

# Sales Cluster D/A/CH

## Company presentation

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- Germany, Esslingen
- Austria, Vienna
- Switzerland, Lupfig

Festo Vertrieb GmbH & Co. KG  
Festo GmbH  
Festo AG

**FESTO**



# **Sales Cluster D/A/CH**

The future of automation & technical training

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- Figures, data and facts
- Our business sectors and industries
- Our contribution for your success
- Festo Experience Center
- Digital procurement
- Official partner
- Management and contact



# Festo at a glance

## Figures, data and facts

Festo is a global player and an independent family-owned company. We supply automation technology and technical training solutions for over 35 industries.

**~ 20,600**

Employees worldwide

**~ 1,000 in D/A/CH**

**3.45 Bn.**

Euro turnover

**~ 830 Mio. in D/A/CH**

**60**

Companies in countries

**>250**

Branch offices

**>56,000**

Didactic customers

**~ 40,000 in D/A/CH**

**>300,000**

Industry customers in 176 countries

**~ 120,000 in D/A/CH**

**8%**

R+D ratio

**~ 630,000**

Social media followers

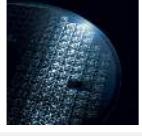
(Status: May 2025)

→ Get more information about the company and certifications [here](#).

# Sectors and industries

## Festo industry experts

Play it safe! With us, you will find experts are knowledgeable about the requirements of your industry, including all standards and regulations: **worldwide**.

<b>Sales Unit Mobility</b>	<b>Sales Unit Life</b>				
 Car industry	 Battery	 Life science	 Hydrogen	 Processing industry	 Food/packaging
<b>Sales Unit Modern Tech</b>	<b>Sales Unit Developed Trend Market</b>				
 Semiconductor industry	 Electronics industry	 Intralogistics	 Textile industry	 Wood industry	 3D printing
					 Machine tool construction

# Geschäftsfelder & Branchen

Branchenexperten von Festo

Individualisierbar:

- Rechter Mausklick
- Bild ändern
- Eigenes Porträt auswählen



Gehen Sie auf Nummer sicher! Bei uns finden Sie Experten, die die Anforderungen Ihrer Branche mit allen Normen und Vorschriften bestens kennen: **weltweit**.

## Sales Unit Mobility



Automobilindustrie



Battery

## Sales Unit Life



Life Science



**Wasserstoff**



Prozessindustrie



Lebensmittel/Verpackung

Beispiel: **Wasserstoff** hervorheben

## Sales Unit Modern Tech



Halbleiterindustrie



Elektronikindustrie

## Sales Unit Developed Trend Market



Intralogistik



Textilindustrie



Holzindustrie



3D Druck



Werkzeugmaschinenbau



# Be the **SUCCESS** for your customer

Industry specific know how and application engineering

Full liner in PNA, EA, PA

Customized solution

Learning environment (Didactic)

Behaviour and attitude

Global network

Team selling

Expertise

**Customer productivity**

Thinking out of the box

Festo eco system

New technologies

Festo brand

Local solutions globally available

Omni channel

Digital platform

Engineering tools

# Excellent sustainability

## Our contribution for sustainable development

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Festo is one of the winners of the German Sustainability Award (DNP), which is based on the goals of the German government's Agenda 2030, which includes transformation areas such as climate, biodiversity, resources, supply chain and society.



Jury

Criteria for the award:

- **Carbon-neutral** by 2026 at the latest
- **Continuous optimisation** of energy efficiency and waste recycling
- Ethics and an inclusive & supportive working environment are **fundamental values** for Festo

(Status: January 2024)

→ [Download the sustainability report](#)

# Sustainability in automation

Your route to being carbon neutral

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- **Festo is your partner:** for sustainable, economical and flexible automation
- Digital tools and sustainable products from Festo for **CO<sub>2</sub> reductions and energy savings**
- Festo will be **carbon-neutral** by 2026

