



AUTOMATING YOUR SUCCESS

THE BACHOFEN GROUP

BACHOFEN

Industrial Automation

Lenze
BACHOFEN

BACHOFEN

Bachofen Management AG

THE BACHOFEN GROUP

The unique character of the independent Bachofen Group relates to the association of high level, technological components and systems with technical, commercial and logistic services as requested by the customers.

Established

1945

Headquarters

Uster

Bachofen Holding AG

Daniel Bachofen (MD)

Mission

«Our goal is sustainable productivity growth for our customers.»

Internet

www.bachofen-gruppe.ch

THE BACHOFEN GROUP

SHORT DESCRIPTION

The Bachofen Group is a family-owned company with a long-term commitment, today represented by the third generation. The core activity of the group comprises two operational companies with Bachofen AG and Lenze Bachofen AG concentrating on the markets in Switzerland and Liechtenstein. The own brand Trimod'Besta exports their products to international niche markets.

Competencies

Quality and cutting-edge technology in market performance in the broad area of industrial automation are the hallmarks of our business. Service activities substantially broaden our product differentiation.

Strategic Orientation of the Bachofen Group

As an independent company the Bachofen Group intends to widen and intensify its presence in the fields of industrial automation in Switzerland and Liechtenstein. In-house generated technical solutions will help to open and penetrate further geographical niche markets on an international basis.

Vision and strategy

Industrial automation improves productivity, essential condition for strengthening Switzerland as an industrial country. The combination of components of the highest quality and locally supplied services best meets this challenge.

Market Positioning

Our strong market position is based on outstanding market performance consisting of flawless quality combined with technical, commercial and logistics services tailored to the needs of our clients. Through the continuous development of our market position, emphasis on innovation and productivity we assure our competitiveness and ability to attract highly qualified staff. We lay claim to uncompromising integrity, accountability and professionalism.

Binding and Bonding Values

We stand by our commitments. We intend to more than meet expectations. That's how we win and keep the trust of all our partners. If we don't succeed, we accept responsibility.

BACHOFEN AG

SHORT DESCRIPTION

On the behalf of technical component producers, Bachofen AG assumes technical consulting, sales promotion and distribution. Additional offering of complete subassemblies enhances customer benefit.



BACHOFEN AG

Its unique character derives from the great variety of solutions proposed in the fields of industrial automation. For the customer, this offers the opportunity of an effective reduction in the number of suppliers without compromising on technical solutions, availability, or quality.

Established

1945

Facilities

Uster, Biel and Crissier

Management

Daniel Bachofen (GM)

Mission

«Versatile, innovative and measurably better»
Components – Subassemblies – Systems – Service

Internet

www.bachofen.ch

www.b-direct.ch (link to Bachofen AG with online shopping and customer portal)

Competences

The competence of the technical consulting is spread over a wide area of industrial automation. Bachofen AG supplies competent and goal oriented advise to machine constructors, plant builders (OEM), plant users and the manufacturing industry of different branches. A fully integrated ERP system and efficient logistic processes assure fast order processing and high delivery reliability.

Markets

Bachofen AG is active in the whole territories of Switzerland and Liechtenstein and covers nearly all technical branches. Trimod'Besta products are exported through a powerful sales and consulting network worldwide.

Segments

The strategic areas of business are industrial automation (excepted drive technology), motion technology, fluid control, pneumatics and technical components for industrial fluids.

Market positioning

Since 1945, the company acts as independent, reliable high quality components supplier to the Swiss industry. To a great deal, Bachofen AG owes its strong market position to its sound solution-finding competence, its flexibility and its outstanding logistical performance. The organization is capable to serve – in an effective, efficient and fair manner – large global companies, small and medium industries, the local infrastructure, and manufacturing trade companies, thus taking into account the structure of its home market.

BACHOFEN

Industrial Automation

LENZE BACHOFEN AG

SHORT DESCRIPTION

Lenze Bachofen AG stands for efficient customer support in the development of technically and commercially interesting solutions.



LENZE BACHOFEN AG

Lenze Bachofen is a company shared by Bachofen Holding (majority) and Lenze SE (D). Within the Swiss industry, Lenze Bachofen is known as a competent partner for drive and automation technology. The developed solutions are used in a wide variety of technical areas.

Established

1974

Facilities

Uster and Crissier

Management

Konrad Meier (GM)

Mission

«New challenges come up on their own – the solutions come from us.»

Internet

www.lenze-bachofen.ch

Competencies

Solutions, not products, are our central focus! We propose a wide spectrum of innovative products, well-prepared solutions, complete systems and comprehensive services. We contribute to cost reductions and productivity improvements on the machines of our customers. Together with Lenze, we strive for long-term partnerships with our customers.

