

Digitisation at SMEs

Circular knitting machine manufacturer Mayer & Cie.: A best practice example of PLM strategy

Sebastian Mayer, Chief Digital Officer at circular knitting machine manufacturer Mayer & Cie. (MCT), is giving a keynote speech at SAP's virtual PLM Info Days on May 18 and 19, 2021. He was invited to speak about Mayer & Cie.'s strategy on Product Lifecycle Management (PLM), which is rated exemplary in both scope and progress of implementation. The premium manufacturer sees the benefits for their customers as the main incentive for its PLM strategy.

Claim to leadership extends beyond machine technology

"We see ourselves as a technology leader and innovation driver above and beyond the technology of our machines," says Sebastian Mayer, Chief Digital Officer at Mayer & Cie. "That includes an efficient and modern product origination process. The high-grade technological infrastructure is a precondition for the ability to provide adequately for the requirements of the future and our customers." Sebastian Mayer has been in charge of digitisation at the long-established company since 2017. Together with his team, he has identified four focus areas for Mayer & Cie.'s digitisation journey: digital manufacturing or a state-of-the-art production process, followed by digital processes and a digital organisation or, in short, user- and customer-friendly processes. Along with the framework conditions in respect of the legal position and security, the company attaches the greatest importance to a digital product and new, digital customer experiences. "PLM lays for us foundations on which we can respond to customer needs faster, more individually and thereby better," Sebastian Mayer says, adding that "knitters around the world can continue to rely on our claim to leadership."



Sebastian Mayer is in charge of digitisation at Mayer & Cie.

PLM as the "Digital Backbone"

At a mechanical engineering company, the development department plays a key role. It is interwoven and connected with nearly all the other departments, and that is certainly the case at Mayer & Cie. "Whenever there is a change of supplier, a service case or a special machine configuration the development department is always involved," Sebastian Mayer says. Enquiries used to make their way to Development on all channels: by telephone, by e-mail or in person. Tasks were hard to channel, let alone to prioritise. That is why the central PLM strategy approach in relation to the product was and still is to map an end-to-end digital process – from the first steps in machine development via product information of each and every kind, configuration options and production information to the service case.

Every department does, after all, have a different perspective on the product that must be put to use meaningfully and holistically. Due to central data organisation and process automation, development and production have above all moved significantly closer to each other. Customers must benefit from the reliable data flow in the web shop for spare parts, for example, by being able to find the right parts more easily. For all the success that has been achieved so far, Sebastian Mayer concludes, there is still some way to go. "The foundation stone has been laid but the target of the philosophy of a digital twin for every machine that our customers have in use is still some way off. But with our PLM strategy we have created the digital



backbone, and that is the prerequisite for better customer experiences and lean, innovative and modern processes."

About Mayer & Cie.

Mayer & Cie. (MCT) is a leading international manufacturer of circular knitting machines. The company offers the entire range of machines required for making modern textiles. Fabrics for home textiles, sportswear, nightwear and swimwear, seat covers, underwear and technical uses are made on MCT knitting machines. Furthermore, Mayer & Cie. regularly develops new approaches underlining its leadership in technology.

Since 2019, Mayer & Cie. has augmented its portfolio by braiding machines which produce sheathings for hydraulic tubes used in aviation, automotive industry as well as in further, very specific fields of applications. Founded in 1905, Mayer & Cie. generated sales of EUR 72 million in 2020 with about 400 employees worldwide, according to preliminary figures. In addition to its headquarters in Albstadt, Germany, where around 300 people work, and subsidiaries in China and the Czech



Republic, sales partners for circular knitting and braiding machines in around 80 countries represent Mayer & Cie. ♦

Rieter Annual General Meeting 2021

The Corona Virus also had an impact on the 130th Annual General Meeting (AGM) of Rieter Holding Ltd., Winterthur, on Thursday, April 15, 2021.

Based on Article 27 of Regulation 3 on measures to combat the Corona Virus (COVID-19), the Board of Directors of Rieter Holding Ltd. decided that shareholders can exercise their voting rights exclusively by authorizing the independent proxy. Shareholders therefore could not attend the Annual General Meeting in person. The AGM was held on the premises of Rieter Holding Ltd. at the company's headquarters in Winterthur.

At the Annual General Meeting of Rieter Holding Ltd. on April 15, 2021, the independent proxy represented a total of 2 084 shareholders who hold 63.6% of the share capital.

The shareholders approved the proposal of the Board of Directors not to distribute a dividend in view of the negative business result. In addition, they approved the proposed maximum total amounts of the remuneration of the members of the Board of Directors and of the Group Executive Committee for fiscal year 2022.

The Chairman of the Board, Bernhard Jucker, and the members of the Board of Directors This E. Schneider, Hans-Peter Schwald, Peter Spuhler, Roger Bailod, Carl Illi and Luc Tack were confirmed for an additional one-year term of office. Stefaan Haspeslagh was newly elected to the Board of Directors for a one-year term of office.

Furthermore, This E. Schneider, Hans-Peter Schwald and Bernhard Jucker, the members of the Remuneration Committee who were standing for election, were also each re-elected for a one-year term of office.

Shareholders also adopted all other motions proposed by the Board of Directors, namely the approval of the annual report, the financial statements and the consolidated financial statements for 2020, and formal approval of the actions of the members of the Board of Directors and those of the Group Executive Committee in the year under review.

Outlook Updated

As already communicated at the Results Press Conference on March 9, 2021, Rieter expects the market recovery

to continue in 2021. The company expects an order intake exceeding CHF 500 million in the first half of 2021. For the first half of 2021, Rieter still anticipates that sales will be below break-even point. For the full year 2021, Rieter expects an operating profit.

About Rieter

Rieter is the world's leading supplier of systems for short-staple fiber spinning. Based in Winterthur (Switzerland), the company develops and manufactures machinery, systems and components used to convert natural and manmade fibers and their blends into yarns.

Rieter is the only supplier worldwide to cover both spinning preparation processes and all four end spinning processes currently established on the market. Furthermore, Rieter is a leader in the field of precision winding machines. With 15 manufacturing locations in ten countries, the company employs a global workforce of some 4 420, about 21% of whom are based in Switzerland. Rieter is listed on the SIX Swiss Exchange under ticker symbol RIEN. ♦