

Hess in Saxony



"Saxony means a great deal to me" - Christoph Hess



Hess AG's story of success in Saxony began in 1999 with the building of a brand new state-of-the-art manufacturing facility in Löbau. In the 11 years since then, Hess has increased and diversified its activities to the benefit of the region and Hess. Christoph Hess, chairperson of the Hess Group's management board is a member of the executive committee of the Dresden Chamber of Industry and Commerce as well as chairperson of the foreign trade committee. He is currently one of seven entrepreneurs appointed by the board of the German Chambers of Industry and Commerce to the DIHK Board International, a body that speaks for the German business community with high-ranking, international representatives.

Manufacturing in Saxony



Hess Lichttechnik GmbH . Löbau . Lighting Manufacture

In 1999, Hess acquired the first 8,500 m2 of what is now a 19,000 m2 site. "From the beginning, our objectives were to expand and to play a vital role in the region's livelihood," explains Christoph Hess, managing director of Hess Lichttechnik GmbH. The Löbau company currently employs around 120



personnel, including 10 trainees. Locating the company in Löbau has proven to be an asset for both Hess and the highly trained local workforce. Long-term partnerships with 150 supplier firms in Saxony, Germany ensure the reliable availability of parts and materials needed for manufacture.



NGT GmbH . Wehrsdorf . Permanent Mould Casting

In 2009, Hess AG obtained a stake in the Neue Gusstechnik Wehrsdorf, NGT foundry in Sohland, Saxony, preserving existing jobs and adding 30 new ones. Since the acquisition, the conditions for the workers and production have improved considerably.



NGT has operated its own hardening facility and CNC machining centre with two modern machines since May 2010. The company also produces, using permanent mould casting, complex aluminium and brass parts for trucks, rail vehicles and wind turbines.

Manufacturing in Saxony



Vulkan Außenleuchten GmbH . Löbau . Lighting Manufacture

Vulkan Außenleuchten GmbH was established in 1898. The company developed and manufactured one of the first streetlights powered by electricity that used incandescent lamps. It is amongst Europe and Germany's oldest and most experienced lighting manufacturers.



Vulkan products have been produced in Löbau at Hess' plant since 2007. With the acquisition of the established brand, Hess acquired a broad product range with a very long history of success, and the move created new jobs in Löbau.



NMD Licht am Bau GmbH . Dresden . Custom Projects

The Hess Group works closely as an engineering and project partner with NMD Licht am Bau GmbH of Dresden, yet another firm with a rich past. With the support of the Hess Group, the young management team of Tobias Krüger and Andreas Krawczyk took over NMD Licht am Bau GmbH in 2008.



The company has been thoroughly groomed to handle customer specific and ambitious lighting projects. Thanks to its exceptional versatility and dedication to quality, it is today an invaluable partner to the Hess Group.

