

The image features a close-up, low-angle shot of several industrial metal components, likely hydraulic fittings or valves, arranged in a row. The components are rendered in a monochromatic blue color scheme, with the foreground element in sharp focus and others receding into a soft, blurred background. The lighting highlights the metallic texture and the circular openings of the fittings.

STABILUS

**Global Supplier
to Industry**

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Hans-Josef Hosan

Chief Sales Officer (CSO), left

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Chief Operating Officer (COO), 2nd f. left

Mark Wilhelms

Chief Financial Officer (CFO), right



STABILUS controls motion

Our company is a specialist when it comes to controlling motion, and the world market leader in gas springs and hydraulic vibration dampers.

The innovative STABILUS technology is used to provide variable motion control in a wide range of applications, and to dampen unwanted vibrations – such as in cars and commercial vehicles, swivel chairs, or industrial plants.

Building on our market leader position, we developed our POWERISE electro-mechanical drives, a pioneering solution that opens up completely new options for design engineers – cutting edge technology for tomorrow's products.

STABILUS stands for leadership in technology, excellent service, expert application, consulting and guaranteed quality standards. All critical machines in our manufacturing plants have been designed and built in-house.

In conjunction with our qualified and committed employees, this ensures uniform product technology with the same high quality standards all over the world.

But STABILUS does not only stand for innovative, top-quality premium products; we also provide economical, customer-oriented solutions.

In everything we do, our processes are designed to ensure the satisfaction of our customers. This has been and will remain the secret of our success.

Focus on the Customer

Our recipe for success: customer satisfaction

As a STABILUS customer, you expect the highest product quality and maximum performance in service and individualized consultation. This is why a supplier with top performance is crucial. STABILUS lives up to this expectation: with our established quality management, competent staff and drive for continuous improvement, we place very high demands on ourselves – to achieve the best possible result for you, the customer.

We at STABILUS take responsibility for our performance and for the quality of our products, from development through production to sales. Your satisfaction is our goal – you can rely on us.







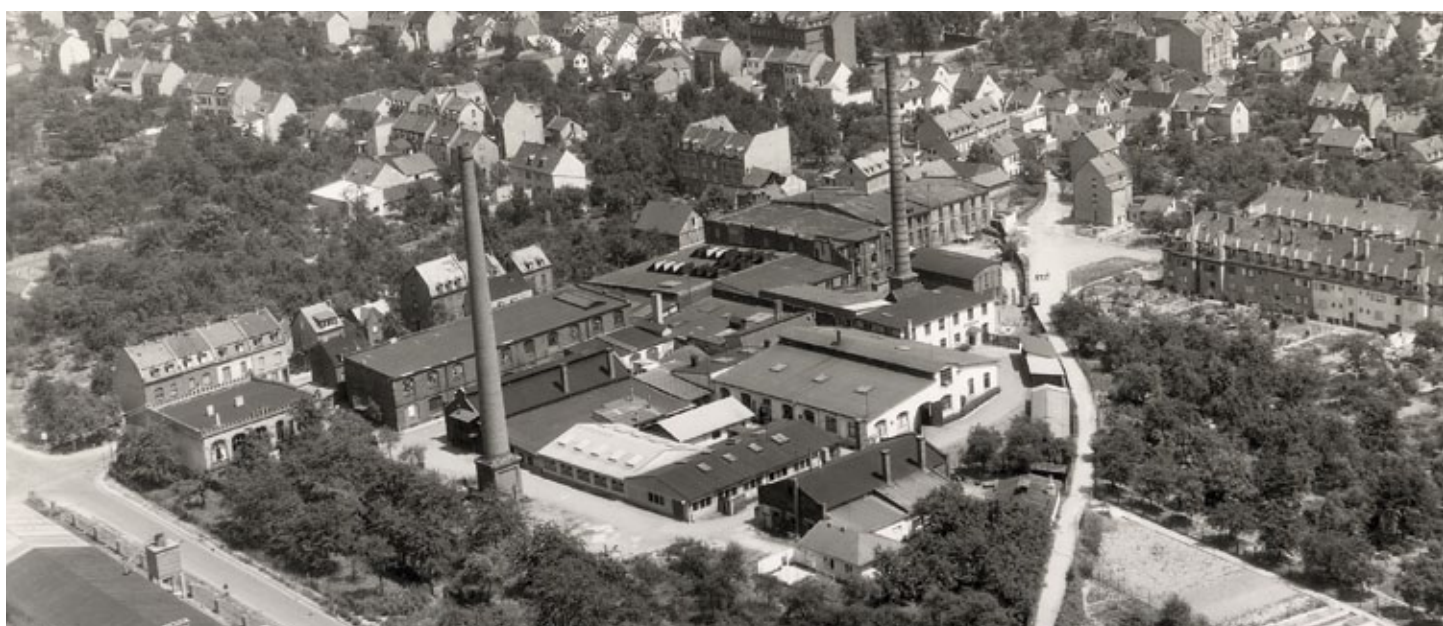
Tradition meets future!

