

# Turning vision into opportunity

Inspiring the next generation of energy and water metering solutions



# Our contribution

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• As the world's leading supplier of intelligent energy and water metering solutions, we help utilities and energy and water providers all over the world to deliver more efficient, secure and flexible ways to measure and manage energy, electricity and water consumption.



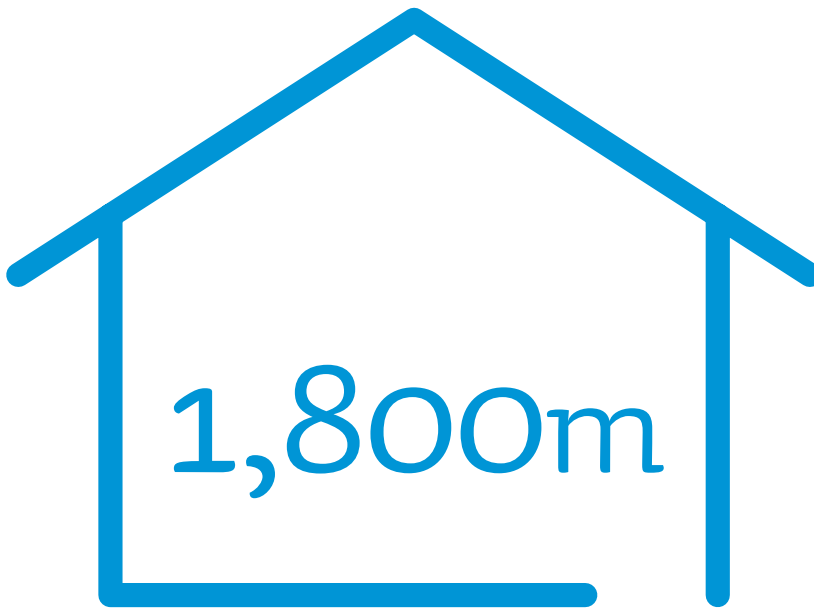
Major global trends are having a profound effect on the energy and water industry. As market competition intensifies, environmental pressures escalate and cost constraints tighten, utilities, energy and water providers are being driven to find more cost effective ways to run their business. Accuracy and transparency are critical; deep regulatory understanding and industry vision are vital.

## Overcoming challenges

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Our expertise in metering solutions across the energy network, makes us a vital partner in overall business performance. The data we collect enables utilities and energy and water providers to make more certain, smarter business decisions, helping them protect existing revenues and create new sources of value across the supply chain. And our environmentally friendly products are helping to set the highest standards in the industry.

So whether it's greater reliability, reduced cost of ownership or remote meter reading systems, we are leading the way towards a more sustainable and smarter energy supply.



By 2025, 1,800 million people will be living in countries or regions with absolute water scarcity, and two-thirds of the world population could be under stress conditions.  
*Source: UN Water*



In the last 30 years, the world's electricity consumption has grown by 155%.  
*Source: US Energy Information Administration*



The total energy consumption in the world has increased by 30% in 10 years.  
*Source: US Energy Information Administration*

We continually challenge ourselves to find smarter ways to create value for customers. We recognise that the best partners are those that stay curious. We lead by listening and investing to anticipate their customers' every need, moving in-step towards shared goals.





We define our value by the  
progress we create for others

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From our wireless technology to our smart grid platform, we're enabling millions of people to manage their energy more efficiently.

Because of our balanced and expert knowledge in both the supply and demand of energy we can help our customers plan, design and deliver complete, end-to-end solutions that meet the demands of today and support their growth for tomorrow.

## What we do

We serve four customer segments through our meters, AMR/AMI solutions, hosting and services, and analytics portfolio.



### Water

Our water metering solutions represent the next generation of smart consumption metering. By combining the latest ultrasonic technology, remote reading and state-of-the-art leakage surveillance and detection, our water solutions offer customers the highest levels of control, efficiency and flexibility on the market.



### Heat

Our heat meters are designed using a blend of the most innovative ultrasonic technology and decades of deep industry experience. Simple-to-use functionality and unrivalled accuracy mean each meter or integrated solution is perfectly placed to optimise efficiency in your operations and underpin future development.



### Cooling

Our proven experience and success in heat metering has been the inspiration for our cooling meters. They operate on almost identical infrastructure offering the highest security, reliability and flexibility. Leading ultrasonic technology and simple-to-use controls help you optimise operations remotely or at the touch of a button.



