Festo. At the forefront of industrial automation.
Made in Festo land
In every day life, Festo is existing upon countless products on the street or in children's rooms and from mobile phones to amusement parks. Festo has more than 300,000 customers in 176 countries in over 200 industry sectors using pneumatics, servo pneumatics, and electric automation solutions from Festo for their machines and production lines.
Around 18,800 employees worldwide pursue a common goal: the maximum productivity and competitiveness of our customers in factory and process automation.

- Headquartered in Esslingen, Germany.
- Financially independent family company founded in 1925.
- 61 companies with over 250 branches worldwide, including:
  - South East Asia: Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam.
  - North Asia: Korea, Japan.
  - Greater China: Mainland China, Hong Kong, Taiwan.
  - South Asia: India.
  - Pacific: Australia, New Zealand.
- Global production and logistic networks to supply reliable and fast delivery service via:
  - 11 Global Production Centres - India (Bangalore), China (Jinan), China (Shanghai), Bulgaria (Sofia), Brazil (Sao Paulo), Ukraine (Simferopol), Hungary (Budapest), Czech Republic (Česká Lípa), Germany (Berkheim, Rohrbach), Switzerland (Biel).
  - 5 Regional Service Centres - China, South East Asia, NAFTA, Europe, Merkosur.

*The published data is as of 2016.*
Festo in South East Asia around 40 years

With decades of global experience in automation and didactic, Festo first arrived to South East Asia during the late 70’s, starting in the Philippines. Currently headquartered in Singapore, Festo has 6 national companies and works closely with many local distributors across the region.

- **Since 1977:**
  Festo Inc., Manila, Philippines

- **Since 1978:**
  Festo Sdn., Kuala Lumpur, Malaysia

- **Since 1980:**
  Festo Pte. Ltd., Singapore

- **Since 1989:**
  Festo PT., Jakarta, Indonesia

- **Since 1992:**
  Festo Ltd., Bangkok, Thailand

- **Since 2009:**
  Festo Co., Ltd., Ho Chi Minh City, Vietnam

All companies are certificated with ISO 9001. Every year, we have over 60 events, e.g. exhibitions, technology seminars and trainings, to provide our customers and partners in South East Asia with more direct communication and services.
Solutions for factory and process automation

About 33,000 catalogue products in several hundred thousand variants: Festo offers products, systems and services surrounding pneumatic and electrical control and drive technology, as well as technical education.

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
- Process valve
- 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.
- Learning systems (Festo Didactic)
Stars of automation: the core product range from Festo

Marked with a star! More than 2,200 products in our core product range are ready for dispatch from the Festo plants within 24 hours – from drives to accessories, for factory automation as well as process automation. Available from global service centres around the world!

Our recommendation: Look for the star!

www.festo.com/corerange
Approx. 15,000 individual customer solutions worldwide per year

Festo with individual solutions and services – Tailored to the requirements of your applications.

Ready-to-Install Solutions
Fast, efficient, economical! Speed up your automation, from design to operation.

Control cabinets
Custom configured control cabinets for factory automation, process automation, and control system cabinets for handling systems.

Mounting plates
Support plates with pneumatic and electrical components. Ready-to-install, with tubing and wiring included:
- Mounting plate
- Controller mounting plate for handling systems

Product modules
Pre-assembled function units using pneumatic and electrical components, including:
- Pressure regulation
- Distribution Cylinder/Valve combination
Integration solutions
Compact for use in small spaces as tubing is no longer needed:
• Manifold duct plate variant 1
• Manifold duct plate variant 2
• Cartridge solutions
• Profile solutions
• Sheet-metal constructions
• Function blocks

Handling systems
For simple and complex handling tasks:
From pick & place to customised 3D handling or parallel kinematic systems.

With the Handling Guide Online from Festo, only 3 steps to configure and request ready-to-install standard handling systems. It automatically works out suitable solutions and suggests alternative systems – including correctly configured CAD model and data sheet.

