

## Festo Company Overview

Creating partnerships for a brighter future



Lawrence Lin  
Emerging Technologies  
Business Development Manager



## We are Festo



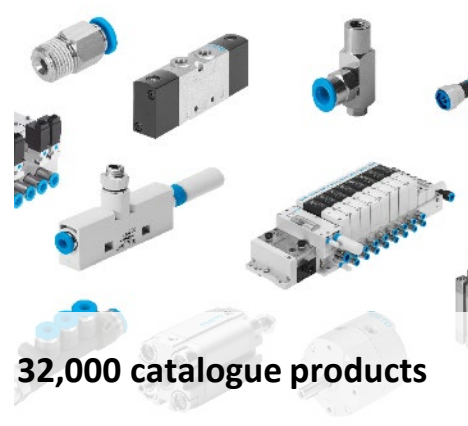
**Founded in 1925**



**~21,000 employees**



**>300,000 customers**



**32,000 catalogue products**



**176 countries**



**100 patents/year**



**24 hour delivery**



**10,000 individual solutions  
for customers**



**R&D quota:  
8% of total revenue**



**Total revenue:  
3.65 B € in 2023**



Est. 1972

- North American Headquarters in Islandia, New York
- Engineering and Design of custom products and sub-systems
- Manufacturing Locations: Mason, OH , Gainesville, FL, Monterrey, Mexico
- Regional Contact Center: Mississauga, Ontario
- ISO 9001:2008 and ISO 14001:2004



*“With our expertise in automation and technical education, we increase our customer’s productivity and create opportunities for a sustainable economic and a better environmental future.”*