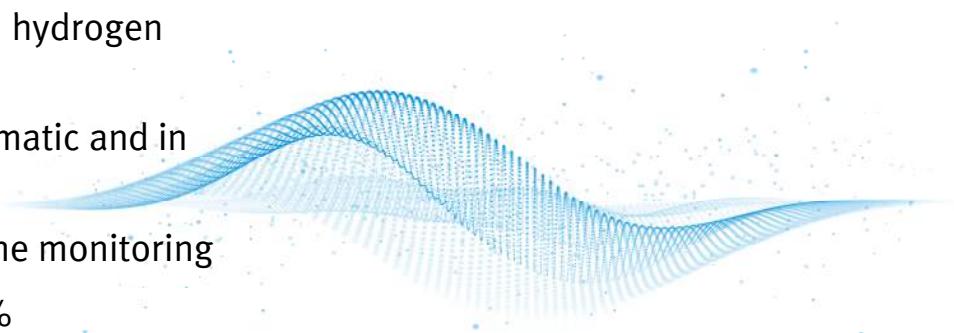
→ [Download the sustainability report](#)



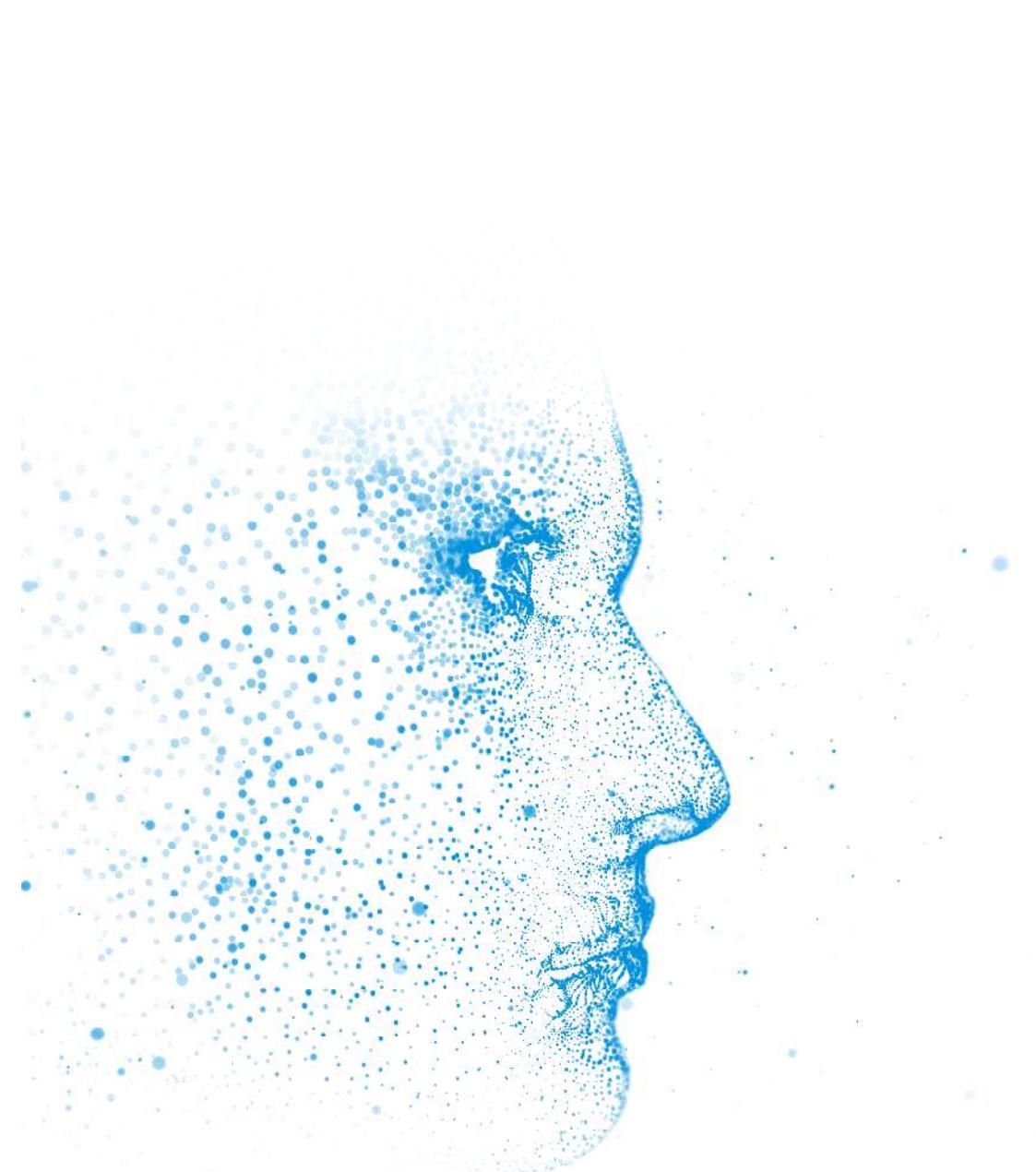
## Automation combined with independent technical solutions