STABILUS shows that this is not a contradiction. Here in Germany, the future is based on years of tradition. Our company has its home base in Koblenz at the Deutsche Eck and is one of the oldest and largest industrial companies in the city today. But STABILUS production plants and sites can be found all over the world. With 75 years as pioneers in the development and global supply of gas springs, dampers, hydraulic cylinders and electromechanical drive units under our belt, our company is a successful player in the global market. By combining traditional values and innovative thinking, we have made industrial history. Founded in 1934, STABILUS started on its success path by manufacturing stabilizers.

More advanced versions of these were the first industrially manufactured gas springs to be produced in series worldwide at the Koblenz plant in 1962. Later, numerous variations would be designed for different applications. A new damper technology was added to the gas spring line but the future belongs to electro-mechanical drive units: these systems place STABILUS at the vanguard of more convenient and user-friendly motion solutions. Over the years, our company has expanded its portfolio to include more industries and application areas: while our customer base was initially focused on the automotive industry, major companies in the medical, furniture, aviation, machinery and building technology industries now rely on our expertise and product quality.

Driven by a quest for knowledge, innovative resourcefulness and vision, our company developed to technologies that are indispensable in industry today.

Markets change, tasks become more complex, the applications of individual technologies vary increasingly. STABILUS is up to the challenge: thanks to our long tradition and the extensive experience gained by meeting customer needs, our company possesses valuable knowledge and keeps growing with the goals and requirements of our customers. The passion for development, customer orientation and motivation of our qualified employees – all this makes STABILUS a company with both a tradition and a future.



Sales Network / Global Market



Think globally – act globally

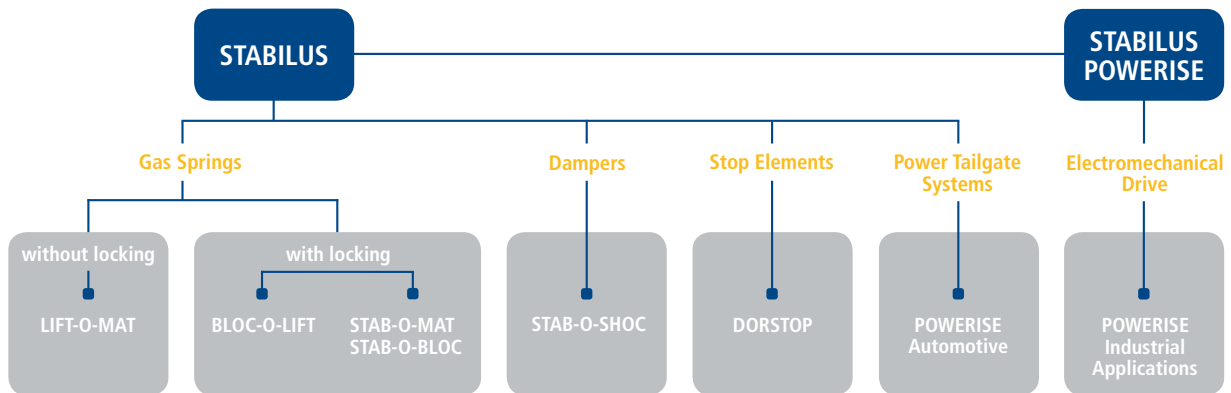
Networked thinking and performing play an increasingly important role in today's fast-paced world. STABILUS relies on a strong national and international sales network with ten production locations. In addition sales offices and various representations at critical industry nodes ensure optimized onsite customer support. With competent service and indispensable know-how, our company can support you on a global scale. Our STABILUS Center of Competence makes it possible. New technology enables us to meet product and manufacturing requirements via remote diagnosis or data transfer across borders – we are there for you – whenever and wherever you need us. We at STABILUS guarantee consistent quality and production standards on a global level, providing our customers German quality worldwide.

