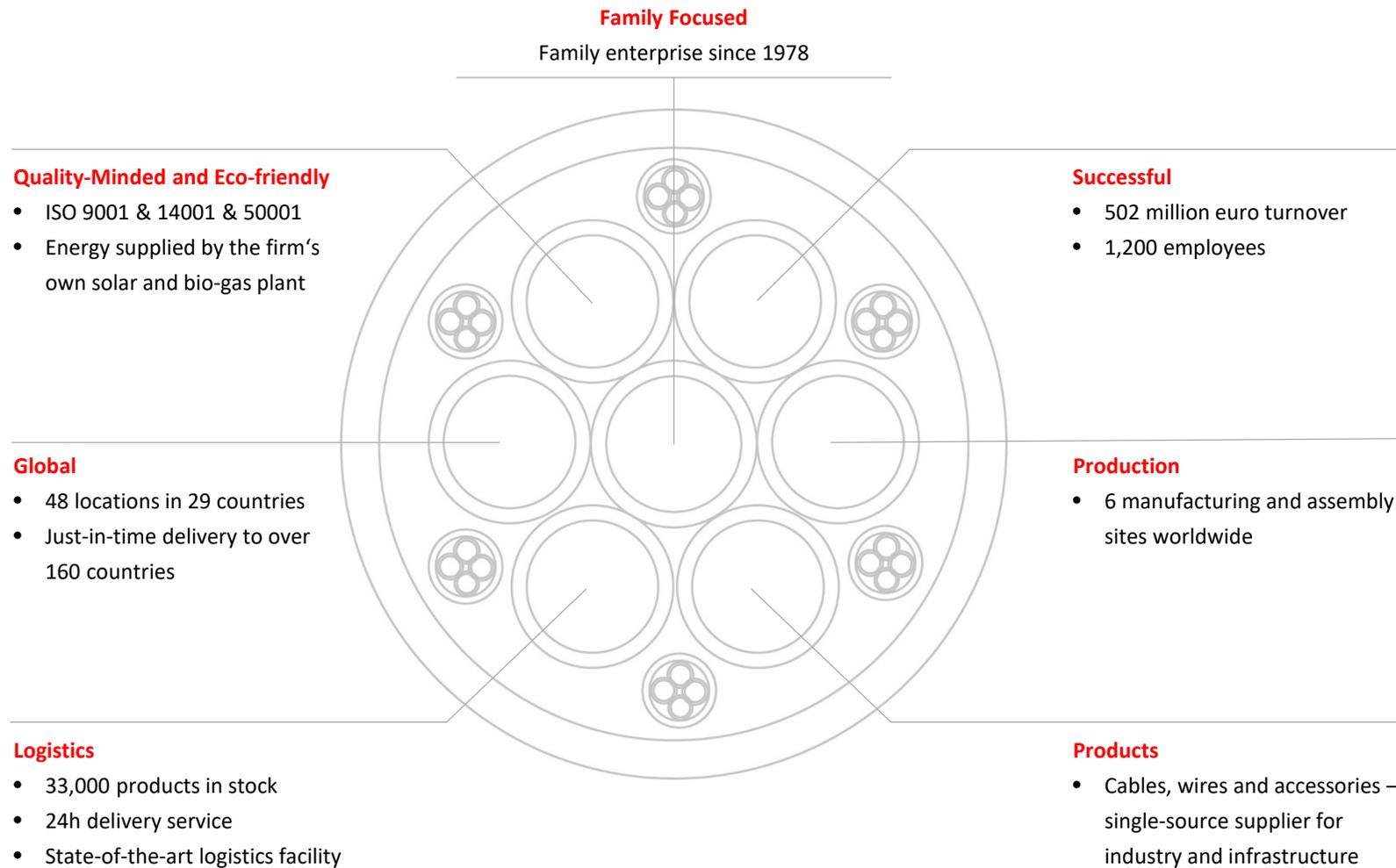




Company Presentation | 2018

■ What makes us unique!



