

: Corporate presentation SICK
2011



- : Founded in 1946 - **more than 60 years of sensing technology**
- : About **5,000 employees** around the world
- : Present in **88 countries**:
With almost **50 subsidiaries and equity investments**
+ numerous specialized agencies
- : Group sales of **EUR 748.9 million** in the fiscal year 2010
- : **Widest product and technology range** in the sensor industry
- : **Innovation leader** in sensing technology

SICK - one of the leading manufacturers of sensors and sensor solutions for industrial applications worldwide





Reliable partner for sensor solutions

Thoroughly focused on satisfying your needs

f.l.t.r.

Markus Paschmann

Factory automation segment

Dr. Robert Bauer (Chairman)

Technology

Reinhard Bösl

Logistics and process automation segments

Markus Vatter

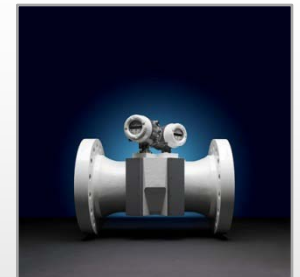
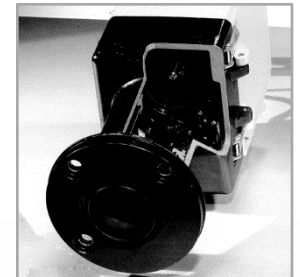
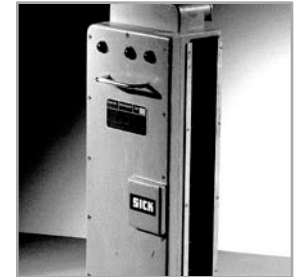
Finance/human resources

