



# BOUWEN MET STAAL

Staalcafe  
Leusden, 20 februari



# THIS IS HILTI



# System solutions for construction professionals

## Our hardware



Our hardware offering includes a vast selection of tools and solutions for construction professionals

## Our software



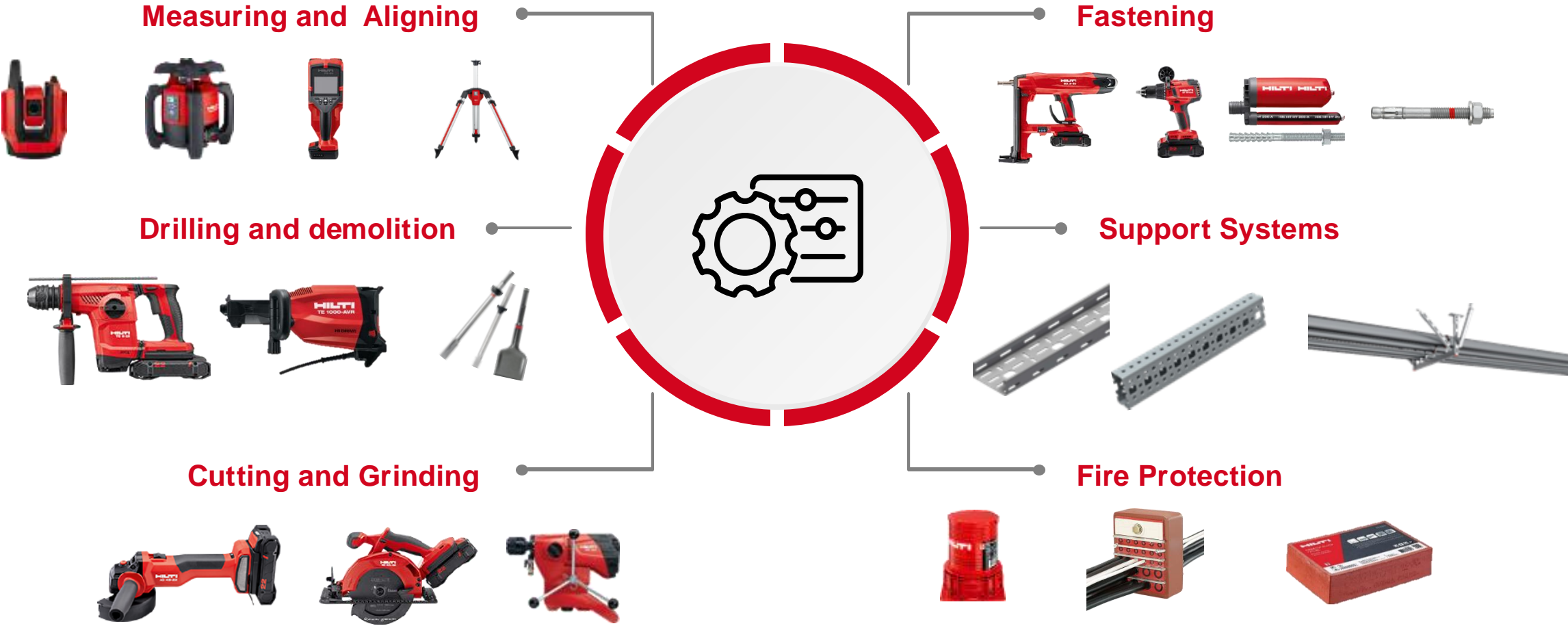
Our software offering helps our customers make the most of our tools and improve their own operations

## Our services

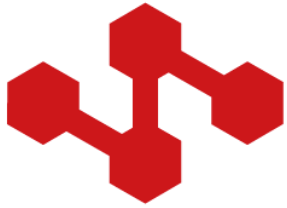


Our service offering provides technical support for our customers' projects and tool park

