

It depends on the people: on the employees who embody partnership and closeness on a daily basis.

HOERBIGER relies on strong, locally anchored teams who think entrepreneurially.

Closeness is a central pillar of the corporate strategy.

Editorial

Dear Readers,

welcome to the third issue of *HANNs. A Pioneers Magazine* with a focus on “Closeness – the underestimated success factor”. The author explores the significance of closeness in our digitalized world. His conclusion: even in a globalized environment, companies that actively pursue and nurture closeness can gain competitive advantages that surpass technological sophistication and cost efficiency. HOERBIGER has the prerequisites to create this closeness: Employees who build closeness and live it in their everyday work.

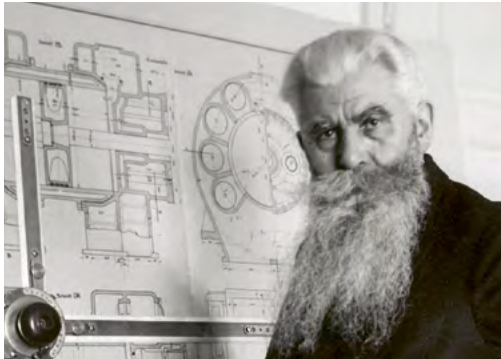
With *HANNs. A Pioneers Magazine*, we aim to foster this sense of closeness by regularly updating you on how we will continue to contribute to the sustainable value creation for our customers with performance-defining services and our passion for innovation.

As always, we appreciate any feedback on this issue, ideas for future content or other suggestions. If you have missed previous issues of *HANNs. A Pioneers Magazine*, we recommend that you visit www.hoerbiger.com. You will find all issues in the newsroom. You can also check out the latest news as well as some background information from our yearbook. In other words, it's the ideal place to pass the time between issues of *HANNs. A Pioneers Magazine*.

We thank you for your interest in our company and hope you enjoy reading.

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For more information, visit our newsroom.
www.hoerbiger.com



WHY “HANNs”?

The name “HANNs” honors Austrian engineer Hanns Hörbiger (1860–1931), whose invention of the steel plate valve in 1895 laid the foundation for today's HOERBIGER Group. This innovation was pivotal for industrial development.

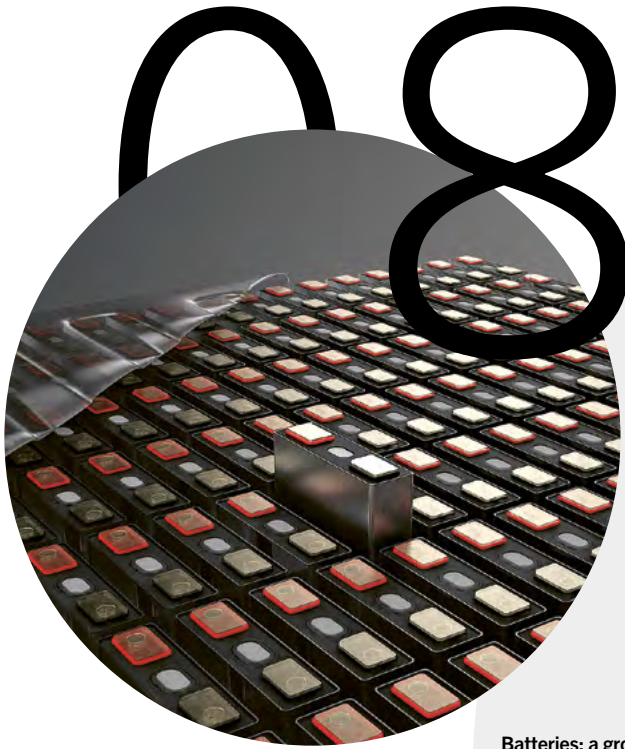
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Closeness – the underestimated success factor



Batteries: a growth market



Interview with Bernhard Spiegl



Great progress – let's keep going!

HOERBIGER generated sales of 1.416 billion euros in the past fiscal year and has thus grown profitably for three consecutive years. This success confirms the strategic course the company has taken and motivates the 6,174 employees around the world to rigorously pursue their growth ambitions.

