



## Press release

# Another year of record revenue at ebm-papst

**Technology leader for fans and motors grows 7.0% to €1.680 billion, employs over 12,550 people worldwide.**

**Mulfingen, Stuttgart.** The ebm-papst Group, the world market leader for fans and motors, completed the fiscal year 2015/16 on March 31 with record revenue. The family-owned company based in Mulfingen, Baden-Württemberg, recorded revenue of €1.680 billion, an increase of 7.0% from the previous year's figure (€1.570 billion). With these results, ebm-papst strengthened its leading position on the global market.

The positive business trend was also reflected in the number of new jobs created at the company. At the end of the fiscal year, ebm-papst employed 12,553 employees worldwide (previous year: 11,954), an increase of 599.

Hans Peter Fuchs, Managing Director of Finance and Controlling at the ebm-papst Group, said "We strengthened our technology and market leadership with a variety of innovations and increased our revenue significantly. To increase our capacity and enable further growth, we spent €137 million on capital investment, the largest amount in the company's history."

For the 2016/2017 fiscal year, in progress since April 1, the ebm-papst Group plans for revenue growth of 9.3% to €1.836 billion. As a result of its holding in electronics specialist IKOR (approx. 780 employees), the company expects to increase its workforce by 7.9% to 13,550.

### Summary of figures

| Worldwide                                  | FY 14/15 | FY 15/16 | Change   |
|--|----------|----------|----------|
| Consolidated Group revenue (million euros) | 1,570    | 1,680    | + 7.0 %  |
| Foreign share                              | 75%      | 75 %     | +/- 0 %  |
| Employees                                  | 11,954   | 12,553   | + 5.0 %  |
| R&D expenditures (million euros)           | 95       | 104      | + 9.4 %  |
| Capital investment (million euros)         | 105      | 137      | + 30.5 % |
| Production sites                           | 18       | 18       |          |
| Sales offices                              | 57       | 57       |          |
| of which subsidiaries                      | 48       | 48       |          |

### Background information

#### Strategy for continued growth – focus on divisions

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With its “Structure 2020” program, ebm-papst is working on a realignment of the Group to adapt to its increasing size and to ensure sustained growth in the future.

Thomas Borst, Managing Director of Sales and Marketing at the ebm-papst Group, said: “We are taking this path in order to adjust to strengthening global market and customer structures and to further strengthen our customer focus with speed, flexibility and a high level of technical expertise.”

ebm-papst’s corporate structure is based on three pillars: industrial ventilation, automotive and drive engineering, and heating and home appliances. Industrial ventilation continues to account for the largest share of revenue with 62% (€1,046 million), followed by home appliances and heating with 22% (€360 million) and automotive and drive engineering with 16% (€274 million).

### **R&D – technology leader sets standards in the industry**

ebm-papst continued to strengthen its position as a technology leader in fiscal year 2015/16, with research and development activities focusing on aerodynamics, aeroacoustics, energy-efficient product designs, and the expansion of its electronics and systems capabilities. R&D expenditures increased by 9.5% to €104 million (previous year: €95 million) and are expected to increase slightly in the current fiscal year.

Commenting on technology trends, Dr. Bruno Lindl, Managing Director of Research and Development at the ebm-papst Group, said: “We see potential for further development in various fields such as aerodynamics and aeroacoustics, which we want to exploit in cooperation with external research institutes. Another important issue will be research related to ‘Industry 4.0.’”

### **Record capital investment to increase capacity**

In the last fiscal year, ebm-papst invested a record €137 million (previous year: €105 million) in measures to expand capacity.

Thomas Wagner, Managing Director for Production and Materials Procurement: “The high level of investment was urgently necessary because of the increased demand for fans and motors.”

### **Building systems expertise with acquisitions**

On January 1, 2016, ebm-papst acquired a majority interest in the Spanish electronics specialist IKOR, which has operations in Spain, Mexico and China. IKOR has approximately 780 employees.

Thomas Wagner: “The global electronics production sites were another reason for the acquisition. This will enable us to produce ‘local for local’ even more effectively in the future – in the market, for the market. And we will benefit from IKOR’s Industry 4.0 technology expertise.”

### **About ebm-papst**

The ebm-papst Group is the world’s leading manufacturer of fans and motors and is a pioneer and pacesetter for ultra-efficient EC technology. ebm-papst fans and motors are represented in many industries, including ventilation, air-conditioning and refrigeration

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technology, household appliances, heating engineering, in IT/telecommunications, in medical technology and in applications in automotive and commercial vehicles engineering. ebm-papst EC motor technology, and the market leader's engineering and logistics expertise will add value to your business.

Find out more about ebm-papst A&NZ on [www.ebmpapst.com.au](http://www.ebmpapst.com.au).

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