→ www.festo.com/handling-guide

Process valves automation systems
Integrated process valve systems design by experienced engineers and assembled from a ready stock of field proven components, providing a one-stop solution that best fits to any process automation application needs. The breath of products include:
• Process valves such as ball, butterfly valves
• Linear or quarter turn actuators
• Namur solenoid valves
• Sensor box or positioner
Industrial specific solutions for more than 200 industrial sectors

We understand industry needs. We understand customer challenges. We always offer the right solutions.

→ WE ARE THE ENGINEERS OF PRODUCTIVITY.

Technology

Always the right choice for your application!
• Industry-specific products, solutions and services
• Complete solutions – fully assembled and tested
• System kits – kinematics, controller and software
• Know-how along the entire process chain

Engineering

Clever concepts with innovative systems!
• Worldwide, personal advice
• Electronic catalogue with engineering tools for selection, design, configuration and simulation
• Over 20,000 2D/3D CAD models
In South East Asia, we have over 25,000 customers from variant industries

- Automotive and tier 1 supplier
- Food and beverage
- End line packaging
- Small parts assembly and electronics
- Textile
- Solar and flat panel
- Biotech, Pharma and Cosmetics
- Machine Tool
- Water and Wastewater
- Chemical

**Assembly and commissioning**
- Fast, easy and flexible!
- Ready-to-install handling systems
- Mounting plates
- Commissioning service for axis systems
- Compressed air consumption analysis
- Free EPLAN and CODESYS macros

**Operation and maintenance**
- Increased system availability, decreased costs!
- Energy Saving Service
- Modular service contracts made to measure
- Product key for calling up all available product documentation
- Compressed air quality analysis
- Spare parts catalogue/repair service
- Condition Monitoring Service

**Logistics and procurement**
- Everything from a single source!
- Festo Online Shop
- 24-hour delivery service for the core product range
- Logistics optimisation service
- Pre-pack and Pre-assembly
Double the power: A perfect combination of pneumatics and electrics. From single components through to control systems.

Based on our expertise we can offer you a huge spectrum of solutions for your industrial automation applications – from simple, durable components for the basic fitness of your automation systems to high-speed solutions that boost acceleration and flexibility, all the way through to control and monitoring solutions.

Industry 4.0-communication all the way to Festo valve terminals via OPC UA protocol.

CODESYS v3 from Festo: for centralised control in a control cabinet or decentralised in the field in IP65.

Festo as the pacesetter for decentralised installation, function integration, solution packages for drive systems and motion control.

More productivity with Festo automation solutions and pneumatic and electric products.
Double the power!

**Optimised Motion Series**

The complete package for simple positioning and motion
Fast and easy to configure and commission – perfect combination of linear and rotary movements.

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**Highly dynamic handling systems**

High-speed handling systems and Cartesian robots for free movement in three dimensions
Everything with high precision and excellent dynamic response.

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**Electromechanical axes**

Gantry axis and electric cylinders for every application

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**Standard handling systems**

Fully assembled, tested and ready to install
Use the Handling Guide Online to configure a modular system in 20 minutes: including energy chain, connection technology and drive package.

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**Automation platform CPX**

Enables scalable control and installation concepts
The CPX provides a straightforward way of attaching pneumatic and electric control chains to all automation solutions.

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**Integrated drives – EMCA®**

Motor and gear solutions
Reduction of wiring and costs with decentralised installation and choice of networks.
Beyond factory automation – your partner in process automation

Products and solutions

Transporting, treating, cleaning and disposing of fluids
Process valves, ball valves, quarter turn actuators and much more for measurement and control in process engineering.

Modular automation

Plants based on the Lego principle
Smaller batches and different products in one system - the answer is plants based on the “Lego” principle.
Beyond factory automation – your partner in process automation

Energy-autonomous automation

Reducing costs
Energy-autonomous solutions for manually operated, remote and decentralised installations save you time and money.

Product and service offerings for engineering companies and plant builders
Implement your projects on schedule and within budget with Festo automation solutions.

Solutions for plant operators and local authorities
Reducing life cycle costs by up to 50%. Securing process sequences. Increasing transparency in operation.
Building Tomorrow’s Workforce
With over 50 years of global technical education and training experience

Festo Didactic is the world-leading provider of equipment and solutions for industrial education.