Markets

Our solutions are used in the most diversified applications of the machine industry. OEMs, engineering companies, but also end users are our target markets.

Segments

The strategic fields of activity are comprised of automation with controls, servo drives and system technology, drive technology with frequency converters, gear motors and remote drive systems, as well as production/logistics and service.

Market Positioning

We are one of the leading companies in the fields of drive technology and automation and know the demands of the market. Moreover, we are supported by Lenze, an innovative, globally active company with production facilities in Europe, Asia and the United States. Overall, more than 3300 employees work for the Lenze Group providing highly trained support to you and your customers at any place in the world.

BACHOFEN MANAGEMENT AG

SHORT DESCRIPTION

Bachofen Management AG is the centre of competence for central services supplied to the Bachofen Group. Through explicit focusing on the Group companies, synergies can be optimally used and high level services be supplied for the benefit of the customers.



BACHOFEN MANAGEMENT AG

The direct customers of Bachofen Management AG are the companies and foundations of the Bachofen Group and their employees who thus get an optimal support for the collaboration with their customers.

Established

2011

Facility

Uster

Management

Markus Helm (GM / Finance Bachofen Group)

Mission

«Honest and reliable among equal partners»

Internet

www.bachofen-gruppe.ch

Values

Bachofen Management AG is an honest and reliable partner. Resources are used in a responsible and economical manner for the benefit of the Group. Social and ecological aspects are also taken into account. The funds with which the different Group companies have entrusted Bachofen Management AG are fiducially managed in their interest.

Structure of the Group

The Bachofen Holding AG constitutes the frame of the Group. It is governed by a board of directors with mainly, external and independent members. In addition to the operational companies, two pension funds and a company for financial assets are registered. The business results are consolidated according to Swiss GAAP FER standards.

Synergies

Joint services for management, finance, invoicing, controlling, human resources, pension funds and insurances help to optimise the allocation of resources and competences.

Foundations

A specific foundation successfully manages the insurance and savings portions of the pension fund for active and retired staff. The additional insurance needs of middle management are covered by a corresponding pension fund, where the savings portion allows for early retirement.

BACHOFEN

Bachofen Management AG

BACHOFEN GROUP

FISCAL YEAR FROM 01/10/14 - 30/09/15

BACHOFEN

Bachofen Holding AG

BACHOFEN

Industrial Automation



BACHOFEN

Bachofen Management AG

BACHOFEN GROUP

Net sales	65 million CHF
Employees	150
Apprentices	+ 8 (5 Uster, 2 Biel, 1 LZ)
Balance Sheet Total	112 million CHF
Equity Ratio	74%
Foundation	1 pension fund, balance sheet tot. 97 million CHF
Other Companies	Bachofen Holding AG; Paro BVV AG; Indunorm GmbH (Lannach A)
Audit	OBT AG, Zürich
Consolidation	Swiss GAAP FER
Bank Connections	CS, UBS, ZKB
Body of Shareholders	Family
No. of Board Members	5, of which 3 independent and external
Various	Staff restaurant
Locations	CH: Uster, Biel, Crissier / A: Lannach

BACHOFEN AG

Participation 100%

Employees	98
– Sales/Technics	85
– Stock and Logistics	13
Apprentices	+8
Quality Assurance	Certified according to ISO 9001:2008
Logistics	Value of stock: 8.4 million CHF, 37'000 orders p.a.
Buildings	Fully owned sites in Uster and Biel
Websites	www.bachofen.ch and www.b-direct.ch

LENZE BACHOFEN AG

Participation 51%

Employees	35
Quality Assurance	Certified according to ISO 9001:2008
Logistics	Value of stock: 1.4 million CHF, 6'100 orders p.a.
Website	www.lenze-bachofen.ch

BACHOFEN MANAGEMENT AG

Participation 100%

Employees	17
Services	Management support Human resources and staff restaurant Finance and accounting Informatics and project management Foundation management Real assets and building management

BACHOFEN GROUP

(OPERATIONAL COMPANIES)

BACHOFEN

Bachofen Holding AG

BD:
Ulrich Looser (CBD)
Daniel Bachofen (MD)
Max Bachofen
Urs Fischer
Tim Talaat

BACHOFEN

Industrial Automation

GM: Daniel Bachofen

Lenze

BACHOFEN

GM: Konrad Meier

BACHOFEN

Bachofen Management AG

GM: Markus Helm

Furthermore, the Bachofen Group comprises the foundation PFS (pension fund), as well as the Property Management Company PARO BVV.



BACHOFEN

Industrial Automation

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