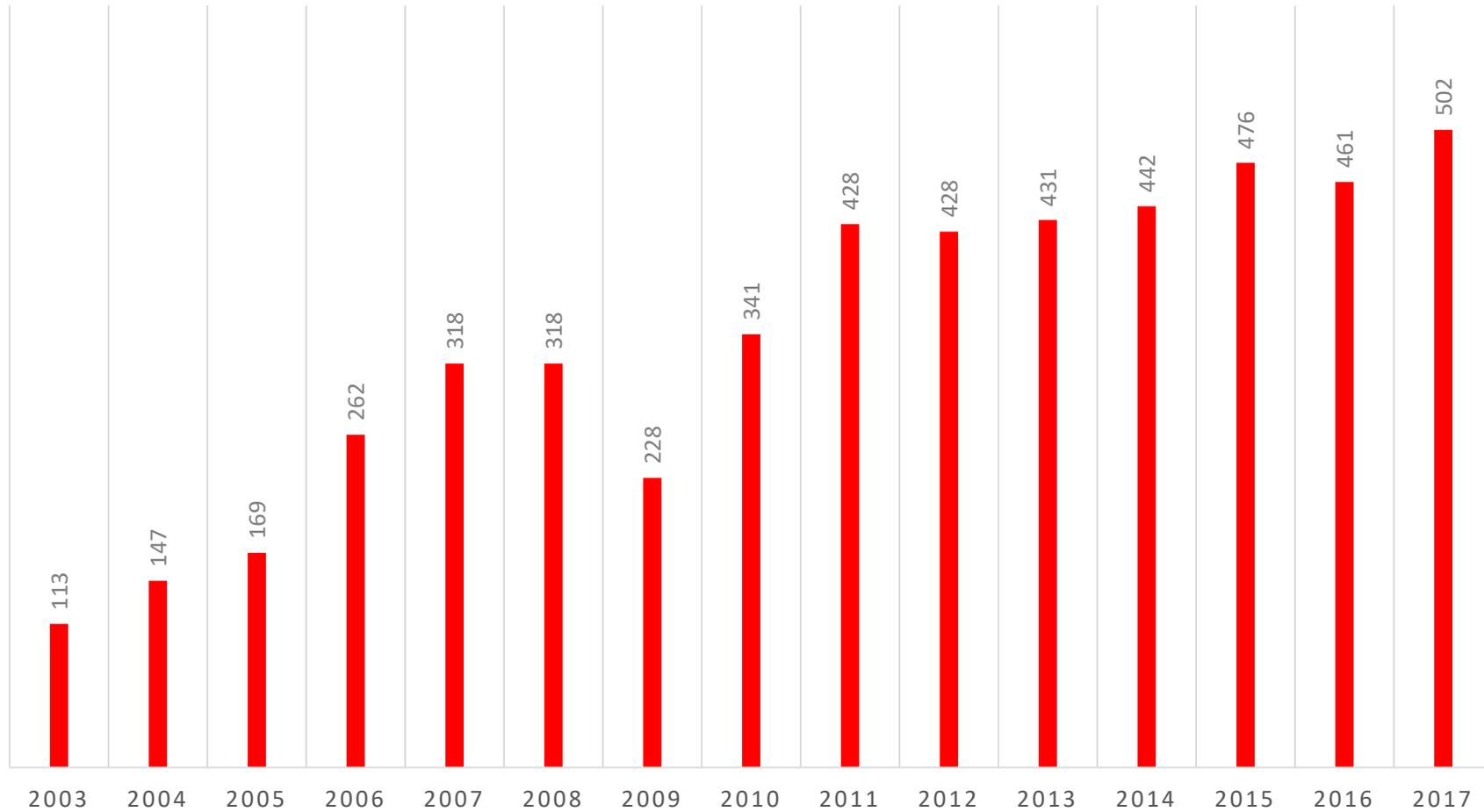
■ Profile

Founded	April 1 st 1978
Chief Executive	Helmut Luksch, Marc Luksch, Andreas Hoppe
Sales 2017	€ 502m
Share capital	€ 5m
Headquarters	Hemmingen, Stuttgart
Branches (National)	Windsbach · Itzehoe · Limbach-Oberfrohna · Neuenhagen · Oberhausen
Branches (International)	Austria · Belgium · Brazil · Bulgaria · Canada · China · Czech Republic · France · India Indonesia · Italy · Malaysia · Mexico · Netherlands · Poland · Portugal · Russia Singapore · South Africa · South Korea · Sweden · Switzerland · Thailand · Turkey UAE · United Kingdom · USA · Vietnam
Subsidiaries and Investments	Kabelmat® Wickeltechnik GmbH (Glatten, Germany) Robotec Systems GmbH (Kamp-Lintfort, Germany) Kabelwerk Meißen Wilhelm Balzer GmbH (Meißen, Germany)
Employees	> 1,200

History

- 1978** HELUKABEL® GmbH founded
- 1980** Nationwide Sales Force established
- 1984** Exporting initiated
- 1988** Manufacturing facility opened in Windsbach, Germany
- 1989** Established branches in new German States (East Germany)
- 1990** HELUKABEL® Sweden founded
- 1994** HELUKABEL® Switzerland founded
- 1997** Manufacturing capacity doubled
- 1998** HELUKABEL® France founded
- 2000** HELUKABEL® Netherlands and Poland founded
- 2001** New Logistics Centre opened
- 2002** HELUKABEL® Czech Republic, Singapore, China and South Korea founded
- 2003** HELUKABEL® India founded
- 2005** HELUKABEL® Turkey and Thailand founded
- 2006** HELUKABEL® Russia founded
- 2007** HELUKABEL® USA and Italy founded
- 2008** Expansion of the manufacturing capacity and HELUKABEL® Belgium founded
- 2009** Acquisition of Kabelmat® GmbH, Glatten
- 2010** HELUKABEL® South Africa and Malaysia founded
- 2012** Acquisition of Robotec Systems GmbH, Kamp-Lintfort
Majority participation of Kabelwerk Meißen Wilhelm Balzer GmbH
- 2013** HELUKABEL® Canada, Indonesia, United Kingdom founded;
Representation in the United Arab Emirates established;
Opening of expanded High-Technology-Logistics-Centre at the Headquarters in Hemmingen
- 2014** HELUKABEL® Austria founded
- 2015** Expansion of the production facility in Windsbach, Germany
- 2016** HELUKABEL® Vietnam, Portugal, Brazil and Mexico founded
- 2017** HELUKABEL® Bulgaria founded

