

# P R E S S R E L E A S E

Leading in construction, manufacture and installation of expansion joint solutions

## **Securing corporate success using cutting-edge technology**

**MIGUA Fugensysteme GmbH is among the globally positioned companies in the field of construction, manufacture and installation of expansion joint solutions. The German market leader with more than 40 years of experience in the development of expansion joint solutions and sealings belongs to Europe's leading vendors in the expansion joint cover manufacture sector. The constant development of new joint covers with improved properties ensures optimum results with state-of-the-art technology, meeting highest national and international quality and safety standards.**

The history of a successful enterprise is normally the history of its innovative products. The best example is MIGUA Fugensysteme GmbH. The medium-sized company manufactures products to cover, close and seal expansion joints which cover a majority of structural requirements. They are used around the world in particular for major construction projects such as airports, train stations, industrial plants, car parks, shopping malls, exhibition halls or hospitals.

From a technical trading house to the specialist for expansion joint solutions

Established in 1920 as technical trading house in Blankenburg/Harz (Germany) under the name MIGUA Hammerschmidt GmbH, the company initially focused primarily on the distribution of plastic-based products. Under the effect of the booming construction sector of the post war years, the company has specialised in the field of construction supply with expansion joint covers since 1960. MIGUA consistently expanded this sector in the following years. The product range was soon supplemented by the development and manufacture of patented expansion joint solutions. An in-house R&D department, established in 1975, with specialised engineers was the logical consequence and another step towards securing the company's success by cutting edge technology.

Today, the specialist is market leader in Germany and belongs to Europe's leading vendors in the field of manufacture of expansion joint covers. Along with the standard variants of joint covers for expansion joints such as e.g. watertight joint systems, heavy-load joint covers, hygiene joint covers and seismic covers the company, as a capable manufacturer, also develops tailored solutions.

### **Continuous internationalisation**

The specialist for expansion joint covers has been constantly expanding its international presence since the 1980s. Meanwhile the company is doing business with five brands and more than 600 proven and tested expansion joint solutions around the globe and produces in the headquarters in Wülfrath near Düsseldorf, Germany, with 62 employees. The MIGUTEC brand includes covers for expansion joints. Solid metal joint constructions are distributed for traffic infrastructure under the name MIGUTRANS. MIGUTAN is the umbrella brand for watertight joint constructions. Expansion joint strips for sealing of joints with three-dimensional expansion are distributed under the name MIGUPREN, and MIGUMAX is the designation for earthquake-resistant joint constructions.

It is the expressed goal of all national and international activities to put object-specific customer requirements into optimum practice. A team of engineers develops new products for specific requirements in close cooperation with customers from the sector of architecture and planning as well as building construction. This consistent customer orientation is our corporate philosophy and is reflected by our guiding principle “MIGUA – you first”.

The German market leader is currently present in more than 60 countries. More than 87 % of the total sales come from the European market, approx. 55 % of which from Germany alone, and about 32 % from the rest of Europe. Also the south-western Asia region and North Africa as well as India take a significant share of 6.3 % in the total sales, while the USA contribute with approx. 1.4 %.

MIGUA attends to their customers in Germany with dedicated sales teams. Since 2015 a dedicated 3-man crew takes care of the Polish market. Since the establishment of MIGUA Middle East F.Z.E. in Dubai, United Arab Emirates, a sales team of 5 cultivates the emerging markets in the south-western Asia region, in North Africa as well as India. In addition, selected competent partner companies are in charge of distribution and consulting for the international customers. The close network of sales partners ensures that the quality of consulting on a national and international level meets the high requirements on quality and functionality.

Today, MIGUA is primarily focusing on 2 strategies: the consistent expansion of the field of innovation to offer our customers around the globe safest products with highest benefit, as well as continuous internationalisation with the focus on designated emerging markets.

### **MIGUA is part of a strong alliance – the INDUS Holding AG**

MIGUA is part of the INDUS Holding AG based in Bergisch Gladbach (Germany). As a leading specialist for sustainable participation INDUS mostly acquires owner-operated enterprises. According

to the principle “buy & hold and develop“, the successful company supports their shareholdings with long-term orientation in the development of their business. INDUS takes care that all enterprises maintain and develop their identity as medium-sized companies as their notable strengths.

### **Social responsibility**

As an internationally active medium-sized company MIGUA also assumes social responsibility and supports the antipoverty program on an international level as part of the OXFAM network “Entrepreneurs for Entrepreneurs”. With the support of the children’s hospice foundation (Kinder- und Jugendhospiz Stiftung Bergisches Land) MIGUA sponsors an important charitable project in the direct neighbourhood. As a sustaining member of the German forest conservation society (Schutzgemeinschaft Deutscher Wald) MIGUA is involved in ecological projects, which primarily are aimed at the conservation and recovery of the forest.

This press release is available on our website [www.migua.com/en/company/migua-press-area/](http://www.migua.com/en/company/migua-press-area/)



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