



PRESS CONFERENCE

Discussion partner

Gerhard Luftensteiner
CEO, KEBA AG

The topics:

- Electric mobility - from niche into a valid market
- Financial year 2016/2017

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Electric mobility is getting off the ground – Share of electric cars should rise to 25% by 2025

KEBA has registered a success of 40,000 charging stations sold. This confirms the KEBA research programme's success. KEBA is among the leading providers in this sector and holds a market share of roughly 20 %. Currently the share of electric cars among all vehicles sold amounts to one percent on average. In 2016 the EU and EFTA numbered approx. 200,000 registered electric cars and plug-in hybrids (source: ACEA).

“Current forecasts indicate that by 2025 approx. 25% of all automobiles sold will be electric cars and plug-in hybrids. Electric mobility is developing from a niche market into a valid market“, Gerhard Luftensteiner, KEBA AG Board of Directors Chairman confirms.

Research spirit is making KEBA a pioneer in electric mobility

Early on KEBA recognized the opportunity and also the significance of electric mobility and by 2009 had already launched development of a charging station.

From both an economic and ecological perspective electric mobility provides a number of decisive advantages. Among these are:

- Lowering CO₂- emissions: thanks to the EU climate objectives the subject of CO₂ emissions also involves cars.
- More energy efficient progressive movement: thanks to their high level of efficiency electric engines operate more efficiently than internal combustion engines and thereby lower energy consumption.
- Making the energy supply secure by means of diversification of energy sources: the power for electric mobility can be generated from many different, particularly renewable energy sources. This resulted in a wide array of resources available for use in designing a more flexible energy supply, which is less susceptible to disruptions and price shocks. The dependency on fossil-based fuels, especially oil, is waning.

- A variety of other positive aspects, such as, e.g., the reduction of noise in street traffic.

The development of battery technology, which for a long time maintained an existence in the shadows, has received new momentum, likewise providing hope for new advances, due to the availability of the appropriate R&D resources. Highly efficient batteries result in greater ranges, a key factor in electric mobility. It should also be noted that the batteries are already more economical than was forecast at the dawn of electric mobility.

“All this results in the fact that electric mobility is no longer a niche market, but rather has become a profitable market. Electric mobility is increasingly becoming acceptable to the masses. And KEBA is leading the pack with this”, Luftensteiner emphasizes.

KEBA is an AC charging specialist

In the charging infrastructure sector a principle distinction is made between AC and DC charging. AC charging (< 43 kW) is primarily suitable for shorter one-way trips and shuttle trips which make up 94% of daily trips (94% are less than 50 km; even in Germany the average one-way trip amounts to only roughly 16 km). The electric car is best charged up for these trips in a place where it is parked for more than two hours, namely in one's own garage, in the company's parking lots or at shopping centres.

For the few remaining trips, e.g., holiday, for which the EV's range (which already is at 250 to even 400 or 500 km), is too short, DC charging stations (> 50 kW) afford an opportunity for “fast charging” with a charging time of 15-30 minutes. At best, DC charging stations should provide a reservation facility (e.g. by means of an App / navigation system), so that the desired charging station can be reserved for a certain period of time. This is the only way to guarantee that the car can also be recharged at the right point in time.

KEBA has specialized in AC charging.

The KEBA wall box has been successfully tested for all available electric vehicles and charges up simply, rapidly and reliably. No matter whether a BMW, smart fortwo

electric drive, Renault or Tesla – they can all be fully recharged within a short period of time and thus always attain full driving range.

KEBA Smart Home providers' cooperation deals are making themselves worth the price

Thanks to the latest communication standards and features, KEBA's latest wall box generation is providing a completely new variety of uses. They can simply be integrated into existing smart homes or IT systems, coupled with photo voltaic facilities and can also provide a billing facility. In this way it has become a communication control centre for intelligently controlled charging. Luftensteiner comments on this: "We believe that electric mobility has even more potential if the charging infrastructure provides networking options using alternative energy sources." For this reason KEBA is cooperating with the leading smart home providers. In this way, for instance, energy generated by means of photo voltaic facilities can be fed into an electric car (EV) through intelligent control systems. "*The electric car is still the greatest consumer in a household, thus such solutions make themselves worth their price in the longterm in the most literal sense of the phrase,*" Luftensteiner states further.

The electric cars' battery capacities and their charging speeds are getting higher all the time, so that intelligently controlled charging is becoming more important and even a requirement.

Aside from electric cars, indoor heating is also a relevant consumer. KEBA, aside from industry, banking and logistics automation, is also operating in the energy automation sector, and offers intelligent heating control for alternative heating systems (heat pumps and biomass heating systems), which can likewise be integrated into thermal solar and PV facilities in order thereby to raise energy utilization even further.

