

## General Information for Supplier Questionnaires from Customers



**Festo SE & Co. KG**  
Ruiter Strasse 82  
D-73734 Esslingen

## Headquarter of the Festo Group

Company Name:	Festo SE & Co. KG
Company Location:	Ruiter Strasse 82 73734 Esslingen Germany
Phone:	+49 -0)711-347- 0
Fax Machine:	+49-(0)711-347 – 2144
Email:	<a href="mailto:cc@festo.com">cc@festo.com</a>
Internet:	<a href="http://www.festo.com">www.festo.com</a>
Year of Foundation:	1925
Industry:	Machine Building
Business Sector:	Automation



## Commercial Law Information

Festo Germany and Headquarter of the Festo-Group:

Operational Headquarters:	Festo SE & Co. KG
Legal Form:	Limited Partnership
Registered Office :	Esslingen a. N./Germany
Trade Register:	Registration Court Stuttgart Register No. HRA 211583
General Partner:	Festo Management SE
Registered Office :	Frankfurt a. M./Germany
Trade Register :	Registration Court Frankfurt a. M. Register No. HRB 115988



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## Board of Directors

Dr. h.c. Oliver Jung	Chairman of the Management Board Corporate Management and Strategy
Dipl. Ing. Gerhard Borho	Finance
Dr. Ansgar Kriwet	Sales
Dr. Frank Melzer	Product and Technology Management
Dipl. Ing. (FH) Frank Notz	Human Resources
Dr. Jaroslav Patka	Operations

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## Supervisory Board

Dr.-Ing. Friedrich Eichiner	(Chairman of the Supervisory Board)
Dipl.-Kfm. Curt-Michael Stoll	(Vice Chairman of the Supervisory Board)
Dr. Ulrich Stoll	(Vice Chairman of the Supervisory Board)
Dr. Markus Flik	
Prof. Dr. Hans-Peter Knaebel	
Dr. h.c. Lars Pettersson	
Prof. Dr.-Ing. Gunther Reinhart	
Dipl.-Kfm. Martin Stoll	
Dipl.-Kff. Christina Zügel-Stoll	

