

GLOBAL FLEXIBLE DYNAMIC

Phoenix Mecano | Company Report 2010

3 OUR
GROWTH
IS BASED ON
PILLARS

THE BASIS OF OUR SUSTAINABLE SUCCESS

1

INTERNATIONALITY

We are a **GLOBAL** company offering a comprehensive range of services in all major growth regions.

2

CUSTOMER FOCUS

We are **FLEXIBLE** in responding to our customers' every need and develop detailed, technical solutions to the highest of standards.

3

FUTURE MARKETS

We enjoy strong growth in the markets of today and focus on the requirements of tomorrow's markets in a **DYNAMIC** way.

1

INTERNATIONALITY

We are a **GLOBAL** company with a presence in all international growth markets. We manufacture products for our customers at **19 PRODUCTION AND ASSEMBLY LOCATIONS WORLDWIDE**. Products reach the end consumer within 48 hours, in a cost-effective and resource-efficient way. **OUR GLOBAL MATERIAL PROCUREMENT ACTIVITIES** encompass a wide range of sources in India, Southeast Asia and Eastern Europe. This sound cost base underpins our current and future business expansion.





PHOENIX MECANO – INTERNATIONAL PRESENCE

Headquarters

Switzerland
 Phoenix Mecano AG
 CH-8260 Stein am Rhein

Finance and service companies

Switzerland
 Phoenix Mecano Management AG
 CH-8302 Kloten

Phoenix Mecano Trading AG
 CH-8260 Stein am Rhein

Channel Islands GB
 Phoenix Mecano Finance Ltd.
 St. Helier, Jersey, Channel Islands

Germany
 IFINA Beteiligungsgesellschaft mbH
 D-32457 Porta Westfalica

The Netherlands
 PM International B.V.
 NL-7005 AG Doetinchem

Divisions

ELCOM/EMS

Germany
 Datatel Elektronik GmbH
 D-30853 Langenhagen

Götz-Udo Hartmann GmbH + Co. KG
 D-61279 Grävenwiesbach

Hartmann Codier GmbH
 D-91083 Baiersdorf

Hartmann Elektronik GmbH
 D-70499 Stuttgart (Weilimdorf)

Phoenix Mecano Digital Elektronik GmbH
 D-99848 Wutha-Farnroda

Plein & Baus GmbH
 D-51399 Burscheid

PTR Messtechnik GmbH + Co. KG
 D-59368 Werne

Enclosures

Germany
 Bopla Gehäuse Systeme GmbH
 D-32257 Bünde

Kundisch GmbH + Co. KG
 D-78056 Villingen-Schwenningen

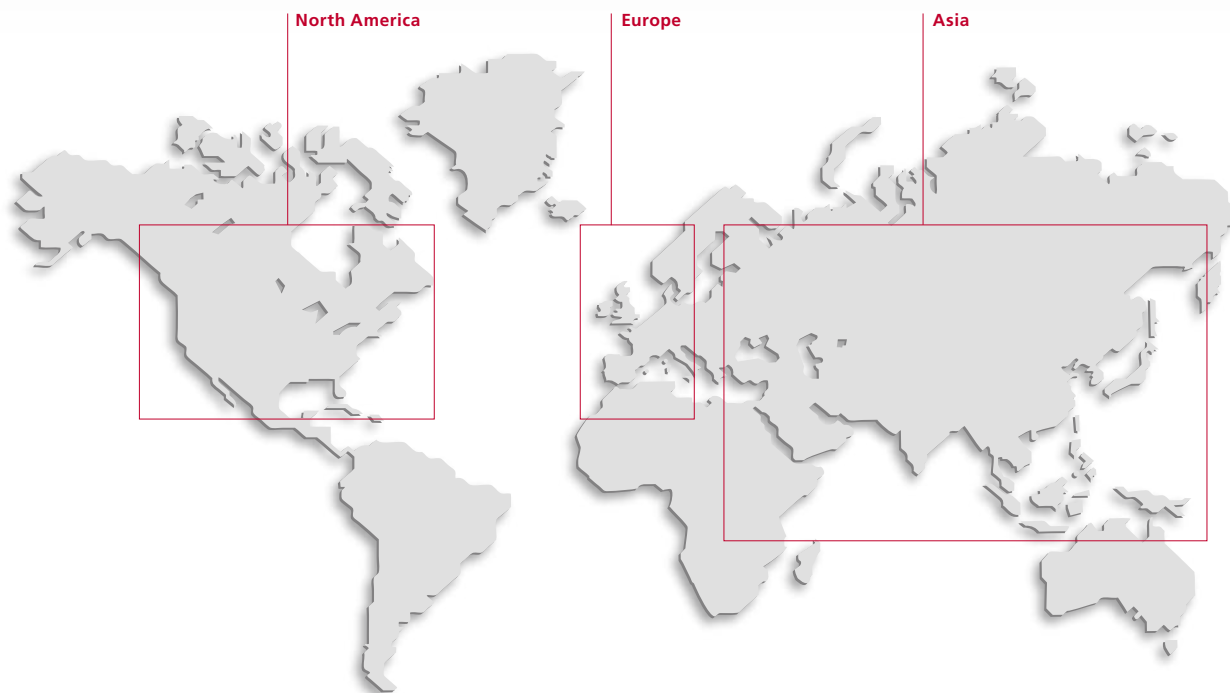
Rose Systemtechnik GmbH
 D-32457 Porta Westfalica

