



ENSURING THE FLOW.

Press release

BAUR Prüf- und Messtechnik on the course of growth

Fiscal year 2010 completed successfully

Sulz, 12 April 2011 – During the past fiscal year, BAUR Prüf- und Messtechnik GmbH in Sulz (Austria) was able to continue its course of growth successfully. In 2010, with 125 employees the company achieved a revenue of over 20 million Euro, which is a 20% increase in comparison to last year – a record result for the company established in 1945.

In addition to the activities at the administration and production headquarters in Austria, the BAUR success includes the BAUR Marketing and Service companies in Germany, Great Britain, France, Spain, Brazil and Hong Kong (around 25 employees). The increased sales of fault location and cable diagnostics systems and complete cable test vans is a significant development. The excellent success of BAUR Germany and the sales increases in East Europe, in the Middle East and Far East, remarks BAUR CEO, Gerd Kupper. "Our expectations have been clearly surpassed and we can now implement our expansion and innovation plans by bringing in a high capital."

Besides the expansion of the Sulz office where the electronic and mechanical production takes place, it is the product development that will benefit most notably: If about 17% of the revenue in 2010 was already invested for development of new hardware and software, it should increase to 20% in the current year. The consequent review of the range of devices and the implementation of added benefits (similar to integration of the diagnostics function in the cable tester frida TD in 2010) is part of the future plan as well as new innovations in the cable test van division. Kupper stated: "We would like to offer our customers more technology in a compact space. Our aim is to integrate cable measurement, fault location and cable diagnostics in such a way that multi-functional test vans are attractively priced and neither the vehicle weight nor the complexity represents an investment threshold level."

BAUR would like to offer network operators with innovative products and better opportunities to evaluate the condition of cables or transformer stations (keyword oil testing) and to efficiently manage maintenance of the plant in a technical and economical way.



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Additional capacities for production and development are needed at the Sulz (Austria) location of BAUR Prüf- und Messtechnik. In particular, the company is expecting increased inquiries in the system business and cable test vans.

In 2011, Gerd Kupper, CEO of BAUR Prüf- und Messtechnik GmbH, wants to invest 20% of the turnover in product development.

Reader contact:

Austria:

BAUR Prüf- und Messtechnik GmbH
Raiffeisenstrasse 8 – 6832 Sulz (Austria)
Tel.: +43 (0)5522 4941-0 – Fax: +43 (0)5522 4941-3
headoffice@baur.at – www.baur.at

Switzerland:

Gasenzer AG
Prüf- und Messtechnik
Lochacker 11 - 8340 Hinwil (Switzerland)
Tel.: + 41 (0)44 937 1751 – Fax: + 41 (0)44 937 5126
kontakt@gasenzer.ch – www.gasenzer.ch

Germany:

BAUR Prüf- und Messtechnik GmbH
Friedrich-Bergius-Strasse 12
41516 Grevenbroich (Germany)
Tel.: +49 (0)2181 2979-0 – Fax: +49 (0)2181 2979-10
vertrieb@baur-germany.de – www.baur-germany.de

More information / Press contact:

BAUR Prüf- und Messtechnik GmbH

Carina Loacker

Raiffeisenstrasse 8 – 6832 Sulz (Austria)
Tel.: +43 (0)5522 4941-55 - Fax: +43 (0)5522 4941-8055
c.loacker@baur.at – www.baur.at

Press'n'Relations II GmbH

Ralf Dunker

Guntherstrasse 19 – 80639 Munich (Germany)
Tel.: +49 89 179992-75 – Fax: +49 89 179992-89
du@press-n-relations.de – www.press-n-relations.de