

steinel

STEINEL Solutions AG

# The STEINEL group



One brand - three business units - different target groups and business models



Light & Sensors



Tools



OEM Solutions

# A promise to our customers

The STEINEL Solutions One-Stop-Shop



# STEINEL Solutions – a success story



120 employees,  
thereof 7 trainees in Einsiedeln; 1600 employees in the STEINEL group

We invest 8.5% of annual sales of the group in R%D.

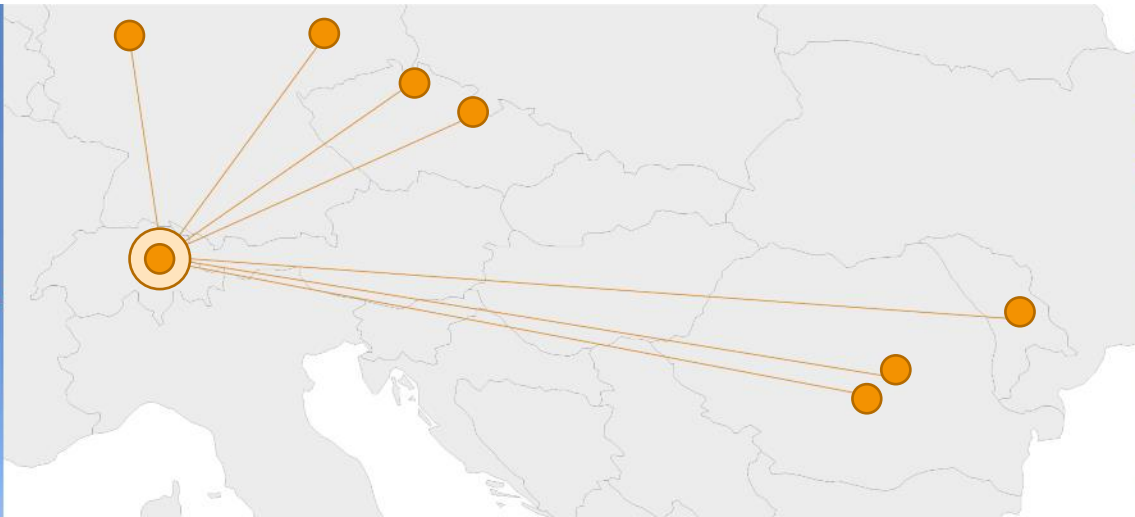
70+ engineers in the STEINEL group

100% Made in Europe: from design to production. Manufactured in 5 European countries

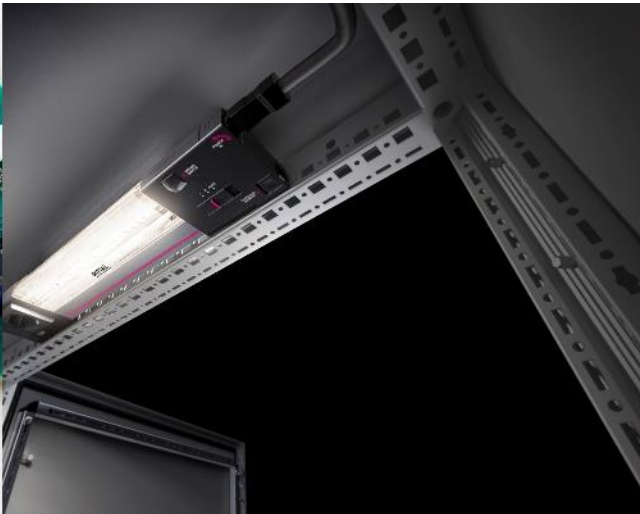
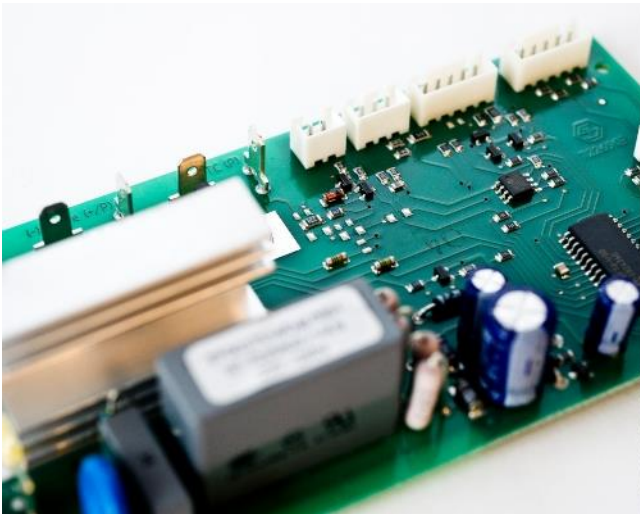
Top5 employer in the region