Rising electric mobility even with company cars

Even in the fleets sector electric mobility is rising with a considerable market potential. Clearly more than half of all cars in Germany are company cars. In Austria company cars likewise make up a considerable share. In the fleet sector the so-

called load management and an intelligent networking have taken on a still more significance, as particularly with fleets, multiple electric vehicles are often charged at the same time. In doing so it can happen that the required energy demand exceeds the available loading capacity. In order to avoid these cost intensive peak loads, the KEBA wall box provides local load management and intelligently controlled charging. Important points in the fleet sector are even the allocation of charging capacity to a vehicle, its identification and user authorization specifically when the charging station is located outside,. An additional subject is represented by the various electric car models, which are possibly found in a fleet. It has to be ensured that at KEBA charging stations, any type of electric vehicle can be charged.

Developmental partnership with German automobile manufacturer

KEBA's electric mobility customers come from the most varied sectors: specialist dealers and retail, energy supply companies, automobile manufacturers and electric mobility providers. In this way KEBA, for instance, has a developmental partnership with BMW. The new iWallbox developed for the BMW Group is equipped for worldwide use – from the USA to Asia. The iWallbox is produced at KEBA's Plant 2 in the Linz Industrial Park. There are famous corporations among the energy producers , such as EnBW, Energie AG, Linz AG, Stadtwerke Düsseldorf or Vattenfall among the references of the Linz automation specialist. The electric mobility providers ensure the cross regional charging infrastructures, for instance, there are Smatrics from Austria, Clever from Denmark and Sweden or in Germany New Motion KEBA customers.

Private customers order a KEBA power charging station through the specialist trade, from its energy supplier or online.

It is quite possible that this customer and market range is appropriate for any requirement, any market and any target group, since KEBA attaches significance to the development of their charging station.

The KEBA Wallbox is Made in Austria

Both the development of the hardware and software solutions as well as the production of the charging stations takes place in Linz, Austria. KEBA also relied on

many years of experience and know-how from other sectors for the development of the wall boxes. They include, for instance, specialist know-how in electronics and software or experience in design and in the robust as well as durable design of products which are also used in the outdoor area. Other benefits are likewise provided from their experience with incorporation of backend systems, as KEBA knows from banking automation. The easy-to-use and availability subjects are also important in the electric mobility solutions sector. Aside from the in-house know-how KEBA has an innovation network which reaches across corporate borders out to research institutes, universities and international specialist committees. At the KEBA in-house testing laboratory, products are regularly tested using the most recent available electric vehicles – so that everything runs smoothly in live time.

KEBA is growing – Export share is rising to 87%

The KEBA Group, with its headquarters in Linz over the past fiscal years (April 2016 – March 2017) has generated sales of 193 million Euro. In comparison with the previous years, sales rose by 6.7%. In relation to the last five years, the KEBA Group's average annual growth rate amounted to 8.3 % (CAGR).

Investments in the Research and Development Division rose from Euro 32.2 million to Euro 38.1 million and thereby reached the highest traded volume, yet. The export share rose from 84.5% to 87%. In the EU (outside Austria) roughly 60% went to exports.

FACTS	2016/2017	2015/2016	2014/2015	2013/2014	2012/2013
KEBA Group Sales in EUR m	193	181	189.5	181	150
Group employees	1036	950	940	900	810
R&D	20 %	18.5%	17%	16%	16%
Export	87%	84.5%	86%	81.5%	80 %
CBPM KEBA joint venture Sales EUR m / employee	67 / 728	77.2 / 710	74.8 / 640	40.5 / 526	38.5 / 440

(Employee = FTE; as at 31.3.2016), *) KEBA participation 25%.

KEBA AG

Founded in 1968, KEBA AG is an internationally successful electronics company based in Linz/Austria with subsidiaries around the world. KEBA relies on "Automation by Innovation" – for almost 50 years, the company has been developing and producing innovative and high-quality automation solutions for industry, the banking and service sector and for the energy industry. Years of experience and technical competence as well as the courage to go a step further make KEBA a technology and innovation leader in all fields of business. The company can rely on its extensive development competence and its production know-how, which always ensures the highest quality www.keba.com.

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*Gerhard Luftensteiner
the KEBA CEO*



*The KEBA AG executive management: (from l. to r.)
Franz Höller, CTO
Gerhard Luftensteiner, CEO*



The KEBA Wallbox charges any electric cars



*The new BMW i Wallbox produced by KEBA
Image caption: BMW Group*

Additional photos from today's press conference and KEBA are available at <http://www.apa-fotoservice.at/> to "<http://www.apa-fotoservice.at>

For inquiries, please contact:

Gerhard Luftensteiner
CEO

KEBA AG, 4041 Linz, Gewerbepark Urfahr,
Tel. +43 732/7090-25400
E-mail: lu@keba.com

Katarina Weissengruber
Corporate Communications Manager

KEBA AG, 4041 Linz, Gewerbepark Urfahr,
Tel. +43 732/7090-25440,
E-mail: wgk@keba.com

Michael Obermeyr
Managing Director
Reichl and Partner PR GmbH

4020 Linz, Harrachstraße 6, Mobile: +43 (0) 664 2505817,
Tel: +43 (0) 732 666 222 - 0
E-mail: michael.obermeyr@reichlundpartner.at