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- **Comprehensive solutions:** E-mobility, life science and green hydrogen production
- A **strong partner** in industrial transformation: electric, pneumatic and in combination
- **High efficiency:** Digitalisation and AI with preventive machine monitoring
- **Energy efficient:** with precise piezo technology of up to 80%



→ [Solutions with Festo](#)



## Innovations and changes

### Lifelong learning

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- **Accompanying people** in change processes
- **Practical teaching** of automation technology to skilled and junior employees
- **Learning Experience:** Flexible use of the Festo LX digital learning portal
- **Enjoyable learning:** Mixed reality in the world of work of today and tomorrow

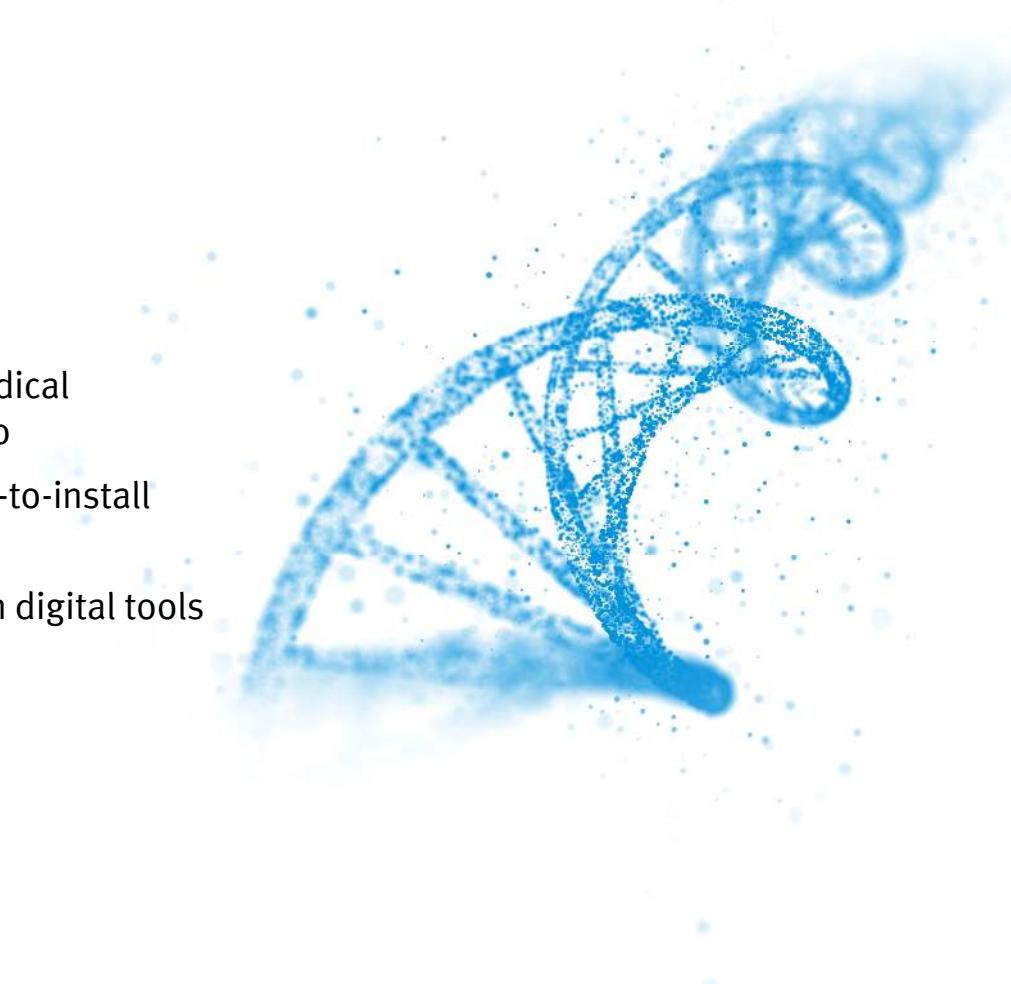
→ [Festo Didactic learning offer](#)