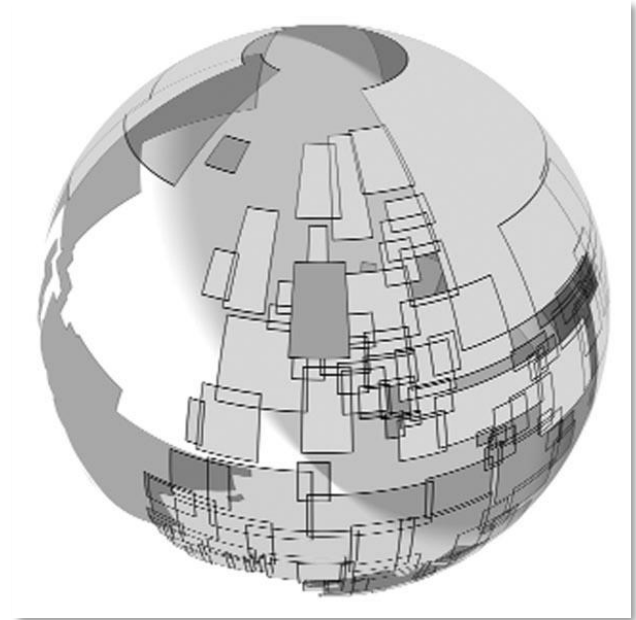
## Main Figures of the Festo Group

Customers of Festo: More than 300.000 in 176 Countries

Employees (Group): About 21.000 worldwide

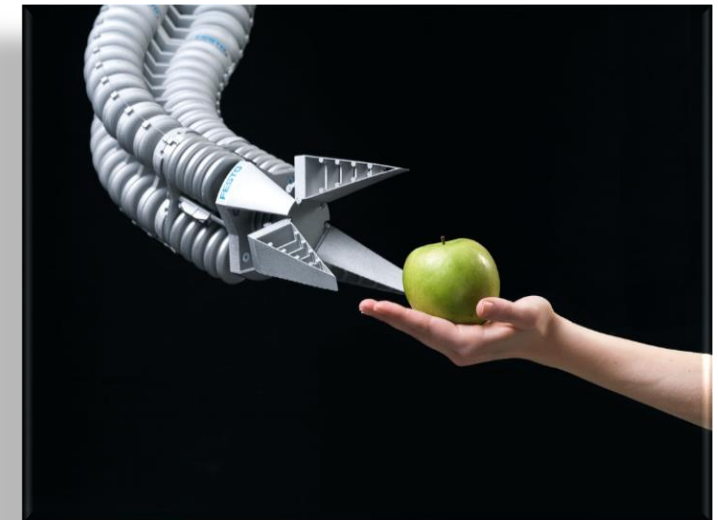
Turnover (Group): 3,07 billion €

R&D invest: about 8 % of turnover



## Products

- Automation: Pneumatic, servopneumatic and electric automation technology for factory and process automation
- Products: About 33.000 catalogue products in several hundred thousand variants  
Approximately 15.000 customer solutions per year
- Particular Characteristics:
- Components, subassemblies and system solutions
  - ISO standard products, industry and application-specific products
  - Combination of pneumatics, electronics and software
- Patents worldwide : 2600
- New registrations per year: Approx. 100



## Main Product Groups

- Pneumatic and electro-mechanical drives
- Servo-pneumatic positioning systems
- Motors and controllers
- Handling systems and Grippers
- Vacuum technology
- Valves and valve terminals
- Sensors
- Vision systems
- Compressed air preparation
- Pneumatic and electrical connection technology
- Control technology and software
- Ready-to-install solutions such as complete handling systems (linear, 3D, T- or H-gantries, „Tripods“), mounting plates, control cabinets etc.



## Service worldwide

### Pre Sales Services

- Technical Consulting (e.g. machine safety, EX, FDA, ...)
- Engineering Services (including product selection, pneumatic/electric circuit diagrams, 2D/3D CAD drawings)
- Customer specific product development
- Product certificates
- Application programming services
- Assembly, testing and commissioning services
- Logistic services (e.g. Festo 24-h Express Service in about 30 countries )
- Printed catalogues such as main catalogue, product overview, catalogues and product overviews for specific industries and industry segments, themed catalogues, pocket guide to pneumatic installation
- Over 600 comprehensive product descriptions as PDF online and on DVD
- Support portal online

### After Sales Services

- Hotline Support in local language
- Troubleshooting (hotline/on-site)
- Preventive Maintenance
- Product repairs
- Machine modernisation and optimisation
- Energy Saving Services
- Support Portal Online
- Technical trainings for machine setters, machine operators and maintenance staff



# Festo Energy Saving Services – Energy Audit in compliance with ISO 11011

The compressed air energy efficiency analyses are carried out by Festo specialists in accordance with ISO 11011 and are certified by the German Technical Control Board (TÜV SÜD).

The following standards are also observed:

- VDI guideline 3922 Energy Consulting for the Industry
- DIN EN 15900 Energy Efficiency Services
- DIN EN 16247-1 Energy Audits

**German Technical Control Board (TÜV SÜD) certifies:**

**"Festo Energy Saving Services display an appropriate and professional methodology for the evaluation of companies regarding the energy efficiency of compressed air systems."**