By 2023, HOERBIGER was able to continue its profitable growth, advance pioneering innovation projects and move closer together as a Group in order to tap existing potential. The results are impressive: sales increased by around 12 percent to EUR 1.416 billion compared to the previous year. HOERBIGER is thus laying the foundation for its continued existence as an independent, healthy company and securing the liquidity to finance investments, acquisitions and research and development from its own earnings power.

Focus on megatrends and global growth markets
HOERBIGER is determined to continue its profitable growth and ongoing transformation in 2024. To do so, the Group is consistently pursuing a multi-pillar strategy so as not to be dependent on individual markets and business segments.

HOERBIGER must fundamentally transform its business in many areas in order to successfully contribute to the sustainable value creation of its customers in the future, as some of the traditional business areas in which the Group is currently active are undergoing fundamental change.

HOERBIGER is therefore focusing on megatrends such as emission reduction, sustainability and safety. At the same time, market shares in Asia and the emerging markets, particularly Latin America, are to be further increased. The focus also lies on global growth markets such as the semiconductor industry, the paper processing and wind power industries and medical technology.

Driving innovation forward
The existing product portfolio will be significantly expanded in the coming years. The corresponding innovation projects, which will continue to be driven forward across the Group in 2024, are the most important driver of HOERBIGER's transformation and profitable growth. A key technology for HOERBIGER is hydrogen, which is being addressed by almost all divisions with new developments.

Planned acquisitions
In addition to organic growth, the Group plans to increasingly grow through acquisitions in 2024. Promising projects are underway in all Divisions and Business Units, poised to positively impact HOERBIGER's positioning and long-term growth. Since the beginning of the year, two acquisitions have strengthened our existing business. Further acquisitions will enable the Group to enter adjacent and new business areas.

Yearbook offers insight and outlook
The yearbook published in May with the title “Great progress. And now?!!” provides a review of the 2023 financial year as well as further information on the growth strategy, innovation projects and the ongoing transformation process.

The yearbook also provides insights into the Group's global presence: colleagues from all over the world and from all business divisions are portrayed in their day-to-day environment in eight group pictures. They represent the 6,174 employees at 133 locations in 43 countries who make HOERBIGER's success possible.

Read the HOERBIGER Yearbook 2023/2024 online:



In our digitally networked world, you might think that closeness is becoming less important in business. Physical closeness might seem to be a relic from a time when sales and service employees still had to travel to reach their customers. The exact opposite is the case: companies that actively seek and cultivate closeness can achieve competitive advantages that go far beyond technological sophistication and cost efficiency, even in a globalized world. Physical closeness is not the only important factor here — people are the most important: The HOERBIGER employees who build partnership-based closeness and live it every day in their professional lives.

Customer proximity is a strategic necessity that enables companies to succeed in a highly competitive market environment. Direct contact with customers, an understanding of their needs and the ability to react quickly to changes are invaluable. Martina Hörbiger, the daughter-in-law of company founder Hanns Hörbiger, recognized this at a very early stage. At the beginning of the 1950s, when other up-and-coming medium-sized companies were concentrating primarily on the German-speaking or Central European market — it was the time of the “Wirtschaftswunder” (economic miracle) and sales were always assured — the far-sighted entrepreneur established contacts in Africa and shortly afterwards set up an own sales organization in North America. This was followed in 1963 by the founding of HOERBIGER Corporation of America and the establishment of its own production facilities in the USA. HOERBIGER was also represented with its own locations in Asia very early on, starting in 1970. The focus was less on having a local business address but more on building a locally rooted team. This enabled HOERBIGER to quickly understand how these — at the time exotic — markets work.

Aware of this central relevance, “Closeness” was later incorporated into the Group’s strategy as a corporate value: “For HOERBIGER, Closeness means being close to customers worldwide — understanding their needs and requirements — and building long-term, stable relationships with suppliers,” emphasizes Dr. Martin Komischke, President of the Board of Directors. “At the same time, Closeness means that we work together closely and trustingly as Team HOERBIGER. We cultivate a culture of dialogue across hierarchies and organizational boundaries.”

