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Pilz GmbH & Co. KG
Felix-Wankel-Straße 2
73760 Ostfildern
Germany
http://www.pilz.com

Press Message

Financial year 2020: Automation specialist Pilz sees a drop in turnover – Fully confident outlook - “Countering the crisis together”

Ostfildern, 04.05.2021 - **The Pilz corporate group has had to account for the worldwide crises and upheavals in the 2020 financial year: in 2020 the company recorded a turnover of 286.2 million Euro, a fall of 11.3 per cent in comparison with the previous year. Share of exports and R&D ratio increased. The company is full of confidence and drive for the months to come.**

“Our business activities in the last year were defined in particular by the crises caused by Corona: we look back on 2020 as a year that demanded a great deal of our company and employees. But together we managed to counter and withstand the crises. My brother and I are grateful for that”, says Susanne Kunschert, Managing Partner of Pilz GmbH & Co.KG.

Only moderately fewer employees despite the fall in turnover

In the 2020 financial year the Pilz Group achieved a turnover of 286.2 million Euro, down 11.3 % on 2019. As of 31.12.2020 the number of employees was 2,440 worldwide, a drop of 4.2 per cent. In Germany the number of employees fell by 3.4 per cent: from 1,128 to 1,091 (31.12.2020). This fall is due entirely to retirements and natural turnover. Compulsory redundancies in the wake of the global economic crisis were avoided.

Despite the difficult environment the company has continued its training activities as planned: all trainees were employed at the end of their training. 16 new trainees started their professional life at Pilz in 2020.

As a result of increased global marketing and sales activities, the company was able to further increase its share of exports. This figure is now at 75.2 per cent (+ 0.9 percentage points over 2019).

Resolutely innovative

Pilz is an innovative company by tradition. That remains the case even in difficult economic times: even in 2020 Pilz continued to hold its R&D ratio at over 21 per cent. Current proof of our innovative strength is the market launch of the safety relay myPNOZ in early 2021. Based on a universal digital concept, Pilz can use this product to supply safe solutions that are built individually to specific customer requirements in batch size 1 – in the spirit of Industrie 4.0. myPNOZ offers users a wholly new digital customer experience with regard to the selection, configuration, ordering and installation of industrial components. The new product received official confirmation shortly after it was introduced: as part of the virtual Hannover Messe 2021, myPNOZ was nominated as one of the three finalists for the prestigious Hermes Award, the industry equivalent of an Oscar.

“Full of confidence and drive for 2021”

Even if the order situation has stabilised in the last few months, more precise economic forecasts for 2021 remain difficult due to the Corona pandemic. “Nevertheless I'm looking to 2021 full of confidence and drive! I have complete faith that we will master the challenges of this year!” Susanne Kunschert is keen to stress.

Caption: *The automation company Pilz is looking to the future full of confidence and drive, investing in training and continuing education. (Photo: © Pilz GmbH & Co. KG)*

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Contact for journalists

Marketing Department
Press contact
+44 1536 460766
marketing@pilz.co.uk