REGIONAL PERFORMANCE

Bühler has systematically localized its resources and offers manufacturing sites, service stations, sales offices, R&D facilities, and Application & Training Centers across 140 countries.

NORTH AMERICA

Sales offices	7
Service stations	6
Manufacturing sites	4
Application centers[2]	3

17% Turnover

926 (+1.2%) Employees[1]

Highlights

In North America, efforts to increase intimacy with our customers are bringing rewards for our partners and Bühler. A record year for orders in both Plant & Projects and Customer Service is just one of the results. We continued to develop and engage with the food ecosystem in North America, becoming a member of MISTA in California. We built on the service stations across the United States and won several additional service agreements. We deepened our expertise in key account management and developed real partnerships. The efforts around channel partner management and education generated solution providers across the region.

SOUTH AMERICA

Sales offices	6
Service stations	12
Manufacturing sites	2
Application centers[2]	2

5% Turnover

558 (+4.5%) Employees[1]

Highlights

Despite the challenges arising from political changes, the war in Ukraine, and financial tightening, South America was able in 2022 to get back to pre-pandemic sales level. Large investments in maize milling and aqua feed have strengthened our position in countries like Ecuador, Colombia, and Venezuela. Our soy oil crushing business has also moved positively in 2022, especially in Brazil and Bolivia. In addition, we were able to sell our first Sortex H optical sorters in Argentina. The machine will be used for peanuts.

EUROPE

Sales offices	26
Service stations	23
Manufacturing sites	16
Application centers[2]	9

30% Turnover

6,249 (+1.1%) Employees[1]

Highlights

The negative effects on volumes from Russia and Ukraine were compensated by the underlying and good development of business in western Europe, by the growth in overall Customer Service, and by the business generated at the Networking Days in June with over 400 customers attending from Europe. Furthermore, the digital transformation has taken on a new dimension after the strong increase of myBühler portal usage and the high demand in Remote Care and Digital services, which are now also served out of the new Customer Operation Center in Prague, Czech Republic.

MIDDLE EAST AFRICA & INDIA

Sales offices	26
Service stations	32
Manufacturing sites	3
Application centers[2]	3

16% Turnover

1,163 (+11.2%) Employees[1]

Highlights

The newly formed MAI region, consisting of Middle East, Africa & India, has shown substantial business growth in 2022. We have further extended our market footprint and reach into the region and are able to serve more customers from within the country. Our initiative to deliver products and solutions to customers in Africa and the Middle East from Bühler's manufacturing sites in India and Vietnam is well established. We have developed several strong collaborations with various governments and the private sector driving food security and sustainability. Our strong focus on developing our people in the region for the region contributes to our success and we will continue to build on this in 2023.

ASIA

Sales offices	26
Service stations	32
Manufacturing sites	5
Application centers[2]	6

32% Turnover

3,842 (+0.7%) Employees[1]

Highlights

Despite ongoing challenges due to the Covid-19 pandemic, our Asia region worked with the mindset of "play to win" and achieved overall growth of 4% in new orders. This was primarily driven by strong business growth in China, with order growth of 9%, and recovery in Southeast Asia. The main challenges in Asia remain the rise of raw material costs in key commodities and electricity shortages.

= 2022 turnover share by region

= Total 12,738 employees[1] in 2022 compared to 12,489 in 2021

[1] FTE (= full-time equivalent)

Total number of Bühler sites across the world in 2022:

- 91 sales offices
- 105 service stations
- 30 manufacturing sites
- 23 Application & Training Centers[2]

[2] Bühler has Application & Training Centers in 23 countries, some of which cover multiple industrial applications.