



# ENGINEERED FOR YOUR SUCCESS

Flottweg's general presentation for GWP, Moscow, 25.02.2021



**SUCCESS IS...  
GETTING THE BEST  
RESULT FOR YOU.**

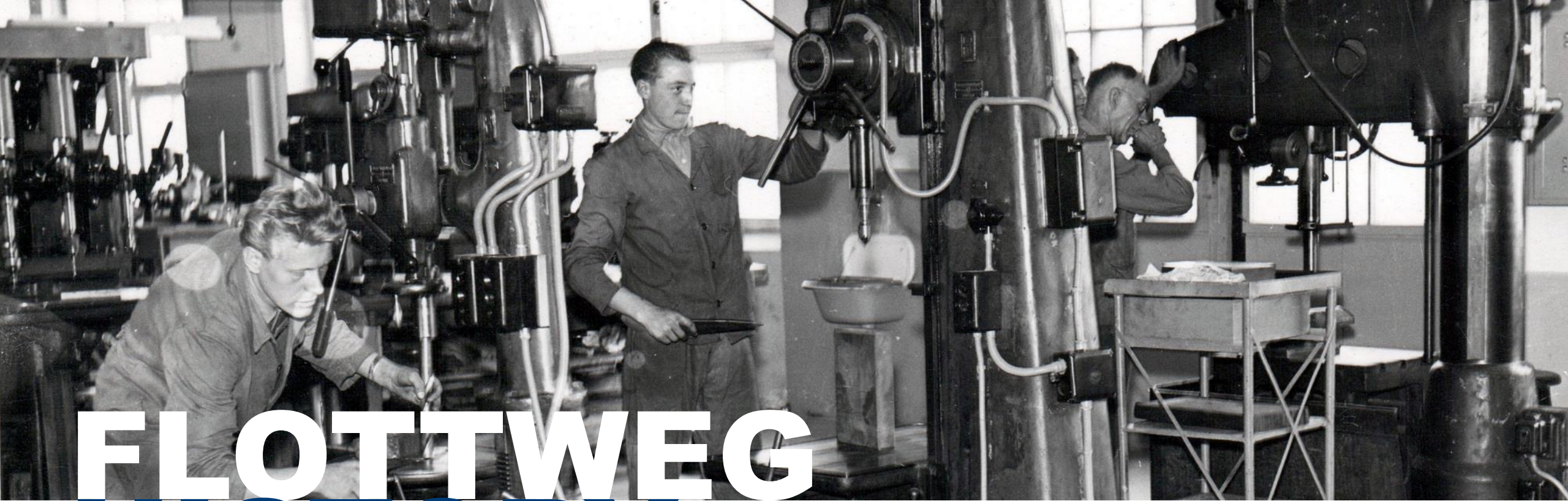
## **OUR MISSION**

As a family-owned company specialized in separation technology, our goal is always the measurable success of the customers. We always know what users need and work with that knowledge daily to create ideal solutions for our customers.





