

Press Release

Sales record at Method Park: company group closes business year 2016 with a 20 percent increase in turnover.

This significant result of the Method Park company group, amounts to 14.7 million euros in 2016. The company achieved an all-time high for almost all key financial figures in all company sectors; particularly Consulting and license sales of the product "Stages" generated record results.

Erlangen, May, 2, 2017 – The Method Park Group was particularly successful with its consulting services in 2016 which increased by 30 percent and significantly exceeded 5 million euros, together with training & courses. So Consulting and Training Center operations contributed 37 percent of total turnover of the Method Park Group.

The Products sector generated a turnover of 3.8 million euros – 27 percent of total turnover of the Method Park Group. Sales were enhanced by the release of Stages version 7 V7 in 2016. License sales of Stages amounted to 1.5 million euros – an increase of 20 percent compared to 2015.

Method Park America Inc. has also developed well and was able to double its sales compared to 2015 to 1.7 million euros. Method Park Engineering also increased its turnover to 5.9 million euros – being 36 percent of total turnover.

The Method Park Group achieved further success in customer diversification. While 67 percent of turnover was generated with key accounts in 2015 this reduced to 57 percent of turnover generated with key accounts in 2016. Sales to medium-sized companies (sales between 50,000 and 259,000 euros), increased as well as the number of license sales to smaller customers (up to 50,000 euros annual turnover).

This growth in turnover was only possible with highly motivated and committed employees who identify with their customers. This motivation and commitment was reflected in the Top Job award "Top Employer 2017" which Method Park received for its human resource management. The company invested a lot in recruiting and employer branding in 2016 and won the German Design Award 2017 for its campaign "Love What You Do". As a result of this campaign, the number of employees increased from 130 at the beginning of the year to 154 by the end of the year.

The positive total development of the Method Park Group is also driver for the increase in locations. Additionally to the previous locations in Erlangen, Munich and Stuttgart, the company set up further locations in Germany in Hannover and Frankfurt on the Main. Method Park America also set up a new location in Pittsburgh. "We use these new locations to strengthen our customer relations and to be locally available for them", CEO Prof. Dr. Bernd Hindel explains the motivation for the expansion of the Method Park Group. "The new locations should also help to further increase employee numbers."

Due to continuous growth, increasing numbers in employees, high customer satisfaction and positive feedback in numerous

projects, Method Park has a positive outlook for its future. This optimism is justified, since the Method Park Group currently recorded a volume of 4.5 million euros in 2017 sales – one quarter more than in the same period of last year. “We are confident for future challenges due to this solid company growth”, says Prof. Hindel.

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About Method Park

For many years Method Park has successfully offered consulting in questions of software for safety-critical systems in the automotive industry and in the medical technology area, for which the company develops its own software solutions. Method Park brings extensive know-how to fields with high and extremely high safety requirements. With this knowledge Method Park offers its customers a variety of solutions from a single source that contribute to the success of each company. Method Park is the competent partner for consulting, coaching, training, engineering services and products for all questions of software development processes. The "Stages" Web-based process management portal developed by Method Park supports users with the practical implementation of development processes. Stages ensures the realization of predefined quality standards and process models and can be integrated in all common development environments. Furthermore, Stages enables the global distribution of development tasks beyond corporate boundaries. Founded in Erlangen in 2001, Method Park employs around 170 persons at sites in Erlangen, Munich, Stuttgart, Hannover and Frankfurt/Main, as well as in Detroit, Miami and Pittsburgh in the USA.

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