Market and customer proximity: at the training center, trainees acquire comprehensive knowledge essential for their profession.



closeNESS

**THE UNDERESTIMATED
SUCCESS FACTOR**



HOERBIGER has established a global network of 26 production facilities and approximately 90 service locations in 43 countries.

Flexibility through geographical closeness

In the mid-1990s, HOERBIGER opened a production plant in Shanghai and was therefore also years ahead of its competitors when it came to tapping into the Chinese market. A success story followed: the plant in Shanghai soon became too small. It was expanded several times in the following years, and another production hub for HOERBIGER in China followed in Changzhou. At the end of 2023, a new building was constructed there, enabling HOERBIGER to optimally support customers from other business segments locally.

Production close to the customer and in partnership with local suppliers is an outstanding example of how geographical closeness can contribute to strengthening business relationships. This allows HOERBIGER to respond more quickly and flexibly to market requirements, reduce transportation costs and contribute to environmental protection at the same time. The concept proved another strength during the coronavirus pandemic: Regional supply chains proved to be much more resilient to disruptions. And while competitors with centralized service teams were often stuck at their home base due to travel restrictions, the HOERBIGER Group with its network of decentralized service locations was able to help its customers promptly and at any time. HOERBIGER has now established a global network of 26 production sites and around 90 service locations in 43 countries, each tailored to the specific needs and requirements of the regional markets. This strategy makes it possible not only to increase customer satisfaction, but also to strengthen loyalty by perceiving HOERBIGER as a local partner.

Cultural closeness as key to trust

In addition to geographical closeness, the presence of local teams plays a decisive role. Teams that are rooted in the culture and traditions of their customers can build deep and trusting relationships. They understand not only the language, but also the subtle cultural nuances that often make the difference between a successful deal and a misunderstanding. Customers, in turn, feel understood and valued, which leads to greater loyalty and satisfaction. “HOERBIGER relies on locally rooted, strong teams with an entrepreneurial mindset,” says Dr. Thorsten Kahlert, CEO and Chairman of the Executive Board. “Only they can assess a market to unleash its potential. At HOERBIGER, the Group does not centrally determine how to work locally. The local people decide what to do on their own responsibility.”

This entrepreneurial freedom bears fruit time and again. For example, when long-standing, trusted business partners become colleagues during an acquisition: HOERBIGER has made three acquisitions in the last twelve months alone to expand its existing market presence and enter new business areas. The takeover processes are complex and require a high degree of trust. HOERBIGER can make a difference with long-standing relationships, intimacy and personality, where other companies send out anonymous M&A teams.

Closeness to the market as a driver of innovation

Being in touch with the market is also a key success factor. Companies that operate close to the market can react more quickly and develop innovative solutions that meet the actual needs of their customers. This agility gives them a competitive advantage and strengthens their position. Every market works differently, so companies need to understand in detail what their customers really need and how these needs change over time. In HOERBIGER's case, this requires in-depth technological knowledge and continuous monitoring of market developments.

Translated into products and services, market closeness and customer understanding are key drivers of innovation: When the HOERBIGER Group develops products, opens up markets or creates new business models, it is important to understand which solutions really offer customers added value and how these can be offered at competitive costs. Companies that operate close to their customers can identify trends and changes at an early stage and offer suitable solutions. One example is the current hydrogen boom. It began more or less overnight in 2021 – surprising even for proven experts. At HOERBIGER, almost all Divisions and Business Units can already offer promising, production-ready solutions for this emerging market.

Partnership-based closeness as a factor for stability

Finally, closeness refers to trusting partnerships. Because a genuine customer focus means that business partners can rely on HOERBIGER at all times and in the long term: Loyalty and joint growth mean that many business relationships and development partnerships have existed for more than half a century. Such long-term collaborations allow the companies to pool their resources and knowledge and jointly develop innovative solutions. Partnering up like this creates added value and stability for both sides and strengthens their market position.