Mechanical Components

Germany
 Dewert Antriebs- und Systemtechnik GmbH
 D-32278 Kirchlengern

Okin Motion Technologies GmbH
 D-51429 Bergisch Gladbach

RK Rose + Krieger GmbH
 D-32423 Minden



Production and sales companies

Australia

Phoenix Mecano Australia Pty Ltd.
Tullamarine, VIC 3043

Austria

AVS Phoenix Mecano GmbH
A-1230 Vienna

Benelux

PM Komponenten B.V.
NL-7005 AG Doetinchem

PM Komponenten N.V.
B-9800 Deinze

Brazil

Phoenix Mecano Comercial e Técnica Ltda.
São Paulo

France

Phoenix Mecano S.à.r.l.
F-94121 Fontenay sur Bois, Cedex

Germany

Lohse GmbH
D-76461 Muggensturm

RK Rose + Krieger GmbH
System- & Lineartechnik
D-88697 Bermatingen

RK Schmidt Systemtechnik GmbH
D-66646 Marpingen-Alsweiler

Rose Gehäusetechnik GmbH
D-16227 Eberswalde Finow

Great Britain

Phoenix Mecano Ltd.
GB-Aylesbury

Hungary

Phoenix Mecano Kecskemét Kft.
H-6000 Kecskemét

India

Phoenix Mecano (India) Ltd.
Dist. Pune 412108

Italy

Phoenix Mecano S.r.l.
I-20065 Inzago (Milan)

Korea (South Korea)

Phoenix Mecano Korea Co. Ltd.
Seoul 153-863

People's Republic of China

Okin Refined Electric Technology Co. Ltd.
Jiaxing 314024

Mecano Components (Shanghai) Co. Ltd.
Shanghai 201802

Phoenix Mecano Hong Kong Ltd.
Hong Kong

Shenzhen Elcom Trading Co. Ltd.
Shenzhen

Romania

Phoenix Mecano Plastic S.r.l.
RO-550052 Sibiu

Russia

Moscow representative office
Rose Systemtechnik GmbH
RUS-127055 Moscow

Scandinavia

Okin Scandinavia AB
S-360 44 Ingelstad

Phoenix Mecano ApS
DK-5220 Odense SØ

Singapore

Phoenix Mecano S.E. Asia Pte Ltd.
Singapore 408863

Spain

Sistemas Phoenix Mecano España S.A.
E-50011 Zaragoza

Switzerland

Phoenix Mecano Komponenten AG
CH-8260 Stein am Rhein

Taiwan

Branch of Phoenix Mecano S.E. Asia Pte Ltd.
No. 5, Taipei, Taiwan

Thailand

Representative office of
Phoenix Mecano S.E. Asia Pte Ltd.
Bangkok 10400, Thailand

Tunisia

Phoenix Mecano Digital Tunisie S.à.r.l.
TN-2084 Borj-Cedria

Phoenix Mecano ELCOM S.à.r.l.
TN-1100 Djebel El Ouest-Zaghouan

Phoenix Mecano Hartu S.à.r.l.
TN-2013 Ben Arous

Turkey

Phoenix Mecano Mazaka Endüstriyel Ürünler
San ve Tic AŞ | TR-06374 Yenimahalle, Ankara

United Arab Emirates

Rose Systemtechnik Middle East (FZE)
125M2 Warehouse, Sharjah

USA

Okin America Inc.
Shannon, Mississippi 38868

Phoenix Mecano Inc.
Frederick, Maryland 21701

WIENER Plein & Baus Corp.
Springfield, Ohio 45505

North America

Phoenix Mecano operates at four locations in the USA, via which it distributes products and services from all three divisions.



