

helbling



**Valuable through Innovation**  
Company Portrait and  
Business Year 2018

# Highlights 2018

## At a Glance



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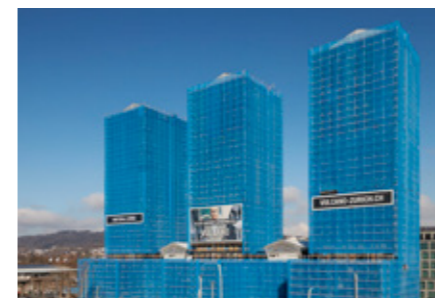
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The company portrait appears in German and English. The German version is always authoritative.

Visit our website to find out more about us and our services.

# Competitive and climate-friendly Sustainability as a Success Factor

## Dear Readers

Energy consumption per person in Switzerland has decreased by more than 15 percent since 1990. That is a remarkable development if you think how mobility, the number of electronic devices and living space per person have increased in this period. Even more impressive is the improvement in energy intensity in Swiss business, as expressed by the ratio of energy consumption to economic output: in 1990, 1.8 megajoules of final energy was consumed per CHF of gross domestic product; in 2017 it was 1.2 megajoules – with only a slight decrease in the industrial share of GDP.

In the public debate on climate change, the increase in energy efficiency is sometimes overshadowed by

This firstly relates to product development: innovative products not only feature improved or new functions and capabilities, they also consume less energy, manage with a smaller quantity of materials, have a longer service life, can be repaired more easily and are better recyclable.

The increase in energy and resource efficiency, however, applies not only to the products themselves, but to the entire value chain. That includes construction and manufacture as well as sourcing and logistics. Finally, optimization of production facilities, building technology and industrial buildings as a whole for energy efficiency is also of great importance.



**Dr. Christian Péclat**  
Chairman of the Board  
CEO

the huge topic of the energy transition. Moreover, it has so far been much more important for climate protection than the switch to renewable energies. For example, the International Energy Agency (IEA) has calculated that improved energy efficiency has offset no less than three quarters of the additional CO<sub>2</sub> emissions that global economic growth would have caused between 2014 and 2016.

The potential to increase energy efficiency – as well as resource efficiency generally – has not yet nearly been exhausted. It is also indisputable that the climate goals can only be achieved if the efforts in this regard continue to be intensified. Helbling makes an important contribution to this as an innovation service provider.



**Marcel Fäh**  
Member of the Board  
CFO

The Helbling Group's range of services covers all these environmentally relevant topics. We are thus able not only to strengthen our clients' competitiveness with our innovation services, but also their contribution to sustainable economic development.

Kind regards

Dr. Christian Péclat

Marcel Fäh

## Key Figures

# 546

## Employees

In 2018, the number of full-time equivalents increased from 540 to 546. The positions are filled by around 590 employees with an average level of employment of 92%. Helbling employs 530 professionals, 5 apprentices and an average of 12 interns.

# 117.6

## Revenue (in CHF million)

The Helbling Group generated its second-best earnings in its history in 2018. The slight decrease of 2.9% is due to a few major projects ending and to a certain restraint by customers from the middle of the year, caused by a series of global economic uncertainties.

# 39 %

## Foreign revenue

The proportion of foreign revenue continued to grow in 2018. The Helbling sites in Germany and the USA generated about half of this. The remaining foreign revenue came from exports from Switzerland. Overall, the Helbling Group supported customers in 17 countries.

# 450

## Customers

The Helbling Group's customers come from practically all sectors of the manufacturing industry, but also from the services industry and the public sector. Helbling maintains long-standing collaborations with many clients. Deepening these further is one of Helbling's most important strategic objectives.

# 11.0

## Cash flow (in CHF million)

Thanks to successful business operations, the Helbling Group remained on financially healthy footing in 2018. It was therefore once more able to finance all its investments from its own resources.

# 4.9

## Investment (in CHF million)

Continuous investment in the further development of services and in expanding infrastructure at the Group's sites creates the foundation for future growth. A focus in 2018 was investment in new laboratories and jobs at the Bern site.

