

Hidden Champions

A journey of discovery through the economic region of Chemnitz
2nd Edition

www.chemnitz.ihk24.de



Industrie- und Handelskammer
Chemnitz

Preface



As an industrial region, Chemnitz has always been marked by the presence of productive and innovative companies, making it an important mainspring of the Saxon economy. The Chemnitz region itself could be called a hidden champion, one whose economic strength is still unknown in many places.

In this second edition of the brochure, the Chamber of Commerce and Industry Chemnitz (IHK Chemnitz) provides 33 selected companies from the region – which are largely unknown outside of the region – with an opportunity to present their core competencies and their role as leaders so that they can emerge from “hiding” and enter the public eye. We also aim to encourage and facilitate contact and collaboration with our member companies, and to spark interest amongst potential domestic and foreign partners in working with

these mostly medium-sized, highly innovative and specialised drivers of the regional economy.

Although great care was taken in compiling this list of companies, we make no claims regarding its completeness. Moreover, the term “hidden champion” cannot be clearly defined in every case, and it would have been impossible to account for every largely unknown regional player.

It is our hope that this publication will reach a wide audience, generate a high level of public interest and be effective in promoting collaboration, exchanges of experience and joint projects well into the future.

A handwritten signature in blue ink, reading 'Franz Voigt'.

Franz Voigt
President, IHK Chemnitz

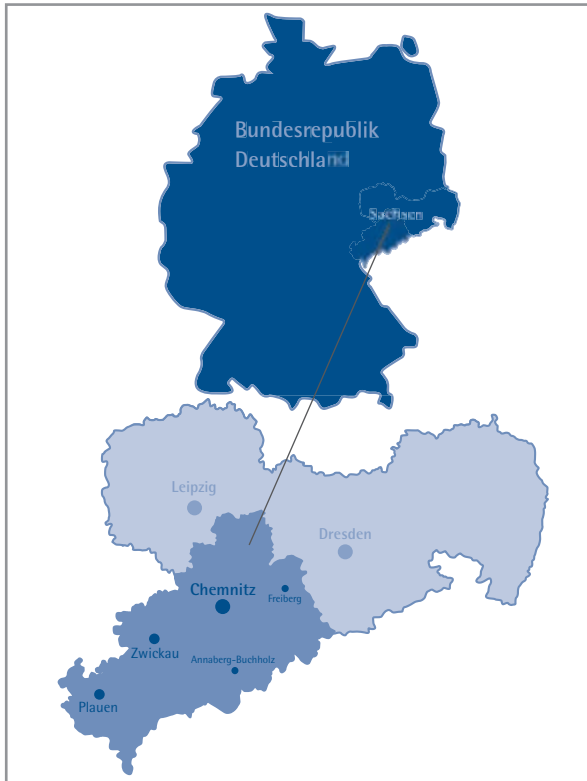
A handwritten signature in blue ink, reading 'Hans-Joachim Wunderlich'.

Hans-Joachim Wunderlich
Managing Director, IHK Chemnitz

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An overview of the Chemnitz region



Location of the chamber district in German and Saxony

The Chemnitz chamber district has traditionally been the heart of Saxon industry. Products from this cradle of German toolmaking continue to enjoy an excellent reputation the world over. Resourceful entrepreneurs and engineers, such as Audi founder August Horch, industrial pioneer and machine builder Carl Erdmann Kirchs from Aue and even Carl Wolf, inventor of the miners' safety lamp, have always been closely linked with the region's successes.

As was the case in England, the textile industry was the engine of industrialisation in the region. At the end of the 18th century, merchants Bernhard and Bugenhagen opened Saxony's first mechanical cotton-spinning mill in Chemnitz, establishing an industrial tradition that continues to the present day. In 1881, Anton Falke invented machine-embroidered tulle lace in Plauen, which was the centre of

the German lace and embroidery industry at that time. The town gained a worldwide reputation for this product under the trademark Plauen Lace thanks to the entrepreneurial efforts of Plauen embroidery manufacturer Theodor Bickel.

In the 19th century, machine manufacturers such as Haubold, von Zimmermann, Schönherr and Hartmann laid the cornerstone for an unprecedented economic boom. This led to the region's evolution into a centre for European mechanical and automotive engineering and for the textile industry. World-renowned companies such as Sächsische Maschinenfabrik, Wanderer and, in the 20th century, Auto Union sprang up as predecessors to today's Audi AG in and around the "Saxon Manchester", otherwise known as Chemnitz. These industrial forerunners also include DKW Zschopauer Motorradwerke as the then-largest manufacturer of motorcycles.

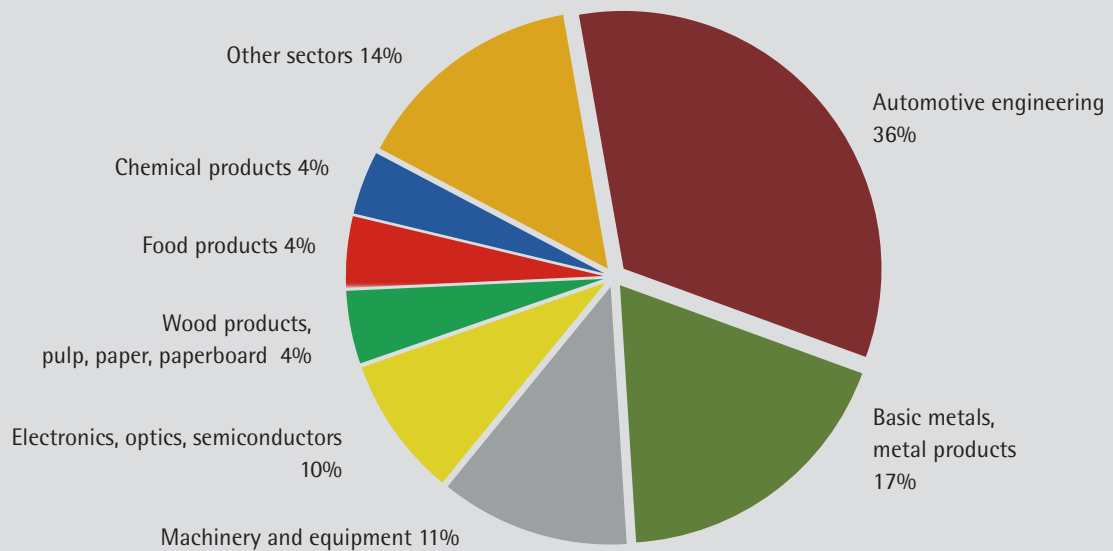
Following in the tradition of this long automotive history, the region stands today as the centre of the eastern German automotive industry. This sector is greatly influenced by Volkswagen Sachsen GmbH with its assembly plant in the Mosel district of Zwickau and the associated Chemnitz engine plant as well as numerous suppliers. The traditional key sectors of automotive and mechanical engineering along with related sectors such as materials and coating technology, metal processing, automation and microsystems tech-



Broad sector mix and
centre of the eastern German automotive industry

nology and numerous highly specialised service providers are now the region's industrial foundation. But the raw materials economy with its tradition of mining stretching back over 800 years, the textile and clothing industry, the production of musical instruments in Vogtland, wood processing and traditional handicrafts in the "Christmas Land" of the Erzgebirge (the Ore Mountains) have always been important economic sectors in this industrial region. Also worthy of

Structure of the manufacturing industry in the Chemnitz region by turnover



Source: State Statistical Office of Saxony. Industrial companies with more than 20 employees.

particular mention is the commitment of the semiconductor industry in the Freiberg area, which has considerably influenced economic events in the industrial region.

This industrial culture has evolved over the course of history and is also reflected in the university and research landscape with its technical/scientific focus. The Chemnitz University of Technology has traditionally focused on mechanical engineering, and the Freiberg University of Mining and Technology (TU Bergakademie Freiberg) on resources research and geology, while the University of Applied Sciences Zwickau focuses on automotive engineering, and the University of Applied Sciences Mittweida on information and laser technology. In addition to this, more than 70 research institutes and service providers – including three Fraunhofer Institutes and one Helmholtz Institute – have greatly supported development in the chamber district. And we must also mention the seven technology centres and

incubators in the region which act as sponsors for start-ups and companies. As a consequence, the Chemnitz region is dominated by a strong network of companies, research institutions and incubators, resulting in positive impetus for further innovations and technology transfers.

After the upheaval of the transformation process in the 1990s, the Chemnitz industrial region is once again a flourishing economic area in the heart of Europe. The chamber district is characterised by medium-sized companies and a great diversity of sectors. This has enabled the region to firmly establish itself in the economic fabric of Germany. Dynamic developments in products, investments and exports ensure its international competitiveness and help it to overcome crises. The region's economic successes also trickle down to the labour market. To give one example, the unemployment rate in the economic region has been reduced by half – to eight per cent – within the last ten years.

The Chemnitz chamber district at a glance

	Chemnitz city	Erzgebirge district	Central Saxony	Vogtland district	Zwickau	Chemnitz chamber district
Population (30/06/2015)	245,756	348,057	311,817	231,772	324,117	1,461,519
Area in km²	221	1,828	2,116	1,412	950	6,527
Employees subject to social insurance contributions (30/09/2015)¹	113,526	113,514	111,373	80,760	124,427	543,600
Industrial employees as a percentage of the workforce in employment (Germany: 22%)¹	15.1	32.5	28.2	27.4	29.5	26.4
Unemployment rate in % (March 2016)	9.0	7.3	7.3	7.7	7.1	7.6
Turnover in the manufacturing industry in EUR m (2015)²	3,189	4,442	5,552	2,865	9,006	25,054
Export share in the manufacturing industry in % (2015)²	32.9	28.4	28.3	25.2	42.4	33.9
Business registrations (2015)	1,857	1,751	1,691	1,361	1,808	8,468
Number of businesses (March 2016)³	17,352	19,137	17,587	13,488	18,207	85,771
Retail purchasing power in EUR m (2015)⁴	1,435	1,919	1,779	1,305	1,879	8,317
GfK retail purchasing power per capita in EUR (2015)⁴	5,925	5,501	5,685	5,615	5,782	5,691
GfK retail purchasing power per capita (2015) – index value (Germany=100)⁴	91.7	85.2	88.0	86.9	89.5	88.1

¹) At their place of work

²) Industrial companies with more than 20 employees

³) Chamber member companies including other permanent establishments of registered companies

⁴) Michael Bauer Research GmbH, Nuremberg, 2015. Purchasing power is a benchmark for assessing consumer potential in Germany. Retail purchasing power is the share of purchasing power available for retail.

