

A Press Release from Hagleitner Hygiene International GmbH

**Consolidated report  
for the fiscal year 2017–18  
4/1/2017–03/31/2018: The success story**

**Zell am See, April 2018**

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Hagleitner Hygiene at a glance

**Sales of EUR 120,489,000**

In the fiscal year 2017/2018, Hagleitner crossed the 120 million mark, with sales of EUR 120,489,000 from April 1, 2017 to March 31, 2018 - 6.3% more than in the previous twelve months.

The top seller among more than 600 products is currently integral 2GO. With this system, Hagleitner makes itself tiny in order to come out huge: 2.6 l fit into a cartridge. But this amounts to 1,300 l of cleaning solution. Thanks to magnet-controlled dosing technology - directly on the wall, where water and electricity can be found.

Continuously increasing sales, that’s what Hagleitner wants to do, also in the future. Today, the goal for 2025 is already set: 200 million - not less, but rather more.

**„Clean quality“, made in Austria**

Who wants to hide behind the Schmittenhöhe with such figures? The Schmittenhöhe? It’s the local mountain of Zell am See, where Hagleitner has its headquarters. Against this backdrop, we research, develop and produce - in order to take “innovative hygiene” out into the world. With 26 locations in 12 countries (direct sales) and more than 177 partners in 63 additional countries (export sales).

Company owner and Managing Director Hans Georg Hagleitner: “The figures speak for themselves: Hagleitner is growing. It is focused and healthy. But what the figures do not reveal is what made this possible. - thank you to all of our employees.”

Meanwhile, this hygiene specialist has more than 950 employees - and the trend is rising. Currently there are 24 in Imst (Tyrol), where Hagleitner has just finished construction:

### **New Service Center in Imst**

Sofia has one, Milan has one - and now also Imst: "Snow white and glass blue": White because the hall is made of concrete, blue because the cube is made of glass and steel - and one penetrates the other. That's Hagleitner's construction style. The company wants to be identified everywhere, in Sofia, Milan - and now also in Imst. Everything has been under one roof again here since the end of March 2018. Hagleitner invested EUR 2.5 million in the new Service Center. In order to continue supplying customers optimally from Feldkirch to Wörgl. For we are attracting more and more customers.

### **IoT: Internet of Toilet**

Apropos "supply": Hagleitner offers intelligent dispensers. They transmit their operating status to a secure cloud. Just like Hagleitner transmits - as a company. For example, on the "study trip about Industry 4.0": Global players such as Audi, Kärcher and Swarovski have sallied forth to learn from one another. Also on the road: Hagleitner: On April 26 and 27, the tour stopped in Zell am See. For this is the home of the digital washroom. Is the soap about to run out? Toilet paper? A quick look in the browser - and all information is to hand: about dispensing quantities, fill levels and usage figures. Information that is also needed elsewhere - for example in health care:

### **"Have you disinfected your hands?"**

The Brüderkrankenhaus St. Josef Paderborn and the St.-Marien-Hospital Marsberg belong to the Barmherzige Brüder Trier. By March 2018, Hagleitner had installed a total of 2500 intelligent dispensers here - most of them are disinfectant dispensers. When is this one used? When the other one? The devices are networked with the hospital's IT infrastructure - and also on hand to create awareness. For approximately 80% of all infections are transmitted by hands. This is why Paderborn has its own counter in the lobby: It displays each individual disinfection - completely up-to-date.

### **Olympia 2018: Hagleitner's precious metal**

Somebody has to take care of health. At the Winter Olympic Games in Pyeongchang, for example, there was a norovirus alarm. Hagleitner helped - with 1200 bottles of disinfectant gel for Austria's athletes. In 2018, Hagleitner was once again an official supporter of Austria House. Also with stainless steel hygiene dispensers. So that everything could shine in the VIP area.

### **Digging the water out of climate change (with a well)**

Shine like on the roof of the company's own injection molding plant: The building is covered with 420 solar collectors in order to produce basic electricity on-site. In addition, there is a well in the ground that cools the hot injection molded parts. And both produce energy: Together with two additional projects, total production is 720,000 kWh a year. Award-winning 720,000 kWh. For Hagleitner received the "umwelt blatt salzburg" ["environmental leaf salzburg"] on 03/21/2018. And for the well, also the "Auszeichnung für Kompetenz und Klimaschutz" ["Award for expertise and climate protection"] from the Republic of Austria even before this: on November 28, 2017.

Hans Georg Hagleitner: "Chemistry and nature: They appear to be opposites. And yet one comes from the other. Hagleitner builds awareness - with clean chemistry and clean production."

And thus the circle closes (not just the "sinner's circle" that is crucial for cleaning processes). For it's always about the people. Business comes from them.

## Contact

**Bernhard Peßenteiner**  
**Press Relations Officer**  
Hagleitner Hygiene International GmbH  
Lunastraße 5, 5700 Zell am See, Austria  
+43 5 0456-11303  
bernhard.pessenteiner@hagleitner.at  
<http://www.hagleitner.com>

## Factsheet

<b>Foundation:</b>	1971
<b>Employees:</b>	over 950
<b>Headquarters:</b>	Zell am See (administration, development, production, logistics, export)
<b>Line of business:</b>	specialist and partner for professional hygiene. More than 600 products for washroom-, laundry-, kitchen- and janitorialHYGIENE as well as hand and surface sanitisers.
<b>Turnover:</b>	business year April 2017 to March 2018: 120 Mio. €
<b>Sales:</b>	direct distribution via hygiene advisors, technicians and delivery agents - additional order service with the Hagleitner shop
<b>web</b>	
<b>Competence and service centers:</b>	Zell am See, Vienna (Austria); Milan (Italy) (with show rooms)
<b>Service Centers in Europe:</b>	Graz, Ansfelden, Imst, Villach (Austria) Kirchheim unter Teck, Nürnberg, Sauerlach, Frankfurt am Main, Döbeln, Wettringen, Berlin (Germany) Senec (Slovakia) Komenda (Slovenia) Neumarkt (Italy) Prague (Czech Republic) Jastrebarsko, Zadar (Croatia) Győr (Hungary) Derventa (Bosnia and Herzegovina) Sofia, Varna (Bulgaria) Bucharest (Romania) Belgrade (Serbia)
<b>Export:</b>	63 other countries with more than 177 partners