# 1963

## Founding year

The Helbling Group can draw on a wealth of experience from more than five and a half decades of business. Its engineers and advisers combine this with the latest knowledge and state-of-the-art technologies when they develop innovative products and solutions together with their clients.

# 31

## Partners

The Helbling Group currently has 31 managing partners and around 260 employees who also participate in the Company via participation certificates. This tried-and-tested participation model ensures a continuous succession arrangement for Helbling.

# > 63 %

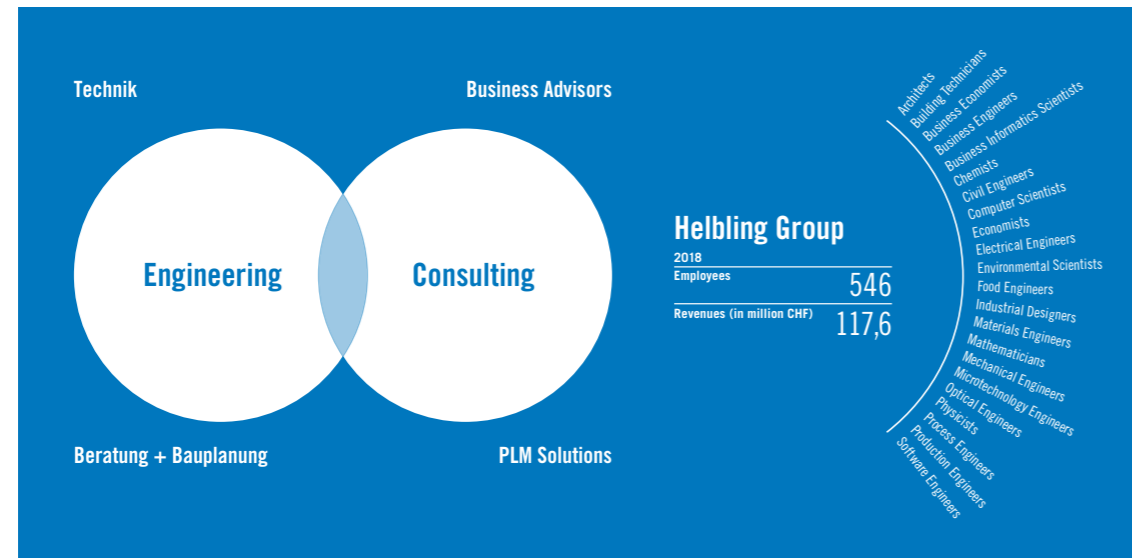
## Equity ratio

The high equity ratio entirely without interest-bearing debt guarantees sustainable, stable development and independence. In addition, it ensures Helbling a top rating by banks for privately held SMEs.

# Helbling Group

## Valuable through Innovation

The Helbling Group has its headquarters and several subsidiaries in Switzerland, is represented through companies in Germany, USA and China and has worldwide project experience.



### About us

The Helbling Group was founded in 1963 and is owned by its 31 managing partners. The internationally active engineering and consulting firm employs some 546 professionals in four business divisions focused on innovation/product development, management consulting, mergers & acquisitions, restructuring, information technology, real estate, energy and infrastructure.

### Our industry expertise

- High-tech industry semiconductors/electronics, microtechnology, automation/robotics, medical technology, machinery/apparatus
- Automotive industry/supplier
- Transport/traffic/aerospace
- Processing industry, pharmaceuticals, biotechnology, chemical industry, food industry
- Trading Financial services
- IT/telecommunications
- Energy industry
- Infrastructure/public sector

### Our values

#### Employees make markets

Recruiting, integrating and empowering qualified, entrepreneurially minded and service-oriented employees is one of our prime tasks.

#### Whatever we do, we do it right

From problem recognition to the implementation of the solution, our services are typified by client benefit, value creation, profitability, a systematic approach and a high degree of transparency.

#### Federalism as a strategic element

Within the scope of the group strategy, our business areas use the Helbling platform for their own development.

# Successful 2018 Financial Year

## Numerous Opportunities for 2019

### 2018

Following its record year in 2017, the Helbling Group can look back on another successful financial year. In 2018, we generated revenues of CHF 117.6 million with our services in the two business areas of engineering and consulting. The slight decrease by 2.9% is firstly due to a series of major projects coming to their scheduled end in the middle of the year. Secondly, we saw a certain restraint by clients in the second half of the year. This is likely due to the uncertainty caused by the USA's trade conflicts, central bank monetary policy, the state of China's economy, Brexit and the resulting fears of recession.