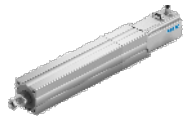
# An independent, family-owned enterprise

## Automation

### Factory automation

Pneumatic

Electric



### Process automation

Pneumatic/Electric



> 32,000 products

## Didactic

### Technical Education Solutions

Training /  
Consulting

Learning  
Systems



> 950 Experts

Components

Solutions








## Electric Automation – Business Unit Portfolio

### Complete Product Range





#### Pneumatic Automation

-  • Cylinders
-  • Valves and Terminals
-  • Air Preparation
-  • Tubing and Fittings
-  • Sensors
-  • Vacuum Systems
-  • Grippers

#### Electric Automation

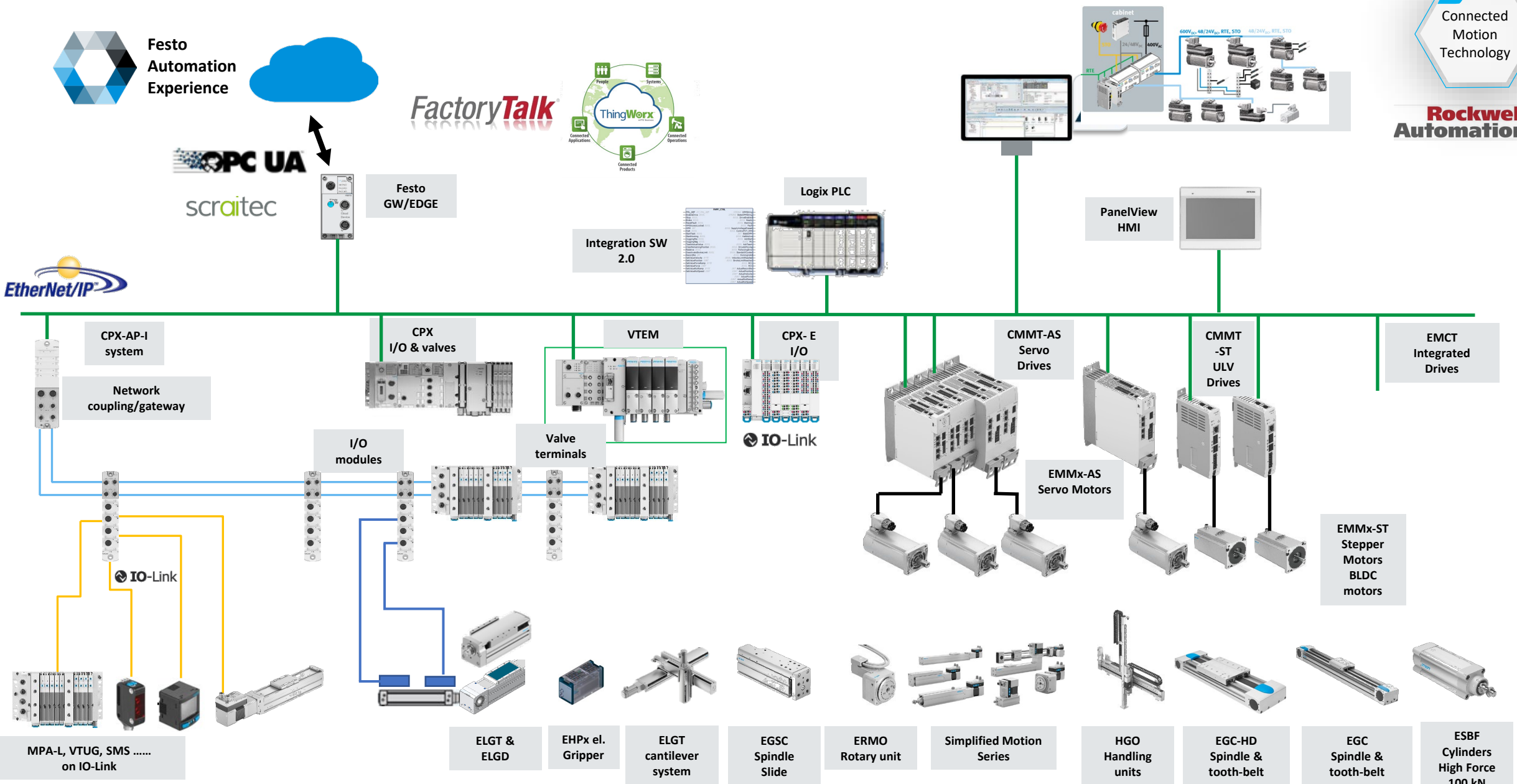
-  • Linear Actuators
-  • Rotary Actuators and Gearboxes
-  • Servo, ELVS and Integrated Motors
-  • Servo and ELVS Drives
-  • PLCs, Remote I/Os and HMIs
-  • Vision Systems
-  • **Function-Based Products**

