



Press release

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85 years of Güntner – Always with the special Plus

Hans Güntner GmbH, which was the original name of the company, was founded in 1931 as a one-man business in a backyard in Munich. Today, the Güntner Group, which includes the sister companies Güntner GmbH & Co. KG, JAEGGI Hybridtechnologie AG and thermowave GmbH, boasts 9 production facilities on 4 continents and nearly 3,000 employees.



Continuous development

All aspects of the company's development have always been and continue to be shaped by internal driving forces: When Hans Güntner was unable to find any components for a facility that he was planning, he decided to build them himself. Soon, he was even supplying his competitors with his components and expanded his geographical market to the whole of Bavaria. The arrival of the first supermarkets and then later the big chains resulted in rapid business growth for him, and he expanded his product range and geographical market accordingly. The required production capacity was obtained in 1960 when the company relocated to Germering and built its first manufacturing facility.

Difficulties overcome from within

Difficult times dawned in 1963: The company founder's two sons, Hubert and Hans, who were expected to take over the reins of the company, and two employees tragically lost their lives in a road accident. As a result, the future development of his company became less of a priority for Hans Güntner, and in 1973 he sold the company to an American firm. A few years later, that firm then sold the company to Güntner's shareholders. Once again, the decisive driving force came from within the company itself: In 1977, 14 shareholders took over the company as part of a management buyout in order to expand it internationally and broaden its technological base.

Global reach with a local touch – well-positioned all over the world

Following the takeover, the company continued to go from strength to strength: In 1988, the Group's largest production facility to date was built in Tata, Hungary; in 1992, in Berga, Thuringia, Germany, the sister company thermowave was founded as a manufacturer of plate heat exchangers; and in 1993, the Russian subsidiary in Moscow was set up. Then came the Indonesian production facility in 1995 and the plant in Monterrey, Mexico, in 2002. In 2008, Güntner took over the Brazilian company Frost Frio, and finally in 2015 another production facility was built, this time in Sibiu, Romania. The array of products now on offer ranges from finned tube heat exchangers, microchannel heat exchangers and plate heat exchangers to innovative



adiabatic solutions for applications in the main business fields of industrial refrigeration, commercial refrigeration, energy & process cooling and air conditioning. A global network of 55 subsidiaries ensures that customers are treated with as much of a local feel as possible.

Optimism for the future

The company's success over the last 85 years is based on three key pillars: customer focus, high-quality products and innovation. The company's philosophy of providing its customers "Always with the special Plus" has earned the company the strong loyalty of its customer base – many business relationships have already stood the test of time over several generations. A broad but also highly specialist product range means that not only can series models be manufactured in large numbers but units can also be tailored to meet customers' individual requirements. This means that individual customers with special projects can be given as attentive and meticulous a service as major customers, at all of the Güntner Group's locations. The Group's claim to be the market leader is underpinned by its unwavering capacity for innovation: As a technological pioneer in basic research and active contributor at a political level on various different committees, the Güntner Group is helping to shape the future of this industry. Its evolution from a one-man business to a global company with 3,000 employees and a turnover recorded by the parent company A-HEAT AG of 320 million euros in 2015 prove that Güntner is on the right path, both now and for the future.

About Güntner Group Europe

Güntner Group Europe GmbH has its headquarters in Fürstfeldbruck, Germany, and is the cross-brand holding company for Güntner GmbH & Co. KG, thermowave Gesellschaft für Wärmetechnik mbH, JAEGGI Hybridtechnologie AG, and basetec products + solutions GmbH for the EMEA region (Europe/Middle East/Africa). The transfer of information and knowledge across all companies and the resulting synergies provide critical development drivers not only for the Group but also for the market. Güntner Group's high quality levels are based on decades of industry experience and the consistent use of the latest technologies and research. Users include the international automotive, foodstuffs, pharmaceutical and computer industries and numerous public sector institutions.

A-HEAT AG, Allied Heat Exchange Technology AG, with headquarters in Vienna, is a leading international technology group specialising in refrigeration, air conditioning and process technology. The Group functions as a holding company for Güntner Group companies in the EMEA (Europe/Middle East/Africa), NLA (North & Latin America), and APO (Asia & Pacific Ocean) regions.

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