■ Sales HELUKABEL® Group – in millions of €



■ HELUKABEL® Europe

- HELUKABEL®
- Partners



HELUKABEL - Germany

Hemmingen · Windsbach · Itzehoe · Limbach-Oberfrohna · Neuenhagen · Oberhausen

HELUKABEL - Europe

Austria, Belgium, Bulgaria, Czech Republic, Denmark, France, Italy, Netherlands, Poland, Portugal, Russia, Slovakia, Sweden, Switzerland, Turkey, United Kingdom

HELUKABEL - Partners

Belarus, Croatia, Estonia, Iceland, Finland, Greece, Hungary, Lithuania, Norway, Romania, Serbia, Slovenia, Spain, Ukraine

Company

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■ HELUKABEL® Global Sites

- HELUKABEL®
- Partners



HELUKABEL - Worldwide

Austria, Belgium, Brazil, Bulgaria, Canada, China, Czech Republic, Denmark, France, Germany, India, Indonesia, Italy, Malaysia, Mexico, Netherlands, Poland, Portugal, Russia, Singapore, Slovakia, South Africa, South Korea, Sweden, Switzerland, Thailand, Turkey, UAE, United Kingdom, USA, Vietnam

Partner - Worldwide

Australia, Belarus, Chile, Estonia, Finland, Greece, Hungary, Iceland, Israel, Japan, Croatia, Lithuania, Nigeria, Norway, Philippines, Romania, Serbia, Slovenia, Spain, Taiwan, Ukraine

Company

Production & Development

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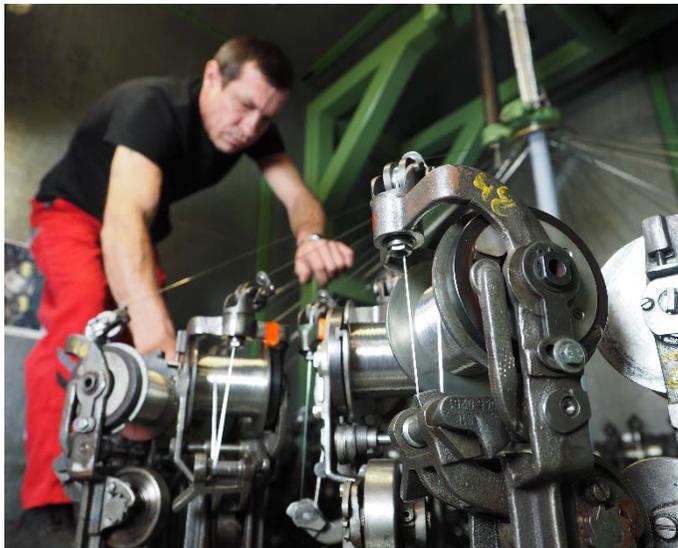
Services

References

■ Production site Germany

In our two facilities, we use the latest production methods in manufacturing. We produce more than 1 million kilometres of wire annually (that's 25 times around the globe)! More than 300 employees are specialized in making high-quality standard and custom cables.

By using the latest in cable technology, and cooperating with international testing institutes, we are an innovation leader in the areas of automation, data technology, building management systems, and renewable energy.



Our production in numbers

- 50,000 m² production facility
- 26 extrusion machines
- 20 stranding machines
- 60 braiding machines
- Cables and wires from 0.05 to 1,000 mm²
- According to:
VDE, EAC, UL, CSA, HAR, CCC, Germanischer Lloyd, TÜV approvals and according to customer specifications

MADE IN GERMANY

Company

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■ Production site China

Produced for the Asian market

HELUKABEL® operates a new production facility in Taicang (near Shanghai) in China. 7,000 sqm of production space is ready to produce cables and wires for the Asian market.

Focus will be on quality flexible and highly flexible cables and wires, manufactured according to Chinese and international standards. Adjustable manufacturing cells that allow for short delivery times and the proximity to HELUKABEL's logistics centre offer essential advantages for executing large projects in the Asian market.



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■ Research & Development

We develop optimal cable solutions for our customers, focusing on products for continuous-flexing applications with a high degree of vertical integration. Extreme chemical, electrical and mechanical durability, small bending radii as well as exceptionally long service lives are part of the requirements of our customers.

