

Sales Cluster D/A/CH

Company presentation

FESTO

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

Festo Vertrieb GmbH & Co. KG
Festo GmbH
Festo AG



Sales Cluster D/A/CH

The future of automation & technical training

- 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.

~ 20,500

Employees worldwide

~ 1,000 in D/A/CH

3.65 Bn.

Euro turnover

~ 1 Bn 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

7%

R+D ratio

~ 530,000

Social media followers

(Status: May 2024)

→ 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](#).

Sales Unit Mobility



Car industry



Battery

Sales Unit Life



Life science



Hydrogen

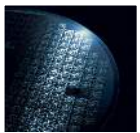


Processing industry



Food/packaging

Sales Unit Modern Tech



Semiconductor industry



Electronics industry

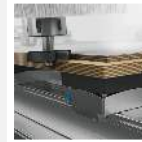
Sales Unit Developed Trend Market



Intralogistics



Textile industry



Wood industry



3D printing



Machine tool construction

Be the
SUCCESS
for your customer

Behaviour and
attitude

Global
network

Team
selling

Expertise

Customer
productivity

Thinking out
of the box

Festo
eco system

New
technologies

Festo brand

Engineering
tools

Digital
platform

Omni
channel

Local solutions
globally available

Learning
environment
(Didactic)

Customized
solution

Full liner in
PNA, EA, PA

Industry specific know
how and application
engineering

Excellent sustainability

Our contribution for sustainable development

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

- **Festo is your partner:** for sustainable, economical and flexible automation
- Digital tools and sustainable products from Festo for **CO₂ reductions and energy savings**
- Festo will be **carbon-neutral** by 2026

→ [Download the sustainability report](#)



Automation combined with independent technical solutions

- **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

- **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

- **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 Festo](#) → [Applications in LifeTech Blog from Festo](#)



Customer-specific solutions with Festo

Fast, efficient, economical

- **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

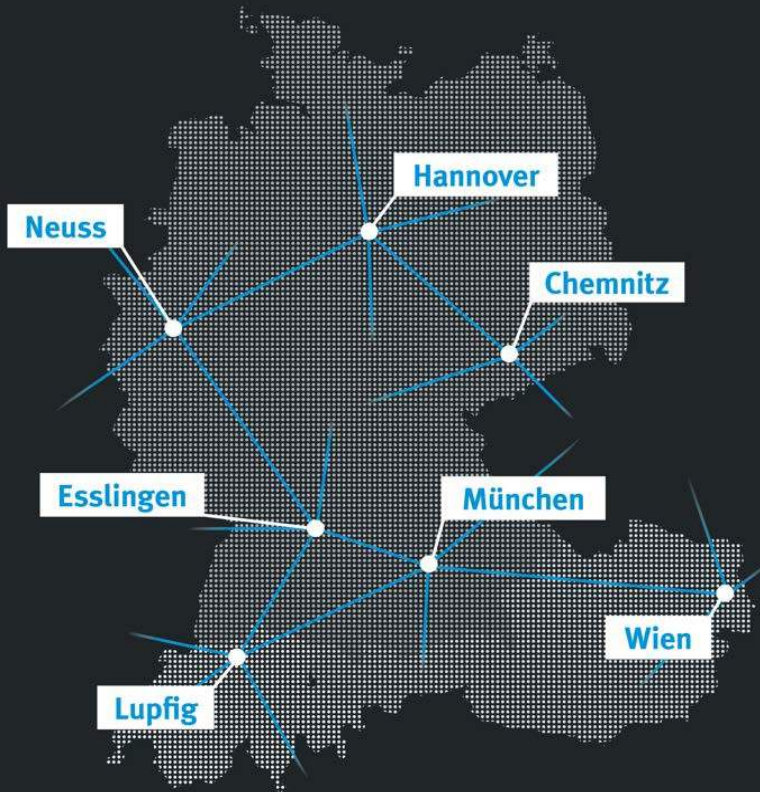
→ Technical support

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

- **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





Closer to you, closer to Festo

Official Partner

- 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 training** that prepare people & companies for the digital future of production and new technologies.

Our customers benefit from a **strong team** with core skills in all areas!



Jörg Kipper quote:

Overcoming your automation challenges together as partners is our passion. We look forward to working with you”.

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

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

Festo Vertrieb GmbH & Co. KG
Festo GmbH
Festo AG

FESTO

