River Group

2025

Sustainability Report

river-group.com

About River Group

Founded in 2023, River Group is a leading Nordic aftermarket service provider of maintenance, service, rental, sales, and technical consulting of water pumps, pumping stations, electrical motors and related components. Water pumps serve as a key component in the infrastructure to transport water and wastewater and we provide critical services for Public and Industrial customers, such as municipalities, businesses, and industries.

River Group operates within the water and wastewater, building services and industry segments, and currently consists of 23 different operating units at 35 locations in all the Nordic Countries and Germany. In 2025 the group's total turnover passed 1000 MSEK.

River Group is made up of a dedicated group of people with extensive experience and a strong commitment to issues and challenges concerning the environment and water management. The Group combines the entrepreneurial spirit of small local business units with the structure and professionalism of a larger group. This combination provides our customers with even better services and ensures top quality and customer satisfaction.

The name River Group induces thoughts of our element, water. Transportation of water is the foundation of all activities within the group. A river is made up of many small streams to form a bigger flow, just like River Group consists of many smaller companies coming together and becoming stronger together.

About this Report

River Group is committed to sustainability and transparency, and we believe that what gets measured gets managed and improved. The companies in our group have been dedicated to making sustainability improvements for many years. The targeted work to reduce our environmental impacts has been ongoing from 2018 when most of our companies were a part of the Lakers Group. We proudly continue to do our part in improving the environment, both by working to reduce any negative impacts our operations might have and by helping our customers reduce their energy and water use and limit pollution and CO_2 emissions.

This report covers all companies in River Group, and all figures represent the sum of our total environmental impact. We are also able to provide information on an individual company or country upon request. Companies that have reported their impact and are covered in this report are, per country:

Norway

- AS Kafra
- Driftsteknikk AS
- Driftsteknikk Industrier AS
- Oslo Pumpeservice AS
- Pumpe-Service AS
- Pumpeteknikk AS
- Midt-Telemark Pumpeservice AS
- River Pump Service AS

Sweden

- Ahlström & Persson AB
- El-lindningar i Eskilstuna AB
- El & Driftteknik i Strängnäs AB
- Miva Montage Aktiebolag
- Pumpsnabben AB
- Pump och Vattenteknik i Sverige AB
- River Pump Service AB

Denmark

- Electro Care ApS
- Electro Performance A/S
- Elmodan A/S

Finland

- Pump Service River Oy
- Pumppulohja Oy (name changed to River Pump Oy AB in 2026)
- Watman Engineering Ltd. Oy

Germany

- Alther Pumpen GmbH
- DWS GmbH

Note from the CEO

Continued economic development cannot happen at the expense of the environment. Water will be an increasingly important resource moving forward. In northern Europe we are spoiled with an abundance of clean water, but we need to preserve it and treat it with care for future generations.

> *My ambition is that River Group shall have a net positive impact on the climate and that we help to manage our most important asset; clean water.*
>
> *Stefan Bengtsson, Group CEO*

River Group and Sustainability

Sustainability is, and has always been, at the core of our business and strategy. We conduct our business in a way that aims to have a net positive impact on society and the environment, and our purpose is Making Water Flow.

River Group's role is to help our member companies improve in the area of ESG (environmental, social and governance), with the aim of making them better and more sustainable than they would be on their own. Our goal is to have a strong ESG culture and performance as a part of our DNA, with River Group as enabler of ESG improvements.

The Challenges We Face

Underinvestment in water infrastructure, in the Nordics and around the world, has led to large inefficiencies while creating future challenges. Growth in the water service industry is driven by population growth, urbanization, increased connectivity and tougher regulatory standards, all factors that increase the need for maintenance and upgrades.

Water and wastewater pumps account for approximately 10% of the world's total electricity consumption and as many as 90% of them work inefficiently. With this as a starting point, it is clear that there is significant potential for us to help our customers to both save money and to reduce CO_2 emissions by improving pump efficiency. Climate change also poses new challenges to mitigate and adapt existing water infrastructure to new weather conditions like flooding, heavy rainfall or draughts. River Group stands ready with expertise and capability to help our customers handle these challenges.

The Solutions We Provide

Water is our business, and we work with everything from improving the infrastructure, to supply potable water, to treating and transporting wastewater. We help to prevent and mitigate the effects of flooding and other water-related catastrophes with emergency callouts when they occur. Our product range covers everything from private households and industries to municipalities and cruise ships. Our team is united by a dedication to our customers and the environment, and we know how important it

is to be agile in our market approach to help our customers in the best way possible.

At River Group we aim to have an overall positive impact on the climate and environment more broadly. To achieve this, we start with our own operations and are working to reduce the environmental impact and carbon footprint of our offices and vehicle fleets. At the same time, we realise that our largest opportunity to have a positive impact on the environment comes through enabling our customers to reduce their water and energy use and emissions. Our team works diligently at repairing and optimising water pumps, electric motors and other mechanical components, which in turn reduces waste and energy consumption for our customers. By increasing the lifetime of installations and products as well as increasing efficiency, we can contribute to a substantial reduction in energy and resource use over the products' lifecycles.

Overall, we believe in reusage and repair rather than installing something new (leading to waste and scrap) and this is a key fundament for our rental business. However, when a new product is significantly more energy efficient, replacement will be the proposed solution. We always look at the big picture and strive to find the best solution for both the customer and the environment.

Organizational Values and Principles

River Group is committed to conducting our business in an ethical, responsible, and sustainable way, in line with all relevant guidelines and expectations from our owners, employees

and other stakeholders. We are committed to human rights, working conditions and environmental responsibility throughout our entire value chain. River Group has identified Diversity and Inclusion as a priority for the Group, and we have a zero-tolerance policy when it comes to discrimination. We are also committed to strong governance principles in all our activities. This includes a zero-tolerance policy for corruption and other breaches of governance principles.

As the foundation for our business and to guide our employees and partners in their activities we have developed a set of policies that together form the framework for how we act as a company. This includes:

- Code of Conduct
- Workplace harassment policy
- Supplier Code of Conduct
- ESG policy
- Anti-corruption policy
- Economic Sanctions policy
- GDPR Privacy protection policy
- Whistle-blower policy