A prime example of close partnership is the relationship with Ariel Corporation, Mount Vernon, Ohio. The partnership began in 1966 when Jim Buchwald, founder of Ariel, and Hubert Wagner of HOERBIGER Corporation of America started discussing how HOERBIGER could develop a valve to help Jim Buchwald realize his vision of a revolutionary, high-speed reciprocating compressor. Ariel and HOERBIGER have closely collaborated since. In 2018, Ariel decided to equip all new compressors with HOERBIGER CP valves and, in 2021, the two companies started a joint development of a high pressure, non-lube compressor package for hydrogen refueling stations. Over nearly six decades of collaboration, Ariel has become the global market leader for natural gas compressors, while HOERBIGER has become the leading provider of performance-defining components and services for them.

“Local for Local” as a model for success

HOERBIGER calls the sum of local production and supply chain, culturally rooted local teams, decentralized decision-making, locally different customer approaches and trusting partnerships “Local for Local”. This principle is applied throughout the company worldwide and leads to a special closeness between HOERBIGER, suppliers and customers. The Local for Local principle enables HOERBIGER to better adapt to local conditions, respond quickly and offer customized solutions that meet the specific needs of the market. With closeness in all its aspects, HOERBIGER employees repeatedly give their company the decisive advantage in global competition.



Closeness within the team: regular events offer the opportunity for personal dialogue across hierarchical and organizational boundaries.



A prime example of closeness in the M&A environment: the acquisition of Minor Indústria Mecânica de Precisão Ltda.



Close partnership: at the Engineering Meeting in the USA, representatives from Ariel and HOERBIGER exchange ideas every six months.



Social closeness: HOERBIGER supports charitable work and local communities through its global network of locations.



Closeness between colleagues: at HOERBIGER, cooperation between Divisions and Business Units is encouraged and valued.



Local-for-Local: at HOERBIGER, the Chinese market exemplifies local production and supply chains, culturally rooted local teams, and decentralized decision-making.

BATTERIES: A GROWTH MARKET

The energy transition and the fight against climate change have significantly boosted the battery market in recent years. Vehicle batteries for e-mobility and stationary energy storage solutions, known as Battery Energy Storage Systems (BESS), are experiencing rapid growth. These technologies are essential for a sustainable energy future and offer immense economic opportunities. The high growth potential makes the market both attractive and competitive. HOERBIGER is capitalizing on these opportunities with innovative and performance-defining battery components.

The automotive industry is undergoing a comprehensive transformation process away from combustion engines and towards emission-free drives. For the mobility of the future, HOERBIGER's Automotive Division has identified three promising future fields with shifting elements for electric drive-trains (eCouplings), battery housings and electrolyzers, in which the own role as market and technology leader built up over decades can be transferred to new products. The aim is to become a one-stop solution provider for e-mobility and the hydrogen economy as a system integrator. This means that HOERBIGER assumes responsibility for the interfaces between various components and develops and manufactures all functionally relevant components in its own plants.

Automotive Division: cell caps and housings for battery cells
HOERBIGER offers cell caps and cell housings for a wide range of applications and all common cell formats. The portfolio includes deep-drawn cell housings and caps for top-terminal applications as well as cell housings and cell caps for side-terminal applications. The bursting membrane can be located either in the cell housing or in the cell cap and is designed in-house. Each part is developed and validated with a clear focus on safety, durability, sustainability and efficiency. All components are tailor-made developments for customers from various fields of application and meet their specific requirements.

Standing out from the competition

In Europe, production capacities are still far from sufficient to meet future demand for electric vehicles. The strong growth is attracting the interest of many companies that want to become part of this attractive market. The HOERBIGER Automotive Division is therefore taking a long-term view: its goal is to permanently set itself apart from the competition and sustainably seize the opportunities of this future market. To enter the market, the Division is relying on the role it has built up over decades as the market and technology leader in large-scale automotive production. To further differentiate itself, a product roadmap has been developed that offers customer benefits through functional integration. The focus here is on "smart housing", which enables significant added value in battery pack assembly and battery management.

Safety Business Unit: Explosion protection for battery energy storage systems (BESS)

Stationary BESS are crucial for the integration of renewable energies into the electricity grid. They enable excess energy from wind and solar power plants to be stored and released as required. This makes a significant contribution to stabilizing the power grids and ensuring a continuous energy supply. Most manufacturers of BESS units today rely primarily on lithium-ion batteries. However, this technology is not without its disadvantages. A "thermal runaway" within a battery cell can produce enough flammable gas to cause a very large explosion.

