



**STIEGELMEYERGROUP**



Solutions for  
people  
who care





# Joining forces



## Our corporate group

Those looking to create something perfect must invest all their passion, just like our founder Johann Stiegmeyer did. In 1900, he started manufacturing modern bed and mattress solutions according to the highest quality standards. This is how he laid the groundwork for our company, which today operates successfully in many countries.

Stiegmeyer and Burmeier products always focus on people. This mission is what led to the development of ground-breaking hospital beds as early as the 20th century, which soon became the definitive standard in the field. The company also launched important trends with its cosy care beds.

Today, the Stiegmeyer Group and its brands Stiegmeyer and Burmeier are some of the most important solution providers and partners in the field. Our innovative products and solutions have a great reputation all around the world. They are developed in collaboration with people involved in the medical, care and management fields, and millions of them are in use today. Our exceptional employees are what makes this success possible. They bring together the skills and abilities that make us stand out as a strong, international team.

### At a glance

- Founded in 1900
- Developer of standard-setting products
- Employs some 1,100 people globally





## Our history

- **1900:** Johann Stieglmeyer begins manufacturing his first wire mesh mattresses in Herford.
- **1910:** Our first metal hospital bed on castors, the “Kaiserbett”, attracts great attention.
- **1936/1972:** Stieglmeyer provides beds for the Olympic games.
- **1970:** We present the first height-adjustable bed on lifting columns.
- **1995:** Our subsidiary Burmeier supplies the home care sector.
- **Since 2000:** The Stieglmeyer Group opens subsidiaries in many countries, from France to China.



## Our divisions

### Hospital

Beds for intensive care and other hospital units, bedside cabinets and digital solutions promote recovery and relieve the strain on nursing staff.

### Nursing home

Cosy care beds and bedside cabinets increase the quality of life. Digital assistance systems support care staff.

### Homecare

Burmeier care beds, bedside cabinets and accessories allow those in need of care and their relatives to live autonomously at home.

### Lifestyle beds

Our comfortable beds for private customers combine an elegant design with many supporting functions.

### Furniture systems

Our furniture for patient and resident rooms as well as communal areas creates a cosy hotel atmosphere.

### Service

Maintenance, training, spare parts supply – our service team is always available for our customers.

## Our team

- More than 1,100 employees worldwide
- Approximately 500 employees in Germany
- Competent international teams locally in our subsidiaries
- Production in Germany and Poland
- Valued training company for commercial and industrial vocations in Germany



## Our figures

- Turnover of approx. EUR 180 million (2020)
- More than 125,000 beds produced every year
- International certification and export to more than 60 countries
- 15-year spare part availability after buying a product
- 9,500 spare parts at our service centre in Herford

## Our roots in Germany

The Stieglmeyer Group combines its great international experience with the quality standards and innovative spirit of our site in Germany. This is where our roots lie, which we will continue to build upon in future:

- Development centre, connectivity lab and care bed manufacturing at our headquarters in Herford for modern products and smart solutions
- Burmeier digital logistics centre in Hiddenhausen for quick delivery to the home care sector
- Development of the Nordhausen site in Thuringia into our furniture production centre

## Our successful products

The Stieglmeyer Group successfully markets many tailor-made medical devices to an international customer base. Some highlights are modern beds such as the following three successful models:

### Evario

The bed that's at home in any hospital unit, it boasts convincing features such as its split safety sides and an international look, and features a smart operation concept and optional machine-washability.



### Elvido

The classic and elegant low-height bed for care homes promotes the mobility of residents and supports staff thanks to its optional ultramodern Out-of-Bed system.



### Dali

Germany's most sold care bed allows millions of people in need of care around the world to live safely and comfortably at home.



