

With flexPay from CAPEX to OPEX - KraussMaffei introduces usage-based payment model

- From capital expenditure to operating expenditure
- More flexibility in the event of order fluctuations
- Powered by digital products as a gateway to the digital transformation

(Parsdorf, 25.09.2023). Machine utilization is often difficult to predict and plastics processors need as much flexibility as possible with their equipment. Traditional financing models are not designed to adapt to the actual use of the machine due to fixed rates. Thanks to the new flexPay financing model from KraussMaffei, it is now possible to do just that.

Where previously it was necessary to invest large amounts in a new system and thus tie up capital (CAPEX - Capital Expenditures), it is now possible to pay only for the production hours itself (OPEX - Operational Expenditures). The new flexPay financing model is designed precisely for this purpose: there is a variable down payment per machine and a monthly payment, which consists of a basic fee and an hourly rate. The more flexibility the customer demands, the lower the base fee. The flexible part (hourly rate) varies depending on the production hours of the machine. Consequently, in the event of a fluctuating order situation, for example if an order is suddenly canceled, the costs incurred are also reduced by up to 80 percent compared with conventional financing. At the end of the predefined contract period, the machine can be taken over if desired.

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flexPay convinces with a whole range of other benefits: more liquidity in the company, always the latest hardware equipment and digital products in production - and thus less energy consumption plus a smaller CO₂ footprint. Another focus is on improving overall equipment effectiveness, which is ensured by both machine maintenance and digital services. With flexPay, the digital transformation of the production can be driven forward easily and without risk - which raises further valuable potential. After a successful one-year pilot phase with selected customers and in cooperation with our partner Linxfour, KraussMaffei is now officially marketing flexPay.

Availability and compatibility of flexPay

flexPay is available for all machine series and configurations from KraussMaffei and also includes removal- and industrial robots on request, so that users can configure their system just as freely as they would with a purchase. If required, employee training is also included in the package. Machine availability is guaranteed by permanent analysis of the machine status, predictive maintenance and 24/7 Expert Support.

With flexPay, KraussMaffei is expanding its smartFinance portfolio, which offers customers a broad and individually tailored selection of financing options. Solutions such as classic credit financing, individualized leasing contracts or futurePay have proven themselves over the years and are thus part of the KraussMaffei smartFinance product family. Renowned partners from the financial sector are part of a large network. They are available to advise customers.

KM_DSS_2023_09_flexPay.jpg

Photo: KraussMaffei

For more information and print-quality images, please visit:

www.kraussmaffei.com

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KraussMaffei – Pioneering Plastics

KraussMaffei is among the world's leading manufacturers of machinery and systems for the production and processing of plastics and rubber. Our brand stands for cutting-edge technologies – for more than 185 years. Our range of services covers all areas of injection molding machinery, extrusion technology and reaction process machinery. In 2022 we added additive manufacturing to our portfolio. This broad range of technologies gives KraussMaffei a unique selling point in the industry. With the high innovative power of our standardized and individual product, process, digital and service solutions, we can guarantee customers sustained additional value over the entire value-adding chain. Our range of products and services allow us to serve customers in many sectors including the automotive, packaging, medical and construction industries, as well as manufacturers of electrical and electronic products and household appliances. KraussMaffei employs around 4.700 people all over the world. With more than 30 subsidiaries and over 10 production plants, as well as about 570 commercial and service partners, we are represented internationally close to our customers. The company was founded in 1838 in Munich.

In April 2016, China National Chemical Corporation Ltd. (“ChemChina”) became the majority shareholder of KraussMaffei Group. In December 2018, ChemChina listed the KraussMaffei Group as KraussMaffei Company Limited in Shanghai. The listing opened up access to the Chinese capital market and local investors. Now ChemChina is part of Sinochem Holdings Corporation Ltd., one of the world's leading chemical conglomerates with over 220,000 employees.

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