The HOERBIGER Business Unit Safety is a leader in industrial explosion protection and has opened up the BESS market as a new field of activity: BESS-eX® vents are a proven product that relieves the pressure in the event of an explosion and thus helps to avoid serious consequences for people and equipment.

As BESS containers are usually installed in harsh environments, the containers must be insulated to keep the batteries cool and they must be weatherproof to prevent water from damaging the electronics. HOERBIGER's BESS-eX® explosion vents have won over customers due to their unique watertight design, which gives the product the best rating in the industry.

The Safety Business Unit works seamlessly with BESS manufacturers to understand the dangers of special battery architectures for customers and provide tailored solutions. Here too, the aim is to find quick and effective solutions for their needs while minimizing overall project costs with smart product designs.

EmissionShield reduces 97% of vented emissions

Innovative sealing system for reciprocating compressors enables high CO₂ savings

Reciprocating compressors in the oil and gas industry have three main potential sources of emissions. One is fugitive emissions that arise from leaking seals. Another is indirect emissions from the power generation required to operate the compressor. The third type, known as vented emissions, are caused by the gas that is evacuated whenever the compressor stops. This is where the EmissionShield comes in, the latest product in the HOERBIGER innovation pipeline.

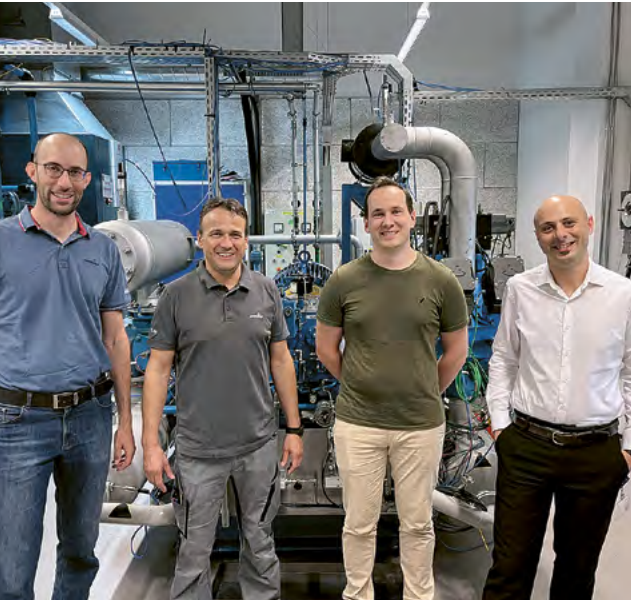
EmissionShield is a static seal system that has been specially developed to seal the piston rod when the compressor is at a standstill. Conventional rod packings are designed exclusively to seal when the compressor is running, and tend to leak considerably when the machine is at a standstill. Although static seal systems are already on the market, they are often characterized by high complexity, low reliability and high costs. EmissionShield, on the other hand, is simple, robust and cost-efficient.

Prototype shows promising measured values

In September 2023, HOERBIGER installed a prototype EmissionShield on a compressor in northern Italy that feeds methane to a gas turbine in a combined-cycle power plant. This plant operates primarily at times of peak load, such as on hot summer days, so it logs few operating hours but many starts and stops. "The power plant has two compressors, so we decided to upgrade just one unit with EmissionShield," explains Product Manager Guido Pratelli. "We left the other compressor unchanged, and asked the customer to operate the two units alternately."