25 Jahre and since the beginning a part of the international STEINEL group

8 production and/or development sites in Europe



# The 4 business models of STEINEL Solutions



Contract Manufacturing  
(CM)

Original Equipment  
Manufacturing (OEM)

Original Design Manufacturing  
(ODM)

*Products contain STEINEL technology*

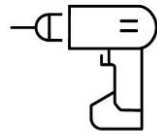
Eigenprodukte  
SENSOTEC

*Sensor systems with 100% STEINEL IP*

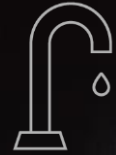




Household  
Technology



Tools

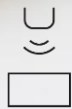


Sanitary  
Technology

# Markets



Industrial  
Technology



Building  
Technology



Safety Engineering



Health and Well-  
Being



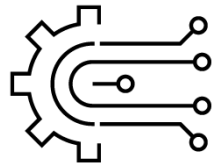
# The STEINEL Solutions One-Stop-Shop



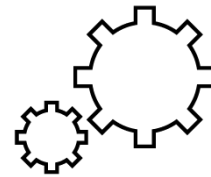
A wide range of services - everything from a single source!



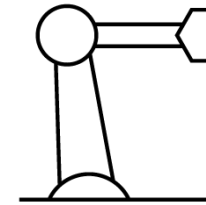
Consulting



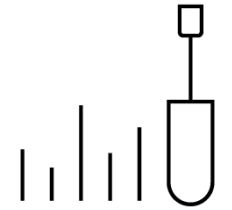
Product Development



Industrialisation



Production



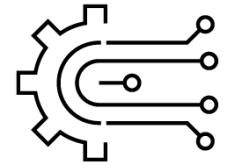
Services



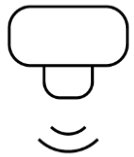


# How your idea becomes products.

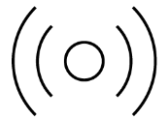
Customised product applications & tailor-made solutions –  
with four areas of expertise



