



HIMA becoming a global player with stronger international operations

- Group sales hold firm in 2015 despite difficult market conditions
- Stronger internationalization
- Branches diversified and business processes simplified

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HIMA Paul Hildebrandt GmbH generated sales of €18.6 million in FY 2015 compared with €21.3 million in FY 2014. A family-owned enterprise based in Bruehl, HIMA largely maintained its sales despite the massive decline in oil prices and resulting caution in major plant engineering and construction. By setting up new sites outside Europe, further diversifying in its branches and standardizing on worldwide business processes, HIMA continued to strengthen its position in the international market for safety-related automation.

"Last year was a difficult one, particularly for the oil and gas industry but also in the process manufacturing industry," said Sankar Ramakrishnan, CEO of the HIMA Group. "The significantly weaker economy in China and Latin America, in particular, had an impact on our business. Therefore I am more than pleased that we succeeded in staying on track and making important investments in the future."

The inauguration of a new regional headquarters in Singapore showed the company's increasingly international approach. From its Singapore hub, HIMA will coordinate business in Asia Pacific with existing offices in Australia, Malaysia, South Korea and Japan.

In order to standardize and make its global business processes more efficient, HIMA invested €3.1 million in a new enterprise resource planning (ERP)

system. The growth of international business, in particular, made an integrated IT solution necessary to support the Group's processes, which now have a global scope across all its locations. "With an ERP solution rolled out worldwide, our internal processes can support and help us accelerate our growth," said Ramakrishnan.

Extending the Rail Business

HIMA also intensified its activities in the rail sector in 2015. This included updating the global sales structure and bundling development competence. The aim of these measures was to achieve synergy effects across the company. HIMA has more than 45 years of experience in safety-critical applications, primarily in the process industry. The company will use this expertise to increase the rail business's market share. Compared to the previous year, HIMA has achieved a significant increase in its revenue of rail projects.

"We have grown strongly in recent years. The important thing now is to create the structures to manage this growth. As a family-owned SME, healthy growth is important to us," commented Steffen Philipp, Managing Partner at HIMA. "We want to move forward from our strong position as market leader in Europe to become a global supplier of safety solutions. Our new hub in Singapore, which underpins our position in the important growth markets in the Asia-Pacific region, is a decisive step in this direction."

About HIMA

The HIMA Group is the world's leading independent specialist in solutions for safety-critical applications. With more than 35,000 installed systems and TÜV-certified hardware and software, HIMA qualifies as the leading technology company in this sector. For over 45 years the world's largest oil, gas, chemical, pharmaceutical and energy-producing companies have relied on HIMA products, services and consulting to provide uninterrupted plant operations and protection for people and the environment. HIMA solutions are also leading the way to increased safety and profitability in the rail industry, logistics and machine operations. An independent family-owned company, HIMA operates from over 50 locations worldwide, has a workforce of approximately 850 employees and in fiscal year 2015 generated sales of nearly €119 million. For more information, please go to www.hima.de



Photo caption: Steffen Philipp, Managing Partner at HIMA Paul Hildebrandt GmbH (right), with CEO Sankar Ramakrishnan.



Photo caption: HIMA Headquarters in Bruehl near Mannheim.

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