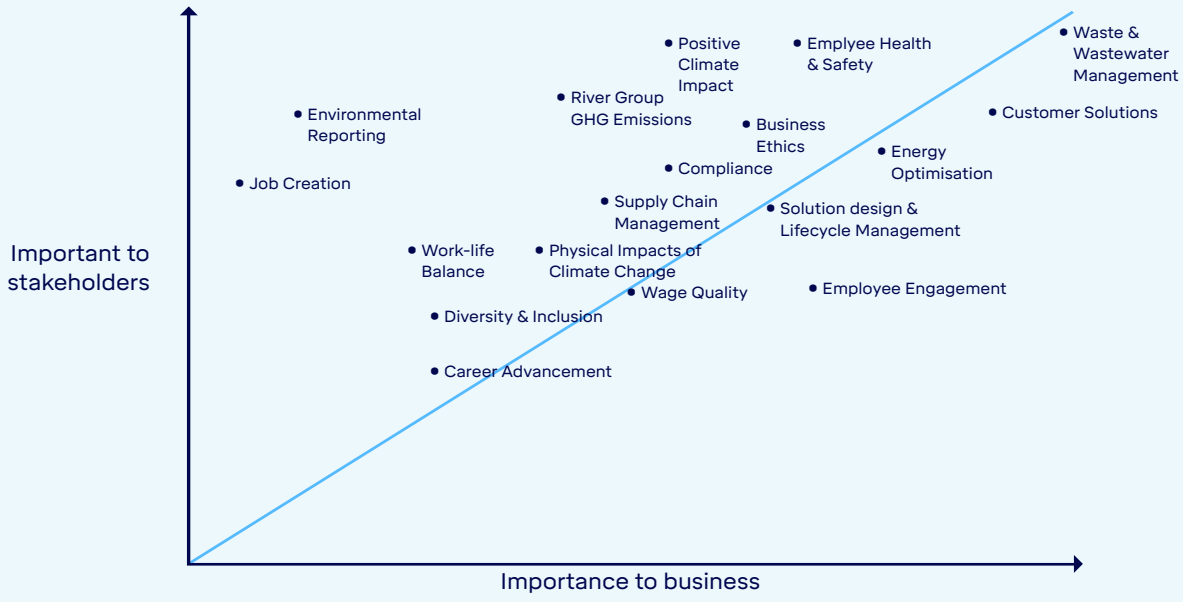
We have rolled out a shorter and more easily digestible version of the above policies, summarising the most important content to our employees. We have conducted training sessions with all companies in the group to make sure all are aware of these policies and that they are integrated into daily operations. We also engage with our suppliers and other key partners to make sure that our policies and priorities are understood.

Sustainability Strategy and Materiality Mapping

The development of River Group's sustainability strategy was a thorough process with the aim of creating a holistic and robust approach. This process included a materiality mapping, whereby both internal and external stakeholders' perspectives on relevant sustainability issues and actions were considered. The following stakeholders were included in the materiality mapping:

- Employees
- Customers (from different segments)
- Suppliers
- Local communities
- Owners

The materiality mapping exercise resulted in the overview shown below. The most material sustainability issues are those have both a high importance to stakeholders and a high importance to our business.



The materiality mapping revealed several highly material issues around environmental sustainability such as wastewater management, energy optimisation, positive climate impact and solution design & lifecycle management. Other highly material sustainability issues identified include business ethics & compliance, employee health and safety and employee engagement. This demonstrates that ESG and sustainability is about more than just climate and the environment, and that we must dedicate resources to following up social and governance factors in a way that fulfils our stakeholders' expectations and supports our business goals.

This assessment has helped us develop our strategy and identify concrete actions to address the range of sustainability considerations with the aim of both reducing risks and maximizing value creation.

River Group's overall sustainability objective is to help our customers reach their water- and climate-related sustainability goals while at the same time minimising our own negative environmental impact and promoting high social and governance standards.

The KPIs disclosed in this report and the targets set for our future sustainability performance are anchored in our sustainability strategy and will enable us to move closer to achieving our goals.

UN Sustainable Development Goals

The 2030 Agenda for Sustainable Development, adopted by all United Nations Member States in 2015, provides a shared blueprint for peace and prosperity for people and the planet, now and into the future. At its heart are the 17 Sustainable Development Goals (SDGs), which are an urgent call for action by all countries — developed and developing — in a global partnership. They recognise that ending poverty and other deprivations must go hand in hand with strategies that improve health and education, reduce inequality, and spur economic growth — all while tackling climate change and working to preserve our oceans and forests.

River Group is proud that our core business activities actively contribute to the achievement of several of the United Nations Sustainable Development Goals. Moreover, we ensure that the way we conduct our business and treat our employees, other stakeholders and the environment is supportive of the achievement of the remaining Goals that we are not able to actively contribute to through our core products and services.

Our mapping of sustainability issues has identified SDG 6 and SDG 13 as the most relevant SDGs for River Group's business. We have also identified SDG 9 as a goal where River Group can make a substantial contribution. River Group has board-level commitment to continue pursuing activities that help meet these SDGs and associated targets.

SDG 6: Ensure availability and sustainable management of water and sanitation for all.

- **6.3** By 2030, improve water quality by reducing pollution, eliminating dumping and minimising release of hazardous chemicals and materials, halving the proportion of untreated wastewater and substantially increasing recycling and safe reuse globally.
    - **River Group's contribution:** By servicing and maintaining water pump stations, we support critical infrastructure that is necessary to manage wastewater reductions and avoid harmful emissions to water.
- **6.4** By 2030, substantially increase water-use efficiency across all sectors and ensure sustainable withdrawals and supply of freshwater to address water scarcity and substantially reduce the number of people suffering from water scarcity.
    - **River Group' contribution:** We service, optimise and maintain water treatment plans, filtration and drinking water applications. We also help reduce water leakages and waste and increase water efficiency through maintenance of existing water pump infrastructure and installation of new pumps.

SDG 9: Build resilient infrastructure, promote inclusive and sustainable industrialisation and foster innovation.

- **9.4** By 2030, upgrade infrastructure and retrofit industries to make them sustainable, with increased resource-use efficiency and greater adoption of clean and environmentally sound

technologies and industrial processes, with all countries taking action in accordance with their respective capabilities.

- **River Group's contribution:** Our customers include industrial companies as well as operators of municipal water infrastructure and our services help them improve existing water infrastructure, reduce energy use and CO_2 emissions and increase the efficiency of water delivery systems to avoid wastewater.

SDG 13: Take urgent action to combat climate change and its impacts.

- **13.1** Strengthen resilience and adaptive capacity to climate related hazards and natural disasters in all countries
  - **River Group's contribution:** As climate change results in more extreme weather such as increased rainfall resulting in flooding, our water pumps are essential to reduce the impact of such natural hazards and increase the resilience of critical infrastructure.

EU Taxonomy Alignment

A central pillar of the EU Sustainable Finance package, the EU taxonomy is designed to be an enabler to scale up sustainable investment and to implement the European Green Deal. One step in this is for companies to calculate what percentage of their activities meet the EU criteria for environmentally sustainable economic activities, as defined by the EU Taxonomy.

Our first internal Taxonomy calculation was done as part of the Vestum Group in 2023 (for the year 2022) and we found that a significant portion of our business activities were eligible to be considered under the Taxonomy criteria. We have continued to conduct internal assessments of our Taxonomy eligibility and alignment, with the assistance of the specialised external service provider, Celsia. For 2025 the assessment shows that our activities (as measured by revenue) are 75% aligned with the Taxonomy criteria, coming from working with one of our most important resources — water. Taxonomy-aligned activities include pump and electric motor service and maintenance, building and refurbishing pumping stations for both drainage water and wastewater, manufacturing of pumping stations, treatment of water and more.

