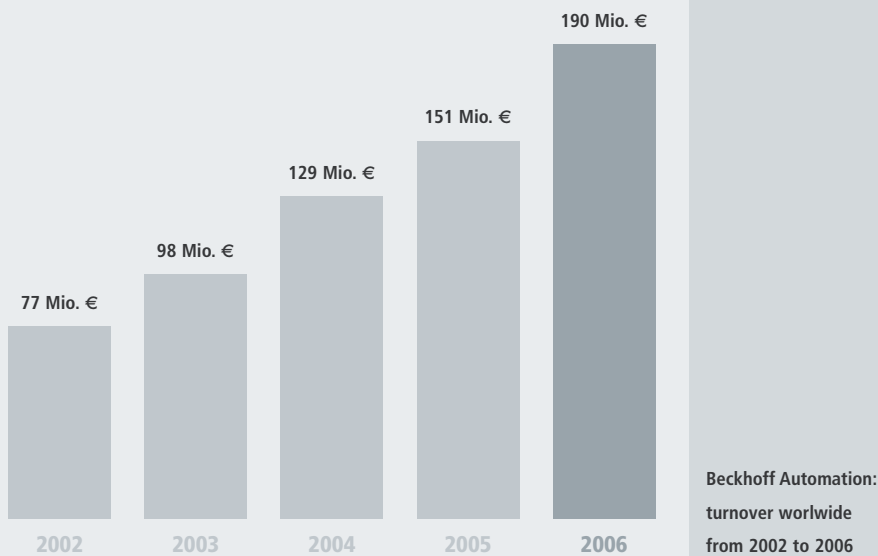


## Sales increase through strengthening of distribution network and new technologies

→ The Beckhoff strategy of "openness for new markets and new technologies" has once again led to strong growth rates of 26 % over the past financial year. During 2006, worldwide turnover of Beckhoff Automation was 190 million euros. The basis for the continuing success is continuous realization of innovative products and introduction of new product ranges and basic technologies, combined with consistent expansion of the international distribution network.



In 2006, Beckhoff Automation GmbH established five new subsidiaries in Spain, Belgium, Brazil, South Africa and Australia. "We were already represented through distributors in these countries", said managing director Hans Beckhoff, "but we intend to expand our position in these markets." The sales increases confirm the success of this strategy: Exports made up 43 % of the total turnover in 2006. "While currently our growth is achieved roughly equally in Germany and in export markets, our medium- and long-term growth prospects are more global", said Hans Beckhoff.

Overall, Beckhoff is now represented in more than 60 countries worldwide through now 20 subsidiaries, agencies or distribution partners.

"In 2007, we have further continued to intensify the expansion of our global distribution network. In addition to the new subsidiaries in India and the United Arab Emirates, a branch office in Turkey is in a start-up phase", said Hans Beckhoff. The number of Beckhoff Automation employees has also grown: At the end of 2006, Beckhoff had 800 employees worldwide, an increase of 20 % compared with the previous year.

Hans Beckhoff is pleased with the business development over recent years: "With annual growth rates of 26 % (2006), 17 % (2005), 31 % (2004) and 27 % (2003), our company continues to be on a very good course."

This is based on worldwide growth in the automation market, especially above-average development in Beckhoff's specialist areas of PC Control, distributed I/O, software PLC/NC and Drive Technology.

"In 2006, we set further performance and price milestones with the introduction of EtherCAT Terminals, the TwinSAFE safety solution, the new AX5000 drive range and the new compact IPCs", said Hans Beckhoff. In 2007, continuous development of new products and technologies will again form one of the columns of the sales development. At this year's Hanover Fair the focus was on the innovative XFC technology.

In July 2006, in order to strengthen the position as technology leader, Beckhoff took over Embedded Logic Design & More GmbH and BeDeHa GmbH. Both specialist companies for customized motherboards and BIOS software are based in Münster, Germany.

"We bought technology for an emerging market, thereby strengthening our own development capacities", said Hans Beckhoff.

Hans Beckhoff is optimistic about the future: "The positive development of previous years continued during the first and second quarter of 2007. Provided the main parameters remain stable, I am confident that the positive economic situation will continue".