

# A LOOK AT OUR INVESTMENTS



Investment brochure

INDUS – Investments 2022

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### INDUS-INVESTMENTS

You can also find an investment overview on our [website](#).

# ONE GROUP – MANY WINNERS

## EDITORIAL

Over the past decades, INDUS has successfully built up a diversified portfolio by acquiring more than 47 medium-sized hidden champions. We secure growth and stable earnings through a sustainable corporate strategy. In line with the principle of „buy, hold & develop“, the focus is always on long-term investment. We also take into account the increased pressure for change in the current economic environment and provide our companies with increased and targeted funds with which they can successfully develop their business even under

dynamic conditions. As a holding company, we support our companies, promote their long-term development and stand by them as a strong partner. At the same time, we preserve the independence and culture of the INDUS portfolio companies. Entrepreneurship, courage and creativity, reliability and fairness - these SME values are at the heart of our performance promise.

**Dr. Johannes Schmidt**  
Chairman of the Board of INDUS Holding AG

# OVERVIEW OF INVESTMENTS

Our portfolio companies take advantage of the freedom we grant them to actively develop their businesses further, tailoring them closely to customers' needs. This keeps both the individual firms and our Group as a whole successful and resilient.

INDUS-WORLD

47

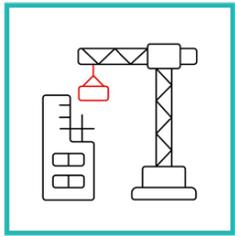
INVESTMENTS IN GERMANY AND THE SWITZERLAND



# SEGMENT OVERVIEW

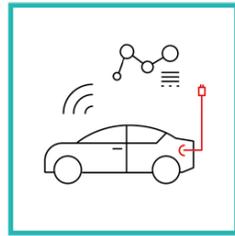
## A strong portfolio, organized into five segments

The INDUS Group's segments represent a cross-section of the major industries in the German economy. This is where the strength of the SME sector lies.



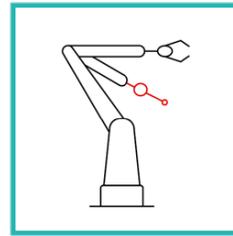
### CONSTRUCTION/ INFRASTRUCTURE

The companies in this INDUS segment operate in different segments of the construction industry. Their services range from reinforcements and construction materials to air conditioning and heating technology to accessories for private residential construction.



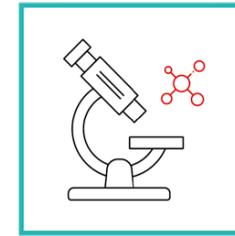
### AUTOMOTIVE TECHNOLOGY

The companies in the INDUS segment serve a broad spectrum of services for the automotive industry: from vehicle design to model and prototype construction, pre-series and small-series production, test and measurement solutions, special vehicle solutions and component series production for automotive, commercial and special vehicles.



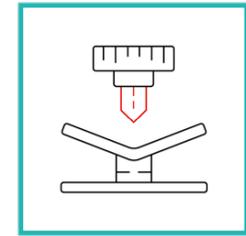
### ENGINEERING

The INDUS companies in this segment develop complete conveyor systems and robotic gripping systems. They produce valve technology, automation components, including those for final vehicle assembly as well as equipment for clean room systems. Furthermore they design trace heating systems for industrial plants.



### MEDICAL ENGINEER- ING/ LIFE SCIENCE

The companies in this INDUS segment produce orthotic devices and surgical stockings, develop lenses and optical devices, produce surgical accessories and rehabilitation technology, and sell hygienic products for both medical applications and household purposes.



### METALS TECHNOLOGY

This INDUS segment provides a range of products and services that encompasses solutions for rail technology, the production of carbide tools for road construction and mining, the manufacture of housings for laboratory diagnostic equipment, blasting agents for the steel industry, and bolt welding technology for bridge construction and other applications.

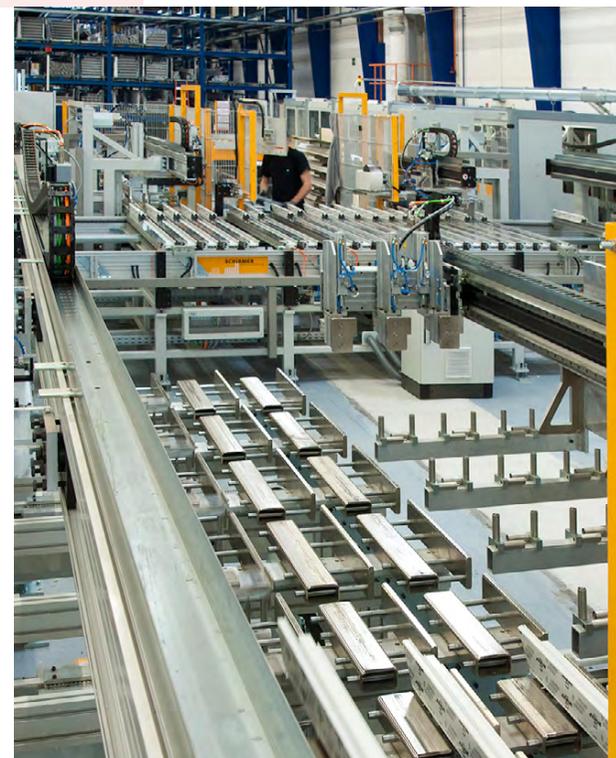
# CONSTRUCTION/ INFRASTRUCTURE

Construction and infrastructure are elementary sectors for any country. SMEs in the construction industry ensure that we in Germany can live and work comfortably. Migration and urbanization are providing constant stimulation for the construction industry. Increasing mobility will also lead to growing demand for infrastructure services. The field of safety technology is also gaining importance.



## 12 Investments

- ANCOTECH** Group
- BETOMAX** systems GmbH & Co. KG
- FS-BF** GmbH & Co. KG
- H.HEITZ** Furnierkantenwerk GmbH & Co. KG
- HAUFF-TECHNIK** GmbH & Co. KG
- MIGUA** Fugensysteme GmbH
- OBUK** Haustürfüllungen GmbH & Co. KG
- REMKO** GmbH & Co. KG
- SCHUSTER** Klima Lüftung GmbH & Co. KG
- WEIGAND** Bau GmbH
- WEINISCH** GmbH & Co. KG
- WIRUS** Fenster GmbH & Co. KG



# 451.6

EUR million Sales 2021



**ancotech**

## ANCOTECH Group

<b>Managing Director</b>	Nicole Brodbeck
<b>Sales 2021</b>	approx. 47 EUR million*
<b>Employees</b>	approx. 102
<b>Founding</b>	1985
<b>At INDUS since</b>	2006
<b>Locations</b>	Dielsdorf (CH), Cologne (DE), Lauchhammer (DE), Rossens (CH)

\*with external third parties

### Special reinforcement and transport anchor systems

The ANCOTECH Group with its subsidiaries in Switzerland and Germany is a company specializing in reinforcement and anchoring technology and produces special reinforcement and INOX anchoring systems for the European market with approx. 100 employees. ANCOTECH's innovations have a significant influence on construction technology in Europe, e.g. in the field of punching technology. Continuous quality controls in our own laboratory and research assignments at home and abroad guarantee innovation and quality. With its in-house design software, ANCOTECH focuses on digital planning. As early as 2000, the company invested in the digitalization of its work processes and developed software for punching shear design, which is constantly being further developed. This enables ANCOTECH to offer its customers a software solution specifically tailored to their needs with the "engineering platform". In the meantime, a cloud-based solution is also available.



**BETOMAX**

## BETOMAX systems GmbH & Co. KG

### Concrete construction solutions

BETOMAX systems is a renowned medium-sized company in the construction supply industry with efficient national and international sales structures. Its customers and business partners include construction companies and precast plants as well as planners and structural engineers. The product portfolio comprises a full range of elements and systems for structural concrete and civil engineering. In addition to reinforcement and anchor technology, this includes permanent shuttering and also bridge construction technology. The rationally mass-produced products as well as customized individual solutions are delivered to the place of use within a very short time after receipt of the order. Decades of experience in concrete construction form the basis for the high user benefit and the special practical relevance of all products and systems. BETOMAX systems is internationally recognized as a guarantor for technical competence with a high-quality standard of the manufactured products, proven by numerous approvals and independent test reports.