River Group's aligned activities come from the following Taxonomy categories:

Category	Activities in River Group	Companies
2.2. Urban Waste Water Treatment (sustainable use and protection of water and marine resources)	Construction, extension, upgrade, and renewal of urban waste water infrastructure, mainly of waste water pumping stations.	Ahlström & Persson AB, Alther Pumpen GmbH, Miva Montage AB, Oslo Pumpeservice AS, Pump Service River Oy
2.3. Sustainable urban drainage systems (SUDS) (sustainable use and protection of water and marine resources)	Construction, extension, and renewal of urban drainage systems facilities that mitigate pollution and flood hazards due to discharges of urban runoff and improve the urban water quality and quantity, by harnessing natural processes, such as infiltration and retention.	Pumpsnabben AB, Electro Care AS, Electro Performance AS, Elmodan AS, El&Driftteknik i Strängnäs AB, Pumppulohja Oy, Driftsteknikk AS, Oslo Pumpeservice AS, DWS GmbH, Midt-Telemark Pumpeservice AS, River Pump Service AB, River Pump Service AS
5.1. Repair, refurbishment and remanufacturing (transition to a circular economy)	Repair, refurbishment and re-manufacturing of goods that have been used for their intended purpose before by a customer (physical person or legal person). Mainly in electromechanical machines and electric motors and pumps.	Elmotorservice Syd AB, Electro Care AS, Elmodan AS, El&Driftteknik i Strängnäs AB, El-lindningar i Eskilstuna AB,
5.1 Construction, extension and operation of water collection, treatment and supply systems	Construction of pre-fabricated pumping stations for treatment and supply systems.	Driftsteknikk Industrier AS, AS Kafra
5.13. Desalination	Construction, operation, upgrade, extension and renewal of desalination plants to produce water to be distributed in drinking water supply systems. Mainly for the cruise ship industry.	Watman Engineering Oy
9.1. Engineering activities and related technical consultancy dedicated to adaptation to climate change	Engineering activities and related technical consultancy dedicated to adaptation to climate change. See case story in this report for an example.	Pumpeteknikk AS, Pump och Vattenteknik i Sverige AB

Our Group policies pertaining to social and governance issues, including our Code of Conduct, Supplier Code of Conduct, Anti-corruption, Competition and Whistleblowing policies, all help ensure that our business is conducted in a way that is in line with international standards for responsible business. We therefore meet the social and governance requirements of the EU Taxonomy in addition to the environmental objectives. Moreover, we are confident that River Group's activities do not cause significant harm to the other environmental objectives.

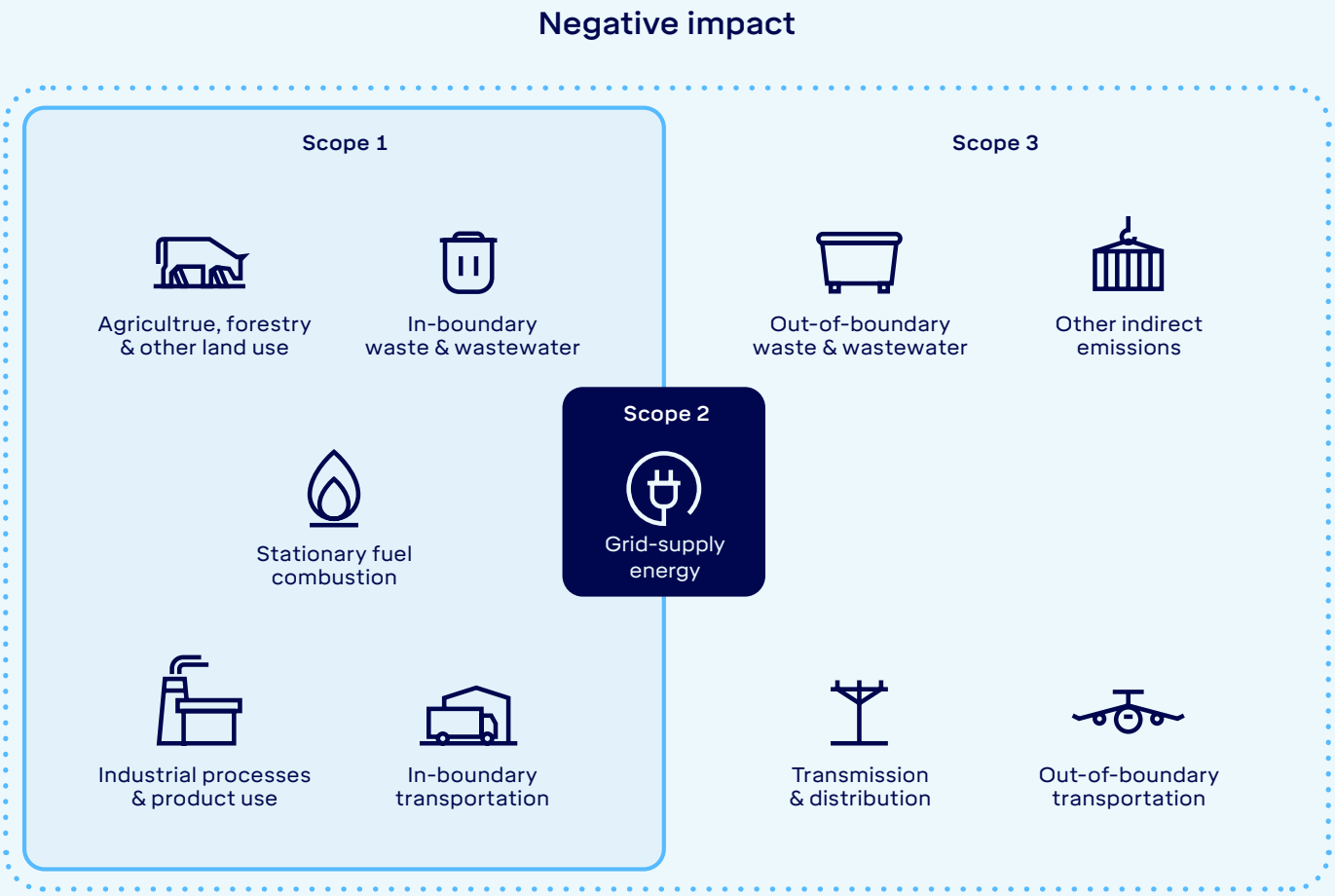
Our Climate Impact

River Group is continually working to reduce our environmental impact, including in terms of greenhouse gas (GHG) emissions, measured in tons of CO_2 equivalents (CO_2).

To measure and report our emissions, River Group uses the GHG protocol to calculate Scope 1, 2 and 3 (upstream) CO_2 emissions with help from Normative (https://normative.io/). Scope 1 & 2 emissions represent emissions from River Group's own operations, from fuelling our vehicles, to using electricity in our offices. Upstream Scope 3 emissions cover the emissions of our suppliers and upstream value chain.

