



## Press release

Sainte Hélène du Lac (Savoie, France), 11 March 2014

### Promising outlook for MND's snowmaking division, united under the SUFAG brand

On 23 October, the MND Group (FR0011584549, MND), which specialises in innovative mountain development and urban transport solutions, was admitted for trading on the C compartment of NYSE Euronext's regulated market in Paris.

#### MND is due to unveil its new range of snowmaking equipment at the Mountain Planet trade show in Grenoble

After MND's takeover of the Austrian-Swedish Snownet group last October, its existing Snowstar range of snowmaking equipment was supplemented by the product ranges of Snownet's two brands, Areco and Sufag. Since then, MND has been working hard to capitalise on the best of what each brand has to offer and has streamlined its organisational structure accordingly.



The company has therefore decided to combine the three product ranges under the SUFAG brand name. SUFAG is a reputed brand with a high-end image and extensive coverage of international markets, particularly in German-speaking regions.

The new SUFAG snowmaking range will be unveiled at the Mountain Planet international mountain equipment trade show, to be held in Grenoble from 23-25 April 2014.

MND's snowmaking division now boasts two production plants, employs 80 people and generates revenues of around €25 million.

The Ostersund plant in Sweden produces low-pressure snow cannons and houses an R&D unit. The French plant at Saint Hélène du Lac produces high-pressure snow cannons and software applications. This plant also has a sales and project department and an R&D unit.

This organisational structure is designed to optimise procurement, logistics and manufacturing and ensure global development in terms of R&D.



The consolidation of MND Group products under the SUFAG brand will enable the Group to offer customers a reinforced, hands-on sales and technical organisational system. Each country served by the Group has a service centre with a stock of spare parts for equipment maintenance and a team of technicians trained in all products of the brand.



## A global installed base of around 20,000 snow machines

Backed by the know-how of three major snowmaking companies and a distribution network comprising eight subsidiaries and 50 distributors worldwide, SUFAG now offers the most comprehensive range of low- and high-pressure snowmobile solutions on the market.

The Peak II low-pressure snow cannon was recognised for its high performance and nominated during the multi-brand test campaign carried out in Russia in January 2014.

An official partner of the International Ski Federation, SUFAG's customers include the biggest names in the world of international ski championships: Val d'Isère, Kitzbühel, Cortina d'Ampezzo, Schaldming, Kranjska Gora, etc.

**With the launch of the SUFAG brand, MND has given its snowmaking division a new lease of life. The quality offered by its new range and its capacity to provide turnkey solutions worldwide should enable the brand to generate considerable sales growth over the coming months.**

Find all the information you need at [www.mnd-bourse.com](http://www.mnd-bourse.com)

### MND Group

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### ABOUT MND GROUP

The MND Group has been based at Sainte Hélène du Lac (Savoie), in the very heart of the French Alps, since 2004. MND is one of the few market players to have a global range of products and services dedicated to the development, equipping and protection of ski resorts, leisure areas and other mountain infrastructure.

Buoyed by its industrial expertise in the mountain cable transport market and by innovative technology protected by worldwide patents, the MND Group has strong growth potential in the urban cable public transport field, where it offers an unobtrusive alternative mode of urban transport.

With four manufacturing plants in Europe (France, Germany and Sweden), eight distribution subsidiaries and 50 distributors worldwide, the MND Group has 264 employees and almost 3,000 customers in 49 countries.

The MND Group reported pro forma revenues of €58 million, of which 65% was generated abroad in 2012/2013 (year ended 31 March).

[www.mnd-group.com](http://www.mnd-group.com)