## Purchase and Procurement

Supplies: Over 75.000 components

Suppliers: About 700

Countries of procurement: 30

Value of supplies: Over 600 million €



# Production

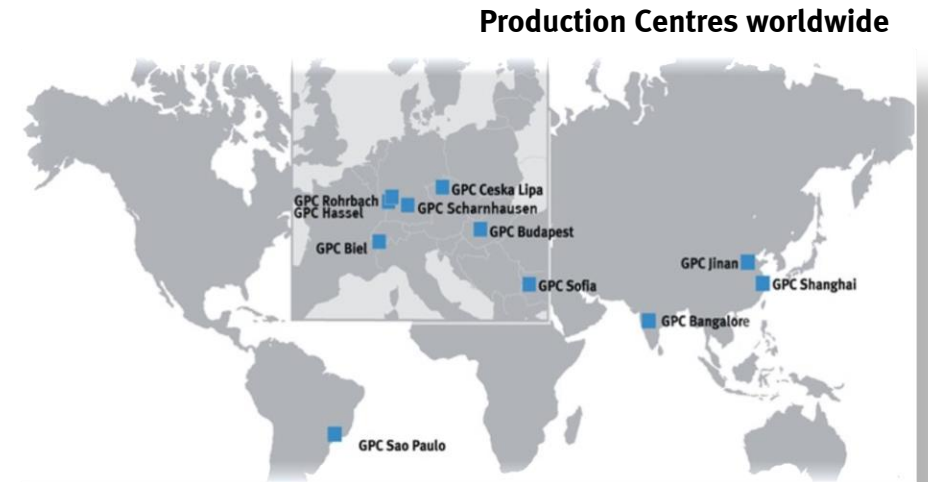
Production Sites in Germany : Ostfildern-Scharnhausen  
St. Ingbert-Rohrbach , St. Ingbert-Hassel, Wiebelskirchen

Production Sites worldwide: São Paulo (Brazil), Sofia (Bulgaria),  
Shanghai (China), Jinan (China), Bangalore (India),  
Biel (Switzerland), Ceska Lipa (Czech Republic),  
Budapest (Hungary), Wroclaw (Poland)

Factory floor area: Worldwide about 273.000 m<sup>2</sup>

Machinery: Worldwide about 800 Machines

Inspection equipment: Worldwide over 40.000 testing devices in use



## Manufacturing Technologies

- Aluminium die casting
- Plastic moulding
- Rubber vulcanising
- Plastic tube extruding
- Machining including related operations: cutting, turning, milling, vibratory grinding, washing, burring, ...
- Surface coating
- Electronic (printed circuit) assembly
- Assembly
- Clean room assembly

**Note:**

These technologies are in place to produce Festo components and products. They are usually not available as contract manufacturing service .



## Sales Organisation and Delivery Service

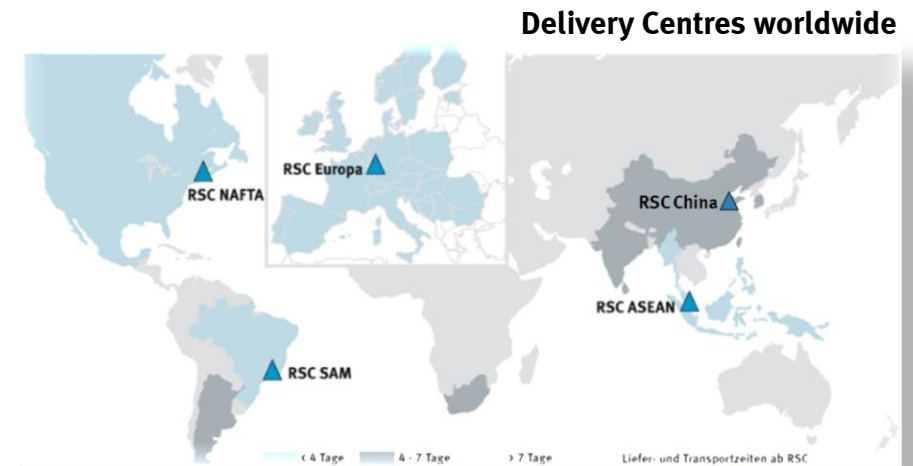
Sales- and Service network: 61 Festo national sales companies with more than 250 branch offices  
 Authorised dealers in further 40 countries  
 Service and support worldwide in 176 countries

Destination of deliveries: Worldwide  
 Within Central Europe, over 75% of the orders are delivered within 24 hours

Regional Delivery Centres:  
 HUB Europe West (St. Ingbert-Rohrbach, Deutschland)  
 RSC ASEAN (Singapur)  
 RSC North America (Mason, Ohio, USA)  
 RSC MERCOSUR (Sao Paulo, Brasilien)  
 HUB Asia (Shanghai, China)  
 RSC Jinan (China Total floor area of