Mitigating Negatives

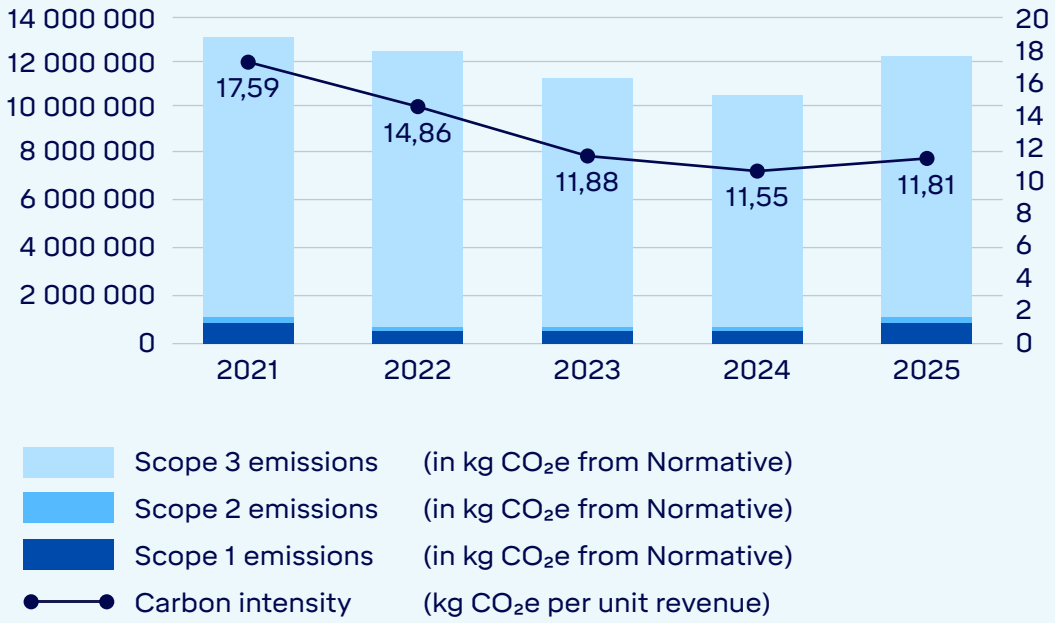
River Group's negative impact in terms of GHG emissions comes from three areas, or Scope 1-3. By measuring these emissions, we can calculate our CO_2 footprint. Our goal is to implement measures resulting in a reduction of this footprint each year, measured both as a total and as an intensity score calculated as amount of CO_2 per SEK turnover. The intensity score is more relevant when we grow by acquiring companies as acquisitions will result in increased total emissions.



When it comes to managing and reducing our CO_2 emissions, Scope 1 and 2 emissions are easier for River Group to impact directly because they are under the direct control of the Group companies. By monitoring these emissions, we have identified the largest contributing activities as well as steps we can take to reduce the emissions. We are also measuring our Scope 3 emissions, both in terms of upstream emissions in our supply chain, and in terms of the reduction in emissions that we can help our customers achieve through our products and services. While it is more challenging to reduce upstream Scope 3 emissions than those in our direct operations, River Group is committed to working to achieve improvements together with our suppliers as well.

In 2025 we see an increase of our total emissions due to a significant asset deal of 7 pump service workshops in Norway and Sweden, but we still have a reduction of 33% from our baseline in 2021.

Total CO_2 Emissions (kg)



River Group's CO_2 Emissions in 2025

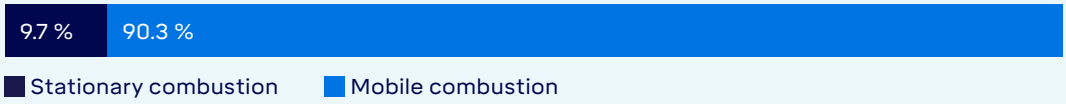
Scope 1 emissions

The following table shows River Group's Scope 1 emissions for 2025. The main source for emissions in Scope 1 comes from diesel fuel — which accounts for 95% of our Scope 1 emissions. Total Scope 1 emissions were 1057 tonnes CO_2, up from 743 in 2024. We see a significant increase of our fuel consumption, mainly from our new workshops which added 40 diesel driven service cars, but also from a general increase in distance driven. The new workshops only use diesel cars while our other workshops have some electric vehicles in their fleets too. This is something that we will address when switching cars in the future. To address and reduce our Scope 1 emissions, we are actively increasing our share of electric vehicles in River Group. By the end of 2025 we had 42 electric vehicles (up from 28 the year before), corresponding to 20% (12,5%) of our total fleet.

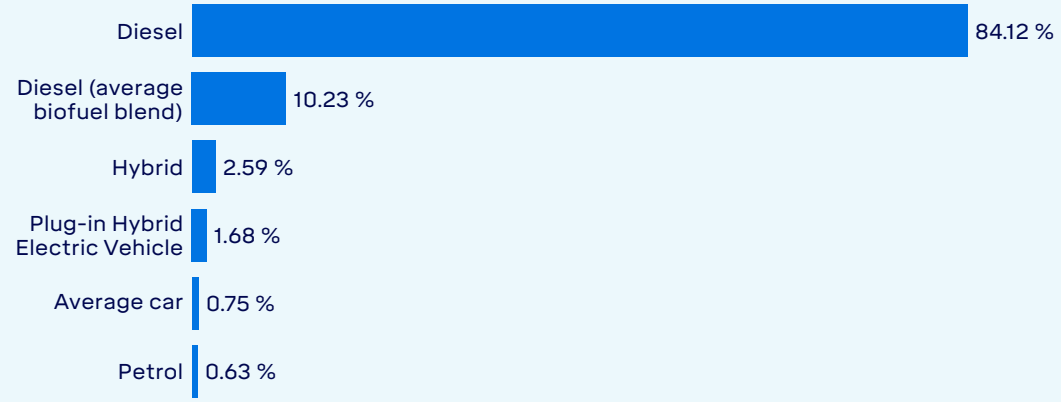
One-year focus

1,057	4,100.84
Total emissions (tCO_2e)	Energy consumed (MWh)

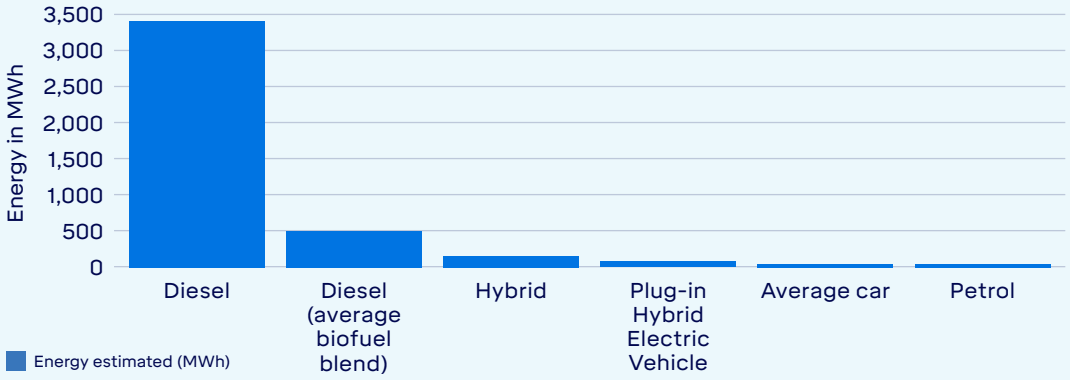
Share of emissions by scope 1 category, 2025



