

## **Weidmüller grows far in excess of the industry average in 2017: record sales exceeding 730 million euros anticipated**

- **The electrical engineering company grows strongly and awaits record sales of over 730 million euros**
- **Innovations for automation and digitalisation as significant growth drivers in a very favourable global market environment**
- **Deployment of digitalisation technologies in production to raise competitiveness and flexibility**
- **Investment and cooperation at the Paderborn and Lemgo sites strengthen the position of the research region of Ostwestfalen-Lippe (OWL) in the German state of North Rhine-Westphalia.**

**Detmold, 19.12.2017.** Boosted by a very favourable market environment, the Weidmüller Group - specialist for Industrial Connectivity, automation and digitalisation solutions - expects total sales to be on a record level of over 730 million Euros for 2017. This was announced by the company at this year's press conference for the annual financial statements held at its headquarters in Detmold. "Especially the investments in our new automation portfolio and solutions for digitalisation are starting to pay off with new products and business fields", explains Jörg Timmermann, speaker of the Weidmüller Executive Board. With the buyback of sales companies in the USA, Canada and Mexico, as well as founding a new Group company in India, the company has also set course for even greater international growth. "We are very confident about progressing further on the established growth path next year too", continues Timmermann. As in previous years, Weidmüller will present its final annual results at the Hannover Messe trade fair next April.

### **Innovation for automation and digitalisation as growth drivers**

An ever increasing share of the Detmold-based company's innovative products and solutions comes from automation and digitalisation. The primary driver here is the new Automation Products & Solutions division, which

generates over 50 percent of its sales with offerings originating over the past five years. This was also demonstrated by the division's record year-on-year sales growth of over 25 percent. "With our Industrial Analytics solution for data analysis - the 'u-mation' automation portfolio - or our services for planning panels and in the field of device connectivity, we are very well positioned to pursue important trends. This is also shown by the very positive feedback at the SPS/IPC/Drives 2017 trade fair staged at the end of November in Nuremberg – one of Europe's leading shows for electrical automation", underlines Weidmüller Chief Marketing and Sales Officer, José Carlos Álvarez Tobar. "We increasingly see ourselves as a partner for our customers in rolling out digital transformation and we offer innovative solutions for realising new data-driven business models", adds Elke Eckstein, Chief Operating Officer and Chief Digital Officer of the Weidmüller Group.

#### **Investment in the new Paderborn site and closer cooperation with higher education institutions in Lemgo**

In order that the innovative thrust in Paderborn does not wane in the future, the company is investing in its Detmold site, as well as constructing a new building along the 'Zukunftsmeile' technology district in Paderborn. With the new building in Paderborn, the company builds up its cooperation with the extremely innovative local research environment in the field of software development, software quality and IT security. This gives rise to advantages, from which the Automation Products & Solutions division, resident there from 2020, will profit from in the development of new products and solutions. Besides the Customer & Technology Center (CTC) in Detmold (completion 2018), Weidmüller also aims to widen its cooperation with the University of Applied Sciences and research institutions in Lemgo and is looking to utilise the strength of the OWL cluster region in the domain of digitalisation more intensively in the future. "We want to jointly expand this expertise, to connect it with the development work in our divisions and thereby enhance our innovative thrust", Timmermann underlines.

#### **Digital transformation is propelled by the employees in various initiatives**

By concentrating on changes to production and the working world evoked by digital transformation, the company also contributes to securing the future of the OWL region. The employees are trained specifically in tomorrow's technologies and applications. They are trained to be fit for working in the Smart Factory and in marketing digitalisation solutions. "We work closely together with the works council in the area of 'future working'. We will start a total of seven projects across the company at the end of the year to also drive our own digital transformation", explains Eckstein, who is the Chief Digital Officer responsible for the digitalisation initiatives at Weidmüller. "We illustrate the advantages of digitalisation to our employees on the basis of everyday working situations and hence accompany them along the chosen path. They can contribute their knowledge in dialogue and actively help shape the change process."

### **Takeover in North America and expansion in Asia strengthens position in growth markets**

The company took an important step towards improving its presence worldwide with the takeover of companies from the W Interconnections Group in the USA, Canada and Mexico from Rockwell Automation, Inc. The company's takeover boosts its global presence and customer focus as an international market leader for Industrial Connectivity options and industrial automation in a rapid growth area. At the same time, it supports the growth strategy in terms of Industrial Connectivity, communication and digitalisation. "With the new Group companies, we offer additional added value, especially for internationally operating key customers in an important region", Álvarez Tobar is convinced. By founding a Group company in India and a sales company in Taiwan, Weidmüller improves its presence in the Asian market too. After the takeover Weidmüller employs almost 4700 staff in total – with roughly 1800 at the Detmold site.

### **Optimistic outlook for 2018**

The overall forecast for the upcoming fiscal year is confident. Both the German Central Electrical Engineering and Electrical Industry Association (ZVEI), as well as the Association of German Machinery and Equipment

Constructors (VDMA), anticipate growth of 4 percent. "At the moment we expect the good trend in an outstanding market environment to also continue next year. With our positioning and our portfolio, we are well placed to meet the challenges", emphasises Timmermann. It is difficult to make a precise forecast, especially on account of the US trade and economic policy, the fallout of Brexit negotiations and the political development worldwide.



Capture: The Executive Board of the Weidmüller Group with Elke Eckstein (Chief Operating Officer and Chief Digital Officer), Jörg Timmermann (Spokesman of the Management Board and Chief Financial Officer) and José Carlos Álvarez Tobar (Chief Sales Officer) is very satisfied with 2017.

### **Weidmüller - Your Partner in Industrial Connectivity**

As experienced experts, we support our customers and partners around the world with products, solutions and services in the industrial environment of power, signal and data. We are at home in their industries and markets and know the technological challenges of tomorrow. We are therefore continuously developing innovative, sustainable and useful solutions for their individual needs. Together we set standards in Industrial Connectivity.

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

In its fiscal year 2016 Weidmüller reached sales of 680 million Euros with 4,500 employees.

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