

Press Message

Pilz increases revenue, employees and export share in 2015 - "Healthy growth under own momentum"

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Ostfildern, 06.04.2016 -

The group of companies under Pilz GmbH & Co. KG, with its headquarters in Ostfildern near Stuttgart, can look back on the 2015 fiscal year with satisfaction. The family-owned business increased its revenue by 11 percent to 288 million Euros. The employee total also reached a new record level last year: it was up 6 percent at 2,030. With an R&D ratio of 19.8 percent of revenue in 2015, Pilz reaffirms its credentials as one of the most innovative businesses in the field of automation technology.

"We had set ourselves ambitious targets for 2015 and are very satisfied that we have achieved them. Pilz is a healthy business that is growing under its own momentum in every area and in every region," summarised Renate Pilz, Chair of the Board of Pilz GmbH & Co. KG. "We have once again set ourselves ambitious targets for 2016 so we are delighted at having made such a good start to the 2016 fiscal year," she added.

Pilz aims to create more jobs

The family firm's total employees surpassed the 2,000 mark for the first time ever in 2015: on December 31, 2015 Pilz had 2,030 employees worldwide. The automation specialist employed 972 people, including 35 apprentices, at its headquarters in Ostfildern at the end of 2015. Pilz aims to create more jobs in 2016. The

measures Pilz has planned include providing 12 apprenticeships for industrial vocations and for students at the Baden-Württemberg Cooperative State University in the current year.

Customer-led activities worldwide

The major success factor is and remains the international outlook of this manufacturer of automation solutions. 2015 was the first year in which Pilz achieved over 70 percent of revenue outside Germany: the share of exports rose by 1.4 percentage points to 70.9 percent. This makes Pilz a partner for international-profile mechanical engineering companies and businesses with worldwide manufacturing operations. "We are there for our customers worldwide! Through our subsidiaries, we are able to provide support not merely in the form of products, but also with our extensive expertise. Our customers appreciate that," explains Renate Pilz.

Pilz achieved around 74 percent of its revenue for 2015 in Europe, around 15 percent in Asia and almost 10 percent in America. The company achieved its steepest growth in Asia, above all Korea, Japan and China. By establishing further subsidiaries in the Asian region, Pilz will build on its existing business ties in Southeast Asia in 2016 and in future will be able to supply customers there directly with the full range of components, systems and services. The number of sales subsidiaries has consequently reached 40.

Product portfolio secures lasting success

The Pilz portfolio encompasses products from the areas of sensor technology, control and drive technology plus the corresponding services for the entire life cycle of machinery and systems. Pilz is an automation solutions provider, with safety a core skill and facet of every solution: Pilz brought the world's first safety relay, PNOZ, onto the market in 1987 and is still the world market leader in this product

segment. For the first time in 2015, the “ambassador of safety” sold over one million of these devices, which monitor the safety of machines and brings them safely to a standstill in the event of danger.

The control and drive technology product area remained the main revenue driver for Pilz in absolute terms in 2015 (65 percent), but the sensor technology (14 percent) and services (12 percent) areas are already generating double-digit revenue shares. “Our product portfolio is a healthy blend of products that are well-established in the market and are popular with customers, alongside new, very promising products that represent technological progress,” explains Renate Pilz.

As an independent, innovation-led mid-cap business, Pilz has regularly been investing about one-fifth of its revenue in research and development for many years now. The R&D ratio in 2015 was 19.8 percent.

Industrie 4.0: new rules governing safety

Pilz is working hard on developing automation solutions for integrated, intelligent production. By getting involved in bodies and research partnerships such as SmartFactory KL and Arena 2036, Pilz aims to continue setting standards. The company is devoting particular attention to the area of safety and security.

With its products, above all the automation system PSS 4000, Pilz already meets the requirements that industry will have to satisfy in years to come: the company is presenting an Industrie 4.0-compliant production line to visitors to Hannover Messe. Fully automated with Pilz sensors, control systems and drives, the modular-design model plant presents an efficient and user-friendly

solution to control tasks based on distributed intelligence.

Pilz is exhibiting at Hannover Messe in Hall 9, Stand D17 and on the SmartFactory KL stand in Hall 8, Stand D20.



Caption:



Caption:

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