### Electricity

Our integrated energy metering solutions offer full end-to-end efficiency. Designed to flex and adjust as your business demands change, our proven infrastructure and tamper protection controls offer customers total smart grid optimisation and long-term stability across their energy distribution network.

Meters

AMR/AMI solutions

Hosting and services

Analytics

## OMNIPOWER

As secure data communications become critical to business performance, our electricity meters are helping customers all over the world optimise their smart grid operations.



## MULTICAL® 302

Our industry-leading heat meters have been front-runners in our industry for over 20 years. Just goes to show some things do get better with age.



## MULTICAL® 21

The compact intelligence of our water meter means even when submerged every drop is recorded. The industry leading design was recognised as the "Most innovative water meter on the market" at the 2012 iF Product Design Awards.



# How we unlock value

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At Kamstrup we deliver solutions of all shapes and sizes. From single meters and remote reading systems to fully automated service solutions. Whilst every instance is unique, the starting point is always the same: you, the customer.



From Singapore to Sweden  
and Saudi Arabia to South  
Africa, we're delivering  
more intelligent ways to  
control the consumption  
of energy and water...



**AffaldVarme Aarhus  
Denmark**

AffaldVarme Aarhus, the district heating supplier in Denmark's second largest city that has 53,500 meters, chose a fully serviced solution from Kamstrup. Our intelligent heat meters will reduce non-revenue water, saving AffaldVarme Aarhus 210,000 euros a year.

*"It all adds up to a positive business case, and we expect to recoup the investment long before the end of the expected 16 year lifetime."*

