

# Fact Sheet: Plant Technology

(December 2011)

## Overview

Business Area:

**Plant Technology**

2010/11 sales in € million, not consolidated  
Employees as of September 30, 2011

Sales: 4,004  
Employees: 13,478

Market segments:

### Chemicals

Sales: 1,428  
Employees: 4,780

### Cement

Sales: 680  
Employees: 1,781

### Mining

Sales: 1,236  
Employees: 3,465

### Automotive

Sales: 683  
Employees: 3,427

Operating Unit "Transrapid" (maglev technology): Sales €6 m; Employees 25

## Products

- **Chemicals:**  
Engineering & construction of chemical, refinery and other industrial plants
- **Cement:**  
Equipment for the cement and minerals industry
- **Mining:**  
Plants and equipment for extracting and mining raw materials and minerals
- **Automotive:**  
Assembly, testing and inspection systems for the automotive industry

## Key strategic elements

- Benefiting from growing demand for raw materials and energy-efficient, environment-friendly solutions
- Customer-oriented marketing and sales based on local capabilities and project experiences
- Technology leadership: strengthening of broad technology portfolio and innovative potential
- Expansion of the services business
- Increase in efficiency, cost optimization

## Key figures

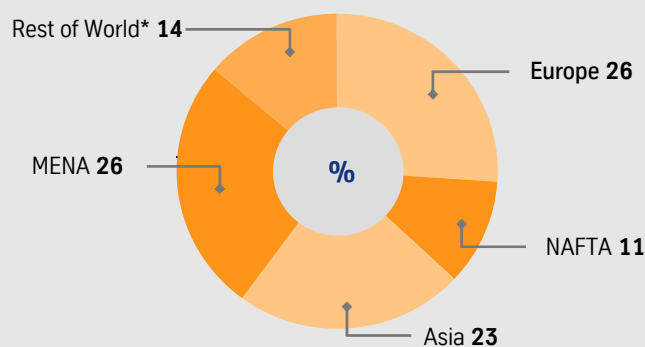
(in million €)

	2009/10	2010/11
Order intake	3,859	4,475
Sales	3,931	4,004
EBITDA	440*	550
EBIT	401*	506
Capital Employed	365	245

\* Modified definition

## Sales by region

(fiscal year 2010/11)



\* Mainly Australia & Latin America

## Main competitors

- **Chemicals:**  
Snamprogetti/Saipem (ITA), MaireTecnimont (ITA), Technip (FRA), Fluor (USA), Asahi Kasei (JPN)
- **Cement:**  
Sinoma (CHN), FLS (DEN), KHD Humboldt Wedag (GER)
- **Mining:**  
Takraf (Tenova, ITA), FAM (Förderanlagen Magdeburg, GER), Sandvik (SWE), FLS (DEN), Metso (FIN), Outotec (FIN)
- **Automotive:**  
KUKA (GER), ATW (Assembly & Test Worldwide, USA), EDAG (GER), Karmann (GER)

## Sales by customer industries

(fiscal year 2010/11)

