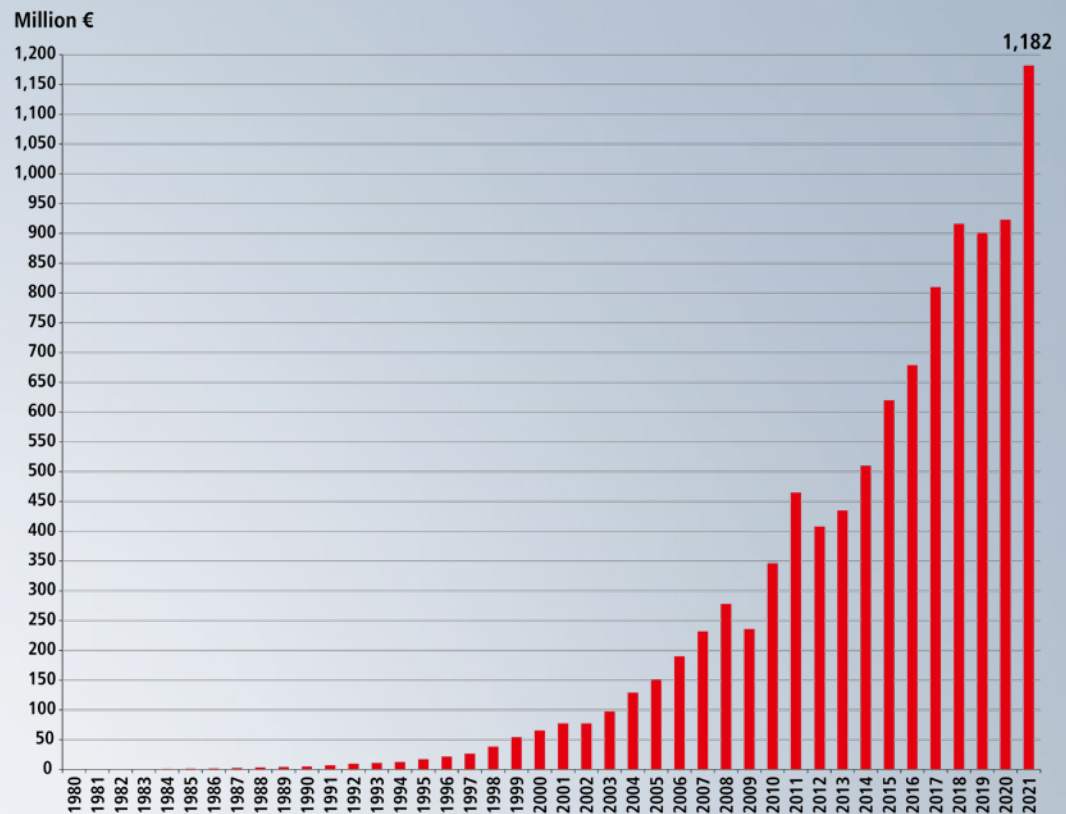




Hans Beckhoff, founder and Managing Owner
of Beckhoff Automation

The sales curve of Beckhoff Automation continues to rise exponentially, with the Verl-based automation technology specialist recording average annual growth of 15% since 2000.



Most successful business year in company history

Beckhoff Automation increases sales to 1.182 billion euros

Despite facing real challenges along the way, the 2021 financial year was a success for Beckhoff Automation. For the first time in its almost 42-year history, the Verl, Germany-based automation technology specialist exceeded the one billion euro mark in sales. With a total worldwide result of 1.182 billion euros, the company increased its sales by around 28% compared to 2020.

"This is a great result that we are incredibly proud of," reports a delighted Managing Owner Hans Beckhoff, whose company recorded an unprecedented level of incoming orders. "We could definitely have seen even more growth last year, but the shortage of components along with our own capacities has held us back in some areas," Hans Beckhoff clarifies the tense situation in many areas of industry.

Very positive economic developments in Germany, Europe, and around the world

For the German market, Beckhoff achieved a sales increase of around 27%, while the number of incoming orders more than doubled. Similar trends were also recorded by the company in many other countries where it sells its products. "With one or two exceptions, we made significant gains in 2021 in almost all

countries with our own sales branches – often in the double-digit percentage range,” sums up the Managing Owner. He goes on to explain: “Our two largest subsidiaries in China and the USA also recorded strong double-digit growth.” Similar to Germany, incoming orders abroad were mostly significantly higher than actual sales growth.

Automation technology is currently experiencing a real boom across all industries all over the world; however, demand is exceeding the production capacities of suppliers, who have been weakened further still by the effects of the global pandemic. For Beckhoff, this is particularly evident in the shortage of semiconductors and other electronic components. “This bottleneck is likely to continue beyond 2022,” predicts Hans Beckhoff, adding, “Nevertheless, we need to prepare for better raw material availability so that we can fulfill customer orders as quickly as possible. This is why we are working tirelessly to expand and optimize our entire company – from administration and development through to production.”