<b>Managing Director</b>	Gregor Püttmann
<b>Sales 2021</b>	approx. 21 EUR million*
<b>Employees</b>	approx. 124
<b>Founding</b>	1963
<b>At INDUS since</b>	1991
<b>Locations</b>	Neuss (DE), Halle (DE)

\*with external third parties





## FS-BF GmbH & Co. KG

<b>Managing Director</b>	Rüdiger Schuck
<b>Sales 2021</b>	approx. 46 EUR million*
<b>Employees</b>	approx. 137
<b>Founding</b>	1966
<b>At INDUS since</b>	1998
<b>Locations</b>	Reichshof/Hahn (DE), Korntal-Münchingen (DE)

\*with external third parties



### Silicone and acrylic sealants

For more than 50 years, FS-BF has stood for uncompromising quality, the highest level of expertise and innovative solutions in the fields of sealing and bonding. As a leading private label manufacturer with an extensive range of sealants and adhesives, the company enjoys an excellent national and international reputation across all industries. FS-BF develops tailor-made formulations for market-specific requirements and produces to the highest quality standards. Particular attention is paid to individual customer requirements and the consulting and services tailored to them. FS-BF is the reliable partner, always focusing on the essentials – good connections “Made in Germany”.



## H. HEITZ Furnierkantenwerk GmbH & Co. KG

### Edge and wrapping veneer for the furniture and construction industries

The HEITZ Group produces veneer edges and wrapping veneers made of real wood for the furniture and construction elements industry. The company manufactures its products at its headquarters in Melle as well as at its plant in Pusztaszabolcs, Hungary, and also has a subsidiary in Heath, Ohio, USA. As the edge veneer market is an international market, HEITZ currently has an export share of about 70%. The broad customer base includes primarily manufacturers of furniture, trade and retail customers as well as enterprises from the wrapping, doors and windows industries. In past years, HEITZ benefitted significantly from two trends: the increasing streamlining of production processes in the furniture industry by outsourcing part of the value chain and customers’ growing demand for high-quality furniture also in the lower price segment.

<b>Managing Director</b>	Stefan Wernecke
<b>Sales 2021</b>	approx. 31 EUR million*
<b>Employees</b>	approx. 372
<b>Gründung</b>	1975
<b>At INDUS since</b>	2016
<b>Locations</b>	Melle (DE), Heath (US), Pusztaszabolcs (HU)

\*with external third parties





## HAUFF-TECHNIK GmbH & Co. KG

<b>Managing Director</b>	Dr. Michael Seibold
<b>Sales 2021</b>	approx. 98 EUR million*
<b>Employees</b>	approx. 488
<b>Founding</b>	1955
<b>At INDUS since</b>	1986
<b>Locations</b>	Hermaringen (DE), Dubai (AE), Oensingen (CH), Rosenberg (DE)

\*with external third parties



### Innovative sealing systems for cables and pipes

HAUFF-TECHNIK is one of the most important European manufacturers of cable, pipe and line bushings. Since its foundation in 1955, HAUFF-TECHNIK has developed from a manufacturer to a medium-sized champion. The range includes 3,000 different products, and the company is on the market in more than 40 countries. Customers are energy suppliers, public utilities, construction companies, installation companies, industry and private builders. The Hauff-Technik range can be found at numerous building materials and civil engineering dealers. In 2020, HAUFF-TECHNIK has again invested in the company headquarters and received a fully automated and expandable logistics center including a 25m high smart high-bay warehouse, which makes warehousing and processes more efficient and easier. Furthermore, HAUFF-TECHNIK holds a 50% stake in Zweicom-Hauff GmbH, Rosenberg, a specialist for the development and production of passive components for fiber optic infrastructure.



YOU FIRST. MIGUA®

## MIGUA Fugensysteme GmbH

### Section construction for expansion joints

MIGUA is Europe's leading provider in the area of joint profile system design, manufacture and installation. The company's products are used for bridging, closing and sealing expansion joints, principally in large-scale domestic and international projects such as airports, railway stations, industrial plants, parking garages and shopping centers. In global terms, MIGUA is represented by its own experts or independent specialist firms in more than 60 countries. Possessing great innovative power and with decades of experience under its belt, the company offers its customers more than 600 different forms of profile construction together with extremely high standards of quality, safety and expert advice. The Dubai branch, opened in 2015, helps the company to actively develop the markets in the Middle East and in the neighboring regions through closer customer contact.

<b>Managing Director</b>	Markus Schaub-Manthei
<b>Sales 2021</b>	approx. 14 EUR million*
<b>Employees</b>	approx. 74
<b>Founding</b>	1920
<b>At INDUS since</b>	2005
<b>Locations</b>	Wülfrath (DE), Dubai (AE)

\*with external third parties





# OBUK Haustürfüllungen GmbH & Co. KG

<b>Managing Director</b>	Stefan Albrink
<b>Sales 2021</b>	approx. 30 EUR million*
<b>Employees</b>	approx. 320
<b>Founding</b>	1980
<b>At INDUS since</b>	2007
<b>Locations</b>	Oelde (DE), Chociwel (PL), Malacky (SK), Sittensen (DE)

\*with external third parties

## Individual front door panels

The company designs, produces, and sells around 30,000 aluminum and plastic panels each year for front doors in the premium segment. With its broad design-oriented product range, OBUK has positioned itself as a “manufacturer of front door panels.” OBUK door panels are handmade from high-quality materials including aluminum and high-performance plastics. It markets the products it manufactures via a regionally organized sales structure in Germany, Austria, and the Netherlands. OBUK has been in the market for 40 years. In late 2015, OBUK made a strategic move to acquire EUMATIC/FROHMASCO, based in Sittensen, Germany, and Chociwel, Poland. With this takeover, the INDUS portfolio company not only expanded its product range by blanks for panels, but also opened up new target groups and additional foreign markets.



# REMKO GmbH & Co. KG

## Efficient air conditioning and heating technology

REMKO is a Europe-wide operating company for air conditioning and heating technology. From a heater manufacturer to a system supplier in the field of air conditioning, heating, new energies and dehumidification, the company has grown steadily and offers a comprehensive product portfolio with warm air heating systems, air conditioning systems, dehumidifiers and future-oriented heat pumps. With 24 national sales offices and 28 international representatives as well as other qualified specialist partners, a well-developed service network for private and industrial customers has been created. Continuous new developments in all product areas promise a stable market position. One growth potential for the future is abroad; today the export share is about 12%. The company’s philosophy focuses on sustainability and efficiency. The new logistics center was also built with this in mind. More space and optimized workflows set the next REMKO building block.

<b>Managing Director</b>	Toni Kratzel
<b>Sales 2021</b>	approx. 74 EUR million*
<b>Employees</b>	approx. 211
<b>Founding</b>	1976
<b>At INDUS since</b>	1988
<b>Locations</b>	Lage (DE), Luvia (FI)

\*with external third parties





# SCHUSTER Klima Lüftung GmbH & Co. KG

<b>Managing Director</b>	Josef Albanese
<b>Sales 2021</b>	approx. 16 EUR million*
<b>Employees</b>	approx. 95
<b>Founding</b>	1945
<b>At INDUS since</b>	2001
<b>Locations</b>	Friedberg (DE)

\*with external third parties



## Energy-efficient ventilation and air conditioning technology

SCHUSTER is a specialist supplier in the field of planning and installing ventilation and air-conditioning systems in shopping malls, schools, and industrial and administrative buildings. The company is an acknowledged planning partner for architects, engineering consultants, and industry. Its high level of technical expertise and innovative technical solutions enable SCHUSTER to offer customers particularly energy-efficient comprehensive Solutions that sustainably reduce buildings' operating costs. The company's headquarter in Friedberg is designed as a zero-energy building, serving as a model for energy-efficient construction. Increasingly stringent quality and environmental Standards.



# WEIGAND Bau GmbH

## Modern pipeline and cable duct construction

As a general contractor, WEIGAND focuses on the planning and construction of telecommunications networks. The services also extend to the areas of electricity, gas, water and district heating. Under the motto "everything from a single source", WEIGAND takes on all tasks on a turn-key basis, from planning, securing rights of way, construction services of all kinds, surveying and documentation to scheduled maintenance of the line networks as well as a 24/7/365 on-call service for fault clearance and repairs. The economical laying of lines, even in difficult geological formations – especially rock – is a WEIGAND specialty thanks to the modern drilling technology and the available machinery and equipment. Telecommunications projects of all sizes are taken on and all necessary services are provided independently for various clients.

<b>Managing Director</b>	Marco Weigand
<b>Sales 2021</b>	ca. 23 Mio. EUR *
<b>Employees</b>	approx. 189
<b>Founding</b>	1990
<b>At INDUS since</b>	2002
<b>Locations</b>	Bad Königshofen im Grabfeld (DE)

\*with external third parties





## WEINISCH GmbH & Co. KG

<b>Managing Director</b>	Uwe Kratz
<b>Sales 2021</b>	approx. 6 EUR million*
<b>Employees</b>	approx. 70
<b>Founding</b>	1979
<b>At INDUS since</b>	2001
<b>Locations</b>	Oberviechtach (DE)

\*with external third parties

### High-quality powder coating of metals

WEINISCH coats components made of aluminium and galvanised steel for manufacturers of façade, ceiling and wall elements. The company meets the highest international quality standards in surface finishing. As a member of „QUALICOAT International“ as well as „GSB International“, WEINISCH itself works on the further development of these norms and standards in various committees at an international level. Due to the high quality and durability, WEINISCH repeatedly carries out powder coatings for various reference objects with sophisticated aesthetics at home and abroad. For example, aluminium facades for German OEMs, as well as their suppliers, hospitals, schools and universities. Thanks to its own fleet of vehicles, WEINISCH can supply its customers flexibly and thus additionally secure its position as one of the leading suppliers in the market.



