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Second and tenth place in the "Top 100 Ranking of Midsized Companies" LEWA: Among the top ten for sales growth and profitability

In the past four years, LEWA has had ongoing growth in sales and profits – putting it into tenth place in the "Top 100 Ranking of German Midsized Companies" by the Munich Strategy Group (MSG).

The background of this ranking: The Munich Strategy Group (MSG) specializes in strategy consulting for small- to medium-sized companies. As part of this effort, MSG works with universities and business schools to maintain one of the most extensive databases of companies in this size range, with over 1,000 entries. With their yearly "Top 100 Ranking", the consultants award those companies who have shown outstanding growth over the last four years, both in sales and in profitability (profit before interest or taxes).

With an average sales growth of 38.4% in the years 2005 to 2009, accompanied by an average profit of 9.7%, LEWA was in second place in 2010 in the "Machine and plant engineering" sector; in all, the pump specialists reached tenth place among the most successful midsized companies in Germany in this study.

The above-average growth and profitability of the Top 100 companies are interpreted by the strategic consultants at MSG as the result of a superior enterprise strategy, a high degree of internationalization, and above-average innovation. "Our observations show that many of the top midsized companies are successful because they have the confidence to change the rules of play to their advantage in their sectors," says MSG CEO Sebastian Theopold. This often allows them to redefine traditional sales and production processes in their industries. Another reason for their success: "The leadership of most of the top midsized companies consists of internationally trained and thinking managers."

For LEWA, since the acquisition of the original family company in 2005 by Deutsche Beteiligungs AG, then in 2009 by the Japanese company Nikkiso Co., Ltd., this is all true, according to CEO Bernd M. Stütz: "The two central value addition levers have been the internationalization of sales as well as the transfer of our technologies to new application areas." LEWA also doesn't just define customer advantage in terms of technical features and strict quality requirements. Also important are after-sales offerings, first-class service, their worldwide on-site presence, and international project management. Stütz says, "We provide our customers with competent, thorough consulting. The process, the systems approach, and especially cost-effectiveness are the focus."

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Today, with over 700 employees around the world and sales of about 145 million Euros worldwide, the company is among the competence leaders in fluid metering, particularly in critical processes and safety-relevant applications. LEWA also represents products by other well-known manufacturers through its regional sales organization, with a focus on the European market. With 16 subsidiaries and a large number of authorized representatives, users can find offices and cooperation partners in over 90 countries.

Other enterprise consultants have also noticed LEWA. After Frost & Sullivan cited the company in 2007 for above-average innovation in the development of application-oriented pumps and systems in the oil and gas industry, in 2009 LEWA was awarded the prize for best growth strategy in the area of "High-pressure metering pumps for critical applications on the European market". Both awards are the result of LEWA's ongoing focus on research and development, documented by a variety of innovations and patented technologies.



Fig. 1:

LEWA takes second and tenth place in the "Top 100 Ranking of Midsized Companies"

Pictures and digital text can be found at www.lewa.com/press

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Produkte & Leistungen: <ul style="list-style-type: none"> • Dosierpumpen • Prozess-Membranpumpen • Dosier- u. Mischanlagen • On- & Offshore Anlagen & Systeme • Condition Monitoring Systeme • Odorieranlagen • Weltweite After Sales Services 	Products & Services: <ul style="list-style-type: none"> • <i>Metering pumps</i> • <i>Process diaphragm pumps</i> • <i>Metering and mixing systems</i> • <i>On- & offshore skids, systems & packages</i> • <i>Condition monitoring systems</i> • <i>Odorizing systems</i> • <i>Worldwide after sales service</i>
Branchen: <ul style="list-style-type: none"> • Öl & Gas (upstream & downstream) • Chemie & Petrochemie • Pharma & Kosmetik • Lebensmittel & Getränke • Kunststoffe • Wasch- & Reinigungsmittel • Energie & Umwelt • Specials (wie z.B. Gas-Odorierung) 	Key industries: <ul style="list-style-type: none"> • <i>Oil & gas (upstream & downstream)</i> • <i>Chemicals & petrochemicals</i> • <i>Pharmaceuticals & personal care</i> • <i>Food & beverages</i> • <i>Plastic processes</i> • <i>Cleaning & detergents</i> • <i>Energy & Environment</i> • <i>Specials (such as gas odorizing)</i>

Kontakt/Contact

LEWA Marketing

Nicole Kochenburger

Fon +49 7152 14-1490

Fax + 49 7152 14-2490

nicole.kochenburger@lewa.de

Kontakt Agentur/Contact Agency:

markenkrieger e. K.

Corinna Sauer

Fax +49 5451 93686-0

Fax +49 5451 93686-19

lewa@markenkrieger.com

Belege bitte an die folgenden Adressen/Please send voucher copies to:

LEWA GmbH, Nicole Kochenburger, Ulmer Straße 10, 71229 Leonberg, Germany

markenkrieger e.K. Knappenstraße 15, 49479 Ibbenbüren, Germany