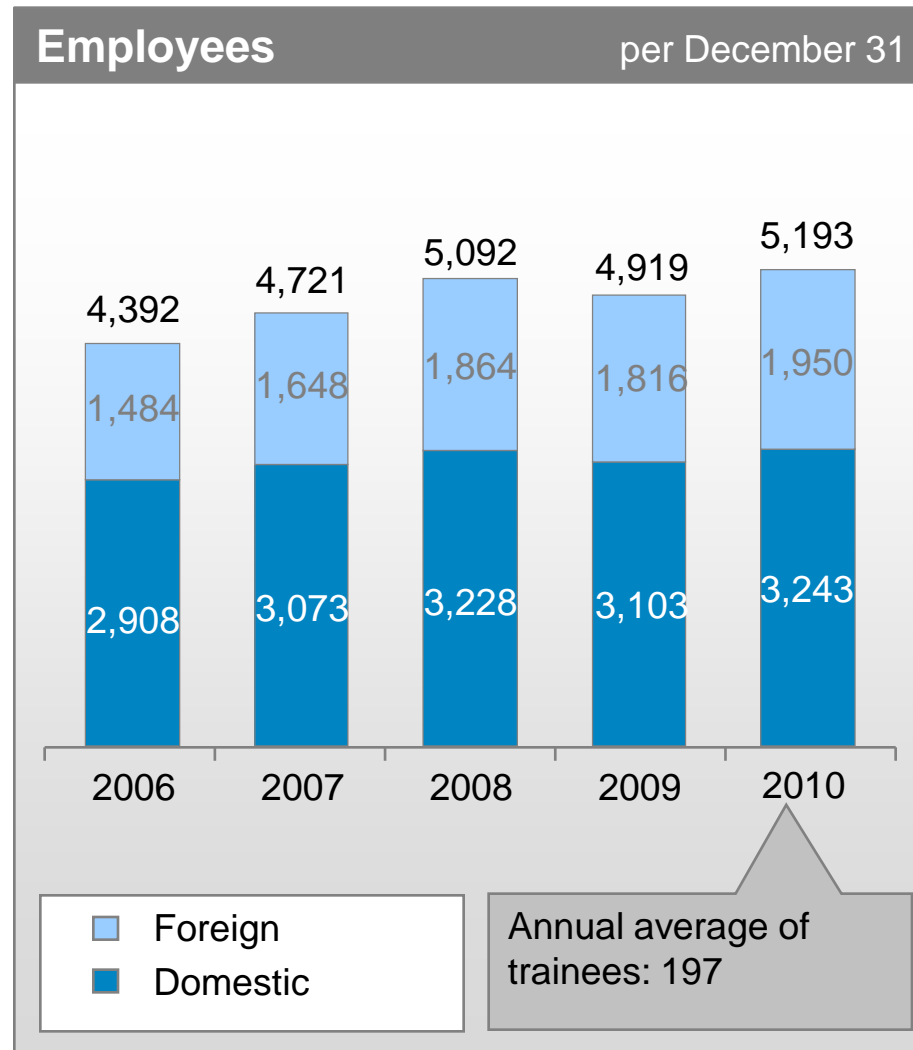
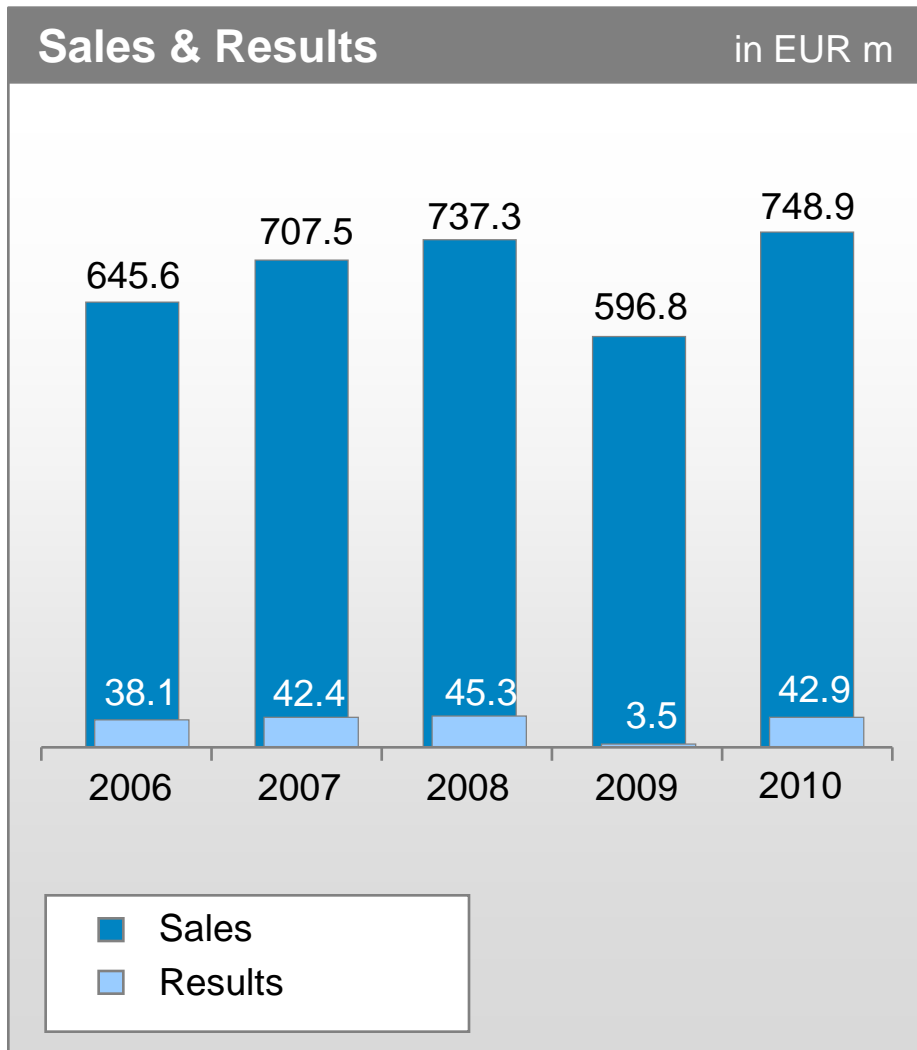


Continuity

Using innovative sensors brings you continuous competitive advantage

- 1950 First photoelectric switch based on autocollimator principle
- 1952 First light curtain for accident prevention
- 1956 First flue gas monitor
- 1978 First in-situ gas measurement device
- 1989 First distance sensor based on laser time-of-flight technology
- 1993 First time-of-flight safety scanner
- 2001 High-speed 2-D code reader
- 2004 First 3-D smart camera / ultrasonic gas flow meter
- 2007 High-end CCD sensor with integrated illumination
- 2008 The world's first safety laser scanner system approved for outdoor use
- 2009 Navigation based on natural landmarks