The Helbling Group generated around 40% of its revenue abroad in 2018. Around half of it was accounted by our locations in Germany and the USA, where we employ 90 people. We generated the rest of the foreign revenues as exports from Switzerland to no fewer than 17 countries.

After our sharp rise in headcount in the two previous years, the focus in the past year was on quality control through training our many new staff members. Nevertheless, we were also able to slightly increase our headcount in 2018. It rose by six full-time equivalents to 546. At the same time, the employee-friendly labor market led to a slight increase in staff turnover to 13%. Together with the increased proportion of part-time employees, this meant that 80 new employees came on board in 2018.

To be able to continue growing, we again invested in the further development of our services and the expansion of our sites. In Bern, investments in new laboratories and workplaces amounted to around CHF 3.5 million. We have also invested in new premises in Boston and a new site in San Diego. This means we can even better serve Southern California's significant medtech industry.

### 2019

Following a noticeable increase in demand for our services again in December last year, we have made a good start to the current year. With regard to the further course of business, we remain positive thanks to various developments: In the manufacturing sector, innovation pressure continues to rise, which is to a large extent due to all pervading digitalization. Outsourcing of development services also continues to increase in significance. Collaborations in flexible teams ensure that all the special expertise required is available in each development stage.

However, digitalization brings with it a challenge for our entire Group: more and more software expertise is needed, and not just in product development, but also in consulting and the construction sector. But because software specialists are so sought after, they are extremely rare in Switzerland and Germany. Acquiring and retaining them is therefore one of our most important goals.

In consulting, we are seeing increasing demand for our expertise in restructuring companies, after it had been rather quiet in this business area in the past few years. The automotive supplier industry in Germany is a focus here.

We also expect further increasing demand with our services in product life-cycle management (PLM), which has evolved into an important area of business. PLM ensures data consistency across the entire product life. Such "digital factories" achieve higher product quality with lower manufacturing costs and shorter lead times.

Finally, we also see interesting potential in our new ideation offering, which focuses on the early stage of product creation. To this end, we bundle our expertise in engineering and consulting, and develop completely new ideas for future areas of business and innovative products together with our clients (see next page).

# Ideation – The Bridge between Company and Product

Ideation links company management with product development in the early stage of product creation. Ideation is thus a bridge that brings together two worlds with different roles and languages, and translates growth and innovation objectives into product concepts.



## The early stage of product creation – a special area

Innovations do not come about coincidentally, but are the result of a systematic approach and interdisciplinary collaboration according to our success formula  $I = mc^2$  (innovation = methods  $\times$  creativity  $\times$  competence). The innovation can first be measured by its market success, and realizing an idea generally requires a high level of investment.

Because implementing a product idea is expensive and high-risk, clever processes and special team configurations that increase the chance of market success and reduce the risk of failure are required at an early stage of product creation. This special area of the innovation process is called ideation.

## Our ideation services

In the field of ideation, we support our clients with three specific areas of service that address different problems. The “new business opportunity” field deals with the identification of new fields of business where the company’s core competencies can be profitably

used. On the basis of an analysis of competencies and markets, we conduct a systematic and iterative search for new fields of application and business, which we deepen and verify and for which we then work out a business model.

Within the “product vision” field, the focus is on identifying customer needs and translating these into new problem-solving approaches. Following the “design thinking” approach, we initially build up an understanding, identify customer needs, work out ideas for solutions, prepare initial prototypes and verify these with potential target customers. The feedback to this forms the basis for a further loop. In this way, we iteratively work our way towards new product visions, rapidly identify disruptive potential and prevent companies from going down the wrong track at an early stage.

Product visions or business ideas are developed into a product concept or service in a systematic process with an “innovation pre-project”. As well as the technical concept, at the same time this is also about clarifying needs (specifications) and positioning on the market.

The usability (user interface) and industrial design are also worked out. As a result, one or more concepts that are verified regarding feasibility, profitability and customer need are available, and these thus form a robust foundation for product development.