Hidden champions – what does that mean?

A hidden champion cannot be defined solely based on one specific criterion. What can be said, however, is that these companies are the opposite of well-known, global sales giants such as Apple, Volkswagen or Microsoft. Hidden champions are usually relatively unknown companies that have nevertheless achieved a market-leading position with their products and services in a world market niche. Often, this position is known only to industry insiders. The term "hidden champions" was coined by economics



Hidden champions – successful in their niche, but largely unknown.

expert Hermann Simon, a professor of business administration and management consultant who is considered the discoverer of the "secret market leader". His research since the 1980s has focused on the analysis of specific success strategies in the small- and medium-sized enterprise (SME) segment. This led to his discovery that Germany's export strength is primarily attributable to largely unknown SME market leaders. For this reason he called these companies "hidden champions" and has authored several books on this subject. His latest work, *Hidden Champions – Aufbruch nach Globalia* (Hidden Champions – On the road to Globalia), was published in August 2012.

Hidden champions are usually small- or medium-sized, often family-run businesses that display immense innovative potential. With an estimated 1,400 such companies, Germany accounts for around half of the world's hidden champions. These companies are characterised by staff loyalty to the company and to the senior management, and by consistent, far-sighted human resource policies.

Other hallmarks of a hidden champion are short decision paths, low employee turnover and custom-made products. Qualities such as team spirit, passion, ambition, discipline and dedication also play a crucial role in these companies. There is often a close relationship with nearby universities, usually also involving the recruitment of new skilled workers.

What are the criteria used to determine whether a company is considered a market leader in a global niche market? In general, a company is considered a hidden champion if it is one of the top three in its market in terms of turnover or is the number one on its continent, if it does not exceed three billion euros in annual turnover and if it is not well known or not known at all by the general public. The following three criteria also had to be met in order for a company to be considered a hidden champion in the Chemnitz region:

- Establishment as an independent company based in, and operationally managed from, the Chemnitz chamber district.
- Products and/or services sold at least across Europe, or new technologies that have not yet reached international distribution on account of their newness, but for which a corresponding market is conceivable.
- Existence of a market-leading position based on quantitative (share of turnover) and/or qualitative (goods or technology) characteristics.

In its search for hidden champions in the region, the IHK Chemnitz used these criteria as a guide and took great care when selecting the companies to be included. If we have overlooked a company in spite of these efforts, please do not hesitate to contact us.

Business

Would you have thought that...

- 5,500 industrial firms, 4,000 construction companies, 49,000 service providers, 25,000 wholesalers and retailers and 6,000 restaurants and food service companies are based in the Chemnitz chamber district?
- industry accounts for about a quarter of the region's economic output (eastern Germany: 20 per cent)?
- the Chemnitz region is one of Germany's economic regions with the most dynamic development, an economic engine and the industrial backbone of Saxony?
- the unemployment rate in the Chemnitz region has been cut in half in the last ten years to 7 per cent, and 26 per cent of employees work in industry (Germany: 22 per cent)?
- more than a third of turnover in the eastern German automotive industry was generated in south-west Saxony?
- the smokestack of the Chemnitz combined heat and power (CHP) station measures just under 302 metres, making it not only the tallest structure in Saxony but also one of the top three largest chimneys in Germany?



3D-Micromac is the leading specialist in laser micromachining. Our team of experts develop processes, machinery and complete systems at the highest technical and technological level. 3D-Micromac systems have been successfully implemented in a large number of high-tech industrial sectors worldwide including the photovoltaic, semiconductor, glass and display industries, microdiagnostics and medical technology.



Our target is to completely satisfy client demands even on the most complex projects. 3D-Micromac adheres to high-performance and future-oriented processes with high production efficiency. Our technologies have set international standards for true innovation. As we place great importance on continually expanding our expertise, we are diligent about keeping up with the latest research. On a daily basis, we bring recent research results together with our



clients' demands in order to realise them in practice. Our innovations are built on more than ten years of expertise in laser micromachining. This applies especially to excimer and ultra-short pulse laser systems, as well as the roll-to-roll laser machining of flexible substrates. We support our clients throughout the entire product life cycle, from process development and selection of a suitable machine design to commissioning and comprehensive servicing. As cooperative and trusting partners, we swiftly and reliably meet our clients' requirements. Our products help increase production efficiency, optimise processes and lower costs in various areas of technology.

Dates and facts

Market-leading position

Technological leader in laser micromachining

Employees

Approx. 180

Milestones

- 2002** Founding of 3D-Micromac AG
- 2007** Winner of the Free State of Saxony's Innovation Prize
- 2009** Construction of a new company building in the Smart Systems Campus in Chemnitz
- 2014** Founding of 3D-Micromac America, LLC.
- 2015** Solar Industry Award winner

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Prototypes from concept to finished part in a seamless process



ACTech GmbH

ACTech GmbH, headquartered in Freiberg/Saxony, is a leading service provider in the manufacturing of casting prototypes made of light metal, cast iron and cast steel alloys. The foundation of the company in 1995 was based on the technological development of, and the granting of an international patent for the laser sintering of the mould material Croning®,



a method aimed at the rapid production of sand casting moulds. Thanks to the combination of various rapid prototyping technologies, ACTech was able to achieve time and cost savings of up to 80 per cent compared to conventional methods. In addition to prototype manufacturing, castings are also customised according to the client's requirements. Equipped with the latest 3D CAD systems, tactile and optical 3D surveying, an in-house casting test facility, material and casting



test stands and 16 CNC machining centres (most of which are equipped with 5 axes), ACTech offers everything needed for individual solutions delivered as quickly as possible – from the



initial concept in product engineering to the prototype part ready to be mounted.

In addition, ACTech benefits from relationships with more than 1,200 international clients; its export ratio is around 60 per cent. Among ACTech's clients are companies from the automotive, aircraft, vehicle manufacturing and electrical engineering industries, as well as the device, machine and plant construction sectors. Many have been our clients for more than ten years. Quality management at ACTech has been certified to the international standard ISO/TS 16949 since 2002 and to ISO 9001 since 2012. Every year, its staff of around 400 manufacture about 15,000 casting prototypes whose properties are nearly identical to those of the series parts, as well as small batch parts.

Dates and facts

Market-leading position

Rapid production of cast part prototypes

Employees

Approx. 400, of which 387 in Freiberg

Milestones

1995 Founding of ACTech GmbH in Freiberg, Saxony

2001 New manufacturing facility in Freiberg including foundry and mechanical machining

2003 Founding of a sales company in the USA: ACTech North America Inc.

2007 Construction of an investment casting foundry at the Freiberg location

2009 Opening of a sales office in India

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No housing and no leaks

BÜSCH Armaturen Geyer GmbH



BÜSCH Armaturen Geyer develops and produces stainless steel penstocks. These penstocks are sold and installed worldwide. In 1992, BÜSCH Armaturen began developing and producing

market at that time. The company also manufactures electric actuators developed in-house – from the mobile electric actuator MOBITORQ® to the servo-regulated actuator BEA® with its various stored program runs.



BÜSCH has earned an excellent reputation around the world, in particular in the field of specialised products. These products are specialised in terms of their shape and pressure requirements as well as in terms of the aggressive media in which they will be used. These specialised penstocks are usually custom-made products that are precisely designed and produced for the individual application.

penstocks with four people. Today the company is managed by the second generation; with a workforce of around 50 highly specialised employees, it produces penstocks with a nominal size of up to 4,500 x 4,500 millimetres. The complete range is divided into penstocks, flap covers, a modular actuation system and electric valve actuators. The products are used in sewage and waste water treatment plants, rainwater retention basins and similar applications. With its patented SAFOX® penstock, BÜSCH set a benchmark as early as 1996 in terms of the watertightness of penstocks and redefined the accepted tightness requirements that prevailed on the

Dates and facts

Market-leading position

Technical market leader in the field of penstocks

Employees

Approx. 50

Milestones

- 1992** Founding of BÜSCH Armaturen Geyer, Annaberger Strasse plant
- 1996** Expansion of the production area with the construction of an additional production hall
- 2009** Purchase of the second plant in Geyer, Industriestrasse
- 2011** Construction of an in-house pickling plant for final corrosion protection of the stainless steel penstocks

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Harmonicas for the 21st century

C.A. Seydel Söhne GmbH



Almost 170 years ago, in 1847, Christian August Seydel founded C.A. Seydel Söhne in Klingenthal, Saxony. This makes SEYDEL the oldest harmonica factory in the world today. It is particularly noteworthy that each instrument is still largely made by hand and exclusively in Klingenthal. So the "Made in Germany" quality seal is perfectly fitting and can be displayed with pride.

SEYDEL is committed to continuing its long tradition by preserving manual production techniques and using high-quality materials. These two aspects work together to produce instruments with an easy response, resonant tone and long life. A new product offered exclusively by SEYDEL are its harmonicas with stainless steel reeds. They are highly prized by many players and have helped the company earn an excellent reputation around the world. These and other new developments show that having respect for tradition is not the same as standing still; on the contrary, innovative instruments for the 21st century are being crafted today thanks to the company's expertise gathered over many years.

The range comprises blues harmonicas, chromatic harmonicas, tremolo harmonicas, octave harmonicas and triola wind

harmonicas. Clients include well-known performers from the international blues and folk scenes as well as music hobbyists. Individual factory repairs and servicing are also provided.

Dates and facts

Market-leading position

Production of harmonicas
with stainless steel reeds

Employees

Approx. 30

Milestones

1847 Founding of the company by Christian August Seydel in Klingenthal

1953 Incorporation into the state-owned VEB Vermona (mass production)

1991 Reprivatisation after reunification

2004 Takeover by investors from Nima Media;
new product range

2007 First series-production harmonicas with stainless steel reeds, predominantly handmade

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On an equal footing with global players

community4you AG

Since its founding in 2001, community4you AG, headquartered in the Villa Hahn in Chemnitz, has established itself as a successful manufacturer of business software the world over. With its comm.fleet product line for fleet and leasing management, community4you AG quickly became the European market leader. All software products by community4you AG offer functionality of the highest technological calibre as well as full support for international use.

