**Mehler Systems' Vision for the Future: Insights from CEO Dr. Mario Amschlinger**

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Dr. Mario Amschlinger, CEO of Mehler Systems, recently shared his vision for the future of the group, focusing on key areas of innovation, internationalisation, and collaboration that are essential to Mehler Systems' growth strategy.

Under Dr. Amschlinger’s leadership, Mehler Systems is reinforcing its position as a leader in protective solutions for the defence and security sectors, focusing on expanding market reach, increasing manufacturing capacity, and boosting its international presence to better meet clients' evolving needs.

**Q: As you step into the role of CEO, what is your vision and focus for Mehler Systems, and how do you plan to build on the strong foundation that's already in place?**

A: I’m excited to lead Mehler Systems in solidifying our position as the global leader in our market. With a strong basis already in place, our focus now shifts to accelerating innovation, driving international growth, and fostering collaboration across the group. My immediate priorities include expanding our global presence,  streamlining processes for improved delivery reliability, and strengthening operational capabilities. By aligning our long-term vision with actionable short-term goals, we can ensure sustainable growth and continue meeting the evolving security needs worldwide.

**Q: How has your personal journey influenced your leadership approach at Mehler Systems?**

A: My journey has taught me the importance of resilience and adaptability, values that I apply to my leadership style. I focus on clear communication, fostering an inclusive culture where ideas are shared openly. I’m particularly motivated by the fact that the work we do at Mehler Systems directly impacts the security and safety of those who protect us, which inspires me to maintain a clear focus on our long-term vision while tackling short-term challenges.

**Q: Innovation has been a key theme in your vision for the future. How do you plan to foster and drive innovation at Mehler Systems?**

A: Innovation will remain central to our growth. I’m committed to fostering a culture of continuous improvement, ensuring that we stay ahead of industry trends and challenges. This means investing in new technologies, refining existing processes, and maintaining a close dialogue with our customers to understand their evolving needs. Innovation isn't just about creating new products but also about improving our services and internal processes to better serve the market.

**Q: How do you see synergies between the different brands in the Group helping to shape Mehler Systems’ future?**

A: Synergies are crucial as we scale globally. By leveraging the strengths of each brand in our portfolio, we can create more efficient processes and innovative solutions. The goal is for each brand to complement one another, driving collaboration and accelerating innovation across the Group. This approach ensures we are not only competitive but also responsive to the ever-changing security landscape.

**Q: With UF PRO’s successful expansion into the U.S., how do you foresee the Group’s internationalisation strategy evolving, particularly in markets like Asia?**

A: The success in the U.S. market sets a strong basis for further international expansion. For other companies within the Group, particularly Mehler Protection in Asia, the strategy involves tapping into emerging markets where security demands are growing. Expanding internationally helps to diversify risks, ensuring steady demand across various regions. It's crucial to align our operations with the geopolitical needs of these areas to provide tailored solutions that are both effective and resilient.

**Q: What major trends do you see shaping the future of the defence industry?**

A: The evolving landscape of the defence industry is largely influenced by global security challenges and technological advancements, with a key trend being the growing emphasis on domestic production. As the focus shifts from traditional counter-terrorism to territorial defence, the demand for quicker, more reliable delivery of defence products has risen. This change not only strengthens national sovereignty and security but also enhances the overall resilience of supply chains, particularly in times of crisis.

Historically, the defence sector relied on complex international networks for sourcing materials and components, which exposed vulnerabilities during critical moments. By prioritising local suppliers and expanding domestic production, we are addressing these vulnerabilities, ensuring that supply chains remain robust and responsive. This shift contributes to the stability and growth of the domestic defence sector, while also enabling a quicker, more efficient response to changing demands.

Ultimately, reducing dependence on foreign suppliers is crucial for ensuring national security. Over-reliance on external sources can compromise the ability to deploy defence solutions rapidly when needed, especially in times of geopolitical instability or global disruptions, such as the COVID-19 pandemic or the ongoing conflict in Ukraine. By investing in domestic production capabilities, we gain better control over essential resources, ensuring that defence solutions can be deployed swiftly and effectively when the need arises.

**Q: How important are strategic partnerships and collaborations at Mehler Systems?**

A: Strategic partnerships and collaborations span our entire supply chain, involving close cooperation with suppliers and various stakeholders.

We place a high value on these strategic partnerships as they enhance supply chain resilience and ensure the availability of raw materials. By fostering strong relationships, we can proactively address challenges such as global disruptions and fluctuations in raw material availability. This collaboration allows us to optimise procurement strategies, mitigate risks, and maintain consistent product quality and delivery timelines.