Total warehouse area HUB Europe West : 32.000 m<sup>2</sup>

Total warehouse area of delivery centres: 52.000 m<sup>2</sup>



# Management System Certifications








Scope	Standard	Continuance	Applicable for
Quality Management System	ISO 9001	since 1990	All Production Plants
Environmental Management-System	ISO 14001	since 1999	All Production Plants
	Replaced EMAS I	1996 – 2002	Sites in Germany
Occupational Health and Safety Management System	ISO 45001 Replaced OHSAS 18001		Sites in Brazil and Shanghai

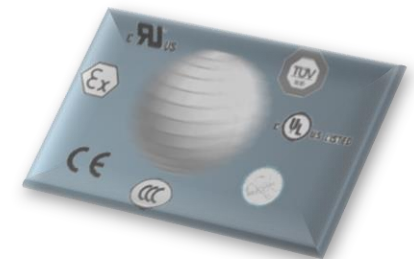


## Worldwide Product Approvals (Examples)



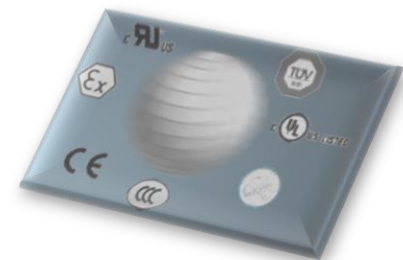
## The currently most relevant product approvals at Festo

Approval	Label	Country/Region	Products concerned	Subject of approval
CSA		Canada	Industrial equipment	General safety
UL		North America	Industrial equipment	General safety
CCC		China	Industrial equipment	EMC electrical safety
C-Tick		Australia	Industrial equipment	EMC
CE		Europe	Industrial equipment	General safety, EMC, Machinery, Ex-Protection
GL		Ships	Ship / offshore equipment	General safety
EAC (EurAsian Conformity Mark earlier GOST)		Eurasian Customs Unit	Industrial equipment	General Safety, Ex-Protection



## System Certifications in the Context of Product Approvals

Scope	Regulation	Continuance	Applicable for
Ex-Protection	ATEX 2014/34/EU ISO/IEC 80079-34	Since 2004	Manufacturing/distributing of ATEX category 1 and 2 products in Europe
	IEC Ex ISO/IEC 80079-34	Since 2008	Manufacturing/distributing of explosion proof products international
	INMETRO (Brazil) IEC 60079-0/-7/-11	Since 2009	Distributing ex protected products in Brazil
Pressure Equipment	PED 2014/68/EU, Appendix III, Module D1	Since 2004	Manufacturing/distributing of pressure of vessels and other pressure equipment named in the regulation in Europe
UL-Product Admisson	UL CDTF ISO 17025 (partly)	Since 2007	Product tests according to UL-standards and acceptance of the results by UL
Medical Devices	ISO 13485	Since 2015	Manufacturer of Medical Devices

