

Press Release

HIMA Group Wins Record Number of Incoming Orders in 2022

(Bruehl, Germany, 4 July 2023)

The HIMA Group completed another record year in 2022, seeing an 18% increase in incoming orders. The provider of safety-related automation solutions expects further growth in 2023 through digitalization, internationalization and expansion of partnerships.

HIMA achieved the highest incoming order volume in its history in 2022 at EUR 155.8 million – 18% more than in the previous year. With sales of EUR 126.6 million HIMA nearly reached the 2021 level, the all-time-high to date.

"The HIMA Group had a great year in 2022. With the acquisition of Sella Controls, we have also embarked on a new chapter for international growth in the railway technology sector," CEO Jörg de la Motte points out.

Demand in HIMA's core markets had a positive trend overall. The breakdown of sales by region is as follows: Europe (59%), Middle East (12%), Asia (20%), Americas and cross-regional projects (9%). The order base also developed favorably, with the order backlog climbing by 38% compared to 2021.

"We managed fiscal year 2022 well despite many challenges, and we are also feeling positive about the first quarter of 2023 in view of our continued pleasing level of incoming orders," says CFO Dr. Michael Löbig referring to the aftermath of the COVID-19 pandemic, difficulties in the supply chain and the consequences of the Ukraine war.

The HIMA Group invested 12% of its sales in research and development in 2022 and has set itself the goal of digitalizing functional safety. The process industries (oil & gas, refineries and chemical industry) remain the largest customer group. The railway technology sector also showed a positive trend. Across all industries, 30% of sales were generated from services and software.

"The positive customer feedback shows us that we have really nailed it with our digitalization strategy #safetygoesdigital," notes de la Motte.

In addition to further investments in R&D – especially for software and applications – HIMA's priorities in 2023 include internationalization and the expansion of partnerships. "The opening of the new HIMA Security Lab at our Customer Solutions Center marks another milestone," says de la Motte. "Working closely with our partner genua, we offer visitors the opportunity to experience our OT security solutions first hand" he adds. HIMA is also intensifying its cooperation with global partners for sales, engineering and joint solution development.

Internationalization remains a major element of the growth strategy. In addition to the acquisition of Sella Controls in February 2023, which expands HIMA's presence in the UK and extends its expertise and solutions portfolio in the railway sector, HIMA has most recently expanded its sales and service presence in France, opened a new regional headquarters in Dubai and established its own company in Argentina.

Dr. Löbig explains that "with these measures, we are further expanding our global sales and service presence and solidifying our claim to provide our customers with the best possible local support in the digitalization of functional safety."

Further regional expansions are planned with a focus on the target markets of the Middle East and Asia.

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Picture



Picture: HIMA

Jörg de la Motte (CEO) and Dr. Michael Löbig (CFO)

About HIMA

The HIMA Group is the world's leading independent provider of safety-related automation solutions for the process and railway industries to protect people, the environment and assets. Founded in 1908 and headquartered in Germany, the family-owned company counts about 900 employees and operates from over 50 locations worldwide.

Process Industry Solutions

HIMA solutions help increase functional safety, strengthen OT security and boost plant profitability. For over 50 years, HIMA has been a trusted partner to the world's largest companies in the process industry (including chemical, petrochemicals, oil, gas, and energy-producing companies). With more than 50,000 TÜV-certified safety systems (SIL 3 and SIL 4) installed worldwide, HIMA qualifies as the technology leader in this sector.

As a safety expert, HIMA provides the safety technology as well as consulting, engineering, services, and training to best assist the customers throughout the entire safety lifecycle.

The world's first scalable platform with built-in OT security, HIMA's Safety Platform enables a broad range of systems on a single technology basis, from small solutions for all the way up to highly complex applications. The independent safety controllers are physically separated and employ open standards. Users can thus combine the most suitable safety solution with any leading BPCS (basic process control system).

Typical safety applications include emergency shutdown (ESD), burner control (BCS/BMS), turbo machinery control (TMC), pipeline management control with leak detection (PMC), fire and gas (F&G) and high-integrity pressure protection systems (HIPPS), subsea and tank farms.

Rail Industry Solutions

With the world's first CENELEC SIL 4-certified programmable safety controller, HIMA has revolutionized the railway industry. The commercial off-the-shelf (COTS) products are open safety controllers that ensure end users and integrators independence, flexibility and cost savings, and can be easily integrated and maintained in a wide variety of solutions. As the core element, HIMA systems provide functional safety and IT security in applications such as level crossings, interlockings and rolling stocks.

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