Product Development



Sensor Technology



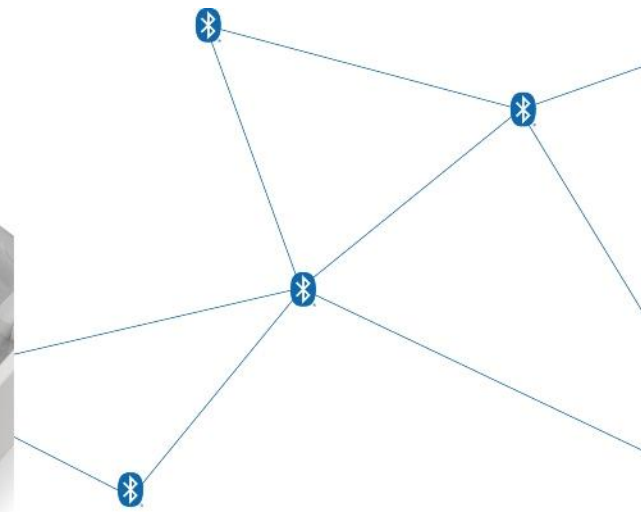
Communication



Low Power Management



Compliance Management

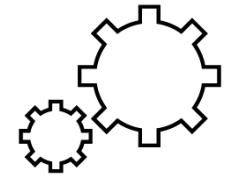




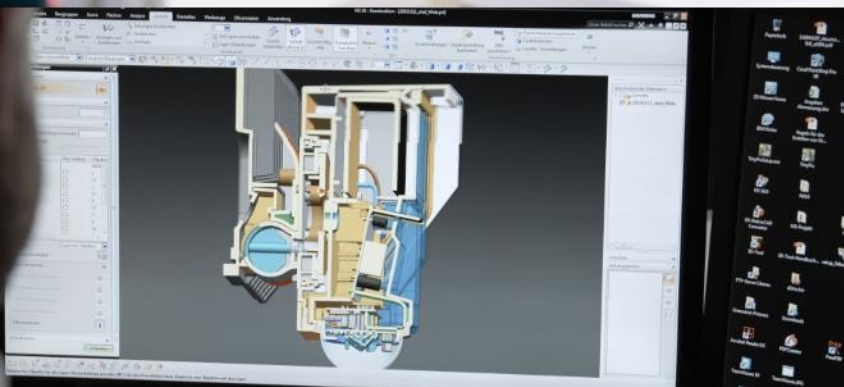
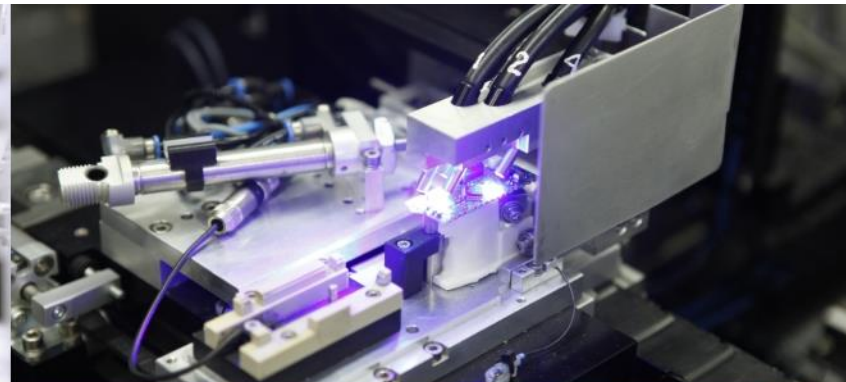
# How your idea becomes products.



