HTI Group turnover breaks €1 billion barrier for first time

Zuwachs von 16 Prozent gegenüber 2017, weitere Investitionen in Forschung und Entwicklung

16 per cent increase on 2017, plus higher investment in research & development

During his speech to employees at the HTI Group's traditional year-end party, Chairman Anton Seeber shared some fantastic news: Turnover for the previous year broke the one billion euro barrier for the first time in the Group's 130-year history. The precise total of €1.021bn equated to a 16 per cent increase on the year before. Having headed the Group since summer 2016, Seeber emphasized that this record turnover was just one of many successful developments witnessed at HTI in recent years.

This terrific result confirms the Group as a global player for ropeways (LEITNER ropeways and POMA), snow groomers and tracked utility vehicles (PRINOTH), technical snowmaking (DEMACLENKO), and wind power (LEITWIND). "We have successfully achieved our corporate goals in all segments and have thus met the demands of our long-term plan. Given our commitment to sustainable growth, it is crucial for us to ensure holistic development within the Group," noted Seeber. As he explained, key indicators of this development are the increasing levels of investment and growth in research & development (€24.4m) and capital goods (€24.8m) – with the total number of employees (3,500) also serving as a significant indicator. Currently comprising 11 production sites, 65 branches, and 132 service centers, the HTI Group forms a global network for knowledge transfer, simple logistics, and excellent client proximity. Product maintenance is becoming more and more important, with the number of contracts for maintenance, servicing, and even the operation of urban and tourist installations also demonstrating uninterrupted growth. And with these fields accounting for some €200m in turnover, they make a considerable contribution to the Group's overall figures.

For Seeber, this success has been inspired above all by the core strengths of the HTI Group – innovation, diversification, and internationalization – that are so deeply entrenched throughout the company and the entire team: "Not only do these values underpin our day-to-day operations, they have also been central to a number of high-profile projects over the last year." Key examples include the highest 3S system in the world on Switzerland's Klein Matterhorn mountain and the commissioning of the first urban ropeways in Santo Domingo, the capital of the Dominican Republic. These projects also reflect the development of the ropeway market, with winter sports installations now being joined by the increasingly influential urban and tourist transport segment – a growth segment that now accounts for 35 per cent of overall turnover. In total, LEITNER ropeways and POMA completed around 100 new systems during 2018.

Board member Martin Leitner also noted that there are a number of prestigious new projects in the pipeline. First, the winter sports destination of Voss (NO) is set to receive the first tricable ropeway in Scandinavia. Second, the Chinese city of Zhuhai will soon host a remarkable installation featuring three connected 3S systems arranged in the shape of a triangle. Third, the Columbian city of Medellin has already opened its sixth urban ropeway as part of its successful and entirely unique traffic policy. And for good measure, this year will mark the start of construction work in Zermatt as part of the "Alpine Crossing" project – with the aim of establishing a ropeway connection between Switzerland and Italy.

As CEO of snow groomer manufacturer Prinoth, Werner Amort is delighted with the company's healthy growth: "Our successful collaborations with the Alpine Ski World Championships in Are and the Nordic Ski World Championships in Seefeld last winter furthered our reputation for high-quality innovations and products among our target group." Prinoth additionally stands to benefit from the expanding tracked utility vehicle market, especially overseas, as well as the increased demand for mulchers used in vegetation management.

Demaclenko has also reinforced its position on the market, rising to the role of a global player on the back of its technical snowmaking systems and the sale of over 2,000 corresponding machines. Finally, Leitwind has provided reason for further cheer in the field of sustainable energy systems: Having entered into an important partnership with German energy provider e.on, Leitwind used this deal as the basis for the development, production, and recent installation of a small wind power plant in northern Germany. This cooperation demonstrates how the HTI Group promotes environmental protection in both word and deed through a series of targeted initiatives.

Press contact:

LEITNER
Maurizio Todesco
Head of PR & Corporate Communications
Brennerstraße 34
I-39049 Sterzing (BZ)

Phone +39 0472 722115
Mobile +39 335 772229
maurizio.todesco@leitner.com

LEITNER
Maria Jäger
Marketing Communication
Michael-Seeber-Straße 1
6410 Telfs

Phone +43 (0)5262 621 21 3414
maria.jaeger@leitner.com