



**HERN**

ZTS NÁMESTOVO

2018

HERN  
WOOD

[www.hernwood.com](http://www.hernwood.com)



## Company profile



**HERN, s.r.o.**  
is a traditional Slovak engineering company specializing in design, production and sale of components for world leaders within various segments.

The core business of the company is the production of welded, machined and surface-treated assemblies for segments such as agriculture, construction machinery, manipulation technique, machine production and automation. Currently, the company employs approx. 670 employees.

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### **Years 1954 – 1992 : company establishment**

(production of components in the field of mining, components for tractors and construction mechanisms, steering components and braking components).

### **Years 1992 – 2006 : company privatization and transformation,**

beginning of cooperation with renowned manufacturers of construction and agricultural technology. Production of welded components and assemblies for tractors, bulldozers, loaders, road rollers, harvesters, reaping machines, balers machines.

### **Years 2006 – 2017 : arrival of a new investor**

in the company with a clear strategic objective. Gradual financial stabilization of the company and subsequent development in the field of quality, productivity and innovations. Enlargement of company's client portfolio, developing the co-operation with other major world manufacturers within various segments. Change of company name from ZTS Strojarne, s.r.o. to HERN s.r.o.



# Customer portfolio

Since **1992** we have successfully cooperated with leading manufacturers of heavy machinery and equipment.

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**JOHN DEERE**



since

**1992**

**HERN  
WOOD**



since

**1993**

**CATERPILLAR**

**HERN  
WOOD**



since

**2000**

**CLAAS**

**HERN  
WOOD**

# UNICARRIERS



since

# 2001



**HERN**  
**WOOD**





**Bobcat**®



since

**2012**

**HERN  
WOOD**

**BERGMANN**

since

**2016**

**HERN  
WOOD**



 **KRONE**



since

**2017**

**HERN  
WOOD**



since

**2017**

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Quality

We understand what our customers' expectations are, therefore we continuously improve the quality of our products and processes.

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Our employees

# 670

We believe that still today, our people are the most important asset. Therefore, we do the best to ensure this is not just a number, but 670 pro-active professionals we can rely upon every day.

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Products and services

Each year the company manufactures

**2500**

types of final products for its customers combined from more than 20,000 subassemblies.

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## Production technologies

- cutting (laser, shearing, plasma)
- bending (brake-pressing, pressing, bending of profiles and rod-bar materials)
- welding (manual or robotic)
- machining
- surface treatment (KTL, powder painting, galvanic zincing, oil protection)
- other technologies (sand blasting, deburring, degreasing, assembling and packaging)



## Infrastructure

The Company's Central European location offers easy connections to main European roads and allows simple, fast and flexible means of transportation to our Customers.

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## Economic results

In 2017 the company achieved rapid growth, also enhancing performance and profitability.

This trend will continue over 2018.

Total revenues reached EUR 34.9m, EBITDA of EUR 4.17m and EBIT of EUR 1,58m.

	2014	2015	2016	2017	2018 plan
<b>Total revenues</b>	27 484	28 747	29 371	34 965	43 003
EBITDA	2 868	3 092	3 579	4 167	4 988
Depreciation	1 955	2 309	2 629	2 587	2 419
EBIT	913	783	950	1 580	2 569

## Strategy

The strategy goal of the company is to reach a turnover of 60 Mil. Euros by the end of the year 2021, to be among the leaders in our segment in the region of Europe, and to co-operate with the clients that are the leaders in their segments.

The more successful our customer is, the more successful we are.