Swiss precision - flexibility - time to market



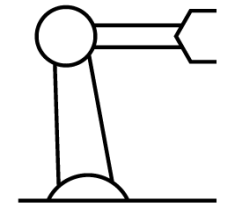
Industrialisation



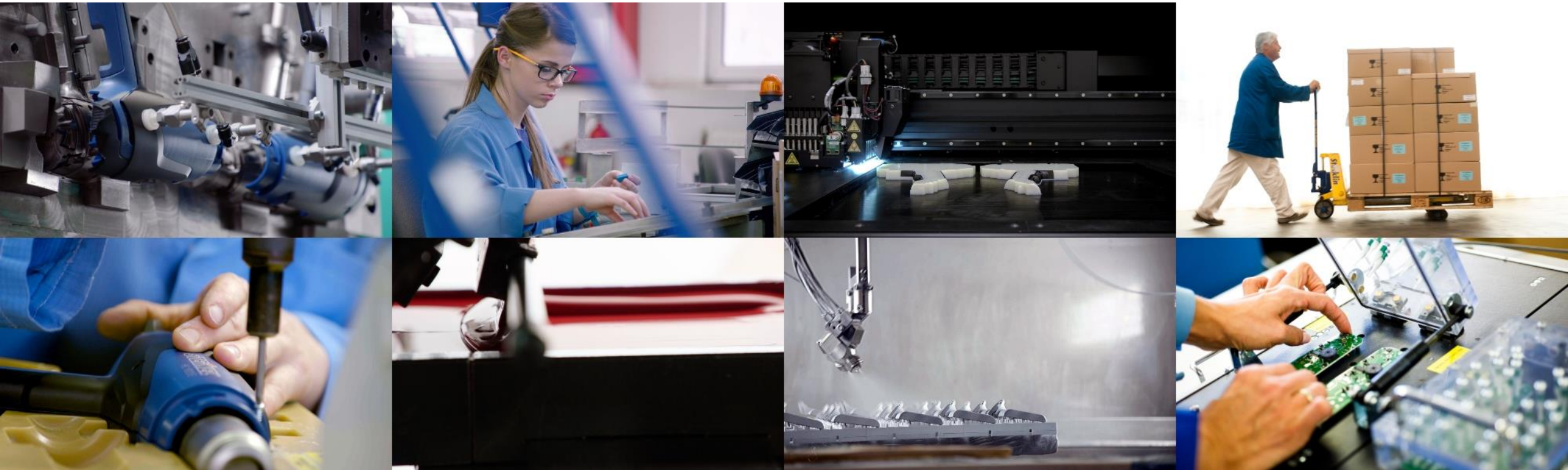
# How your idea becomes products.



Production of high-quality electronic modules - plastics technology – assembly  
Production sites in Europe



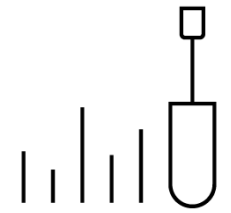
Production





# Everything from a single source.

We are happy to take on the complex tasks of after-sales support and product life cycle management.



Services

Spare Parts  
Management

Obsolete Components  
Management

Repair Service

Compliance

LAWS

STANDARDS

REGULATIONS

REQUIREMENTS

RULES

POLICIES





Up to 120  
new products  
per year

OEM product solutions





# Our values



## Individuals and interaction

more than processes and tools

## Functioning products

more than comprehensive documentation

## Cooperation with customers

more than negotiations

## Responding to change

more than following a plan



# How we manage our customers and their projects.



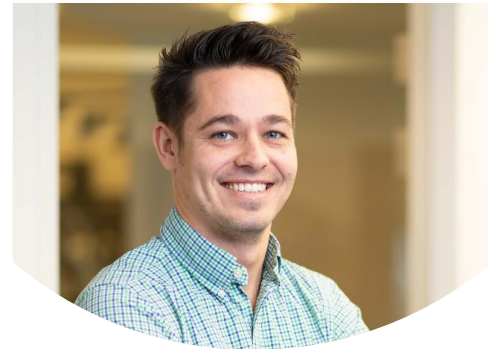
**Customer Teams**



**Marketing & Sales**



**Engineering Teams**





Authorised Economic Operator



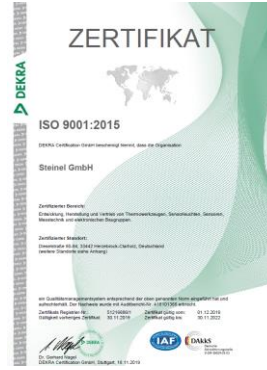
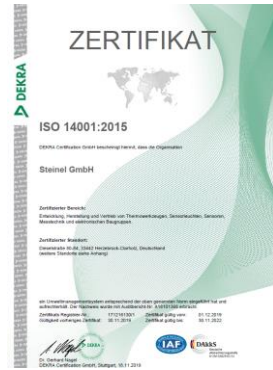
Fachverband für Design,  
Leiterplatten- & Elektronikfertigung



universal home



Trade with purpose



Technology Partner

**SILVAIR**



# Network & Cooperations



**SWISSMEM**

Lucerne University of  
Applied Sciences and Arts

**HOCHSCHULE  
LUZERN**

Technik & Architektur  
FH Zentralschweiz



Schwyzer  
Next\_



we invent