Share of emissions by chemical & fuel type, top 10, 2025

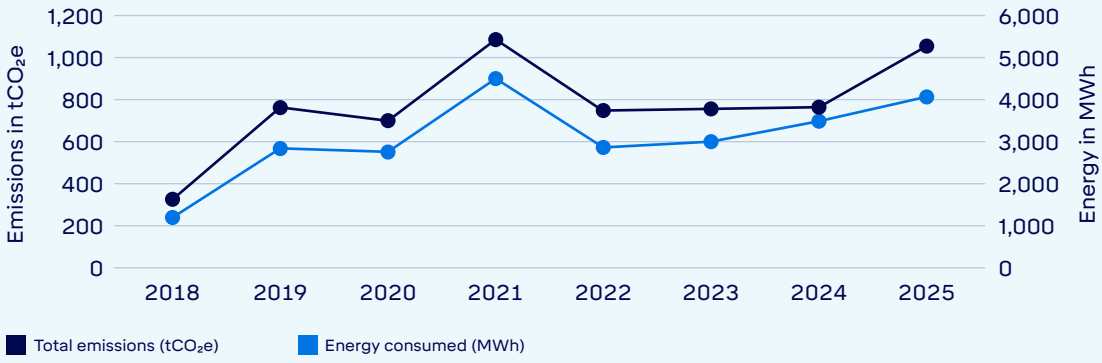


Energy by energy source & data origin, top 10, 2025



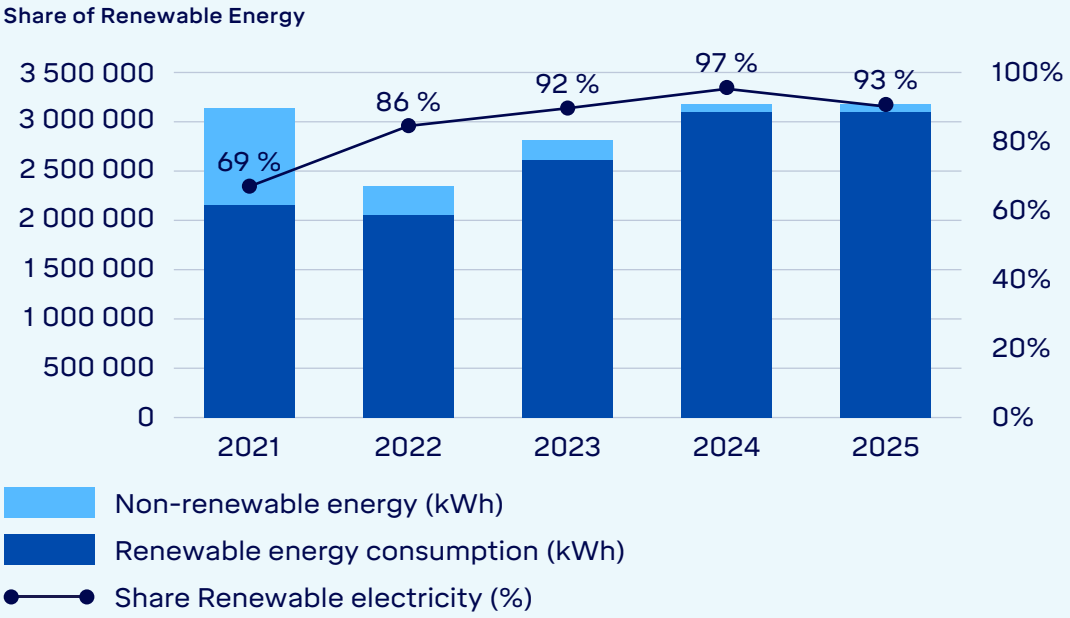
Progress over time

Emissions and energy, 2018 - 2025



Scope 2 emissions

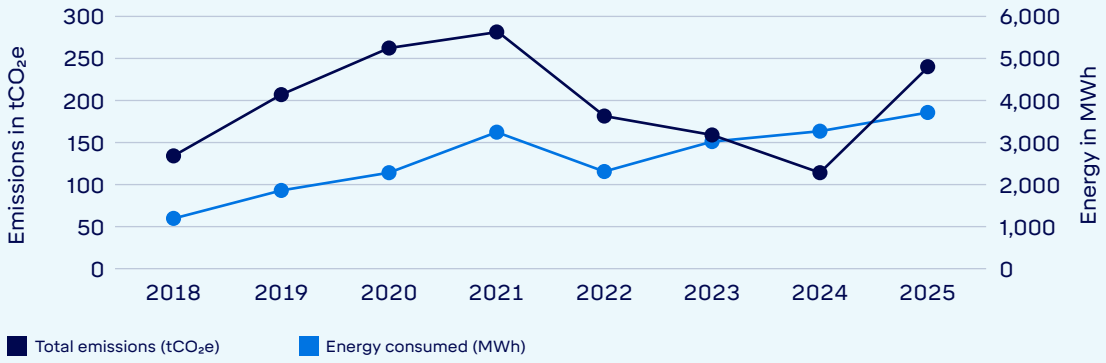
The table below shows River Group' Scope 2 emissions for 2025. These emissions come from our electricity and heating. The percentage of our electricity that comes from renewable sources is 93% at an aggregate group level, up from 69% in 2021 and down from 97% last year. Again, the increase comes from the new workshops acquired and they will shift to green electricity during 2026.



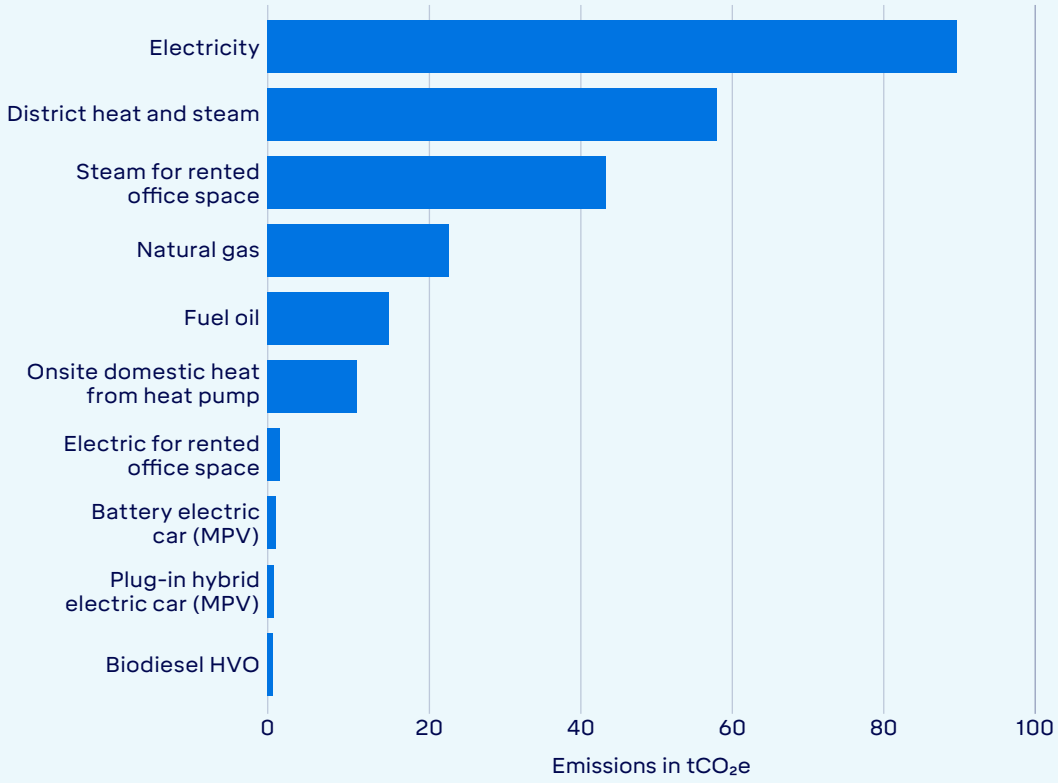
Total emissions from scope 2 are up in 2025, both due to increased usage of non-green electricity, but also for heating of our 7 new workshops that use a mix of heating sources, but mainly district heating. Total renewable energy from Scope 2 is 74,6%, including our heating sources.