#### Process Automation

-  • ¼ Turn Actuators
-  • Angle Seat Valves
-  • Ball Valves
-  • Butterfly Valves



# The Festo Automation platform in a Rockwell Architecture



**Festo Automation Experience**

Cloud: **FactoryTalk**

OPC UA

scraitec

**Festo GW/EDGE**

**EtherNet/IP**

**Integration SW 2.0**

**Logix PLC**

cabinet

600V<sub>ac</sub>, 48/24V<sub>dc</sub> RTE, STO

48/24V<sub>dc</sub> RTE, STO

**PanelView HMI**

**CPX-AP-I system**

Network coupling/gateway

**CPX I/O & valves**

**VTEM**

**CPX-E I/O**

IO-Link

**CMMT-AS Servo Drives**

**CMMT-ST ULV Drives**

**EMCT Integrated Drives**

**I/O modules**

**Valve terminals**

**EMMx-AS Servo Motors**

**EMMx-ST Stepper Motors BLD C motors**

**MPA-L, VTUG, SMS ..... on IO-Link**

**ELGT & ELGD**

**EHPx el. Gripper**

**ELGT cantilever system**

**EGSC Spindle Slide**

**ERMO Rotary unit**

**Simplified Motion Series**

**HGO Handling units**

**EGC-HD Spindle & tooth-belt**

**EGC Spindle & tooth-belt**

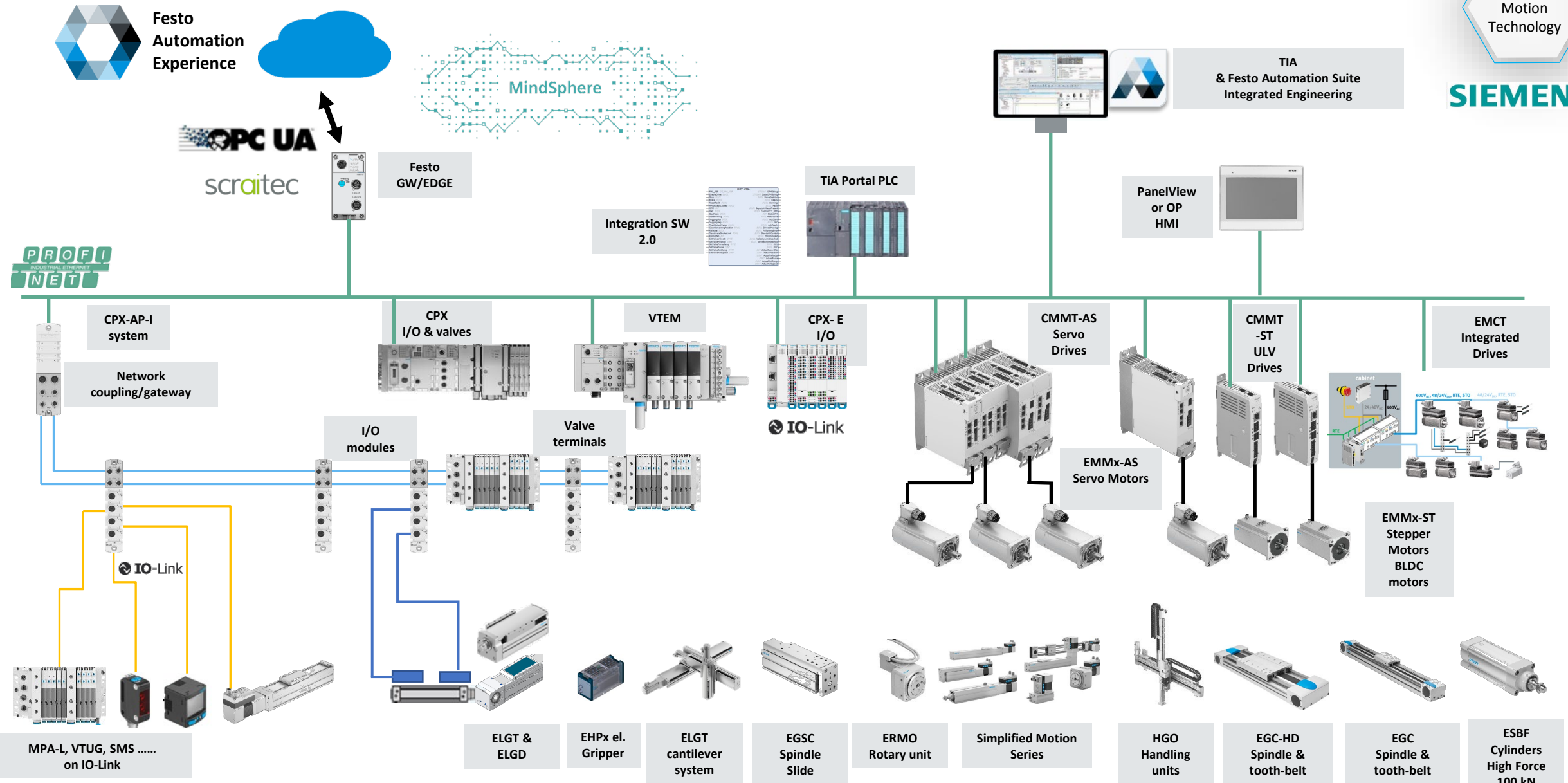