# Our hardware



# Construction software



## ON!TRACK

Asset Management

We automate equipment and materials management processes



## CREWCENTER

Workforce Management

We make time tracking super simple and compliant with local labor law



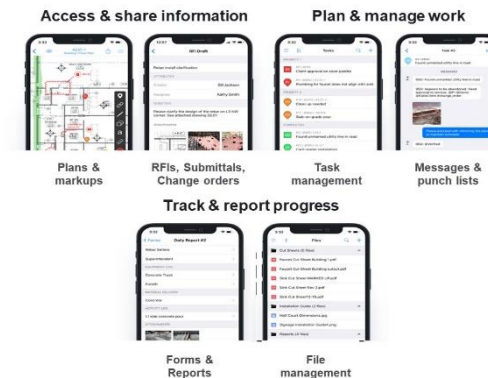
**NOT YET IN MO NL !**



## FIELDWIRE

Jobsite Management

We streamline jobsite coordination and connect the field and office



BY **HILTI**

Business Management

We provide integrated steering at project and enterprise level

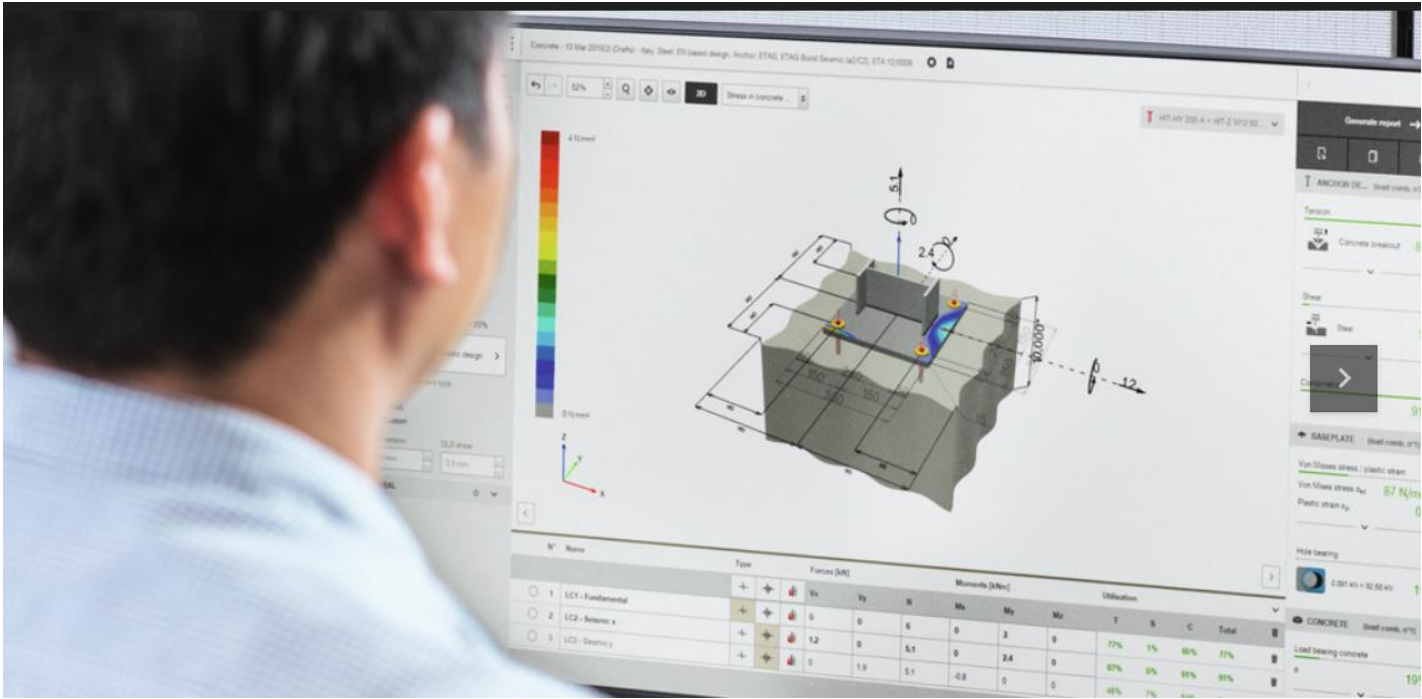


# Profis Engineering



**Profis  
Engineering**

Code-compliant anchor  
design solution



# Our services



## **Fleet management:**

Lease and manage tool park tailored to customers' needs



**Tool repair:** Provide repair service via our repair centers



**Consulting:** Conduct telephone and on-site consulting, end-to-end from design to execution



**Project specific services:** Offer project-dedicated support teams to match specific customer needs



**Training and instruction:** Provide comprehensive application and safety training



**Engineering, Design & Modelling Services:** Support with cross-functional teams to improve project productivity



**Prefabrication Services:** Support with specialists to leverage the benefits of prefabrication

# Innovation

## SIGNIFICANT

~ 7% of sales, amounting to CHF 450 million (2023)

## GLOBAL

Liechtenstein, Austria, Germany,  
Hungary, China, India, United States

## SCALE

On average, over 60 new products annually,  
more than 2,000 active patent families

## COLLABORATIVE

Partnerships with leading international  
universities and external R&D partners





# Our global production network

## Europe

 Liechtenstein

Schaan

 Austria

Thüringen

Lanzenkirchen

 Hungary

Kecskemét

 Germany

Kaufering

Strass

Jena

 Norway

Kleppe

## Asia

 China

Shanghai

Shanghai  
(Joint venture with  
Panasonic Corp.)

Zhanjiang

Handan

Liyang

Asia

 India

Vadodara

 Taiwan

Kaohsiung  
Screw technology  
(Racing Point joint venture  
with Jau Yeou Industry)

 Malaysia

Selangor

## North America

 Mexico

Matamoros

 USA

Westminster  
(Intelligent Construction  
Tools joint venture with  
Trimble Navigation)

# Direct customer relationships



**Account managers**



**Field engineers**



**Customer service**



**Hilti stores**



**Software specialists**



**E-business**

# Our Customer Promise



# Dit is Hilti Nederland

- Hoofdkantoor Berkel en Rodenrijs
- Internationaal BIM Competence center
- > 25 Nationaliteiten
- ~ 400 medewerkers



# Hilti & Bouwen met Staal

- Samenwerking met Bouwen met Staal
  - Gezamenlijke evenementen
  - Kennis delen
  - Uitwisselen ideeën / ervaringen
  - Netwerken
  - Op de hoogte van ontwikkelingen in de branche

# Hilti & Bouwen met Staal

- De Staalbouwdag
  - 1 dag per jaar komt Staal minnend NL bij elkaar
  - Deelnemen / Sponsor
  - Netwerken / Samenwerken
  - Beslissers & Voorschrijvers
  - Innovaties
  - Imago

