



EMBASSY OF DENMARK

PRESS RELEASE

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Danish Pump Giant steps up in Vietnam

HANOI – Grundfos, the Denmark-based global leader in advanced pump solutions and water technology, is now ready to launch pump products for use in and around Vietnamese homes and has appointed Trung Thien International Trade Invest JSC as the company's main distributor in Vietnam. The companies celebrated their newly established partnership today at a launching ceremony hosted by the Embassy of Denmark in Vietnam.

Founded in Denmark, Grundfos has established itself as a global leader in advanced pump solutions and a trendsetter in water technology, building a strong presence in over 56 countries worldwide with an annual production of 16 million pump units, 16 factories and 83 branches. The company officially established its presence in Vietnam in 2008 and found its success providing high quality and energy efficient water pumps and sustainable water solutions to large developers in the country's rising market.

Under this new partnership, Grundfos and Trung Thien will join hands to meet water needs of Vietnamese households offering a wide range of reliable, energy efficient and sustainable domestic pumps and pump solutions, including SCALA2 water booster pumps, single impeller centrifugal pumps, Jetcom pressure water pumps, drainage pumps, sewage pumps and hot water circulation pumps.

At the ceremony, Deputy Head of Mission at the Danish Embassy Ms. Louise Holmsgaard, in her speech stressed the importance of energy efficiency solutions when it comes to water management.

"Both water and energy are limited resources. Although Vietnam has improved its water and energy consumption in the past few years, some of the challenges still exist, including improving access to water. With a focus on responsibility, reliability, efficiency, advanced technologies and environment many Danish companies are well placed to help Vietnam overcome these challenges. This goes particularly for a global manufacturer of energy-efficient pumps like Grundfos," she said.

According to Grundfos, the company is performing well, as Vietnamese consumers have increasingly embraced state-of-the-art water technologies from the green state of Denmark.

"We hope to address the needs of Vietnamese people through our extensive portfolio of energy efficient pump products. By assigning Trung Thien International Trade Invest as our new distributor, we show our commitment to invest into Vietnam and ensure the sales of Grundfos

genuine products to support Vietnam's market needs," said Mr. Nguyen Xuan Thang, General Manager of Grundfos Vietnam.

For further information about the Danish and Vietnamese relationship and the Embassy of Denmark in Vietnam please visit: www.vietnam.um.dk and <https://www.facebook.com/dkvietnam>

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BACKGROUND INFORMATION

GRUNDFOS:

Grundfos was founded in 1945 by Mr. Poul Due Jensen. After 70 years of development the company has become a global corporation and one of the biggest pump solution providers. Approximately 1/7 of the world population has benefited from Grundfos' products.

Through more than 83 companies, Grundfos is directly accessible in 56 countries across North America, Europe, China, Asia Pacific and in other new markets. Today the company employs around 19000 people. Grundfos focuses on developing advanced technology and environment friendly solutions with the aim to provide the markets with high quality, energy saving pumps.

Grundfos Vietnam was established in late 2008 with 100% investment coming from Grundfos Corporation based in District 9, HCM City. Grundfos Vietnam has provided clean water to thousands of households in Ben Tre and Ca Mau provinces through its community projects using solar pumps and pump stations.

For a full view on Grundfos' activities globally and locally, please refer to the attached document.

TRUNG THIEN INTERNATIONAL TRADE INVEST JSC.,

Trung Thien International Trade Invest JSC was founded in 2006 and is a Vietnamese retailer of electrical household appliances, furniture and lighting equipment and air-conditioners. Since June 2018, the company has been the distributor of Grundfos' domestic pumps in Vietnam.

Initially, the company will focus on developing distribution networks in major cities such as Hanoi, Ho Chi Minh City and Da Nang.

In the next five years, the company will extend to densely populated areas with large construction projects, aiming to meet water demand and benefit consumers with high quality, cost-effective and energy efficiency pumping products.

Website: www.maybomdanmach.vn

Facebook: <https://www.facebook.com/Grundfos-Vietnam-TTI-JSC>