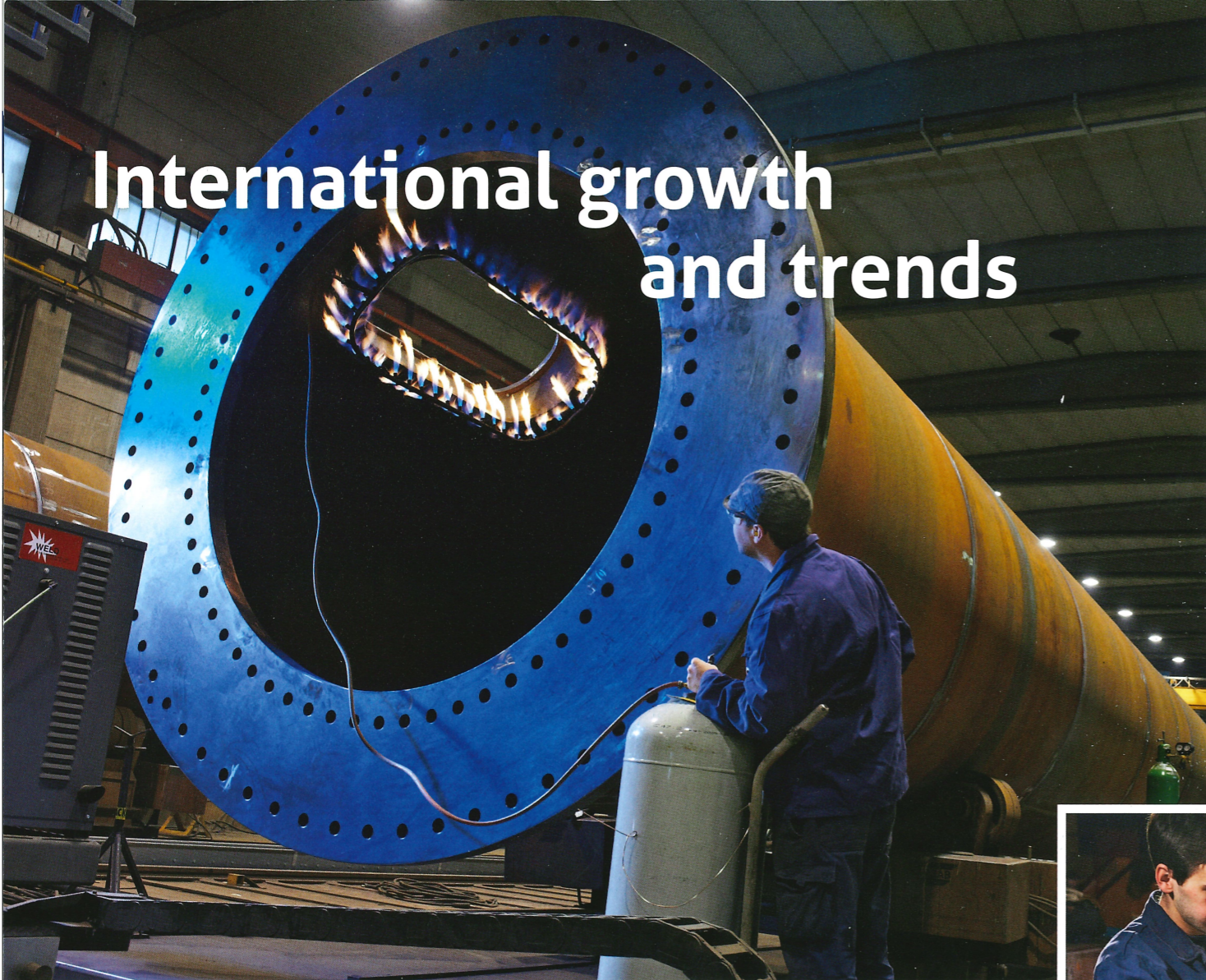


International growth and trends



VDL KTI has achieved strong growth in recent years thanks to the support of its parent company, VDL Groep, with substantial investments in various areas including the production hall. The acquisition has also in turn helped VDL Groep to enter new markets.

VDL Groep stands for a strong investment culture over the long term. "That's very reassuring," says Simon Jacobs. "VDL has invested heavily in our production hall in Mol over the last 10 years.

"Our growth was made possible thanks to the support of VDL Groep, which invested a lot in our company"

Not only have new buildings been constructed, including several production halls, but also a fully climate-controlled facility for metallisation and for blasting and painting work. New machines were installed, such as new plate rolling machine and flame-cutting benches. Furthermore, the offices in Mol were

completely renovated in 2019, with new fittings and furnishings throughout. Because of increased orders, our production capacity was also required to increase. We therefore expanded with a new production facility in Arendonk in 2013 and fitted out the factory completely in just three months, which was essential in order to meet the delivery deadlines."

All these additional investments have allowed VDL KTI to manufacture many new products, such as high-voltage pylons and marine scrubbers. In fact, more than 200 scrubbers a year can be built here. VDL KTI has all the expertise and qualifications it needs in-house. "In 2017, we became qualified to produce pressure vessels with wall thicknesses of over 200 millimetres," says Simon Jacobs. "That's very thick, and an



exceptional achievement if you think about it. You have to do a lot of research beforehand. This certification proves that we're qualified to weld the product according to this method." VDL KTI plans to expand into many more new markets in the future. "We export 80 percent of our output. Our goal is to operate in areas that we aren't present yet, and we would like to further strengthen our reputation in Belgium, the Netherlands, France and Germany."

VDL KTI's turnover has seen tremendous growth in the last decade. From 2010 to 2016, annual turnover rose from 12 million euros to between 30 and 40 million euros. "Our growth was made possible thanks to the support of VDL Groep, which invested a lot in our company," Jacobs explains. "This has helped us to have the capacity to take on more projects. Most of our activities were initially concentrated on the oil and gas markets. By cooperating with

our sister companies, we have been able to enter new markets and have started developing and manufacturing new products.

The collaboration with VDL KTI has also made it possible for VDL Groep itself to expand. "Thanks to us, VDL Groep has now entered the oil and gas market," explains Jacobs. "At first VDL Groep was active only in the local markets for steel construction welding. We opened the door for them to take on much larger projects in that market."

