



WE.MOVE.FUTURE.

KIRCHHOFF
GROUP



The group of companies



The shareholders of the KIRCHHOFF Group (f.l.t.r.): Arndt G. Kirchhoff, Dr. Johannes F. Kirchhoff, Dr.-Ing. Jochen F. Kirchhoff, J. Wolfgang Kirchhoff

230 years — Knowledge. Values. Change.

— The KIRCHHOFF Group traces back to the company Stephan Witte, that was founded in 1785 to produce sewing needles in Iserlohn. For four generations owned by the KIRCHHOFF family, the group today consists of four business areas: KIRCHHOFF Automotive, KIRCHHOFF Ecotec, WITTE Tools, and KIRCHHOFF Mobility and achieved a total sales volume of 1.6 bn Euros with more than 10,000 employees worldwide in 2014.

The KIRCHHOFF Group is a prime example of a successful long-established company of the German mittelstand. With continuous improvement and innovation of the product portfolio it consistently and at the right time adapted to the changes of customer requirements in the global sales markets.

Since the beginnings in 1785 the medium-sized company, domiciled in South Westphalia, produced sewing needles. In addition to the needle fabrication,

in 1894 Friedrich Kirchhoff established the first stamping plant for the vehicle industry. As of 1950 the needle production was subsequently abandoned and hand tools, initially mainly screwdrivers, were produced instead. From 1955 to 1982 the company also produced electrical appliances, electric storage heaters, and even first microwave ovens. At the beginning of the 1980s the automotive supplier Kutsch in Attendorn was taken over and thus the Group also entered the production of passenger

car structural and chassis parts. With a first location in Portugal the internationalization of the production began in the 1990s. Today three quarters of the 46 production locations are situated outside of Germany in Europe, North America, and Asia. A completely new business department developed in 1994 with the takeover of the waste disposal and environmental division of FAUN. The fourth company of the KIRCHHOFF Group was added in 2006 with the takeover of the REHA Group



-  KIRCHHOFF Automotive
-  KIRCHHOFF Ecotec
-  KIRCHHOFF Mobility
-  WITTE Tools

Automotive: KIRCHHOFF Mobility today is a specialist for vehicle conversions for people with limited mobility.

Thereby—Knowledge.Values.Change. were and are the basics and driving forces for the advancement and rise of the Group.

Knowledge by the entrepreneurs and their employees, acquired with qualified training and the skill and willingness to lifelong learn something new.

Values like commitment and creativity at the workplace; tolerance and team spirit combined with the sense of responsibility for the fellow people in the company as well as the community.

Change as unwritten law of fortune, that implies eagerness to experiment, willingness to change as well as risk awareness and sense of proportion for something new and better.

Together more than 10,000 employees act according to these principles and follow the motto: **WE.MOVE.FUTURE.**



The business divisions in a short portrait

KIRCHHOFF Automotive is with about 30 plants in 11 countries a recognized development and manufacturing partner to the global automotive industry.

KIRCHHOFF Ecotec includes the two strong brands FAUN and ZOELLER and is market leader in Europe with the product lines waste collection vehicles, street sweepers, and lifters.

KIRCHHOFF Mobility is one of the leading suppliers for individual car reconstructions that give people more mobility.

As a producer of premium screwdriving tools **WITTE Tools** offers his customers excellent product quality and particular sales and marketing concepts.



Development partner to the global automotive industry

KIRCHHOFF Automotive is a development partner to the automotive industry for complex metal and hybrid structures for body in white and chassis. We are active all over the globe as a full-service supplier.

KIRCHHOFF Automotive is the largest business unit in the KIRCHHOFF Group, with over 8,000 employees and approximately 30 production plants in 11 countries. As a global player, we supply complex body components to customers in Europe, Asia, and North America, in a cost-optimal logistics chain. Our global production network includes the core technologies of forming, joining, lightweight construction, and surface treatment, ensuring uniform manufacturing and production standards around the world. Products such as bumper systems, front-end frames, and cross members are assembled into a wide va-

riety of components at JIT plants that are located in the immediate vicinity of our customers.