This is why the STABILUS brand is so well-established internationally. To provide you with the best service and high-quality products at all times, we do not rely on past successes but keep researching new ways to optimize proven methods: short- and long-term improvement processes, continuous quality control and ambitious research and development work are all self-evident at STABILUS as principles of company philosophy and are successfully established in all departments.









A broad range for your success

As the world market leader for gas springs and hydraulic vibration dampers and as a kinematics specialist, STABILUS is a competent partner for its customers. With more than 15,000 product variants we can offer the right solution for any application. These unique technologies are classified into the following product groups:

- ▶ Gas springs for variable opening, positioning and holding with applications in the automotive and commercial vehicle industry, the furniture sector and in building technology, etc. (LIFT-O-MAT) as well as hydraulic door check-arms (DORSTOP).
- ▶ Locking gas springs for infinite adjustment with even-force distribution across the entire stroke, such as in height-adjustable tables, standing desks, work surfaces and in medical technology, etc. (BLOC-O-LIFT).
- ▶ Ready-to-install swivel chair gas springs in many different installation lengths for comfortable shock absorption over the entire adjustment range (STAB-O-MAT / STAB-O-BLOC).

- ▶ Supportive damper technology in various models for applications requiring high forces, such as convertible roofs, belt tensioning and steering systems in automotive applications, commercial vehicle seats, washing machines, smoke exhaust flaps, as well as heavy lids and doors that open vertically (STAB-O-SHOC).
- ▶ Electromechanical drive systems (POWERISE) that are used in the automotive sector for safe, comfortable opening and closing of trunk lids and tailgates. As a system supplier STABILUS assumes responsibility for the overall function. Another business area is STABILUS POWERISE with electric drives for easy-to-operate industrial applications, such as in the furniture sector (single drives for seating adjustment and dual drives for bed adjustment).



Automotive Market Segment

Being mobile to move: automotive

The word says it all: the automobile thrives on mobility and perfectly meshing motion sequences. For over 75 years, STABILUS has used its expert knowledge to develop new ideas and products that make motions in vehicles smoother and more effective. Consequently, our company has been the world market leader for gas springs for decades, enjoying excellent reputation in the demanding premium products industry around the automobile. Thanks to our highly advanced manufacturing technology, we produce quality parts that allow easy, safe motion sequences and vibration damping. Whether it is in interior, body, chassis or other application areas – STABILUS systems will support your design with precise solutions, high product quality and perfect fit.

Our work is goal and benefits oriented, always matched to the requirements of the corresponding vehicle models; what makes us special is our competence, series launch experience, flexibility and extensive services in development and engineering: with our input, our seasoned experts will develop specific applications for your individual needs based on the latest methods and technologies.

We are not content to simply deliver a high quality product. In conjunction we will provide competent consulting support from the concept phase and throughout the entire production process. Our support includes sample construction, calculation, special test processes and fine-tuning – all with an

eye on cost efficiency – until the end product successfully goes into series production and we can offer you all of this globally: STABILUS is a global player with a presence at all major automotive manufacturing locations, either with a manufacturing plant of its own or a Center of Competence. We are mobile for you – in the region, for the region.





STABILUS enjoys an excellent reputation as a development supplier to the automotive industry. Through our long-term experience and our close collaboration with the manufacturers, we are very familiar with your requirements, needs and specifications.



Karsten Sander, Sales Manager Automotive



We have risen to the challenge represented by the dynamic field of electromechanical drives with great dedication. Using our many years of project experience, competence and technical expertise, we are working on tomorrow's innovations today.