## Interdisciplinary teams

An important factor in all ideation fields and projects is the compatibility of the three aspects of desirability, viability and feasibility. A new product idea or business idea must satisfy a customer need, serve or create a market, and be financially interesting, technically sound and implementable in a reasonable period of time. We offer all the necessary competencies in a unique way in a one-stop shop, including experienced business economists, creative designers, resourceful user-experience experts and, of course, many capable engineers in various specialist fields.

## Leadership and collaboration expertise

Connecting the worlds of the market and customer needs with the world of product development takes experience. Many of our clients are highly familiar with

this problem and count on our experience in leading ideation projects. The best success stories emerge when close collaboration develops in a spirit of mutual trust, and when both sides combine their knowledge. We can offer our clients continuous support from advice to strategic alignment, all the way to the realized innovation. The bridge connecting these is formed by ideation.

# Bill & Melinda Gates Foundation – The Reinvented Toilet by Helbling

The Reinvented Toilet is a new and unique toilet concept developed for the Bill & Melinda Gates Foundation. The system is based on chemical wet combustion and was integrated into a compact housing for in-home use without a water supply.



Christian Seiler, Dr. sc. ETH Zürich, Head of Development for Process Technologies, Helbling Technik, Wil, Switzerland

**“I’m optimistic that toilets like these are going to play a major role in helping us improve sanitation around the world.”**

Bill Gates, gatesnotes

*The complex Reinvented Toilet demonstration model was developed and built by a committed project team within eight months. The interdisciplinary team at times consisted of sixteen people, divided into seven sub-project teams in the areas of systems, mechanics, electronics, software, process verification, industrial design and business development. Without the hard work and commitment of all those involved, it would not have been possible to finish on time.*



## Overview

Helbling developed a demonstration model as part of the Bill & Melinda Gates Foundation's "Reinvent the Toilet Challenge". The Foundation's aim is to facilitate sustainable installations in developing countries for people with little money and no access to clean sanitary facilities, in line with the principle that "all lives have equal value".

## Our contribution

We developed a functional demonstration model of a toilet system for use in the home. The entire system only requires a small installation area, which enables it to be used in rooms with little space. Its functional design with robust components that are simple to clean make the system suitable for use throughout the world. The modular design allows simple installation. One of the major challenges was to produce clean waste without the use of a water supply. In the realized concept, this is made possible by a closed water cycle in the Reinvented Toilet.

## Results/Achievements

The system developed by Helbling was presented by Bill Gates at the Reinvented Toilet Expo. The Helbling toilet received worldwide media coverage and set a new standard for this type of system.

# Nespresso “Momento” – Mechanical & electronical System Development

Development of a professional coffee machine with multi-lingual, touch-sensitive screen. Modular design enables three different models, simplifies maintenance and reduces spare parts. Connectivity allows software and recipes to be updated via the cloud.



Stefan Käser, Mech. Ing. FH, Group Leader, Helbling Technik, Bern, Switzerland

**“‘Momento’ was my most complex and versatile project in my 25 years at Helbling. The result is amazing.”**

## Overview

Nespresso appointed Helbling for the development of a new line of professional coffee machines named "Momento". Helbling was responsible for the system development including mechanics, electronics hardware/software and hydraulics. Constraints: high-end design and cutting-edge touchscreen technology for the MMI.

## Our contribution

Helbling developed a multi-level robust modularity concept based on mechanics, electronics, and software. Helbling was also responsible for the development of various chassis/housings for insertable beverage modules and a coffee module. The latter contains the screen for operation as well as the brewing unit and its motorization. In addition, Helbling developed the necessary telemetry and integrated the touch-sensitive screen as well as an electronic, hardware, communication and software system with five different processor-controlled printed circuit boards (PCBs), developed by Helbling, and three modules from suppliers.

## Results/Achievement

The Nespresso "Momento" professional coffee machine sets new standards in design, operation, ease of maintenance and connectivity. Starting 2019, "Momento" will be available in offices and catering.