Our Brand Promise  
**ENGINEERED FOR  
YOUR SUCCESS**



# FLOTTWEG HISTORY

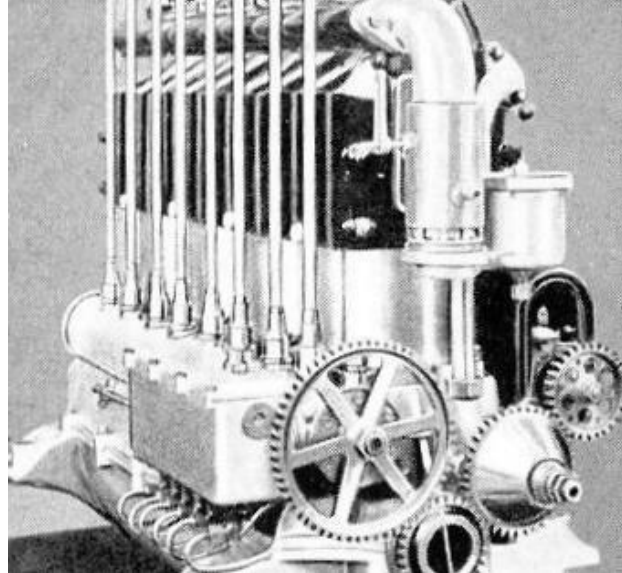




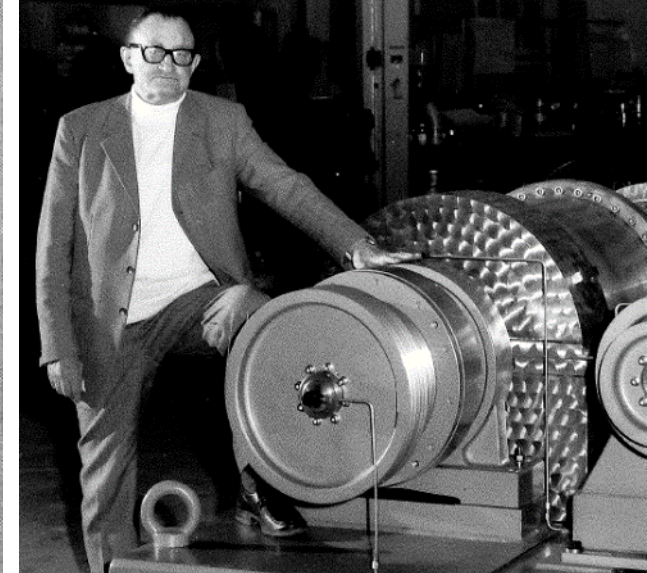
**1911** Gustav Otto  
aircraft engine factory



**1920** Flottweg Motorbikes



**1932** Flottweg Motor Factory



**1956** Flottweg Decanter

# SUCCESS IS... REINVENTING OURSELVES TIME AND AGAIN.

- Roots in Munich
- 100 years of German engineering
- 60 years of experience in the development and manufacturing of separation technology
- Internationally leading manufacturer of separation technology while remaining a family-owned company



# FLOTTWEG TODAY





## Headquarters / Production

Vilsbiburg, Germany



## Employees

822 in Vilsbiburg, including 60 apprentices and trainees and more than 1,000 employees worldwide (Flottweg Group)



## Sales Volume

€ 228 million in 2019, export rate ~ 80 %



## Markets

Service and sales activities in more than 100 countries, 50 sales offices und service centers

# SUCCESS IS... BEING PROUD OF OUR COMMITMENT.

No matter whether we are a company that takes on trainees, whether we are a sponsor or a member of an association: Flottweg's various forms of commitment have been awarded several times.





# SUCCESS IS... GETTING AWARDS FOR INNOVATIONS.

For more than 60 years, we have been doing everything to improve our technologies.  
This has earned us several awards.

## GERMAN DESIGN AWARD WINNER 2018

### INGO

User Interface



## GERMAN EXCELLENCE AWARD 2019

Innovation competition SMAGUA

### XELLETOR

Industrial centrifuge





## Certificate of Approval

This is to certify that the Management System of:

**Flottweg SE**

Industriestr. 6-8, 84137 Vilsbiburg, Germany

has been approved by LRQA to the following standards:

ISO 9001:2015



P.G. Cornelissen - Area Manager North Europe

Issued by: Lloyd's Register Deutschland GmbH

for and on behalf of: Lloyd's Register Quality Assurance Limited

Current issue date: 1 December 2018  
Expiry date: 30 November 2021  
Certificate identity number: 10143653

Original approval(s):  
ISO 9001 – 22 November 1994

Approval number(s): ISO 9001 – 0018437

The scope of this approval is applicable to:

Development, production, sales and service of centrifuges and belt press filters including system engineering.  
Branch offices: Flottweg north-west, Flottweg north-east.



Lloyd's Register Quality Assurance Limited is a member of the Lloyd's Register Group of companies, which is a group of companies registered in England and Wales. Lloyd's Register Quality Assurance Limited is a company registered in England and Wales. The scope of this approval is applicable to the management system of the client. The client is responsible for ensuring that the management system meets the requirements of the standard and for maintaining it. Lloyd's Register Quality Assurance Limited is not responsible for the client's compliance with the standard. Lloyd's Register Quality Assurance Limited is not responsible for the client's compliance with the standard. Lloyd's Register Quality Assurance Limited is not responsible for the client's compliance with the standard.