## WIRUS Fenster GmbH & Co. KG

### Full-range provider for high quality windows and doors

WIRUS Fenster is a fast-growing full-range supplier of windows and entrance doors made of plastic and aluminium. Around 140,000 windows and 11,000 entrance doors are produced annually in Rietberg-Mastholte. Modern production technologies, craftsmanship and the careful selection of materials ensure the high quality of the products. WIRUS delivers and sells throughout Germany and in other European countries. The high degree of digitalisation enables the networking of the entire supply chain, LEAN manufacturing and just-in-time delivery without intermediate storage. The resulting speed, both in production and in order processing, enables very short delivery times. All components of WIRUS windows can be 100% recycled. The cycle can be repeated up to seven times without affecting the quality of the raw materials and processing.

<b>Managing Director</b>	Christoph Ruoff
<b>Sales 2021</b>	approx. 46 EUR million*
<b>Employees</b>	approx. 302
<b>Founding</b>	1885
<b>At INDUS since</b>	2021
<b>Locations</b>	Rietberg-Mastholte (DE)

\*with external third parties



# AUTOMOTIVE TECHNOLOGY

The vehicle industry has been one of the key industries of the German economy for many decades. This sector is still critically dependent on the expertise and skills of small and medium-sized manufacturers and suppliers. Their flexibility and capacity for innovation contribute significantly to the leading position that German companies hold in this market. Their capabilities will be all the more important in the future as the market has recently been experiencing some turmoil. Changes in drive technology, alternative mobility concepts and trade disputes are leading to a fundamental transformation. Nevertheless, companies with innovative ideas and the courage to do so can forge new paths.

## 6 Investments

**AURORA** Konrad G. Schulz GmbH & Co. KG

**BILSTEIN & SIEKERMANN** GmbH & Co. KG

**IPETRONIK** GmbH & Co. KG

**SCHÄFER** GmbH & Co. KG

**SELZER** Group

**SITEK-Spikes** GmbH & Co. KG



# 281.9

EUR million Sales 2021



# AURORA Konrad G. Schulz GmbH & Co. KG

<b>Managing Director</b>	Alexander Grund, Peter Lohse
<b>Sales 2021</b>	approx. 54 EUR million*
<b>Employees</b>	approx. 496
<b>Founding</b>	1930
<b>At INDUS since</b>	1990
<b>Locations</b>	Mudau (DE), Grand Rapids (US), Ergene/ Tekirdag (TR), Nuenen (NL), Weert (NL)

\*with external third parties

## Heating and air conditioning systems for commercial vehicles

AURORA is an internationally active manufacturer of heating/air-conditioning systems and components that are used in almost all types of commercial vehicles in the on- and off-road sector. The AURORA Group offers innovative development solutions to vehicle manufacturers from a wide range of industries – from individual components to complex, fully automatic heating/air-conditioning systems: Buses, construction and agricultural machinery from Daimler/Evobus, MAN, Volvo, VDL, Caterpillar, Claas, John Deere or Tadano drive with air-conditioning technology from the AURORA Group. The company also offers its customers sustainable solutions for eMobility. For example, a pioneering heat pump system for electric buses was developed and made ready for series production – from 2022 with the natural refrigerant R290 – with which the range was significantly increased thanks to maximum energy efficiency.



# BILSTEIN & SIEKERMANN GmbH & Co. KG

## Cold extrusion parts, turned parts and locking screws

BILSTEIN & SIEKERMANN produces cold extrusion parts, turned parts and locking screws made from steel, brass, and aluminum – primarily for the automotive and mechanical engineering industries, along with other high-tech industries. The company has high technological expertise and maintains close relations with its customers. Its innovative combination of cold extrusion and subsequent machining enable it to provide low-price solutions that, as compared with conventionally manufactured pieces, possess improved mechanical properties. In 2015, BILSTEIN & SIEKERMANN established an additional production subsidiary in Taicang, China, to further expand its international market presence. The long-established company with decades of production experience celebrated its 65th anniversary in 2021.

<b>Managing Director</b>	Bernd Liebmann
<b>Sales 2021</b>	approx. 18 EUR million*
<b>Employees</b>	approx. 130
<b>Founding</b>	1956
<b>At INDUS since</b>	2003
<b>Locations</b>	Hillesheim (DE), Taicang (CN)

\*with external third parties





# IPETRONIK GmbH & Co. KG

<b>Managing Director</b>	Christian Buchholz, Dr. Wassiou Sitou, Andreas Wocke
<b>Sales 2021</b>	approx. 37 Mio. EUR *
<b>Employees</b>	approx. 284
<b>Founding</b>	1989
<b>At INDUS since</b>	1999
<b>Locations</b>	Baden-Baden (DE), Bangalore (IN), Bergkirchen (DE), Düsseldorf (DE), Eichstätt (DE), Schaffhausen (CH), Southfield (US)

\*with external third parties

## Measurement and testing technology for automotive and aerospace development

IPETRONIK collects data to make the future of mobility safer, more sustainable and more efficient. The internationally active company bundles competencies in the development of measurement technology and software, in test bench construction and in vehicle upgrades under one roof. Core topics are climate acoustics and thermal management for the automotive and aviation industries. In addition, IPETRONIK offers solutions in the field of telematics and business intelligence through its subsidiary SAVVY® Telematic Systems AG.



# SCHÄFER GmbH & Co. KG

## Making design experienceable, create emotions

Schäfer has been known for the realization of complex models and gauges for over 100 years. The very high vertical range of manufacture and the modern machinery enable high-precision products in the shortest possible time. The 200 employees at four locations are characterized by flexibility, know-how and commitment. SCHÄFER is equipped with sophisticated CAD/CAM and measuring techniques, has a high-tech milling machine park and rapid prototyping, 3D printing in metal and plastic as well as its own paint department. With its help, functional and test cubes, data control and leathering models are manufactured. The production of test gauges for almost all components is handled by the SCHÄFER site in Mühlhausen/Thuringia. The subsidiary DMS in Munich is responsible for conception, design, CAS and modeling. Development, visualization and realization are carried out here in close cooperation with the customers. New since 2021 is the brand Manufaktur MOS.

<b>Managing Director</b>	Frank Dieckmann
<b>Sales 2021</b>	approx. 12 EUR million*
<b>Employees</b>	approx. 185
<b>Founding</b>	1901
<b>At INDUS since</b>	2002
<b>Locations</b>	Osnabrück (DE), Mühlhausen (DE), Munich (DE), Shanghai (CN)

\*with external third parties





## SELZER Group

<b>Managing Director</b>	Lutz Henkel, Dr. Markus Schiffmann
<b>Sales 2021</b>	approx. 48 EUR million*
<b>Employees</b>	approx. 487
<b>Founding</b>	1923
<b>At INDUS since</b>	2005
<b>Locations</b>	Driedorf (DE), Kunshan/Shanghai (CN), Sarajevo (BA)

\*with external third parties



### Precision metal technology for the serial production of automobiles

SELZER is a developer and manufacturer of ready-to-install metal components and assemblies for automotive transmissions, brakes and engines as well as industrial applications. With special competencies in the field of metal forming, joining technology – in particular laser welding and bonding – as well as automated assembly, SELZER realizes technically sophisticated and at the same time economical solutions for large series for its customers. With locations in Sarajevo (Bosnia) as well as Kunshan (China), SELZER can also supply the important Eastern European and Asian automotive growth markets locally. SELZER is an established partner of the automotive industry and stands out among customers for its high reliability and quality. Regular investments in state-of-the-art technologies ensure SELZER's high precision standards.



## SITEK-Spikes GmbH & Co. KG

### Tire studs and carbide tools

SITEK manufactures spikes for winter tires, carbide-tipped tools, and carbide powder. In the production of studs for car and truck tires, SITEK is one of the leading manufacturers and, as a technology partner of the major tire manufacturers worldwide, is involved in the development of new tires from the very beginning. The company's own carbide production (the raw materials are mixed according to the desired carbide quality) enables the material properties to be precisely matched to the respective application. In addition to its use in winter tires, SITEK has developed, among other things, special types of spikes for bicycle tires and horseshoe nails. Carbide tools produced by SITEK are used, among other things, on milling machines to remove coverings such as road markings and to roughen and clean floors. The tools are resistant to wear and tear and designed for economical use.

