



PRESS RELEASE

May 2021

## **IFN/Internorm to invest a quarter of a billion euros by 2025**

**The family-run corporate group, which includes flagship companies Internorm and Schlotterer, has recorded an increase in sales revenues thanks to its strong network and is now investing heavily to equip itself for a decade focused on renovation and climate protection.**

---

The International Window Network IFN, the leading European corporate group for integrated solutions for windows, doors, façades and sun protection, has recorded an increase in sales revenues of almost seven percent in the business year 2020. The eight companies in the network – Internorm, Topic, GIG, HSF, Schlotterer, Kastrup, Skaala and Skanva – contributed to a 41 million euros increase in turnover for IFN, with total sales up to 653 million euros. IFN has almost doubled its annual turnover in the last ten years. Equity capital increased by 26.4 million euros to 244 million euros. Thanks to an equity ratio of 57%, a record investment package worth 250 million euros by 2025 and a promising order situation in the current business year, the family-run corporate group is optimistic about the years ahead, which IFN believes will be strongly dominated by the climate transition.

### **IFN sales revenues up 6.7%**

A strong network with high innovative potential and continuous investment in the expansion and modernisation of our production sites provided stability for the eight IFN companies in 2020 and thereby secured the Group's quality and growth. The European corporate group recorded sales revenues of 653 million euros (612 million euros in the previous year), an increase of 6.7%, thus generating 47.1 million euro in earnings before interest and taxes (EBIT). Equity capital increased by 26.4 million euros to 244 million euros. "Thanks to our strong equity ratio of 57%, we have been able to weather the coronavirus pandemic well so far. We therefore remain independent of banks and investors, we are growing – above all in the digitalisation sector and, thanks to the sustainable business approach of a family-run business, we are ideally equipped for the future," said CFO Johann Habring.

### **A network of strong partners: Sales growth in the IFN Group**

The impact of the coronavirus pandemic differed amongst the members of the IFN network. Kastrup, which joined the IFN network in 2015 and manufactures windows for the Scandinavian market, recorded an almost 26% increase in sales revenues in the last business year. Schlotterer, the Austrian market leader for external sun protection, increased its turnover by more than 15%,



PRESS RELEASE

May 2021

while front-door manufacturer TOPIC recorded an 8.6% rise. Internorm, HSF, Skaala and GIG recorded minimal falls on the previous year's sales. Skanva Group A/S, which was acquired by IFN in the summer of 2020, achieved an impressive 26% increase in sales revenues in the least year. The Danish company, which exclusively conducts its business online, supplies windows and doors for the Danish, Norwegian and Icelandic markets.

### **250 million euros package by 2025: IFN/Internorm announces record investments**

IFN is investing a record 250 million euros by 2025. This will contribute to the climate transition with ultra-modern production facilities and energy-efficient, innovative products, and create new capacity for steadily increasing renovation activities. IFN will invest 130 million euros in expanding and modernising production operations at Internorm, with a further 80 million euros to create new capacity at Schlotterer. Both projects will contribute significantly to regional value creation and secure jobs in the surrounding region. The other companies in the family-run corporate group will receive 40 million euros of investment. The investment drive is primarily focused on innovative technologies and products, growing sales activities and expanding locations. "We are continuing to invest, even counter-cyclically. Especially in these times of economic uncertainty, we are laying the foundations for a successful future. This strategy has always served us well in times of crisis. We want to continue offering high-quality, energy-efficient products, which in this decade of renovation will contribute to the climate transition," explained IFN spokesperson Christian Klinger. The International Window Network has already invested over 155 million euros since 2015.

### **IFN family grows, strengthening Austria as a business location**

The IFN companies' strong market position and financial power has had a positive effect, not only on sales revenues but also on employee numbers. In 2020, the IFN Group had a total workforce of 3,956 employees (full-time equivalent), which represents an increase of 206 employees compared to 2019. "We are proud that, despite the global crisis, we have been able to grow the IFN family by several hundred employees in the last year. In addition, more than 70% of our employees work in Austria – a strong sign for [the country as a] business location," says Christian Klinger.

IFN plans to expand the Schlotterer plant in Adnet – giving consideration to local circumstances and the environment – by investing 80 million euros. This will also further consolidate Austria as a business location. IFN CFO Johann Habring hopes that political actors will provide support: "We have already recruited around 70 new employees at Schlotterer this year. And that is in a region



PRESS RELEASE

May 2021

with a high unemployment rate, which is illustrated by the over 1,200 applications we have received this year alone. We very much hope that we will be able to work with political actors to create a framework for expansion of the site, so that we do not have to turn to alternatives abroad.”

### **Outstanding performance in the DACH region**

The breakdown of sales by country shows the International Window Network’s market-leading position and significance, not only in its home market of Austria but across the entire DACH region. Almost two-thirds of sales revenues came from this region, with Austria accounting for 40%, Germany around 18% and Switzerland around 8%. The next most significant markets were the United Kingdom and Denmark, which each accounted for around 7%, and Finland with around 6%. “Our network covers the complete product range of windows, doors, façades and sun protection. This wide-ranging, innovative and high-quality offering gives us a structural market advantage and stability throughout Europe,” summarised IFN spokesperson Christian Klinger.

