HILTI IN TIMBER CONSTRUCTION

Offering productivity partnership to timber professionals

STA | STRUCTURAL TIMBER ASSOCIATION



Luzi Luzietoso, Mate Szeles
STA Annual Conference
11.04.2024

HILTI WAS FOUNDED IN 1941 IN SCHAAN, LIECHTENSTEIN

- Sales of **CHF 6.3 billion** (2022)
- About **33,000 employees** in more than **120 countries**
- Direct sales approach:
  Roughly **280,000 customer contacts per day**
- The Hilti Group commits to the Science Based Targets initiative (SBTi), **reducing CO_2 emissions** along the entire value chain as a core element.
- Gold rating from int. agency EcoVadis
  (Top 5% of all rated companies)
- Best **multinational workplaces** (Great Place to Work)
  - Europe: 4th place (2022)
  - Globally: 8th place (2022)
- **100% family owned**: all shares held by the Martin Hilti Family Trust



OUR ENGINE IS R&D
WHILE OUR PEOPLE ARE THE FUEL

- **Investing in Innovation:**
  6.2% of sales in R&D annually, ~1500 employees
- **Development centers worldwide:**
  Liechtenstein, Austria, Germany,
  Hungary, China, India, United States.
- **Delivering innovation:**
  On average over 60 new products annually, more than 2000 active patent families.
- **Strategic partnerships – industry experts:**
  Collaboration with leading international universities, external R&D partners and leading companies in different construction sectors.



HILTI IS WELL-KNOW IN THE CONCRETE/STEEL BUSINESS AND NOW EXPANDING IN TIMBER CONSTRUCTION









Construction market is changing, and both governments and customers are seeking ways to create a more sustainable and productive way to build in which timber plays a significant role.

WE WANT TO BE OUR CUSTOMERS' BEST PARTNER:



Productivity



Safety



Sustainability

WE CREATED A DEDICATED SALES STRUCTURE



We have a national direct sales team to support our customers

Sales Director



Matthias Kaulisch-Schn...

Sales Manager



Luzi Luzietoso

Account Managers



Alfie Tonner



Ankit Anand



Ben Sankey



Joel Hargrove



Matthew Sharp



Ronnie Hussain



Stuart McClements

GROWING PORTFOLIO TO ADDRESS MANY APPLICATIONS

1 **Measuring**



2 **Power Tools: Drilling, Driving, Bolting**



3 **Structural W2C Connectors**

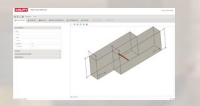


Inserts

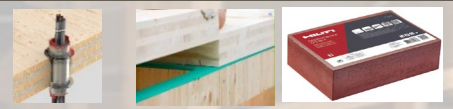


8 **Services & Software**

Fleet Management ON!Track FIELDWIRE



7 **FS Joints & Penetrations**



4 **Structural W2W Connectors**



Power Tools: Cutting & Sawing



5

6 **Façade**



NURON AND TOOL FLEET MANAGEMENT CIRCULARITY

Tool Fleet Management with NURON technology





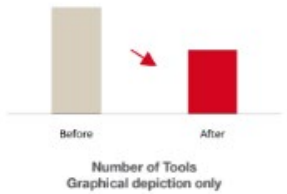




Sustainability and circulatory report

Reduce

TOOL CRIB OPTIMIZATION



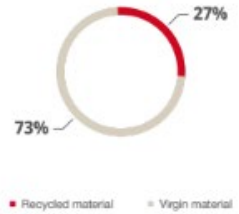
Unused tools waste resources.
A Productivity Analysis can help achieve your optimized tool crib, allowing you to do more with less.

YOUR TOOLS ON DEMAND USAGE

31
Times
2174
Days

Using Tool on Demand keeps your productivity high and your environmental footprint low.

RECYCLED CONTENT OF TOOLS



Each tool is already produced with about 27% of recycled material. We continue to expand the use of recycled content in our tools.

Reuse and recycle

YOUR END OF TERM CONTRIBUTION



At the end of your term, you can extend the tools in your crib for longer use or upgrade to the latest innovation.

SECOND LIFE OF YOUR TOOLS



Collected tools are individually assessed for reuse or recycling.