New products are tested in a state-of-the-art research and development centre to ensure their suitability for practical application and readiness for series production. By randomly inspecting samples during production, we make sure that our products meet the highest quality standards.



Our testing facilities

- Test tower for wind power cables
- Drag chain test equipment
(1m, 3 m, 5 m, 6 m, 18 m, 20 m and 40 m accelerations of up to 50 m/ s²; speeds of up to 10 m/s)
- Fire-resistance testing equipment
- Scrape-off equipment
- Test equipment for bending and torsion requirements
- Aging ovens in accordance to UL, VDE, CSA, HAR, TÜV, CCC standards

■ Logistics Centre

HELUKABEL® has Europe's largest and most modern distribution centre for cables and wires.

The majority of the 33,000 products are stored in the 160,000 m² warehouse in Hemmingen, near Stuttgart.

In our new logistics centre we use state-of-the-art material handling and control technology, which enables us to pack thousands of just-in-time orders every day and ship them to customers worldwide.



Our logistics centre in numbers

- 40,500 pallet spaces
16 aisles with 16 storage and retrieval devices
- 36,800 locations in small-parts warehouse,
Capacity: 1,000 bins per hour
- 670 locations in the heavy-load storage area
with reels of max. 4,000 kg and 2.2 m ϕ
- 2 km conveyer section for pallets
- Conveyer connects directly to the cable-cutting machines
- Manual process reduced to merely packing
- Building: 380 m long, 60 m wide, 24 m high

Company

Production & Development

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■ Cable Management

You focus on your business and we'll look after the warehousing and the demand-driven supply.



Your benefits

- Reduction of stock and the amount of capital tied-up
- Use of the staging area we provide and personnel resources for other tasks
- Avoidance of remainder of stock
- Supply in desired length and markings for immediate processing
- Security of supply due to safety stocks

Read more about this here:

www.helukabel.com/cablemanagement

Company

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References

■ Logistics Centre - Infrastructure

In Berlin, HELUKABEL® manages the central warehouse location for underground and medium-voltage cables, as well as other infrastructure cables.

Our 5,000 m² indoor and 50,000 m² outdoor storage areas allow us to rapidly deliver cables from 1-30 kV to construction sites and major project locations.

Our patented heavy-duty cutting machines, which can support up to 10 tons in weight, are the largest of their type in Germany.



Our Berlin warehouse in numbers

- 11,000 cable drums in stock
- Mechanical processing of drums up to 2.80 m Ø and 10 t weight
- 10 drum-rewinding machines
- Cable-cutting with state-of-the-art 1,200 mm² cutting tools
- 24h delivery within Germany possible