- We provide customers holistic education solutions for all areas of technology in factory and process automation.
- Our products combine theoretical knowledge with practical experience in automation and technology.
- Intuitive and fast learning is achieved through practical learning systems and learning factories.
- People learning are able to use these systems to gather the real, practical experience that they need to work independently in industry and quickly contribute to a company’s productivity.

Festo Didactic Quick Facts

- Founded in 1965.
- Headquartered in Denkendorf (Germany).
- Two other core locations: Eatontown, New Jersey (USA) Québec City, Québec (Canada).
- Around South East Asia – Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam.
- Specialised in technical training.
- Acquisition of Lab-Volt Systems in June 2014.
- Part of the Festo Group, with over 60 companies and 250 branch office worldwide.
- Solutions provided in 40 languages to over 42,000 clients worldwide.
- Festo Learning Centres: China, Germany, Italy, Saudi-Arabia.
Partner of technical training and development
A world market leader in industrial education and equipment provider for technical training institutes or training and consultancy to industrial companies.

Learning systems
The learning systems of Festo Didactic are widely used by schools, universities, industry-wide institutes and companies to train the specialists of tomorrow.

The learning systems cover comprehensive range from simple simulation software to individual training packages; from modular learning factory to fully equipped training centre.

Training and consulting
With 40 years of experience in training and consultancy as well as 20 years of experience in process optimisation, Festo provides seminars and training courses to the industrial sectors.

These trainings are delivered through open seminars, in-house training courses, workshops where they are carried out through practical learning with real products and industrial-learning systems.
Partner of international standards and cooperation
Linking up Competences, Career Pathways, and Industries. Continuing to promote new talents for the future.

**WorldSkills**
Festo supports WorldSkills, which promotes new talents and it offers young people the chance to see and experience which skills are useful for different occupations and what talents they can bring to the industry and build on for their careers.

**ASEAN Skills**
ASEAN Skill Competition (ASC) is a biennial skill competition among ASEAN member countries. ASC is an activity where ASEAN member countries can cooperate and work together at regional level in terms of skill development.
Festo has always played an important role in the competition; we are the proud sponsors of the Mechatronics trade from the start and in 2014, began sponsoring the Mobile Robotics trade.

**Memorandum of Understanding**
In several countries, Festo and its training partners have come together to collaborate and enter into several Memorandum of Understanding for supporting the development of local vocational education.
With the MoU, activities such as sharing of knowledge, industrial attachments for staff and students, working on joint projects, etc are examples of the contents of the MoU.
Exceptional Service

Regional Customer Care

- Multi-national contact centre located in Kuala Lumpur
- 21 agents providing timely customer service to South East Asia customers across the region
- Calls are answered within 20 seconds

Field Sales and Service

- Industry specific experts
- Region wide distributor network
- Technical support
- Training seminars

Mobile Exhibitions

- Mobile exhibition truck serving all the customers in selected countries across the region

Regional Service Center

- Regional service center located in Singapore
- Directly supply the products to all South East Asia countries and Hong Kong
- 99% delivery reliability on core product range products within 24 hours

Online Shop

- CAD download
- Price info
- Current product availability
- Order tracking
- Quick search tools

Onsite services

- Commissioning
- Fault finding & fault clearance
- Replacement of components
- Maintenance
- System inspection
- Installation
- Product briefing
Innovation and technology
Providing impetus for the automation of the future

Each year, we invest around 8% of our revenue into research and development to create innovative solutions that give customers a clear competitive edge. The result: we now have 100 new products ready for patenting each year and currently have more than 2,600 patents worldwide.