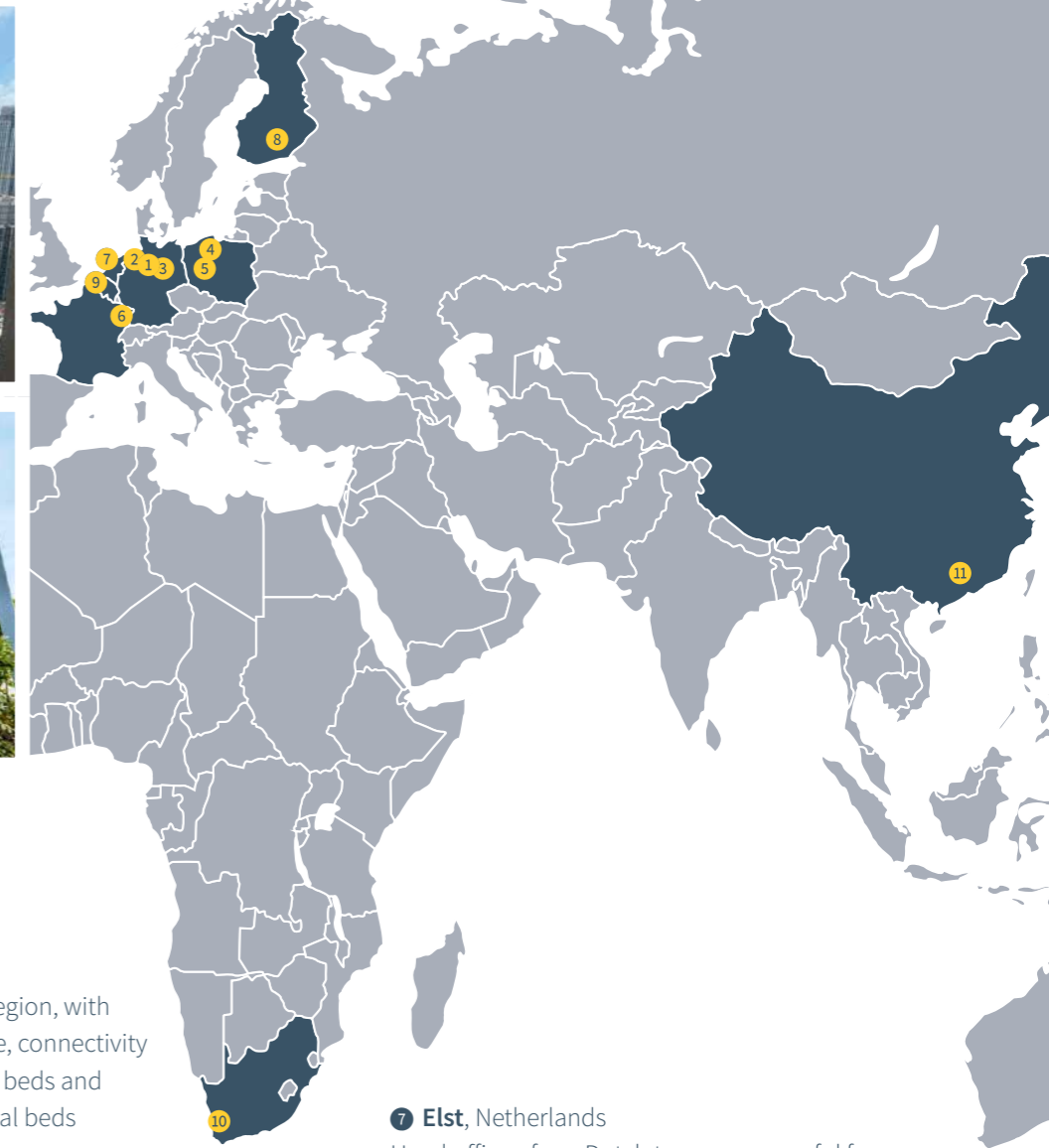
# Our group at a glance

The Stieglmeyer Group has remained a family-run company since it was founded in 1900. The current shareholder family, Kemmler, has been leading the fate of our company since 1920. Their foresight and great commitment have successfully guided Stieglmeyer and Burmeier through eventful decades. In our current era full of upheavals in the healthcare system and political uncertainties, this strong connection is particularly important: "The importance of family-led companies will continue to grow", says Georgios Kampisiulis Kemmler, chairman of the Management Board: "With us, customers know that they can plan for the long term."

Forward-looking action, a safe network of suppliers and close dialogue with our customers allow us to always deliver products that offer excellent value for money. The Stieglmeyer Group is a partner you can count on.







# Close at hand

## Our locations

The Stiegelmeier Group is a globally active company. Our goal is to be a provider of comprehensive solutions on the global market. We operate five production sites in Germany, in Poland, and in China as well as seven international distribution companies from Finland to South Africa. Our employees are familiar with the requirements on the ground and can put together custom-made offers for different markets.

### At a glance

- Internationally active
- Several production and distribution facilities
- Custom-made offers for all markets

**1 Herford, Germany**  
Our headquarters in the Ostwestfalen region, with the administration, development centre, connectivity lab, production of high-quality hospital beds and the "hub" for the manufacture of hospital beds

**2 Hiddenhausen, Germany**  
Administration and logistics centre of Burmeier

**3 Nordhausen, Germany**  
The centre of furniture production in Thuringia, at the heart of Germany

**4 Stolno, Poland**  
Large distribution and production site in the north of Poland, prefabrication of hospital beds and care beds

**5 Kepno, Poland**  
Modern production site for home care and inpatient care beds

**6 Schiltigheim, France**  
Head office of our French team in Alsace

**7 Elst, Netherlands**  
Head office of our Dutch team – successful for more than 30 years

**8 Lahti, Finland**  
Our subsidiary in Finland supplies hospitals and care homes

**9 Hoegaarden, Belgium**  
The Stiegelmeier Group has shares in the DISTRAC company in Belgium

**10 Cape Town, South Africa**  
Our South African team supplies the entire sub-Saharan region from Cape Town

**11 Foshan, China**  
Our Chinese subsidiary operates in the city of Foshan near Hong Kong





# Supporting people



## Our mission

The Stieglmeyer Group is a provider of holistic solutions that always have people's well-being at heart. We develop all our products and services with the aim of offering a better, safer and more comfortable life and working environment for people in hospitals, care facilities and at home. This is why we are the first point of contact for many decision-makers when it comes to beds and system solutions for hospital and care rooms, as well as for private homes.