*Erik Brender, Project Manager  
AffaldVarme Aarhus*





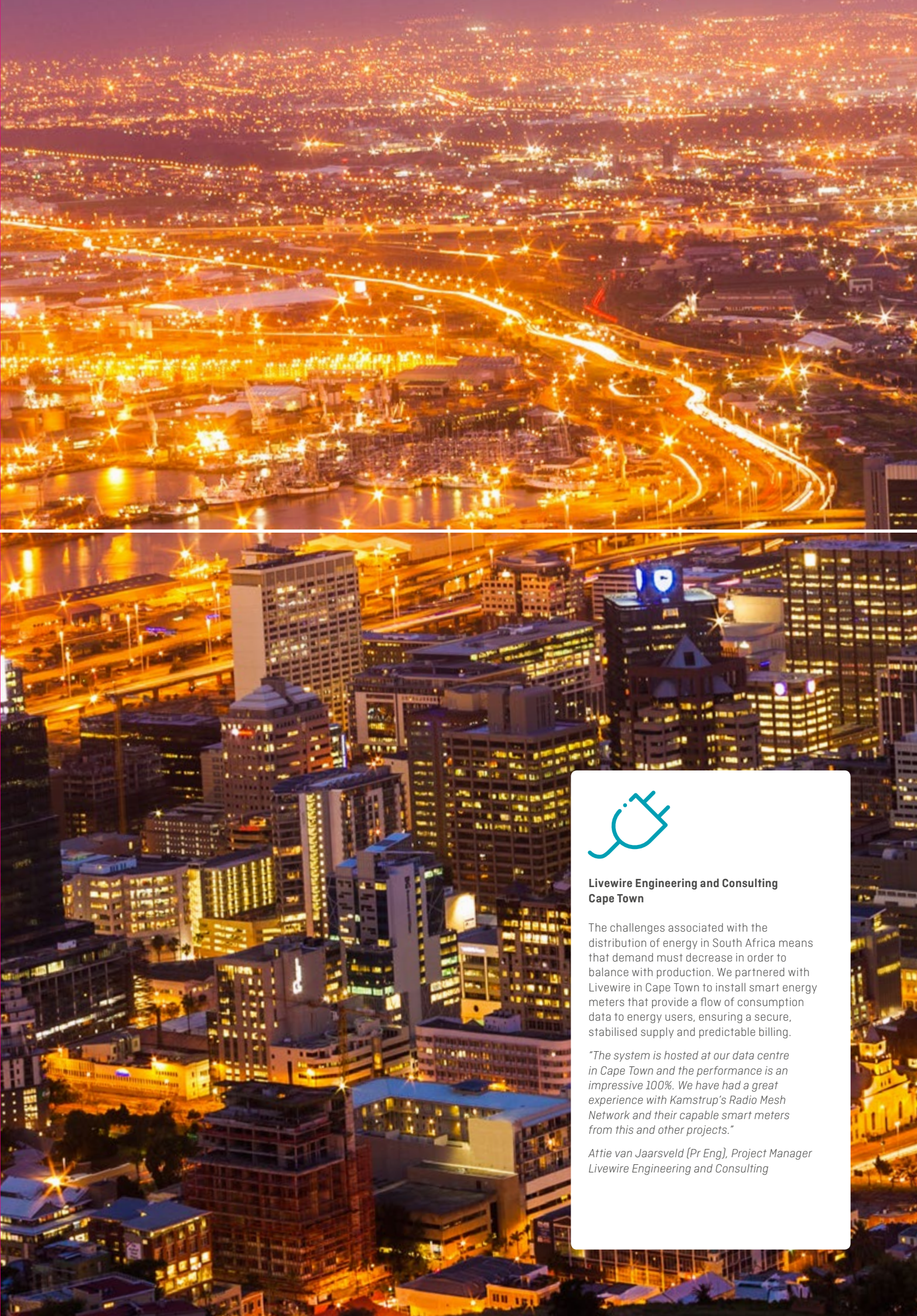
**Marina Bay Sands  
Singapore**

Marina Bay Sands, a luxury hotel, casino and shopping centre in Singapore has been a high profile project. Described as the most expensive building in the world, the project was a true test of our operational and design capabilities. We've provided a total of 1,500 electricity, water and cooling meters, all with M-Bus, so energy and water consumption data can be analysed quickly and easily.

*"Kamstrup metering complements well with our Honeywell Systems Solutions, enhances our tenant billing system package, provides instant data for energy savings analysis and simplifies the billing process. Facility people can see the whole energy consumption of the property at a glance"*

*Joseph P. Evidente, Sales Manager  
Honeywell Pte Ltd.*





**Livewire Engineering and Consulting  
Cape Town**

The challenges associated with the distribution of energy in South Africa means that demand must decrease in order to balance with production. We partnered with Livewire in Cape Town to install smart energy meters that provide a flow of consumption data to energy users, ensuring a secure, stabilised supply and predictable billing.

*"The system is hosted at our data centre in Cape Town and the performance is an impressive 100%. We have had a great experience with Kamstrup's Radio Mesh Network and their capable smart meters from this and other projects."*

*Attie van Jaarsveld (Pr Eng), Project Manager  
Livewire Engineering and Consulting*



