



Management report 2021 Handl, Austria

video conference 2021

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Vorsprung in Holz.Kunststoff.Aluminium.



Pandemic situation in Austria

- Facing now 4th wave of covid (fall, winter 21)
- Vaccination status not satisfactory yet, sectoral closures to be expected
- production sectors with full order book
- Shortage of materials, labour
- Strong increase of prices

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situation at Handl

- Short drop in order intake during first lockdown last year was soon compensated
- Investment incentive program end 2020, begin 2021 gave boost to orders
- Strong order intake first half year, now slowing down
- Ok because now at capacity limit
- Project pipeline still good, but longer delivery times have to be managed, also on costs and cash flow

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profitable products and experiences at Handl

- Housing projects, small and industrial
- Advanced standard machines like cnc, edgebander, sander as the backbone of business
- Basically the whole range

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news of the suppliers

- All suppliers:
 - Delivery times getting longer
 - Prices going up, multigipole price increases
 - Deliveries partly delayed and/or incomplete
- Biesse: the usual reorganization. Same people on new positions with new job descriptions.

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best experience

- Stable business during covid times
- good order intake
- Successful acceptance tests of big projects (partly in 21)

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worst experiences

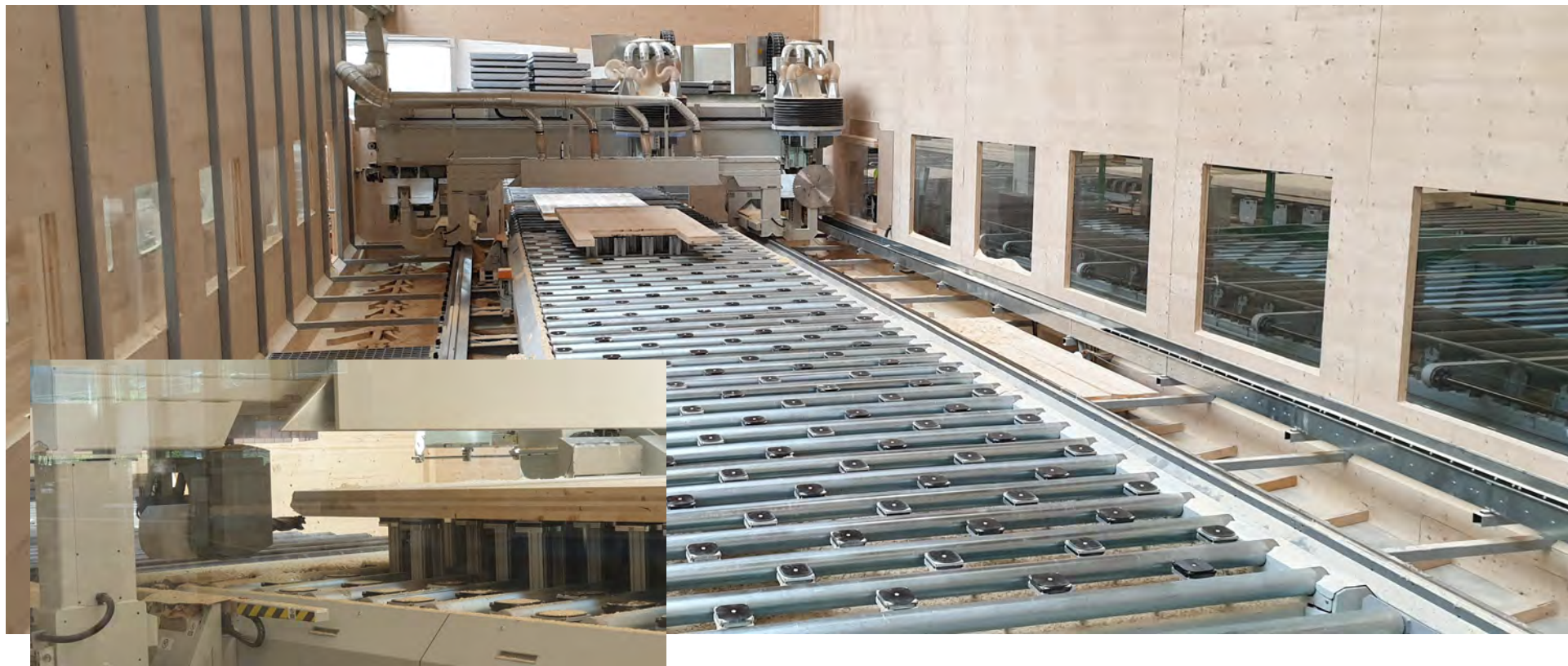
- Massively delayed project deliveries and closings, with a high price for satisfying customers
- Cost increases: labour, transport, materials
- Inefficiencies due to covid

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successful acceptance:
new type CLT working center with automatic table „Handl engineering“



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successful acceptance:
8 sided sanding and brushing line for laminated beams



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successful acceptance:
another robotbased CLT painting line with drying system



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major goals of last year, results

- Take advantage of investment programs: **done**
 - Upgrading and extension of ERP system
 - New website
 - Improvements in facilities like new heating system
- Further develop growing areas like advanced materials and housing: **in progress**
 - Machines in showroom
 - Dedicated personel
 - First deliveries successful
- Strict control of costs, liquidity and cash flow: **done**
- And: AGM in Austria 2021 ! **FAILED**

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major goals, objectives and improvement program

- Further develop growing areas like advanced materials and housing
 - Establish 2 new team leaders
 - Strict control of costs, liquidity and cash flow
 - Keep nose above water and enjoy life
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- And again: AGM in Austria 2022 !

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