

Chargeurs Technical Substrates

European leader in functionalized textiles



« In 2017, the business unit delivered solid results, in terms of both revenue and margins, which enabled it to pursue its capital projects designed to lengthen its lead over its main competitors. »

Patrick Bonnefond — Managing Director
of Chargeurs Technical Substrates

Chargeurs Technical Substrates functionalizes technical textiles used in the fast growing advertising, decoration, interior architecture and construction markets.

Extremely delicate and complex to implement technically, coating enables Chargeurs Technical Substrates to functionalize base textiles for specific applications (such as the shading or diffusion of light, soundproofing and GSM or Wi-Fi electromagnetic wave filtering).

As the **European leader in its niche market**, with products that enjoy an excellent reputation among customers, Chargeurs Technical Substrates is successfully deploying its commercial expertise to build positions in emerging market segments. Thanks to its integrated production ecosystem and efficient internal organization, the division has kept pace with double-digit growth across all its businesses.

€25.8m

in revenue in 2017,
up 4.9% like-for-like



€4m

in recurring operating
profit in 2017, up 5.3%



Managing excellence in core processes

1 - Textiles

Functionalizing fabrics and developing innovative materials.

2 - Design of coating formulations and pastes

The R&D teams develop and engineer coating formulations, in compliance with the technical specifications and quality standards of our market.

3 - Coating

The fabric is coated with a resin-based foam over widths of up to five meters.

4 - Inspection

Each roll of coated fabric is visually inspected as it leaves the production line.

5 - Continuous quality control

Tests are conducted at each stage in the production process.

6 - Warehousing and supply chain

Each roll of coated textile is described in detail in the stock list. Advanced warehousing and supply chain management systems guarantee that products are delivered on time to customers throughout the world.



1.



4.



5.



2.



3.



6.



60%
of sales generated
in international
markets

1
PRODUCTION UNIT
in Sélestat in the Alsace
region of France

MARKET FOCUS



The Alterra Solution, voted "Product of the Year" at the SGIA Awards

Being a solution maker means constantly bringing new innovations to market and driving diversification to create differentiation. Thanks to its proficiency in coating technology, Chargeurs Technical Substrates can agilely and responsively offer bespoke solutions to emerging market needs. With its new eco-designed Alterra fabric, woven with polyester fibers recycled from plastic bottles, the business unit is meeting the technical specifications of brands committed to conducting eco-responsible advertising campaigns. Today, in the world of advertising, where printable media have a limited lifespan and generate large amounts of waste, Alterra stands out as an excellent solution that recycles a plastic bottle for every square meter of fabric produced.

AGENTS AND
DISTRIBUTORS IN
31
COUNTRIES

including: United Kingdom/Germany/
Spain/Portugal/Italy/Switzerland/Austria/
Belgium/Netherlands/Sweden/Denmark/
Serbia/Romania/Czech Republic/Poland/
United States/India/China/Australia

FOCUS ON INNOVATION



Sublimis. The patented Sublimis engineered fabric is the result of several years of R&D work by Chargeurs Technical Substrates.

Unique in the world, the coated woven is particularly suited to direct disperse or transfer sublimation digital printing technology.

That technology uses a range of environmentally friendly aqueous inks that effectively block the ink migration that can alter the resolution. With its vivid colors and stunning white point, Sublimis stands out as the new ultra-premium standard for fabric advertising media, and a worthy companion to the best-selling Pearl line.



-16%
IN TOTAL
HAZARDOUS WASTE
IN 2017

3/4

CTS WAS AWARDED
AS "CONFIRMED"
LEVEL BY THE AFAQ
ECO DESIGN LABEL

0%

OF CTS PRODUCTS
CONTAIN SOLVENT