We foster a trusting relationship with our customers and partners. For them, we develop products and solutions that set standards in terms of functionality, comfort and design. Thanks to our wealth of expertise and brand strength, we are able to offer our international customers economic solutions for all markets. We are optimally placed to help them reach their goals.



### At a glance

- First point of contact for many decision-makers in the sector
- Long-term business relationships with customers and partners
- Tailored offers for many international markets



# What we stand for

## Our values

We are an international, family-led company with clear principles and contemporary values. These stem from our roots and act as an important driving force. Our values define our independence and are part of our corporate culture. They accompany us in our everyday life and push us to develop tailored solutions for people all over the world. This makes them tangible in each of our products.

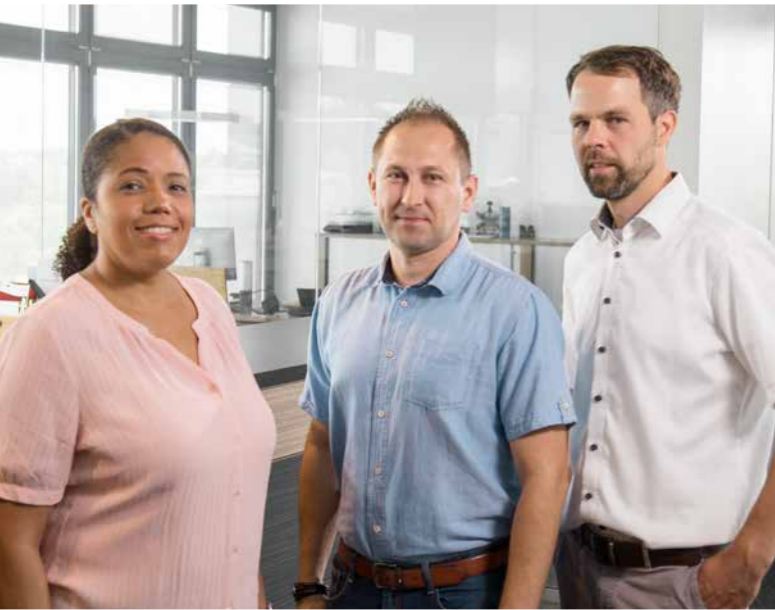
Above all, these values shape collaboration within our company as well as in our dealings with customers and partners. This makes us a reliable and committed partner that is aware of its responsibilities, including with regard to future generations.



### At a glance

- Clear values and principles
- People-centric corporate culture
- Open to new ideas





## Human

Every human being deserves trust and respect. We attach a great deal of importance to sincere relationships and treat all people within and beyond our company with fairness and empathy.



## Open-minded

New ideas need space to develop. This is why we pay attention to current trends and developments and are open to the wishes, needs and ideas of our internal and external customers.



## Confident

We are committed to the services we provide and implement our decisions consistently. We are convinced of our own solutions. This makes our brand strong and successful both in Germany and abroad and raises the profile of our customers and partners.



## Reliable

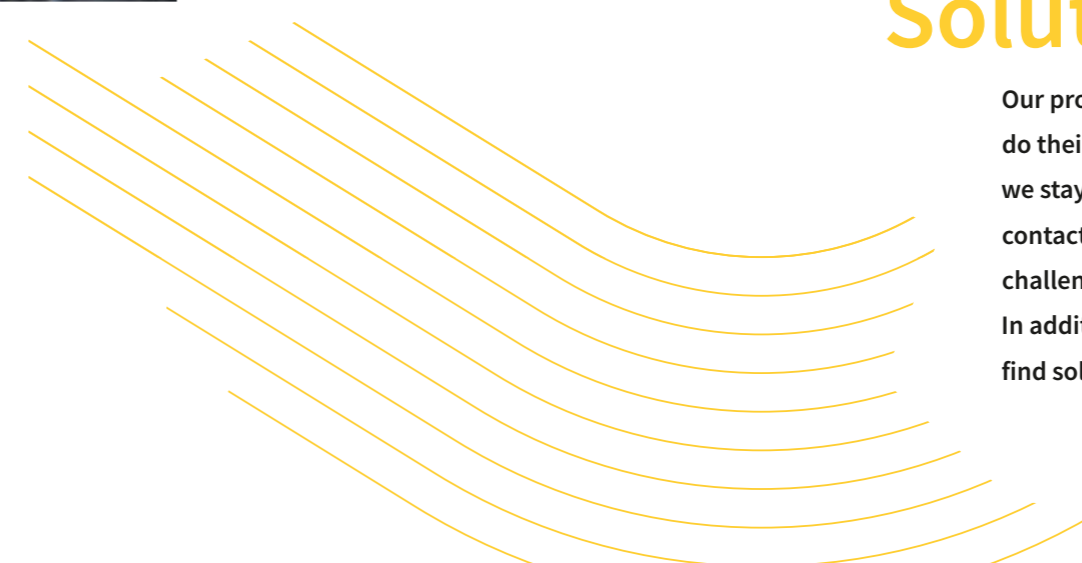
We do all we can to offer products, solutions and services that optimally fulfil the needs of everyday clinical and care work. This makes them particularly durable, safe, reliable and economical.