Rainer Weichel, Manager Powerise Automotive

Automotive Market Segment

Automatically powerful: POWERISE

STABILUS has been providing customized solutions ever since the market segment of automatic lid drives emerged. Here, the functional scope of gas springs as aids for easy opening is expanded by adding electromechanical drives. With the push of a button, manual opening and closing of lids becomes an effortless push-button operation. Continuing improvements, weight and installation space reduction as well as increased performance are the reason for our market success in this demanding application. The result is a very impressive product: a push on the remote control will conveniently open, close and stop lids in any intermediate position.

The integrated sensors reliably detect and eliminate safety risks due to improper operation or use. Of course we will adapt our POWERISE drives to specific requirements. STABILUS will design modules according to your ideas and assume responsibility for their integration into the overall system. POWERISE is a technology of the future, and with it, STABILUS is right at the cutting edge.





STABILUS offers the largest spare parts range worldwide with cross-references to over 4,000 manufacturer part numbers.



Horst Oehl, Sales Manager Aftermarket

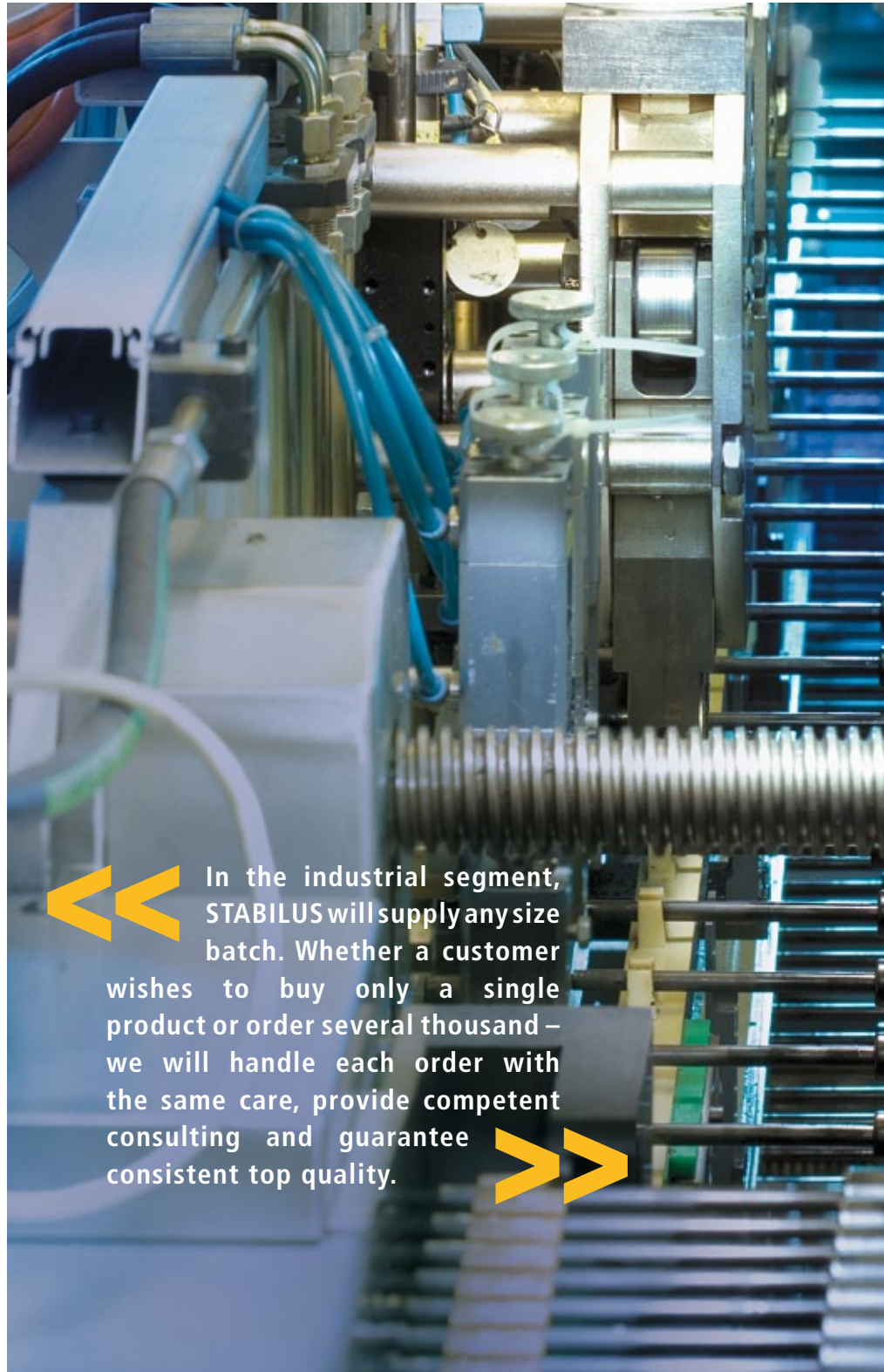
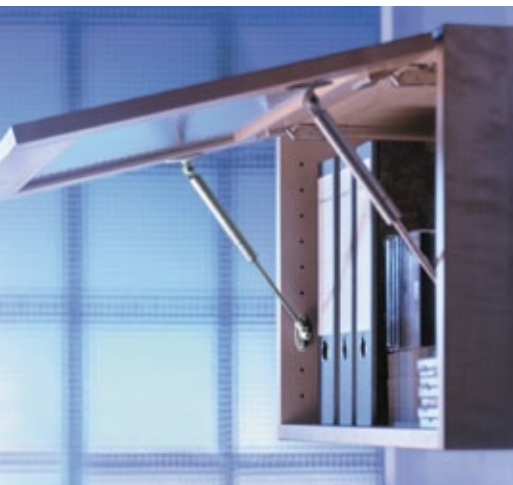
Aftermarket Market Segment