<b>Managing Director</b>	Tobias Hilgert, Dr. Marc Siemer
<b>Sales 2021</b>	approx. 18 EUR million*
<b>Employees</b>	approx. 67
<b>Founding</b>	1989
<b>At INDUS since</b>	1992
<b>Locations</b>	Aichhalden (DE)

\*with external third parties



# ENGINEERING

No other industry embodies the phrase “Made in Germany” as well as the engineering industry. Industrial production would be unimaginable without this segment. All over the world, German companies in this sector have a first-class reputation. With their expertise and their quality, SMEs from Germany have been ensuring for many decades that German products are in high demand internationally.



## 15 Investments

- ASS Maschinenbau GmbH**
- BUDE Fördertechnik GmbH**
- ELTHERM GmbH**
- GSR Ventiltechnik GmbH & Co. KG**
- Heiber + Schröder Maschinenbau GmbH**
- HELD Group**
- HORNGROUP Holding GmbH & Co. KG**
- IEF-WERNER GmbH**
- Jungmann Systemtechnik GmbH & Co. KG**
- M. BRAUN Intergas-Systeme GmbH**
- M+P international Mess- und Rechner-technik GmbH**
- MBN Maschinenbaubetriebe Neugersdorf GmbH**
- MESUTRONIC GmbH**
- PEISELER GmbH & Co. KG**
- Turbau Steffens & Nölle GmbH**



# 438.9

EUR million Sales 2021



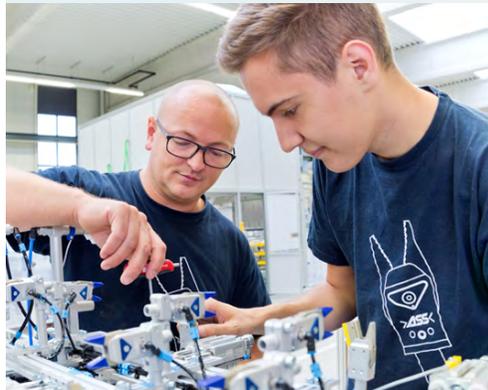
# ASS Maschinenbau GmbH

<b>Managing Director</b>	Reinhold Ziewers
<b>Sales 2021</b>	approx. 16 EUR million*
<b>Employees</b>	approx. 120
<b>Founding</b>	1983
<b>At INDUS since</b>	2002
<b>Locations</b>	Overath (DE), Plymouth (US)

\*with external third parties

## Robotic hands and automation systems for manufacturers

As a reliable partner for gripper parts, robot hands and automation systems, ASS is active worldwide. For almost 40 years, the company has been developing intelligent solutions for a wide variety of tasks in the fields of automation and robotics. ASS automates complex work processes in the plastics processing industry such as gripping, insertion and removal as well as assembly and quality inspection in the production of plastic articles. The company specializes in handling solutions for fiber reinforced plastics (FRP) and carbon fiber reinforced plastic (CFRP) parts. The product portfolio is rounded off by 3D printing of components using the laser-sintering process, image processing and services such as robot integration and programming. All ASS components are sustainably developed, designed, produced and delivered with the highest quality standard according to EC Machinery Directive at the Overath site, which was moved into in 2013.



# BUDDE Fördertechnik GmbH

## Specialist in logistics and materials flows

BUDDE Fördertechnik is one of the leading suppliers of conveyor systems. For the shaping of material flows and operational logistics, BUDDE offers both individual standard elements and customized system solutions. The product range spans from plant technology for parcel distribution centers to conveyor systems for recycling plants. A particular specialty of BUDDE is the construction of complete parcel distribution systems. Together with the subsidiaries COMSORT, PROVIS and COMPUTEC, the various systems are also combined, e.g. with systems for weighing the parcels, for reading the parcel labels and control stations for controlling the operation and documenting the distribution processes. Through constant innovation, the company has the know-how of a full-service provider. Its customers are primarily well-known and globally active logistics companies, for which BUDDE equips distribution centers worldwide.

<b>Managing Director</b>	Jürgen Budde
<b>Sales 2021</b>	approx. 109 EUR million*
<b>Employees</b>	approx. 386
<b>Founding</b>	1952
<b>At INDUS since</b>	2013
<b>Locations</b>	Bielefeld (DE), Delmenhorst (DE), Murrhardt (DE), Schmalkalden (DE)

\*with external third parties





# ELTHERM GmbH

<b>Managing Director</b>	Daniel Eichert, Michael Thomas
<b>Sales 2021</b>	approx. 35 EUR million*
<b>Employees</b>	approx. 262
<b>Founding</b>	1991
<b>At INDUS since</b>	2013

<b>Locations</b>	Burbach (DE), Barcelona (ES), Burlington (CA), Calgary (CA), Casablanca (MA), Johannesburg (ZA), Mailand (IT), New-Delhi (IN), Newbury (GB), Nur-Sultan (KAZ), Santiago de Chile (CL), Shanghai (CN), Singapur (SG)
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\*with external third parties

## Specialist in electrical heat tracing systems

The eltherm Group is a globally active company and a specialist as well as full-range supplier for electrical trace heating. The company offers comprehensive solutions and manufactures products for frost protection and temperature maintenance as well as customer-specific system solutions. Furthermore, eltherm realizes projects in the worldwide construction of large-scale plants, e.g. in the field of renewable energies. With more than ten locations on five continents, the company is one of the leading suppliers in this field. Headquarter of eltherm with own production and development is Burbach in the Siegerland.



# GSR Ventiltechnik GmbH & Co. KG

## Innovative valve technology for demanding industrial applications

GSR has been developing and producing solenoid and compressed air operated standard and special valves for liquid and gaseous media for more than 50 years and distributes them internationally. More than 1000 valve options can be selected from the extensive modular program, more than 3000 special valves and about 1000 valve options have already been developed individually in cooperation with customers. GSR also offers a specially developed valve technology for hydrogen applications. GSR is certified according to DIN EN ISO 9001 and has numerous approvals for the most diverse requirements for valves and coils such as Atex, DVGW, Germanischer Lloyd, GOST and UL, among others. Furthermore, GSR assumes social responsibility and trains industrial as well as commercial and technical professions.

<b>Managing Director</b>	Jens Fuhrmann
<b>Sales 2021</b>	approx. 25 EUR million*
<b>Employees</b>	approx. 173
<b>Founding</b>	1971
<b>At INDUS since</b>	1999
<b>Locations</b>	Vlotho (DE)

\*with external third parties





# Heiber + Schröder Maschinenbau GmbH

<b>Managing Director</b>	Andre Garmer, Gustavo Adolfo Cuata-Mata
<b>Sales 2021</b>	approx. 28 EUR million*
<b>Employees</b>	approx. 85
<b>Founding</b>	1985
<b>At INDUS since</b>	2022
<b>Locations</b>	Erkrath (DE), Cary, IL (US)

\*with external third parties



## Special machines for packaging solutions made of cardboard and paperboard

Founded in 1985, Heiber + Schröder Maschinenbau GmbH is a medium-sized supplier of special machines for the cardboard industry. As a reliable partner for window gluing and carton erecting machines, H+S supports its customers with targeted advice, know-how and modern technologies throughout the entire service life of a machine. From machine development to service, the H+S Group fully covers the value chain and supplies packaging manufacturers worldwide, especially in the supply sector for the food and cosmetics but also the household goods and toy industries. Current developments such as the substitution of plastic packaging with cardboard packaging or the automated packaging of mail order consignments are incorporated into new machine concepts at H+S.



# HELD Group

## Machines and systems for laser cutting and laser welding technology

Founded in 1974, the HELD Group is a medium-sized, globally active supplier of special machines and systems for high-precision laser cutting and laser welding technology. With more than 40 years of experience, the Held Group develops and produces innovative, intelligent individual machines in the fields of metal processing and the processing of other, most diverse materials, e.g. technical textiles and plastics. With consulting, planning, design, programming, implementation and commissioning as well as on-site maintenance, the Held Group supports its customers in all process steps. The innovative laser welding systems for H2 electrodes also offer interesting growth prospects in the future field of hydrogen electrolysis.

<b>Managing Director</b>	Gunnar Held
<b>Sales 2021</b>	approx. 12 EUR million*
<b>Employees</b>	approx. 25
<b>Founding</b>	1974
<b>At INDUS since</b>	2022
<b>Locations</b>	Heusenstamm (DE)

\*with external third parties





## HORNGROUP

# HORNGROUP Holding GmbH & Co. KG

<b>Managing Director</b>	Jörg Friedrich Mayer, Thomas Voigt
<b>Sales 2021</b>	approx. 4.1 EUR million*
<b>Employees</b>	approx. 350
<b>Founding</b>	1944
<b>At INDUS since</b>	1991
<b>Locations</b>	Flensburg (DE), Gütersloh (DE), Humble (US), Mumbai (IN), Shanghai (CN), Sheffield (GB)

\*with external third parties

### Refueling technology and workshop solutions worldwide

HORNGROUP has six operating companies with production sites in the USA, the UK, Germany, India, and China. The products manufactured here are sold to thousands of customers all over the world under the brand names TECALEMIT, PCL and FLACO. The TECALEMIT brand was established in 1922 and is the world's leading manufacturer of systems for measuring, controlling and dispensing mineral oil, diesel, and AdBlue®. Products of the TECALEMIT brand are widely used for refuelling solutions in workshops, fleet management, non-public filling stations, and agriculture. The PCL brand was established in 1938 and is the world market leader in analog and digital tire pressure monitoring systems. PCL brand products can be found in every tire shop worldwide. FLACO, a specialist in products and systems for fluid management in workshops, service stations and industrial plants, has been part of the HORNGROUP since 2021.