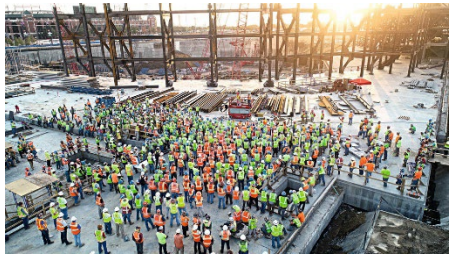
EXTRACTED MATERIALS FROM YOUR TOOLS



Our recycling partners ensure that valuable materials are extracted during recycling.

SOFTWARE IS A KEY COMPONENT OF THE NEW STRATEGY WITH OVER £1BN INVESTED ALREADY

Hilti Field Productivity Offering

Asset Management	Workforce Management	Project Management
Manage your equipment & material	*Manage your people*	*Manage your projects*
ON!TRACK		FIELDWIRE A GROUP COMPANY OF HILTI

Business Management Software / Construction ERP

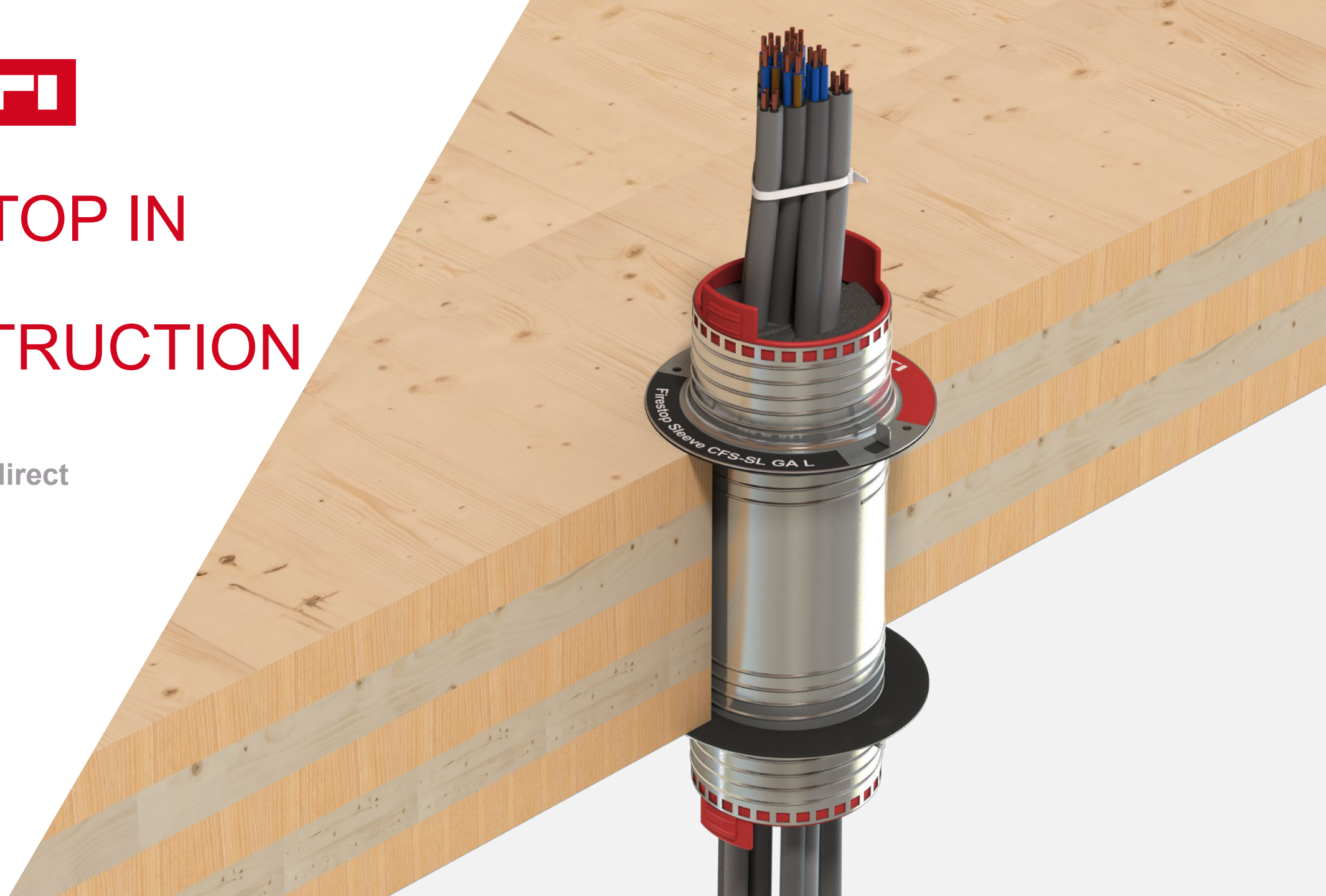
4PS

Enable end-to-end workflows spanning the field and the office and integration with locally leading players