The software products are based on the high-performance, scalable, multi-platform-capable integration platform open-EIS. open-EIS puts community4you AG on an equal footing with global players such as SAP, IBM, Microsoft, Oracle, Google and Apple, making the company one of the few whose software is based on a proprietary technology platform.

With its award-winning fleet management software comm.fleet, community4you AG is number one in Europe.

The software is part of the comm.fleet product line, which consists of the following – mutually compatible – systems:

- comm.fleet for fleet management
- comm.lease for leasing management
- comm.mobile for mobile fleet and lease management
- comm.cars for vehicle procurement
- comm.object for property and asset management
- comm.gps for GPS tracking

The company's success story is remarkable:

software systems by community4you AG are in use at more than 170 companies in 18 industrial nations around the world.



Dates and facts

Market-leading position

European market leader
in fleet management software

Employees

46

Milestones

- 2001** Founding of the company and development of the open-EIS enterprise information system
- 2007** Introduction of the service-oriented architecture (SOA) of open-EIS
- 2010** Market launch of the comm.fleet product line for fleet management, leasing management, property and asset management and GPS tracking
- 2014** Change of legal form from community4you GmbH into community4you AG
- 2014/15** Market launch of the vehicle procurement software comm.cars and the mobile fleet and leasing portal comm.mobile



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Damask for the discerning eye

Curt Bauer GmbH



Fine bed and table linens from the Erzgebirge region have a name: Curt Bauer. A long-standing, fourth-generation family-run textile business in Aue, the company has been weaving and finishing high-quality textiles as ready-made articles since 1882. It continues to do so with the help of modern machinery and a workforce of 150 highly motivated employees (including apprentices).

Its extensive product range includes various lines that are continually being refined: high-quality damask bed and table linens for the demanding specialist retail trade, contract textiles for hotels and laundries, apparel damask for West Africa, in-flight textiles for aircraft cabins and technical textiles for automotive and hot/cold insulating applications. With niche products such as brocade damask bed linens and damask table linens with self-finished edges, Curt Bauer is a leader in the specialised retail market.

Exports account for 65 per cent of the company's turnover. The main export destinations include West Africa, Austria, the Balkans, Russia, China and Japan, amongst others.

In-house training for apprentices is an important part of the company's strategy for meeting its need for skilled workers. The firm also provides support to sports clubs and many local events within its local area.

In 1998 it received the Grand Prize for SMEs, and in 2009 the associated badge of honour. All products carry the OEKO-TEX Standard 100 label, and production is DIN EN ISO 9001-certified.

Dates and facts

Market-leading position

World market leader in high-quality, damask table linens with self-finished edges, German designs and colouring

Employees

150

Milestones

1882 Founded by Samuel Wolle and Alwin Bauer

1957 Acceptance of state involvement under the GDR

1972 Forced nationalisation, continuation as Volkseigener Betrieb Damastweberei Aue (People's Damask Weaving Mill Aue)

1991 Reprivatisation following reunification

2002 Destruction of the finishing department by the hundred-year flood

2014 Establishment of company shops in selected Karstadt stores

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Dr. Clauß Bild- und Datentechnik GmbH develops and produces high-tech solutions in Zwönitz in the Erzgebirge region, turning its decades of experience into diverse products for clients.

The company focuses on three main areas: high-resolution photography, 3D measurement, and measurement technology for manufacturing and research. Some modules for fine positioning and measurement data acquisition are also supplied as OEM modules to other manufacturers. The products bring breathtaking 3D worlds to life, make the public safer and document historic and artistic achievements for future generations.

One world record after another is being set thanks to the products' new gigapixel panorama method of high-resolution reproduction. Dr. Clauß Bild- und Datentechnik offers precise, high-performance turntables for high-resolution product and studio photography. Combination devices have been on the market since 2010, combining its high-quality panorama technology with modern laser measurement and laser scanning processes to create laser photogrammetric recording systems. Today the company is a developer and leading manufacturer of automatic precision pan-tilt heads for professional image recording, image processing and image measurement, panorama

and gigapixel photography and laser photogrammetry. With its high vertical range of manufacture and complete manufacture of assemblies and devices, the firm is able to fulfil highly complicated special requests and set quality standards.



Dates and facts

Market-leading position

Manufacturer of automatic precision pan-tilt heads for professional image recording, image processing and image measurement, panorama and gigapixel photography and laser photogrammetry

Employees

14

Milestones

- 1996** Founding of Dr. Clauß Bild- und Datentechnik GmbH from a sole proprietorship
- 1999** Karline - the world's first series-produced digital panorama camera
- 2004** RODEON - the world's only modular system for gigapixel and studio photography
- 2007** New company building to expand production and development
- 2010** Introduction of laser photogrammetry to expert audiences as a new discipline in remote sensing and surveying

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Culture

Would you have thought that...

- south-west Saxony has an unusually dense network of cultural education venues, including 22 public theatres, 90 museums, 31 cinemas and 217 libraries?
- Saxony's newest state museum, the smac – State Museum of Archaeology, opened on 16 May 2014 in Chemnitz and has around 6,000 exhibits on the development of humanity from the Palaeolithic Age to the early Industrial Age?
- you can marvel at over 3,500 minerals, gems and meteorites at Germany's largest exhibition of minerals, terra mineralia, in Freudenstein Castle in Freiberg?
- the Frohnauer Hammer in Annaberg-Buchholz was awarded protected status in 1908 as Saxony's first technical monument and stands as a testament to Saxony's mining history as part of the application for UNESCO World Heritage status for the Mining Cultural Landscape Erzgebirge?
- the August Horch Museum in Zwickau, an automotive museum and anchor point on the European Route of Industrial Heritage, teaches visitors about the history of vehicle manufacturing at an authentic production site that is over 100 years old?

Dimmable glass provides shading

EControl-Glas GmbH & Co. KG



Where there is a lot of light, there sometimes has to be shade. With the dimmable solar control glass ECONTROL, made by the company of the same name from Plauen, the problem can be solved with a modern approach. ECONTROL fits into almost any standard facade or window profile, and is already in use in a wide range of buildings in both the public and private sectors in Germany and other European countries.



ECONTROL is an adaptable solar control glass for large-area facades, glass roofs and conservatories. The know-how behind it is based on almost 20 years of product development. With ECONTROL, the light transmittance of the glass pane can be regulated between 10 and 55 per cent at the press of a button. The internally located nanostructured coating of the glass colours itself blue, a process known as the electrochromic effect, as soon as a small electrical voltage (3V) is applied. This provides an excellent shading effect without the expense and labour associated with awnings or sun blinds, which is very important in the summer.

The entry of the sun's energy into the building is also variable, and with the maximum colouration of the glass only ten per cent gets through.

Other advantages of this innovative glazing include: a pleasant room climate, high user comfort, low air conditioning costs, an unobstructed view of the outside world at all times, simultaneously combined with good glare protection. A built-in BUS interface offers an automatic control option. If the solar radiation exceeds a previously set maximum value, the electronic system dims the glass automatically. With a thermal transmittance coefficient of 1.1 or as little as 0.5 W/(m²K), ECONTROL also provides outstanding insulation, preventing the loss of heating energy.

Dates and facts

Market-leading position

The leading European manufacturer of dimmable glazing for facades, windows, roofs and conservatories

Employees

Approx. 42

Milestones

2006 Foundation through an MBO in Furth im Wald (Bavaria)

2009 Construction of the new company headquarters and production facility in Plauen

2011 Completion of the first large building projects in Central Europe

2013 Expansion of the production hall

2015 Construction of an integrated production line

2016 Realisation of construction projects across Europe

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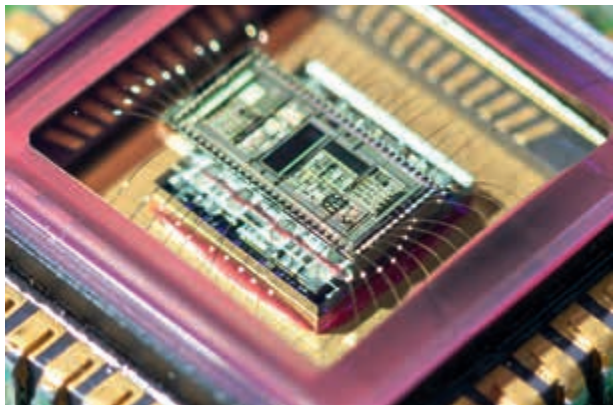
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Client-specific electronic development

EDC Electronic Design Chemnitz GmbH



EDC Electronic Design Chemnitz GmbH is an innovative system provider specialising in the development, production and sale of client- and application-specific electronic systems and circuits (ICs).

The company works to provide its clients – from a wide variety of industrial sectors – with access to new micro- and nano-electronics technologies and microsystems technology, and to deploy these technologies in client- or application-specific products. In this context, EDC itself also develops new and innovative system solutions that are ready for series production and subsequently achieve market access in client-specific products.

The EDC engineering team has many years of experience and extensive knowledge in the fields of integrated and discrete circuit technology, component measurement technology, semiconductor technology and sensor signal evaluation. EDC uses this expertise to develop, manufacture and deliver specialised microelectronic system solutions. The company works on development projects at two locations, Chemnitz and Frankfurt an der Oder, from the concept phase to the delivery of tested and trialled products in series production quantities. Remaining true to its company slogan "Smart Company – Special Solutions", EDC creates system concepts tailored to the specific problem in close collaboration with its clients, develops and tests prototypes and coordinates the steps required to achieve series production readiness. The diversity of its developments, spanning the fields of industrial automation, drive technology

and industrial sensor technology, is the result of the cross-sector applications and use of the services provided by EDC. The company integrates state-of-the-art technology in all of its development work. These innovative technologies include analogue and mixed-signal semiconductor technologies, MEMS technologies and new IC packaging processes as well as new semiconductor materials from the field of smart power systems.



