



HT LASER

HT LASER 2020

Revenue **61 M€**



EBIT **+6%**
compared with the previous year



8 factories

ca. **400**
professionals

14% women
10+ nationalities



94%

Delivery accuracy



1000
customers



DPPM **1845**

LTIFR **25**



98%

Recycling rate





Digitalizing operations, some examples

- Financial administration processes: accounts payable, accounts receivable, payroll

1990's

- HT Laser wide ERP
- Certified quality management systems (ISO9001 & ISO14001)

2000's

- ERP to ERP integrations with strategic client companies
- Logistics: freight orders and internal material deliveries
- Quality nonconformity management system (both internal nonconformities and customer claims)
- Production machine monitoring, maintenance and repair programs

2010's

- New Product Introduction process
- Account based customer data
- Pricing with the help of automatization and AI
- Sharing value-adding data in value chain
- Discovering and utilizing the possibilities of remote work

2020's



HT Laser Strategy

3. New digital business models, services and products

1. Increasing the effectiveness of internal operations

2. Developing customer experience and current services

CUSTOMER DATA, PRODUCT DATA, ETC

PROCESSES

TOOLS

KNOW-HOW

HT LASER

30 years of digitalization: some real life learnings

1. ICT system development and solutions will be ok
2. A process need to be clear, alive and kicking before it can be digitalized
3. Benchmarking and sharing best practices crucial
4. Change management and active leadership needed
5. Importance of risk management: fault tolerance and cyber security

We keep in touch!

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