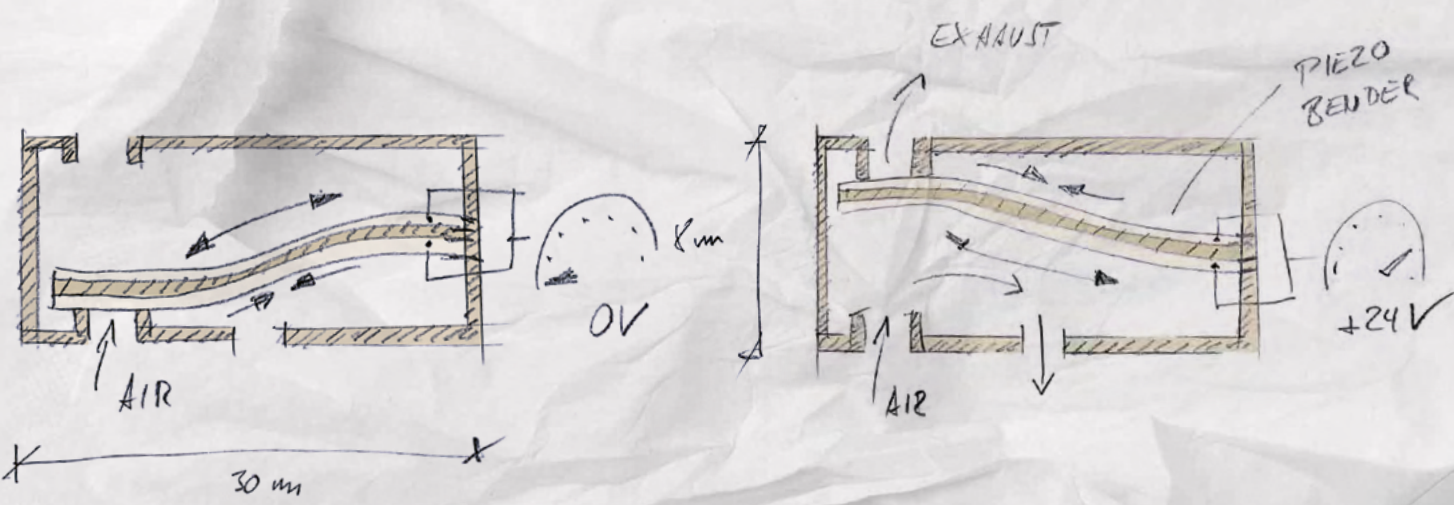
As with any prototype test, some unforeseen problems arose. "Nevertheless, we were able to measure an impressive 97 percent reduction in vented emissions from the unit equipped with EmissionShield," says Pratelli. In terms of the compressor's total CO₂e footprint, this corresponds to a reduction of 25 percent.

For even a relatively small installation, the annual saving in CO₂e from a single EmissionShield system would be roughly 150 tons – equivalent to the amount of CO₂e that 7,500 trees can absorb in one year during their growth. "Imagine the impact we could achieve if we deployed our technology across the board," says Pratelli.



(l–r) Andreas Kaufmann, Martin Lagler, Jerko Jerolimov (all RnD), Guido Pratelli (PM)

How does a piezo valve ...



... actually work?

HOERBIGER has been manufacturing high-precision piezo valves for demanding applications for over 30 years and is still constantly improving them. But how do these tiny switching controllers actually work? Philipp Baldermann, Head of the Flow & Motion Control Business Unit in Altenstadt, explains.

So what is a piezo valve?

Philipp Baldermann — A piezo valve or "microvalve" controls the flow of gas in various applications, similar to the way heart valves regulate the flow of blood in the body. It opens and closes to control the amount of gas flowing through it. Unlike our heart valves, piezo valves can only control gases such as air, oxygen or nitrogen, but not liquids, as these would block the small channels in the valve.

And how does it function?

PB — It's based on the piezoelectric effect, in which certain materials are deformed by electric fields. Like a sandwich, the bending transducer at the heart of the piezo valve consists of two layers of piezoceramic with a separating layer in between. When we apply a voltage, the ceramic layers expand and bend the transducer, opening or closing the valve. The movement is only 50 micrometers, about half the thickness of a human hair.

Where are piezo valves used?

PB — Wherever maximum speed, maximum accuracy and minimum power consumption are required. Examples

include ventilators for premature babies, pneumatic scalpels for eye operations, and measuring leakage for electronic devices. After 30 years on the market we are still finding new applications, such as cleaning microprocessors in chip production.

What's the advantage over mechanical or solenoid valves?

PB — Mechanical valves require additional motors, which is not possible in the micro and precision range. Solenoid valves, on the other hand, consume a lot of energy to power the magnetic coil, so the valves heat up. That makes them unsuitable for heat-sensitive applications such as ventilation or leakage measurement. Solenoid valves can be either fast or accurate, but not both at the same time.

