



Strong growth in fiscal year 2010/2011

Energy-efficient products in demand. Excellent positioning in future markets

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St. Georgen, 12 May 2011

ebm-papst St. Georgen GmbH & Co. KG has posted a highly successful fiscal year 2010/2011, which ended on 31 March. Sales revenue of 295 million euro means a year-on-year increase of 48%. The positive development is set to continue in the current fiscal year. ebm-papst St. Georgen expects further growth with sales revenue set to top 317 million euro this year.

"Supported by our technologically leading, energy-efficient product range and thanks to the commitment of our dedicated and highly qualified workforce, ebm-papst St. Georgen has benefited from the economic recovery well above the industry average." Dirk Schallock, Spokesman for the Board of Managing Directors summarises the past fiscal year in a nutshell. The use of instruments such as short-time working, working-time accounts and temporary employment has proven to be both valuable and strategically correct. Without the highly qualified core workforce, it would not have been possible to increase capacity and to expand production at the same time to the extent we did, and to uphold the required quality. The procurement habits of our customers has been characterised by great dynamism. Short-term call-offs, including large quantities, increase the requirement for flexibility on the part of ebm-papst St. Georgen.

The increase in revenue has been shared by all sections of the company: automotive, drive engineering, computer and office technology and telecommunications, whereby the highest growth was posted by the automotive division. In particular ebm-papst systems technology has been and remains in great demand. And it is so worldwide. The export share totalled 49%. 61.5% of exports went to EU member states. 15.5% went to North America, 21% to Asia and 2% to other parts of the world.

In the past fiscal year, ebm-papst St. Georgen has invested substantially in all its locations. Investments totalling 22 million euro are planned for the current fiscal year. This high rate of investment should be maintained in the years ahead. In the last fiscal year, the focus was on the factory at St. Georgen. There, the company invested in a new training centre, a showroom and in machines and installations. In years ahead, expenditure in the double-digit millions range are planned, for example at Herbolzheim, to expand production and increase the degree of automation there.



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The medium-term planning of ebm-papst St. Georgen anticipates growth in sales revenues to 500 million euro within five years. All company locations should and must play their part in achieving this. This growth will be accompanied by a substantial increase in the workforce. In particular at the factory in St. Georgen, which, besides production, is also home to the development and administrative functions, there is substantial demand for highly qualified staff: development engineers and specialists in the fields of sales, controlling, IT and purchasing are in demand. The increasing production volume means that the number of employees in the field of production will have to be increased at all ebm-papst St. Georgen factories.

"The expansion of our development capacity is essential for the success of ebm-papst St. Georgen. We will only succeed in the face of global competition if we can maintain and expand our role as technological leaders," stresses Schallock. He sees ebm-papst St. Georgen as being very well positioned for further growth, as energy-efficient technologies are in great demand in all industrial sectors. ebm-papst expects the issue of reducing carbon dioxide emissions from motor vehicles to become increasingly important, for example with start/stop systems and with further reductions in energy consumption by all components. Schallock also sees ebm-papst as being technologically very well positioned in other future business sectors such as photovoltaics and IT.

At the end of the fiscal year, the technology company ebm-papst St. Georgen employed 3418 members of staff. That represents an increase of 11.7% year on year. The number of employees at the individual locations was: St. Georgen 868, Herbolzheim 625, Hungary 1715, China 210. ebm-papst St. Georgen attaches great importance to the issue of vocational and further training. All trainees were taken on permanently in the last fiscal year. Trainees make up a total of 3.5% of the workforce. Under the heading "employer branding", ebm-papst St. Georgen is planning to further intensify its appeal to both highly qualified employees and highly motivated trainees.

The central strategy of the ebm-papst Group is "GreenTech", and this strategy is rigorously implemented at St. Georgen. The develop from a manufacturer of energy-efficient fans and motors to a company that embodies integrated energy-efficient thinking, is progressing very well. Numerous individual measures such as a CO₂-orientated realignment of the company car fleet, heat insulation in the buildings and energy savings in



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compressor stations and production facilities have already been implemented by ebm-papst St. Georgen. More are set to follow.

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Fig. 1: Headquarter of ebm-papst St. Georgen



Fig. 2: Dirk Schallock - Managing Director



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About ebm-papst

ebm-papst St. Georgen is a subsidiary of the ebm-papst Group. The ebm-papst Group is the world's leading manufacturer of fans and motors and is a pioneer and pacesetter for ultra-efficient GreenTech EC technology.

In the last fiscal year 2010/2011, the company generated turnover of more than 1.3 billion euro. ebm-papst employs over 11,000 people at 17 production facilities (including Germany, China, USA) and 57 sales offices worldwide. Fans and motors of the global market leader are represented in many industries, including ventilation, air-conditioning and refrigeration technology, household appliances, heating engineering, in IT and telecommunications, as well as those in automotive and commercial vehicles engineering.

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