



Sustained success with niche product and consistent customer orientation

Belimo increases sales and profits

Wetzikon, January 19, 1999 - The worldwide leader in the field of positioning actuators for heating, ventilating, and air-conditioning systems, the Belimo group, again looks back on a successful business year - 1998 - and presents very good annual results. While net sales increased by 6.5 percent to CHF 152 million, profits increased more than proportionately by 11 percent to CHF 17 million, in part due to the special tax situation of the Canton of Zurich.

The distinctly strongest percentage increase of sales - about 9 percent in the national currency - was again achieved in the USA. In spite of difficult market conditions in Europe, commendable growth rates of 5 percent and higher market shares were achieved.

The sustained success of the Belimo group is based on its clear focus on a niche product (positioning actuators for ventilating and air-conditioning systems) and a consistent market and customer orientation. Lean production and manufacturing processes are supplemented by top quality of products and applications.

Substantial growth and attractive earnings are expected for the current year. Targeted new and further developments make the worldwide market leader feel optimistic.