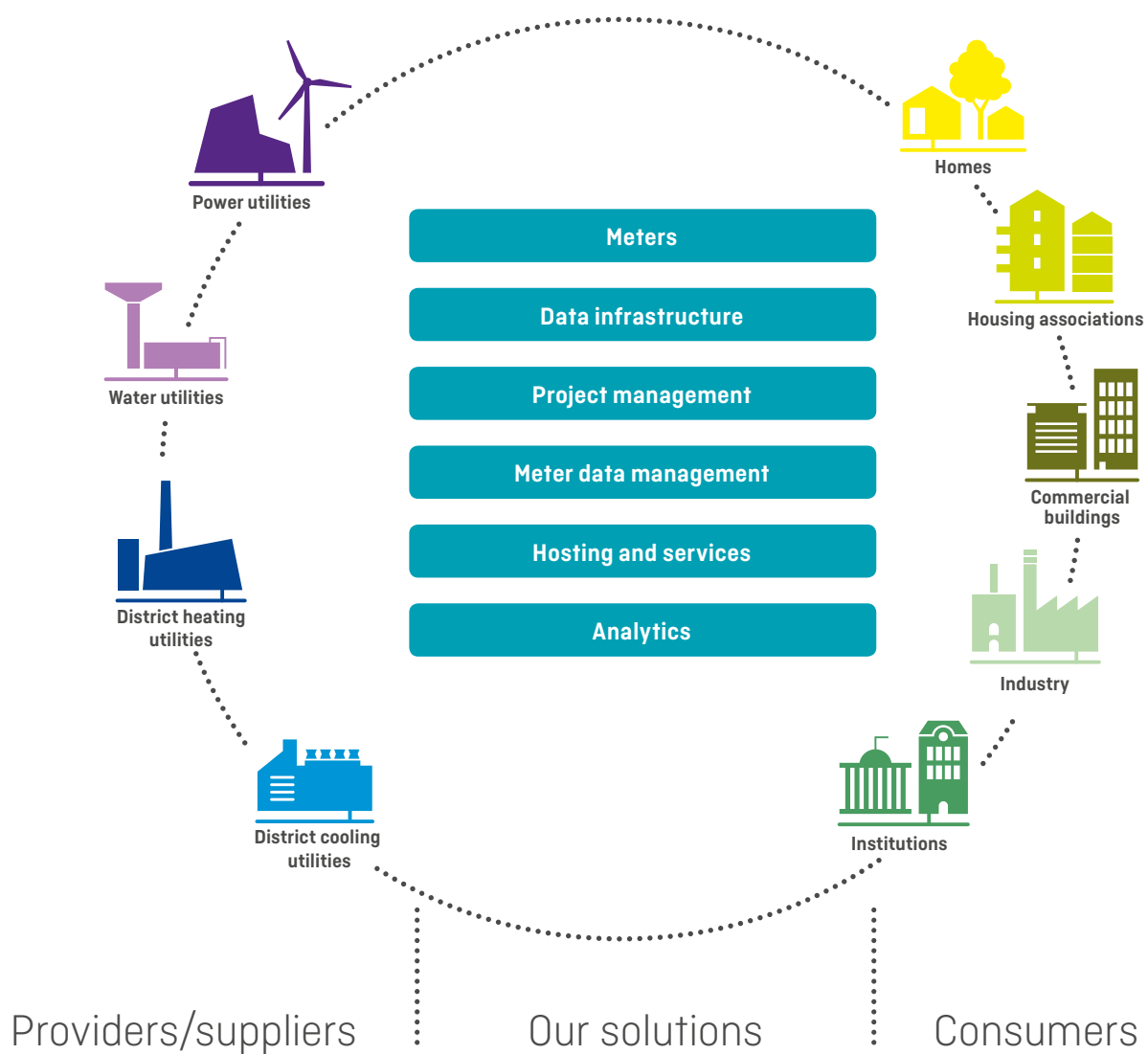


**Fairview Water District  
Tillamook Oregon  
USA**

Finding ways to read meters in remote locations such as dairy farm fields is not an easy task. For this, Fairview Water District in Oregon installed Kamstrup's flowIQ® smart ultrasonic water meters and AMR system. With 650 metering points, their operational efficiency has improved and 9% lost revenue has been recovered from better low flow measurement.

*"Kamstrup meters, meter reading hardware and software are much better; they are simpler and the most user-friendly we've used."*

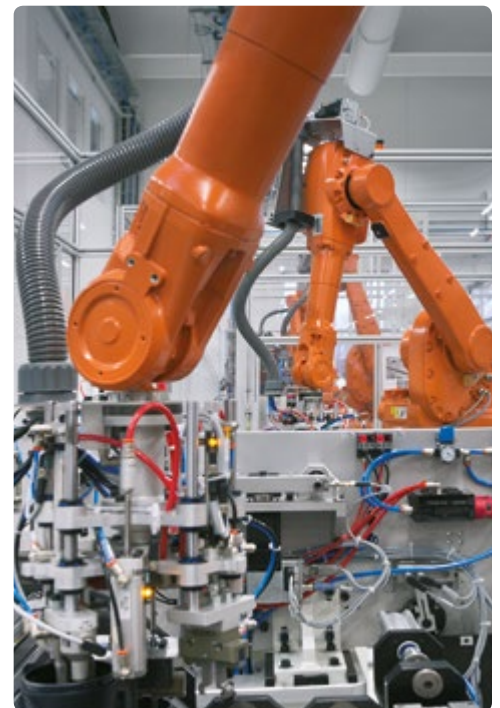
*David Pace, Water Superintendent  
Fairview Water District*





Some of our customers:

Santiago Bernabéu Stadium, Spain  
RADET Bucharest, Romania  
Enexis, The Netherlands  
Fernwärme Ulm GmbH, Germany  
Borlänge Energi, Sweden  
Shopping Complex at Olympic Village, UK  
CKW, Switzerland  
Ringeriks-Kraft, Norway  
The Dubai Mall, UAE  
Shirpur Warawade Municipal Council,  
India  
T3 Beijing Airport, China  
E-Werk Wüster, Austria  
Nukissiorfiit, Greenland  
Al Bustan Centre & Residence,  
Saudi Arabia  
Åland power distributor, Finland  
Electricity Company of Ghana, Ghana  
Aarhus Municipal utility, Denmark  
Akasya Shopping Mall, Turkey  
Tecnet Chile – CGE Group, Chile



From our fully automated manufacturing process to our highly flexible and scalable delivery systems, everything we do is geared around increasing value for our customers.