ON!TRACK UNITE

FIRESTOP IN WOOD CONSTRUCTION

Solutions for direct installation



INNOVATIVE SOLUTIONS FOR DEMANDING FIRESTOP SITUATIONS

ELECTRICAL APPLICATIONS

Solutions for electrical cables and cable bundles:

- CFS-SL GA firestop sleeve
- CFS-CC firestop cable collar





MECHANICAL APPLICATIONS

Solutions for wastewater, fresh water and heating pipes:

- CFS-B firestop bandage
- CFS-C EL firestop endless collar





MIXED PENETRATIONS

Solutions for large openings (pipes, cables and cable trays):

- CFS-BL P firestop block



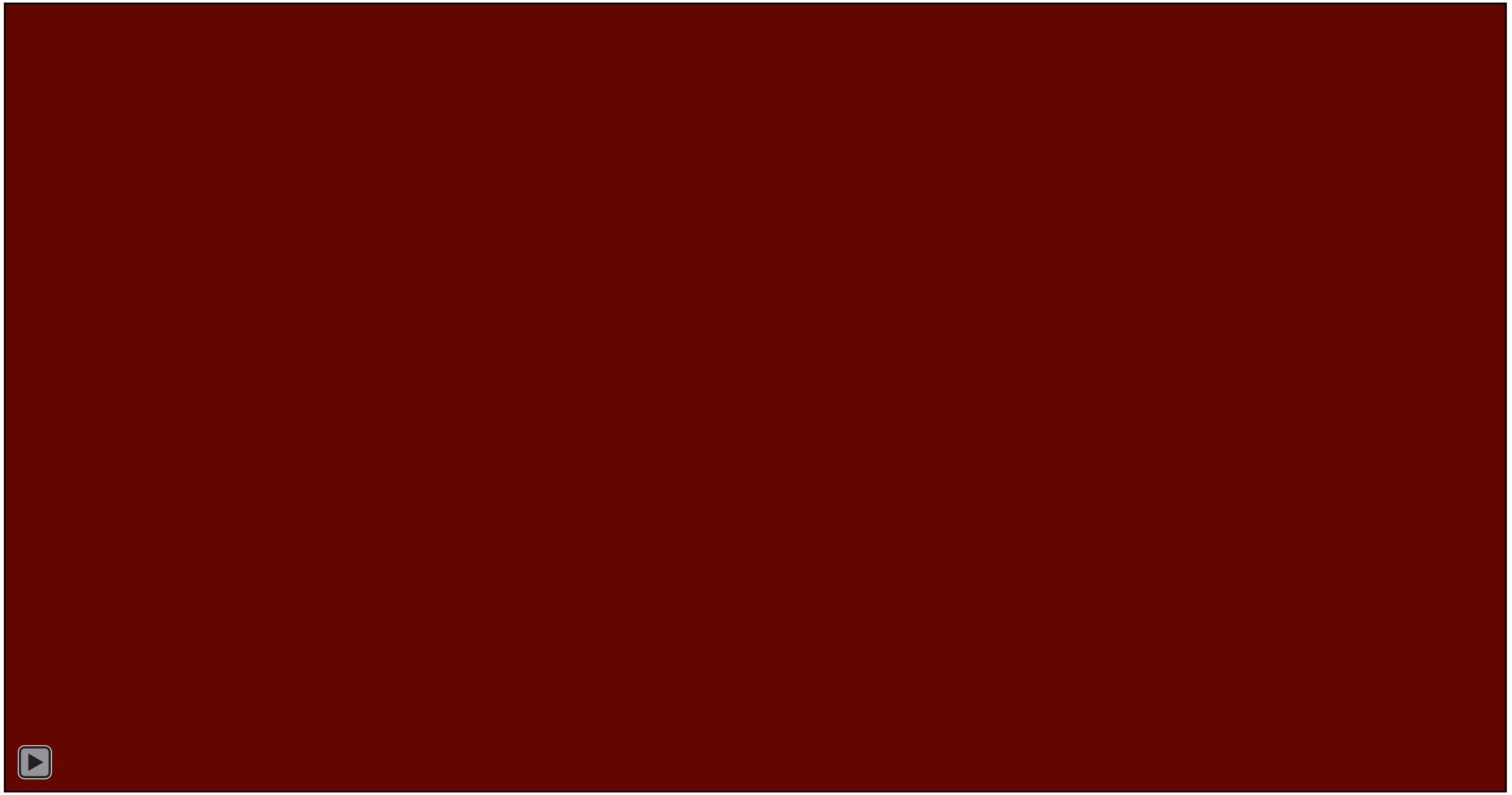
- ☑ Fire rating up to 90 minutes (CLT and framed construction)
- ☑ Clean and quick installation
- ☑ Easy to inspect

