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**PRESS RELEASE**

* **BBG satisfied with 2018, 2019 Innovation Day, and celebration of 20-year anniversary**
* **New mold carrier systems for large panoramic sunroofs**

*Mindelheim/Germany, 5. March 2019.* The BBG Group generated total sales of around € 27 million in 2018. Domestic customers accounted for about 18%, customers from the rest of Europe for 11%. Asia contributed 39%, the NAFTA states USA, Canada and Mexico 32%. While BBG saw a significant decline in sales in China, growth in North America was exceptionally strong. Sales in Germany and in the rest of Europe was stable. As expected, total revenues were below the record level of the extraordinarily successful previous year, when sales revenues amounted to € 30 million.

The headcount remained virtually unchanged at 170, with one hundred employees being based at Mindelheim, sixty at BBG Asia and ten at BBG North America. BBG expects stable revenues in 2019, the year of its 20th anniversary.

While in 2018 the subsidiaries in China and the USA almost exclusively focused on mold making, this division contributed 57% of sales in Germany. The focus was on encapsulation molds for the automotive industry. In addition, molds for the mass production of demanding composite components for applications in the automotive and aircraft industries were manufactured.

The remaining 43% of revenues were generated by mechanical and plant engineering. In addition to the standard models of BBG mold carrier systems, end-to-end systems including extraction cabins and mold changing systems sold well. Demand was also keen for the "GlassLine" high-pressure polyurethane metering machine for glass encapsulation, which was developed jointly with Hennecke.

The lion's share of all revenues was generated by customers in the automotive industry, who accounted for 95% of all revenues.

**Satisfied with sales and earnings, many investments planned for anniversary year**

As with sales, BBG is satisfied with the earnings. A substantial part of the investments planned for 2019 can therefore be financed from profit. Plans include the acquisition of three milling centers that are worth around €2.5 million. They are intended for refurbishing the locations in Germany and for expanding capacities in the USA. A new logistics hall will also be completed shortly at Mindelheim. Additional expenditure is earmarked for ongoing training and further education as part of personnel development.

**Two new mold carrier systems for large panoramic sunroofs announced at Innovation Day in May**

With the newly developed mold carrier systems, the company is responding to the trend in automotive engineering towards ever larger one-piece panoramic sunroofs. For their production, the manufacturers require both larger molds for glass encapsulation and suitably dimensioned mold carrier systems which, despite their size, allow for ergonomic and efficient operation. BBG has explored and evaluated various machine designs over the past few months to meet this need.

Two of the designs were completed in detail and are currently under construction. Together with new software for controlling mold carrier systems, they will premier at BBG's anniversary innovation day in Mindelheim on Friday, 17 May. The mold making department will also be presenting various innovations for which a patent has been applied, which will help to simplify the customer's manufacturing process and further improve component quality.

**Similar volume of sales expected in 2019 despite increasing uncertainty**

Despite all uncertainties, the managing partner Hans Brandner anticipates stable sales for 2019. However, he expects incoming orders to be slow in the current year: "Many customers are unsettled by the increasingly less reliable international framework conditions. This applies in particular to the trade and economic policy of the US with demands for 'America first'". In China, an increasing number of Chinese customers also buy machines from domestic suppliers while, at the same time, a decline in automobile sales must be expected, which will lead to a shrinking market.

BBG plans to canvass additional customers primarily with mold and mold carrier systems for processing composites, and will therefore also be exhibiting at this year's JEC World in Paris.

**Awards for mold making and customer orientation from BBG**

The high quality of the products and BBG's good customer orientation were honored with two awards in 2018. In the "Excellence in Production" competition the Mindelheim-based company made it into the finals of the best mold makers in German-speaking countries. The organizers are the Machine Tool Laboratory WZL of the RWTH Aachen University and the Fraunhofer Institute for Production Technology, both based in Aachen.

In 2018, Webasto also presented BBG with the Partnership Award in recognition of its particularly good partnership. The company, one of the 100 largest international suppliers to the automotive industry, honored BBG as one of five top suppliers.

**BBG’s customers are active the world over**

BBG GmbH & Co. KG, a manufacturer of molds, machinery and plants, is a renowned specialist for the plastics-processing industry. In addition to end-to-end production lines, BBG designs, develops and manufactures molds for processing polyurethane (PUR), PVC, TPE and other elastomers, as well as a wide range of fibre composite materials. These include production processes such as PUR-CSM (PUR-Composite Spray Molding), LFI (Long Fiber Injection), RTM (Resin Transfer Molding), SMC (Sheet Molding Compound) or GMT (Glass Mat Reinforced Thermoplastic), which are used depending on the desired properties of the final products. The company also focuses on solutions for light-weight construction, the processing of composites and the production of fiber composite components in a large number of industries.

BBG, the family-owned business, which is located in Mindelheim/Allgäu and is run by Hans Brandner, supply their products to their customers all over the world, with the Asian market playing an important role in addition to the markets in Europe and North America. With a headcount of 170, BBG generated global sales to the tune of EUR 27 million in 2018.

**Photos:**



Photo 1:

In the automotive industry, the trend is towards ever larger one-piece panoramic sunroofs. (Photo: © Vladimiroquai / Shotshop.com).

Ein Bild, das drinnen, Boden, Gebäude enthält.

Automatisch generierte Beschreibung

Photo 2:

In addition to the standard models of the BBG mold carrier systems, end-to-end systems including extraction cabins and mold changing systems sold well in 2018 (Photo: BBG GmbH & Co. KG).

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