



Press release

Marquardt Group Achieves Record Sales

Cazenovia, April 2017 – The Marquardt Group continues down a path of growth, closing its 2016 financial year with record sales. The Marquardt Group, consisting of 19 global locations, including its North American headquarters located in Cazenovia, generated €1.1 billion last year, a 10 percent increase since 2015. As a result, Marquardt’s growth in 2016 was above the industry average.

Dr. Harald Marquardt, Chief Executive Officer of the Marquardt Group, said Marquardt’s immense growth in sales was a result of product development and global expansion.

“We owe it to our versatile products and innovative solutions for a variety of major markets. We have also consistently expanded our global presence, adding four global locations in 2016, and invested heavily in research and development, which are the fundamentals for sustainable success.”

Growth through Innovation

Marquardt experienced positive developments in multiple industries, worldwide. Its automotive division experienced vast growth last year, due to the increasing demand for high-quality electro-mechanical components. Among other products, Marquardt supplies anti-theft driver-authorization systems, remote keys, control panels and interior lighting systems.

The home division also observed positive results driven by its intelligent control components, including environmentally-friendly dosing pumps, which reduces washing machine detergent consumption.

In 2016, the company focused significant efforts on developing products for the electric-bike market. The company established an all-in-one system for bicycle manufacturers, which includes on-board computers with smartphone connectivity, motors, batteries, sensors and control devices.

Expanding due to Growth

Marquardt remains competitive largely due to its international presence and ability to evolve. The company continued to expand its global presence in 2016 and opened new locations in the UK, Italy, South Korea and Japan. With its expanded proximity, Marquardt is in an even greater position to serve its customers.

Marquardt North America, comprised of its two locations in Cazenovia and Rochester Hills in the Metro-Detroit area, also expanded its manufacturing facility and office spaces.



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Marquardt Cazenovia completed its 18,000 sq. ft. manufacturing facility expansion, increasing its total size to 115,000 sq. ft. The \$2.5 million addition was essential in order to create additional capacity for incoming projects for many prominent automotive and off-road vehicle manufacturers.

Following the completion of the expansion, Marquardt Cazenovia added multiple skilled-trade positions, started an Electronic Technician State Certified Apprenticeship program in addition to its already-existing maintenance and toolroom apprentice programs, increased training initiatives by 1/3 and invested \$4.2 million in new manufacturing and office equipment.

Additionally, Marquardt Metro-Detroit relocated to new premises last year, which more than doubled its previous office space. The company's upsurge in customer demand from its North American automotive customers led to an increase in hiring, which stimulated the relocation.

Creating More Jobs

Marquardt's workforce has more than doubled in the last ten years. By the end of 2016, Marquardt employed nearly 9,300 people, operating in 19 locations worldwide, a 9 percent increase since the prior year.

Additionally, more than half of Marquardt's current North American workforce resides in research and development, engineering and other support disciplines. Being vertically integrated and having a broad scope of in-house capabilities results in the company's ability to find faster, more accurate solutions for its customer base, which enables Marquardt to compete at the highest level, all around the world.

The company is optimistic about the future and anticipates ongoing success due to its plans to continue expanding its product catalog through development in electro-mobility and digitalization.

"We do not only react to market-disrupting trends, such as electro-mobility and digitalization, we drive them forward with our innovative strength and create solutions with great benefits to our customers," Dr. Harald Marquardt said. "Together, with our employees, we will continue to grow and uphold Marquardt's over ninety-year success story."

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Marquardt_Press_Dr._Harald_Marquardt.jpg: *Dr. Harald Marquardt, Chairman of Marquardt Group's Management Board: "In 2016, our growth was well-above the industry average".*



Marquardt_Press_Production_Marquardt.jpg: *High demand: Among other products, Marquardt supplies many renowned automotive manufacturers with remote keys.*



Marquardt_Press_Production_Associate.jpg: *Marquardt employee assembles automotive switch bank.*



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About Marquardt

Marquardt, established in 1925 and based in Rietheim-Weilheim, Germany, employs nearly 9,300 employees within its 19 global locations on four different continents. Since being founded, Marquardt has expanded its capabilities beyond the conventional flip of a switch or push of a button. Its forward-thinking approach has classified Marquardt as a leading global supplier of electro-mechanical and electronic switches and switching-systems for the automotive, truck, off-road, power tool, industrial and domestic goods industries.

Marquardt produces products for automobiles, construction and agricultural machineries, tractor trailers, buses, power tools, medical and laboratory supplies, cleaning and household appliances, and other applications across various markets. Most recently, Marquardt has been producing components and systems for the e-bike market.

Marquardt Cazenovia employs over 400 people and features a state-of-the-art manufacturing facility. This location is responsible for product design and assembly and houses all North American business operations.

The Marquardt Group's total sales for 2016 was EUR 1.1 billion.

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Virtual tour of Marquardt N.A. manufacturing facility: us.marquardt.com/#virtualltour.