Europe

In Europe, product development and marketing are concentrated largely at locations in Germany. These sites support global sales activities and ensure the necessary technology transfer.



Asia

Phoenix Mecano began operating in Asia via Phoenix Mecano S.E. Asia Pte Ltd., based in Singapore. Since then, the Group has expanded its Asian presence with companies in China, South Korea and Taiwan.



FACTS AND FIGURES

- > 5 929 employees worldwide
- > 5 continents
- > 26 countries
- > 55 subsidiaries
- > 19 production and assembly locations
- > 2 sites in Switzerland

2

CUSTOMER FOCUS

As a SPECIALIST PARTNER in the field of industrial components and modules, we develop individual technical solutions IN CLOSE COOPERATION WITH OUR CUSTOMERS. We implement these solutions based on FLEXIBLE AND AUTONOMOUS DECISIONS taken locally. We deliver the highest standards of technology, service and customer focus, thereby providing our clients with the best possible support in growing their own businesses. We pride ourselves on our RAPID RESPONSE TIMES and ABSOLUTE COMMITMENT TO SERVICE.





PHOENIX MECANO KOMPONENTEN AG, STEIN AM RHODEN, SWITZERLAND



PHOENIX MECANO INC., FREDERICK, MARYLAND, USA



PHOENIX MECANO (INDIA) LTD., PUNE, INDIA



MECANO COMPONENTS (SHANGHAI) CO. LTD., SHANGHAI, CHINA



PHOENIX MECANO S.E. ASIA PTE LTD., SINGAPORE, SINGAPORE



ROSE SYSTEMTECHNIK GMBH, PORTA WESTFALICA, GERMANY



PHOENIX MECANO KECSKEMÉT KFT., KECSKEMÉT, HUNGARY



PHOENIX MECANO COMERCIAL E TÉCNICA LTDA., SAO PAULO, BRAZIL



PHOENIX MECANO COMERCIAL E TÉCNICA LTDA., SAO PAULO, BRAZIL

Üsen Schlüssel zum Erfolg isch, dass mir eusi Produkt i chürzischer Ziit und mit höherer Qualität genau em Wunsch vom Chund aapassed. Und üs isch ä langfristigi Beziehig zum Chund wichtiger als de schnälli Erfolg.

“For us, customised product adaptations delivered quickly and at a high quality are the key to success. In view of this, long-term customer loyalty is more important than short-term success.”

PHOENIX MECANO KOMPONENTEN AG, STEIN AM RHEIN, SWITZERLAND

We are dedicated to customer satisfaction through continuous improvement.

चैवमदपग डमबंदव (फोनिक्स मेकानो) के उत्पादों की वैश्विक गुणवत्ता मानकों के प्रति निश्ठा और इसके साथ ही तकनीकी समाधानों में विशेषज्ञता, लचीली आपूर्ति क्षमता और उपभोक्ता से नजदीकी, भारतीय बाजार में हमारी सफलता के आधार हैं।

“Technical solution expertise, flexible supply capability and customer proximity, combined with an adherence to the global quality standard of Phoenix Mecano products, are the basis of our success in the Indian market.”

PHOENIX MECANO INC., FREDERICK, MARYLAND, USA

PHOENIX MECANO (INDIA) LTD., PUNE, INDIA

在建造他们的工业基础设施时，我的中国客户倾向于使用瑞士和德国工程产品。我们将这归结为我们在上海实施本地化所创造的价值。

“Our Chinese customers like to use Swiss and German engineering products in the construction of their industrial infrastructure. We combine this with local value creation here in Shanghai.”

MECANO COMPONENTS (SHANGHAI) CO. LTD., SHANGHAI, CHINA

We supply high-quality products to leading global technology companies. We combine Western innovation and quality with Asian value-added to create growth potential for the Group.

PHOENIX MECANO S.E. ASIA PTE LTD., SINGAPORE, SINGAPORE

Wir modifizieren unsere Produkte entsprechend den Wünschen unserer Kunden.

“We modify our products according to our customers’ requirements.”

