

Press release

Niederweningen, 4 April 2013

Bucher Hydraulics acquires a production base in Brazil

Bucher Hydraulics, a division of Bucher Industries, is creating a new production and engineering base in Brazil by acquiring Eco Sistemas near Porto Alegre. Eco Sistemas is the ideal partner to establish the new hub of Bucher Hydraulics in South America.

Eco Sistemas Industrias de Máquinas Ltda. manufactures high quality hydraulic power units for mobile and industrial applications and acts as a system integrator of valves and other hydraulic products in the Brazilian market. The family-owned enterprise was founded in 1996 and consists of three companies. It operates two manufacturing sites located in Canoas near Porto Alegre (Rio Grande do Sul) and in Pomerode (Santa Catarina) and runs sales offices in São Paulo and Rio de Janeiro. Eco Sistemas generates sales of around CHF 10 million and has 60 employees.

Bucher Hydraulics is a worldwide leading supplier of customised hydraulic systems and control solutions. It is essential to the success of Bucher Hydraulics to be close to its markets and global customers. The acquisition of Eco Sistemas will provide a platform to enhance the division's global presence and create a local base in South America with engineering, manufacturing, sales and after sales capacities. The know-how of Eco Sistemas as a recognised system integrator of hydraulic solutions along with its well-established client base in Brazil were key factors in Bucher Hydraulics' decision to acquire the company.

Bucher Hydraulics' global customers are expanding rapidly, with local operations in emerging markets. The division is already present in Europe, North America, India and China. With this acquisition it will add a platform in South America. The operation in Brazil will be developed into a competence centre for Bucher Hydraulics serving customers engaged in mobile

hydraulics, with applications such as agricultural machinery, material handling and construction equipment, and in industrial hydraulics. The integration plan includes a name change from Eco Sistemas to Bucher Hydraulics Ltda. The CEO and former owner of Eco Sistemas, Fernando Danesi, will continue to manage the operations and play an important role in the development of Bucher Hydraulics' market presence in Brazil. The transaction is expected to be completed in the second quarter of 2013. The parties have agreed not to disclose the purchase price.

Bucher Hydraulics is a leading international manufacturer of state-of-the-art hydraulic system solutions. The wide range of products includes pumps, motors, valves, cylinders, power units, elevator drives and control systems with integrated electronics. With manufacturing facilities and distribution companies in Europe, Asia, the USA and South America, Bucher Hydraulics is close to its markets and customers around the world. With 1650 employees, Bucher Hydraulics generated sales of CHF 410 million in 2012.

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Simply great machines

Bucher Industries is a global technology group with leading market positions in speciality areas of mechanical and vehicle engineering. The company's operations include specialised agricultural machinery, municipal vehicles, hydraulic components, manufacturing equipment for the glass container industry and for production of wine, fruit juice and instant products. The Group's shares are traded on the SIX Swiss Exchange (SIX: BUCN). Please see www.bucherindustries.com for further information.