



Siegling – total belting solutions



# MAXIMUM PERFOR- MANCE.

Hygiene is an essential factor in the production of foods of all kinds. Our conveyor belts with individual surface textures pass through icy cooling rooms and glowing ovens – challenges that they easily master thanks to their excellent quality.



MOVEMENT SYSTEMS





# MOVEMENT SYSTEMS



#### **MAXIMUM PERFORMANCE**

## UNCOM- PROMISING QUALITY

Baked goods are produced in a wide range of shapes and diverse types. Equally diverse are the high quality requirements for the process and conveyor belts used in the food industry in order to guarantee hygienic production. The high cleanability and freedom from germs of our high-quality belts are essential for strict compliance with hygiene standards. Ingenious surface structures with excellent separation properties and innovative belt edge seals make Forbo the know-how carrier for applications in the food processing industry, and ensure decisive competitive advantages for our customers.



# MOVEMENT SYSTEMS: SUCCESS DRIVEN BY KNOW-HOW AND RELIABILITY

'2014 was another successful year for Movement Systems. Focused efforts to implement the strategy in all the division's business areas had a very positive impact on all fronts. We considerably increased both sales and earnings in all regions. The drivers were innovative and application-specific new products with features that generate added value in the production and logistics processes of our customers in a wide range of industries; new manufacturing technologies that guarantee efficient installation and optimum maintenance; and other improvements all along the global value chain that further increased both productivity and efficiency. We are on the right track. By sticking to our strategic focus, we can systematically pursue our goals as we seek to strengthen and expand our market position.'

The Movement Systems division generated sales of CHF 342.2 million in the year under review (previous year: CHF 326.2 million), which reflects a significant increase of 7.8% in local currency terms. In the corporate currency, however, adverse currency effects reduced this gratifying growth to 4.9%. The division accounts for 27.9% of Group sales. All regions – the saturated markets in Europe somewhat more modestly than the Asia/Pacific and Americas markets – contributed to this steep rise in sales and the corresponding gains in market share. The consistent implementation of the strategy with a clear focus in all business areas had a strong positive impact on operating profit (EBIT), which climbed to CHF 37.0 million (previous year: CHF 31.7 million), a significant increase of 16.7%. The EBIT margin came to 10.8% (previous year: 9.7%), a year-on-year increase of 1.1 percentage points.



Jean-Michel Wins  
Executive Vice President  
Movement Systems

## All regions on the growth path

Almost without exception, all markets contributed to the gratifying jump in sales with strong growth stimuli. Although the business environment in Europe is still mixed, most companies performed much better than they did in the previous year. Only in Germany, one of our major markets, and in Russia, demand was more subdued – though still higher than the previous year. The Americas region reported above-average growth, due in part to years of close cooperation with major accounts in customer segments such as food-processing, logistics, and sports treadmills, where we completed some large-scale projects, and in part to the steady expansion of business in the field of plastic modular belts. Asia/Pacific also stayed on the growth track. A major factor was an above-average in sales in fast-growing markets such as China, South Korea, India, and Southeast Asia, where we focused on expanding the local sales and assembly operations. Japan also enjoyed more buoyant demand.

In Thailand we completed the organizational build-up for which we laid the groundwork the previous year, and we are now successfully operating with a local team.

## Strategic customer segments with double-digit growth

Following years of strategically focused development, the Prolink plastic modular belts product group again posted double-digit growth. These belts are used mainly in the food-processing industry, logistics and industrial manufacturing, wherever conventional conveyor belts, owing to their design, are not entirely suit-

able for some conveyance and process tasks. In the year under review, we expanded the product portfolio with segment-specific new developments. In hygiene-sensitive applications, for instance, new surface structures were developed that are adapted to the specific area of use and feature improved cleaning properties and different colors to ensure ease of quality control of the goods on the belt.

All other strategic customer segments also reported buoyant growth. Demand for various belt types for the food-processing industry was very satisfactory in all regions, and this uptrend was no doubt due to innovative product line extensions that feature high-quality properties. Demand for professional applications in logistics was also stronger than in the previous year; here we generate added value for our customers, for instance in postal distribution and logistics centers, with our energy-saving conveyor belts. Sales in the customer segments textiles, sports treadmills, industrial manufacturing, and raw materials rose on the back of specific and persuasive additions to the range. The paper/printing and tobacco segments were either flat or slightly weaker owing to general business conditions.

#### **Innovation partner for equipment manufacturers**

Movement Systems not only supplies a wide range of conveyor and power transmission belts but is also a reliable provider of technical know-how for total solutions as well as an innovation partner for equipment manufacturers and end customers. In new product developments, small details often play a crucial role in the interaction of application features and the materials used. Again in the year under review, we committed significant resources to expanding the product portfolio and to developing specific applications in complex facilities.

We launched a range of new belt types for the food-processing industry that are geared to specific customer requirements, feature diverse surface structures, have excellent release and grip properties, are highly resistant to oil and grease, and are easy to clean. The surface structures and the novel materials used are adapted to specific hygiene requirements.