*16 employees from Bern worked on the "Momento" project in the disciplines of project management, systems engineering, mechanical-, hardware- and software-development, laboratory and testing. To master such complexity, it required a harmonious team and a systematic approach. The colleagues' outstanding expertise and passionate dedication was instrumental in making the "Momento" project a success.*

# VividQ – Holographic Mixed Reality

In the exciting environment of mixed reality, Helbling has supported the start-up VividQ in the development of the world's first holographic headset to promote a revolutionary software for real time generation of true 3D holograms.

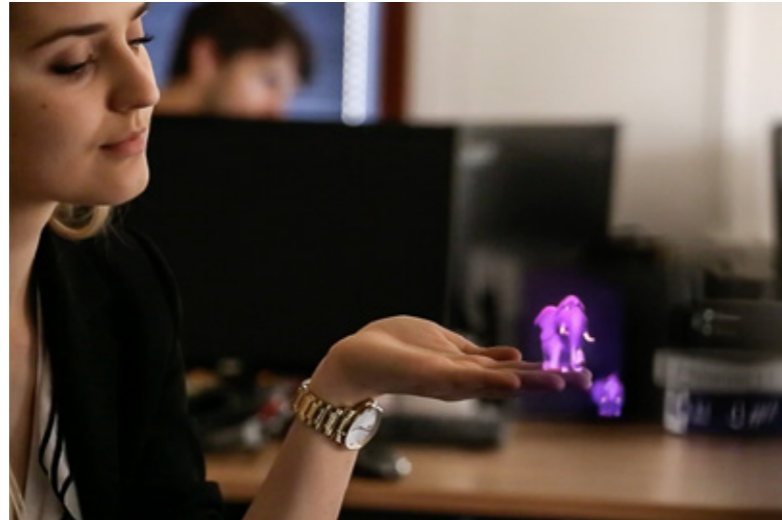


**Stefan Troller**, Dipl.-Ing. Microtechnology EPFL, Head of Development Optics, Helbling Technik, Bern, Switzerland

**“Helbling were very professional and they helped to realise our brief to bring our vision to life, producing the prototype 3D holographic headset which has been invaluable to building our business.”**

**Darran Milne**, Co-Founder & CEO of VividQ, Cambridge, GB

*High-level expertise and strong interaction between the technical disciplines are required. Engineers and scientists of VividQ and Helbling worked hand-in-hand to build and integrate hard- and software in a full-fledged device.*



## Overview

Complex computation requirements and the data volume to be processed have been the challenges to date preventing holographic technology from being achieved in mixed reality applications. VividQ, a UK-based start-up company, has developed proprietary software to compute holograms in milliseconds on standard computing hardware, which allows true 3D holographic images to be generated in real time. To demonstrate VividQ's software and its unique capabilities, VividQ contracted Helbling for the development of a fully functional headset. A compact, robust and mobile device design, including laser sources, projection- and combiner optics, and an ergonomic user interface had been developed in close collaboration. This provided the first functional model after a few months following the start of the collaboration.

## Our contribution

Development of near-eye displays requires a detailed understanding of both the physiology of the human eye, vision, and the physical and engineering principles of optical projection systems. Along with our expertise in optical system design, low-power embedded systems and user-centered design, Helbling has a comprehensive set of engineering skills for developing mixed reality products.

## Results/Achievements

The headset has been pivotal for VividQ. It was presented for the first time at AWE Europe 2018 in Munich and at Photonics West in San Francisco in February 2019. It received positive feedback from a very receptive audience – an important milestone in VividQ's journey.

# QualySense – New Platform for industrial-scale Sorting “QSorter Horizon”

In 2012, the successful development of the “QSorter Explorer”, a lab-scale sorting robot, marked the start of a long-term partnership between Helbling and the start-up QualySense. The story continues with the development of the “QSorter Horizon”, an industrial-scale, multi-ton per hour sorting solution and key goal of QualySense.



