

## **MAT Holding turnover up to €333M in 2021, 12% more than the previous year**

- **The multinational group, based in Israel and Spain, has grown in all businesses.**
- **The company has consolidated the integration of the ARI, Dorot and OCV international businesses under the new Aquestia brand, a world leader in the field of water conveyance and control.**
- **The new strategic plan is committed to modernizing the agricultural sector and digitizing crop and water management, among others.**

**Barcelona (Spain), 23 March 2022.-** The MAT Holding group, a leader in solutions for sustainable agriculture and the efficient use of water, has closed the 2021 financial year with **sales of 333 million euros, which represents an increase of 12.4%** compared to 2020.

In a year marked by the uncertainty generated by the pandemic and the general increase in raw materials and transport costs, the company —formed by the Israel-based company Aquestia and the Spain-based companies Regaber, IQV, STF and Hidroglobal— has maintained a **high level of competitiveness** that has allowed it to continue growing in all businesses and lay solid foundations to achieve the objectives of the new strategic plan, while establishing itself as a leader in the markets in which it operates.

Pau Relat, CEO of MAT Holding, explains: *"The positive 2021 results endorse us to face challenges such as the transformation of the agricultural sector, the digitalization of crop and water management and the improvement of the service to our clients, leveraging on the competitive advantages of the group, such as innovation, prudence in the management of financial resources, a clear commitment to talent, the will to internationalize and proximity to the market"*.

The international presence of the group stands out with excellent results as **international sales already represent 65% of the total turnover**. In 2021 the company has consolidated the integration of the Israeli businesses ARI Flow Solutions and Dorot, and the North American OCV Control Valves —acquired in 2020, 2014 and 2018, respectively— under the **new Aquestia brand, giving rise to a world reference in the field of water conveyance and control**, which functions as the group's hub in this sector, based in Israel.

MAT Holding has also **consolidated its presence in the United States**, the largest hydraulic infrastructure market in the world. The company has billed close to \$25M and has established itself as a reference brand in this area. Likewise, the group has continued to develop the project in India, one of the markets with the greatest potential in the water sector.

In 2021, the group has reduced its dependence on the **Spanish market**, which this year has **represented 35% of the total turnover**. Despite this, and given the great potential of Spain in

the agricultural world, Pau Relat, CEO of MAT Holding, highlights: *"We are committed to Spain as one of the growth vectors of the group, using our leadership in the agricultural sector in the Iberian Peninsula. We are fully focused on providing solutions for its modernization and digitization with the aim of achieving a more sustainable agriculture, not only economically, but also environmentally and socially."*

By division, the **water division** —which brings together the companies Aquestia, Regaber, STF and Hidroglobal— has generated **total sales of 197.5 million euros, 8% more** than the previous year, highlighting the significant weight of international markets with a growth of 18% compared to 2020.

For its part, during 2021 the **crop protection division**, represented by the company IQV, although it has struggled daily with the tensions of the increase in prices of raw materials and other external factors, has managed to close the year with **an increase in 19%, reaching 135.8 million euros**.

### **Innovation, digitization and internationalization**

In 2021 the group has developed its strategic plan for the next three years that includes three main objectives. On the one hand, **reinforce leadership** where the group is already a leader; second, to position itself as **a benchmark in innovation and digitization**; and, thirdly, to continue **developing the organizations in the United States and India** as major business hubs for the group, in addition to those in Spain and Israel.

To this end, MAT Holding is already working on new businesses based on **the digitization and servitization of agriculture and water management**, as well as **on sustainable, profitable and efficient solutions**, maximizing **synergies** between all the group's companies to better respond to the needs of the market, in line with its **purpose of caring for agriculture and water**.

The company also plans to continue the strategy of recent years based on the **combination of organic and inorganic growth** with the acquisition of companies that are complementary to the group's businesses.

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### **About MAT Holding**

At [MAT Holding](#) we take care of agriculture and water through solutions that promote the sustainability, efficiency and profitability of agricultural and water management.

With more than 85 years of history, we are global leaders in the manufacture and sale of copper salts for agriculture and water management and control systems for the agricultural and industrial sectors. In addition, we are number one in distribution of irrigation products in Spain and Portugal.

We operate in the fields of agriculture —with the companies [IQV](#) and [Regaber](#)— and water —with [Aquestia](#), [STF](#) and [Hidroglobal](#)— in more than 140 countries. We have central offices in Spain and Israel and about 1,100 workers. In 2021 we have invoiced 333 million euros.

### **More information:**

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