Wide product range + experience + expertise = efficient solutions for you



Industrial Sensors



Encoder



Identification solutions



Opto-electronic protective devices



Measuring and detection solutions



Safety switches



Fluid sensors



sens:Control – safe control solutions



System solutions



Registration sensors



Analysis and gas flow measurement



Distance sensors



Motor feedback-systems



Automation light grids



Vision



Software



Customized

Increase your performance through an individual automation solution

Detecting



Measuring



Protecting



Identification



Positioning



Networking & Integration



Monitoring & Controlling



Services



We are close to your industry

Your benefit: Easy communication + easy-to-use solutions



Process automation



- Chemical
- Power
- Metal & steel
- Waste & Recycling
- Oil & Gas
- Petrochem & refineries
- Cement
- Environmental management

Factory automation



- Automotive
- Food & beverage
- Pharma & cosmetics
- Print & paper
- Electronic & solar
- Wood & furniture
- Textile
- Motion & drives
- Handling
- Machine tooling
- Robotics
- Packaging

Logistics automation



- Airports
- Ports
- Retail
- Courier, Express, Postal & Cargo
- Traffic
- Mobile vehicles
- Storage & conveyor

We keep your business processes running

Support during the whole machine lifecycle



Secure your investment with consultation and design services



Improve productivity with product and system support



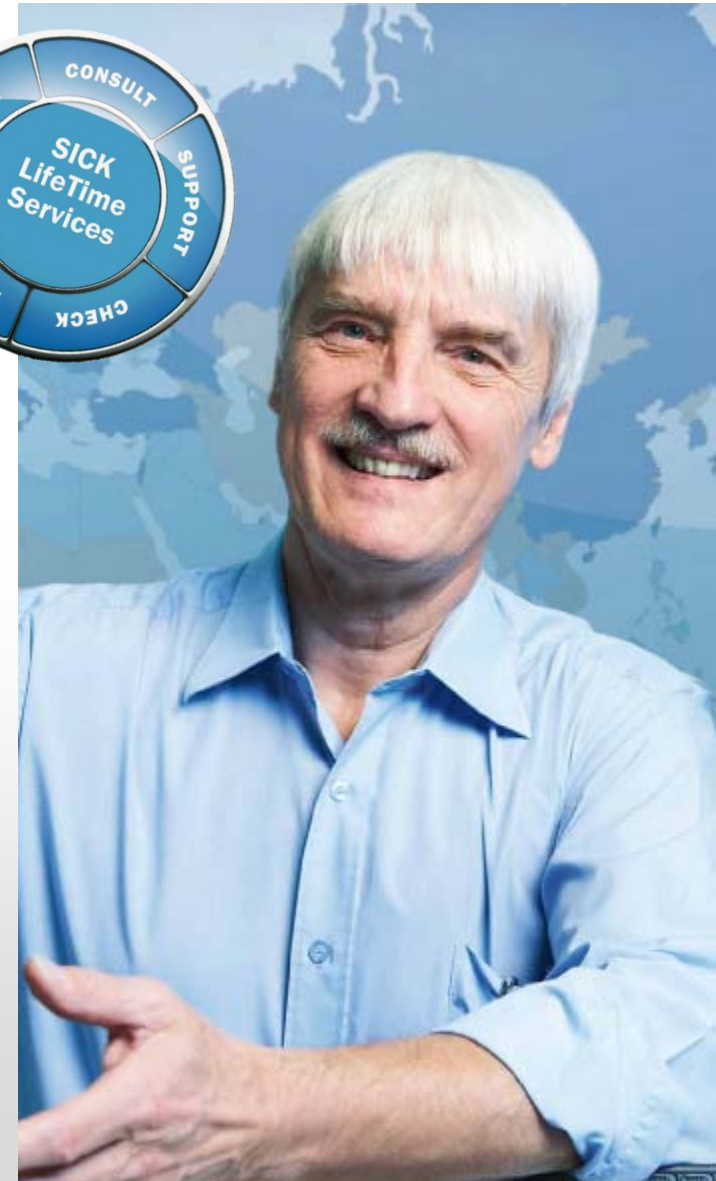
Increase safety with monitoring and optimization