Dates and facts

Market-leading position

Market leader in the design of client-specific and application-specific circuits (ASSPs) and client-specific electronic system solutions.

Employees

73

Milestones

- 2008** Founding by Dr.-Ing. Steffen Heinz and André Lange / 4 employees
- 2011** Turnover target of EUR 1.4 m achieved
- 2013** Patent granted for SmartFilter – a system for smart filter monitoring; moved into the first company building
- 2014** ISO 9001-2008 certification
- 2015** Takeover of alpha microelectronics GmbH, based in Frankfurt an der Oder
- 2015** Awarded an Industry Prize in the category microsystems technology for SmartFilter

EDC Electronic Design Chemnitz GmbH

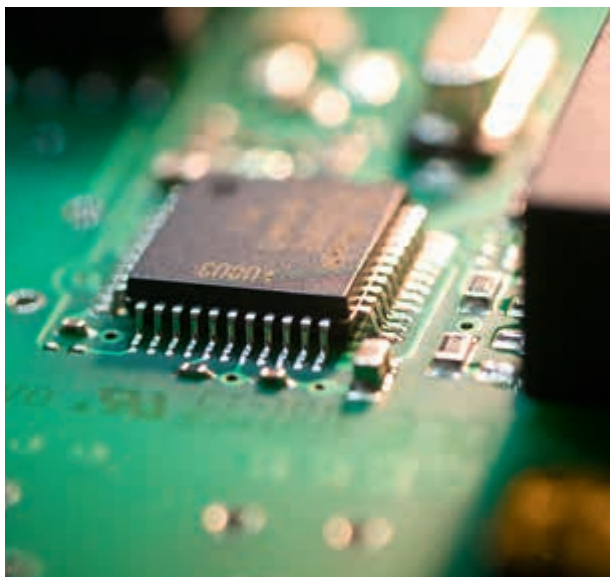
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albis-elcon supplies communication service providers (CSP) in the telecommunications industry with a comprehensive range of products and solutions for copper and fibre broadband access, remote network powering, network management, plus internet-based television (IPTV/OTT) solutions. albis-elcon maintains two R&D centres with more than 150 engineers and an advanced manufacturing facility in Hartmannsdorf near Chemnitz. The company operates in over 30 countries and supplies leading telecom network operators.

Demand for higher bandwidths, competitiveness through cost optimisation and the integration of new technologies require

constant development of existing network structures. Making this development possible is the mission that albis-elcon has set itself. Its product portfolio includes:

- Business access solutions – Carrier Ethernet solutions
- Migration of voice and data services to all-IP networks
- Remote powering for fibre access nodes and small cell networks
- Home entertainment solutions for fibre networks and IPTV service providers
- Network management solutions

albis-elcon systems improve functionality, investment returns and operations – they can be optimally integrated into, and adapted for, established operational networks.

With products and solutions engineered by albis-elcon and manufactured in-house, CSPs have an ideal partner to enable their network expansion, network migration and network optimisation.



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Dates and facts

Market-leading position

Migration of business ISDN voice services to all-IP networks

Employees

Approx. 250

Milestones

2013 Product launch: ISDN all-IP voice migration

2013 Product launch:
Remote Powering System for VDSL and LTE

2013 Shipped the 11,000,000th system to the client

2015 Merger of ELCON Systemtechnik and Albis Technologies

2015 Turnover: EUR 51 m

Re-imagining spaces

erfal GmbH & Co. KG



For more than 30 years erfal has been producing high-quality, interior sun protection systems, insect screens and decoration articles. The company offers manufacture to size, competent advice and an extensive product range. The very best service and client satisfaction are the highest aim of its 440 employees. To date, some 5,300 business partners from the German-speaking world and neighbouring European countries have built on the strong performance of the Vogtland-based company. The extensive product range takes account of current living trends and of commercial property requirements. The company is constantly working on refinements and innovations that make the range unique. Production combines state-of-the-art technology and precise, careful handwork. The most important production criteria are high quality, sustainability and environmental protection. The unique logistics system, high-tech storage and efficient order flow guarantee minimal delivery times. erfal clients enjoy the benefits of comprehensive client service, both by telephone and on-site. To support the sales process, it produces catalogues and promotional materials with plenty of valuable advice. Retailers are informed about special features and product refinements in training sessions that are closely based on real-world situations. erfal also offers systems for loading devices, which are custom planned and manufactured.



Dates and facts

Market-leading position

One of the leading German manufacturers of high-quality, interior sun protection systems, insect screens and decoration articles. Minimal delivery times are guaranteed thanks to a unique, highly efficient logistics system based on an in-house vehicle fleet.

Employees

440

Milestones

- 1984** Founding of the Jörg Erler turnery as a family-managed business. Production of curtain rods and decorative articles
- 1992** Start of production of customised sun protection products
- 1994** Construction of the new company building in the Falkenstein commercial district
- 2000 – 2012** Expansion of the production area to approx. 22,000 square metres by extensions of the building
- 2013** Change of legal form from the sole proprietorship Erfal Erler e.K. into erfal GmbH & Co. KG
- 2014** 30 years of erfal anniversary. Turnover target of EUR 40 m exceeded

erfal GmbH & Co. KG

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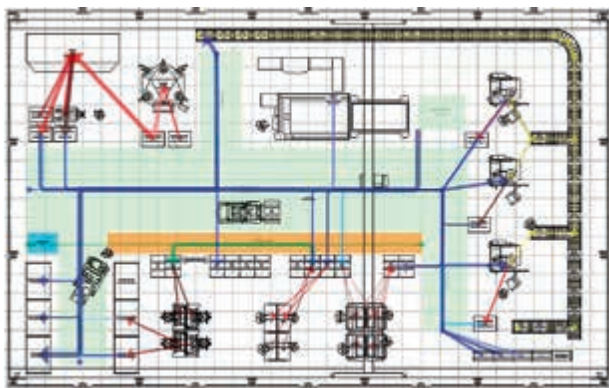
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fabrik-ID GmbH provides innovative solutions and expert consultancy services in the fields of factory and logistics planning and process management. Managing Director Dr.-Ing. Peggy Näser and her team of experienced engineers develop custom concepts, from the initial layout of the future production facility right through to the ERP system.

The company's services include material flow optimisation, storage planning and the design of ergonomic workstations as well as the evaluation of business processes using recognised methods, such as REFA and MTM.



fabrik-ID GmbH provides its clients with comprehensive consultancy services and ongoing support. As a result, the company continues to improve its clients' productivity by redesigning their business processes, thereby supporting them on the path towards a more secure future.

It also offers practical training in controversial issues relating to everyday work situations.

Participants are empowered to better handle typical responsibilities in day-to-day business and to develop new solutions independently.

fabrik-ID GmbH recently evolved from an engineering office to a hybrid value creator. In addition to its familiar planning and consultancy services, clients will now also benefit from the company's knowledge about numerous manufacturers. Clients will be able to purchase planned technical solutions directly via fabrik-ID GmbH in future, meaning they will receive comprehensive custom solutions – simply and competently.

Dates and facts

Market-leading position

One of the leading engineering offices for factory and logistics planning and process management

Employees

10

Milestones

- 2009** Founding of the sole proprietorship by Dr.-Ing. Peggy Näser
- 2011** fabrik-ID expands its range of services to include real-world training issues
- 2012** Founding of the company fabrik-ID GmbH
- 2013** 3D factory planning becomes standard in the company
- 2014** fabrik-ID GmbH evolves from being a retailer of ergonomic workstations to a system provider

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Excellence at the human-machine interface

GETT Gerätetechnik GmbH



GETT Gerätetechnik GmbH collaborates with over 40 retail partners worldwide and has additional subsidiaries in the USA, China and France. With the change of management in 2013, the managing partners, Purchasing Manager Steve Möckel, Financial Director Pierre Beer and Authorised Representative Tino Pietzsch, set out new company values: cooperation, integration, growth, innovation.



Within a short period of time, GETT Gerätetechnik GmbH has established itself as the leading provider of professional operating technology bearing the label "Made in Germany". The company specialises in hardware, producing high-quality products and solutions for the fields of industry, commerce and medicine. It develops and produces both assembly groups and complete, turnkey operating solutions under its proprietary InduKey brand. Most of its products are manufactured in-house. The extensive range of ready-for-use data input devices, such as industrial and washable keyboards, is complemented by a range of individualised data input systems. From operating components and operating panels right the way through to complex apparatus engineering, client specifications are the basis for development, design and production. Access to individual production stages and OEM production capacity round off the range of services. These include R&D services, production services and the assembly of printed circuit boards.



Dates and facts

Market-leading position

Leading hardware provider
for professional operating technology

Employees

160

Milestones

1996 Founding as a specialist in the commercialisation of industrial keyboards by the Möckel family in Treuen, Vogtland

2000 In-house production of operating solutions begins at the company's facility under the InduKey® label

2005 25 per cent increase in turnover and expansion of the usable building space to 2,500 square metres

2013 The company is sold in a management buyout

2015 Founding of the subsidiary GETT Asia Ltd.

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Tourism

Would you have guessed that...

- close to seven million overnight visitors are recorded each year in the Erzgebirge region, Vogtland, the Saxon Land of Castles and Heathland, and the city of Chemnitz?
- the motifs portrayed on Erzgebirge candle arches reflect the daily lives of miners and their families, and that one of the most famous motifs shows two miners, a wood carver and a lace maker, thus representing the main sources of income for the people of the Erzgebirge in the 18th and 19th centuries?
- the Karl Marx Monument in Chemnitz is one of the largest busts in the world? The 7.10-metre-tall bronze head on a 4.50-metre-tall base weighs 40 tonnes.
- at 1,215 metres, the Fichtelberg mountain is the highest point in eastern Germany and the most important winter sports centre in Saxony, and that the highest town in Germany, the health spa Oberwiesenthal, has 2,200 residents and records 500,000 overnight visitors per year?
- Vogtland itself has a safety-tested skiing area, the Schöneck Ski World, with excellent pistes, modern lifts and an extensive network of cross-country skiing paths?



