

AUCOTEC – press release

14 April 2015

Success through change - change through success

New records and new CI for the "thirtieth", over 70% turnover growth in five years, new subsidiaries

Aucotec AG, Hanover, independent engineering software developer since 1985, is this year celebrating not only its 30th birthday, but also a new turnover record - the fifth in a row - the foundation of new subsidiaries and a completely new image. With a new logo and a completely redesigned website, the company is now pressing ahead with the external changes which began with the modernisation of the portfolio years ago.

As of the end of the fiscal year on 31 March, Aucotec achieved record results for the fifth time in a row*. With turnover of more than 20 million euros, Aucotec AG once again surpassed the highest figure reached in its history. Overall, Aucotec has achieved impressive growth in the last five years: turnover has grown more than 70% over the period, with orders received even doubling. This already suggests a solid basis for the next successful fiscal year. This means that Markus Bochynek, Executive Officer for Sales at Aucotec, is looking to the future with confidence. "We see ourselves in an ideal position," he said on the announcement of the preliminary financial results. Global market turnover, which also includes the results of the subsidiaries and partners, also climbed to a new high: the figure came in at around 36 million euros, around 10% higher than the previous year.

"The basis of this success lies in the huge growth in technological demands from our customers and in our software platform Engineering Base (EB), which addresses these challenges excellently. Around 70% of the total turnover can be attributed to this state-of-the art system," explains the Executive Officer for Sales.

The family is also growing

Within the last five years, the number of employees in Germany has increased by nearly 34%. A new subsidiary was founded in Poland on 01/01/2015 and Aucotec Sweden will open its doors on 04/05/2015. "We have achieved important success in recent years in both these countries thanks to our partners there. We think we will be able to do even more by improving our local presence," explained Markus Bochynek.

Overall, Aucotec has made significant investment into customer proximity over the last five years: with a new branch in Munich, a subsidiary in France, the expansion of the US subsidiary and a significantly increased majority shareholding in China. The network of partners has also grown: Aucotec now also has a presence in South Korea. With a partner using the company name for its most important product: Engineering Base Co., Ltd. And the investments continue: "We are planning to relocate or expand the Cologne office. At an international level, we are planning to open an additional office in Beijing and one in South-West Poland. We are also establishing more resources in China, the United States and France," explains Markus Bochynek.

Major orders worldwide

Strengthening the foreign presence has quickly borne fruit. The 2014/15 financial statements show an increase in turnover in China of about 20% compared to the last fiscal year, while orders received are even up by more than 40%. Austria will close the fiscal year with 20% growth and both France and Italy also expect an increase significantly greater than 10%. In fact, three of the established subsidiaries – the United States, China and Austria – have experienced previously unknown record levels of major orders in the past two years. The German head office has also recently secured orders - some of them long-term - the volume of which is the highest in Aucotec's 30-year history.

Ideal for complex processes

The Professional Services sector recorded an increase which was also due to the major orders. It achieved an increase of almost 20% compared to the previous year. "Here, too, the reason for growth is primarily EB, the technological capability of which makes it ideal for particularly complex processes and projects," explained Bochynek. The massive increases in data and process complexity from customers in all sectors addressed by Aucotec has also led to greater demand for service support. This applies in particular to process engineering plants and wiring harnesses in mobile systems, but also to decentralised, renewable energies and, last but not least, to mechanical engineering, especially with respect to Industry 4.0.

Web services are the future

Executive Officer and Technical Director Uwe Vogt took a look at the future development of EB: "The platform is currently making a major shift towards web services and web-based apps for mobile clients." The apps will be based on the existing architecture and add to the current 'rich client' in the short to medium term. They will be tailored to specific requirements and simple to use, like the maintenance app which has been available since 2012. "This expanded technology, which is developed in the same way as the established PLM and ERP systems, makes EB very much future-oriented, making it a safe long-term investment," explained Vogt at the birthday press conference.

The new image

Despite all these changes over the years, Chairman of Aucotec's Executive Board and co-founder Horst Beran promises: "Aucotec's growth is mainly based on the success of its customers. They are our top priority and they always will be!" But that is not all: Beran explained the new image that will be rolled out by the company on 1 April by saying that even though the company has now grown out of its old image, Aucotec is definitely remaining true to itself. "A 30th birthday is a milestone in any person's life, it is a time for developing further, perhaps adding to the family. This is no different for us. Quite simply, this modern image fits in better with our next moves, we still have a lot planned."

* As the fiscal year only ended on 31/03/2015, the results are still preliminary. The figures quoted here could still change slightly.

Images:



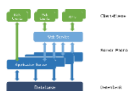
[Horst Beran, CEO of Aucotec](#)



[Executive Officers Uwe Vogt \(l\) and Markus Bochynek \(r\)](#)



[Executive Officer Markus Bochynek](#)



[EB's software architecture with web services](#)



[The new Aucotec Logo](#)

If printed, we would appreciate receiving a copy. Thank you very much!

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Aucotec AG develops engineering software for the complete life cycle of machines, plants and mobile systems – with more than 30 years of experience. Solutions range from flow diagrams via process control and electrical engineering for large-scale plants to harness design in the transportation industry. Aucotec software systems are in use worldwide. Aucotec, with headquarters and main development center in Hanover (Germany), is represented in all major markets like USA, China, UK, France, Italy, Poland, Sweden and Austria. A global network of dedicated partners ensures local support worldwide.