HOERBIGER piezo valves are both fast and accurate, and consume very little energy. The energy in a strawberry (around 21,000 joules) is enough to switch the valve 1 billion times. That low energy consumption means they can also be used in potentially explosive atmospheres.

HOERBIGER achieves diesel power parity with H₂ system

Hydrogen internal combustion engines (H₂ ICE) are developing into a robust alternative to fuel cells for mid-to heavy-duty applications. HOERBIGER and its partners have made significant progress in developing reliable hydrogen ignition solutions.

Injection and ignition systems are crucial parts of gas engines. Initially, converting diesel engines to hydrogen resulted in a 20–30 percent reduction in power density and efficiency. HOERBIGER and its partners addressed these challenges with the AdaptH₂ system, incorporating several innovative components:

Adaptable injector nozzle design: These injectors optimize the air/fuel mixture for efficient combustion. Enhanced with metal deflectors, they ensure the correct diffusion angle and optimal flow dynamics.

Predictive same-cycle spark ignition control: This technology makes real-time spark energy adjustments within microseconds, ensuring consistent combustion and reducing misfires.

Unique prechamber design: The prechamber creates a toroidal vortex for rapid and complete combustion of the ultra-lean air/fuel mixture, minimizing residue and enhancing efficiency.

HOERBIGER's new ignition unit tackles the challenges of using hydrogen as a fuel, achieving diesel-like performance with zero emissions and marking a significant breakthrough in hydrogen engine technology.

Industry recognition and outreach

HOERBIGER's innovations were recognized last April at the World Congress for Internal Combustion Engines in Tianjin, China, with the prestigious Top 10 Paper Award. This award highlights the importance of HOERBIGER's progress in the field of H₂ ICE technology. Following the conference, HOERBIGER representatives traveled to China to meet with leading OEMs and explore the potential for partnerships.

In mid-May, the AdaptH₂ system was presented at the Dessau Gas Engine Conference with a live demo unit to demonstrate its practical applications and benefits.

A passion for solid and reliable technology

Dr. Bernhard Spiegl has been researching and developing at HOERBIGER since 2001. In 2023, he was appointed CTO and Head of Innovation & Technology of the HOERBIGER Group. Spiegl is overseeing innovation across the Group, as well as group-wide technological collaboration and the expansion and intensification of partnerships with external research institutions.

Innovation also means investing in future technologies and trends before the market actively demands them.

Bernhard, how do you define innovation?

Bernhard Spiegl — Innovation is the development and implementation of new ideas, products, services, processes or business models that create significant added value. At HOERBIGER, we speak of customer-centric innovation. The added value must always benefit the customer.

It sounds simple, but it certainly isn't, is it?

BS — The challenge is to recognize the needs of customers – you could also say the level of suffering – before they themselves become aware of those needs. In doing so, we have to think beyond current needs. A good example is our latest generation of valves: Nobody asked for them, but we recognized early on that the increasing complexity of maintenance and the shortage of skilled workers will increase the demands on the service life of valves. Innovation therefore also means investing in future technologies and trends before the market actively demands them.

What goals have you set yourself in your new Group-wide role?

BS — My objective is to work with my colleagues to significantly expand technological collaboration between the Divisions and Business Units. HOERBIGER is a technological powerhouse, and it is important that we make even better use of the existing technologies and market expertise throughout the Group. We are also working much more closely together in our innovation projects.

Which technologies are on the innovation agenda?

BS — In our innovation activities we're concentrating on megatrends such as hydrogen, emissions reduction, sustainability, e-mobility and safety. Hydrogen technology is a key focus, with new developments being pursued across nearly all business sectors. In automotive technology, we are vigorously advancing new products in battery technology, electrolysis and electrical actuators for shifting systems. Additionally, we are exploring new applications in global growth markets, including the semiconductor industry, paper processing, wind power and medical technology.

So sustainability is an important driver of innovation at HOERBIGER?

BS — Sustainability is at the core of our innovation and technology projects, with approximately 90 percent of our initiatives dedicated to this focus. Our commitment to sustainability is longstanding, as we have been actively engaged in this area for many years.

HOERBIGER works together with research institutions in many areas. How important are external partnerships and collaborations for our innovation projects?

