

# Press release

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**Further information about publication:**

Schüco International KG  
Thomas Lauritzen  
Karolinenstr. 1–15  
33609 Bielefeld, Germany  
Tel.: +49 (0)521 783-233  
E-mail: tlauritzen@schueco.com  
www.schueco.de/press

## Schüco annual report 2017

**Bielefeld. The Schüco Group had a successful end to the 2017 financial year with an increase in turnover of around 8%. The company benefited in particular from the strength of construction activity in Germany. The main driver of this was new residential constructions. A constantly evolving product portfolio, international activity and new digital solutions also contributed to the company's success. Around €50 million was invested in 2017. More than €10 million of this went into the first construction measures to expand the site. The economic capital of the Schüco Group remains over 70%.**

### **2017 – Facts and figures about the Schüco Group**

In 2017 an annual average of 4900 staff worked for the Schüco Group – 150 more than the previous year. The company employed 3350 people in Germany, of which 2200 were in East Westphalia-Lippe.

The Schüco Group generated a turnover of €1.575 billion in the 2017 financial year. Compared to 2016 (€1.460 billion), this represents a significant increase of around 8%.

### **2017 – Metal**

The Metal division accounted for turnover of €1.320 billion, which is an increase of 6.9% compared to the previous year (€1.235 billion). The division also saw growth in double figures in the Netherlands, Italy, Scandinavia, the Baltic countries, the Czech Republic, Poland and Russia. With an increase in turnover of 45%, China is at the top of these rankings. At €490

million, the share of turnover for Germany is 5.1% above the previous year.

In terms of the development and sales of its window, door and façade systems, the Metal division is always focused on architects' design requirements as well as quick fabrication and simple installation. Today's smart windows and doors are highly automated, intelligently networked and offer maximum convenience. Temperature, ambient air quality, sun shading, glare protection, supply of natural light, street and other outside noise, and security are additional factors that influence consistently health-oriented construction methods and therefore Schüco product development as well. With its new design-oriented façade, window and sliding constructions with the narrowest of profile face widths and its smart building solutions, the division is well positioned to meet the construction challenges of the future.

## **2017 – PVC-U**

The PVC-U division also had a successful 2017. With turnover of €260 million, the subsidiary Schüco Polymer Technologies KG in Weißenfels reported growth of 13.3% compared to the previous year (€229.5 million). The drivers of growth in the PVC-U business, in addition to Germany with 8.5%, were the BeNeLux countries, France, Italy, Poland and Russia.

Schüco Polymer Technologies KG develops and sells mainly window, door and sliding systems made of PVC-U. With an array of ventilation solutions, the division has been tackling an important aspect of comfort for years. Serving the trend for floor-to-ceiling windows, the range has also included safety barriers for PVC-U window and door systems for two years now. The subsidiary's latest, time-saving development for fabricators is window, door and lift-and-slide door systems with innovative weld-on EPDM gaskets. With its energy-efficient and coordinated product portfolio and its range of services, Schüco Polymer Technologies KG will continue to hold its ground in a highly competitive market.

## **2017 – Digital roadmap**

For a long time, Schüco has been providing assistance to architects, developers, façade fabricators and installers in the form of digital support for detailed design, planning, calculation, fabrication and installation processes. With the newly established Schüco Digital and Schüco Fabrication areas, as well as the start-up Plan.One ccs GmbH founded on 1 January 2017, Schüco is focused on the further digitalisation of value chains in the construction sector. The aim is to network all the processes from the design and planning of a building project, through to fabrication, installation, use and maintenance, as well as recycling. Plan.One is an intelligent, manufacturer-independent product search engine for architects and developers. Equipped with a standardised database, the tool supports the user by filtering products from the wide range on offer on the market to match their requirements and providing a clear comparison.

## **2018 – Growth through acquisitions**

Schüco expanded its product portfolio in May 2018 with its stake in Sälzer GmbH from Marburg and the acquisition of Soreg AG from Wädenswil in Switzerland. While Schüco and Sälzer GmbH seek to significantly expand business activities in the field of high security, Schüco and Soreg AG are concentrating on the sale and marketing of high-end sliding systems. The new products will be presented at BAU 2019 in Munich, the most important exhibition in the construction sector. Preparations for the exhibition, including a new stand design, are already well underway.

## **2018 – Digital roadmap**

Working with “Digital in NRW” and IHK-Akademie Ostwestfalen, Schüco has set up the first IHK certificate course on digitalisation in metal fabrication to enable employees of specialist metal fabrication companies to meet the challenges of digitalisation too. The first course started in April 2018. In addition to establishing training opportunities across Germany, Schüco is also working on integrating the job profile of the

“digital metal fabricator” in this training so that more young people choose this future-oriented profession in the future.

## **2018 – Site and reference project expansion**

The largest Schüco newbuild and renovation project is the expansion of the Bielefeld site, in which €95 million is being invested. Building work on the new Accessories and Fittings Logistics extension is already completed, having started with a symbolic ground-breaking ceremony in September 2016. The company’s new logistics centre strengthens its logistics leadership in terms of customer benefits. At full capacity utilisation, 20,000 packages can leave the logistics building every day.

The design work on the building at the corner of Kammerratsheide and Schücostraße represents a further step in the development of the Bielefeld site. The slogan “Go Digital” on the printed suspended FACID textile façade from EPS Systems GmbH (a majority shareholding of Schüco since 2016) shows visitors that this is the location of Schüco Digital, Digital Products and Digital Support. In conjunction with the building across the road currently undergoing renovation, which will be home to Plan.One and others, Kammerratsheide will become a new hotspot of digital activity at Schüco.

