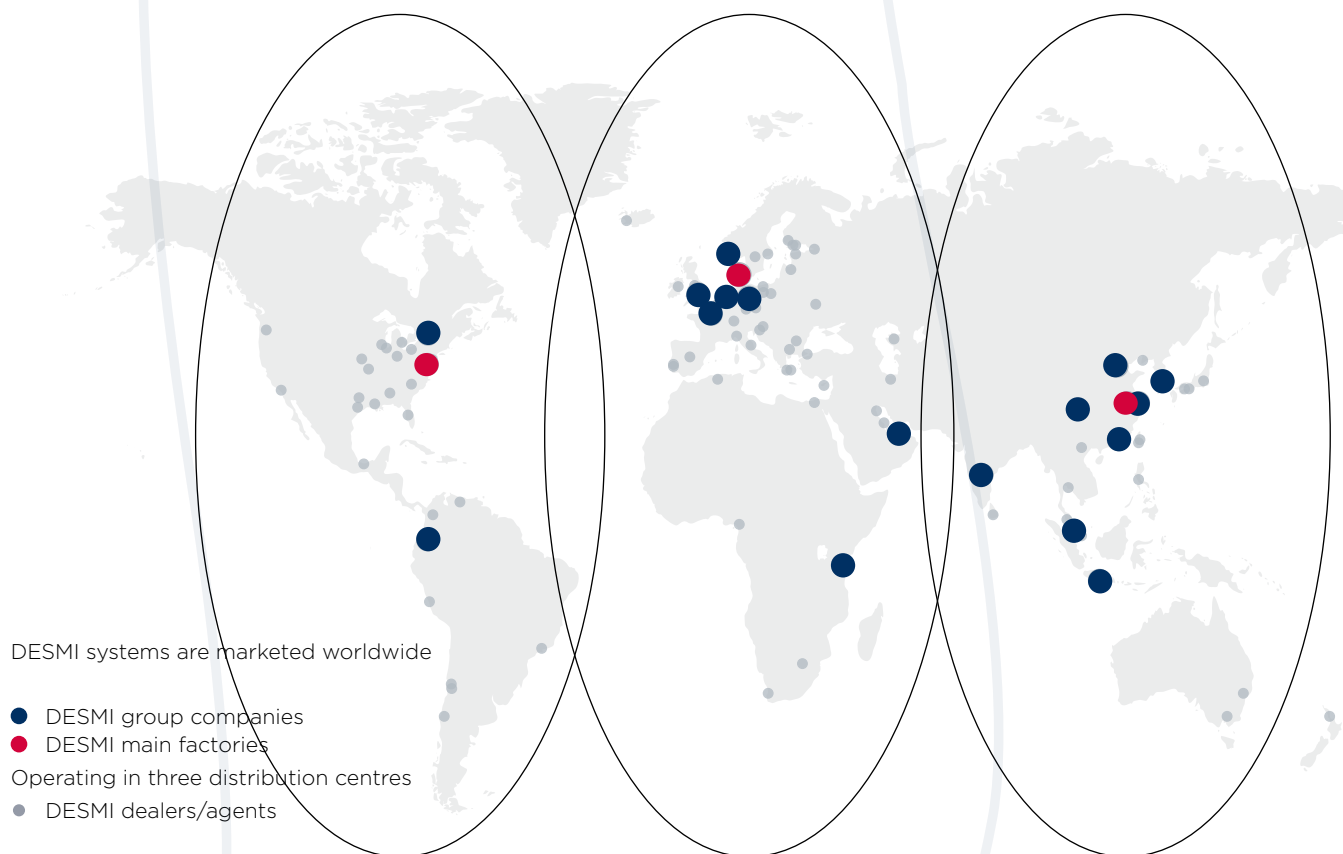
In order to fulfill customers' demands for more complete systems, including DESMI pumps, we are providing solutions and systems as well as single standard pumps and components.

Green technology and environmental consciousness in general are very important issues 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.

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**.