Company

Production & Development

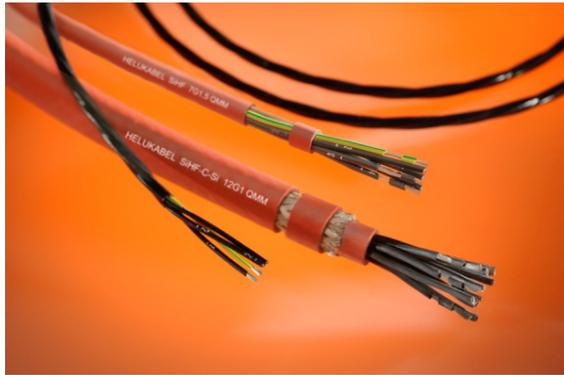
Logistics

Products

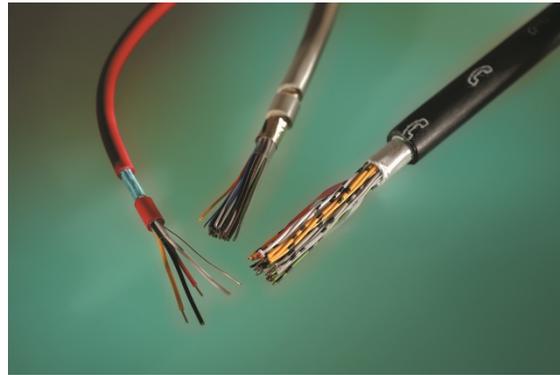
Services

References

■ Cables, Wires & Accessories



Industrial Cables & Wires



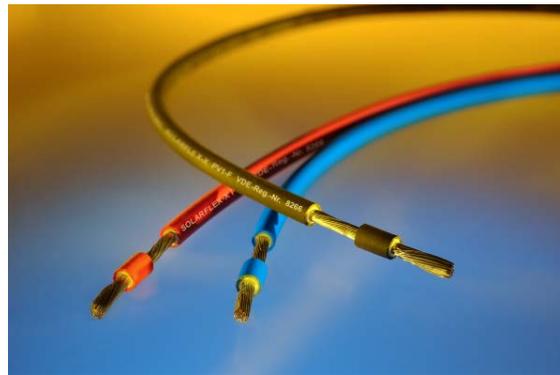
Infrastructure Cables & Wires



Data, Network & Bus Technology



Media Technology



Custom Cables



Cable Accessories

Company

Production & Development

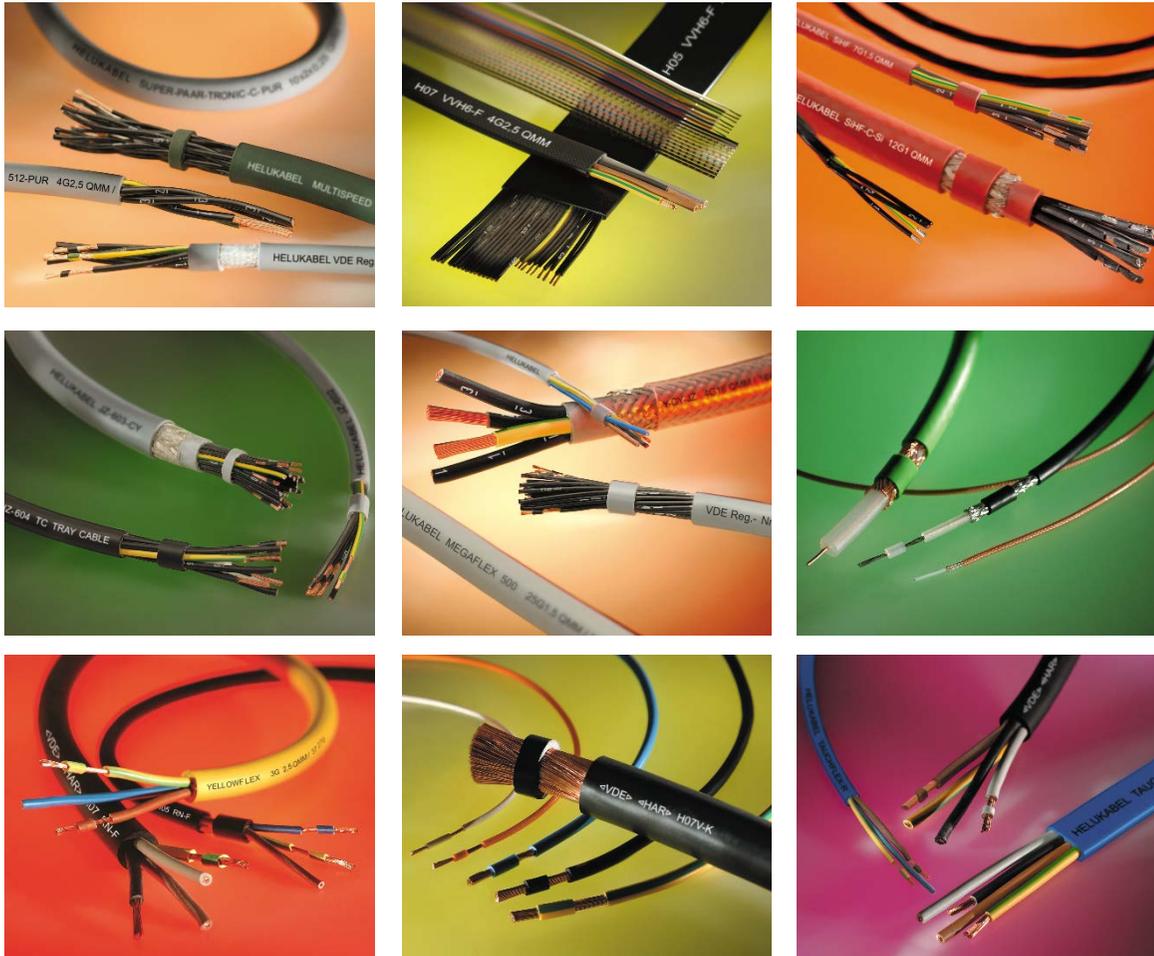
Logistics

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References

■ Industrial Cables & Wires



HELUKABEL delivers cables and wires for virtually any industrial application:

- Flexible control cables
- Data and computer cables
- Heat-resistant cables
- Cables according to international approvals
- Coaxial cables
- Flat and ribbon cables
- Motor, servo and feedback cables
- Drag chain cables
- All-weather and rubber cables
- Trailing cables
- Robotics cables
- Water-resistant cables
- Single core cables
- Compensating cables