**Ueli Schläpfer**, Dipl.-Ing. Microengineering EPFL, Head of Mechatronics Development, Helbling Technik, Zurich, Switzerland

**“These larger machines will completely change the quality paradigms in the commodity world, and bring excellence in nutrition, health and safety to people all over the world.”**

*The grain-handling system, the machine structure and the industrial design were developed by a team of five Helbling engineers that included mechanical and mechatronics engineers, an industrial designer, and a project manager. Working closely in a collaboration network – QualySense for the sensing technology, and additional partners and key suppliers for the control system, manufacturing, and assembly – was crucial for the team and a key factor in the project's success.*

## Overview

Helbling was commissioned to develop a system for singulation, transport and sorting of granular commodities at a rate of 3,500 kernels per second. In more than 8,000 hours, Helbling developed, built and tested a proof-of-concept demonstrator, derived a prototype, and supported its manufacturing and assembly.

## Our contribution

The project started with a systematic greenfield search for solutions that could potentially reach the required throughput. The concept was proven in Helbling's lab using a test bed and rapid prototyping methods. This launched the development of the “QSorter Horizon” prototype, which took more than 12 months. An interdisciplinary team designed and developed the system in close collaboration with QualySense. From the beginning, a strong emphasis was also put on the industrial design of the system. Our mandate included engineering, supplier management and support during manufacturing and assembly.

## Results/Achievements

The prototype is currently being tested and optimized for series production. The great interest of potential customers in the product confirms that QualySense has made a significant step towards achieving one of the company's important goals.

# ASM Pacific Technology – Successful cross-border Software M&A Transaction

Helbling Business Advisors acted as M&A advisor for listed electronics group ASMPT from Singapore in its investment in the software provider Critical Manufacturing (Portugal).



Jan-Erik Gürtner, Managing Director, Helbling Business Advisors, Dusseldorf, Germany

**“Strong sector expertise and an international presence via our M&A network CFI was decisive for the transaction’s success.”**

*The Helbling Business Advisors M&A team has extensive specialist and sector expertise, many years of experience and well-founded technological know-how on all strategic questions in the M&A process.*



## Overview

As a global technology and market leader, ASM Pacific Technology Limited develops and delivers solutions and materials for all electronics manufacturing process steps. ASMPT wants to use the strategic acquisition to establish a portfolio of Industry 4.0 solutions and expand the software expertise to set up intelligent factories far beyond hardware solutions.

## Our contribution

In addition to M&A expertise on acquiring companies in the technology sector for major companies, Helbling Business Advisors has the MES and smart-factory sector expertise necessary for a successful transaction. As an M&A advisor, Helbling Business Advisors advised ASMPT on the initiation and implementation of a structured acquisition process. The selection and contact process for acquisition targets was carried out together with CFI – Corporate Finance International’s software sector team. The acquisition, due diligence and initiation process was also fully managed by Helbling Business Advisors.

## Results/Achievements

Helbling Business Advisors found the ideal target company in Critical Manufacturing, a leading, international software developer of manufacturing execution systems (MES) with comprehensive know-how in the integration and networking of machines, systems and cloud solutions.

# A.Vogel Group – Corporate Strategy 2025

An international team developed the 2025 corporate strategy with Helbling Business Advisors. The product and market focus were sharpened, ambitious growth and earnings targets set, and a streamlined organization with a unified brand identity implemented.



Emanuel Wettstein, Dipl. Phys. ETH, Senior Manager, Helbling Business Advisors, Zurich, Switzerland

**“We were able to develop the ambitious strategy and directly implement the first important measures in an outstanding collaboration.”**

## Overview

A.Vogel Group produces and sells remedies and food products out of fresh plants. Around 350 employees generated revenues of around CHF 115 million in 2017. The group operates internationally with three production sites and three of its own sales locations, complemented by various sales partners.

## Our contribution

The project was carried out in the following stages: initialization, strategic analyses, development and selection of options, strategy formulation and definition of measures. Two working groups were formed to carry out the work, one for product and market matters and one for operations and supply chain. At each stage, the content was first prepared and then jointly discussed and adopted in milestone workshops. Helbling structured the process and managed the project together with A.Vogel’s management. In addition, Helbling provided the necessary methods and analyses, organized the working sessions and contributed to the material content.

