

FACHPACK 2025: maconda was there!

Trends, contacts and insights into the future of the packaging industry

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The FACHPACK 2025 trade fair in Nuremberg was once again a key meeting place for the European packaging industry this year. For three days, everything revolved around innovation, sustainability, digitalisation and new materials. The maconda team was right in the middle of it all, using the trade fair to engage with industry representatives, follow the latest developments and further deepen its expertise in the field of packaging.

The trade fair was well attended, and the halls were full of energy. It is not without reason that FACHPACK is regarded as a forum for irreplaceable personal contact and direct experience of the latest technologies. "Attending the trade fair allows us to identify emerging trends early and strategically integrate them into our projects and market analyses", says Matthias Mennel Klingspor, Associate Partner at maconda.

Sustainability & digitalisation: the two major topics

Many presentations and lectures focused on regulatory topics or the use of new technologies – and some on both. Thus, the EU-PPWR directive (Packaging and Packaging Recycling Regulation) is prompting manufacturers of foils and packaging machines to work closely together to develop solutions such as ultrasonic sealing for mono foils. This allows fully recyclable materials to be produced, as mandated by the EU, without compromising production speed.

There is also growing interest in "Cobots", which make manual work easier. While such systems were considered expensive gimmicks just a few years ago, they are now increasingly being utilised in small-batch production, electrical preparation and many other areas. Assistive machines in manual intralogistics are also becoming more versatile – which makes sense at a time when companies need to make operations easier and safer to retain good employees. Especially the numerous offerings for the automation of palletising/de-palletising showed that occupying a good niche is essential for manufacturers of machines and machine components. There is hardly any difference between palletising robot solutions, yet almost all of them rely on suction grippers from J. Schmalz, which has secured a considerable market position in this segment. The same applies to sensors from Pilz and Sick, which are almost impossible to ignore in machine safety.

Packaging expertise with depth – maconda as an industry expert

The insights gained from visiting the trade fair are directly channelled into ongoing analyses and consulting mandates. The maconda team has already supported numerous commercial due diligence reviews, market and competition analyses, as well as strategy development projects across all areas of

the packaging industry: from flexible packaging, cartons and label printing to packaging machines and recycling solutions. "FACHPACK once again underscored the critical need to view economic, technological, and regulatory developments as interconnected factors shaping the future of the industry", concluded Matthias Mennel Klingspor, as Associate Partner at maconda responsible for technical topics and business services. "We seamlessly integrate this interaction into our consulting approach, empowering investors and companies to unlock and capitalise on the opportunities emerging from the industry's transformation."

About maconda

For more than 20 years, maconda has been supporting companies in acquisitions, performance optimisation and restructuring. With over 800 consulting and implementation projects and more than 450 transaction-related mandates, maconda has extensive experience in providing hands-on support for challenging projects. Its clients include medium-sized companies, business units of large corporations, as well as international private equity investors and family offices.

maconda focus industries: Packaging | B2B services (including business process outsourcing) | manufacturing companies | B2C services | consumer goods | food | retail & e-commerce

maconda key topics: transaction consulting | business model development | performance management

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