Increase performance through upgrade services and retrofitting

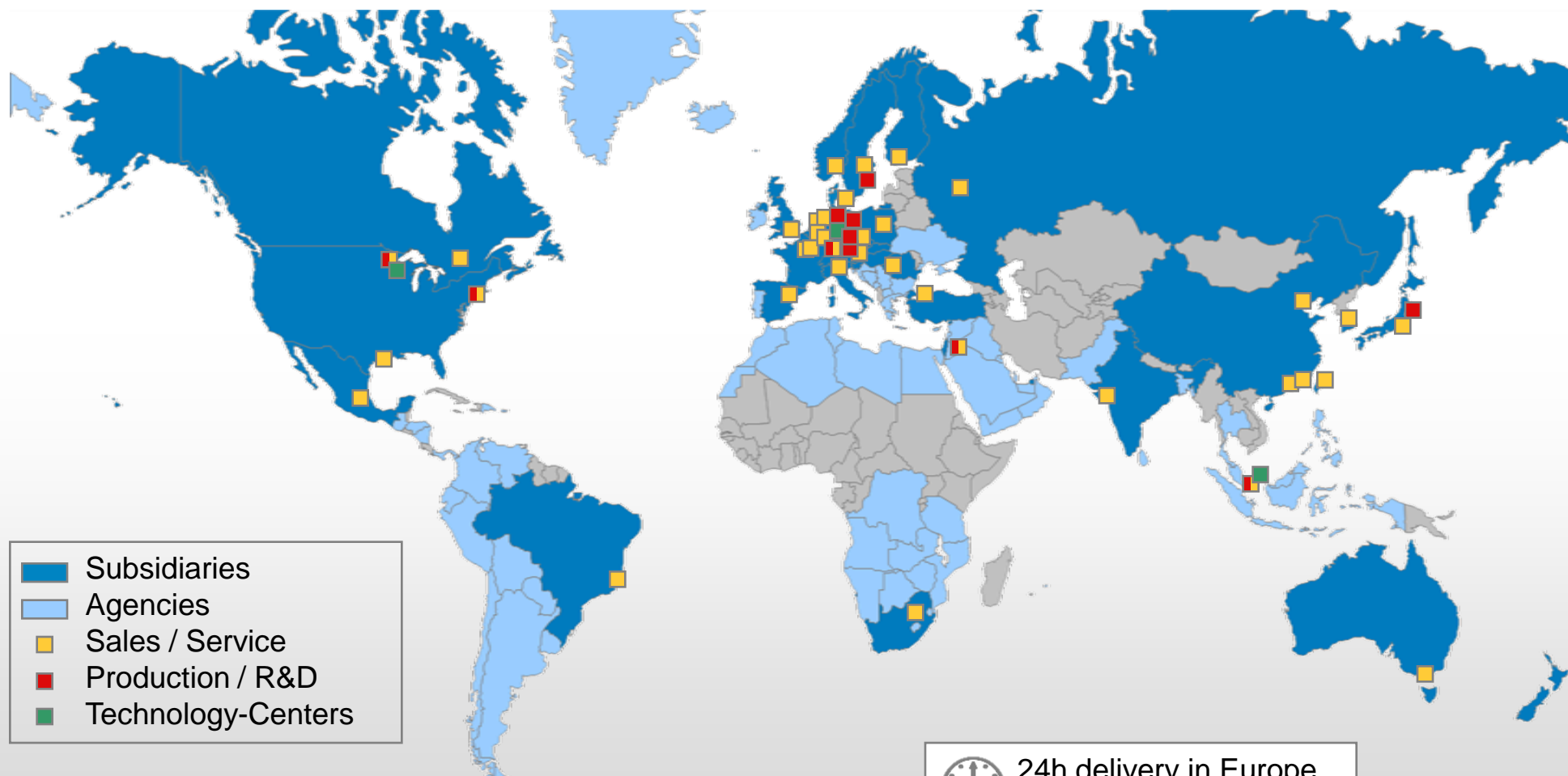


Build competence through training and advanced training



Always close to you

Short distances save you time and money



- Subsidiaries
- Agencies
- Sales / Service
- Production / R&D
- Technology-Centers

 24h delivery in Europe
48h delivery worldwide

How you can benefit from intelligent sensor solutions of SICK

Safe investment



Customer oriented



Efficient solutions



Local contact persons



SICK
Sensor Intelligence.

