

Press Release

Positive Order Trend

Winterthur, September 27, 2016 – The Kistler Group reported incoming orders worth CHF 233.3 million at the end of August 2016 and has therefore seen growth of 8.4 % compared to the same period in the previous year, or 5.6 % when adjusted for currency effects. The opening of the new German headquarters in Sindelfingen has laid the foundations for further growth. Moreover, with the acquisition of the Schatz Group, Kistler is expanding its range of industrial applications in the field of screw technology.

After stagnation was recorded in Asia last year, the Asian market is now experiencing a fresh period of growth. Kistler's products for developing and testing new generations of vehicles are also in high demand in Europe and America. The prospects for the remainder of this year continue this positive trend. The growing demands for automotive safety and more restrictive emissions legislation are providing the Kistler Group with a favorable environment for the use of its products.

Innovations and Success Stories

The key term 'Industry 4.0' is set to dominate the industrial automation sector in the future. Modern industrial automation will require more intensive investments to be made in quality assurance in the future. Kistler sees opportunities for further growth in this area. Innovations are being driven forward with a focus on developing further from a component manufacturer to a strong partner for industry and research. This is also evident in the diverse number of success stories (<https://www.kistler.com/ch/en/about-us/media-and-news/success-stories/>) that Kistler reports from around the world. One example of this is the new product from the Sensor Technology Division, PAS-S, which made quite a splash at the Paralympic Games in Rio:

British Swimming Team Wins 47 Medals at the Paralympics

The Paralympic swimming team from Great Britain used the Kistler Performance Analysis System for Swimming, Starts and Turns (PAS-S) to prepare for the Paralympic Games in Rio. It definitely paid off: Between September 7 and 18, the team won a grand total of 47 medals: 16 gold, 16 silver, and 15 bronze. For Rob Greenwood, National Head Coach, the PAS-S supplies objective data. Information such as the take-off force at the start can therefore be passed on to the athletes and optimized during the training session. 'Paralympic athletes have to train differently due to their various disabilities,' says Chris Furber, National Performance Director. This is why he believes that PAS-S is the world's top performance analysis kit: simple and at the same time effective to use. In view of the increasing competition in Paralympic swimming, this results in some crucial advantages.

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Capacity Limits Reached in Winterthur

Since the end of last year, 35.3 new positions have been created at the headquarters in Winterthur and 83.5 globally. In Winterthur, there are still 34 positions to be filled and 114 positions worldwide. In the last few months, this has led Kistler to place targeted advertisements in selected journals and online channels in order to attract the attention of the urgently required experts, graduates, and students. Due to the rate at which Kistler is growing, this number is likely to increase slightly in the coming months, despite the recruitment of new employees. This presents the headquarters in Winterthur with a challenge, as the capacity limits will already have been reached by the end of the year. As a result, various courses of action are therefore being planned internally.

Prepared for the Future in Germany

The new German headquarters were opened in May in the town of Sindelfingen. The former sites at Ostfildern and Schönaich were brought together under one roof, which made it possible to optimize and accelerate numerous processes and procedures. This step is also intended to increase the number of services offered to customers, and the physical proximity to the automotive industry will therefore offer many advantages. 180 people are currently employed at the new headquarters. There is certainly room for expansion, as the new build is designed for 300 people.

Acquisition Offers New Opportunities

In May 2016, the Kistler Group was able to announce the acquisition of the Schatz Group, to which Schatz AG in Remscheid (DE) and the sales and service company Schatz USA, Inc. in Holly (MI) also belong. This acquisition presents the Kistler Group with new potential applications in quality assurance in industrial manufacturing. It also represents a further step in Kistler's overall growth strategy. The aim is to cover further applications with these measuring technologies and to offer an increasing number of systems as well as targeted services. CEO Rolf Sonderegger sees a positive future for the Kistler Group: 'As a company, we are in a strong position. With the construction of our new headquarters in Germany and the acquisition of the Schatz Group, we have taken important steps in preparing for future growth.'

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Additional Photographs



A modern new build: Sindelfingen, the new headquarters in Germany.



Sealing the acquisition: Rolf A. Sonderegger, CEO of Kistler Group, Dr. Volker Schatz, CEO of Schatz AG, and Martin Schatz, Managing Director of Schatz USA Inc. (from right to left).



The Performance Analysis System for Swimming, Starts and Turns (PAS-S) can, among other things, measure the take-off force to optimize the start of the race.



Gemeinsam Grenzen verschieben

KISTLER
measure. analyze. innovate.

Wir suchen in Winterthur 40 Spezialisten für dynamische Messtechnik. Im physikalischen Grenzbereich von Mobilität, Emissionsreduktion, Qualitätskontrolle und Leichtbau verschieben wir die Grenzen des Möglichen.

Werden Sie Teil unseres Teams und gestalten Sie mit uns zusammen die Zukunft!

www.kistler.com/career

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About the Kistler Group

Kistler is a pioneer of piezoelectric measurement technology and is at the forefront of dynamic measurement of pressure, force, torque, and acceleration. State-of-the-art technologies form the basis of the modular systems and services from Kistler.

As an experienced development partner, Kistler allows customers in industry, research, and development to optimize their products and processes, as well as create sustainable competitive advantages. The Swiss, owner-run company therefore has an influence on automotive development and industrial automation, as well as in numerous emerging industries, with innovative sensor technology. With a broad range of application-relevant knowledge and an absolute commitment to quality, Kistler promotes innovations in lightweight design, vehicle safety, emissions reduction, and Industry 4.0.

Around 1 600 employees in 56 locations worldwide are dedicated to developing new measurement solutions and offer individual, application-specific support on-site. Since it was founded in 1959, the Kistler Group has grown along with its customers and recorded sales of CHF 329 million in 2015, approximately 10 % of which is invested in innovation and research so that it can achieve even better results for all customers.

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