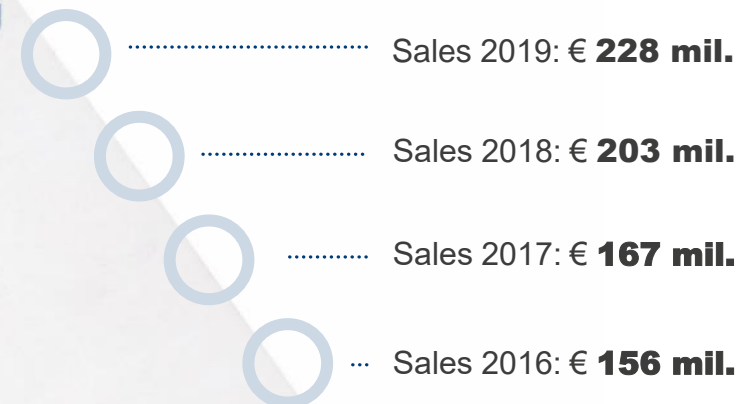
# SUCCESS IS... MAKING QUALITY A PRIORITY.

- Our own team of auditors continuously carries out audits and management reviews to improve the efficiency for our QM system and our processes.
- All Flottweg products are designed and manufactured exclusively in Germany.
- Flottweg is an **Authorized Economic Operator**: Our AEO status assures you simplified customs conditions and therefore quicker expedition.



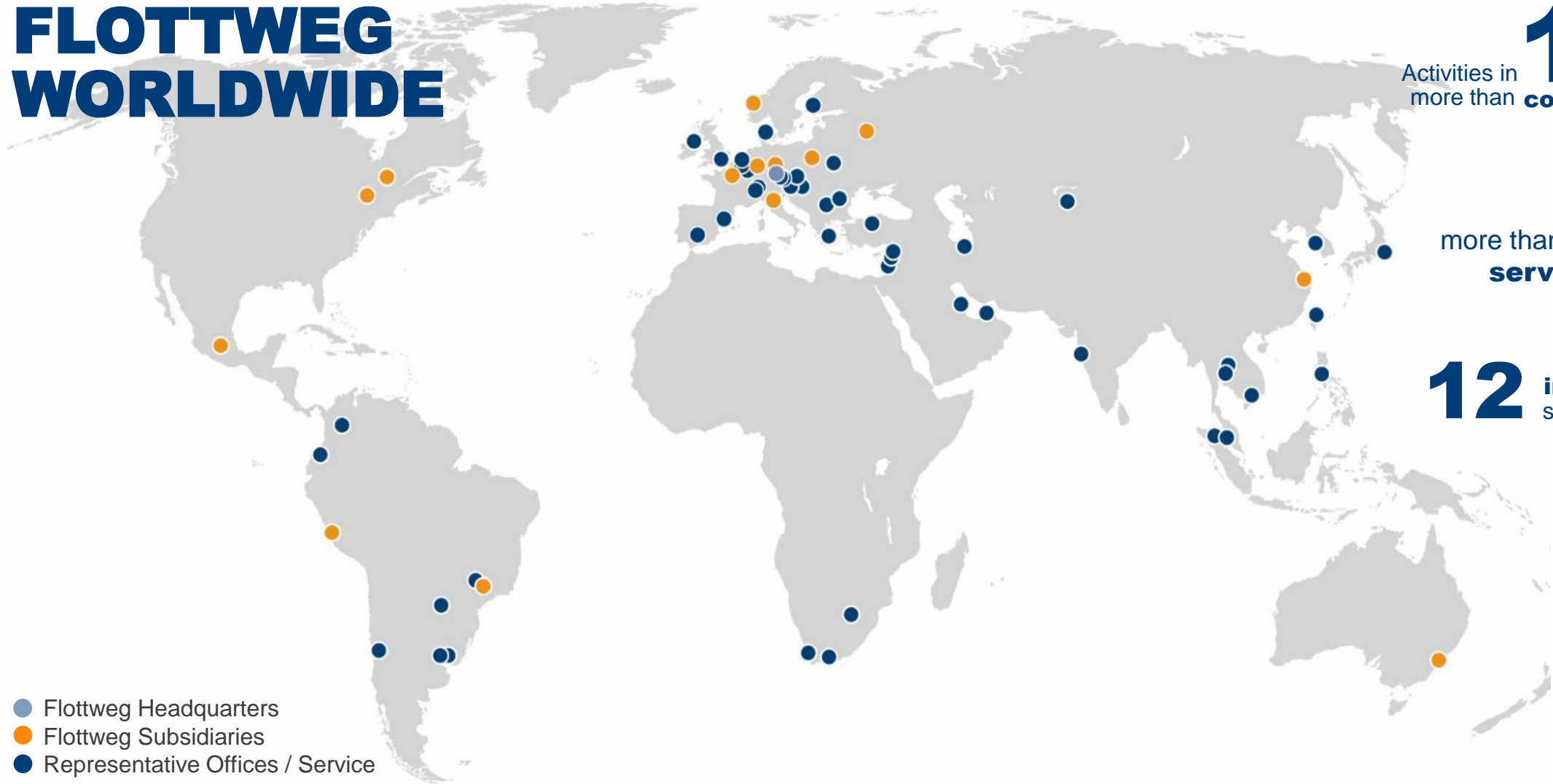
# SUCCESS IS... PROFITABLE GROWTH.

