

# Building New Heights

**Hilti leverages its Hong Kong advantages as it dives into construction opportunities in the GBA.**

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**Matthias Gillner**  
**Member of the Executive Board and**  
**Head of Global Information Technology**  
**Hilti**



Established in Schaan, Liechtenstein in 1941, Hilti is a global construction industry leader with 30,000 staff members across 120 countries. With its innovative capacity and competence, the company offers a one-stop shop for building – from software for design, products and tools for work onsite to training, repairs, testing and consultancy.

## Capturing Opportunities in Hong Kong and GBA

The Hong Kong office consists of Hilti Hong Kong to cater to the city's buildings and infrastructure projects, and the regional headquarters for Hilti to support Japan, Korea, Mainland China and Taiwan. "Hong Kong is one of the most progressive markets in Asia," stated Michael Leung, Hilti Hong Kong's General Manager. "Contractors and developers are constantly trying to find new ways of working. It is good to be close to them."

Hilti is ranked one of the best employers globally, and Leung works with local universities including Hong Kong University of Science and Technology to recruit local talent. "Hong Kong people are extremely well educated," Matthias Gillner, Hilti's Member of the Executive Board and head of the firm's global information technology, said. "They possess the English skills we require as we operate internationally. Many are well travelled or educated abroad and have an open, international mindset."

In the coming years, Hilti plans to leverage business and talent opportunities in the Guangdong-Hong Kong-Macao Greater Bay Area (GBA). "The GBA is in our backyard,"

Leung stated. "Being close to factories helps facilitate delivery of projects and reduce carbon footprints. We can make design changes in real time. Also, it is good for modular construction as we are able to speed up the quantity and quality of these projects."

## Realising ESG Goals through Innovation

Committed to working towards carbon neutrality and optimising materials during the construction process, Hilti has recently developed a holistic sustainability strategy and anchored the topic of sustainability throughout the company.

As a well-established supplier to the highrise construction industry, Hilti pioneered direct fasteners to concrete and steel. It underscores its commitment to research and development (R&D) by channelling six percent of its revenues back into innovation. Moreover, it supports its products with environmental, social and governance (ESG) practices by offering innovative solutions to products to the end of their life cycles.

"We see building information modelling (BIM) taking a stronger foothold in the industry with more work done off-site. This can help achieve cost and resource savings as well as shorter project lifecycles," noted Gillner. "Our fully integrated systems application and products helps to support all processes as we are continuously upgrading and investing."

As Hilti emerges on the other side of the pandemic, Gillner and Leung believe that some changes will remain – with the flexibility to work at the office underscoring

the company's policy of diversifying its staff base to attract more females to the industry. "In the past, 100 percent of our colleagues were office or field-based. Now, we are looking at 50 percent on-site and 50 percent flexible. Flexible working can improve employee engagement, motivation and performance while reducing office costs," Gillner said.

Leung sees Hilti Hong Kong expanding in sales and intends to increase his work force to empower this growth. "I am looking forward to the next 10 years – they promise to be golden years," he said.

## Hilti

- Hilti Hong Kong dates to 1974 and employs 200 staff members while 100 people work for the company's North Asia regional headquarters based in Hong Kong
- It was ranked among the world's best places to work including the Sunday Times 100 Best Companies to Work For (2017), The World's Best Multinational Workplaces (2017) and seventh place in the Best Multinational Workplaces category in Europe (2017)

 [hilti.com.hk](https://www.hilti.com.hk)