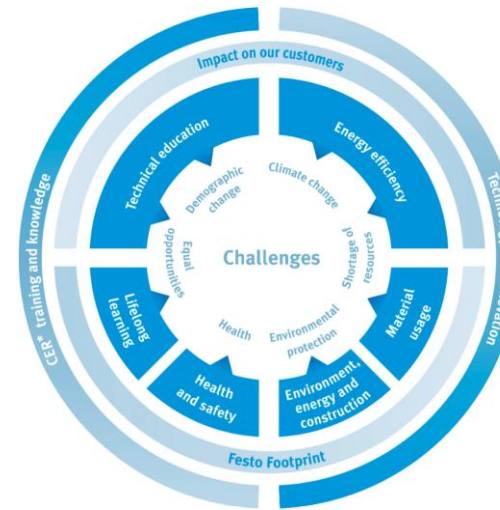


# Corporate Responsibility – We take responsibility



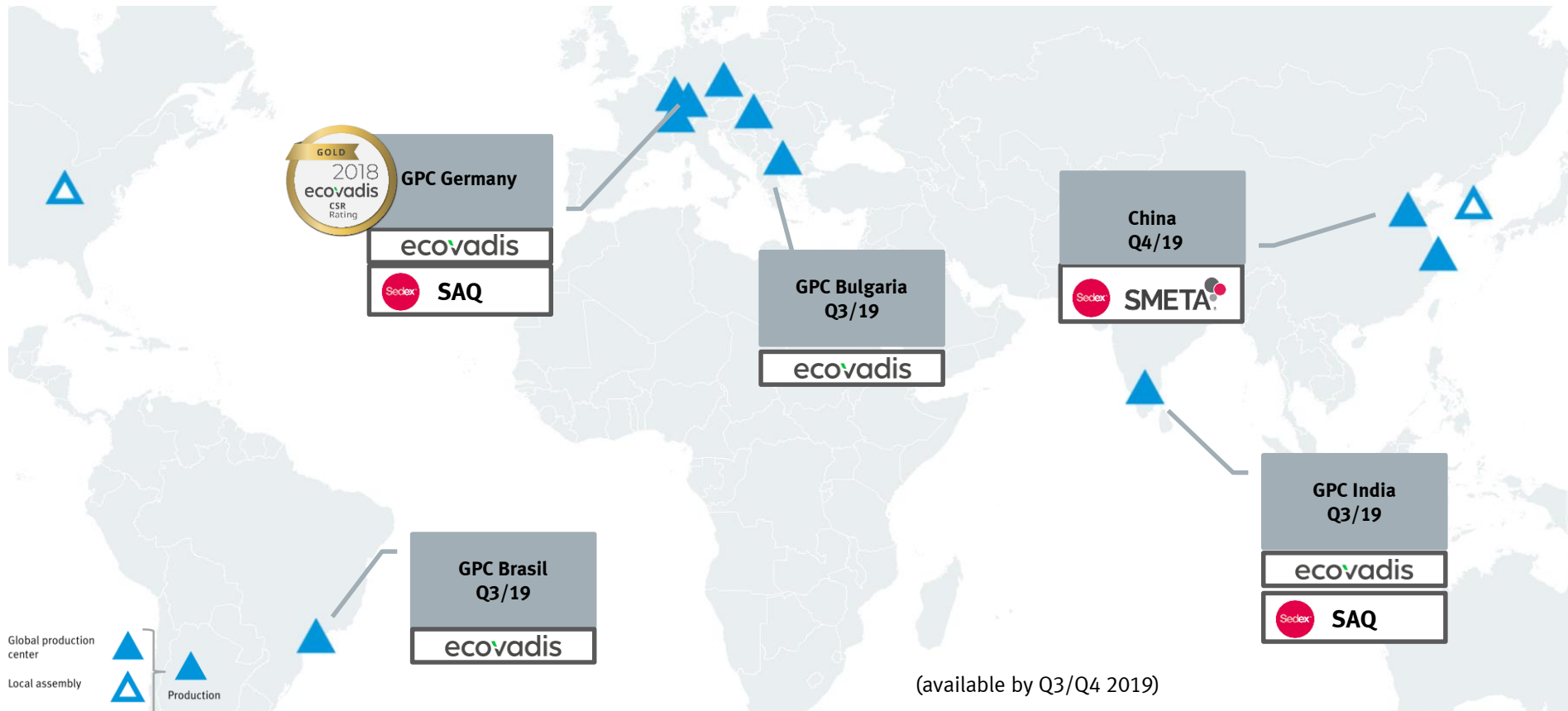
**„Responsible actions. Healthy growth. Across generations.“**

We base our long-term corporate responsibility on the above motto. In order to focus our actions, we have defined six fields of activity where we can make a significant contribution.



- 1 Technical education
- 2 Energy efficiency
- 3 Material usage
- 4 Environment, energy and construction
- 5 Health and safety
- 6 Lifelong learning

# Responsible Sourcing Initiatives in Global Production Centers worldwide



**Sedex SMETA-Audit**  
On-site Audit

**ecovadis**  
**EcoVadis Supplier Platform**  
Document upload and analysis



**SAQ**  
Self-Assessment Questionnaire

**4 Pillars**

- Labour & Human Rights
- Sustainable Procurement
- Environment
- Ethics