Automotive-Aftermarket

STABILUS enjoys an excellent position and high regard as a premium brand in the automotive aftermarket. As a leading OEM manufacturer, we emphasize the fact of safety and service when working with trade representatives. We meet the most exacting quality standards and supply only products that the customer can depend on one hundred percent – our partners have relied on this for years, benefiting from our continuous product developments, which will afford them a technological advantage over gas springs and dampers from other manufacturers.

So it is no wonder that STABILUS is also the market leader for gas springs and hydraulic dampers in the commercial vehicle segment. For many gas spring and damper applications in trucks, busses, trailers, RVs and construction machinery, STABILUS is actually the only source. Not only do STABILUS provide the largest product range on the market with more than 4,000 manufacturer part numbers, about 1,000 of which we keep in stock for the independent aftermarket; in addition, we can ensure short delivery times for many other part numbers. All products offered are made exclusively in our own factories. This is why you will also receive proven STABILUS quality on the global spare parts aftermarket.





◀◀ In the industrial segment, STABILUS will supply any size batch. Whether a customer wishes to buy only a single product or order several thousand – we will handle each order with the same care, provide competent consulting and guarantee consistent top quality. ▶▶

Industrial Market Segment

At the forefront – STABILUS in the industrial segment

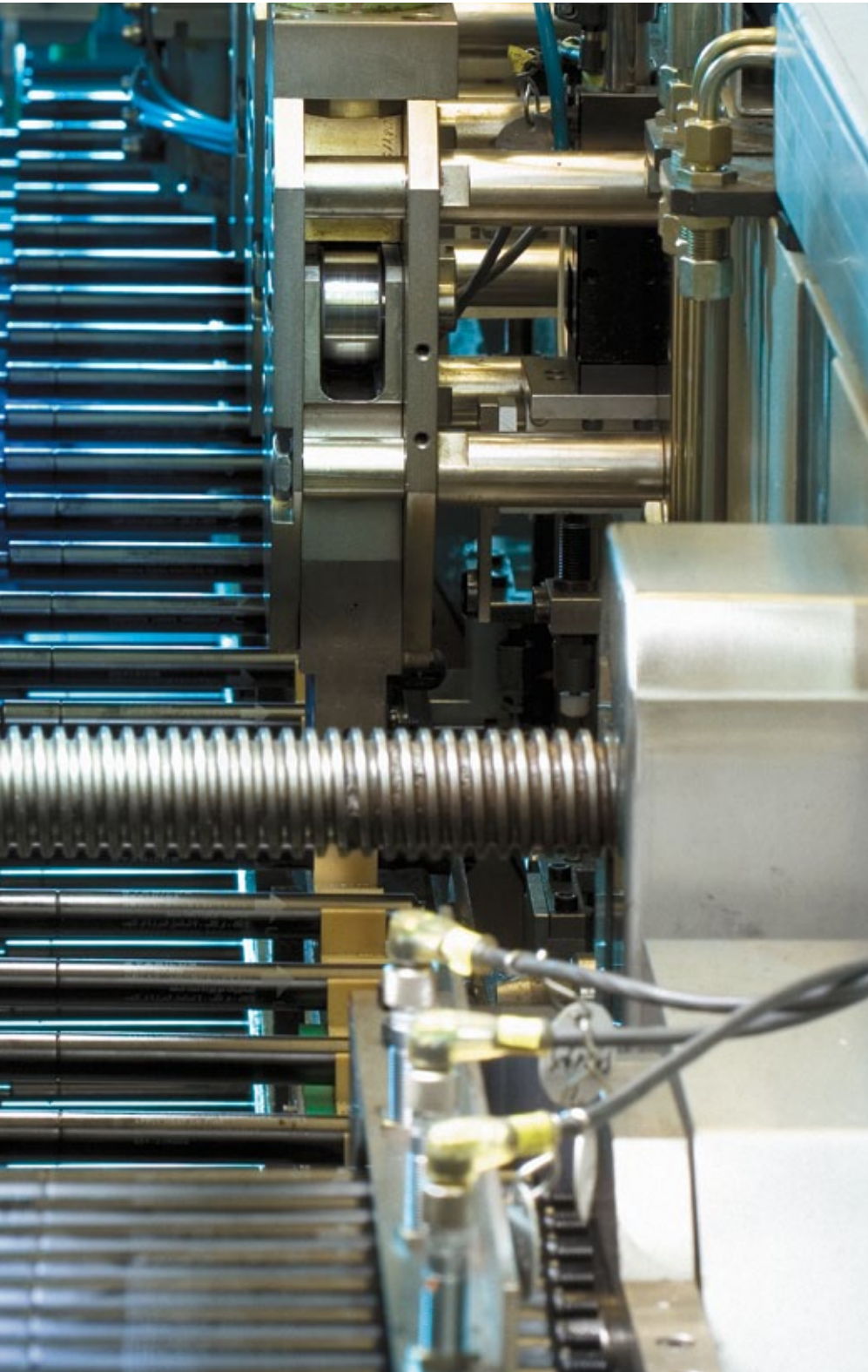
Each individual element of a design contributes to its entire function and, ultimately, to the final product quality. If there is even the slightest deviation in function, configuration or compatibility of the individual parts, the optimal function can no longer be guaranteed. Thus, selecting the right supplier will determine whether a desired result can be achieved.