As early as in the development phase for new vehicle models, we strive for close cooperation with automobile manufacturers. Our customers can thus take advantage of our expertise in lightweight automotive construction. We develop structural parts for the body in white, including hybrid designs, for example. Combinations of steel and aluminium, or metal and plastic, are used for this purpose. With the newly developed technology of partial press hardening,

we are able to manufacture steel products with different strength ranges, for body components that are optimised for weight and crash performance.

Our focus, however, is not only on the process and machines, but also most importantly on our employees. We will only reach our goals, together with our customers, and be successful in the long term if we are highly motivated.

Please find further information on the homepage under

www.kirchoff-automotive.com



When growth leaves no traces

KIRCHHOFF Ecotec includes the environment division of the KIRCHHOFF Group. This field is represented by the two strong brands of FAUN and ZOELLER. Both companies stand for robust and value-stable refuse collection vehicles, sweepers and lifters. We produce worldwide at twelve locations in eight countries approx. 3,000 communal vehicles per year with about 2,500 employees.

Our goal is to support disposal companies and street cleaning companies in their daily work with our powerful vehicles and lifters. We emphasize a consistent quality concept and therefore, guarantee a high reliability of our products. Concerning development and production we continuously focus on optimization and high quality and can as a result offer low Total Cost of Ownership (TCO). With our broad service features we offer our customers low down times of their vehicles, genuine part supply or also rental vehicles.



Further information on the web site

The homepage of the FAUN-Group can be reached under:

www.faun.com

Further information to the ZOELLER Group you can find on:

www.zoeller-kipper.de



Custom-made cars

— A very important tool for the realization of individual mobility is the car. **KIRCHHOFF Mobility** shows how people with handicaps can take part in those and regain a part of their freedom by individual vehicle modifications.

We are car adapters for various, user-friendly and individual mobility aids in serial vehicles and cross-linked with twelve locations in Germany, Austria and Switzerland. Together with an intensive, individual consulting and our long-term experience we offer perfect vehicle modifications adapted to the individual case.

Our customers are people who are limited in their mobility due to an illness, their age or an accident and can therefore use their car to a certain extent only. We are also specialized in the area of modifications of commercial and public vehicles used for the transport of people! From a simple knob

to complex car body works KIRCHHOFF Mobility offers an individualized full service. Our

goal: Custom-made cars—for more self-reliance, for more independence, for more quality of life.

We work closely together with various car manufacturers as modifications are always based on serial vehicles. Some big vehicle manufacturers consider us as exclusive partners and also recommend us (e.g. BMW, Mercedes and VW). This status can only be reached by tested modification manufacturers who fulfill the special requirements of the car manufacturers.

Please find further information about products and services on our homepage

www.kirchoff-mobility.com



Perfection in the handle



— **WITTE Tools** is one of the leading manufacturers of assembly tools for screws and nuts. Our hand tools are characterized by the ergonomic design of the handle elements and are popular with our worldwide partners from trade, commerce and industry alike. Together with designers and ergonomics faculties we constantly work on the innovative development of our products.

As a qualified and recognized partner in development we produce high quality products for the private brand WITTE Tools as well as for the large brand-name manufacturers on the international tool market. Thereby, we support our customers with engineering, product and packaging design as well as through sales promotion. WITTE Tools is actively engaged with business partners on all continents right across the world.

The grip or handle of a tool and its shape as the interface between a

craftsman and the tool itself is the central theme in our research. For this, we develop among others new material combinations such as the WITTE Tools model range MAXXPRO PLUS with its worldwide patent on the microfibre coating. For various applications in the professional segment we furthermore offer custom-made handles which are available at selected construction markets.

WITTE Tools concentrates on various ranges of screwdrivers, bits and

bit boxes. We deliver these products worldwide for all types of application if desired with all of the necessary sales promotion elements like individual and set packaging, counter dispensers and palette displays. WITTE Tools therefore, became a premium manufacturer in Europe.

More information about products and services you can find under

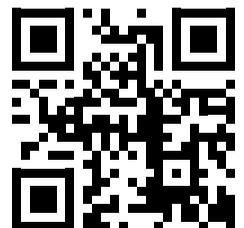
www.witte-tools.com



KIRCHHOFF Gruppe
Stefanstraße 2
58638 Iserlohn
GERMANY

Phone +49 2371 820-0
info@kirchhoff-group.com

www.kirchhoff-group.com



KIRCHHOFF Group | 06.2015