



Review of the Financial Year 2008

ENGEL Defies the Crisis

Schwertberg/Austria – May 2009. The ongoing recession continues to hit the industry heavily. Despite this, ENGEL again succeeded in expanding its market share considerably in the past financial year. On top of this, due to an extremely positive first six months in 2008/09, a turnover of some 591 million Euros was achieved. Targeted measures, geared to facilitate investments by customers, will continue to reinforce ENGEL's position on the market. At the ENGEL Symposium 09, ENGEL is presenting its latest developments and milestones by the entire group.

In the course of the last calendar year, 2008, ENGEL considerably expanded its market shares in Europe, Asia and America. Despite the impact of the recession and the massive drop in demand in the injection moulding machine industry, ENGEL expanded its market share in Europe from 23 % in 2007 to some 27 % in 2008, once again extending its market leadership. One of the reasons for the considerable growth in market share in Europe is the successful launch of the ENGEL duo pico with 450 to 700 t clamping force and the fully electric ENGEL e-max. In North America, our market share in terms of turnover grew to around 11 %, and in Asia from around 2 % to nearly 4 %. ENGEL China's contribution to production has had a noticeable effect here leading to substantial growth in market share on the large-scale machine market to nearly 10 % in Asia.

In addition to this, ENGEL achieved a turnover of around 591 million Euros in the past financial year, 2008/09. Considerable growth in turnover by 25% in the first six months of the financial year, almost fully compensated for the drop in the second half of the year. For comparison: in the financial year 2007/08, our turnover worldwide was 622 million Euros.



Package of measures for staff

However, the difficult economic situation worldwide is also starting to hit ENGEL. The company has responded to the ongoing slack level of incoming orders by introducing numerous measures such as short-time work, suspension contracts and sabbaticals. Despite this, further adjustment of staff capacity is unfortunately necessary and inevitable.

Worldwide sales drive

To be able to continue to offer our customers long-term success in the future, ENGEL has further expanded the global coverage of our sales and service network. For example, we opened our new Technical Centre in Corona/California in March 2009. Mould trials and customer trainings can be held at the centre. The centre has a stock of spare parts and will help to support injection moulders in the west of the US region.

Despite the extremely difficult market situation in eastern Europe, the market position of our two latest eastern European sales operations, ENGEL Russia and ENGEL Rumania has improved substantially. By now, ENGEL Russia has secured market leadership of the relevant markets in Russia, the Ukraine and Belarus. On the expanding Rumanian market, which is still mainly driven by growth in the automobile industry, ENGEL Rumania has succeeded in substantially strengthening its market position since it was founded in October 2007.

Innovative solutions for the future

In this difficult market environment, ENGEL offers three plans that facilitate customer investments. Besides its portfolio of **global leasing models** and financing via ENGEL as a principal bank, ENGEL is offering a **scrap bonus in the amount of 3010 Euros** until the summer of 2009 to customers who purchase a new ENGEL machine.



Additionally, in celebration of the 20th anniversary of the tie-bar-less injection moulding machine and the 50,000th ENGEL victory machine sold, ENGEL is offering an action package that targetedly provides customers with an injection moulding machine that uses standard options to achieve an extremely attractive cost-performance ratio. **The new ENGEL victory spex** gives customers the ability to invest in a machine with 28 to 400 t clamping force in these economically difficult times without tying up large amounts of capital.

As family business geared for long-term stability, ENGEL thus empowers its customers to invest despite critical economic times, and thus improve the productivity of their own operations.

"ENGEL's mission statement is and always has been total customer orientation. And this will not change in the future. The current situation is difficult, but manageable. And ENGEL is there for its customers, without any restrictions. Customer proximity and familiarity with specific market requirements form the basis for long-term success – even in times of crisis", says Dr. Peter Neumann, CEO ENGEL HOLDING GmbH.

ENGEL AUSTRIA GmbH

The ENGEL brand denotes the world's biggest manufacturer of injection moulding machines and, at the same time, one of the world's leading plastics processing machine manufacturers. Today, the ENGEL Group offers a full range of technology modules for plastics processing as a single source supplier: Injection moulding machines for thermoplastics and elastomers, and automation, with the assurance that individual components are also competitive and successful in the world markets. With eight production plants in Europe, North America and Asia (China, Korea), subsidiaries and representatives in over 85 countries, ENGEL offers its customers the optimal global support they need to compete and succeed with new technologies and leading-edge production systems.

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