Comfortable solutions



High performance



On time



Professional services





- : Founded in 1987 as 100% sub.
- : Activity: Sales, Service & Maintenance
- : 32 employees
- : Portfolio of more than 3.000 customers
- : Turnover 13.5 mio EUR in 2010
- : ISO 9002 certification



: Vision of SICK GSB



Vision of
SICK GSB

To become:

- **the “preferred” sensor supplier**
- **in the industrial automation field**
- **by offering the best “overall service”**

“preferred“ = SICK is first mentioned when thinking about sensors

“overall service“ = everything we can do to satisfy the Customer

: Pre-sales

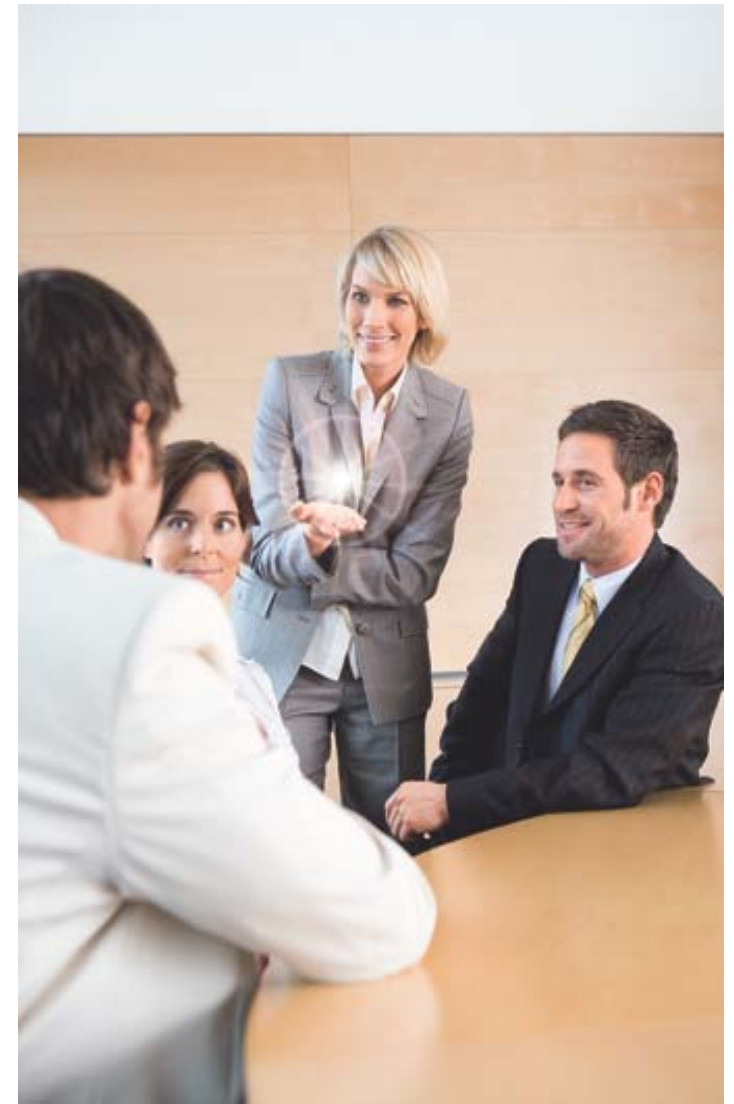
- Consultancy
- Feasibility Studies
- Test Installations / Material
- **Safety Concepts**
- Electrical Diagrams (e-plan)

: Sales

- Lead Generation
- Tandem-visits
- Common End-User Approach

: After-Sales

- Commissioning
- Safety Inspections
- Stop Time Measurement
- Trouble Shooting & Repair
- Exchange Units



: Marketing

- Reference Stories
- Common Events (seminars)

: Logistics

- Fast & Reliable delivery from central stock (97% score)
- Invoicing adopted to your ERP

: Training

- Solutions Overview
- Technical
- Hands-on

: Tools

- Partnerportal 24/7
 - Product Finder
 - Pricing / Availability
 - Status of Shipments