ROSE SYSTEMTECHNIK GMBH, PORTA WESTFALICA, GERMANY

A műanyagtechnológia, tekercstechnológia és gépi megmunkálás szakértői központjaként a Phoenix Mecano csoport nemzetközi értékesítési hálózata számára végzünk gyártást.

“As a centre of expertise for plastics technology, winding technology and machining, we manufacture for the Phoenix Mecano Group’s global sales network.”

PHOENIX MECANO KECSKEMÉT KFT., KECSKEMÉT, HUNGARY

Com suas variações extremas de clima e redes elétricas, cujos padrões de voltagem variam de 100 a 240 V, o Brasil tem demandas específicas em eletrônicos industriais. Nós adaptamos os produtos Phoenix Mecano para o mercado local – de peças exclusivas à produção em pequenos lotes.

“With its extreme variations of climate and electricity grids whose standard voltages vary from 100 to 240 V, Brazil makes specific demands on industrial electronics. We adapt Phoenix Mecano products for the local market – from one-off parts to small batch production.”

PHOENIX MECANO COMERCIAL E TÉCNICA LTDA., SAO PAULO, BRAZIL

FACTS AND FIGURES

- › Over 50 years' experience, expertise and service orientation under the umbrella of the Phoenix Mecano Group
- › Over 80 % of value created at sites with ISO 9001 or ISO 14001-certified quality and environmental management systems around the world
- › Items in stock delivered anywhere in the world within 24–48 hours
- › Purchases of tangible assets totalling EUR 18.3 million
- › 28.2 % increase in incoming orders

WE ARE FLEXIBLE IN
RESPONDING TO OUR
CUSTOMERS' EVERY NEED
AND DEVELOP DETAILED,
TECHNICAL SOLUTIONS TO
THE HIGHEST OF STANDARDS.

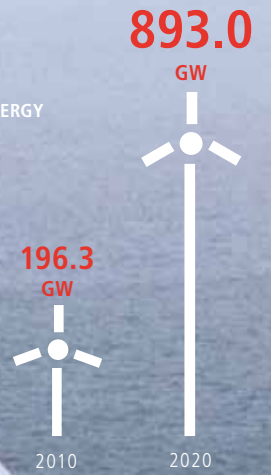
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FUTURE MARKETS

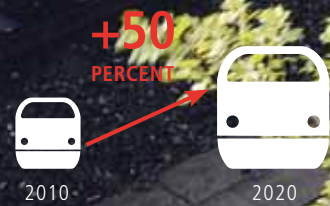
We identify trends at an early stage, keep pace with the **DYNAMICS OF SOCIAL DEVELOPMENT** and strive to meet tomorrow's requirements today. In line with the demands of **SUSTAINABLE CORPORATE GOVERNANCE**, we expand our presence in existing, successful segments and break into **FUTURE MARKETS WITH STRONG ECONOMIC POTENTIAL**. We help our customers around the world tap into promising growth markets. We expand growth activities in specific economic regions and foster **LOCAL VALUE CREATION**.



TOTAL INSTALLED WIND ENERGY
CAPACITY WORLDWIDE
2020 forecast
Sources: VDMA | BEE



SHARP RISE IN INTERNATIONAL TRAVEL
Annual increase in journeys since 2007:
from 45 million to 68 million journeys
2020 forecast
Source: Railteam study





**INSTALLED PHOTOVOLTAIC
CAPACITY WORLDWIDE**
2020 forecast
Sources: Market research firm
iSuppli, USA | iea

16.0
GW



2010

200.0
GW



2020



ANNUAL DEMAND FOR MEDICAL TECHNOLOGY
2020 forecast
Source: HWWI

USA and Western Europe — +4 %
Eastern Europe — +8 %
China | India — +10 %

WIND ENERGY

In the alternative energy sector, Phoenix Mecano offers individual customised solutions based on standard enclosures for onshore and offshore wind turbines. Wind power is a non-polluting, non-CO₂-emitting energy source and a market characterised by rising demand worldwide: the global growth rate for new wind turbines is 20%.

Product information: Stainless-steel enclosure

Customised stainless-steel enclosure for housing a pitch control, a device that optimally pitches (turns) the blades of a wind turbine according to the wind strength.



RAILWAY TECHNOLOGY

With the need for further development of modern rail systems, railway technology is a market with a future. There is increasing demand for efficient, eco-friendly rail travel in Western Europe and Asia, particularly China, Japan and India. Over the next decade, European and Asian countries are set to invest billions in expanding their rail networks. Phoenix Mecano serves this market with solutions individually tailored to customer needs.