- Building services installations can be very complex which makes firestopping challenging. European and national testing institutes have certified Hilti firestop solutions in CLT and framed wood construction systems. Preformed firestop devices are particularly suitable for timber constructions as they can be directly installed, help reduce installation risk and boost productivity.

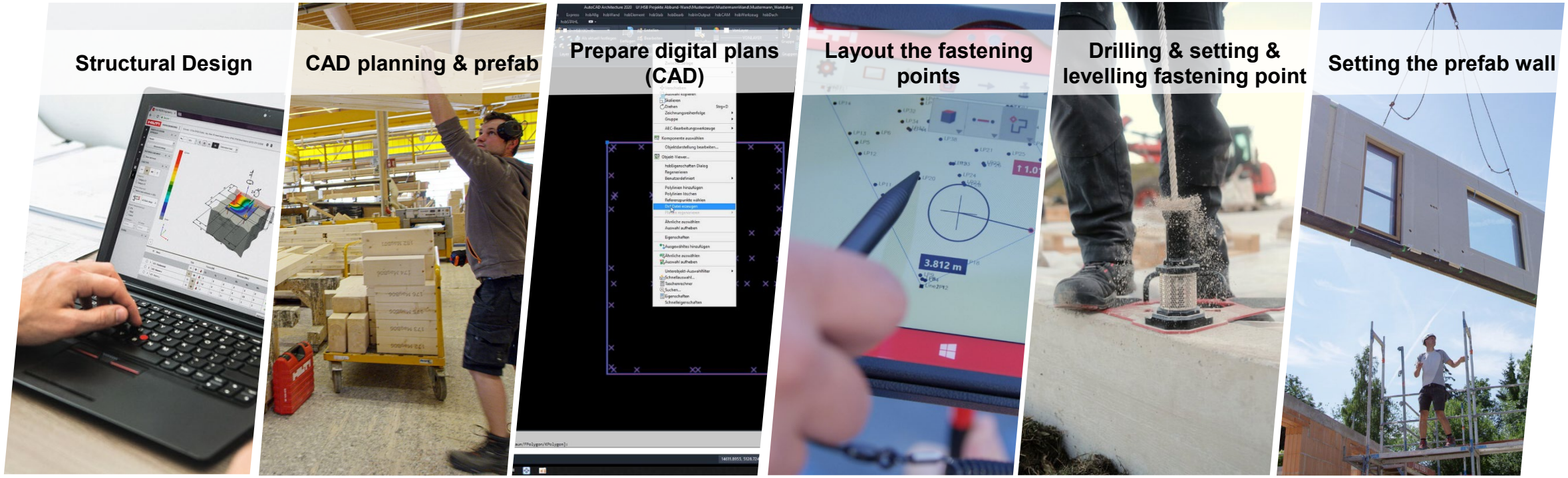
HILTI COUPLER WOOD (HCW)

Making jobsite installation an extension of the manufacturing process





HILTI SERVICES KEEP YOUR EFFORTS TO A MINIMUM FOR YOUR HCW PROJECT



Engineering support via FE or CE, technical manuals & software

Account manager on site

Data preparation CAD measuring

Measuring specialist on site or PLT rental service

Required tools & accessories on site

Account manager on site

ETA SOLUTION FOR GLUED-IN ROD IN TIMBER HIT-RE 500 V4



HILTI GLUED-IN-ROD APPLICATION BRINGS FAST CURING AND EASE OF DISPENSING

Technical Approval & data

- International approval (ETA) for glued-in rod application

High Productivity

- Fastest curing times (< 1 day)