Corporate infrastructure expansions at the global headquarters in Verl

The rapid and dynamic growth of the technology company presents some major challenges. Production capacities have already been expanded and personnel resources increased. By the middle of the year, Beckhoff will expand its production capacities in Verl and the surrounding area by more than 50% compared to the beginning of 2020. “To this end, we are mobilizing our last space reserves and acquiring additional space,” reports Hans Beckhoff.

Beckhoff recently acquired a 15-hectare site in the immediate vicinity of existing properties in the inter-municipal industrial park planned by the cities of Verl and Rietberg in the Varesell district of Rietberg. “We plan to create an industrial park here that will provide space for further expansion in the future for both Beckhoff Automation and our wholly owned subsidiaries Smyczek and Schirmer, which are also growing dynamically along with us,” Hans Beckhoff continues.

These plans include modern production and administration buildings that will be embedded in a Westphalian park landscape and will involve the sealing-over of as little land area as possible. “Sustainability and environmental protection are important aspects for all business decisions in our company, and we are also taking them into consideration in our new building project,” explains Hans Beckhoff. This is why the company wants to build production and office buildings up to four stories high. Parking spaces are to be created in a space-saving manner in a multi-story parking garage, and a high-rack warehouse will also help to optimize operational processes and minimize the sealed surface area. An overall urban development plan is being planned by Beckhoff.

Together with the site on Gütersloher Straße in the town of Verl, which was acquired several years ago, the new property will secure the spatial development of the Beckhoff Automation Group at its main site in eastern Westphalia for the next decade and beyond. Hans Beckhoff is expecting to see continued healthy growth for his company: “Over the next 10 years, we expect to create more than 1,000 additional jobs here if all goes well. We are pleased to have

created the basis for further development at the East Westphalia site for our company.”

Further expansion outside of Verl

At the same time as the expansions in Verl and Rietberg, Beckhoff is also expanding in other locations. For example, the 2021 financial year saw the automation technology specialist open an office in Kaunas, Lithuania, to serve the market in this part of the world. A new building is currently being constructed in Balingen, Baden-Württemberg, Germany for the sales office located there. This



High-tech development: Beckhoff is revolutionizing the automation industry with its innovative MX-System. The modular system enables control cabinet-free automation of machines and systems, saving not only space, but also significant time in the design, engineering and construction of control systems.

is set to be entirely self-sufficient in terms of its energy needs and will be ready to move into at the beginning of 2023. In Marktheidenfeld in Lower Franconia, the drive technology production facility of the Fertig Motors subsidiary located there is being expanded. The subsidiary Beckhoff Austria is building a new headquarters in Bürs, while the first production facility outside Germany is to be built near Shanghai in China. The main reason for this is to expand the Chinese market from within the country itself, since this is one of the strongest markets in terms of sales for Beckhoff Automation with a share of more than 22%.

MX-System revolutionizes control cabinet design

Last year, Beckhoff launched numerous new and further developments in its existing product families of industrial PCs, I/O, drive technology and automation software. With the presentation of its MX-System, the company presented the automation world with a groundbreaking revolution and expanded its portfolio to include a completely new product category. “The MX-System is a modular automation toolkit. All functions that were previously housed in the control cabinet can now be easily mounted on a baseplate using appropriate modules. The robust design of the system facilitates direct mounting on the machine, so an additional protective housing is no longer necessary. The easy-to-use system



Hans Beckhoff (right) with his wife Margit and their children Johannes and Frederike (from left), who are actively involved in the development and management of the family business.

is a revolution for machine design and will change the face of automation forever!" explains Hans Beckhoff.

He goes on to add: "Our MX-System is a perfect fit in terms of machine building, but the system should also offer users significant benefits when it comes to process technology, measurement technology, and much more. Wherever electrical energy and intelligence are involved, the MX-System will offer real advantages!" In addition to the space saved, the design, engineering and installation of the control system are also simplified: "For example, a control cabinet assembly that previously took 24 hours can be reduced to around one hour of simple module assembly," reports the graduate physicist, who actually started his company in the early 1980s with the construction of control cabinets as its core business.

Continued growth in number of employees

In the past financial year, Beckhoff hired more than 500 new employees worldwide. This means that, as of March 2022, the family company now employs 5,000 employees (previous year 4,500): 3,400 of them in Verl and the surrounding area, 3,850 in Germany as a whole and 1,450 abroad. "Having

the expertise we need in-house is a major success factor for us. Beckhoff manufactures sophisticated high-tech products that are developed by a real hive of the brightest minds working together within our company," notes Hans Beckhoff, explaining the comparatively high number of currently 1,900 engineers among his employees. He goes on to add: "At Beckhoff, we say: Engineers must save the world! It is our task to develop products and automate production processes in such a way that they consume fewer raw materials and less energy than in the past. Every year, effectiveness and productivity must be increased to meet the worldwide desire for more prosperity in an ecologically sustainable way."

Beckhoff has been training young people in eight different industrial and commercial professions since the 1980s so that it is well positioned to count on a valuable pool of skilled workers in the future. Since 2010, the high-tech manufacturer has also been focusing on academic training in the form of work-integrated study programs in cooperation with the Bielefeld University of Applied Sciences at its Gütersloh, Germany campus.

More information:

www.beckhoff.com