Progess over time

Emissions and energy, 2018 - 2025



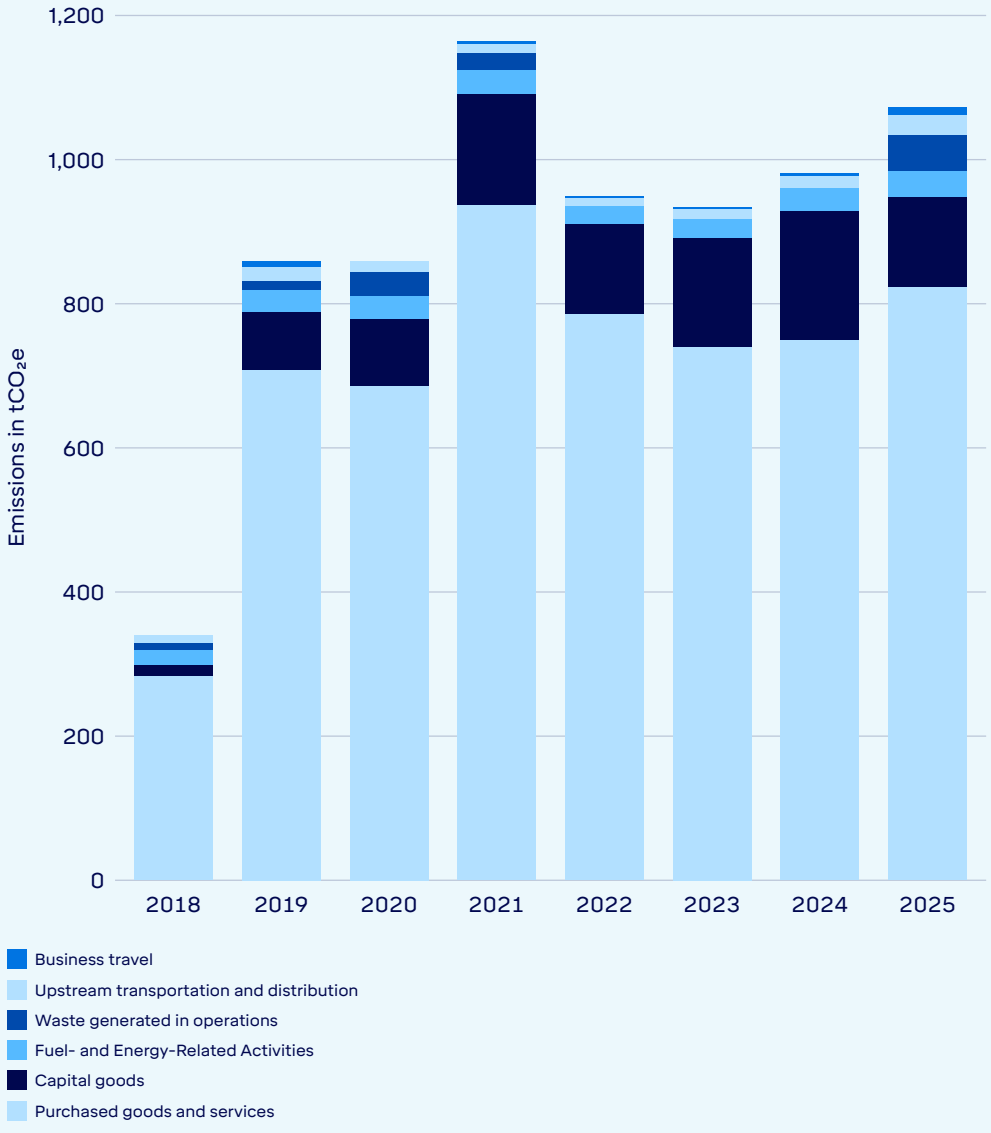
Emissions (market-based electricity) by activity description, top 10, 2025



Scope 3 emissions

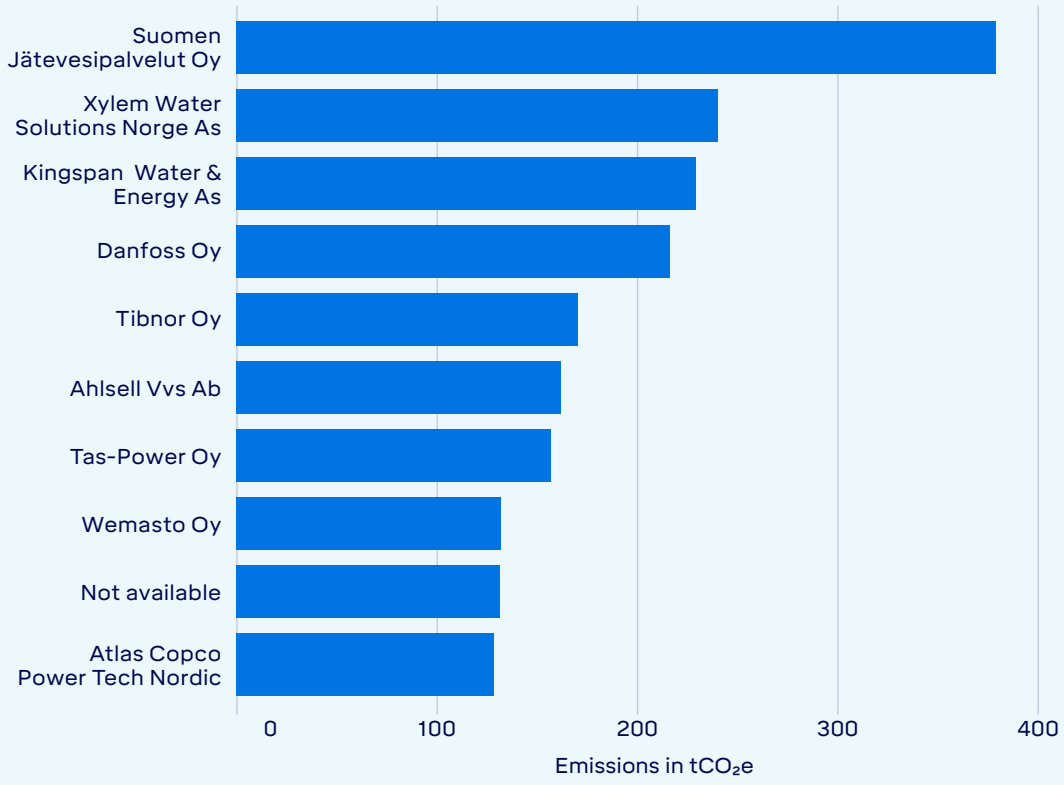
River Group's upstream scope 3 emissions are from our suppliers and all the emissions associated with their value chains. This scope represents the largest part of River Group's total CO_2 emissions by far; approximately 10753 tonnes compared to approx. 1376 tonnes from Scope 1 and 2 together. River Group has assessed the emissions of the companies in our supply chain, using both reporting and estimated data provided by Normative, and the table below shows those with the largest contribution to our upstream Scope 3 emissions.