IT from Vogtland manages retail across Europe

GK Software AG



Germany's retail trade is one of the key factors in the country's economic success, with a turnover of around EUR 460 billion and a 16 per cent share of the gross domestic product. Reliable software that maps complex business processes perfectly is a vital foundation for the successful operation of this important sector of the economy. It would be impossible today to operate retail branches efficiently without robust IT solutions. GK Software AG is a clear market leader in the German-speaking world. Its solutions are used in almost 40,000 retail outlets worldwide to ensure that the right products are available at the right time and at the right price, that coupons are honoured and loyalty points accounted for, and that complex, international retail operations can also be centrally managed and monitored at all times. As a consequence, its client list reads like the Who's Who of retail: EDEKA, Kaufhof, Douglas, Deutsche Telekom, Thalia, Tchibo, Netto Marken-Discount and Lidl. Other companies who rely on these solutions from Saxony include the two largest Swiss retailers, Migros and Coop, the largest Russian retailer X5 and Canada's market leader Loblaw. The systems are currently in use in more than 40 countries. GK Software's staff of around 800 (at 13 locations on three continents) has earned accolades from industry leader SAP: the world market leader in enterprise software markets five GK solutions globally under its own name, thus ensuring the continued, successful growth of the hidden champion beyond the borders of Vogtland.



Dates and facts

Market-leading position

Leading European provider
of integrated store solutions

Employees

Approx. 800

Milestones

1990 Founded by Rainer Gläß
and Stephan Kronmüller

From **2003** Accelerated growth
following the acquisition
of major key accounts

2008 Initial public offering (Prime Standard GKS)

2010 Rainer Gläß honoured as Entrepreneur
of the Year by Ernst & Young

2015 25-year company anniversary

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IMM – 25 years of technology and ideas for your products

IMM Holding GmbH



IMM is a global, innovative medium-sized electronics service provider. Founded in 1991, the company's range of services covers the entire value creation chain for modern electronic device construction as well as concepts for comprehensive, cooperative system solutions:

- Development of hardware, firmware and software
- Mechanical construction
- Prototyping
- Production
- Added services | Logistics for
- system solutions in modern hardware and software technologies

IMM focuses on the following business areas with its electronic services and products:

- Automation technology
- Medical technology
- Media technology
- Exergaming systems

More than two-and-a-half decades of development, production and service in these areas are reflected in the company's level of experience and high quality standards. Over this period, a multitude of client solutions – electronic assemblies, devices, device systems and even machines – have been developed in countless projects.



IMM always strives to treat its clients like partners, drawing on its extensive expertise to support them in the implementation of an immensely wide spectrum of product ideas. Working in close collaboration with clients, IMM develops and implements innovative ideas, concepts and implementation proposals based on the client's requirements.

Dates and facts

Market-leading position

Professional and semi-professional interface technology for audio format converters

Employees

150

Milestones

- 1991** Founded by Dipl.-Ing. Detlev Müller
- 1996** First digital-analogue monitor DAM-1 produced by IMM under the RME brand
- 2004** Opening of a new development and production centre (EPZ) in Mittweida
- 2008** Co-founding of DirectOut GmbH – Market launch of premium products with the same brand name
- 2013** Opening of an IMM logistics point (ILP) in Mittweida as an order, storage and delivery logistics centre (ZAL3)

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Self-service solutions for more security, efficiency and transparency

KEMAS GmbH



The core competencies of KEMAS are process-driven self-service solutions in all aspects of the transfer of material resources (e.g. keys, work equipment, tools, textiles, weapons, etc.). The transfer solutions make it possible to record, administer, book, store, schedule and deliver objects, while providing simultaneous access control.

KEMAS solutions are based on the key principle of POOL-ING-SHARING-HANDLING: collecting and pooling material resources, providing different users with access to this pool and ensuring a secure and clearly defined transfer process.

The technical basis are mechatronic depot systems, intelligent, customisable administration and application software, and technologies for the identification of persons and objects. The solutions are integrated into the existing infrastructure via interfaces. The result: an information system that provides real-time usage data.

Increased effectiveness and transparency is achieved through standardised transfer processes and proof of transactions. The physical protection of objects and authorisation management strengthen companies' security concepts. Economic efficiency is improved through a reduction of the recirculated quantities. The availability of the objects is ensured because they can be deployed 24/7 without the need for personnel.

Throughout the world, around 220,000 KEMAS depots in the judicial, industrial, pharmaceutical, financial and health sectors are opened and closed every day.



Dates and facts

Market-leading position

German market leader for more than 25 years in the field of client and employee-operated transfer automation based on RFID technology

Employees

75

Milestones

1991 Founded by Hans-Jürgen Grämer as KEMAS, the first provider of automated key management systems

1997 SECURITY: further development of solutions for the judicial and military sectors

2002 MOBILITY: first solutions for fleets and car dealerships, followed by corporate carsharing for companies

2013 LOGISTICS: intelligent management of workwear

2016 25th company anniversary

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Expertise in wire processing machines

KIESELSTEIN International GmbH

KIESELSTEIN International GmbH is one of the most important manufacturers of modern wire drawing and draw-peeling plants and wire processors. It follows an over 100-year-old tradition of manufacturing wire drawing machines in Saxony. Our client list includes more than 600 clients in 50 countries, who produce a wide range of wire dimensions and qualities for various applications on KIESELSTEIN drawing machines.

KIESELSTEIN is your professional partner for the development and production of innovation wire drawing plant and the modernisation of used plant. We provide tailor-made solutions individually designed to our clients' requests and support our clients with a wide range of services for their existing plants.

KIESELSTEIN is the worldwide leader in the field of draw-peeling and shaving plants, including plants for producing spring wire used in the automotive industry. Our extensive know-how in this technology results from our intensive R&D activities, which are conducted on our in-house testing



machine. KIESELSTEIN also developed the innovative product strucwire®, a 3-dimensional wire mesh in lightweight construction. Currently, KIESELSTEIN is working on a solution for the machine production of this wire mesh.



Dates and facts

Market-leading position

World leader in the field of wire draw-peeling

Employees

Approx. 40

Milestones

- 1905** Foundation of the Kratos works in Chemnitz/ Mittweida – Start of the production of wire drawing machines in Saxony
- 1952** Founding of Drahtziehmaschinenwerk Grüna in Chemnitz
- 2002** Dr.-Ing. Stephan Kieselstein continues the tradition of wire drawing machine engineering in Chemnitz
- 2007** KIESELSTEIN is awarded the Innovation Prize by the Saxon State Minister of Economic Affairs and Employment for its high-speed draw-peeling plant series
- 2013** Dipl.-Ing. Jens Kieselstein continues the tradition of wire drawing machine engineering with KIESELSTEIN International GmbH

KIESELSTEIN International GmbH

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Specialised moulds for the concrete industry

KOBRA Formen GmbH



KOBRA Formen GmbH develops and manufactures standard and specialised moulds for the production of concrete blocks. The company offers its international clients a complete service, from stone development and the manufacture of quality moulds to a comprehensive range of additional services. KOBRA has established modular mould-making in the mainstream of concrete product manufacturing, and its bolt-connection designs have made it a world market leader. Continuous reinvestments, dynamic innovations, as demonstrated by numerous patents in more than 100 countries, are the key factors in the company's steady growth. Moulds bearing the label "Made in Germany" are manufactured at the company headquarters in Lengenfeld, Vogtland. KOBRA has a worldwide network of subsidiaries and agencies that en-

sure close contact with its clients, concrete products manufacturers. The company has locations in Denmark, the Netherlands, the Czech Republic, Poland, Russia and the USA.

Dates and facts

Market-leading position

World market leader in the manufacture of standard and specialised moulds for the concrete block industry

Employees

360

Milestones

- 1991** Founding of the company by Horst Kolbe and Rudolf Braungardt
- 1999** First manufacturer in the world to switch its mould production process from baking to milling
Installation of the hardening plants – Europe's largest case-hardening chamber furnace
- 2011** KOBRA receives the Top 100 Innovation Prize for the second time in a row, meaning it is once again counted amongst the top innovators in the SME segment

To the present

Continual expansion of production capacities and continuous reinvestments in machinery

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KOMSA Kommunikation Sachsen AG was founded in 1992 by Gunnar Grosse and three ambitious partners in the Saxon town of Hartmannsdorf. After starting with only seven workers, the company now has over 1,500 employees, who work with passion and dedication every day to ensure that our clients and partners succeed.

The company manages and designs all business processes involving vendor partners, retail partners, and business and private customers. It purchases products from more than 250 listed vendor partners and is a reliable and comprehensive supplier to over 10,000 retail partners across Europe. KOMSA offers an extensive portfolio of ict products from high-profile manufacturers and provides tailor-made services for vendor and retail partners.

The company ranked 23rd on the list Top 100 ICT Companies 2014 published by the trade journal Computerwoche. In 2015, KOMSA was number 192 on the list of the 500 largest family-

run companies in Germany (source: Wirtschaftsblatt). Based on turnover and the size of its workforce, the company ranks 13th on LBBW SachsenBank's list of the Top 100 Companies in Central Germany.

Dates and facts

Market-leading position

As a distributor and service provider for the information and communication technology (ict) industry in Germany and Poland

Employees

1,500

Milestones

- 1992** Founding of KOMSA
- 1999** KOMSA enters the Polish market
- 2002** German Internet award for the online ordering and information portal KARLO
- 2008** Angela Merkel visits the KOMSA pavilion at CeBIT
- 2015** More than EUR 1.1 bn in turnover

KOMSA Kommunikation Sachsen AG

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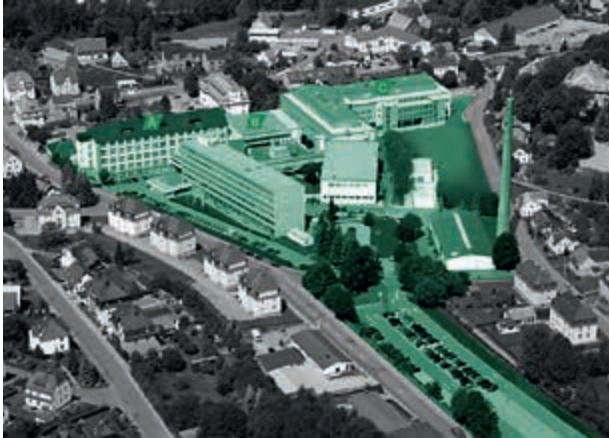
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High tech made in Germany

KSG Leiterplatten GmbH



The key to its development can be found in stable growth in turnover and a loyal client base all over the world. KSG followed continuous growth over the past years with another increase in sales in the last financial year. KSG delivers to 22 countries worldwide; 83 per cent of our clients are from Germany.



