

## Press release

### Kistler returns to growth trajectory

Strategic reorientation leads to increased sales in 2021

Winterthur, February 2022

**The Kistler Group was able to close last year with slight growth despite the continuing pandemic and some major delays in global supply chains. Sales rose by 14 percent year on year to reach mCHF 411. A key part in the Group's business success was played by the strategic reorientation measures that were introduced in 2020 and continued in 2021. This positive performance gives grounds for optimism about the current year. Order intake in January was significantly above expectations, easily reaching the highest level in the company's history. A major staffing increase is also planned in 2022.**

"Last year put the effectiveness of our new structures to the test in a difficult global situation, with the ongoing pandemic, crises affecting suppliers and rising raw material prices. The year-end result and orders already received prove that we are on the right track," Kistler Group CEO Rolf Sonderegger notes in his summary of the situation.

The company responded to the worldwide shortage of electronic components (including semiconductors in particular) by astutely building up stocks so that it could meet its delivery commitments. As regards the current financial year, Kistler is optimistic that it will continue the trend set in 2021 and will soon return to the pre-crisis level of two years ago. The signals are good: based on the positive order inflow to date, the target of mCHF 450 is now within reach.

A staffing increase of 150 jobs is already included in the definite planning for 2022, with the goal of bringing the headcount to around 2,100 by year's end. The new positions are mainly being created in research and development, production, logistics, and the international sales and service teams.

#### Investment in innovation

Kistler took advantage of the past year to focus its energies and consolidate its target markets. Investments are being channeled primarily into the growth areas of digitalization in the automotive industry and industrial automation. This is the highest development budget in the company's history, accounting for eight percent of total sales revenue.

## Image material (please name the Kistler Group as picture source)



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### About the Kistler Group

Kistler is the global market leader for dynamic pressure, force, torque and acceleration measurement technology. Cutting-edge technologies provide the basis for Kistler's modular solutions. Customers in industry and scientific research benefit from Kistler's experience as a development partner, enabling them to optimize their products and processes so as to secure sustainable competitive edge. Unique sensor technology from this owner-managed Swiss corporation helps to shape future innovations not only in automotive development and industrial automation but also in many newly emerging sectors. Drawing on our extensive application expertise, and always with an absolute commitment to quality, Kistler plays a key part in the ongoing development of the latest megatrends. The focus is on issues such as electrified drive technology, autonomous driving, emission reduction and Industry 4.0. Some 2,000 employees at more than 60 facilities across the globe are dedicated to the development of new solutions, and they offer application-specific services at the local level. Ever since it was founded in 1959, the Kistler Group has grown hand-in-hand with its customers and in 2021, it posted sales of mCHF 411. About 7% of this figure is reinvested in research and technology – with the aim of delivering better results for every customer.