

## **Press release**

**2020-03-13**

### **Sustainably successful – Sandler Group reports positive result for 2019**

*In keeping with the motto “inspired by the future”, Sandler again invested in the expansion of both company locations in the anniversary year. With a turnover of 322 million Euros, the nonwovens manufacturer again reports a successful year 2019.*

#### **Openness to new ideas and continuous development – Sandler’s concept for success**

From a local wadding factory for upholstered furniture to a high-tech nonwovens producer: Last year, Sandler was proud to celebrate 140 years of company history, being managed today in the fourth generation by Dr. Christian Heinrich Sandler. Continuity in leadership, openness to new ideas and continuous development in products are the basis for this Upper Franconian success story. Bavaria's Prime Minister Dr. Markus Söder, MdL, emphasized this particularity in his speech on occasion of the company anniversary celebration, stating that "a company can only shape the future if they continue to evolve—just as Sandler does".

#### **Increase in employees to 880 worldwide**

Despite challenges regarding raw material prices in some sales markets - these were lower, resulting in price demands from customers - Sandler Group was able to keep its turnover constant at EUR 322 million and achieve good earnings. These positive year-end results create the basis for further growth in the dynamic market environment of the nonwovens industry. During the past year, the 880 Sandler employees in Schwarzenbach and Perry, Georgia / USA, developed new nonwoven solutions, steadily expanding the product range and the company's position as a partner to international customers. Heat-insulating and sound-absorbing materials for the construction industry and room acoustics; efficient filter media for clean air in buildings and vehicles; soft upholstery materials for furniture and bedding; skin-friendly materials for hygiene products; absorbent wipes substrates for cosmetics and household as well as sound insulating nonwovens for more driving comfort in automobiles, buses and trains.

#### **Investments in the double-digit million Euro range**

In 2019, the company again invested heavily. A double-digit million Euro amount went into the expansion of the headquarters in Schwarzenbach: Two new nonwovens manufacturing lines increase production capacity in technical applications and are the basis for the expansion of business activities. Sandler is also gradually expanding its U.S. subsidiary - Sandler Nonwoven Corporation in Perry, Georgia - into a competence centre for nonwovens manufacturing. To the northwest of the existing company building, the new 135,000 sqft. building has taken shape in recent months. In the coming weeks, the assembly of a further manufacturing line for nonwovens for hygiene applications will commence here. Start of production is scheduled for autumn this year.

The investment in the USA strengthens Sandler's position as one of the largest nonwovens manufacturers worldwide. It is part of a series of investments announced on occasion of the company's anniversary celebration.

#### **Expansion of the share of alternative raw materials**

Sustainable business practices for the benefit of staff members, the people in the region, business partners and users of Sandler products has always been one of the cornerstones of the company's philosophy - in the economic, social and ecological sense.

Therefore, Sandler also takes up the task of creating new product solutions which contribute to the conservation of valuable resources by increasing the use of alternative raw materials. Already today, the company uses about 30% renewable and recycled raw materials.

**140<sup>th</sup> anniversary with staff party**

On occasion of Sandler's 140<sup>th</sup> anniversary, management and staff looked back on company as well as family history. In May, the anniversary was celebrated together with high-ranking guests from politics and business. In mid-July, special moments of the past years and the milestones achieved together were the focus of the Sandler staff party. The management team, employees and their families came together here - with 1,600 guests one of the highlights in the anniversary year.

**Outlook**

With its committed employees, cross-technology know-how and close partnerships along the entire value chain, Sandler is excellently positioned to master the current challenges and to continue to advance its markets with product solutions for tomorrow.