*In keeping with the company-wide, varied scope of the task, Helbling Business Advisors was able to draw on a broad range of experts in various services. For example, in addition to employees with strategy and market expertise, it was possible to make successful use of supply chain specialists, members of staff with expertise in organization and transformation management, and particularly employees from the corporate finance team for the M&A tasks.*

## Results/Achievements

The strategy was successfully adopted. In addition, the one-company culture was strengthened through reorganization and a unified brand identity. Two acquisitions strengthened the sales network.





# Vulcano Zürich – Representation of the Building Owner and Planning of the Building Technology

Due to its wide-ranging experience, Helbling Beratung + Bauplanung was hired by Credit Suisse AG to represent it as the building owner for this building project and by full-service contractor Steiner AG to plan the building technology.



**Marc Petitjean**, Dipl. Architect ETH, Competence Manager, Helbling Beratung + Bauplanung, Zurich, Switzerland

**“The project’s complexity shows that with an orientation towards common objectives, major team achievements are possible.”**

*Two teams from Helbling Beratung + Bauplanung were intensively involved in this project for a total of three years. It became clear that even with different clients within a single project, it was possible to find proactively and jointly developed, viable solutions to everyone’s satisfaction.*



## Overview

The area is in a prominent location in the Altstetten district of Zurich, in an up-and-coming area of the city. The project originates from Parisian architect Dominique Perrault. The three towers contain around 300 rental apartments, and the five-level base contains the a-ja City Resort hotel with 319 rooms.

## Our contribution

### Representation of the Building Owner

- Representing and advising Credit Suisse AG
- Monitoring and management of full-service contractor Steiner AG
- Quality control, management of the building owner’s QM team, review and approval of plans
- Monitoring and security patrols of the building site
- Cost controlling, auditing tenders and contracts
- Schedule controlling, auditing processes and the state of the work

### Building Technology Planning

- Contract, supplementary and interface audits
- Audits of the building technology planning
- Taking over the planning mandate from the planner previously hired
- Re-engineering and implementation planning, site management and approvals

## Results/Achievements

Thanks to the teamwork and dedication of all those involved, we were able to overcome all the challenges and hand over the building on time. The rental apartments were already rented just four months after the handover.

# Schenker Storen AG – New Development Platform

Schenker Storen AG, the leading Swiss provider of shade solutions, launches the 3DEXPERIENCE solution from Dassault Systèmes with the support of Helbling PLM Solutions. The solution serves as the foundation for the development of new and innovative products and services.



**Michael List**, Dipl. Ing. ETHZ, Senior Vice President, Helbling PLM Solutions, Zurich, Switzerland

**“The 3DEXPERIENCE platform has brought our company closer together, and all our employees now have access to centrally managed current data.”**

**Thomas Stöckli**, Physicist, Technical Head, Schenker Storen AG, Schönenwerd, Switzerland

*Our project team comprised advisers, project managers, CAD specialists and application developers. As a result of our close collaboration with the client in a spirit of mutual trust, we were able to successfully implement the project, and thanks to the support of Schenker Storen’s management, we were also able to change existing processes.*

## Overview

Helbling took on the analysis of the document landscape and the associated processes. These were then redefined and set out within the framework of a basic concept. Moreover, the 3DEXPERIENCE platform was implemented close to the standard functionalities. All technical data is now administered in a central platform.

## Our contribution

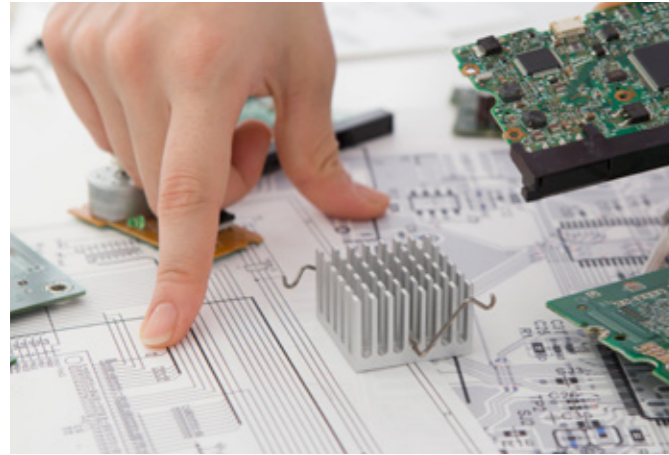
Helbling conducted an adapted introduction of the 3DEXPERIENCE platform for Schenker Storen and defined the target processes as well as the tools and interfaces to be employed. The redesigned construction methodology includes model-based development with a large number of variants and configurations, and automated templates for the efficient and high-quality creation of new product variants. The focus is currently on the development platform’s connection to the ERP and the change management system, as well as on aligning the transition from EBOM to MBOM with the latest efficiency options.

