

Driving the business forward

Since early 2026, Prof. Dr.-Ing. Daniel Schmidt has been at the helm of Jagenberg Converting Solutions GmbH (JCS). The mechanical engineer and former head of the Energy business unit played a key role in shaping JCS's business model in the battery market – and is now driving its expansion into other markets with a demand for roll-to-roll systems. The focus here is on systematically extending the existing service and product portfolio beyond the battery market to additional sectors.

Translating innovative roll-to-roll ideas into industrial solutions

Schmidt, who previously played a key role in establishing the Energy business, highlights the core business of the technology-focused plant manufacturer JCS: translating customers' innovative roll-to-roll ideas and processes into industrially scaled solutions. This has precisely been JCS's role in recent years – supporting customers in developing their processes using comprehensive in-house process expertise, designing suitable plants and, as a turnkey partner, bringing them into production. This is a model that has proven its worth and, according to Schmidt, can be successfully applied to other markets – underpinned by relevant experience from the automotive sector, characterised by high demands on process precision and intensive project management. At its core, JCS's business model rests on three pillars: a comprehensive, experience-based analysis of existing customer processes and equipment (practical, analytical and numerical); the implementation of retrofits to optimise customers' existing equipment; and the turnkey delivery of new machinery, with a focus on coating and calendering systems. According to Schmidt, a key asset is the 100 per cent in-house design of all components – including slot dies, dryers and winders. This makes it possible to avoid complex interfaces between different suppliers from the outset. The close partnership with sister companies within the Jagenberg Group, such as Lebbing automation & drives GmbH (automation) and Kampf GmbH (slitting technology), further underpins this key success factor for customers. The fact that this model is viable is already evident today: JCS has long since expanded beyond the battery market – into sectors including the membrane and pharmaceutical markets, the electrolysis and fuel cell industries, and the adhesives industry. These are all markets with demanding process requirements that call for a deep understanding of processes combined with high-precision engineering – and are therefore ideal areas of application for a business model designed precisely for this purpose.



Prof Dr Daniel Schmidt

Recent coating and drying patents

A key driving force behind JCS also remains its active role in shaping technological innovation, as demonstrated by recent patent applications in the fields of coating and drying. Through close collaboration with academic institutions such as KIT, RWTH Aachen and TU Braunschweig, JCS builds a bridge between industry and academia. Schmidt's task is clear: Jagenberg Converting Solutions is to consistently extend its tried-and-tested business model into further markets for roll-to-roll systems and to continuously develop the plant technology in close alignment with dynamically changing customer requirements – in order to live up to the increasingly important credo 'From Europe for Europe' and to provide a counterbalance to the growing competition from Asia.



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Image source: Jagenberg Converting Solutions GmbH