**Flottweg**  
SUPERFICIAL TECHNOLOGY



Flottweg has an equity ratio of more than 60%.  
Our rating corresponds to the credit index AAA.

# FLOTTWEG WORLDWIDE



Activities in  
more than **100**  
countries

more than **50**  
service centers

**12** international  
subsidiaries

- Flottweg Headquarters
- Flottweg Subsidiaries
- Representative Offices / Service





Flottweg USA



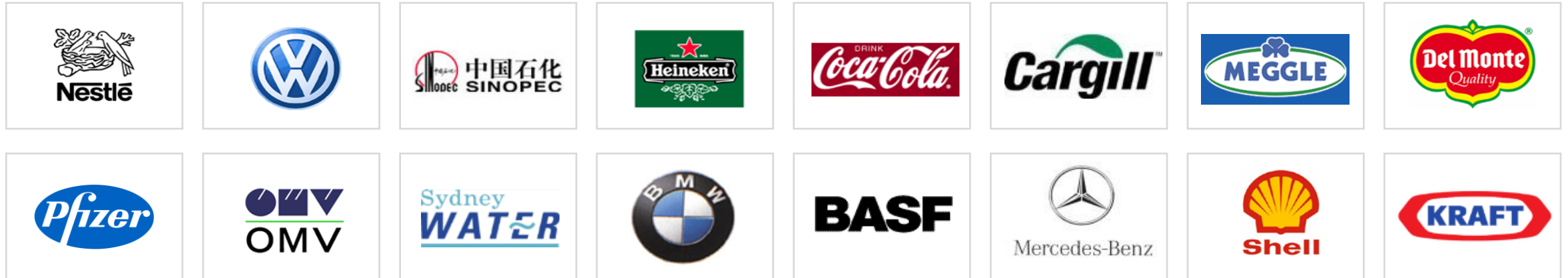
Flottweg France

# OUR SUBSIDIARIES

- Flottweg **Australia** PTY LTD, 8 employees
- Flottweg do **Brasil** Ltda., 6 employees
- Flottweg **France** SAS, 22 employees
- Flottweg **Mexico** S.A. de C.V., 5 employees
- Flottweg **Moscow** OOO, 33 employees
- Flottweg **Peru** SAC, 8 employees
- Flottweg **Polska** Sp. z o.o., 10 employees
- Flottweg Separation Technology **Canada**, ULC, 2 employees
- Flottweg Separation Technology (Shanghai) Co. Ltd  
- Flottweg **China**, 40 employees
- Flottweg Separation Technology, Inc. – Flottweg **USA**, 74 employees
- Stord Process AS, Bergen, **Norway**, 4 employees
- Veronesi Separatori s.p.A., **Italy**, 15 employees

# SUCCESS IS... SUPPORTING OUR CUSTOMERS IN THE BEST POSSIBLE WAY.

Well-known companies, groups, and institutions all over the world use Flottweg Separation Technology. For many years, we have supported our customers in many applications and we work daily to make them even more successful.