Company

Production & Development

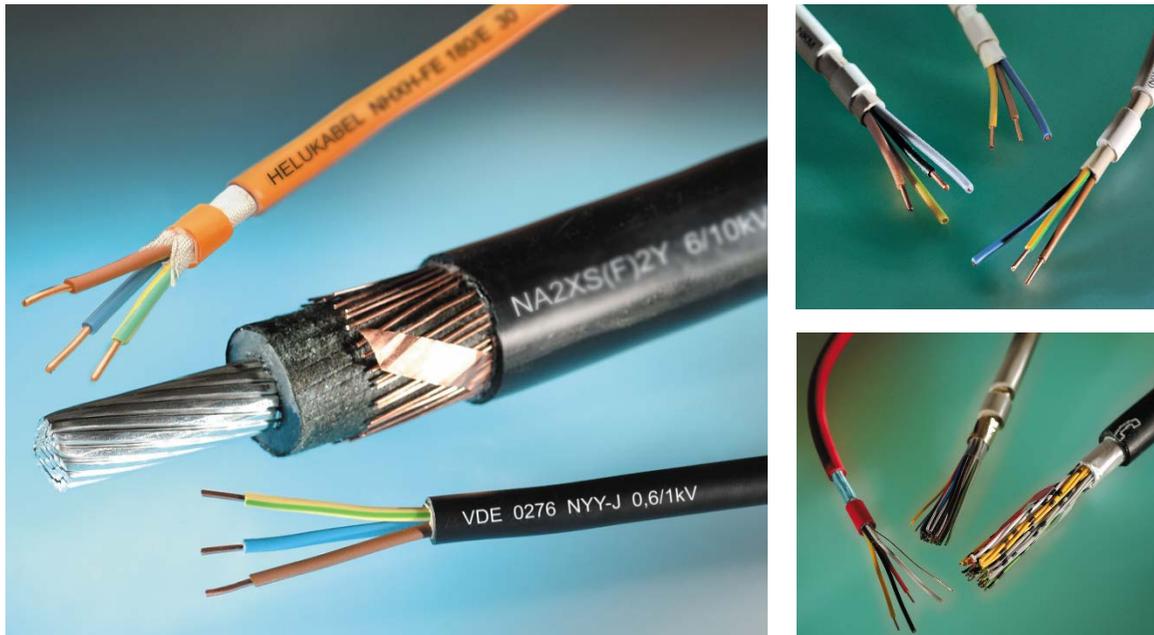
Logistics

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References

■ Infrastructure Cables & Wires



HELUKABEL® is an international supplier of infrastructure cables and wires. We supply our domestic and international customers with power, medium-voltage and infrastructure cables from our central, Berlin-based storage warehouse.

Our standard program consists of:

- Installation cables
- Fire warning cables
- Telephone cables
- Power cables
- Security cables
- Medium-voltage cables

Company

Production & Development

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References

■ Data, Network & Bus Technology



HELUKAT[®]

HELUCOM[®]

HELUKAT[®]
CONNECTING SYSTEMS

HELUCOM[®]
CONNECTING SYSTEMS

HELUKAT[®]
CONNECTING SYSTEMS INDUSTRY

HELUCOM[®]
CONNECTING SYSTEMS INDUSTRY

HELUKABEL[®] offers an entire range of data, network & bus technology products. We assist customers with demand analysis, planning, cable and accessory supply, installation, commissioning and final inspection, all from one source.

Our product range covers:

- Fibre-optic cables (GOF, HCS, POF)
- Copper data cables (Category 5 to 8)
- Industrial Ethernet
- Bus cables
- Copper connecting equipment (office + industry)
- Fibre-optic connecting equipment (office + industry)
- Network system cabinets
- Splicing systems and measuring equipment
- Active components
- Product training

Company

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References

■ Media Technology



HELULIGHT **HELU**SOUND **HELU**EVENT®

Our cables have ensured perfect performances on Europe's leading musical and theatrical stages. They are also used in professional television, radio and studio equipment.

Our media technology product range encompasses cables for indoor and outdoor use. It guarantees high transmission-quality for fixed installations or for moving applications.

Our comprehensive range of products includes:

- AES/EBU audio cables
- DMX cables
- Loudspeaker cables
- Instrument cables
- Microphone cables
- Video cables
- Load cables
- Connection equipment
- Special cables as per your requirements

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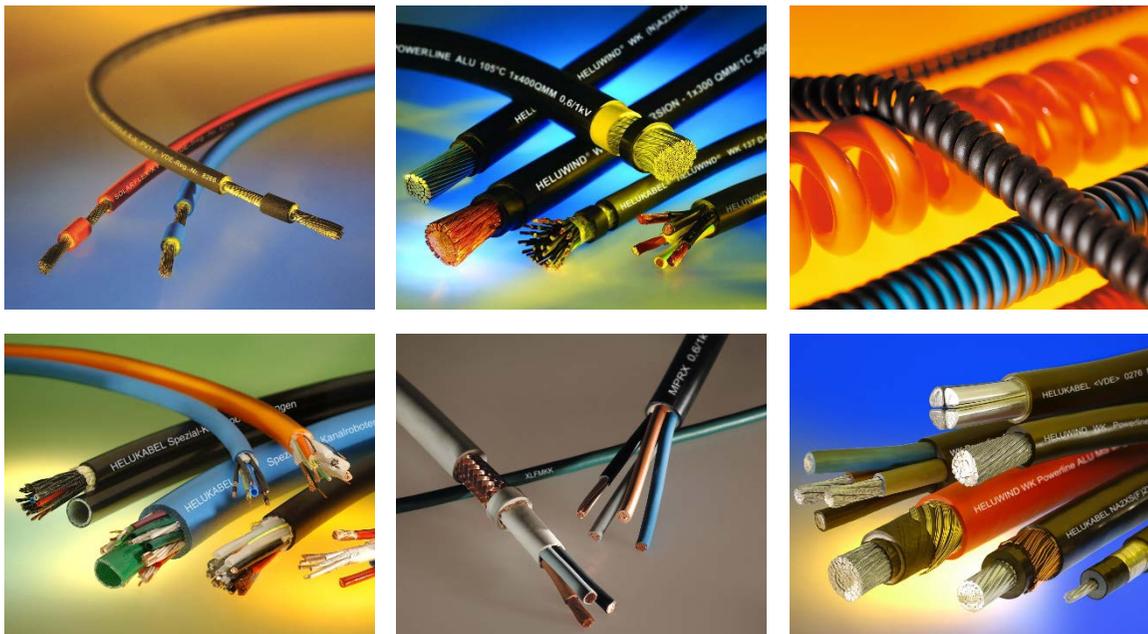
Services