	Hilti
$t_{cure,full}$ @20°C	3.5h



Easy to use

- Direct injection possible w. Hilti injection kit
- Good viscosity level

High flexibility

- Cordless dispenser



STRUCTURAL TIMBER SCREWS





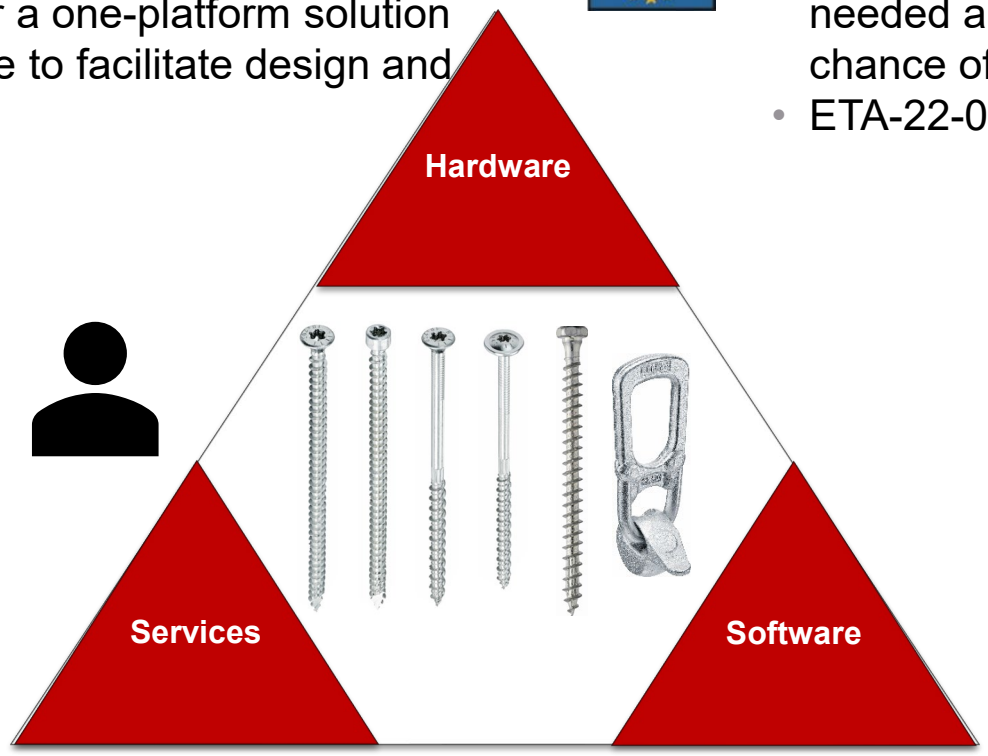
HILTI OFFERS AN UNMATCHED ONE-STOP SOLUTION TO OUR CUSTOMER THROUGH HW, SW AND SERVICES



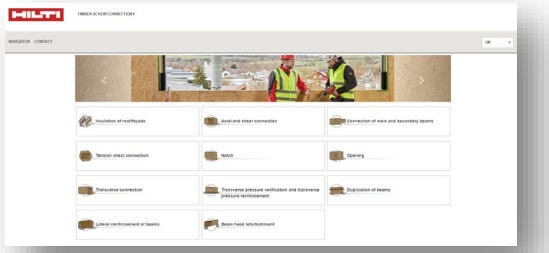
One-stop installation partner:
- High performing system with tools & bits and design software on top of premium screws
- Tools on NURON for a one-platform solution
- Easy-to-use software to facilitate design and calculation process

5 Premium screw families:
- We offer screws with high load values, with shorter installation time, lower torque needed and lower edge distances with lower chance of wood splitting
- ETA-22-0772 and LCA reports available

Frontline customer support:
- Competent salesforce to provide on-site support for our customers
- Experienced engineers to support with design and calculations



Structural Design Software:
- An easy-to-use software for optimized design with less screws and small dimensions



THANK YOU FOR YOUR ATTENTION

To learn more please grab a leaflet and reach out to our colleagues and visit www.hilti.co.uk



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