Indeed, our subsidiaries throughout the world, our distribution centres in Denmark, China and the US, and a good network of dealers and agents bring us closer to our customers, which characterises DESMI as a strong, global company.

For more detailed information, please visit www.desmi.com.

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 50 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 Pumps

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

Energy Saving Systems

More and more vessels are equipped with the DESMI OptiSave™ control system and variable speed drives for energy savings and reduction of the flow of the pumps to match the required demand.

Scrubber Pumps

Our Super Duplex stainless steel pumps are used for pumping aggressive and chemical media for instance in exhaust gas cleaning systems.

Cargo

The NDW pumps from DESMI are energy efficient and well proven for pumping various media – from LPG and LEG over sulphur to a wide range of chemicals and CO₂.

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 which 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.

Offshore

Thanks to some 50 years of supplying pumps for the marine and offshore markets DESMI has developed a unique know-how. Our highly skilled staff guides our clients in the right direction when choosing the perfect pump for the job. We stand for reliability, minimum down time, available spare parts around the world, service, and quick delivery of replacement pumps.



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.





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 which 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.

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.

Landbased 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.

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.

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.

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 doubly important. DESMI has answered one specific challenge with a new 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.



DESMI can 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 aluminium landing craft and rigid inflatable boats complement the DESMI OSRV lineup.

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.

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



Solutions from DESMI Defence & Fuel are highly recognized by armed forces around the world, both Navy, Air Force and Military. And our fuel handling solution has proven its flexibility and versatility on all continents. Also for remote commercial sectors like mining, on land oil explorations, construction work etc., 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 shockproof seawater or fire pump, to the on-deck installed helicopter refuelling systems. Our many years' experience with systems suitable for working in extrem and harsh conditions and environments enable us to provide total liquid management, from project management and systems integration to procurement and logistics planning.

Fuel Handling in Extrem/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 Military and Coast Guard Ships

DESMI has a history going back many years 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 standard in relation to noise, vibration and shock.



Helicopter Refuelling Systems

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



In the utility sector DESMI focuses on energy efficient pump solutions. At DESMI Utility 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.



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 for such. As an example we are an active partner of the 4th Generation District Heating Research, which is about 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 to individual project requirements are essential. Our product range is mainly focusing on the medium and larger pump applications.

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 often are 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 include HVAC solutions at airports, datacenters, skyscrapers, hotels, shopping malls etc. Our offering mainly covers the medium/larger types of pump requirements.

Power Generation

DESMI has over the years supplied 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 we have pump solutions available in bronze alloys, which are very much in demand for larger pools.

Waste water

DESMI has for many decades focused on this business sector in Denmark.

Fire Sprinkler Systems

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

UTILITY



INTERNATIONAL CONTRACTING

DESMI Contracting A/S has specialised in project management and handling of turnkey solutions and diverse projects all over the world. For more than 30 years DESMI has undertaken project work in connection with international tenders and is known for supplying projects on time and to the full satisfaction of the customers.

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 long relationships. This ensures a successful and sustainable project implementation, regardless of the size of the project.

DESMI 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, e.g. via:

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

DESMI Contracting A/S 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



All 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 thus fulfilling the promises in the DESMI sales and bid material and with the result that the DESMI name is associated with quality.

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 legislations. Within the shipping industry we can also deliver a DESMI product appendix to the Ships' Green Passport. Health & Safety onboard the ship during operation, repair, conversion and recycling are key concerns to DESMI.

If DESMI performs contract work, the products will be developed and/or 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 can offer recognised and durable products.



HSE & CSR

DESMI is a socially aware and conscientious company playing an active role in the local community. Therefore we have for many years been official sponsor for sports and culture events around the world.



Health, Safety, Environment & Quality

DESMI ensures a healthy working environment. We care for each employee's physical, mental and social well-being and we are committed to provide 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 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 group. In this respect we have so far primarily focused on our own activities - but we are also convinced that 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 can offer 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

- Spare parts 24/7/365
- Fast track pumps (complete)
- Technical advice by phone
- Skilled service engineers
- Maintenance agreements

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- DESMI companies
- DESMI dealers/agents

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