**ESBF Cylinders High Force 100 kN**

# The Festo Automation platform in a Siemens Architecture

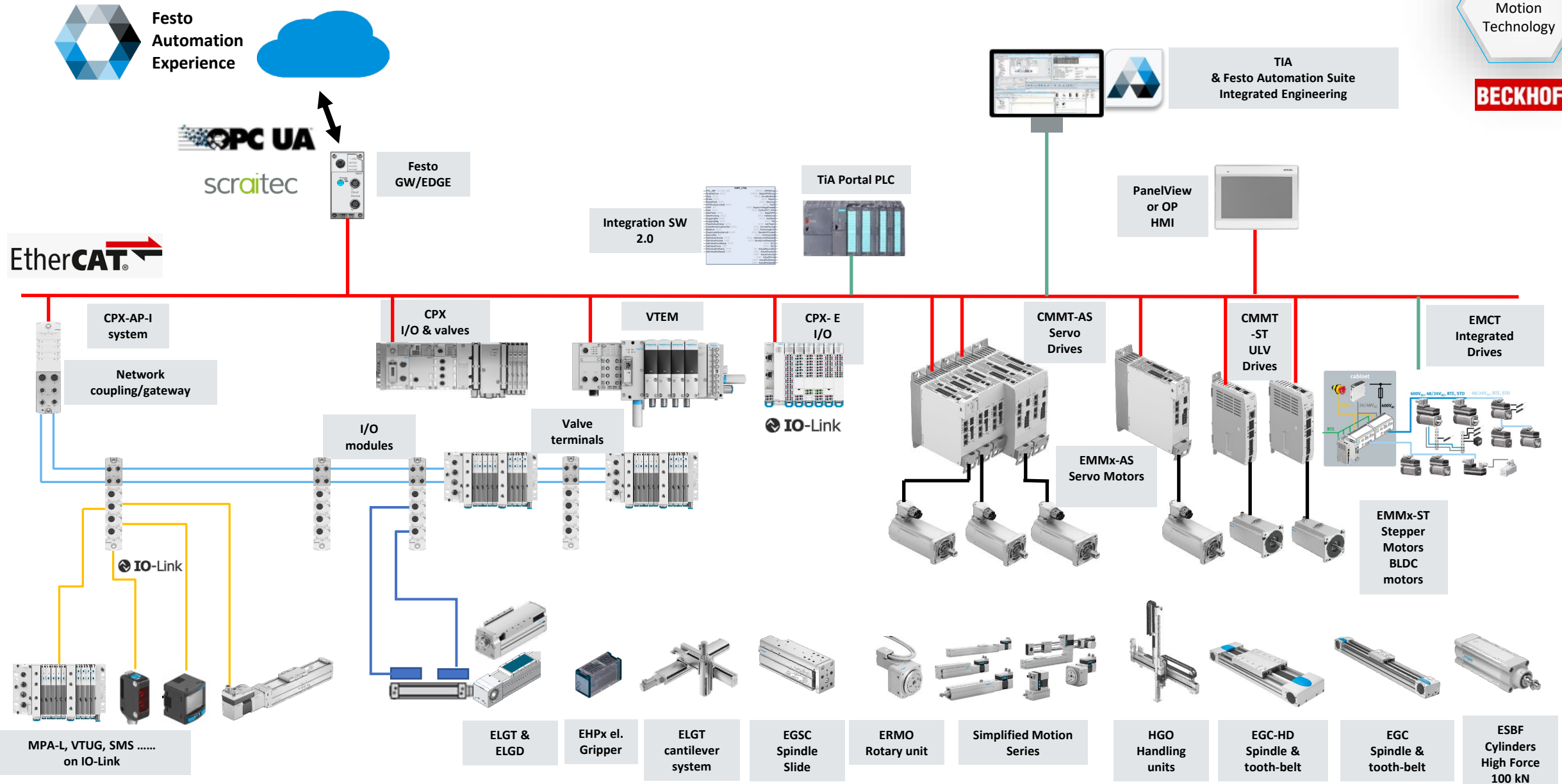
**FESTO**

Connected  
Motion  
Technology

**SIEMENS**



# The Festo Automation platform in a Beckhoff Architecture





## Our GOALS

**Elevate Partnership:** Become the go-to supplier for Battery and Energy Storage companies, delivering unparalleled quality and service.

**Drive Innovation:** Keep our customers at the forefront of technology by showing new product advancements and supporting their ongoing innovation efforts.

**Cultivate Lasting Relationships:** Foster long-term partnerships built on trust, reliability, and mutual success.

## **Festo | Customer requirements**

Customers are continuously looking for more automation suppliers, which can provide technical solutions and consultancy for sub-functions on the machines