## Smart solutions

### Laboratory and medical devices

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- **Innovative and future-oriented** Solutions for medical technology and laboratory automation with Festo
- **Complete solutions:** Standard products to ready-to-install systems
- **Safety:** Efficient control of gases and liquids with digital tools and microfluidic products



→ [Medical & laboratory technologies with](#) → [Applications in LifeTech Blog from Festo](#)  
[Festo](#)



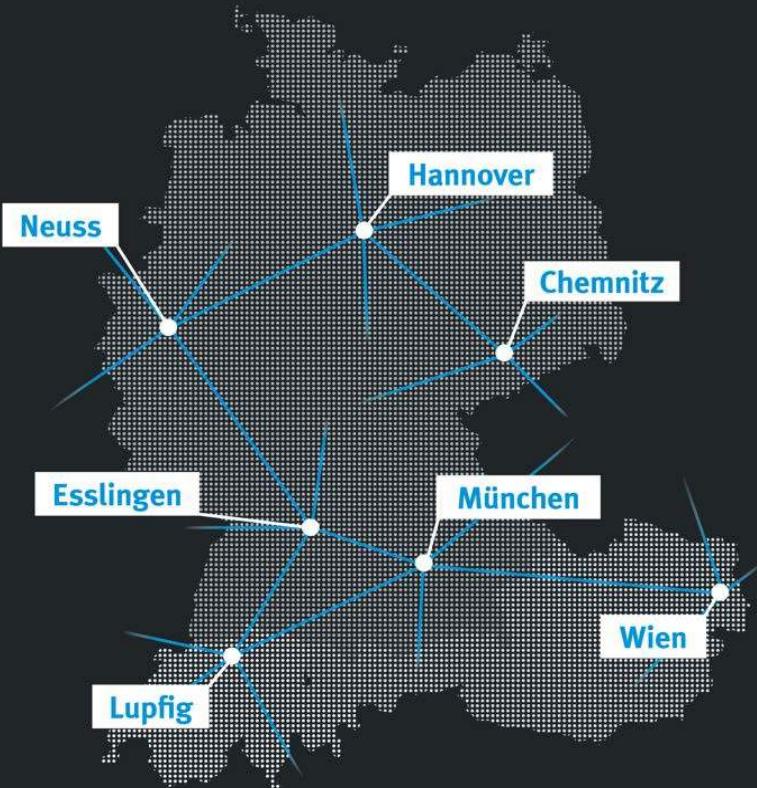
## Customer-specific solutions with Festo

Fast, efficient, economical

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- **Joint development:** from design to manufacture
- **Save time & resources:** by concentrating on core skills
- **Securing a competitive edge:** customised & innovative solutions
- **Maximum security:** 100% tested and documented

[→ Technical support](#)



## Festo Experience Center

### Creating Results for Automation Excellence

- **7 locations** in D/A/CH: for new solutions and real results
- **The latest technologies** and space for discussion
- Experience technology and test realistic scenarios
- Festo's central promise: **Results** that drive progress

→ [Festo Experience Center](#)

## Fast and efficient procurement solutions

E-Procurement. Digital procurement

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- **Online experience:** Digital engineering, online shop & after sales
- **Electronic Data Interchange (EDI):** Implementation of ERP systems with direct order connection
- **Electronic catalogue:** Standards in Product Data Exchange and catalogues updated daily
- **Online marketplaces:** cross-supplier procurement on 1 platform



→ [Festo Online Experience](#)



## Close to you, closer to Festo

Official Partner

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- Specifically trained on our guidelines and the Festo standard
- **Everything from a single source:** with many additional benefits and technical services

→ [Festo Official Partner](#)

# Management Cluster DACH

Experience, knowledge, passion

Festo develops **solutions for automation and technical education** that prepare people, companies and organisations for the digital future in production and for new technologies.

Our customers benefit from a **strong team** with core competencies in all functions!



**„Shaping innovation together by focusing on your success!**

Your automation challenges are our driving force.

We look forward to a cooperative and successful collaboration with you."

**Tomas Lekic, Managing Director Sales Cluster DACH**



**Axel Schümann**  
Sales Management



**Gerhard Marti**  
Marketing & Commercial  
MD Schweiz



**Rainer Ostermann**  
Business Dev EA  
MD Austria



**Felix Broemmelhaus**  
Technical Sales



**Michael Leyendecker**  
Human Resources



**Markus Münch**  
Finance & IT

**Many thanks**  
for your attention

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**FESTO**