References

■ Custom Cables

HELUKABEL® manufactures cables and wires according to individual customer needs and application-specific requirements. The cable is constructed and materials are chosen according to application specifications, taking into consideration parameters like the operating temperature range, ability to withstand tensile and torsional stress, required flexing cycles, winding capabilities, and chemical resistance.

Our special cable design is completed by various shielding techniques, strain relief solutions made from aramid fibres or steel ropes, steel or flat wire-armouring, combinations of conductor cross-sections and hybrid constructions including fibre-optic components as well as hoses for diverse media.



Examples

- Robotic and automation hybrid cables
- Crane- and lift-trailing cables for construction
- Sensor, actuator and distribution cables
- Drag chain cables for highly dynamic applications
- Mud-resistant cables for the oil and offshore industries
- Temperature-resistant cables for traffic engineering
- Industry 4.0 data cables

Company

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■ Pre-Assembled Cables



Today, more and more users are installing prefabricated and pre-assembled cables and wires. HELUKABEL® recognised this trend early on to be able to offer a complete range of pre-assembled cables and wires. Other assemblies according to custom requirements are also available. The versatility of use, combined with multiple plug and connector types, gives our customers both economical and simple solutions to their problems. The advantage of easy and effective installation of pre-assembled cables is enhanced by our wealth of experience.

Company

Production & Development

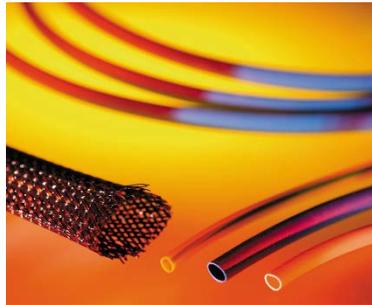
Logistics

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References

■ Cable Accessories



As a significant addition to the extensive program of cables and wires, HELUKABEL® provides cable accessories according to the latest guidelines and standards.

Our cable accessories program includes:

- Cable glands
- Cable protection tube systems
- Drag chains
- Industrial connectors
- Insulation and heat-shrink tubing
- Termination and connection sleeves
- Bundling, binding and fastening
- Identification and marking
- Terminals and cable lugs
- Assembly tools

Company

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References

■ Kabelmat® Wickeltechnik

Kabelmat's product portfolio includes virtually every tool and machine needed to store, wind, hang and cut cables and wires, steel cables, pipes, hoses and profiles.

Kabelmat's products are in use worldwide and their capabilities include winding cable and wire on and off drums, as well as from drums to rings.



Kabelmat offers:

- Project planning and engineering
- Manufacturing and final assembly
- Manual winding systems
- Measuring systems
- Machine winding systems
- Warehouse systems
- Accessories
- Customer specific solutions
- Servicing / machine care

Company

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■ Robotec Systems GmbH

Robotec Systems GmbH, based in Kamp-Lintfort Germany, is one of Europe's leading companies in robotics systems. The product line includes hose packs and attachment systems, special cables for robots, pre-assembled cables, drive technology, controls for measurement technology, as well as media systems such as air and water hoses.

From prototyping and development, to final assembly and on-site services, Robotec Systems is your trusted partner.



Solution 1: Energy conduit system with R-TecBox



Solution 2: Energy conduit system with spring guide



Our services:

- Design
- Development
- Prototyping
- Documentation
- Installation/optimisation
- Repair/maintenance
- Spare parts

Company

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References

■ Quality & Environmental principles

HELUKABEL® has a high commitment to quality and the environment. For this reason the executive board has introduced an integrated management system for quality and the environment based on DIN EN ISO 9001, DIN EN ISO 14001 and DIN EN ISO 50001 standards.

HELUKABEL® GmbH's quality and environmental policy is oriented to meet market needs and fulfil customer requirements, as well as incorporate environmental protection. Our goal is customer satisfaction and trust. Indicators of this are the economic success of the enterprise and long-standing customer relationships.



