

# Häfele group

## Grows especially international

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Photo: Häfele

The German Häfele Group closed the year 2017 with total sales of 1.375 billion euros, which represents an increase of 4.9% compared to the previous year - currency-adjusted +6.5%. The 37 foreign subsidiaries contributed a plus of 6.3%, the parent companies and the six production companies in Germany + 1.7%. In the meantime, the Nagold based hardware specialist has generated more than 80% of its sales abroad. The main growth drivers of the Häfele Group last year were the sales companies in the USA, Vietnam and India. In addition, the markets in Asia generally posted above-average growth rates. Worldwide, the company operates with 37 foreign subsidiaries and numerous other sales organizations in more than 150 countries and employs 7,600 people, of which 1,600 are employed in Germany. Häfele products are produced in one of five own production plants or manufactured by one of 1,500 partners around the world. Currently, the Häfele Group is driving forward global networking. In the successful international contract business, the company is focusing on new offerings in the hospitality growth sector. For innovative smart home concepts, the company has also become a thought leader. Häfele Connect, an app for smartphones

and tablets, for example, networks and controls light and sound as well as electric drives in furniture. The group of companies had an optimistic start to the new financial year and see good opportunities to grow internationally in 2018 as well. "We expect sales growth in the mid-single-digit range for the full year," explains company director Sibylle Thierer. Häfele is also planning to invest 55 million euros in markets, products, production facilities, logistics and service.

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