# IEF-Werner GmbH

### Automation components and systems

For over 40 years, IEF-Werner has been competently and reliably developing and manufacturing specialized automation systems for customers in the automotive industry, electrical and precision engineering, medical technology and other industries. The broad spectrum of industries and a range of solutions from prototypes to small batch production demonstrate the success of the modular product approach: Fully automated production lines, “turn-key” applications for customer-specific applications as well as high-quality components can be developed and realized quickly and at the same time tailor-made at IEF-Werner. With its freely scalable and configurable systems for micro-assembly, transfer systems and wheel measuring machines, the company based in the Black Forest offers a wide range of sophisticated and precise automation components. With virtual machine assembly using common communication solutions, IEF-Werner has expanded digital processes in its daily business, but especially in international projects.

<b>Managing Director</b>	Stefan Deck, Manfred Meyer
<b>Sales 2021</b>	approx. 18 EUR million*
<b>Employees</b>	approx. 152
<b>Founding</b>	1980
<b>At INDUS since</b>	2015
<b>Locations</b>	Furtwangen in the Black Forest (DE)

\*with external third parties





# JST – Jungmann Systemtechnik GmbH & Co. KG

<b>Managing Director</b>	Carsten Jungmann, Stephan Wiese
<b>Sales 2021</b>	approx. 12 EUR million*
<b>Employees</b>	approx. 29
<b>Founding</b>	2001
<b>At INDUS since</b>	2021
<b>Locations</b>	Buxtehude (DE)

\*with external third parties



## Full solutions for setting up the control room, control center and control station

Jungmann Systemtechnik GmbH & Co. KG (JST) offers comprehensive know-how in the development, construction and maintenance of control rooms. The company from Buxtehude has been developing full solutions for various sectors for 20 years: industry, energy, health, IT, traffic or security. True to the credo “the right solution for every requirement”, JST plans individual control rooms with the highest security standards. From proactive large screen technology to highly available control and monitoring technology to ergonomic furniture, JST offers everything from a single source. The projects of the control room specialist work along the lines of “Big Data” and “Digital Transformation”, because increasing amounts of data and complex IT infrastructures increase the demands on control center, control station, etc.



# M. BRAUN Inertgas-Systeme GmbH

## Inertgas glove box systems for industry and research

Founded in 1976 as a manufacturer of inert gas glovebox systems, MBRAUN has expanded its product and service portfolio over the years to provide engineered solutions for thermal processing, vacuum coating, operator safety and automated material handling. The spectrum ranges from standardised laboratory systems to fully customised system solutions for large-scale industry. The systems are used in high-tech applications such as the production of flat screens based on OLED technology, LEDs, thin-film batteries, solar cells (perovskites) and a range of pharmaceutical products. With production sites in Germany, the the USA and China, as well as its own sales and service subsidiaries in Great Britain, France and South Korea MBRAUN can supply its customers globally customers globally and ensure customer customer-oriented service.

<b>Managing Director</b>	Patrick Bieger
<b>Sales 2021</b>	approx. 73 EUR million*
<b>Employees</b>	approx. 350
<b>Founding</b>	1976
<b>At INDUS since</b>	2002
<b>Locations</b>	Garching (DE), Dresden (DE), Mansfield (GB), Méridnac (FR), Seoul (KR), Shanghai (CN), Stratham (US)

\*with external third parties





# M+P international Mess- und Rechnertechnik GmbH

<b>Managing Director</b>	Elke Baessler
<b>Sales 2021</b>	approx. 12 EUR million*
<b>Employees</b>	approx. 65
<b>Founding</b>	1980
<b>At INDUS since</b>	2017
<b>Locations</b>	Hanover (DE), Farnham (GB), Montesson (FR), Peking (CN), Suzhou (CN), Verona/New Jersey (US), Xi'an (CN)

\*with external third parties



## Experts for vibrations

M+P INTERNATIONAL has been developing and producing high-quality measurement and test systems at its headquarters in Hanover since 1980. We are active in four business areas: Vibration Testing, Vibration and Sound Analysis, Data and Process Monitoring and Test Bench Technology. Our state-of-the-art products meet the highest standards of quality and reliability and are used in numerous key industries worldwide. These include many global players e.g. from the aerospace, automotive and electronics industries. Numerous independent test houses, universities and research institutes are also among our customers. Typical application fields of our products are environmental simulation tests on a shaker, dynamic measurements, vibration and sound investigations on site or in the laboratory, data monitoring with a high number of channels and testing of elastomeric bearings used mainly in vehicles. In addition to software, we also develop our own measurement hardware, which is optimally adapted to a wide range of customer requirements.



# MBN Maschinenbaubetriebe Neugersdorf GmbH

## Sophisticated solutions for special machinery and plant technology

MBN Maschinenbaubetriebe Neugersdorf develops, manufactures and builds automated systems and machines for final vehicle assembly in Saxony. Main customers are the major German automotive brands with their foreign subsidiaries and production joint ventures. MBN's core competence lies in chassis or unit assembly (the so-called "marriage"; this term stands for the merging of chassis and engine with the body) as well as cockpit and front-end installation. MBN supplies its customers internationally, from single cycles to complete assembly lines and customized system solutions.

<b>Managing Director</b>	Heiko Krause, Christian Gerlach
<b>Sales 2021</b>	approx. 43 EUR million*
<b>Employees</b>	approx. 239
<b>Founding</b>	1991
<b>At INDUS since</b>	2014
<b>Locations</b>	Ebersbach-Neugersdorf (DE), Birmingham (US), Changchun (CN)

\*with external third parties





## MESUTRONIC Gerätebau GmbH

<b>Managing Director</b>	Christian Boxleitner
<b>Sales 2021</b>	approx. 27 EUR million*
<b>Employees</b>	approx. 239
<b>Founding</b>	1992
<b>At INDUS since</b>	2019
<b>Locations</b>	Kirchberg im Wald (DE), Colmar (FR)

\*with external third parties



### Metal and foreign body detection in production

MESUTRONIC Gerätebau GmbH has been developing and producing innovative metal detection technology for industrial applications for more than 25 years. Based in Kirchberg im Wald, the company supplies its global customers in 50 countries around the world with sophisticated metal detectors, metal separators and X-ray inspection systems. On the one hand, the MESUTRONIC plants serve to protect production facilities from metal parts and other foreign bodies, for example in the plastics and textile industries. On the other hand, they are used to inspect products, for example in the food and pharmaceutical industries, for metal-free and other impurities. High-precision sensors detect unwanted foreign bodies. Specially dynamic sorting facilities are transporting contaminated products from production processes without interrupting them. Both discrete product streams such as packaged foods and continuous material streams such as plastic granulate can be investigated.



## PEISELER GmbH & Co. KG

### High-precision NC rotary tables and NC rotary tilt tables for machine tools

Founded in 1819 as a family business, PEISELER today supplies machine tool manufacturers worldwide as well as customers in the automotive industry, mechanical engineering and shipbuilding, medical technology, the watchmaking and electrical industries, and aircraft and turbine construction. The dividing units and swivel devices produced fix and position workpieces, thus enabling a flexible and efficient sequence of several operations in modern machining and production centres. In addition to the original equipment of machine tools, service and retrofitting services as well as spare parts complement the portfolio. The core competence is the high-precision positioning of small and/or heavy workpieces. PEISELER meets the forces that act on the workpieces weighing up to 50 tonnes during rapid positioning with variable drive technology and individual designs.

<b>Managing Director</b>	Arnd Kulaczewski
<b>Sales 2021</b>	approx. 19 EUR million*
<b>Employees</b>	approx. 165
<b>Founding</b>	1819
<b>At INDUS since</b>	2017
<b>Locations</b>	Remscheid (DE), Grand Rapids (US), Morbach (DE), Taichung (TW)

\*with external third parties





Turbau Steffens & Nölle GmbH

# Turbau Steffens & Nölle GmbH

<b>Managing Director</b>	Steffen Traue
<b>Sales 2021</b>	approx. 9 EUR million*
<b>Employees</b>	approx. 52
<b>Founding</b>	1893
<b>At INDUS since</b>	2004
<b>Locations</b>	Berlin (DE)

\*with external third parties

## International construction of towers

Turbau Steffens & Nölle is one of the leading companies in the construction of free-standing steel towers, guyed masts and special structures as well as the assembly of complete broadcast antenna systems. The structures reach heights of up to 370 metres and are manufactured for customers in the telecommunications, broadcasting and television sectors; they are located in almost all parts of the world. The range of services includes project planning, foundation construction, steel supply and assembly. With its special expertise in carrying out assembly work at great heights, including assembly with helicopters, Turmbau Steffens & Nölle sees itself as the first point of contact for engineering services at great heights.