Research
As an innovation leader in automation, our research is concerned with various fields of operation relating to the production of the future:

• Current developments in mechatronics
• The latest simulation technologies
• Microsystem technology
• Intelligent components for Industry 4.0
• Innovation management turning good ideas, knowledge and technology into realistic products

Festo involves with international, regional and national networks and partnership for targeted research collaborations and joint projects:

![Festo logos]

Product Design
Our product design is application-oriented, focusing on the need of our customers – We aim to offer customers significant competitive advantages:

• The clear, objective design creates a user-friendly surface with maximum technical functionality
• Ease of operation minimizes time requirements
  Simple, intuitive operation makes for safe working conditions
• High-quality materials ensure long product life cycles, thus stabilising our customers’ processes
• Consistent shape characteristics and colouring structure the broad range into individual product families and create high recognition value

About 75 national and international design awards received in past years. There have also been countless nominations and invitations to provide exhibits for design shows globally.
Bionic Learning Network
Automation technology inspired by nature, regardless earth, wind, air, water or animals and insects – Starting in early 1990s, Festo has been working intensively on the topic of bionics. Since 2006, Festo has launched the Bionic Learning Network, a joint project between Festo and several renowned universities, institutes and development companies.

The objectives of the Bionic Learning Network are to transfer natural efficiency strategies to automation technology and to serve as development platform to motivate, inspire and enthuse and to kick-start innovation:

- To establish networks and to motivate people from different sectors to develop their ideas with Festo
- To keep track of current trends in research and development and to test new technologies and manufacturing methods
- To encourage greater creativity in solution processes and to drive preliminary product development through prototyping
- To discuss possible solutions with customers and partners and obtain customer feedback in relation to issues surrounding innovation
- To demonstrate the solution expertise of Festo in a way that will inspire young people to take an interest in technology and help us to discover new talent

Industry 4.0
On the way to the production of the future - For Festo, putting Industry 4.0 into action means both intensively investigating new technologies and preparing employees already today for the challenges of future production.

Industry 4.0 brings together various activities under one term and thus describes the change that is imposing new requirements on production systems, machines and people in many areas:

- The virtual factory
- Industry 4.0-compatible components
- Human–machine interaction
- Data acquisition and analysis
- Training and qualification
- Networking with external systems
- Networks and cooperation –Festo with partners from science and industry:
  - Plattform Industrie 4.0
  - Labs Network Industrie 4.0
  - Automation ML e. V.
  - OPC-UA
Corporate Responsibility
Responsible actions. Healthy growth. Across generations.

Looking to the future, we have identified the following as central and worldwide effective challenges for Festo: climate change, shortage of resources, environmental protection, health, equal opportunities and demographic change. They stand for structural change and central mega trends, which are associated with them.

→ Climate change
The pressure to curb climate change and reduce CO₂ emissions is increasing worldwide. One answer to it is energy efficiency.

→ Shortage of resources
Natural resources are limited. Taking countermeasures means recycling and reducing material usage as much as possible.

→ Environmental protection
Our water, air and ground are highly endangered as a result of overuse. Environmental protection, energy management and sustainable construction contribute towards reducing these types of impact or preventing them altogether.

→ Health
With an ageing population, the focus is moving to the issue of health. It is therefore important to keep people fit and able to perform and to guarantee a safe working environment.

→ Equal opportunities and demographic change
Equal opportunities is a human right that needs to be respected by companies and put into practice in the workplace. Giving people access to education is a key concern in this respect. Innovative education concepts and lifelong learning are an important basis for this and also increasingly called for against the background of demographic change.

In all these areas, we are called on as a company to work on solutions with others in order to create worldwide sustainable development. Thus, we can ensure our own competitiveness and that of our customers to create benefits for society.
In order to focus our actions, we have defined fields of activity where, in terms of major social challenges, we can make a significant contribution.

Our six fields of activity reflect our commitment to education and knowledge plus technology and innovation and are aimed at reducing negative effects on mankind and the environment and making positive impacts. We want to constantly improve and be at the forefront in these six fields of activity:

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

In this respect, we have an influence on our own company – described here by the ‘Festo Footprint’. Above all, however, it applies to the effect on our customers. Because, with our innovative products, solutions, services as well as qualification, training and consulting, we have a tremendous leverage effect here: improvements in energy efficiency at our customers’ sites thus lead to enormous savings in the whole manufacturing industry worldwide.

In industrial automation, we keep a comprehensive eye on the processes in factory and process automation.

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