Emissions by scope 3 category, 2018 - 2025



Scope 3 emissions are more difficult for River Group to control, but by mapping our suppliers' emissions we have taken a first step in identifying the largest sources of emissions in our supply chain. This is useful information that we will use in the planning and optimization of our supply chain, and in our dialogue and collaboration with our suppliers. With this information we can assess top suppliers' emissions performance as well as their net zero targets and strategies and encourage those without a target to set one. Our suppliers with the biggest emissions in 2025 are:

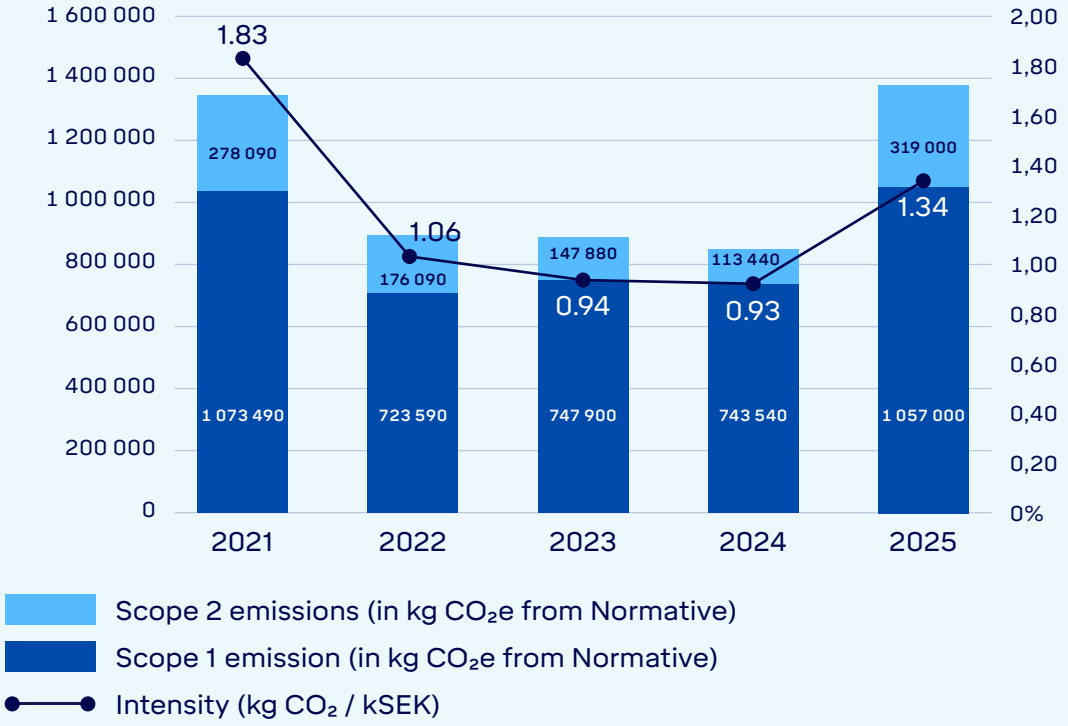
Emissions by supplier, top 10, 2025



Emission intensity

Our main KPI is the emission intensity for scope 1 and 2, calculated as kgCO_2/kSEK, because this number is something we can directly influence through actions taken in the River Group companies on a year-to-year basis. River Group's Scope 1 and 2 emission intensity was 1,34 kg CO_2 per kSEK revenue in 2025, an increase from 2024, but still below our base year. As mentioned before this is due to 7 newly acquired workshops that we are now working to integrate. We are now working with measures to improve their carbon footprint during 2026.

CO_2 emissions Scope 1+2



Climate: Positive Impact

River Group is contributing to lower CO_2 emissions for our customers by reducing energy consumption from water pumps and electrical motors. This is done through service and sale of energy efficient equipment.

Water pumps or electrical motors not running at their optimal duty point, affected by clogging, and not serviced in a long time, have significantly higher energy consumption. Through equipment optimisation and frequent service, we can help reduce the electricity consumption (and thereby CO_2 emissions) by as much as 10-15%. When a motor cannot be repaired, replacing an old, inefficient electrical motor with a new, high-efficiency motor can reduce the energy consumption significantly, generating a substantial impact over the lifetime of the motor.

Over its lifetime, a typical pump used to transport water sewage will use most of its total energy consumption in the use phase after manufacturing[1], but the difference between a new energy efficient pump and an old one can be very high. Pumps account for approximately 10% of the world's total electricity consumption and as many as 90% of them work inefficiently. If all pumps were switched to high-efficiency ones, this could save 4% of global electricity consumption and 2bn m3 of fresh water (8x Denmark's annual water consumption).

1. Energy efficiency and savings in pumping systems — the holistic approach. T. Augustyn, Grundfos - https://ieeexplore.ieee.org/stamp/stamp.jsp?arnumber=6408587

River Group’s companies also help our customers to avoid pollution of water and land with for example pump station installations and transport of sewage and drainage water to treatment plants. One example of how we work together with our customers is presented in this case study from Driftsteknikk Industrier, a manufacturer of pumping stations within River Group. DTI finished a project to calculate EPDs, Environmental Product Declarations for their products in 2025 and is now able to do full life cycle analyses for all their pump stations. This is also a good example of how our sustainability work can give direct positive competitive advantages on the market!

The case study " Winning on More Than Price: How DTI Turned Environmental Documentation Into an Advantage" can be found on page 35-40.

Social Goals and Performance in 2025

For River Group, sustainability extends beyond environmental issues and relates to social considerations as well. Our employees are our greatest asset, and how we manage and develop our people has a significant impact on the success of our business.

Inclusion and diversity are important values for us. We are an equal opportunity employer and strive to have a more equal workforce in our organisation. In 2025, 10,7% of River Group employees were women. While we acknowledge a structural challenge in our industry where women are underrepresented in the available talent pool, we maintain a goal of increasing the number of women employed every year. River Group has a non-tolerance policy to harassment or discrimination of any kind, i.e. based on gender or gender identity, ethnicity, age, sexual orientation, pregnancy status, religion, disability and political opinion.