KSG Leiterplatten GmbH, located in Gornsdorf/Saxony, ranks as the number three PCB manufacturer in Germany and number four in Europe with a total turnover of EUR 82.5 million. Under the leadership of Margret Gleiniger, operating with flat hierarchies and employing a highly trained staff, KSG offers state-of-the-art technologies and is intensively engaged in R&D projects.

The company operates internationally and produces PCBs in various technologies and for diverse applications in the electronics industry. Its staff of around 700 supports clients across the entire value-added chain – from prototyping to serial production. "For KSG, the three words 'Made in Germany' mean more than just a commitment to the country as a place to do business and to the company's own tradition – these words are a commitment to quality, innovation and people. An approach that has enabled KSG to live up to the enhanced expectations of its growing client base," says Margret Gleiniger, Chair of the KSG Board of Management, describing the company's formula for success.



"Examples of KSG's technological versatility are the production of rigid-flex and semi-flex circuit boards, multilayers of up to 20 layers, HDI boards, thick copper circuit boards and other special stack-ups in the high frequency range for applications up to 77 GHz," explains Margret Gleiniger, adding the following announcement: "The existing portfolio will be complemented by flexible printed boards."

The current focus of R&D activities is on the development of circuitry for high-frequency applications and the introduction of the technology required for series production of Line/Space 75/75 μm conductor pattern layouts in combination with MV Cu filling technology.

Dates and facts

Market-leading position

Printed circuit boards for high-frequency applications

Employees

More than 700

Milestones

From a stocking factory to PCB production.
Still operating at its founding site.

- | | |
|-------------------|--|
| Until 1945 | C. A. Uhlmann KG stocking factories |
| 1956 | Start of electronics production |
| 1959 | Start of circuit board production |
| 01/04/1994 | Company restored to the founding family |
| 2008 | Start of production at the new, ultra-modern production facility, investment of EUR 50 m |
| 2015 | KSG makes it onto the list of the 100 World's Top PCB Fabricators. |

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Education

Would you have expected that...

- around 95,000 children are cared for in 1,000 day-care centres in the Chemnitz region, and the percentage of three- to six-year-olds enrolled at a day-care centre is higher than 95 per cent?
- around 123,000 pupils attend 566 general education schools?
- 96 vocational schools with 34,400 pupils prepare the next generation of skilled workers?
- around 3,000 MINT (Mathematics, Informatics, Natural Sciences, Technology) students graduate from the four universities in the region each year?
- approximately 11,300 trainees and continuing professional development students sit further development exams, interim exams and final exams each year at the IHK Chemnitz?
- a good 2,300 examiners volunteer a combined 120,000 hours to conduct the IHK's training and continuing professional development exams, ensuring that training is practical, expert and hands-on?

Conveyance and filter technology from Vogtland

LEHMANN-UMT GmbH



LEHMANN-UMT GmbH is a small, family-run mechanical engineering company based in Vogtland in Saxony.

It develops and manufactures complete systems as well as components for customised conveyance and filter technology. Other components of the company's portfolio are engineering, 3D design, sheet-metal working, special-purpose machine building and environmental technology systems. In its core business of conveyance and filter technology, LEHMANN-UMT offers a range of services from client consultancy, to client-specific development and manufacture/assembly, right through to servicing and maintenance. In the field of special-purpose machine building, the company helps clients unlock streamlining potential through complex handling and automation technology. The company's guiding principle is: "We create innovative solutions – fulfilling the client's trust is what means success to us."

Product groups:

Filter technology: vacuum suction filters, magnetic filters, slope bed filters, flat bed filters, pre-coat filters, oil extractors, coalescence separators, continuous belt filters

Conveyance technology:

drag chain conveyors, hinged belt conveyors, screw conveyors, magnetic conveyors, belt conveyors



Special-purpose machines:

positioning/tack-welding device for steel construction, cargo sledges for polar expeditions, heavy-duty hoisting technology, chip processing, chip redistributor, washing booths, sheet metal storage systems, handling and automation technology

Environmental technology:

recycling technology, extruder technology, dosing and feeding technology

Dates and facts

Market-leading position

Market leader in the filter technology segment

Employees

Approx. 80

Milestones

1945 Heinz Lehmann founds a repair and handicraft business in Pöhl

1991 Founding of LEHMANN-UMT GmbH

1998 Titus Lehmann takes over the management and the shares in the business

2007 Acquisition of the conveyance and filter technology product range

2014 Reached the jury stage of the Grand Prize for SMEs

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High-performance computers from Chemnitz

MEGWARE Computer Vertrieb und Service GmbH



Founded in 1990 in Chemnitz, MEGWARE Computer Vertrieb und Service GmbH has since established itself as a specialist in the field of high-performance computers. The company's original area of activity, providing IT solutions, expanded to include the field of high-performance computing (HPC) in 2000.

MEGWARE is one of Europe's leading manufacturers of high-performance computers. To date, the company has delivered and installed over 1,000 clusters at research institutes, universities and industrial and business clients throughout Europe. Many of the completed projects are among the top systems in the world, attaining outstanding positions on the TOP500 list of the world's highest-performing HPC systems. MEGWARE offers an extensive portfolio of services, from expert consultancy and planning services in advance of a purchase, to production and testing of the complete system, right through to turnkey installation as well as any desired servicing and support.

Innovation is at the core of the MEGWARE strategy. The firm makes annual investments in research and development, and collaborates closely with technology leaders in the industry.



With a multitude of outstanding in-house developments, MEGWARE has realised progressive ideas time and again. For example, its proprietary development ColdCon®, a cooling concept, can be used both to recool the waste heat produced into free cooling and reuse it. This reduces costs and increases energy efficiency.

Dates and facts

Market-leading position

High-performance computing

Employees

Approx. 50

Milestones

- 1990** Founded by Steffen Eckerscham, Jürgen Gretzschel and Dr Gerd Maudrich
- 2000** First high-performance computer, Chemnitz Linux Cluster (CLiC), for the Chemnitz University of Technology
- 2002** Heidelberg Linux Cluster (Helics) ranks 35th in the TOP500 list
- 2011** Supercomputer CoolMUC at the Leibniz Data Centre (LRZ) is the world's first AMD cluster system with warm water direct cooling
- 2014** 8th place in the worldwide ranking of supercomputing producers
- 2015** MEGWARE celebrates its 25th anniversary; the 1,000th cluster is shipped

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Innovative systems for water jet cutting technology

Metallbau Müller GmbH



The Metallbau Müller GmbH (MBM) was established in autumn 1990 with six employees. The company has developed continuously since its founding. It has specialised in mechanical engineering and plant engineering. It built its second production hall in 2000, followed by a third hall in 2012. In 1999 quality assurance at MBM was certified to DIN ISO 9001.



MBM manufactures innovative abrasive sludge extraction and settling systems (ASAS) and special-purpose solutions for water jet cutting system technology, including water circulation systems and water treatment. Today MBM is a market leader in manufacturer-independent

systems and has continuously developed this technology since 2001. The systems from Schneeberg can be easily integrated into existing plant systems, and they create optimal conditions for the cost-effective operation of existing machines.

The most recent development is the MBM ASAS reaction module. It was developed to treat cutting water contaminated with heavy metals or carbon, enabling the cleaned water to be discharged into the public sewer system or to be used in the water circulation system.



In addition, MBM offers young people excellent future opportunities in the company with a well-grounded training programme for mechatronics technicians, construction mechanics and mechanical engineering students. Since 1998, 17 apprentices and two students have successfully completed their training and joined the company's staff.

Dates and facts

Market-leading position

Market leader in innovative abrasive sludge extraction and settling systems (ASAS)

Employees

Approx. 45

Milestones

1990 Founding of the company

2002 Presentation of MBM ASAS at the international fair Euroblech

2004 Development of further devices for water jet cutting technology

2014 Presentation of the MBM ASAS reaction module at the international fair Euroblech.

To date, 785 systems have been put into operation by renowned water jet cutting companies worldwide.

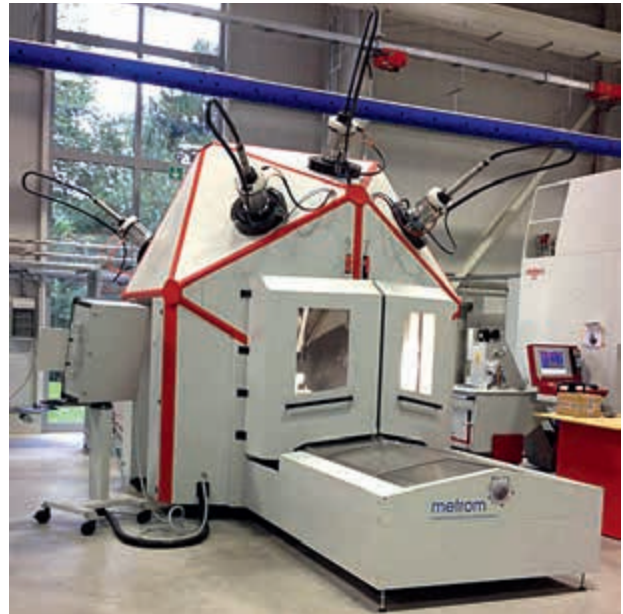
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The machine of the future is mobile

METROM Mechatronische Maschinen GmbH

How can a machine tool maximise the benefit to the client through a perfect balance of mechanics, electronics and control software? Finding the answer to this question has been the focus of METROM GmbH since its founding in 2001. To this end, the company develops and produces mechatronic



machine systems based on its patented five-strut parallel kinematics (Pentapod). Key products are machining centres and special-purpose machines that guarantee effective 5-axis simultaneous and high-speed machining of a wide range of materials, including metals, moulding sand, plastics and ceramics.