To align with the industry’s shift towards domestic production and enhance supply chain resilience, we have made significant strategic adjustments. We are intensifying our focus on local partnerships and manufacturing capabilities. Through partnerships with domestic suppliers, such as those supporting our MOBAST program, we can ensure timely access to critical materials and components, which is essential for maintaining high standards of product quality and reliability.

**Q: Internal production has become a key part of the strategy for Mehler Systems. Can you share more about why this is so important for the future of the Group?**

A: A cornerstone of our strategy is internal production, which allows us to maintain strict quality control, reduce supply chain risks, and adapt quickly to evolving needs. With facilities like our Fulda plant, which focuses on ballistic protection, and our Serbia plant specialised in textile production, we are not only increasing capacity but also gaining full oversight of the production process. This control ensures consistency, efficiency, and the high standards that define our products.

This strategic move aligns with the growing importance of domestic production in a world where geopolitical tensions and global disruptions can impact international supply chains. By expanding our local manufacturing capabilities, we can better meet the demands of the defence sector, where reliability and timely delivery are crucial. Internal production strengthens both our operational efficiency and our ability to respond to national security needs, enhancing our position in the global market.

A prime example of our commitment to this approach is the ballistic component of the MOBAST program (Modular Ballistic Protection and Carrying Equipment), produced at our Fulda plant. We recently marked a significant milestone by delivering the 200,000th protective vest system to the German Federal Armed Forces. This achievement underscores the benefits of strong local partnerships and a robust domestic manufacturing base, supported by strategic collaboration with government entities, ensuring rapid deployment of critical defence equipment and bolstering our supply chain resilience.

**Q: How do you foresee the evolution of collaboration between the defence industry and governments moving forward, especially considering the emphasis on strategic partnerships you've highlighted?**

A: Government policies play a crucial role in supporting and sustaining domestic defence industry. They should incentivise local production through favourable regulations, funding mechanisms, and long-term procurement strategies. This ensures a stable demand for domestic products and fosters innovation in defence technologies. Furthermore, policies should streamline collaboration between industry and government entities, reducing bureaucratic hurdles and enhancing operational efficiency.

Effective cooperation between the defence industry and government is essential for seamlessly integrating defence solutions into national security frameworks, ensuring readiness and resilience. This partnership facilitates knowledge sharing, technology transfer, and joint research initiatives, crucial for navigating a complex security landscape.

Looking forward, our vision is to deepen and institutionalise these collaborations, prioritising national security while advancing domestic manufacturing capabilities. Strengthening these partnerships requires sustained commitment from both industry and government, with ongoing dialogue to align priorities, invest in workforce development, and innovate in defence technologies. Continuous government support for domestic industries will be key, ensuring they remain competitive and resilient amid global challenges.

**Q: How does Mehler Systems envision its role in shaping the future of the defence industry?**

A: At Mehler Systems, our mission is to create products that protect lives. This commitment drives our strategic priorities, especially in an evolving defence landscape. Our goal is to stay ahead of the curve, providing modular, adaptive solutions that swiftly respond to emerging threats. We remain dedicated to collaborating internally and with our partners to meet the evolving mission demands of our customers, who play a crucial role in safeguarding global security.

***About Dr. Mario Amschlinger***

*Dr. Mario Amschlinger brings extensive expertise in financial and operational leadership. Since joining Mehler Systems in 2020, he has played a crucial role in defining the company’s strategic direction. Currently serving as CEO, he previously held positions as CFO/COO of Mehler Systems and Managing Director at Mehler Protection | Body Armour.*

*Before Mehler Systems, Dr. Amschlinger held prominent roles at Diehl Group, including CFO at Diehl Metal Applications and Diehl Advanced Mobility, and General Manager/CFO at Diehl Aviation Hungary, managing finance, HR, supply chain, and IT. His earlier experience includes corporate roles at Bosch and Diehl Group.*

*Dr. Amschlinger's expertise is driving Mehler Systems' ongoing mission to deliver advanced ballistic protection and tactical gear solutions that meet the evolving needs of the defence and security industries.*

***About Mehler Systems:***

*Mehler Systems Group is an international and global leader dedicated to exceptional ballistic protection and tactical-gear solutions for law enforcement, the military, and special forces.*

*The Mehler Systems Group is home to the brands of Mehler Protection, Lindnerhof, and UF PRO. Mehler Protection is known for its body and platform armour solutions, UF PRO is an expert in top-tier tactical garment systems, while Lindnerhof stands out for its innovative carrying solutions and tactical equipment.*

*With a presence in over 40 countries, Mehler Systems has established itself as a leader, known for its innovation and dedication to raising the bar in the industry over the past four decades. For more information about Mehler Systems, please visit* [*mehler-systems.com*](http://mehler-systems.com/)

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