

ENGEL: Expansion of global presence and records in customer-specific automation

Schwertberg, Austria – April 2024

By the end of March, internationally operating injection molding machine manufacturer ENGEL concluded the fiscal year 2023/24 with a total turnover of around 1.6 billion euros, indicating a minor downturn compared to the previous year. The company is meeting the mixed prospects with an expansion of its global presence while setting new benchmarks in order income for customer-specific automation solutions.

Slight decline in turnover of -6%

The ENGEL Group concluded the fiscal year with a slight decline in turnover of approx. -6% compared to the previous year. "The volume in the injection molding machine market has fallen by up to -40% according to various association figures. ENGEL has succeeded in gaining shares in a shrinking market - a trend consistent with observations from previous economic contractions," comments Stefan Engleder, CEO of the ENGEL Group, on the turnover of around 1.6 billion EUR. The Business Units Medical and Packaging made a significant contribution to this development. Demand for the production of diabetes therapy products remains high, especially in the American region, while the packaging industry is experiencing a boom in Europe due to new regulations. The after-sales business also manifested positive growth, with a surge of almost +15% compared to the previous year.

The forecast for the new fiscal year remains cautious. "The high order backlog has so far let us get off with a black eye. However, these orders are nearly exhausted. Despite intermittent increases in order income, we are yet to witness a lasting economic recovery - but we hope for the first growth stimuli from the spring fairs Chinaplas in Shanghai and NPE in Orlando," Stefan Engleder adds.

Significant investment for the expansion of global network

Adhering to its growth strategy, ENGEL has allocated a substantial double-digit million figure for the expansion of the global network in the forthcoming fiscal year. In Europe, Americas

and Asia, the company relies on largely independent hub structures, each encompassing sales, order processing, production and after-sales service. In collaboration with the Austrian headquarters, global standards are established where necessary and beneficial. This strategy enables ENGEL to fortify its dual-pillar approach: developing and producing "in the region for the region" and thereby optimally adapting to local conditions in the customer markets. "Our many years of experience now allow us to implement local solutions with local R&D and manufacturing know-how. This is a great added value. At the same time, we ensure global standards at local costs," Engleder explains. Global players can consistently rely on ENGEL's uniform standards throughout their injection molding machine's entire life cycle.

Promising prospects for customised automation solutions

Adverse trends as a shortage of skilled workers and high production costs offer promising opportunities for customer-specific automation solutions – a segment that ENGEL has been dedicated to for many years, alongside manufacturing injection molding machines. Customers are increasingly inclined to automate as many process steps as possible directly via the machine, for instance quality checks or packaging. Depending on the customer's preferences, the automation required integrates seamlessly with the machine to form a high-performance injection molding cell. "Most of the time we are fortunate to be involved in customer projects from the start," says Engleder. "This enables us to respond very specifically to requirements and tailor the optimal solution for our customer." While the standard segment remains stagnant, customised automation solutions are witnessing a significant upswing.

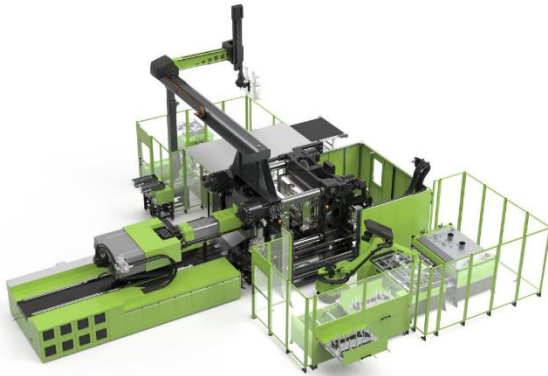
Emphasis on apprenticeship training continues

The nurturing of young talent, particularly through internationally oriented apprenticeship training, continues to be a focal point. Currently, over 400 apprentices are undergoing training worldwide, with 240 located solely at Austrian sites. China and the Czech Republic form the second largest training hubs within ENGEL's global network. "What I value most about my apprenticeship at ENGEL is the diverse experiences," says Stefanie Aigner, a fourth-year mechatronics apprentice. "The rotating training system offers exposure to various departments and their functions; I am currently engaged in the initial commissioning and start up process," adds the promising talent.

Pictures: ENGEL



Stefan Engleder, CEO of the ENGEL Group



Injection moulding cells like these ensure promising prospects in the customised automation solutions segment



Stefanie Aigner (middle), mechatronics apprentice at Schwertberg, appreciates the diverse experiences in her daily working life at ENGEL.

ENGEL AUSTRIA GmbH

ENGEL is one of the global leaders in the manufacture of plastics processing machines. Today, the ENGEL Group offers a full range of technology modules for plastics processing as a single source supplier: injection moulding machines for thermoplastics and elastomers together with automation, with individual components also being competitive and successful in the market. With nine production plants in Europe, North America and Asia (China and Korea), and subsidiaries and representatives in more than 85 countries, ENGEL offers its customers the excellent global support they need to compete and succeed with new technologies and leading-edge production systems.

Contact for journalists:

Katharina Wuschko, Head of Group Communication, ENGEL AUSTRIA GmbH,
Ludwig-Engel-Straße 1, A-4311 Schwertberg/Austria,
Tel.: +43 (0)50/1620-2085, Email: katharina.wuschko@engel.at

Contact for readers:

ENGEL AUSTRIA GmbH, Ludwig-Engel-Strasse 1, A-4311 Schwertberg, Austria,
Tel.: +43 (0)50 620-0, fax: -3009, e-mail: sales@engel.at

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