



BAUER Group

FOR A GREEN WORLD

Press information
Voitsberg, Oct. 3th 2011

Bauer Group ends financial year 2010/11 with best results ever

The Styrian group increased its sales by 9.4% to 160 million Euro compared to 2009/10

The Styrian world market leader in irrigation and slurry technology, the Voitsberg-based Bauer Group, ended the financial year 2010/2011 (balance sheet day on September 30th) with the highest sales figures in the company's history: this represented an organic growth, i.e. without company acquisitions, by 9.4% from 145 million in 2009/2010 to 160 million Euro. The number of employees rose to approx. 600, and the export share now stands at 95%. For company CEO Otto Roiss, reasons for the strong worldwide sales include economically and ecologically interesting product innovations. After all, the share spent on research and development amounts to 5%.

In reality, the secret of success for Bauer during the previous business year lies both in large contracts like those, e.g. from Iraq, and in broad-based business in almost all parts of the world. As CEO Otto Roiss stressed at the presentation of the company's financial statement, both the Russian market and China increased their volumes during the last twelve months. In relative terms, Romania and Bulgaria grew the most, yet the sprinkler and slurry specialist is also doing very well in Australia, New Zealand, and the USA.

The „Cow comfort„ system will soon be presented on the American market, which was designed to create a greater feel-good factor for milk cows. In New Zealand, Bauer is scoring well with customers with its separation technology in cattle farming. As for the European market, Bauer is planning to introduce a small separator for slurry and wastewater separation at the Agritechnica trade fair in Hannover in November.

Optimistic for 2012

Despite several pessimistic forecasts, Roiss is quite confident about the future: On the one hand, he intends to tap into new markets with new products – for instance, a wastewater separation facility for communal use will be presented soon. On the other, he is placing an increasing focus on the growth regions of Eastern Europe and Asia. Construction on a new factory in Russia will begin in short.

The Bauer Group at a Glance

Since its foundation in 1930, the BAUER Group - headquarters in Voitsberg, Styria, has been focused on irrigation and slurry management technology. Whilst initially producing wastewater and slurry pumps, the company first became an international player in the sector of irrigation technology in 1947 with the patent-protected Bauer lever lock coupling - named after Rudolf Bauer, the company founder. Today the company is developing rapidly in the biotechnology sector with wastewater treatment & biogas plants and it is focusing on three main sectors: irrigation management, waste management as well as energy management.

BAUER is the Global market leader in irrigation technology: A total of more than 1,5 million hectares is globally irrigated. A major part of sales representing 50% of the total turnover is achieved in the sectors of slurry and environmental waste processing. The BAUER Group exports to more than 80 countries of the world. With approx. 600 employees, Bauer made a turnover of about 160 million Euros in 2010/2011. With an export ratio of 95%, the main markets of the BAUER Group are Germany, France, the CEE countries, China, the USA, South-America and Australia.

The BAUER Group currently consists of 20 companies worldwide.

Product Range

- Various irrigation systems
 - Automated pivot and linear systems, i.e.: Centerstar, Centerliner, Linestar
 - Irrigation machines, i.e.: Rainstar, Duostar, Rainboy or ProRain
 - Traditional irrigation, i.e.: pipe systems and solid-set plants
- Slurry transportation (slurry tanks)
- Innovative slurry treatment: mixers, pumps, separators, composting and distribution
- Pipes and fittings
- Wastewater treatment and separation technology for the food and paper industry
- Biogas plants
- BRU Bedding Recovery Unit

Internet Services

- ◆ Configuration of all machines
- ◆ Ordering of all spare parts

For further information see: www.bauer-at.com

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