## Delivering a true difference

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Since our inception we have designed and deployed some of the most efficient and lean development practices in our industry.

Our modern and efficient production facilities in Denmark carry the highest certification for environmental safety and quality and our automated manufacturing practices ensure the smoothest, fastest and most effective delivery system.

We bring the same commitment to excellence to the way we manage every project and partnership. From the beginning, we bring the best team together from across our sales, development, engineering and project management teams; working as one Kamstrup team to deliver an integrated service to every partner. This enables us to provide seamless uninterrupted support and service through the full life cycle of a solution.

It is also our responsibility to lead by example in everything we do. So, we joined the UN Global Compact, which is the world's largest initiative within corporate social responsibility. The UN Global Compact is a strategic policy initiative for businesses that are committed to aligning their operations and strategies with 10 universally accepted principles in the areas of human rights, labour, environment and anti-corruption. By joining the UN Global Compact, we commit to report the ways in which we are socially responsible. We also promise to prepare a plan for how we intend to be even more responsible in coming years.

We're a leading technology partner committed to designing and delivering the most innovative energy and water metering solutions in the world.

## Combining insight and intelligence

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What makes us the preferred partner in our industry is not the fact that we're experts in technology and metering. Nor is it solely the reputation we have built for growing valuable, long-term relationships.

The real reason is because of our ability to blend the two. Technological leadership coupled with deep customer insight and understanding.

This combination creates a unique platform for innovation and growth in the future, whilst driving efficiency and reliability in the short term. Having production, design and development under one roof means we can provide the highest possible quality with the highest levels of control and care.





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By anticipating  
our customers'  
challenges, we  
enable them to run  
a better business.



As customers look for more agile ways to measure energy and water consumption, they need partners they can work alongside and trust. Outstanding customer service is a vital ingredient in building a world-class reputation.

## Driven by a spirit of continuous improvement

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For over 60 years we have led our industry through breakthrough innovation and product development. But great products will only ever get us so far. What we need to underpin our great products and systems is the highest quality of customer service.

We are committed to creating a working environment that supports and develops our people.

Employees are encouraged to thrive and challenge our own standards and expectations to deliver even higher value for our customers.

Our values of inspire, lead and deliver ensure that we always exceed expectation, going the extra mile to ensure we deliver on the promises we make.



### Inspire

We inspire through deep customer understanding, superior quality and breakthrough innovation.



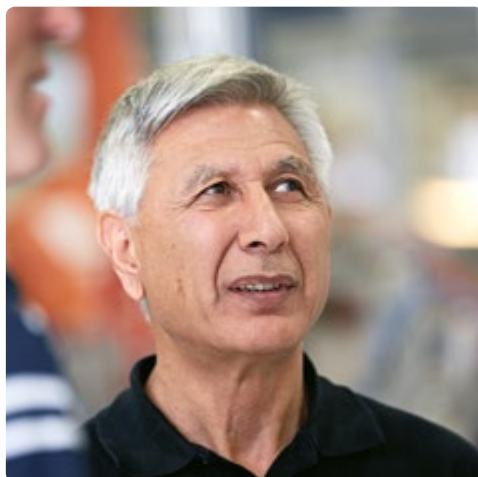
### Lead

We are committed to creating a brighter water and energy future, always turning vision into action.



### Deliver

We deliver on our promises, always measuring our success by the progress we create for others.





By reducing risk and complexity we  
create confidence and certainty.  
Every day, all over the world.

## Looking ahead

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As the industry's preferred partner, it is our responsibility to lead from the front; discovering and delivering smarter, more effective ways to meet the world's growing demand. We thrive on this challenge.

This reputation has been built on an ability to turn vision into opportunity, and opportunity into long-term value. We are proud of the leadership position we have built in our industry but we also know that the hard work has only just begun.

Kamstrup has always been the specialist. They are technically sound, trustworthy and solid. Their quality is second to none.

Jacob Andreasen, Syd Energi

To find out more about our products and solutions, or how we could advance the intelligence and efficiency of your energy and water metering process, please contact our local offices or visit us at **kamstrup.com**

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**Kamstrup A/S**

Industrivej 28, Stilling  
DK-8660 Skanderborg  
T: +45 89 93 10 00  
F: +45 89 93 10 01  
kamstrup.com

Think forward