### **Impacts of the coronavirus pandemic on markets**

Due to the pandemic, unit sales in the European window market grew by only 0.2%, with sales revenues up around 2%. Industry studies have forecast stronger growth in unit sales and sale revenues, both in the current business year and in 2022. Markets remain in turmoil as a result of the coronavirus pandemic and its economic impacts. “Purchasing behaviour underwent a transformation in the last year. While consumers are now purchasing few luxury goods or products that are not strictly essential, they are paying much more attention to their own four walls at home. Renovations to enhance comfort, energy-efficient buildings and protection against overheating in summer have become highly relevant topics in society. With our durable and high-quality products, we want to contribute to making building standards in Austria more energy-efficient and therefore also more sustainable,” explained Christian Klinger.

### **“The coronavirus is no excuse for failing to achieve climate goals”**

Particularly in this time of crisis, economic stimulus is needed now more than ever. Well thought-out support for renovations would be a pertinent political lever in the current situation, invigorating business activity while contributing to climate protection.

At the same time, increasing renovation rates and thereby reducing CO<sub>2</sub> emissions would decisively reduce the risk of Austria failing to meet its climate goals and thus incurring financial penalties. According to the micro-census conducted by Statistics Austria in 2018, although there



PRESS RELEASE

May 2021

are around 2.5 million residential units in Austria in need of renovation, the renovation rate is less than 1%.

IFN co-owner Christian Klinger: “There is more than enough potential, there are defined goals, but ultimately we need political actors to get things moving! The coronavirus is no excuse for failing to achieve climate goals. We need fast-acting financial support with a long-term focus and a framework that allows the companies carrying out the work to plan well in advance so they can create sufficient capacity. In times of crisis, there is almost no easier lever to pull to stimulate the economy by creating value in the regions while they are also making sensible investments to progress on climate protection.”

### **Looking to the future with confidence and optimism**

Overall, IFN expects further organic turnover growth in 2021 following a promising first quarter. “Our goals remain ambitious, despite the coronavirus pandemic. Thanks to a thoroughly positive order intake in the first quarter and the outstanding market position we have secured in recent years, we can look to the future with great optimism and are well equipped for the decade of renovation we believe lies ahead as part of the climate transition,” said IFN spokesperson Christian Klinger, summarising the company’s outlook.

The Management Board of IFN has also been strengthened to support the company’s future expansion. Dr Alfred Schrott, who previously served on the Management Board of Josef Manner & Comp. AG, started his new role as the board member responsible for sales and marketing on 1 May 2021. “In Dr Alfred Schrott, we have successfully secured an experienced, top-level manager for IFN,” concluded Christian Klinger.

---

#### **About IFN:**

*The IFN corporate group is a network of strong companies supplying integrated solutions for windows, doors, façades and door protection. This brand network, which comprises Internorm, Schlotterer, GIG and Topic (all based in Austria), HSF (based in Slovakia), Kastrup and Skanva (based in Denmark) and Skaala (based in Finland) offers specialist solutions for the intelligent building façades of the future.*



PRESS RELEASE

May 2021

## **IFN companies in detail**

### **Internorm reinforces position as leading brand**

As a European player with 1,300 sales partners in 21 countries, Internorm recorded turnover of 368 million euros in 2020 with an export ratio of 58%. Its core markets are Austria, Germany, Switzerland, Italy, France and the United Kingdom, followed by eastern European countries. Industry studies suggest that housing construction in Europe will continue to grow, particularly in relation to new buildings and renovations. Internorm will continue to strengthen its position as Europe's leading window brand through its established blend of uncompromising quality and innovation.

### **HSF succeeds in export markets**

HSF specialises in plastic and aluminium products and predominantly focuses on exports. The Slovakian company's main export markets are Switzerland and Austria. HSF faces significant cost and market pressures, particularly in Switzerland. In addition to windows and doors, the company also manufactures special products such as fire and smoke protection systems, lift-and-slide elements and entrance doors.

### **Door manufacturer Topic depends on skilled manual finishing**

The doorway manufacturer Topic has been manufacturing customised premium products for 40 years: doors made by individualists, for individualists. Based in Sarleinsbach in Upper Austria, the door manufacturer combines the highest security standards with modern design standards and premium quality. The company also holds numerous patents and registered design rights. Topic is currently impressing customers with its ultra-contemporary door designs made from unsealed oak that is over 100 years old and stone from the Himalayas. It unites technical expertise with craftsmanship and outstanding attention to detail in its in-house forge and glazing workshop.