## ASS: Micro System comes up big

**Small, smaller, micro – ASS Maschinenbau is responding to the increasing demand to remain mobile even in confined spaces and in the smallest components, and is developing micro system gripper parts for special automation solutions.**

### Gripper parts for the niche

For more than 30 years, ASS Maschinenbau has been developing intelligent solutions for a wide variety of tasks in the fields of automation and robotics. Innovation and sustainability have been important topics for ASS for a long time and are permanently anchored in the processes. With the Micro System, ASS has developed such an innovative and resource-saving solution – a gripping system for small installation spaces. Presented for the first time at the K trade fair (trade fair for the plastics and rubber industry) in 2019, the series now comprises 70 gripper parts.

### Millimetre work is required

The clamping diameter of the Micro System measures just 6 millimetres, the size of a pea, and is thus significantly smaller and lighter than the systems previously

available on the market. The small gripper parts are used wherever small injection moulding machines, small linear handlings and other miniature machines are used or there is little space available in the mould. The Micro series includes, among other things, a Micro quick-change system, several angle clamps and arms, connecting elements, gripper arms in various designs and a customised selection of Micro vacuum cups.

### Award-winning miniature series

As small and light as possible, that's what the Metropolregion Rheinland e.V. is also excited about. In July 2021, ASS received the "RHEINLAND GENIAL" award for its innovative miniature series. The Metropolregion Rheinland awards this innovation prize to companies and organisations that successfully "rethink" products, services or business models in the fields of environment, technology, service and social affairs.

# MEDICAL ENGINEERING/ LIFE SCIENCE

Demographic change makes the healthcare sector one of the biggest markets of the future. It is characterized by a high rate of innovation. Small and medium-sized companies embrace new insights and translate them into marketable products for everyday use within a very short time, thereby becoming specialists who compete successfully in the market – not only in the field of treatment but also in the fields of prevention and care.

## 5 Investments

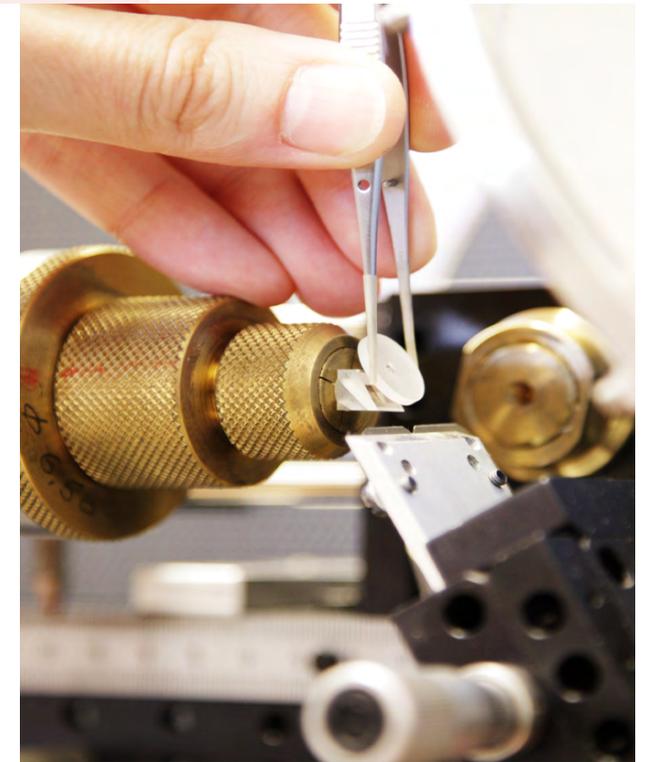
**IMECO** GmbH & Co. KG

**MIKROP** AG

**OFA Bamberg** GmbH

**RAGUSE** Gesellschaft für medizinische Produkte mbH

**ROLKO** Kohlgrüber GmbH



# 148.7

EUR million Sales 2021



**imeco.**

## IMECO GmbH & Co. KG

<b>Managing Director</b>	Rolf Naeder
<b>Sales 2021</b>	approx. 22 EUR million*
<b>Employees</b>	approx. 163
<b>Founding</b>	1984
<b>At INDUS since</b>	1999
<b>Locations</b>	Goldbach (DE), Elterlein (DE)

\*with external third parties



### Products made of nonwoven

“More than nonwoven” – this slogan describes the core competency of IMECO, namely the development, assembly and production of innovative, high-quality bespoke nonwoven products. While the main focus is on the medical and care sector, IMECO also serves customers from the cleaning and technology sectors. The company supports its customers, brand manufacturers from the retail and industrial sectors, all along the value chain, from the realization of product ideas through all stages of development to final packaging. As a certified manufacturer of medical products, IMECO specializes in the development, production and use of technologically sophisticated, high-quality nonwoven products. Its specialist know-how ranges from the selection of the right fibers to nonwoven production and finishing to tailor-made packaging. The products are manufactured using the technologies available in the market or proprietary machines developed by IMECO’s own mechanical engineering department. IMECO employs around 160 people at two locations and supplies customers both nationally and internationally in Greater Europe.



**mikrop**

## MIKROP AG

### Miniaturized precision optics

MIKROP focuses on the development, production and assembly of high-precision single lenses and lens systems with diameters from 0.3 millimeters, as well as lenses for micro cameras. Its key customers include companies in the medical technology, research and industrial sectors. The main focus in the product range is traditionally on lens systems for endoscopy, where the special quality of MIKROP’s lenses is appreciated worldwide. MIKROP has its own optics development department, as well as manufacturing sites in Switzerland and Serbia. MIKROP has a strong position in a market with a high entry threshold. MIKROP’s subsidiary, in-situ GmbH, specializes in digital image processing as well as 2D and 3D metrology for use in industrial and scientific applications.

<b>Managing Director</b>	Markus Bormann
<b>Sales 2021</b>	approx. 13 EUR million*
<b>Employees</b>	approx. 180
<b>Founding</b>	1981
<b>At INDUS since</b>	2000
<b>Locations</b>	Wittenbach (CH), Kač (RS), Sauerlach (DE)

\*with external third parties





# OFA Bamberg GmbH

<b>Managing Director</b>	Rainer Kliewe
<b>Sales 2021</b>	approx. 74 EUR million*
<b>Employees</b>	approx. 672
<b>Founding</b>	1928
<b>At INDUS since</b>	2000

**Locations** Bamberg (DE), Glauchau (DE), Maastricht (NL), Salzburg (AT), Waldenbuch (DE)

\*with external third parties



## Compression hosiery and bandages

Ofa Bamberg is a manufacturer of medical compression stockings, bandages and orthoses as well as preventive health products such as support and travel stockings. With a constant stream of new ideas, the Franconian company has succeeded over the years in developing a range of products that is in great demand and is sold in particular through specialist medical retailers and pharmacies. For example, Ofa Bamberg was awarded the renowned “Red Dot Award” for the product launch of the “Memory” stocking family, which is proof of the company’s high innovative strength. Ofa Bamberg sells its products in over 40 countries worldwide. In addition to the production site in Bamberg, the aid provider has another plant in Glauchau, Saxony. Furthermore, with its subsidiary NEA International B.V., the company complements its portfolio with a developer and manufacturer of high-quality orthopaedic bandages and orthoses.



# RAGUSE Gesellschaft für medizinische Produkte mbH

## Indication-specific production of surgical drapes

Headquartered in Ascheberg-Herbern, RAGUSE has successfully produced and distributed medical products for more than 40 years. The customised surgical drapes and articles for clinical applications are supplied to renowned industrial enterprises, distributors and hospitals. RAGUSE works with its customers all the way from the innovative idea to comprehensive product support right up to technical implementation – always in compliance with applicable quality assurance standards and regulations (certification to DIN EN ISO 13485:2016, Annex II and V of Directive 93/42/EEC). An indication-specific manufacturing process gives RAGUSE the flexibility to adapt its broad range to specific requirements, resulting in individualised solutions and a product portfolio which responds to actual customer requirements.