The number of female managers in 2025 was 4% and the number of female representatives on the Board of Directors (“BoD”) was 17%.

The short-term sickness rate for the year was 4.1%, in line with what is average for the industry and an improvement from 2024. The long-term sickness rate, measured as more than 8 consecutive weeks, was 3,5% (higher than our goal of 1%), due to a few individuals with serious but not work-related sicknesses. The sickness rate is slightly higher for employees with physical jobs.

Accidents are measured as how many accidents that resulted in absence from work. No accidents with serious injuries were reported, but we had 13 minor accidents and incidents. We are working hard to limit risks and maximise work safety and have

had a thorough process following the accidents in question to understand what happen and to help prevent anything similar from happening again.

Our staff turnover rate is at a 15%, which we believe is too high and are working to reduce. Our analysis is that organisational changes in the past couple of years have contributed to the higher rate.

In the table below, we report on several employee-related KPIs which we have collected data on at the Group level. More detailed data is available on company level but not consolidated for River Group.

KPI	2025
Number of Employees	448
Share of female employees	10.7 %
Short-term sickness rate	4.1 %
Long-term sickness rate	3.5 %
Number of lost time injuries	13
Employee turnover rate	15 %

Sustainability Ambitions for 2026 and Beyond

River Group has established several actions for the coming years to help continue to improve our sustainability performance:

1. First, do no harm

A. River Group will follow all regulations and reporting requirements to make our negative impact as small as possible

   I. Reducing CO_2 emissions

   II. Reducing sick leave and accidents

   III. Increasing diversity

   IV. Having high business ethics

   V. Following up ESG in our supply chain / with our partners

2. We are committed to following the 1.5-degree target of the Paris Agreement and working towards:

A. 100% renewable electricity by 2027

B. Increase the proportion of EVs in the vehicle fleet

C. 4.6% reduction of CO_2 intensity in Scope 3 year over year from 2021 baseline

D. Decrease River Group's direct CO_2 impact (Scope 1+2) in relation to turnover ($kgCO_2/kSEK$)

3. Our Sustainable Impact

A. Continue to help our customers reduce their environmental impact and respond to the physical impacts of climate change

B. Work to improve the quantification and disclosure of positive impact metrics

4. Certification and Product Declarations

A. ISO Certification for selected companies

   I. In 2025 Electro Care AS was successfully certified with ISO 9001

B. Other certifications like Miljöfyrtårn can be used for smaller entities

   I. In 2025 both Driftsteknikk AS and Pumpe-Service AS were re-certified with Miljöfyrtårn.

C. Driftsteknikk Industrier AS can now calculate and produce their own EPDs for manufactured pumping stations providing our customers with a full LCC of its environmental impact. An example of this is provided in the case study in this report.

5. Social Ambitions

A. Continued focus on Diversity & Inclusion in recruiting and training processes

B. Continued effort to reduce sickness rate and decrease the number of accidents

C. Roll-out of training programme to help develop and grow expertise in the organisation

6. Reporting

A. Prepare for CSRD reporting requirements by conducting a DMA, Double Materiality Analysis

B. Report on account of the Taxonomy and CSRD requirements when we are in scope

Winning on More Than Price:

How DTI Turned Environmental Documentation Into an Advantage

For Driftsteknikk Industrier, or DTI, the work starts before a pump station ever reaches the ground. The company builds complete prefabricated pump stations, with tanks, piping and technical solutions prepared for operation.

That makes DTI slightly different from many other River Group companies.

“Many of the others work mainly with service and operation of pumps and equipment,” says Managing Director Morten Hallan. “We build complete pump stations.”

Now, that production expertise has been paired with something increasingly important in public procurement: environmental documentation.

Together with Xylem, DTI has won a framework agreement with the municipalities of Haugesund, Tysvær and Karmøy. The agreement runs for 2+2 years and could include between 30 and 40 pump stations. Each pump station is valued at around NOK 1 million, with a service building from Kafra, another River Group company, added on top.

In total, the agreement could represent NOK 40—50 million.

And according to Morten, the decisive factor was not price alone.

“We won because of a combination of technical solution, environmental certification and price,” he says. “There were other elements than price in the competition that were weighted.”

Like Nutritional Labels for Products

The environmental documentation is built around EPDs, or Environmental Product Declarations. Tobias Meistad, CFO at DTI, has led much of the work.

“An EPD is basically an environmental account for our product,” Tobias explains. “A bit like nutritional information on food. It allows products in the same category to be compared based on environmental performance.”

To create an EPD, DTI has to document the full climate footprint of the product. That means collecting data on materials, transport, suppliers, production methods and more. The result is a lifecycle analysis, translated into a total CO_2 account for the product.

It is detailed work.

“We have to collect data on everything that goes into the product, from A to Z,” Tobias says. “It is a large process, and it takes both time and resources.”

DTI has also become certified to create EPDs in-house using an LCA tool. Each declaration must then be verified by a third party before publication, and remains valid for five years.

Prepared for a Changing Market

DTI decided to invest in EPD competence a little over a year ago. The company had seen the direction the market was moving, especially in municipal tenders where environmental aspects are increasingly weighted.

“We wanted to be ahead of it,” Tobias says. “More customers are asking for this, and we believe it will become something everyone expects.”

In this specific tender, DTI was the only bidder able to provide the required environmental documentation.

“That made a difference,” Tobias says.

The investment has already had effects beyond the framework agreement. DTI has also won other assignments by showing that EPD documentation can be provided when required.

“For us, there are two parts to it,” Morten says. “One is being able to say that we have the competence and can deliver the documentation. The other is preparing the actual document for a specific delivery. For this framework agreement, we did both.”

A Tool for Improvement

The EPD work is also giving DTI new insight into its own production. By mapping the full lifecycle of the product, the company can see where improvements may have the greatest effect.

“It becomes a useful improvement tool for us,” Tobias says. “We can see what affects the total footprint, and where changes can improve the numbers.”

One important finding is the expected lifetime of the products. Through the process, DTI has been able to document a product lifetime of more than 100 years.

“That is something we can prove with data,” Tobias says. “It makes us more competitive, and it builds trust.”

For Morten, the work has confirmed that environmental documentation is no longer just an administrative requirement. It is becoming part of how quality is measured.

“It has taken a lot of effort to get here,” he says. “But we are confident this is the right direction, and we see it as an investment.”

The first deliveries under the new framework agreement have already started. For DTI, the project shows how technical competence, documentation and long product life can work together.

The first deliveries under the framework agreement have already started. For DTI, the project shows that environmental documentation is becoming more than a requirement. It can be a real competitive advantage.

Quick Facts

- Company: Driftsteknikk Industrier / DTI
- Interviewees: Morten Hallan, Managing Director, and Tobias Meistad, CFO
- Project: Framework agreement with Haugesund, Tysvær and Karmøy
- Partner/distributor: Xylem
- Service buildings delivered by Kafra
- Agreement period: 2+2 years
- Estimated scope: 30—40 pump stations
- Estimated value: NOK 40—50 million
- DTI can create EPDs in-house, with third-party verification
- Documented product lifetime: more than 100 years

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