



MANAGEMENT ENGINEERS

PRESS RELEASE

MANAGEMENT ENGINEERS registers significant growth in Germany and worldwide in 2007. Market entry in the USA at the beginning of 2008.

Düsseldorf, 8 February 2008

In the year 2007, the management consultancy company MANAGEMENT ENGINEERS [ME] recorded incoming orders which exceeded by far its ambitious annual plan. The turnover registered by the company grew correspondingly: compared to 2006, it increased by 24 per cent to more than € 68 million. This growth was achieved proportionally in Germany, and in selected markets in Europe, America and Asia. The fee volume generated internationally accounted for almost a quarter of the total turnover. The number of consultants has also increased correspondingly. ME currently employs 144 consultants (engineers, natural scientists, and businessmen) with many years of management experience.

The international expansion of ME in 2007 was concentrated particularly on China and on the market entry in North America:

- With the take-over of ABACUS CORPORATION BUSINESS CONSULTING in Shanghai at the middle of the year, ME is further establishing its China business with an even stronger network. This will enable ME not only to advise European companies strategically and conceptually in connection with their entry into the Chinese market, but also to provide support for their operative activities on the spot.
- At the turn of the year, a company newly founded in the USA started its operations in Boston: MANAGEMENT ENGINEERS US, LLC. The consulting activities there will be focused particularly on those industrial core markets in which ME has proven competencies.
- Also since the beginning of the year, ME has been operating an office in Istanbul, in order to provide consulting services for a variety of projects, especially in the automobile industry, on the spot in Turkey.

Particularly worth mentioning is the growing awareness and reputation of MANAGEMENT ENGINEERS. For example, the LÜNENDONK Study published in 2007 placed ME in sixth place in the rankings of the most important competitors in the German market – ahead of BOOZ ALLEN HAMILTON, PORSCHE CONSULTING, OLYVER WYMAN, and many other well-known consulting companies.

The proven quality of the services of ME thereby, has an even higher significance than the company's quantitative market share. Thirteen per cent of the direct competitors of ME, according to the study, list MANAGEMENT ENGINEERS among "their three most important competitors."



MANAGEMENT ENGINEERS

PRESS RELEASE

With countless expertises and engagements, ME has made its industry-specific know-how publicly accessible. Three examples:

- The growing significance of India for German automobile manufacturers and component suppliers has been described by ME in a bilingual special publication entitled “*India: A perfect Source*”. A study conducted jointly with the VDA (Association of German Automotive Industry) about the automobile market of the ASEAN region is soon to be published.
- The future of the Western European chemicals industry has been investigated by ME in cooperation with INSEAD. In this connection, the executive boards of the 30 largest chemicals companies in Europe were questioned in detail and, as a result, the decisive development trends for markets, economic policy framework conditions, and business portfolios were deduced.
- The future scenarios for ecology and economy were the objects of an ME forum in Berlin with high-ranking international scientists and decision-makers from German industry. The subject was: “*Climate Change creates Business Climate*”. The discussion focused not only on the challenges of the energy supply companies, but also on the prospects for the German mechanical engineering and plant construction industry. Documentation of the forum is in preparation.

Since its foundation in 1978, ME has developed into one of the leading management consultancy companies in German ownership. ME is owned to one hundred per cent by its operatively responsible partners. At the beginning of 2008, their number was increased by three to a current total of 17 partners. The newly appointed partners are Dr.-Ing. Christian Gutsche, Dipl.-Ing. Dipl.-Wirt.-Ing. Helmut Lodzik, and Dr.-Ing. Andreas Moritz.

With reference to the future prospects of ME, the Chairman of the Management Board, Dipl.-Ing. Hans-Ulrich Stamer, says: “Our prospects in the current financial year of 2008 are extremely motivating. A further double-digit increase in turnover for our group of companies is foreseeable. We are energetically proceeding with the personnel expansion associated with it and attach particular importance to the extension of our multinational teams. The main emphases of our consulting projects will continue to be in the area of strategy and process consulting. In this connection, our outstanding competitive features such as *experience, industry-specific know-how, and implementation competence* will continue to characterize MANAGEMENT ENGINEERS as a special kind of consulting company in future.”