# FLOTTWEG APPLICATIONS





Fats, oils, biofuels



Industry, mineral oil



Sewage sludge

# SUCCESS IS... UNDERSTANDING THE MARKET.

Over the decades, we have become experts for your applications.



Beverages

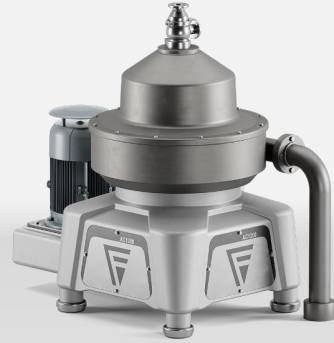
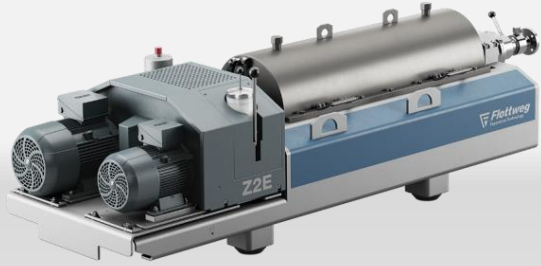


Chemistry, pharmacy, food





# FLOTTWEG PRODUCTS



**SUCCESS IS...  
HAVING THE  
APPROPRIATE  
PRODUCT.**

Applications for separation technology are diverse and therefore require highly specific solutions. Due to our wide range of machines and individual solutions, Flottweg can offer you exactly what you need to be successful.

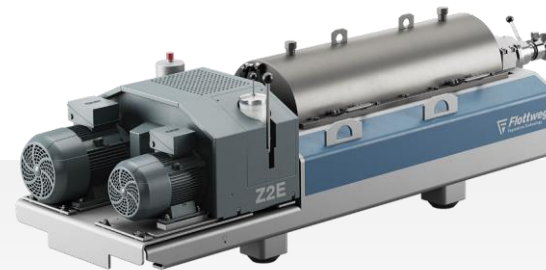
# DECANTERS



**DECANTER**



**SEDICANTER®**



**TRICANTER®**



**SORTICANTER®**

We set technological trends in order to maximize the performance of our decanters and thus your success.

Many innovations such as SimpDrive®, Tricanter®, Sedicanter® and Xelletor have made our customers successful and inspired the market time and again.



# DISC STACK CENTRIFUGES



**CLARIFIER**



**PURIFIER**



**EXPLOSION-PROOF**

Our disc stack centrifuges are also produced at our Vilsbiburg headquarters.