We too are reliable: we keep our word and our promises.

## Solution-focused

Our products and services help our customers do their job in the best way possible. This is why we stay close to the market, remain in regular contact and are able to react quickly to new challenges.

In addition, we are always looking internally to find solutions for even better teamwork.







# Knowing the requirements

## Our promise

We are curious and passionate about new solutions and technologies. But only those who know how to listen are able to truly identify people's needs. This is why we remain in dialogue with residents and patients, care staff, hygiene experts and administrative staff. Their ideas and suggestions flow into our production processes. We carefully analyse both the living conditions and working environment in situ to continuously improve our products.



### At a glance

- Close collaboration with decision-makers and professionals
- Analysis of working environments on site
- Inclusion of suggestions from everyday practice





# What moves our customers



“When I was suddenly faced with finding a care bed, I opted for Burmeier. The homelike design, comfort and high level of safety were what convinced me straight away.”

**Relative**

“My daily work is a balancing act between what is financially feasible and what is desirable from a human point of view. The Stieglmeyer Group provides me with products that perfectly support my team while also being economical.”

**Facility management**



“When a care bed like this needs repairing, it has to be done quickly. Stieglmeyer Group products make my work easier by providing spare parts that are quickly available and easy to replace.”

**In-house technician**

“I love to help people, preferably in a motivated team. The products and solutions of the Stieglmeyer Group support us all greatly in reaching these two goals.”

**Care service manager**



“As with all investment decisions there is an economic risk. Above all, I find the Stieglmeyer Group’s products convincing in terms of their long-term usability, service and price.”

**Managing director**

“As a buyer, I take a long-term perspective and think interdepartmentally. This is the only way I can meet requirements optimally and avoid shortages. The Stieglmeyer Group has been supporting me actively with this way of working for years.”

**Buyer**







# We provide answers

## Our solutions

As a provider of holistic solutions, we optimally meet all of our customers' many needs. We provide them with high-quality beds, bedside cabinets, mattresses, furniture and digital solutions as well as matching accessories and reliable service. To do so, we rely on our own development centre and modern production facilities as well as our trained service staff. This way, we know that we can meet our customers' high quality standards with regard to the durability, reliability, functionality and user-friendliness of our products. This also underlines our promise of quality.



### At a glance

- Needs-oriented product development
- Comprehensive range of products and services
- Promise of quality





# We assume responsibility



## Our commitment

As a modern company, we assume our responsibility towards our employees, customers, business partners and society as a whole. We welcome social diversity and place great emphasis on social competence. We foster respectful relationships as well as a friendly and familiar working atmosphere. Our sense of responsibility also covers many other aspects of social life. This is why we engage in sustainable production and are committed to protecting natural resources.



### At a glance

- Strong sense of responsibility
- High social competence
- Pleasant working environment





## Social commitment

We have a responsibility to the society in which we live and work. Consequently, we are always mindful of the environment and the common good. We attach great value to sustainability, and we cooperate with social institutions and support regional projects at our locations.

- Responsible use of raw materials is standard practice for us.
- Our logistics pursues objectives of safety, punctuality and lowest possible emissions.
- We save energy and use regenerative energy sources. This allows us to reduce our environmental impact and makes our work more economical.
- Our products require very little maintenance and have a long life. This makes them durable and economical in the long run.



## Our corporate commitment

We attach great importance to the well-being of our employees, customers, partners and suppliers. They form the basis for our mutual success. We provide a congenial working environment and adhere to all legal requirements. We respect the dignity, privacy and personal rights of all people we interact with.

- We create a safe, accessible and congenial working environment in all production facilities and offices.
- We provide regular further training for our employees.
- We actively promote employees' health in the workplace.
- We organise our work so it permits family-friendly working.
- Our modern break areas and canteens allow our employees to relax and enjoy social interaction.







# STIEGELMEYERGROUP

Solutions for people who care



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