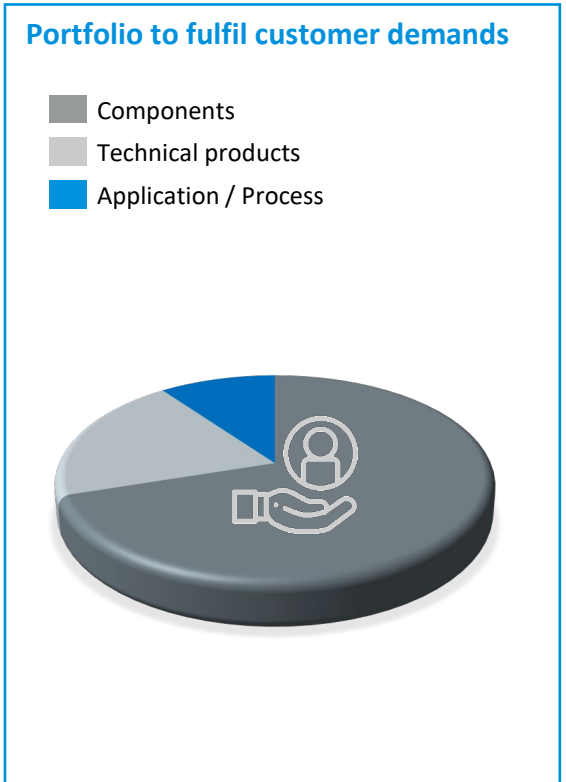
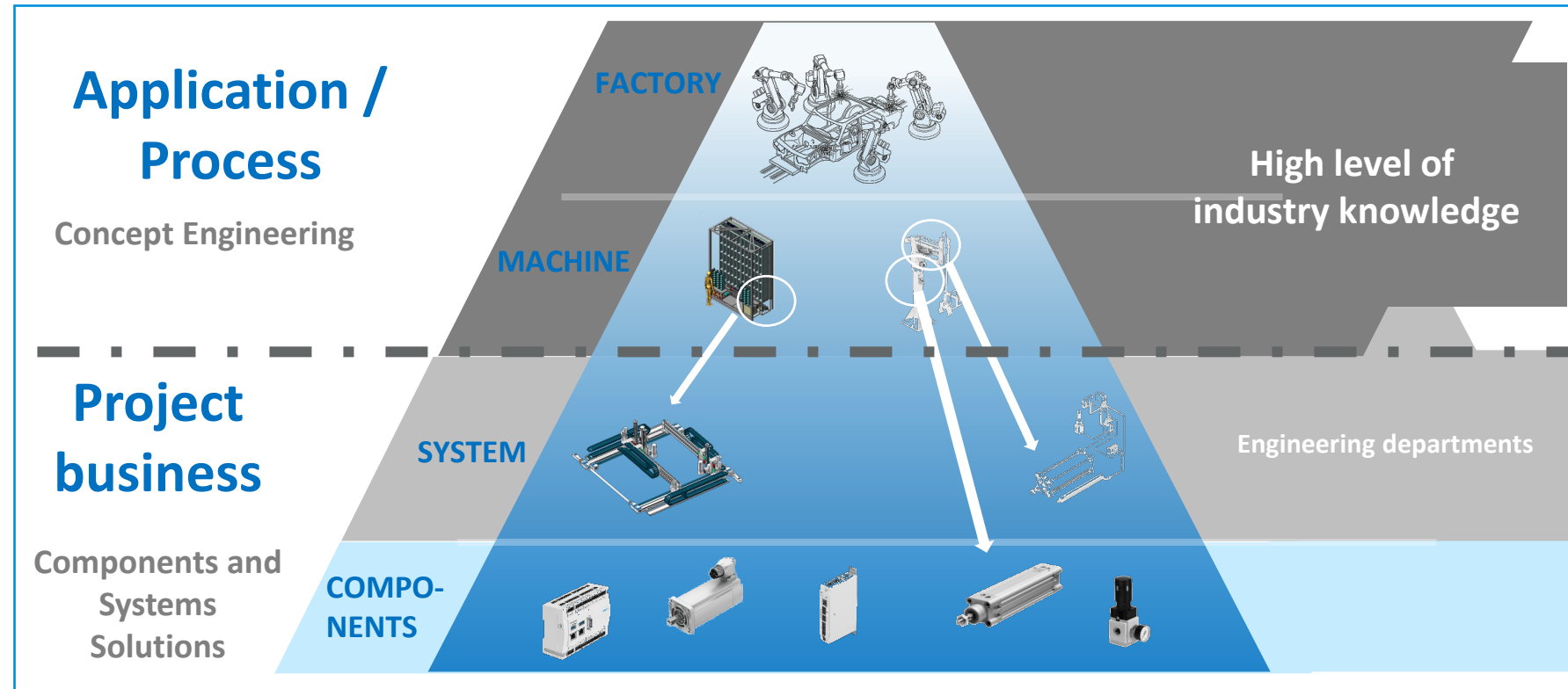


**Festo is a competent partner which provide engineering consultancy through our Customer Solutions and Concept Engineers**



# The pyramid of engagement | How Festo is supporting customers

Our Concept Engineers are working closely with customers to develop new and more efficient processes in the industry



## Advanced Automation Solutions for Battery Production



### Process Automation:

- Configurable process valves for controlling various media
- High reliability under harsh conditions

### Meeting Comprehensive Requirements:

- Copper-free and zinc-free products
- Dry-room compatible
- Compliance to cleanliness requirements



### Electric/Pneumatic Gantry Handling Systems:

- Produces high speed and torque with accuracy
- High precision and flexibility
- Compatible with multiple fieldbuses
- Interoperability in complex motion

**Powering the future together! Let's collaborate to drive innovation and create cutting-edge solutions for the next generation of battery production**



Keyword:

**Productivity**

Security

Efficiency

Simplicity

Competence

Connect with us:

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- [www.linkedin.com/company/festo-usa](http://www.linkedin.com/company/festo-usa)
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- 1-800-99-FESTO (1-800-993-3786)