Annual report – short version

Pöttinger continues on course of growth

Turnover increases yet again

During financial year 2018/2019, the Austrian family-owned company Pöttinger once again achieved a new turnover record of EUR 382 million – which is an increase of 8 percent. In addition to their 1,892 dedicated employees worldwide and their innovative product range, international orientation and extensive investment in their production plants have contributed to this success.

Successful growth in all segments

Grassland equipment accounts for 69 percent of machine sales. Tillage and seed drill technology contribute to 31 percent of machine sales. Compared to the previous year, the grassland sector achieved a growth of 9 percent. In tillage and seed drill technology, turnover improved 5 percent compared to the previous year. The spare parts logistics centre opened in 2018 has already shown what it can do. The growth in spare parts sales was equivalent to the growth in machine sales.

Pöttinger: increasingly dynamic worldwide

In many important markets, Pöttinger was once again able to increase its sales, despite the unsettled conditions and significantly weaker demand situation in some areas. The export share of 90 percent clearly demonstrates the competitiveness of the Austrian agricultural machinery manufacturer.

More than 60 percent of total turnover is achieved in Germany, France, Austria, Poland, Czech Republic and Switzerland. Once again, Germany with a share of around 20 percent and France with 16 percent are the largest and most important single markets. It is pleasing that considerable growth was achieved in both markets over the past financial year. In the anniversary year "20 years of PÖTTINGER France", about 20 percent higher turnover was generated than in the previous year.

With an overall turnover of more than 10 percent, the domestic market of Austria remains one of the strongest country markets, alongside Germany and France. Compared to the previous year, turnover in the home market saw another considerable increase.

Excellent growth in machine sales in Sweden, Czech Republic and Italy have exceeded expectations. The subsidiary PÖTTINGER Scandinavia, founded in 2016, also made an enormous contribution to the extremely successful development in Northern Europe (Sweden and Norway with + 37 percent each, Denmark + 15 percent and Finland + 85 percent).

Our vision

"As an independent family business, we have set ourselves the goal of making farming businesses more successful, making their work easier and improving the quality of their products. We guarantee outstanding working results with the highest level of efficiency. We thrive on agricultural technology in all its aspects. Together with our dedicated employees and the reliable partnership with our customers, as well as with our innovative machines and services, we will be able to continue our solid course of growth in the coming years," says Gregor Dietachmayr, Spokesperson for the Management Team, explaining the company's approaches for the coming years.

**Photo preview:**

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| Mr Gregor Dietachmayr, Spokesperson for the Management Team | from the left: Jörg Lechner (DI. FH), Dr. Markus Baldinger, Gregor Dietachmayr (Mag.), Wolfgang Moser (Mag.), Herbert Wagner (Mag.) |
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