Company founder Dr Michael Schwaar leads a team of highly qualified specialists, who are always working to perfect their machines and the machine properties. Class, not mass, is the company's stated objective.



Worthy of particular mention here is the mobile machine: it is designed to be easily and economically transported to the relevant component, while remaining comparable to exacting stationary machines in terms of accuracy and productivity. The modular structure of the machines combined with METROM'S parallel kinematics enables fast, economical adaptation to specific

client requirements as well as the development of a complete solution for specific applications.

Dates and facts

Market-leading position

Manufacture of mobile machines

Employees

15

Milestones

2001 Founding of METROM Mechatronische Maschinen GmbH in Chemnitz

2007 First successful use of the internally developed mobile machine

2009 Innovation Prize from the Free State of Saxony

2010 Construction of, and relocation to, the new production hall and office complex in Hartmannsdorf

2011 Intec Award for the 5-axis machining satellite

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Quality and precision with cages

MPT Präzisionsteile GmbH



MPT Präzisionsteile GmbH Mittweida is a 100 per cent privately owned company. Its core business is the production of components and end products for the bearing, bicycle and automotive industries.

Since the founding of MPT Mittweida over 100 years ago, it has combined tradition and know-how with an extensive range of technical equipment.

MPT is the market leader in the manufacturing of roller bearing cages made of brass, steel, aluminium, phenolic, sheet metal and special alloys, as well as ball retainers and stamped parts. You will come across our products every day in very different contexts, from bicycles and cars right the way through to machine tools. Our clients all over the world value our products and services, and our export share is over 50 per cent. We are able to fulfil nearly every client request with our extensive machine park. Our manufacturing range extends from 10 millimetre diameter to 2 metre diameter, and covers more than 10,000 products.

MPT's expertise is based on a state-of-the-art machine outfit, an in-house foundry, an in-house design department and our own toolmaking workshop. Quality and precision are not only part of the company name, but also reflect our commitment and philosophy.

Certification to DIN EN ISO 9001, DIN EN ISO 14001 and DIN EN ISO 50001 demonstrate the quality of the company management.

Dates and facts

Market-leading position

Market leader in the manufacture of roller bearing cages

Employees

Approx. 300

Milestones

- 1895** Founding of an engraving firm
- 1957** Production of metal sheet roller bearing cages begins
- 1964** Production of solid brass cages begins
- 1993** Privatised by Dr Dieter Gebauer as MPT Präzisionsteile GmbH Mittweida
- 2010** Opening of the sales agency MPT Trading & Engineering (Beijing) Co. Ltd. in China
- 2016** Acquisition of MPT Präzisionsteile GmbH Mittweida by Josef Schwuger as CEO and owner

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Innovation

Did you know that...

- 4 universities, 3 vocational academies and 70 research institutes and service providers, including three Fraunhofer Institutes and one Helmholtz Institute, are based in the Chemnitz region?
- Saxony is the second-highest beneficiary of the Central Innovation Programme for SMEs (ZIM), with EUR 568 million in approved funding, behind only Baden-Württemberg (EUR 683 million)?
- Chemnitz has a technology park for microsystems technology – the Smart Systems Campus?
- around 11,000 young people attend courses at the Chemnitz University of Technology, and over 100 company formations have been supported by the university-based start-up network SAXEED since 2006?
- the Freiberg University of Mining and Technology, the world's oldest university of mining sciences, founded on 21 November 1765, has made innovation one of its three guiding principles, and follows this innovative approach in its research and education, from theoretical work to testing in near-real-world engineering conditions?
- 25 extra-university research institutes in south-west Saxony conduct industry-related, application-oriented research, and these institutes also prepare expert assessments, conduct examinations and certifications, and are actively engaged in technology transfers?

Bright minds on light

NARVA Lichtquellen GmbH + Co. KG



NARVA Lichtquellen GmbH + Co. KG is an SME specialising in general lighting, UV lighting and solar thermal technology. Each year, more than 20 million fluorescent lamps and other lighting-related products are manufactured in the Saxon town of Brand-Erbisdorf.



NARVA's innovation, client orientation and many years of experience have made the company a globally recognised partner for custom lighting solutions. Over the course of its nearly 50-year company history, NARVA has evolved into a specialist for glass and

vacuum technology as well as an expert in phosphors and their use. This evolution was aided not only by the company's extensive expertise, but also by its corporate brand philosophy and innovative and certified-quality products.

After its founding in 1966, NARVA also started producing glass for fluorescent lamps in 1972. Over the years, it added numerous products to its range, such as tanning lamps and compact fluorescent lamps. In 2013, with the inauguration of an in-house LED production facility, NARVA also began manufactur-

ing innovative LED lamps and lights. The company currently has around 400 employees and 13 apprentices, and is one of the largest and most attractive employers in the Freiberg region.

Its extensive product portfolio includes a range of items, from high-quality general lighting based on fluorescent lamps, to special-purpose lamps, right through to contemporary LED lamps and lights and LED modules. From the light bulbs produced at its own glassworks to packaging and worldwide shipping – NARVA delivers quality bearing the label "Made in Germany".

Dates and facts

Market-leading position

Specialist in light physics

Employees

Approx. 400

Milestones

1966 Founding in Brand-Erbisdorf

1972 Production of glass tubes

1997 Start of production of T5 fluorescent lamps

2007 Manufacture of vacuum tubes
for solar thermal applications

2012 Accreditation of the measurement laboratory
for UV spectra

2013 Start of in-house production of the SL-T5 LED

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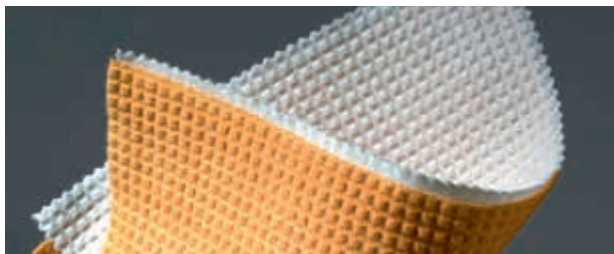
Technical textiles for protection and safety



Norafin Industries (Germany) GmbH



Thanks to an excellent team, high quality standards and a clear client focus, Norafin Industries has become established in the market as a successful provider of high-quality, special-purpose non-woven fabrics. The company is based in the Erzgebirge region and provides its technical textiles to the protective clothing industry, filter manufacturers and to users of composite materials. "Our objective is to create real added value with our products and provide a comprehensive solution," says André Lang, Managing Director of Norafin Industries. Using two water jet lines and one needlepunch line, the com-



pany produces technical textiles based on natural fibres and chemical high-performance fibres. Norafin Industries' materials help keep firefighters safe from flames, protect patients from infections and clean polluted air. "Our products are suitable for a variety of applications thanks to their homogeneous surface finish, their comfortable grip and their high performance coupled with low mass per unit area," explains Lang. Flat hierarchies, proximity to the market and excellent collabo-

ration with clients from the development stage of new materials enable Norafin Industries to meet niche needs. Over 70 per cent of production is exported. The company's largest single market is the USA, where it is a market leader in non-woven inserts for protective clothing for firefighters.

Dates and facts

Market-leading position

Non-woven inserts for the US market for protective clothing for firefighters

Employees

160

Milestones

1980 Development of Europe's first spunlace line in collaboration with the Saxon Research Institute for the Textile Industry, now the STFI

1997/98 Start-up of the Mildenau production plant, commissioning of a spunlace line and a needlepunch line; reorganisation phase followed by increasing concentration on supplying niches in the technical textile industry

2013 Commissioning of a new, second spunlace line

2013-16 Investments of around EUR 13.5 m to expand production

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Successful German-American fusion

NILES-SIMMONS-HEGENSCHEIDT Group



NILES-SIMMONS-HEGENSCHEIDT GmbH, based in Chemnitz, is a world-leading manufacturer of machine tools for metal cutting. Its product range includes high-precision machine tools as well as complete production lines for all key industries. The NSH Group is a world market leader in machining and diagnostic systems for wheels, wheel sets and axles.

According to Metalworking Insiders' Report, the company is currently the 35th largest machine tool manufacturer in the world, and 10th in Germany. NSH brings together five companies with over 180 years of experience in German-American mechanical engineering. Production is based at its headquarters in Chemnitz, with additional facilities in Glauchau (Saxony), Erkelenz (North Rhine-Westphalia), Albany N.Y. (USA) and Nanchang (China). In addition, the company operates ten globally distributed foreign subsidiaries to handle sales and service.

Core competencies include workpiece-specific technology development, which takes place in close collaboration with the client and ensures efficient, secure production processes. One particularly important innovation is a flexible crankshaft production line that was first realised in 2004 and enables floating changeover times of less than 30 minutes. Since then, the NSH Group has taken a leading position in this field.

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In 2014, it was recognised with the Outstanding Supplier award for the crankshaft production line realised in China for the BBAC joint venture between Daimler and BAIC.

Dates and facts

Market-leading position

Production of machining and diagnostic systems for wheels, wheel sets and axles

Employees

Approx. 1,300, of which almost 400 are based in Chemnitz

Milestones

- 1992** Reprivatisation/refounding of the company NILES-SIMMONS Industrieanlagen by Professor Hans J. Naumann
- 2001** Takeover of Hegenscheidt-MFD and founding of the holding company NILES-SIMMONS-HEGENSCHEIDT
- 2006** Expansion into China and founding of NSH China Technology Industries Co. Ltd.
- 2013** Takeover of Werkzeugmaschinenfabrik Glauchau
- 2014** Outstanding Supplier award for the planning and realisation of the BBAC crankshaft production line in Beijing



History

Did you know that ...

- the principle of sustainability dates back to Hans Carl von Carlowitz (1645-1714), born in Rabenstein and the chief mining administrator in the Erzgebirge region, and his book on agriculture, *Sylvicultura oeconomica* (1713)?
- the Auto Union AG was established in 1932 as the union of the four important automotive brands AUDI, DKW, HORCH and WANDERER, thus becoming the second-largest automotive company in Germany (after Adam Opel AG), and it had its headquarters in Chemnitz?
- Georgius Agricola (1494-1555), the famous "father of mineralogy" and four-time mayor of Chemnitz, translated his birth name Georg Bauer into Latin on the recommendation of his Leipzig professor?
- Plauen achieved prominence beyond the local region as a textile centre as early as the 16th century – long before the introduction of machine embroidery for the production of the world-famous Plauen lace – through the production and trade of fine cotton fabrics?
- genealogists have traced almost 25,000 descendants of the mathematician Adam Ries (1492-1559), who lived in Anna-berg from 1522/23?

