

Lantal posts robust sales growth

Langenthal, April 11, 2019 – Despite the difficult competitive situation last year, Lantal was able to generate consolidated sales of CHF 105.1 million. This corresponds to a gain of 15.4% versus the prior year. The main growth contributors were the aviation and the ground transportation segments as well as Parts & Services. This positively reflects last year's acquisition of Airline Services Interiors (ASI) in the company's business figures and confirms Lantal's long-term alignment as a systems provider in the domain of ready-to-install parts. For this reason, an important focus in 2018 was to further strengthen and consolidate the collaborative interaction between the subsidiaries and the Lantal Group.

Sales growth in aviation and ground transportation

A challenging market constellation and heavy pressure on prices were difficult baseline conditions for Lantal, which generates 94% of its sales in exports. Despite these demanding circumstances, Lantal was able to boost sales from CHF 91.1 million to CHF 105.1 million in 2018, which is equivalent to an increase of 15.4% versus 2017. This upswing is attributable mainly to last year's successes in aviation and ground transportation (bus, train, tram). The aircraft segment posted the strongest gains with a 20.4% advance in sales to CHF 75.1 million. The result is due among others to orders placed by WestJet for carpets as well as seat cover and curtain fabrics for the Business and Premium Economy cabins of the airline's new B787 fleet. Sales in the ground transportation segment also picked up by 10.9% compared with the previous year. A noteworthy contract in this sector was placed by Île-de-France Mobilités. Lantal will provide the soft interiors of 1000 electric buses within a time frame of two to three years. Last year, Pneumatic Comfort System (PCS) sales closed at CHF 5.8 million, a decline by 10.2%. Apart from the gain in sales with textiles for the aircraft and ground markets, the Parts & Services segment also generated increased sales versus 2017. Lantal apparently addresses an important need among customers with its ready-to-install products such as seat covers, literature pockets, pre-cut carpets, and pleated curtains.

Globalization and greater customer proximity with subsidiaries

Airline Services Interiors (ASI) joined the Lantal Group in early 2018 as a strategically important subsidiary. Headquartered in Manchester (UK), the company develops and delivers cost-effective, high-quality customer-specific solutions for the refurbishment, modernization, and upgrade of cabin interiors. Additionally, the company designs, develops, and produces affordable spare parts such as armrests, food trays, seat covers and pleated or sewn curtains. The acquisition of ASI made sense for two reasons: On the one hand, it secured the curtain business which

is very important for Lantal. On the other, the company was able to leverage its core competencies to optimally complement Lantal's deliverables, which made it possible to cover the entire spectrum of aircraft cabin maintenance activities. The integration of ASI not only had a positive impact on last year's business figures but also contributed to Lantal's ongoing globalization. It broadened the platform for added customer centricity and proximity.

A world novelty and new product developments

One of the reasons for Lantal's decades of success is the company's quest for new, innovative products and developments that address the markets' growing needs and expectations. Last year, Lantal was able to release its TEC-Leather for the aircraft market, an innovative material with a leather-like look and unparalleled cleanability. In the ground segment, printed carpets were added to the portfolio in 2018. The use of an exclusive printing process makes it possible to implement a broad range of design variations. Another tremendous asset of the printing method is that shortens sampling and production times while reducing minimum order quantities.

At this year's Aircraft Interiors Expo in Hamburg, visitors already had the opportunity to try out Lantal's latest technology first-hand: the Seat Heating & Cooling System. This latest innovation delivers a personalized microclimate for First and Business Class passengers, regardless of the temperature in the cabin. The seat climate features – heating and cooling – are based on Gen-therm® technology. They can be combined to achieve a customizable climate comfort experience. To support seat cooling efficiency, Lantal developed special fabrics that optimize the air-flows. The Seat Heating and Cooling System was developed in compliance with relevant industry standards. It is designed to meet the most exacting reliability requirements.

And because weight savings are a key topic for airlines, Lantal invests considerable time and effort in the development of lightweight aircraft products. Just recently, Lantal released its so far lightest carpets in the market. The wool/polyamide blends weigh less than 1100 g/m².

Lantal

Lantal is the leader in the design, production, and distribution of textiles, parts, and services for the international aircraft, bus, and railway markets as well as for business jets and superyachts. The company offers forward-looking counsel and coherent all-in-one solutions with the objective of achieving the ultimate in passenger well-being.

Photos

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