

Weidmüller experiences slight sales growth in 2013 as a result of expansion and innovation

- **Sales once again exceed market growth**
- **Workforce expanded around the worldwide**
- **Energy transition and Industry 4.0 hot topics for 2014**

Detmold, 02.12.2013 – Within the scope of this year's meeting regarding the annual results, the Weidmüller Executive Board was satisfied with the events over the course of the past year. “The strongly predicted economic recovery did not happen as anticipated, however Weidmüller will still end the year 2013 with a slight increase in sales”, explains Dr. Peter Köhler, Chief Executive Officer of Weidmüller at the annual results meeting. According to the German Electrical and Electronic Manufacturers' Association (ZVEI), the market will experience a downturn of around three percent compared with the previous year. “We have succeeded in surpassing last year's result. Sales at Weidmüller in 2013 have increased”, explains Harald Vogelsang, Chief Financial Officer. As in previous years, Weidmüller will present its final annual results at the Hannover Messe trade show next April.

In 2013 there was a drive to expand the company: with the opening of the production plant in Stoppelkamp, the company's headquarters in Detmold were expanded by an additional 2,500 m² in the production area and a further 1,100 m² of office space. A new 1,700 m² production plant also opened in Romania: “The new production facility in Romania forms part of our growth strategy in Eastern Europe”, comments Volpert Briel, Chief Marketing and Sales Officer. “Together with the opening of the sales office in Brasov, we have strengthened our customer focus in these markets”. Components such as for the new “u-remote” I/O system are being produced at a new development centre in Singapore. Within the framework of a joint venture in the Chinese town of Wenzhou, relays and relay assemblies are being produced under the name “Weidmüller Electric”. “All the newly created jobs around the world also help to safeguard the jobs within the global Weidmüller production network”, explains Köhler.

In view of the development of new, changing markets, towards the end of the summer Weidmüller established the electric interface technology division. It focuses upon new developments in industrial production where Industry 4.0 is currently one of the most prominent themes within the sector: “Industrial production is distinguished through increasing flexibility of production systems and increasingly complex automation concepts”, reports Köhler. “We are responding to this by developing innovative components and intelligent solutions, and also by focusing closely upon our customers' requirements”. One of the innovations that has been developed within the electric interface technology division is the new “u-remote” I/O system, for which Weidmüller is expecting to see significant demand in the market.

Weidmüller currently employs around 4,800 men and women around the world, of which 1,900 are based at the headquarters in Detmold. “We have created a total of 278 new jobs, 171 of which are in Germany”, says Köhler. “We are extremely proud of our trainees”. Around 50 young men and women began their training at Weidmüller in 2013, and 3 out of the total 41 graduates finished top of the class at the Chamber of Industry and Commerce of Lippe in Detmold. One individual completed his training as a cutting machine operator at Weidmüller, finishing top within the North Rhine-Westphalia region. “Distinctions such as these demonstrate that a high level of commitment during training pays off”, continues Köhler. “During a time of demographic change, businesses are increasingly adopting the innovations of young people. Our trainees in particular play a decisive role in this respect”.

Alongside Industry 4.0, Weidmüller is focusing its own efforts upon the hot topics of energy transition and sustainability. The latter topic gained considerable momentum in 2013: “This is not a new topic for us, since Weidmüller's first initiatives in this area date back to the 1970's”, comments Harald Vogelsang. “Since then we have continued to develop in this area”. The company was also commended several times in 2013 for its sustainability strategy in all areas: “The Federal Ministry of Economics declared Weidmüller a climate protection company, the Weidmüller Academy was awarded the “Location of Progress” seal of approval and our innovation management abilities featured in the “Top 100 Award Innovation””, declares Vogelsang proudly.

It is difficult to forecast the prospects for the year ahead: "Development in the markets is currently difficult to predict. Both the major inter-trade organisations have estimated growth of around three percent", continues Köhler. "We are certainly well positioned with regard to the topics that are dominating the sector, notably Industry 4.0, energy transition and sustainability". For this reason, the Executive Board at Weidmüller has also predicted sales growth for 2014 in the single-digit range: "Going by the forecasts made by the inter-trade organisations, this likely to be within the low single-digit range", says Köhler.

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The Weidmüller Group owns manufacturing plants, sales companies and representatives in more than 80 countries.

In its fiscal year 2012 Weidmüller reached sales of 621 million Euros with 4,400 employees.

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