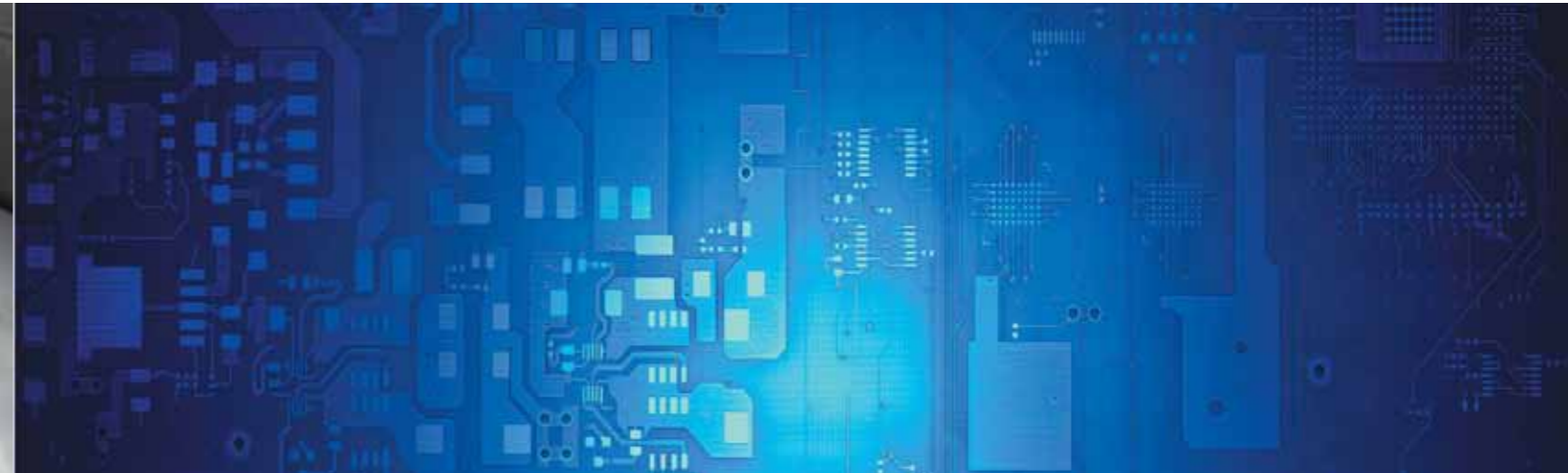
Technology from Saxony



LightDesign Sololutions GmbH . Dresden . Engineering

LightDesign Solutions GmbH was founded with the assistance of capital invested by Hess AG. It is an engineering and sales company specialising in LED modules and architecture projects. Hess recognised the potential offered by the new technology early on and is very committed to its development. Together with the Technologiegründerfonds Sachsen (TGFS), a technology investment fund available for the establishment and development of enterprises

in Saxony, a growth-oriented company with a very high level of technology has emerged. Although the company is young, it already has a substantial list of patents pending. With its partner, LightDesign Solutions GmbH, Hess is expanding its leading position as a single source provider of lighting solutions in this rapidly growing segment, thanks to the integration of the patented LED modules in popular Hess luminaires.



LightDesign Solutions receives financial and management support from the Free State of Saxony via the TGFS-Fond (funding), the management, the Saxony Sparkasse banks and Hess AG. Financial assistance from the European Regional Development Fund (ERDF) is being put to good use, establishing a technology cluster of international stature and securing the future of a promising key technology with enormous environmental benefits.

Hess Technologie GmbH . Dresden . Research & Development

Hess Technologie GmbH is a R&D company for innovative lighting and an investment partner for product development projects in Saxony. The proximity to the plant in Löbau and the availability of highly qualified skilled labour in the greater Dresden area guarantee the success of the Hess Group's product development efforts.

Technology from Saxony



Cities & Towns in a New Light . Görlitz & Löbau

The towns of Görlitz and Löbau are winners of the competition "Kommunen im neuen Licht" (Cities & Towns in a New Light) thank to their futuristic lighting concept with LED luminaires. The competition was initiated by the Federal Ministry of Education and Research (BMBF). Hess AG is helping the cities and

towns realise their projects, providing them with the required technology in the form of expert consulting and products. The close collaboration between the towns and industry has produced a lighting concept in the region that is one of the most innovative in Germany.

Summary

The "Technology from Saxony" programme has produced a highly effective network that is capable of providing solutions to all the challenges associated with lighting products and innovative control systems for modern urban applications.

Dresden is slated to become the Hess Group's research and development centre for LED lighting and electronic systems (i.e. control, solar and sensor technologies and engineering).

Dedication to Saxony



Haus Schminke . Löbau

Hess initiated the Haus Schminke foundation. The house, which was designed by architect Hans Scharoun and built in the 1930s, is one of the world's four outstanding examples of Modernist Architecture, also known as the International Style of architectural design. The foundation's purpose is to

preserve the house for coming generations. Alongside Hess AG, the City of Löbau is a cofounder of the foundation, donating the building and land to ensure its preservation.

Dedication to Saxony



Social and Cultural Involvement in the Region

Hess supports a host of different events and activities in Saxony, including the sponsoring of a jazz festival in Görlitz and the Lausitzer Füchse ice hockey team, whose stadium is located in Weißwasser. "We are so proud to wear jerseys bearing the name of a reputable brand like Hess. In particular,



the fact that we have been given a three-year sponsorship deal provides us with security for our future plans and is an expression of confidence in our work," says Matthias Kliemann, Füchse marketing director.



Hess refurbished and maintains one of the oldest and largest historical townhouses in Löbau. The house, located at Eichelgasse 1, just opposite the market square, is a listed building and comprises 15 apartments.



At the "Augen Auf" (eyes open) cultural festivals in Löbau and Ebersbach, many of the festivalgoers were amazed by the "creative process" involved in the development of the graffiti. Graffiti artists demonstrated their artistry live in front of the spectators at the latest happening of the action group "Augen Auf - Zivilcourage zeigen!" (eyes open - display civil courage!).

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