

## **Press Release**

### **Turnover up 17% at Method Park**

**Erlangen-based Group ends 2018 fiscal year with €18.8 million in turnover**

***Software and systems company Method Park's 2018 accounts record turnover of €18.8 million: A 17% increase on the previous year and 4% above target, attributable to record sales of engineering and consulting services.***

Erlangen, 03/14/2019 – 2018 was the most successful year in the Method Park Group's history. With advice, support, and products for software and systems engineering, Method Park generated total turnover of €18.8 million, up 17% on 2017.

#### **Clear growth from services**

This growth was driven by the various projects in which Method Park supported its customers with specific and hands-on experience and expertise for the development of software for medical and technical equipment and automotive components, for example. These engineering services alone generated turnover of €7.9 million (+16% on the previous year) for the company in 2018.

Turnover from consulting services (€6.1 million) was even up 18%. Method Park experts advised their customers on complex process management issues, compliance with regulations and standards, and the implementation of new technologies or development methods and shared their knowledge through seminars, training courses, and workshops. The high demand for dedicated training courses is

also reflected in Method Park Training Center's turnover, which rose worldwide by 71% to €1 million.

### **Tool-based management of engineering processes**

Method Park's product "Stages" – the leading tool in the automotive industry for managing complex processes – rounds off the Group's consulting and engineering portfolio. Demand for tool-based process management rose in 2018, in particular in customers' engineering departments, as clearly evidenced by the 40% increase in turnover to €1.2 million from consulting services relating to process management with Stages.

### **Breakdown of turnover by business unit**

The breakdown of turnover in the Method Park Group in 2018 was as follows: 39% for engineering, 36% for consulting, and 25% for Stages.

This breakdown plays only a minor role in customer projects: "With us, the customer receives support, advice, and the right tool from one source. We always offer them an end-to-end solution, which means that they don't need to turn to multiple providers," says Method Park CEO Professor Bernd Hindel of the advantage of the Group's business model.

### **Growth potential for the years ahead**

Method Park works for customers around the world. For the Erlangen-based Group, Europe, however, remained its strongest core market (84%), followed by Asia. Method Park has been achieving its strongest growth rates here for several years now, recording growth of 75% in 2018. Over the past year, Method Park has acquired more than 50 new customers, many of which international, with growth potential for the

years ahead. In 2018, the Group received the Bavarian Savings Bank Association's Bavarian Founder Award in the category 'Fast Climber' for its continuing growth and positive outlook.

### **Workforce increased**

In addition to increasing its turnover, Method Park also increased its workforce. At year-end 2018, 193 employees were working for Method Park – 25 more than in 2017.

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### **About Method Park**

Method Park is specialist for innovative software and systems engineering in the safety-critical environments of the medical and automotive industries. Method Park's portfolio includes consulting and engineering services, a comprehensive training program and the process management tool "Stages".

Method Park was founded in 2001. On a worldwide basis, the company has coached its customers on process optimization, compliance to industry-specific standards and legal regulations. It has also consulted on the management of projects, products and quality assurance.

Method Park offers a practice-based training program on all current topics of software and systems engineering. Method Park offers training at its locations in Germany and other European countries, the US and Asia.

With "Stages", Method Park offers an individually customizable process management tool which supports its users on the definition, communication and application of complex processes.

The company group has locations in Erlangen, Frankfurt on the Main, Hamburg, Hannover, Munich and Stuttgart as well as in Detroit, Miami and Pittsburgh in the US. Today, about 200 employees work for Method Park. In 2018, Method Park generated an operative turnover of about 19 million euros.

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