Market position further strengthened

Positive business trend at MULTIVAC

Wolfertschwenden/Nuremberg, 30.09.2015 – In the current year and in contrast to market trends, MULTIVAC has been able once again to continue its successful course. All business units have shown positive development, and the production capacity of the packaging machine manufacturer is fully utilised. This was the message from Hans-Joachim Boekstegers, CEO of MULTIVAC, at today’s press conference at FachPack in Nuremberg. At the trade fair the company is presenting innovative solutions for the packaging, labelling, marking and inspection of food, life science and healthcare products as well as industrial items.

In 2015, MULTIVAC has been able to further strengthen its market position. The turnover of the Group is expected to exceed the threshold of 800 million euros by the end of the year. “If one looks at the situation regionally, we are recording strong growth in Europe, particularly in Germany, and in the USA,” explains Hans-Joachim Boekstegers. “But business has also developed encouragingly up to now in critical markets such as Brazil and China. Generally, we are observing a slow shift of the growth markets from Europe and the USA towards Asia, South America and Africa.”

MULTIVAC is systematically investing in the expansion of its production capacity and services: in addition to the building of a new Logistics Center, which is due to be opened in 2016 at the company’s headquarters in Wolfertschwenden, a new factory is currently being built in Kansas City (USA), and further production sites are in the planning stage, including one in Bulgaria. In addition to this, MULTIVAC is also further investing in machinery and equipment at its existing locations, in order to be able to increase its capacity. In future, MULTIVAC will decentralize its production more – in addition to production sites in the USA, Japan, Brazil and Spain, further factories are in the planning stage.
The international nature of the company is also reflected in the workforce: around 50 percent of the 4,650 staff worldwide are now employed in the international sales and service organisation, which is constantly being expanded. So for example in the USA, two new hubs are currently being developed in Los Angeles and New York.

So that it continues to remain the market leader, MULTIVAC will also systematically expand its product portfolio in future and invest in research and development. The protection of intellectual property, i.e. through patents, is also becoming ever more important. The provision of niche products and machines for special markets also plays an important role. “Our goal is to be able to offer our customers specific packaging solutions and applications for all their requirements,” says Hans-Joachim Boekstegers in summary.

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About MULTIVAC
MULTIVAC is one of the leading providers worldwide of packaging solutions for food products of all types, life science and healthcare products as well as industrial items. The MULTIVAC portfolio covers virtually all customers’ requirements in terms of pack design, output and resource efficiency, and it includes vacuum packaging machines, tray sealers, thermoforming packaging machines, labellers, quality control systems and automation solutions – right up to turnkey lines. The MULTIVAC Group has approximately 4,600 employees worldwide, with some 1,680 based at its headquarters in Wolfertschwenden. With more than 70 subsidiaries, the company is represented on all continents. More than 1,000 sales advisors and service technicians throughout the world use their know-how and experience to the benefit of our customers, and they ensure that all installed MULTIVAC machines are utilised to their maximum. Further information can be found at: www.multivac.com.
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