STABILUS can look back on many years of successful cooperation with leading industrial companies that value the reliable high quality of our products.

With more than 1,000 applications in different industries, such as aircraft and machine construction, medical and commercial vehicle technology or furniture manufacturing – the areas of application are seemingly endless. Gas springs from STABILUS afford convenient operation of end products, guaranteeing consistent top-quality at all times.

We achieve this through exacting specifications, norms and continuous production control, with the result that all our products worldwide conform to our own high German standards.

To give you a competitive edge, we will develop individual, customized applications according to your needs, which will allow you to develop each of your products exactly the way you envision them. We at STABILUS create solutions that will help you succeed!



Industrial Market Segment

STABILUS POWERISE

Powerful performance – made convenient: STABILUS POWERISE



STABILUS is the motion expert when it comes to lifting, lowering and moving sequences. To make them even more convenient, our company has consistently improved the gas spring concept, now adding electromechanical drives for industrial applications under the name of STABILUS POWERISE to its portfolio. They are characterized by their light weight, powerful performance and ease of operation. The applications of STABILUS POWERISE are seemingly endless: our single drives are used in seating furniture, while the dual drives allow adjusting head and foot sections in beds with the push of a button. The STABILUS POWERISE drives are also ideal for other household applications, such as in kitchen furniture or for industrial use.