<b>Managing Director</b>	Jens Fischer, Ralf Kerstiens
<b>Sales 2021</b>	approx. 13 EUR million*
<b>Employees</b>	approx. 494
<b>Founding</b>	1980
<b>At INDUS since</b>	2015

**Locations** Ascheberg-Herbern (DE), Cismadie (RO), Douar Takad/Sidi-Bibi (MA)

\*with external third parties





# ROLKO Kohlgrüber GmbH

<b>Managing Director</b>	Torsten Eikemeier
<b>Sales 2021</b>	approx. 27 EUR million*
<b>Employees</b>	approx. 154
<b>Founding</b>	1990
<b>At INDUS since</b>	2014

**Locations** Borgholzhausen (DE), Bloomfield (US), Houten (NL), Silkeborg (DK), Xiamen (CN)

\*with external third parties



## Rehabilitation equipment

ROLKO Kohlgrüber GmbH is one of the world’s leading suppliers of components and accessories for the rehabilitation industry as well as mobility solutions for various industries. With its 5 locations, the company offers consulting, support and delivery around the globe. Manufacturers and specialist dealers from over 80 countries rely on ROLKO’s extensive product range. This includes wheels, tires, especially puncture-proof solutions and other components for wheelchairs and rehabilitation equipment, rehabilitation aids such as wheelchair ramps, weather protection clothing and transfer aids. In addition, ROLKO sells components for the medical sector such as raising handles, wall deflector rollers and support systems for hospital beds. In addition to a wide range of products, ROLKO also supports its customers in the sustainable development and realization of their own ideas or adapts an existing ROLKO product to specific customer requirements.

## ROLKO: Succession done right

**When SMEs hand over the baton, the questions raised go much deeper than economic issues. People want to know if the company’s success stories, which many employees personally identify with, will continue to be pursued. The leaving managers hold a lot of responsibility here.**

### A successful handover: easier said than done

Sooner or later, handing over responsibility becomes an issue for every company. For the leaving managers, this means letting go and handing the reins over to the next generation. The new owners are expected to take over existing principles while also developing the company in line with their own vision. How can that be done? What if there is no successor to take over a family business? This was the case at ROLKO, a manufacturer of rehabilitation technology based in East Westphalia. Founded in 1990 from its own industrial representation, the company saw great success under its founder Willi Kohlgrüber and his son Achim. With wheels and tires for wheelchairs, and accessories such as wheelchair ramps and adjustable head rests, the two entrepreneurs tapped into the

medical engineering/life science future growth market and saw rapid growth. In 2013, ROLKO was perfectly positioned with four plants in four countries and a worldwide customer base in 40 countries. At this point in time, the now sole managing director, Achim Kohlgrüber, planned to hand over responsibility, but there was no suitable candidate in the family to hand the business over to. At this point, his entrepreneurial network put him in contact with INDUS.

### Two birds with one stone

The success of the SME holding company INDUS, the promise to keep companies for the long term and the offer of a gradual handover of management responsibilities convinced Achim Kohlgrüber and his father, who was still a partner, to sell. And so, INDUS acquired a majority share in mid-2014. One of the most important factors in the entrepreneurs’ decision to sell to INDUS was the economic power of the parent company and its experience in supporting internationalization processes. ...

# METALS TECHNOLOGY

Metals and metal processing play a significant part in the base materials processing industry. It is mainly smaller and medium-sized companies which, thanks to the precision of their work and the quality of their products, create the conditions for high-quality end products. The reliability of its performance makes this segment a stable pillar in the day-to-day economy.



## 9 Investments

**BETEK** GmbH & Co. KG

**Dessauer Schaltschrank und  
Gehäusetechnik** GmbH & Co. KG

**HAKAMA** AG

Helmut **RÜBSAMEN** GmbH & Co. KG

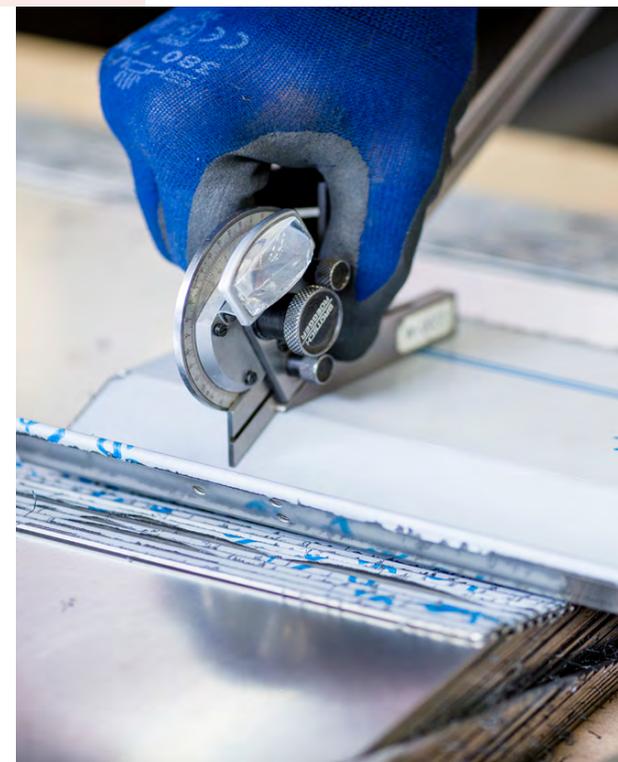
Karl **SIMON** GmbH & Co. KG

**KÖSTER** & Co. GmbH

**MEWESTA** Hydraulik GmbH & Co. KG

**PLANETROLL** GmbH & Co. KG

**VULKAN INOX** GmbH



# 420.4

EUR million Sales 2021



## ➤BETEK

# BETEK GmbH & Co. KG

<b>Managing Director</b>	Tobias Hilgert, Dr. Marc Siemer
<b>Sales 2021</b>	approx. 252 EUR million*
<b>Employees</b>	approx. 415
<b>Founding</b>	1981
<b>At INDUS since</b>	1992
<b>Locations</b>	Aichhalden (DE), Charlotte (US), Taicang (CN)

\*with external third parties



### Carbide-tipped wear parts

BETEK is one of the world's leading manufacturer of tungsten carbide and produced carbide-tipped wear parts, tool systems and wear protection solutions, e.g. for road milling, mining, foundation drilling, agricultural technology, the mineral extractive industry and recycling. With a constant flow of new product innovations, the company is continually opening up new business areas. Over the past few years, for instance, the company has developed wear-resistant tools for use in agricultural technology (such as chisel plow tips and plow blades) and so-called tung studs used to protect metal surfaces against wear (for excavator shovels, for example). BETEK invests consistently in research and development, safeguarding its newly developed products by means of patents.



# Dessauer Schaltschrank & Gehäusetechnik GmbH

### Development, production and sales of metal and sheet metal parts, switch cabinets, machine cladding

Dessauer Schaltschrank & Gehäusetechnik GmbH (DSG) is a specialist in the development, manufacture and distribution of high-quality control cabinets, terminal boxes, stand desks, machine enclosures and similar products that are subject to high industrial and safety requirements. Historically, the company emerged from Junkers & Co., founded in 1895, which revolutionised personal hygiene with its gas boiler and later aviation. DSG produces for its renowned German customers at its Dessau site. The focus is on individual application and equipment-specific system solutions from a single source. DSG's production competencies range from laser cutting to CNC punching, bending, welding, gluing, surface finishing and assembly. DSG manages its business sustainably and has already reduced its CO2 footprint by 50% since 2019.



<b>Managing Director</b>	Aleksandar Mijovic
<b>Sales 2021</b>	approx. 10 EUR million*
<b>Employees</b>	approx. 106
<b>Founding</b>	1895
<b>At INDUS since</b>	2019
<b>Locations</b>	Dessau-Roßlau (DE)

\*with external third parties





# HAKAMA AG

<b>Managing Director</b>	Kurt Eugster
<b>Sales 2021</b>	approx. 22 EUR million*
<b>Employees</b>	approx. 155
<b>Founding</b>	1956
<b>At INDUS since</b>	2010
<b>Locations</b>	Bättwil (CH)

\*with external third parties

## High-performance sheet metals

HAKAMA specializes in the production of high-quality assemblies and housings made of aluminum, stainless steel and steel. The focus is on medical systems, analysis and diagnostic equipment and machines for the food industry, such as professional coffee machines. Working closely with customers, HAKAMA's engineering team develops complete solutions, combining metallic components with high-quality surfaces and components made of plastic or glass, depending on customer requirements. In the process, modularization concepts are also implemented that enable the replacement of entire device parts during device maintenance. In addition to manufacturing the housing parts, HAKAMA can also offer customers pre-assembly of the devices right through to the installation of electronic components.



# Helmut RÜBSAMEN GmbH & Co. KG

## Metal processing and forming technology

RÜBSAMEN is a specialist supplier of stamping, stamping, drawing and pressing parts made of malleable metals, laser blanks and welded assemblies made of sheet steel, stainless steel, aluminum and non-ferrous metals. The customers are German and international manufacturers primarily from the iron, steel and metallurgical industry, agricultural machinery, heating and air conditioning technology as well as vehicle, machine and plant engineering. RÜBSAMEN uses its production expertise by integrating it at an early stage into the construction processes on customers' premises. In 2014, the company acquired TR Metalltechnik, a specialist in laser and welding technology.