## Results/Achievements

Nine months after the start of the project, the old CAD was replaced by Catia V6 and a new development method was introduced. A central platform for all employees with improved efficiency and a logical structure was created.

# Helbling Business Divisions

## Unique Combination of Expert Skills



### Helbling Technik

We efficiently guide Innovations to their Objective

We support our clients in achieving a competitive advantage through strategic innovations. To do this, we walk through your objectives, explore innovation potential and do not shy away from occasionally taking a radically new course in the systematic approach for exceptional results.

The technical talent and thorough training of our employees finds expression through well-trained project and quality management. We set great store by personal responsibility and specific processes that are geared to different sectors and disciplines. Numerous ISO certifications confirm the quality of our procedures. Our clients benefit from a combination of reliable methodology and solution expertise individually tailored to your business.

Thanks to first-class training and experience, our employees can quickly familiarize themselves with new sectors. Our project teams build on technological and organizational prowess to offer our clients the best possible support for their projects. We focus intensively on the critical points and challenges in each case and use our outside perspective to reveal new solution options. We successfully support many companies in this way each year – and the number is rising.

### Helbling Business Advisors

Your Experts for Restructuring, Corporate Finance, Operations & Strategy

We advise our clients on all entrepreneurial and strategically important decisions concerning restructuring, strategy, corporate finance, operational excellence as well as digitalization. Together with our clients, we develop comprehensive solution concepts tailored to individual requirements to increase growth and earnings and implement them together.

Accelerated innovation cycles, digitization & industry 4.0, regulations, geopolitical risks and recently also protectionism are only some of the current entrepreneurial challenges. Nevertheless, economic goals must be achieved and, if necessary, traditional business models are changed in order to successfully secure the future.

For our clients, we develop future-proof strategies, increase effectiveness and efficiency, and support the introduction of new business and management models. Our range of consulting services also includes all the essential components for reacting quickly and comprehensively to crisis situations. As a partner of Corporate Finance International, we also execute global M&A transactions and access investors worldwide.

It is our mission to sustainably secure and further develop the entrepreneurial success of our customers.

### Helbling Beratung + Bauplanung

Your Partner for Projects in Real Estate, Industry and Infrastructure

We make a success of complex property, industrial and infrastructure projects. Our world is the project business in the sphere of buildings and facilities owned by public and private owners from a vast range of sectors.

Our experience and expertise mean that we can translate our clients' complex tasks specifically and capably into viable solutions in a high-quality manner. Based on a background of wide-ranging experience among our employees, we provide our services near to the decision maker. We do this not only as adviser to and representative of the building owner, but also as a comprehensive adviser and planner in the field of energy questions for the benefit of optimising facilities and buildings. Last but not least, we knowledgeably advise our clients on plot and location development.

Helbling Beratung + Bauplanung operates on the market as an independent company with 50 employees. This ensures our clients have access to wide-ranging expertise, objectivity, an unrestricted focus on their needs and thus freedom of action. We provide our services for and with our clients on the basis of partnership and thus generate convincing results shaped by both parties

### Helbling PLM Solutions

Enabling Innovation with Information Technology

We offer our clients consulting, implementation and integration services by drawing on our employees' broad and well-founded knowledge.

We cover all tasks that arise during product development with product life-cycle management solutions (PDM, CAD, CAE, CAM). We develop and realize the solutions – which optimally support business processes – in partnership with our clients. Our customer-friendly training and support organisation guarantees continuous, long-term collaboration even after the end of the project.

The following examples show the benefits we generate for our clients:

- Increasing quality while cutting costs
- Reducing the time to market while increasing innovation
- Transparent management while reducing overheads

# Global Spectrum of Experience

## Our Locations



### Switzerland

- Helbling Holding AG**  
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