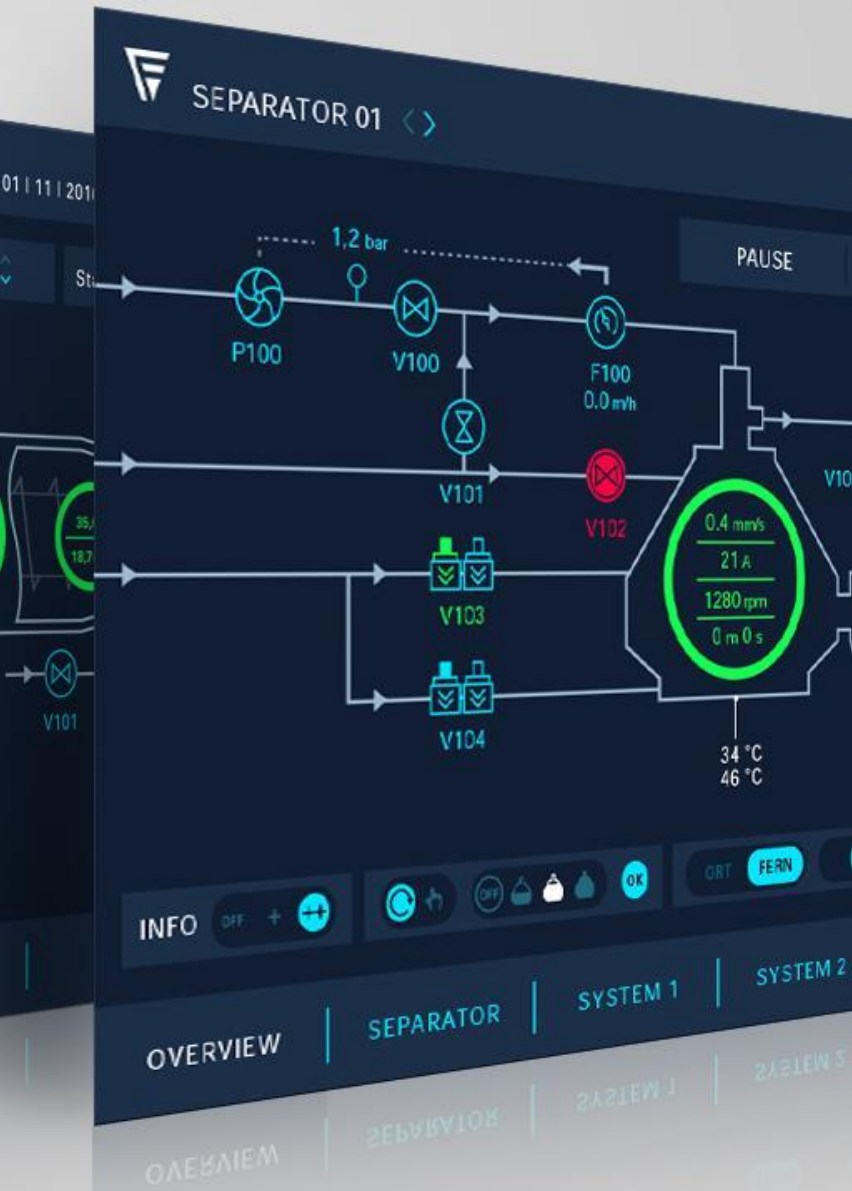
Due to more than 100 various types and thanks to our deep process knowledge, we are able to adapt our machines individually to each separation task. Technically, our disc stack centrifuges excel due to their smooth operation and sturdiness. One specific feature is the Soft Shot<sup>®</sup> discharge system for precise bowl discharges.

# BELT PRESSES



Our belt presses are used by many customers all over the world, especially in the fruit juice and food industries.

Thanks to our decanters, disc stack centrifuges and belt presses, we can offer our customers complete solutions – from fruit to juice!



# AUTOMATION TECHNOLOGY

You can only get the maximum out of your process if you use the ideal automation technology.

We have our own automation department, including research and development.

Additionally, our automation service will support you to ensure smooth operations.





# SYSTEMS AND PLANT ENGINEERING

At Flottweg, we have five project engineering departments for project handling.

Systems tailored to the application work more smoothly and stand out with better performance.