The expertise necessary to develop these drives comes from more than a decade of experience with this technology in the automotive area.

As a system supplier, it is our goal to design special solutions for applications that are now operated without a motor but will be easier and more convenient to operate thanks to STABILUS POWERISE. Many of the products developed in our engineering offices are filed for patent or as utility models. While this emphasizes the uniqueness of our own products, we will develop individual solutions with you, our customer. Our global presence will help you wherever you need us. With our many years of project experience, our competence and excellent technical knowledge, we will help you implement your ideas – unleash your imagination!



By adding electromechanical drives for industrial applications to its product line, STABILUS gives its customers a choice between moving their special applications mechanically by gas springs or electronically by a drive.



Ralph Huber, Sales Manager Industry

Swivel Chair Market Segment

The pivotal point in swivel chairs



What are buyers' criteria for selecting a high-end swivel chair? First of all ergonomics and weight-bearing capacity. The spinal and muscular structures are different from person to person, and everyone reacts differently to everyday stresses. An optimized swivel chair should meet these individual needs but this in turn demands an optimized gas spring. Whether they are chairs for professional use or office swivel chairs or stools – they have to be satisfied with the purchase. To meet these criteria, STABILUS developed the STAB-O-MAT / STAB-O-BLOC gas springs for easy and convenient height adjustment. Adapting a swivel chair to one's individual needs becomes easier and more precise. In addition, this technology provides depth spring action for comfortable shock absorption and significantly increased seating comfort.

Our company is the only European manufacturer of gas springs specifically designed for swivel chairs, and we hold many patents. Our portfolio includes a huge variety of models for you – worldwide. For STABILUS is a global player: our own sales network, which covers the major markets, allows us to find the perfect solution to a variety of different needs – wherever our customer may be. So it is no wonder that major office furniture manufacturers from Europe, Asia and the USA have been relying on our expertise for many years. We will support you throughout the entire process: starting with the installation proposal, from sample fabrication to thorough product and design consultation or system selection based on the applicable standards – our specialists will be by your side when and wherever you need us. You can rely on us – let's give it a whirl.





As the only manufacturer of swivel chair gas springs in Europe, we hold a large number of patents. Our long-standing customers value our extensive portfolio that has the right application for any requirement.



Manfred Metzdorf, Sales Manager Swivel Chair



An important success factor for STABILUS: all major production technologies and machines in the plants worldwide are STABILUS' own design; they are developed and built in Koblenz. Combined with highly qualified and committed employees, we can guarantee consistently high product quality.



Ralf Hunke, Plant Manager Germany



We are driven by quality

What does product quality mean? We at STABILUS think that premium packaging, a seal of approval and a catchy advertising slogan are simply not enough. For us, quality is the basis of our company philosophy. A supplier has a responsibility, both to the production partner and the end consumer. STABILUS is aware of that and, consequently, provides the highest quality products worldwide, regardless of whether you buy them in Japan, Brazil, Germany or the USA. Our company guarantees consistent standards at the global level, both in production as well as in service and consulting. This is ensured by our in-house development, which also includes the design of our production machinery. Our production systems are manufactured at the Koblenz headquarter, used worldwide at our production sites and operated by outstanding people who have been trained thoroughly in-house. This is how we spread our valuable knowledge across borders.

Quality needs to be monitored continuously. STABILUS' extensive and strict quality management system guarantees that. We stand behind the quality of our products and will ensure it through continuous improvement processes, our customized production technologies and processes developed in-house, as well as their systematic monitoring. We've got everything under control, so you can sit back and relax.





Innovation

Welcome to the future!