Dynamic omni-channel personalisation by the market leader

prudsys AG



On a daily basis, the prudsys Realtime Decisioning Engine (prudsys RDE) offers customers a special shopping experience with around 1 billion personalised recommendations in over 200 online stores in 34 countries. With a trade volume of over USD 8 billion generated from recommendations each year, the real-time analytics system is one of the world's most successful personalisation solutions.

We are the organisers of one of the world's biggest data mining competitions for intelligent data analysis and forecasting. Every year since 2000, we have encouraged over 100 students and universities to develop practical applications in this field. The winners are announced at the prudsys personalisation summit in Berlin, the leading event for news and trends in dynamic omni-channel personalisation for retail.



prudsys AG is the holder of numerous patents and is considered the best-of-breed provider for real-time analytics. We consolidate and develop our leading position in this field through cooperation with leading universities and other research institutions. We are a member of the DMG and OMG standards committees and thus actively participate in the development of standards in intelligent data analysis.

Dates and facts

Market-leading position

Dynamic omni-channel personalisation

Employees

Approx. 60

Milestones

- 1998** Founding as a spin-off from the Chemnitz University of Technology
- 2005** First retailer from the Top 100 in Germany deploys the prudsys recommendation machine
- From 2006** Additional prudsys RDE modules for use in newsletters, for dynamic price optimisation and marketing automation
- 2013** Opening of the Berlin location, in addition to sales offices in Italy and the Netherlands
- 2014** Around half of the Top 100 mail order companies in Germany use prudsys RDE, including numerous clients in Europe and around the world, such as OTTO, Coop, Conrad and Douglas
- 2016** Opening of the Cologne office
Winner of the IT Innovation Prize in the eCommerce category

prudsys AG | The Realtime Analytics Company

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Europe's oldest machine builder keeping pace with the times

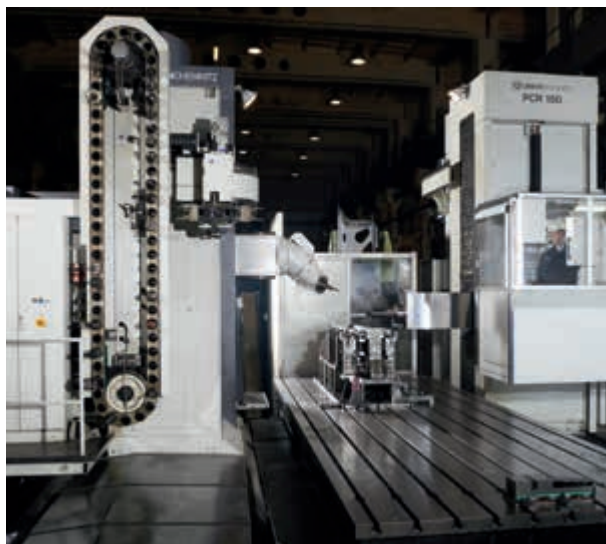
UNION Werkzeugmaschinen GmbH Chemnitz



With its over 160-year history, UnionChemnitz is the oldest existing machine tool manufacturer in Europe. The company develops and produces horizontal boring and milling machines, which are used around the world by renowned clients wherever absolute precision and efficiency are required.

In the world market, the name UnionChemnitz is synonymous with innovation, flexibility, quality and performance. Workpieces up to 40 metres long, 10 metres high and weighing over 250 tonnes can be processed with high precision using machines from Chemnitz.

As the only German provider, UnionChemnitz supplies boring mills with a complete range of 110 to 262 millimetre spindle diameters – with linear or fully hydrostatic guideways – and a range of travelling-column mills. The machines are suitable for universal applications thanks to a comprehensive range of accessories. Moreover, each machine tool is precisely adjusted to the client's requirements.



UnionChemnitz has a worldwide sales and service network of subsidiaries and selected representatives. Since 2011, the company has been an independent member of the owner-managed HerkulesGroup. The Group has over 1,600 employees worldwide.

Dates and facts

Market-leading position

Technology leader in the production of horizontal boring and milling machines

Employees

Approx. 180

Milestones

- 1852** Founded by David Gustav Diehl
- 1875** Introduction of the first horizontal boring mill
- 1996** Founding of the Neue UNION as an employee-owned company
- 2011** Integration of UnionChemnitz into the owner-managed HerkulesGroup
- 2013** Market launch of the MILLFORCE travelling-column mill

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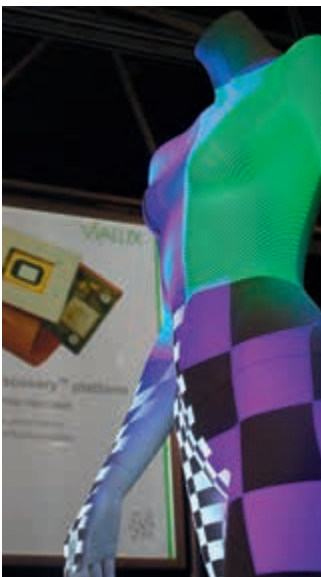
www.unionchemnitz.de

Using light for high-speed measurement

ViALUX Messtechnik + Bildverarbeitung GmbH



ViALUX develops, produces and distributes electro-optical components and 3D measurement systems for industrial and medical use. Leading-edge products by ViALUX are based on digital light modulators that provide crucial advantages for new emerging products in optical metrology.



ViALUX is a highly innovative company that is constantly engaged in R&D work, with a high proportion of product development being realised by its own engineers. An experienced team of physicists, engineers and software developers delivers product solutions which are recognised and valued world-wide. The ViALUX company strategy is based on growing its own core capabilities and long-term relationships with its partners.

ViALUX has been an authorised Design House Partner of Texas Instruments for DLP® micromirrors since 2002. Used millions of times in digital projection, DLP is the leading-edge techno-

logy for digital light control and is one of the ViALUX solutions generating significant value in its client's product development and production.

Exporting more than 70 per cent of its products, ViALUX can rely on a network of distributors covering Asia, America and Europe. In particular the 3D scanner systems for use in medicine are sold by partners with excellent expertise in the medical market. The company is certified to ISO 9001 and EN ISO 13485.

Dates and facts

Market-leading position

Technology leader in industrial DLP® micromirror solutions

Employees

22

Milestones

- 2000** Founded by Dr Roland Höfling and Dr Petra Aswendt
- 2004** Photonics Circle of Excellence Award, San Jose, for the zScanner® 3D scanner based on DLP® and blue high-power LED
- 2008** Construction of the new company building
- 2012** EN ISO 13485-certified for medical device manufacturing
- 2013** Company expansion, construction of an additional manufacturing facility

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Handcrafted, high-tech premium skis

VR-Spezialski



With its 40-year tradition of ski-making and 20 years of experience in the production of Alpine carving and racing skis, VR-Spezialski spares no effort in making carving skis by hand to meet the highest standards.

The company's work is built on a foundation of a love of detail and handcrafted perfection. The result is sports equipment with a long life and superior handling, maximising user enjoyment. There is also an exclusive option to customise these products. Clients can have skis made with custom designs or their own name and logo – ideal for companies and private clients who regard skiing as an expression of their personal lifestyle and who love special touches.



To achieve optimal results, the small team relies on its many years of experience, its expertise in handwork and on a modern machine outfit, with some of the machines being internally developed. The logical consequence of this concept: "handmade" at VR-Spezialski begins with the selection of the best raw materials and high-quality, proven ski racing materials. CNC production and



water jet technology complement the hand assembly of each individual ski in the tried-and-tested sandwich construction method. The heart of each ski is the dried and specially milled ash wood core. Titanal, glass fibre laminates and carbon give each of the different models their own unique character. The result of these efforts is a perfect ski that guarantees consistent elasticity for years with proper care.

Dates and facts

Market-leading position

Production of custom, handmade skis in small-batch and special-purpose production to client requirements

Employees

2

Milestones

- 1993** Founding of VR-Spezialski in April and production of cross-country, skate and jumping skis
- 1993** Development of a more strongly tapered ski in November, based on the ideas of ski innovator Reinhard Fischer
- 1994** Joint presentation of the first carving ski under the name SNOWRIDER
- 1999** Production of the first full-carbon ski for an Italian yacht manufacturer
- 2010** Opening of the workshop and sales room to the public in the company's own building in Muldenhammer, Vogtland

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Security for sensitive properties worldwide

ZABAG Security Engineering GmbH



ZABAG Security Engineering GmbH has been thriving in the marketplace since 1990 and is one of the leading manufacturers of outdoor access and security systems.

ZABAG develops and produces innovative products for perimeter protection and is a system provider of security systems. Clients are offered customised solutions, from risk analysis, consulting, planning and project development right through to production, delivery and installation.

ZABAG gate, turnstile and barrier systems secure sensitive areas throughout the world – including embassies, airports, correctional facilities and production sites of well-known companies.

The Erzgebirge-based company has evolved into a medium-sized global player on the basis of its products and engineering services in the field of security systems. ZABAG is a market leader in high-speed folding gates in Germany.

Modern robotic welding technology has taken the company to a new level. Since 2013, ZABAG has been manufacturing gate systems on a welding line developed specifically for the company.

A training centre provides specialist, practical workshops for installers and resellers.

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Dates and facts

Market-leading position

German market leader in the production of high-speed folding gates

Employees

120

Milestones

1990 Company founding; production of fencing systems throughout Saxony and small-scale production of gate systems in a garage

1995 Inauguration of the new company premises with its first production hall, installation throughout Germany

1998 – 2005 Construction of four additional production halls with the acquisition of a laser machine, press brake and powder-coating system; expansion of international business relationships, primarily in the UK, Sweden and Finland

2013 Construction of a new production hall with a specially developed welding line, expansion of the office building with training centre

2016 Acquisition of an additional welding robot and launch of the new BASIC product line

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Industrie- und Handelskammer
Chemnitz