# FLOTTWEG SERVICE

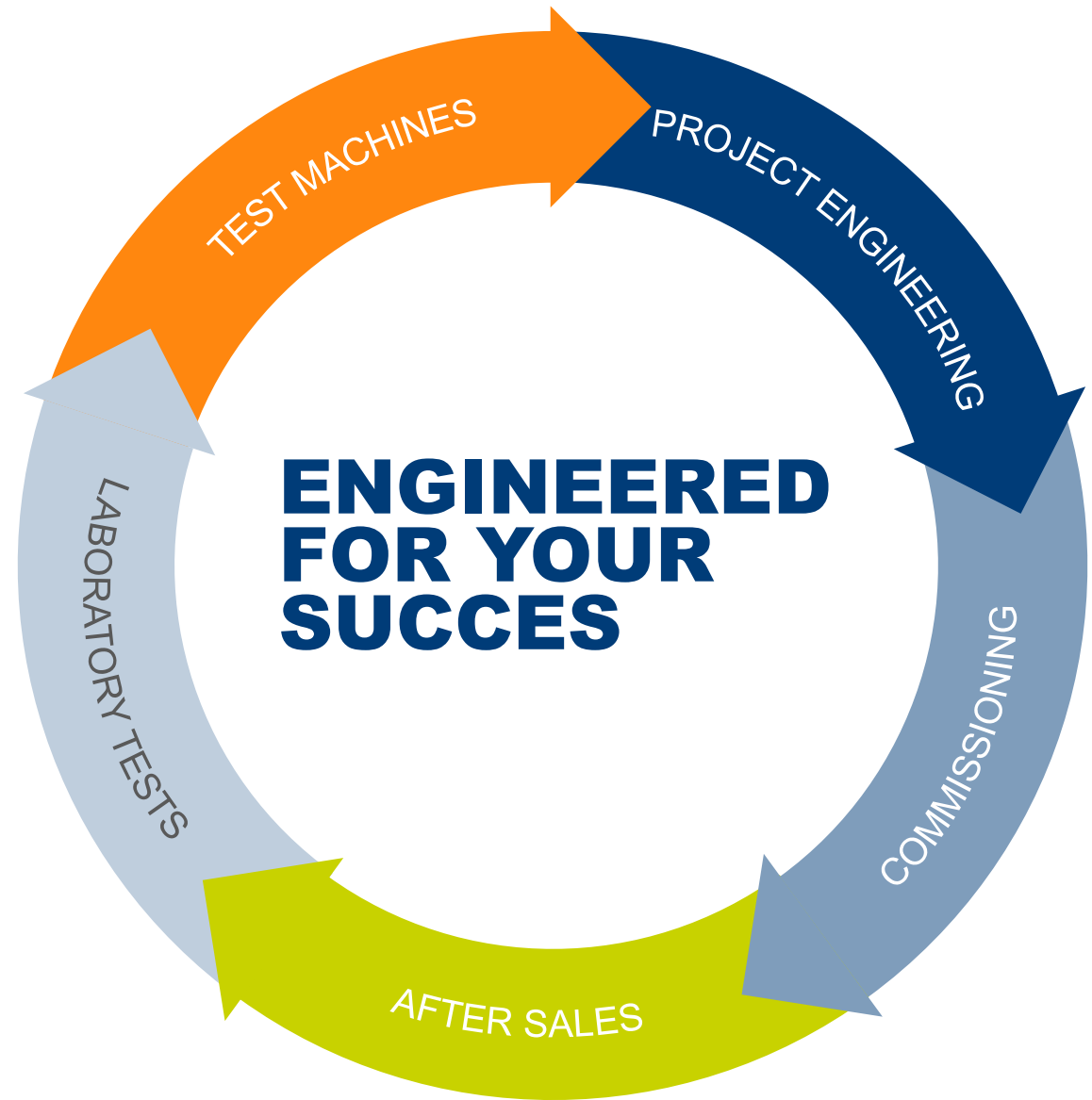


# SUCCESS IS... PROFITING FROM AFTER- SALES ASSISTANCE.

Our target is not the sales agreement, but your long-time success. That is why we offer you extensive service, from commissioning to maintenance and process optimization.



# SUCCESS IS... PROFITING FROM THE ENTIRE FLOTTWEG PACKAGE



# OVERVIEW OF OUR SERVICES

Optimum advice at any time.

## Pre-Sales:

- Rental machines
- History management
- Hotline and personal consultation
- Technical advice
- Installation
- Workshops
- Project engineering
- Stock analysis

## After-Sales:

- 24/7 service
- Maintenance and repairs
- Upgrades
- Hotline
- Maintenance and repair agreements
- Personal advice
- On-site repair work
- Telematics and remote maintenance





**SUCCESS IS...  
TAKING THE NEXT  
STEP TOGETHER.**

How can we make you successful?

Contact data:

+7 495 575 34 34

[moscow@flottweg.com](mailto:moscow@flottweg.com)