Fulfillment of our quality and environmental principles is an obligation and ongoing task of the executive board and each individual employee. Our high standards are expressed in the following criteria:

- Environment
- Employees
- Suppliers
- Conduct
- Quality
- Objectives
- Approach
- Continuous improvement

www.helukabel.com/certificates

Company

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■ Global Approvals

Products of HELUKABEL® comply with the following standards:

Belgium	Comité Electrotechnique Belge
China	China Compulsory Certification (CCC)
Denmark	Danmarks Elektriske Materialkontroll (DEMKO)
Germany	VDE-Prüfstelle (Verband Deutscher Elektrotechniker e.V.)
Germany	Fraunhofer Institut, Produktionstechnik und Automatisierung
Europe	Communauté Européenne
Finland	FIMKO LTD
France	Union Technique de l'Electricité
United Kingdom	British Standards Institution (BSI)
Italy	Instituto Italiano de Marchio Qualità (IMQ)
Canada	Canadian Standards Association (CSA)
Netherlands	Naamloze Vennootschap tot Keuring van Electrotechnische Materialen (KEMA)
Norway	Norges Elektriske Materiellkontroll (NEMKO)
Austria	Österreichischer Verband für Elektrotechnik
Russia	GOST-R Zertifizierung (SGS)
Sweden	Svenska Elektriska Materielkontrollanstalten (SEMKO)
Switzerland	Schweizerischer Elektronischer Verein (SEV)
USA	Underwriters Laboratories Inc. (UL)



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Plant Construction

ABB, BEA, Baumüller, Cegelec, Siemens, Imtech, Actemium, Uhde, GEA-Group, Areva, Kuka, Linde, Controlmatic, Dürr, Takraf, Elpro, Alstrom

Computer Industry

IBM, HP, Motorola, Intel, NEC, Hitachi, Daewoo, LG-Electronic, Samsung, Infineon, ASML, M+W, Alcatel-Lucent

Machinery Industry

Thyssen, Krones, Homag, Schuler, Georg Fischer, Cincinnati Milacron, Mikron, DMG, Comau, Müller-Martini, WEG, MAG, Anthon, Bühler, Voith, BHS, Liebherr, Andritz, Heller, Bosch, Grob, Trumpf, Monforts, Kautex, Arburg

Automotive Industry

Daimler, BMW, Volkswagen, Ford, Opel, Fiat, Porsche, Volvo, GM, Audi, Honda, Toyota, Renault, Skoda, KIA, Hyundai, Magna, Tata

Chemical Industry

BASF, Hoechst, Bayer, Rhone Poulenc, Dynamit, Nobel, Chem. Werke Hüls, Wacker Petrochemie, Dow Chemical, Shell, BP, Sabec

Energy Industry / Wind Industry

RWE, Eon, Vattenfall, Enercon, GE Wind, Siemens, Suzlon, Acciona, Impsa, E.N.O, Vensys, Nordex, 2B Energy, Skywind, Prokon, Schütz, Impsa, Leitwind, Regen-Powertech, Senvion, Adwen, Garuda, RRB, Unison, FWT, NU Power, Alstom

Food & Beverage

Nestlé, Unilever, Danone, Coca-Cola, Pepsi, Heineken, Becks, Tsingtao, Budweiser, Big Dutchman, Guinness

Automation/Electronic/Sensors:

MURR, ESCHA, Phoenix Contact, Rockwell, Woodhead, Belden, Harting, Fanuc, Euchner, Siemens, Bosch-Indramat, Schneider Electric, SEW Eurodrive

Electrical Wholesale

Many local and national providers as well as international partners

Steel Industry

Thyssen-Krupp, Hoogovens, BAO-Steel, Sidmar, Arbed, Eko-Stahl, Arcelor Mittal, Posco, Salzgitter, Essar-Steel

Transportation

DB, Bombardier, Stadler, Lufthansa, Airbus, Carotec, Scheuerle, KAMAG, Cavotec, Leitner, Meyer-Werft, Hyundai Heavy Industries

Company

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References

■ HELUKABEL® - What else!



Helmut Luksch,
Chief Executive Officer HELUKABEL® GmbH

Vast array of products

- 0.05 mm² to 1,000 mm²
- Multiple approvals, certifications, and insulation materials
- 30,000+ products in stock

Custom cable manufacturing available

- No job is impossible
- Solutions for every application

Own production, research & development centre

- In Germany & China with a production area of around 50,000 m²
- Research & development centre with test tower for wind power cables, drag chains, fire-resistance testing, and scrape-off equipment

National and international delivery

- We deliver on time from over 48 locations to 160 countries worldwide
- 24h delivery service thanks to modern logistics

Dedicated Customer Service

- HELUKABEL® representatives and personalised service are always within reach

Company

Production & Development

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What can we do for you?

We will be pleased to assist you!



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