

Lantek forecasts a 16% increase in sales

[Lantek](#), a leading company in the development and sale of [CAD/CAM/MES/ERP software solutions](#) for the global metal industry, forecasts a 16% increase in sales in 2016 to a total revenue of around 18 million euros. This is one of the main conclusions to emerge from the multinational company's 2016 International Meeting recently held at the Trade Fairs and [Congress Center of Malaga](#), which was attended by more than 90 people, including technicians and salespeople from Lantek's offices in over 15 countries worldwide.

The results from 2015 were presented at this first meeting of the year. The company saw a 10% increase in net sales over the previous year, with a total €15,471,753 euros. To Alberto Martínez, CEO of Lantek, "these results confirm the multi-national's excellent health, with two financial years with significant revenue growth." Martínez emphasized the international nature of the company, which received 88% of its revenue from outside of Spain, with very impressive figures in countries like Italy, Germany and South Korea. "During 2016, we hope the USA office, where we have prospects for a significant rise in sales, joins these outstanding markets in our network. A major part of our success is, without question, our commitment to exporting our products to places with a potential demand, which give us a competitive edge. In fact, we already have clients in more than 100 countries," stressed Lantek's chief executive.

The Malaga conference gave the Lantek team a chance to see [Solutions Division's](#) extraordinary progress firsthand. The division grew 43% over last year and represents 16% of the company's total revenue, with more than 2.5 million euros. The CAD/CAM division saw more moderate growth, at 5%; but, it makes up 84% of the business with more than 12.9 million euros.

2016 Strategy

Lantek's strategy for the upcoming financial year centers on four key points: technological development, internationalization, specialization and searching for new market niches. As Alberto Martínez explained at the closing ceremony in the [Picasso Museum](#) Auditorium, "we are one of the key players in making advanced manufacturing and industry 4.0 a reality. We believe we always have to be one step ahead of our customers' requirements and expectations, and that is why we work every day to provide new solutions to their current and future challenges."

[Lantek](#) will continue working hand-in-hand with its customers to help them be more competitive, productive, and efficient, increasing its software's capacity to integrate with existing systems and providing comprehensive solutions. For machine tool manufacturers, Lantek offers global deployment capacity with local support at any spot on the planet, as well as its [CAD/CAM software](#) portfolio, the most advanced on the market, which is capable of handling any machine and technology.

During 2016, Lantek will build on the momentum of its goal of being a world leader in software solutions for the metal and metal structure industry. In line with this, the multinational headquartered in the Basque Country plans to open a new office in the United Arab Emirates, strengthening its presence in the Middle East.

About Lantek

Lantek provides software solutions CAD/CAM/MES/ERP for companies fabricating sheet metal, tubes, and beams with any cutting (laser, plasma, oxy-cut, water jet, shear) and punching technology. Lantek integrates the most advanced nesting software in the industry with the highest standards in manufacturing management solutions.

Its capacity for innovation and its firm commitment to internationalization and emerging markets have led Lantek, founded in 1986 in the Basque Country and with central offices in Vitoria-Gasteiz (Alava), to devise a global-local strategy, which has meant it has become a global reference within the industry with its CAD/CAM/MES/ERP solutions. Today, the company has over 17,000 customers in over 100 countries and its own offices in 15 countries, in addition to an extensive network of distributors that are present throughout the world. In 2015 its international operations provided 88% of its turnover.

For more information, visit: www.lanteksms.com or request more details at: marketing@lanteksms.com