Product information: Connection box

Connection box for train drive and control technology applications. Smart, reliable systems control and monitor energy supply and vehicle operation.

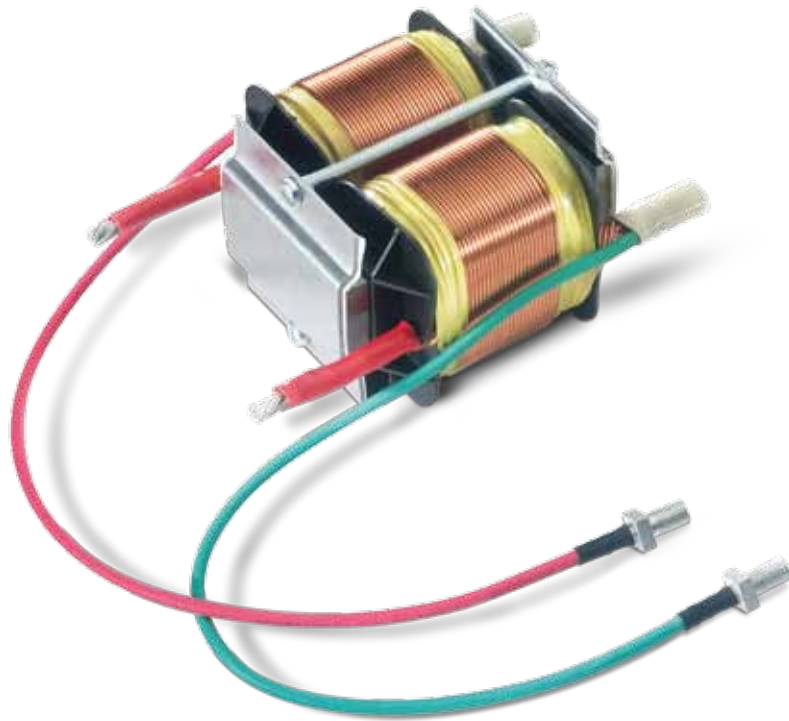


PHOTOVOLTAICS

Solar power will play a key role in the energy mix of the future, and many countries have significantly increased their solar capacity in recent years. Future growth markets include the USA, the Middle East and Eastern Europe. Phoenix Mecano is positioning itself in these markets as a major supplier of toroidal transformers and chokes for solar inverters.

Product information: High-performance filter choke

High-performance filter choke for solar inverter applications, featuring high gain and frequency stability.



MEDICAL TECHNOLOGY

In the global growth market of medical technology, Phoenix Mecano supplies drives specially designed for ergonomic applications in the hospital and care sector. Its product range includes single and double drives, hand-operated switches, control devices and accessories. With safety a top priority in this sensitive area, Phoenix Mecano has operated its own, TÜV-certified testing laboratory since 1995.

Product information: Single drive

Low access positions and the need to accommodate ever larger patients are key features of modern nursing and hospital beds. With its adjustment load of 8 000 N and its compact dimensions, the powerful single drive is ideally suited to these requirements.



FACTS AND FIGURES

- > Renewable energies acquisition in 2010: Lohse GmbH, Germany, a leading manufacturer of solar inverter components
- > Medical technology acquisition in 2010: 90 % participation in Okin Refined Electric Technologies in China. Development, production and sale of linear drives for the furniture and care industry for markets in Asia and the USA.
- > 26.4 % growth in Group's sales in financial year 2010
- > Future markets accounted for a quarter of overall sales in 2010
- > 288.3 % increase in Group's operating result in financial year 2010

WE ENJOY STRONG
GROWTH IN THE MARKETS
OF TODAY AND FOCUS
ON THE REQUIREMENTS
OF TOMORROW'S MARKETS
IN A DYNAMIC WAY.

GLOBAL

Production at 19 production and assembly locations worldwide | Our Global material procurement activities | Comprehensive range of services in all major growth regions

FLEXIBLE

Specialist partner | In close co-operation with our customers | Flexible and autonomous decisions taken locally | Highest standards of technology | Service and customer focus | Best possible support | Absolute commitment to service | Rapid response times

DYNAMIC

Sustainable corporate governance | Future markets with strong economic potential | Local value creation.

