

PRESS RELEASE

Wietersdorfer Group expands to Latin America

Carinthian Group acquires GRP pipe specialist O-tek Internacional S.A.S. with production sites in Colombia, Mexico and Argentina

Klagenfurt, 31 August 2023 – The Wietersdorfer Group continues its successful internationalization course. After entering the African market in 2021, the move is now being made to Latin America. As of August 2023, the Wietersdorfer Group acquires a 100 percent stake in O-tek Internacional S.A.S. with production sites in Colombia and Mexico and a 25.1 equity stake in a production site in Argentina. With the acquisition of O-tek Internacional S.A.S., Wietersdorfer strengthens its business area of glass-fibre reinforced plastic pipes (GRP) and expands its business activities outside Europe.

The O-tek Group, whose success story dates back to 1995, is well established in the Latin American markets and stands for the highest quality and reliability in glass fiber reinforced plastic pipes. With around 600 employees in Colombia, Mexico and Argentina and expected annual sales of USD 100 million in 2023, the O-tek Group serves sales markets in numerous Latin American countries, including Argentina, Brazil, Mexico, Colombia, Dominican Republic, Peru and Paraguay. For Wietersdorfer, these new markets mean not only geographical diversification, but also an improvement in the risk diversification and resilience of the Carinthian Group. “By focusing on new and promising markets, we not only ensure the further development of our GRP business, but also contribute to improving the infrastructure and thus the quality of life of millions of people,” explains Michael Junghans, CEO of Wietersdorfer. Together with Hobas and Amiblu, O-tek is the third company in the Wietersdorfer GRP tubes business area.

Latin America is a promising market

The glass-fibre-reinforced plastic pipes with a diameter of up to 3 meters and pressure levels of up to 32 bar are used primarily in infrastructure projects in the drinking and wastewater sector. In both segments, but also in the area of hydropower, the Latin American market offers enormous potential here: only half of Latin American households are connected to appropriate sewerage and wastewater systems, and 30 million people do not have access to clean drinking water. Large infrastructure projects are the result. In addition, the relocation of production capacities from China back to North and South America opens up further market potential. The products of the new Wietersdorfer family member O-tek, but also those of Hobas, based in the USA and part of the Wietersdorfer Group, are perfectly suited for large-scale drinking and wastewater projects due to their superior CO₂ efficiency, quality and durability.

The GRP business unit of Wietersdorfer already contributes 403 million euros to more than 40% of Wietersdorfer Group’s turnover incl. participations. With Hobas Pipes USA in Houston, Texas, Wietersdorfer has been active in the American market since 1987 and in 2021 Amitech



Maroc was acquired as the first production site in Africa. With O-tek, Latin America will now form another important market for Wietersdorfer.

About WIG Wietersdorfer Holding GmbH

WIG Wietersdorfer Holding GmbH, headquartered in Klagenfurt (Austria), is an industrial company in the building materials and pipe sector. The company's business areas include cement & concrete, lime, industrial minerals, GRP pipe systems and thermoplastic pipe systems. With its subsidiaries Alpacem, InterCal, Amiblu, Hobas, O-tek, Poloplast and Calcit, WIG Wietersdorfer Holding GmbH is represented in 26 countries. The company employs a total of 3,515 people at home and abroad, operates at 58 production and sales locations. In the year 2022 the Wietersdorfer Group generated sales of EUR 974 million including associated companies. Since its foundation in 1893 by Philipp and Gottlieb Knoch, the company has been wholly family-owned.

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