<b>Managing Director</b>	Stephan Paul
<b>Sales 2021</b>	approx. 55 EUR million*
<b>Employees</b>	approx. 387
<b>Founding</b>	1960
<b>At INDUS since</b>	2003
<b>Locations</b>	Bad Marienberg (DE), Eichenstruth (DE)

\*with external third parties





## Karl SIMON GmbH & Co. KG

<b>Managing Director</b>	Tobias Hilgert, Dr. Marc Siemer
<b>Sales 2021</b>	approx. 15 EUR million*
<b>Employees</b>	approx. 282
<b>Founding</b>	1925
<b>At INDUS since</b>	1992
<b>Locations</b>	Aichhalden (DE)

\*with external third parties



### Sintered products, toolmaking and materials laboratory

SIMON is divided into the Sinterlutions, Tooling and Analytics business units. SIMON Sinterlutions produces series molded parts from metal powder for the automotive industry, power tools and mechanical and plant engineering. Sintering technology enables complex geometries to be produced with high precision while avoiding material-intensive, metal-cutting production steps. SIMON Tooling develops, designs and manufactures proprietary tools and also offers its services to external customers. SIMON Analytics is a materials laboratory equipped with state-of-the-art equipment, which is indispensable for the SIMONGroup's quality assurance and also acts as a service provider for external customers.



## KÖSTER & Co. GmbH

### Stud welding technology and cold working parts

KÖSTER & Co. GmbH has been offering its customers a broad portfolio of services from its own product development and production for more than 70 years in the concrete-steel composite construction, plant and power station construction, shipbuilding and mechanical and vehicle engineering sectors and is active internationally with a high export share at the Ennepetal site. The range of products and services includes stud welding machines, welding studs, ceramic rings and cold formed parts for joining technology with standardised and customer-specific products, including the associated technical application advice for customers. "KÖCO" technology is characterised by durable and safe products. In the construction of bridges and airport terminals, high-rise building construction or power plant construction, studs and welding equipment from KÖSTER are in use in over 70 countries worldwide. In the subsidiary Köster CZ, stud welding elements have been produced by cold forming and mechanical processing for more than 25 years.

<b>Managing Director</b>	Thomas Fink, Dr. Torben Schmitz, Dr. Harald Schulz
<b>Sales 2021</b>	approx. 18 EUR million*
<b>Employees</b>	approx. 122
<b>Founding</b>	1952
<b>At INDUS since</b>	2008
<b>Locations</b>	Ennepetal (DE), Žaclěb (CZ)

\*with external third parties





**mewesta**

## MEWESTA Hydraulik GmbH & Co. KG

<b>Managing Director</b>	Hans-Joachim Wunn
<b>Sales 2021</b>	approx. 7 EUR million*
<b>Employees</b>	approx. 55
<b>Founding</b>	1970
<b>At INDUS since</b>	1997
<b>Locations</b>	Münsingen (DE)

\*with external third parties

### Hydraulic control blocks and systems

MEWESTA is one of the leading companies in the field of manufacturing hydraulic control blocks. As a partner to the mechanical and plant engineering industry, MEWESTA can now also manufacture hydraulic blocks with unit weights of up to one tonne thanks to investments made in recent years. The company is characterised by a broad standard product range and innovative solutions for customised products. Customers include manufacturers of machine tools, plastic injection moulding machines, construction machinery and conveyor systems.



**planetroll**  
the driving power

## PLANETROLL GmbH & Co. KG

### Stirring technology and power transmission technology

PLANETROLL is an innovation-driven company in the engineering sector. Besides manufacturing explosion-proof variable-speed gear boxes for power transmission and marketing planetary transmissions, PLANETROLL has become a leading stirring technology specialist over the past years. The company produces a wide range of products from explosion-protected laboratory agitators to industrial agitator systems; a particular focus is on the manufacture of agitators for paint shops in the automotive industry. However, other agitator requirements, for example in the food and pharmaceutical industries, are also met on a customer-specific basis.

<b>Managing Director</b>	Hans-Joachim Wunn
<b>Sales 2021</b>	approx. 5 EUR million*
<b>Employees</b>	approx. 32
<b>Founding</b>	1976
<b>At INDUS since</b>	1998
<b>Locations</b>	Munderkingen (DE)

\*with external third parties





# VULKAN INOX GmbH

<b>Managing Director</b>	Marc Hidde
<b>Sales 2021</b>	approx. 27 EUR million*
<b>Employees</b>	approx. 64
<b>Founding</b>	1984
<b>At INDUS since</b>	2002
<b>Locations</b>	Hattingen (DE), Brantford (CD), Bruneck (IT)

\*with external third parties



## Granules for Surface Treatment

VULKAN INOX is one of the leading manufacturers in the production of granulated stainless steel abrasives. As a result of their high performance, the stainless blasting media are characterized by short blasting times and very long service life. Moreover, they are recyclable and reusable. They are used for the treatment and finishing of aluminum, non-ferrous metals, stainless steel, concrete and natural stone. By selecting closely specified high-quality raw materials, consistent product quality can be guaranteed. The hardened product GRITTAL® GH, patented for the first time in 2001, additionally realizes specially roughened surfaces. These serve, among other things, as preparation for coatings with minimal dust exposure. As a competence partner of the industry, VULKAN INOX sells its products worldwide, partly with its own subsidiaries in Canada, for the North American area and in Italy.

# VULKAN INOX: Classic industry fit for the future

Things are heating up at VULKAN INOX, and not just in the melting process. The specialist for blasting media is also really heating up on the topics of innovation and sustainability in order to be successful in the future as well.

## Blasting media Made in Germany

The Ruhr region is known for its heavy industry, which has shaped the region and its people for many years. Even today, Hattingen is home to VULKAN INOX, a true hidden champion. The leading manufacturer of granulated blasting media has been producing stainless blasting media for the surface treatment of e.g. aluminium, non-ferrous metals, stainless steel, concrete and natural stones for more than 35 years. CHRONITAL® and GRITTAL® are produced by melting down selected high-grade input materials and adding further alloying elements, such as chromium and nickel, in induction furnaces. Once the desired chemical analysis and the correct casting temperature of approx. 1500 – 1600°C have been reached, the molten stainless steel is atomised. This produces blasting media grains of different sizes (from 0.05 to 3 mm in diameter), which are cooled

and collected. The resulting grains are either immediately sieved, fractionated and packed or, depending on the product, hardened again, crushed and then sent on their way. The blasting media from VULKAN INOX are sold worldwide – 80% of the turnover is generated abroad.

## Success in the niche

VULKAN INOX proves that it is also possible to be internationally successful in a classic industrial environment. The hidden champion’s secret recipe includes an excellent knowledge base, committed employees, a strong financial partner and continuous development of innovative solutions for the surface technology of the future. For example, VULKAN INOX was the first company to develop a sharp-edged blasting media. “For our self-image as an agile medium-sized company, the continuous search for new innovative approaches is a central factor,” says Managing Director Marc Hidde. “For example, we are currently developing a new, innovative alloy with the support of the INDUS development bank.” ...

# GROWTH INDUSTRIES

By making two to three first-level acquisitions per year, we are continuously developing our portfolio in a forward-looking manner. We offer our shareholders a managed portfolio of attractive medium-sized companies. We therefore have our eyes set on the following industries of the future, in order to continue to have a long-term sustainable portfolio:

**AUTOMATION AND MEASURING TECHNOLOGY AND  
CONTROL ENGINEERING**

**CONSTRUCTION TECHNOLOGY**

**SECURITY TECHNOLOGY**

**MEDICAL ENGINEERING/LIFE SCIENCE**

**TECHNOLOGY FOR INFRASTRUCTURE/LOGISTICS**

**ENERGY AND ENVIRONMENTAL TECHNOLOGY**



**STRENGTHENING PORTFOLIO STRUCTURE**

Learn more about our strategy [here](#).

# INDUS WORDLWIDE

- |    |                      |    |                     |
|----|----------------------|----|---------------------|
| 1  | AUSTRIA              | 17 | POLAND              |
| 2  | BOSNIA & HERZEGOVINA | 18 | ROMANIA             |
| 3  | CANADA               | 19 | RUSSIA              |
| 4  | CHILE                | 20 | SERBIA              |
| 5  | CHINA                | 21 | SINGAPORE           |
| 6  | CZECH REPUBLIC       | 22 | SLOVAKIA            |
| 7  | DENMARK              | 23 | SOUTH AFRICA        |
| 8  | FINLAND              | 24 | SOUTH KOREA         |
| 9  | FRANCE               | 25 | SPAIN               |
| 10 | GERMANY              | 26 | SWITZERLAND         |
| 11 | HUNGARY              | 27 | TAIWAN              |
| 12 | INDIA                | 28 | TURKEY              |
| 13 | ITALY                | 29 | UNITED ARAB EMIRATE |
| 14 | KAZAKHSTAN           | 30 | UNITED KINGDOM      |
| 15 | MAROCCO              | 31 | UNITED STATES       |
| 16 | NETHERLANDS          |    |                     |

OUR PORTFOLIO COMPANIES: ON THE GROUND IN MORE THAN 30 COUNTRIES.



# CONTACT

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