

Fact sheet: Grenzebach Maschinenbau GmbH

As of March 2009

Name	Grenzebach Maschinenbau GmbH
Headquarters	Hamlar (Bavaria), about 40 km north of Augsburg.
Managing Director	Bernd Minning
Description	<p>Grenzebach Maschinenbau GmbH specializes in materials handling and process engineering and supplies companies in the glass and building materials sectors worldwide with highly customized production equipment and control systems.</p> <p>Other major fields of application are in the chemical and food industries, wood veneer and airport logistics sectors.</p> <p>In recent years the company has added another major string to its bow by developing manufacturing systems for solar panels.</p>
Market position	<p>World's No. 1 for production equipment for glass and building materials and turnkey projects</p> <p>No. 3 worldwide in wood technology</p> <p>No. 1 globally for conveyor technology for manufacturing systems for thin-film solar panels.</p>
Foundation and history	<p>With a workforce of seven, Rudolf Grenzebach founded Grenzebach Maschinenbau GmbH in Hamlar, Bavaria in 1960. Grenzebach Maschinenbau GmbH is the head office of Grenzebach Group. The company began to build production facilities for materials handling technology. In the first year sales were in the range of Euro 500,000.</p> <p>In 1962 the first market segment comprised transport and handling systems for large creameries and cheese producers.</p> <p>In 1965 the development of industrial-scale production of chipboard opened up a new market for material transport and handling systems. The building materials industry also needed modern processing facilities and became an important market segment.</p> <p>In 1974 Grenzebach developed the world's first processing systems for float glass production.</p> <p>In 1977 the company identified the potential of electronics for the process control of complex production processes. Grenzebach Electronics was founded in 1986.</p>

	<p>In 1988 the company established its first subsidiary in the USA. China followed ten years later, then India in 2006 and Italy, Russia and Taiwan in 2008. These branches support and safeguard the company's export sales.</p> <p>In the period 2001-2005 Grenzebach acquired majority holdings in companies that perfectly complement its existing product portfolio and enhance its know-how in niche markets.</p> <p>In xx the company started up a partnership with Karl. (Use of "large" robots in the float glass sector, developing a controller for special stacking systems).</p> <p>Rudolf Grenzebach handed over the reins of the company to Bernd Minning in 1999.</p>
Ownership structure	The company is owned by the Grenzebach family, which is represented in the advisory board but not in the management.
Performance indicators	<p>Consolidated Sales Grenzebach Group 2008: more than Euro 300 million (2007: Euro 195 million)</p> <p>Consolidated EBIT margin Grenzebach Group 2008: 9.5% (2007: 9.2%)</p>
Workforce	<p>Total worldwide: 1,550</p> <p>In Germany: 1,050</p> <p>At Hamlar: 550</p>
Locations	<p>6 production sites (Grenzebach Group):</p> <p>Germany: Hamlar, Bad Hersfeld, Karlsruhe</p> <p>USA: Newnan (Georgia)</p> <p>China: Shanghai and Jiashan</p> <p>Further 11 sales and service offices in the U.S., India, Italy, Russia, Taiwan, Indonesia and Brazil</p>
International dimension	<p>Approx. 8% of Sales in Germany</p> <p>Approx. 92% of Sales internationally</p>
Holdings in KUKA AG	<p>December 2008: 5.43%</p> <p>March 2009: 19%</p>
Internet	www.grenzebach.com