### **Schlotterer consolidates position as market leader**

Schlotterer, the Austrian market leader for external sun protection, further reinforced its leading position on the Austrian market with a 15% increase in sales revenues. The use of sun protection to prevent buildings from overheating in summer and protect against insects will become increasingly important in the medium and long term. The continuous expansion of the company's site in Adnet and extensive digitalisation have put the company in an ideal position to handle its excellent order situation. Schlotterer continues to advance its development into a high-tech company and is currently planning to expand its factory.

### **GIG implements prestigious large-scale projects**

GIG, the Upper Austrian manufacturer of unique premium façades for global cutting-edge architecture, recorded a slight fall in revenues due to Brexit and the coronavirus pandemic. Its core markets are the United Kingdom, Ireland, Austria and Germany. GIG is also expanding its activities in Russia.

### **Rapid development for Kastrup**

Kastrup, which has been part of the corporate group since 2015, recorded stable, continued development in its core market of Denmark and started activities in the United Kingdom. Following strong revenue growth in 2019, Kastrup's sales increased by a further 26% in 2020, making it Denmark's fourth-largest manufacturer of windows and doors in classical, contemporary and typically Scandinavian style.



PRESS RELEASE

May 2021

### **Skaala on the up after restructuring**

Skaala joined the corporate group in 2017 and supplies window and door solutions for the Finnish and Swedish markets. With innovative and highly energy-efficient products, the manufacturer is among the leading window brands in Finland. Since its acquisition, Skaala has been undergoing a restructuring process, which repositioned its organisation and put the necessary management structures in place. The changes first yielded results in 2019, when the company recorded a significant increase in sales revenues. In 2020, Skaala's turnover fell slightly to 50 million euros. As part of IFN, Skaala also has access to a production site in Russia.

### **Skanva strengthens IFN's online sales**

In the summer of 2020, IFN acquired an 80% stake in Skanva Group A/S, which holds a 50% stake in a window and door manufacturing firm in Belarus. Skanva exclusively conducts its business online, supplying windows and doors for the Danish, Norwegian and Icelandic markets. The company recorded sales turnover of 17 million euros in 2020, an increase of 26%. This underlines the recent development in online sales of windows and doors.

**Images:**



*IFN-Holding AG: Co-owner Christian Klinger and CFO Johann Habring are optimistic about the upcoming decade of renovation, thanks to IFN's strong network and significant investments.*

*Image credit: IFN*



*Mag. Christian Klinger, BSc, co-owner & spokesperson of IFN-Holding AG:*

*"Thanks to a thoroughly positive order intake in the first quarter and the outstanding market position we have secured in recent years, we are looking to the future with great optimism and are well equipped for the upcoming decade of renovation as part of the climate transition.*

*Image credit: IFN*



*Mag. Johann Habring, MBA, CFO of IFN-Holding:*

*"Thanks to our high equity ratio of 57%, we have been able to weather the coronavirus pandemic well so far. So we are remaining independent of banks and investors, we are growing – above all in the digitalisation sector – and, as a family-run business, our sustainable business approach means we are ideally positioned for the future."*

*Image credit: IFN*



*New IFN Management Board members:*

*Dr Alfred Schrott joined the IFN Management Board at the start of May and is responsible for sales and marketing. The other half of the new management duo is Mag. Johann Habring, MBA, Chief Financial Officer.*

*Image credit: IFN*

	<p><i>Investment package worth 250 million euro:</i></p> <p><i>Groundbreaking ceremony for the expansion of the Internorm factory in Sarleinsbach in April 2021. IFN/Internorm is investing a record 250 million euros by 2025 in order to contribute to the climate transition with our ultra-modern production facilities and energy-efficient, innovative products.</i></p> <p><i>Image credit: Internorm</i></p>
	<p><i>Skanva strengthens online sales</i></p> <p><i>In the summer of 2020, IFN-Holding acquired 80% of the shares in Skanva Group A/S. Skanva exclusively conducts its business online, supplying windows and doors for the Danish, Norwegian and Icelandic markets.</i></p> <p><i>Image credit: Skanva</i></p>
	<p><i>IFN product innovations – Schlotterer BLINOS external roller blinds: Schlotterer, the Austrian market leader for external sun protection, has further reinforced its leading position on the Austrian market. The importance of sun protection to prevent buildings from overheating in summer and protect against insects will continue to grow in the medium and long term.</i></p> <p><i>Image credit: Schlotterer</i></p>

**For more information, please contact:**

<p><b>Contact</b></p> <p><b>Mag. Christian Klinger, BSc</b>  <b>Company spokesperson, IFN-Holding AG</b>          Ganggutstrasse 131          4050 Traun          Austria          Tel.: +43 (0)7229 770 0          christian.klinger@ifn-holding.com</p>	<p><b>Press contact</b></p> <p><b>Jonas Loewe, MSc</b>  <b>Managing Director</b>          Sienzenheimerstrasse 39a          5020 Salzburg          Austria          Tel.: +43 (0)676 83 786 229          jonas.loewe@plenos.at</p>
---	--