We also focused efforts on expanding the product portfolio of Extremultus flat belts and power transmission technology. These belts are particularly durable, elastic, and vibration and shock-absorbent. They are used, for instance, for generator drives, for live roller

drives in logistics, and as box-folding and conveyor belts in paper processing. Our investment in two new machines for finishing marks a further step towards bringing the value chain back in house. This speeds up the launch of new products in serial production and provides greater flexibility in raw-material processing. Among the innovations launched in the reporting year are the new high-efficiency tangential belts that are used in ring spinning frames, twisters and texturing machines. The combination of a reinforced tension member with improved friction coating saves energy and ensures a significantly higher throughput with virtually constant yarn twist.

In addition, we made targeted investments in various manufacturing facilities, for instance in new tools for the production of plastic modular belts, expansion of the production plant in China, and new manufacturing processes worldwide, in order to meet customer needs even better and more efficiently.

#### **We continue to focus on top operational performance**

In 2015, we will continue to vigorously pursue our strategic initiatives in all the division's business areas by targeted expansion of our product portfolio and the build-up of new sales offices especially in Asia/Pacific and the Americas.

In addition, we will again review all processes and methods involved in operations, production planning, supply chain management, and quality in order to improve our efficiency and raise our industry standard. An important factor is steadily improving our employees' product, process, and application know-how, which we intend to maintain at a high level.

# INDIVIDUAL OVERALL SOLUTIONS IN FOCUS

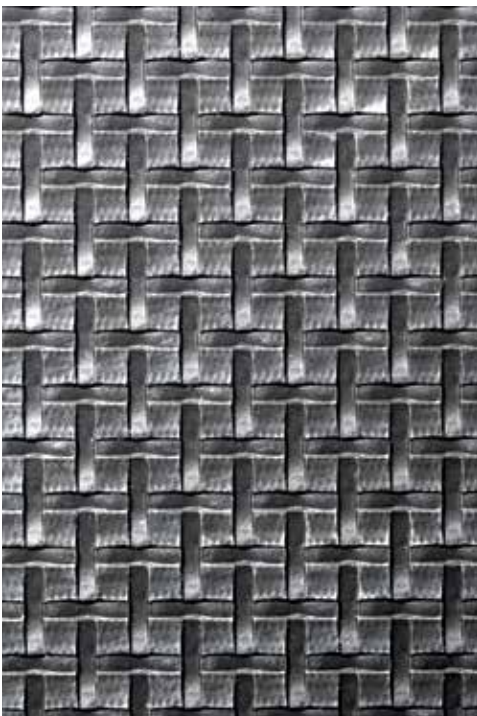
Not always visible, but present nonetheless almost everywhere, Movement Systems is making sure that many production steps are optimized and trouble-free. Our solutions are distinguished by being highly efficient, precise and reliable. Forbo again managed to profile itself in the reporting year as a competent partner in the development of sector-specific and future-oriented solutions for driving, conveying, and producing.

## Special belt for printing ceramic tiles

Movement Systems is a leading belt supplier to the ceramic tile printing industry where our high-quality conveyor and process belts are used in systems for the printing of ceramic tiles. In recent years the technology

has shifted from rotary printing – where the material to be printed is pressed between two rotating rollers – to inkjet printing – where ink is pressed through nozzles in fine drops onto the material. The new system constructions are much more flexible in terms of changing the print pattern. They have clear advantages regarding maintenance, and are thus less cost-intensive. They do, however, place much greater demands on the belt properties.

Our development teams have accompanied these new system constructions in the inkjet printing process in close collaboration with machinery manufacturers and end customers in Europe and Asia. The challenge for high print quality is, for example, the precise positioning of the belt so that tiles are printed at exactly the right place. The belt must not only have low expansion and excellent chemical resistance, it must also be possible to make fine adjustments to the belt during the printing process. At the highest print quality, around 40 meters of tiles are printed per minute, even on belts for large tile formats which are up to 1.8 meters wide.



## 'APPLICATIONS THAT STAND FOR PRECISION AND RELIABILITY'

### **Plastic modular belts with integrated rollers**

Due to their construction, conventional conveyor belts are only conditionally suitable for certain conveyor and process tasks. As the optimum complement to these, Movement Systems is focused on expanding the product range in the area of plastic modular belts. In the reporting year we developed plastic modular belts with integrated rollers for the accumulation or separation of the goods being conveyed. The accumulation of conveyed goods often takes place at the end of a

production process where the products are conveyed to a container for the last processing steps, or are accumulated in their complete packaging on belts with freely rotating rollers ready for palleting. In this way an accumulation of products can be achieved with low friction between product and belt, low abrasion and, ultimately, low energy consumption.

Alongside the accumulation of conveyed goods, belts with integrated rollers are also often used for separating conveyed goods. On the belts the products are accelerated relative to the speed of the belt, which increases the distance between the individual products. This application is often found at the start of a conveyor process to ensure that incoming goods are not too close or even parallel to each other on the belts so that they may, for example, not be scanned properly, or that too many products are arriving at the same time for the next processing step.