Preparations are also underway for a new Welcome Forum as a focal point on the Schüco Campus. The architectural practice one fine day from Düsseldorf has designed this “heart” of Schüco for staff and guests as an experience that is an appealing combination of the system showroom, the digital world of construction and the Schüco machinery, as well as meeting rooms, a café and a shop.

Work on the new car park on Schüco Straße is making steady progress, and partial building approval has already been granted for the extension of the company headquarters, meaning that construction of the newbuild designed by Copenhagen architects 3XN can get underway in summer 2018. Two old and outdated office buildings on the site at the

corner of Karolinenstraße and Herforder Straße have been demolished to make space.

## **2018 – Sustainability**

Sustainability is part of the business model at Schüco. The company supports investors, architects and partner companies in constructing sustainable building envelopes – from planning and implementation through to recycling. A considerate use of resources and controlled cycles are part of the 360 degree sustainability concept that covers the entire life cycle of a building project.

It is especially important in the construction sector that resources are used in managed material cycles that do not harm people or the environment. Cradle to Cradle is the concept behind this. Schüco has already had the majority of its aluminium systems certified in accordance with this standard. The first C2C-inspired building to be built in Germany is the RAG building at the Zollverein coal mine in Essen, which is fitted with C2C Silver certified Schüco windows.

Taking responsibility in the supply chain is another aspect of the Schüco sustainability strategy. In the Metal division, Schüco is committed as an active founding member of the ASI (Aluminium Stewardship Initiative) to a sustainable aluminium industry and designing sustainable standards, and also takes responsibility itself as a link in the supply chain.

Schüco Polymer Technologies KG (PVC-U division) was certified with the VinylPlus label at the start of 2018 and is therefore one of the first companies in the industry to be recognised for its active contribution to the sustainable development of PVC-U applications.

For Schüco, acting sustainably also means taking responsibility for social issues. For this reason, climate protection has been an important topic for many years. As a founding member of the 2° Foundation, the company is involved in addressing the climate targets adopted at the global climate summit in Paris within the economy and developing practical recommendations for action. Schüco is also prepared on many internal levels to

reduce energy consumption and thereby its carbon footprint too.

## **2018 – Outlook for the second half of the year**

In Germany, Schüco sees a continued positive market environment for 2018 and therefore further growth in the Metal and PVC-U divisions. The continuing low interest rate level and the booming residential construction situation in Germany are expected to keep investment in property attractive. However, the shortage of skilled workers in the construction sector is leading to some delays on large projects. The education and training of young people in a future-oriented and interesting profession is therefore one of the key tasks of this industry.

The development of the international markets is very difficult to assess. The consequences of Brexit remain to be seen, and developments in Russia, Turkey and the USA do not allow a reliable prognosis.

## **Schüco – System solutions for windows, doors and façades**

Based in Bielefeld, the Schüco Group develops and sells system solutions for windows, doors and façades. With more than 4900 employees worldwide, the company strives to be the industry leader in terms of technology and service today and in the future. In addition to innovative products for residential and commercial buildings, the building envelope specialist offers consultation and digital solutions for all phases of a building project – from the initial idea through to design, fabrication and installation. 12,000 fabricators, developers, architects and investors around the world work together with Schüco. The company is active in more than 80 countries and achieved a turnover of 1.575 billion euros in 2017. For more information, visit [www.schueco.com](http://www.schueco.com)

High-resolution pictures are available to download in the Schüco Newsroom at [www.schueco.de/press](http://www.schueco.de/press).

**Picture credits: Schüco International KG**



Andreas Engelhardt, Managing Partner of Schüco International KG.

**Picture credits: OUTOFBOX, Latvia**

**Photographer: Māris Ločmelis**



Private house in Cēsis (Latvia)

The client's desire for almost frameless transparency was realised with aluminium façades and sliding systems from Schüco.

**Picture credits: Schüco International KG**



A lighthouse for the world:

The new headquarters for the Antwerp port authorities was the result of the interaction between three spatial elements: the existing listed building, a concrete bridge and the vertical extension with aluminium system technology from Schüco.

**Picture credits: Schüco Polymer Technologies KG**

**Photographer: Jochen Helle**



Forward-looking living:

Schüco PVC-U energy-saving windows are part of the holistic energy concept of the climate protection housing estate in Mönchengladbach.



**Picture credits: Schüco International KG**



Bielefeld site expansion:

Andreas Engelhardt, Managing Partner of Schüco International KG, in front of the construction site for the new Schüco car park.

**Picture credits: 3XN Architects**



Bielefeld site expansion:

With an investment of €95 million, the expansion of the Bielefeld site is the largest Schüco building project in the company's history.

**Picture credits: Schüco International KG / kopterwork**



Bielefeld site expansion:

Aerial view in July 2018.

**Picture credits: Schüco International KG**



**Bielefeld site expansion:**

The new Accessories and Fittings Logistics extension will allow the company to strengthen its logistics leadership in terms of customer benefits.

**Picture credits: Schüco International KG**

**Photographer: Jens Kirchner**



The new RAG building at the Zollverein coal mine in Essen is the first C2C-inspired building to be built in Germany – fitted with C2C Silver certified Schüco windows.