BS — External partnerships and collaborations are crucial for our innovation projects, particularly in basic research. I am very proud that most new ideas come from within the company: from development, production, engineering, sales or product management. This underscores the importance of our employees' expertise and dedication. I therefore believe it's essential for our development departments, businesses, and external research institutions to collaborate closely and equitably.

What innovations or technologies inspire you outside of HOERBIGER?

BS — In my private life I'm a fan of vintage cars and classic motorcycles. I appreciate well-crafted, robust, and reliable technology, exemplified by old BMW motorcycles. This passion for reliability extends to my work at HOERBIGER, where our success hinges on producing reliable and efficient products – those that define performance. A marginal improvement is futile if it compromises durability.

The challenge is to recognize customers' needs before they perceive them themselves.

“Our success rests on with products that are reliable and efficient – in other words, performance-defining.”

Bernhard Spiegl

The majority of ideas for innovations come from colleagues in Development, Production, Engineering, Sales and Product Management.

In its innovation activities, HOERBIGER focuses on megatrends and new fields of application for global growth markets.

HOERBIGER *inside*

Safely underway on the world’s oceans

Marine engines that burn fuels with a low flash point pose a potential explosion risk within the exhaust system. Relief valves from HOERBIGER are part of the safety standard onboard the world’s largest cruise ship, Icon of the Seas. They are designed to automatically re-close after activation so that the captain does not have to switch off the engine and the ship remains maneuverable.



ORIGIN

The Vienna Museum of Science and Technology brings corporate history to life with HOERBIGER.

Hanns Hörbiger laid the foundation for today’s HOERBIGER Group in 1895 with the invention of the steel plate valve. The Hörbiger family of entrepreneurs not only contributed to the development of the Group, but also influenced societal, social and cultural development on many other levels.

Through a partnership with the Vienna Museum of Science and Technology, Austria’s largest museum of technical history, the history of the Hörbiger family and the Austrian roots of the global technology group they founded are now being brought to life. To this end, the museum’s historical documents on HOERBIGER will be merged with the existing company archive and expanded.

“The origins and history of a company play a central role for employees as well as for customers and partners,” said Dr. Andreas Hünerwadel, President of the Board of Trustees of the HOERBIGER Foundation. Together with the current family shareholder Mrs. Christiana Hörbiger and the other members of the Board of Trustees, Dr. Hünerwadel has assumed responsibility for protecting the heritage of the entrepreneurial Hörbiger family. “Through our history, we make visible where we come from and what we stand for,” he says.



HOERBIGER close to costumers worldwide

In 2023, HOERBIGER teams across all divisions participated in trade shows, conferences and symposia around the world – including the Future Battery Forum in Berlin, the VDI Congress on Drive Technology in Baden-Baden and the Gas Engine Conference in Dessau, where many new customer contacts were made. In the U.S., HOERBIGER was represented at events including the Turbomachinery & Pump Symposium in Houston and the Gas Machinery Conference in Phoenix, where customers were particularly interested in emissions-reducing products.



20 years of sponsorship with “Jugend forscht”

For two decades, HOERBIGER has sponsored the regional “Jugend forscht” and “Jugend forscht junior” competitions in the Voralpenland region of Germany. This year’s winner in the “work environment” category, 18-year-old high school student Valentin Schwer from Buchloe, also won the Bavarian state competition and made it to the national finals in Heilbronn. The young barista was able to demonstrate how the optimum degree of grinding of a coffee bean can be determined by its density.



New service workshop in Turkey

In April, a new HOERBIGER service workshop was inaugurated in Izmir, replacing the previous location in Istanbul. The modern workshop is an important milestone in providing even better support to customers in Turkey. The workshop also includes a large conference room where future customer training sessions will take place.



Self-service terminals for production employees

Since May 2024, all production sites in Germany and Vienna have been equipped with Fiori self-service terminals. Colleagues can use the kiosks to submit time-off requests, manage working hours and call up timesheets and pay slips. The terminals were developed by P&C together with the IT department and the training center in Peiting. Following a successful pilot project in Schongau in November 2022, the self-service stations are now available to all production workers in the DACH region.