From the classic automotive supplier – who has to meet the exacting requirements of the high-end products in this sector – to the market leader for many industries: STABILUS has come a long way. Cutting-edge innovations and ambitious research to develop new technologies are our hallmark. Our customers appreciate the fact that we emphasize progress and implement it. Only continuous improvement will allow a company to persevere in tough competition – this applies both to our customers and us. We will develop our products together with you according

to your specific requirements. Our continuously growing expertise and efficient service will help you consolidate and strengthen your market position. How? STABILUS practices extensive innovation scouting and idea management. When developing our market-oriented products, our engineers and specialists work with the latest technologies, materials and production methods, allowing for permanent cost optimization at the same time. Highly sophisticated simulation techniques and specific calculation programs with installation proposals will help them



perfect products in the development phase until the optimum result has been achieved. While we are working on an application specifically designed for you, we will be in ongoing dialog with you so that your wishes find their ideal shape in our products. We will make your vision come true.



We consistently improve our products, integrate electronics and use new materials. That is our strength. This is how we create solutions that inspire our customers.



Karsten Sander, Sales Manager Automotive, left
Arnold Schilz, Manager Research and Development, 2nd from left
Bruno Schmitt, Sales Manager Office Service, 3rd from left
Axel Knopp, Manager Application Development, right



Environmental protection is a high priority for STABILUS, since it is about sustaining the basis for our lives and protecting the future for our children.

We are convinced that the ecological quality of products is a crucial competitive advantage today; this will increase in significance in the coming years.





Environment

Our environment matters

STABILUS assumes responsibility – not just for quality, technology and customer service. We are also committed to protecting the environment. From development, to production and up to distribution, our company complies with environmental conditions and regulations and uses proactive, compatible processes to save natural resources. Sustainability is an important part of our company philosophy. The success of our environmental protection measures is documented by our certification according to DIN ISO 14001 and validation according to the EC Eco-Audit Regulations (EMAS).

Our technologies of today will protect the world of tomorrow.



Human Resources

Our people are our most important asset.

Employees are the most important assets of any company. Their performance, commitment and competence will make or break the success of a company. So it is only natural that STABILUS emphasizes the continuous development of its employees. With continuing education and training to optimize job qualifications, sound training and employee-oriented HR management, STABILUS encourages a creative, harmonious work environment with plenty of room for individual personal development. That we care about workplace safety and health protection is self-evident. Our company has its own teaching workshop where our skilled workers are trained professionally. The international job rotation programs established at STABILUS exposes our employees to different jobs. They learn all steps relevant to production, gain insight into the company's internal processes and products and disseminate specific expertise across borders. Not only does this promote flexibility, openness and on-the-job skills; it is also advantageous to our product quality and process optimization. And ultimately, you as our customer will also benefit as our well-trained and motivated employees will always provide competent service and find efficient solutions for your individual needs.





We offer our employees an opportunity to grow through performance and self-empowered actions. For this reason, we advance their professional and personal development. Our goal is to provide working conditions and a leadership culture that create satisfaction on the job. For the benefit of all because it is people who make STABILUS and our customers more successful.



Iris Schilling, Manager Human Resources,
with Peter Leitzbach, Human Resources



STABILUS moves – and what moves us?

STABILUS stands for much more than just the most recent technology at the highest quality level. We invest our energy on a daily basis to offer you innovative and economical solutions. We achieve this continuous peak performance by consistently living and implementing our company philosophy: our work is always customer-oriented. Dialogue with our trading partners is a central component of our thinking and work. We offer you a complete package of outstanding expertise, exceptional service, professional consulting and excellent certified quality standards. We will continue our quest for continuous improvement of our products and services and process optimization for your total satisfaction, all while saving natural resources whenever possible. STABILUS assumes responsibility – and that includes our social commitment at the local level and of course, in-house as well: we promote and motivate our employees by giving them the opportunity for professional growth, self-empowered work and full development of their qualification potential.

Incorporating these principles into the company culture is the responsibility of senior management and managers, who are also important role models. They are also in control of our quality management system, which guarantees consistently the highest standards worldwide. STABILUS stands for quality. In other words: our company relies on the satisfaction of its customers, suppliers and employees. We genuinely care for you – and that is the secret of our success.

Give us a try! We at STABILUS would be delighted to convince you of our capabilities, because we work a little harder every day – for you!



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