

Oberderdingen, 3 June 2019

Strategic impulse for company growth

Blanco Professional Acquires Brimato

Blanco Professional is consistently pursuing its growth strategy as it takes over Brimato Catering Automation Technology GmbH in Hilter, Lower Saxony, Germany with immediate effect. Brimato is a specialist in process automation for commercial, washing and portioning kitchens and has business relations worldwide. Blanco Professional is taking on all Brimato employees at the Hilter site. Brimato will become a subsidiary wholly owned by Blanco Professional.

Roland Spleiss, chief executive officer at Blanco Professional, emphasises the valuable synergy effects gained thanks to the takeover. "Brimato is a highly successful company which exports over 50 percent of its products. Combined with our service range, its portfolio offers new opportunities for many customers. This strategic partnership will help us to position ourselves as a solutions provider with pioneering proposals on an international scale."

Georg Brinkmann, Brimato CEO, is also looking forward to working together. "As a reliable partner with many years of extensive experience in the industry, Blanco Professional is pursuing a focused growth strategy based on automation and internationalisation. Blanco Professional understands Brimato's business and is the ideal partner to continue our existing path of success thanks to the numerous synergy effects."

Brimato's many years of established expertise in automated process optimisation played a pivotal role in Blanco Professional management board's decision to acquire Brimato. The Hilter-based specialist's customers include airline catering companies, non-food caterers, student unions and hospitals, who will all benefit from improved efficiency, higher hygiene standards and reduced physical strain on staff. For example, Brimato technical solutions automatically clear tray

transport trolleys and guide them into the trolley washing tunnel. Once the dishwasher cleaning process is complete, the Brimato automatic plate stacking unit stacks plates into the plate dispenser. Processes are accelerated and simplified, thus becoming more efficient.

Such integrated service offerings from a single supplier will enable Blanco Professional to consistently honour its pledge to put the customer first. Its flexible, modular product systems and services can be combined with the process automation systems developed by Brimato. Bringing the Blanco Professional portfolio together with Brimato's process-oriented automation solutions enables us to strengthen our joint position in the face of international competition.

Brimato also excels due to its high capacity for innovation. For example, the automation specialist developed a packaging system for cutlery sets. The BVA 800 packs 800 customised sets per hour.

"Digitisation and internationalisation are two main pillars in our growth strategy," stresses Roland Spleiss. "Integrating Brimato allows us to reinforce both columns significantly."

Blanco Professional is active in the B2B sector. The company group produces high-quality capital goods for commercial kitchens and is a supplier to the industry.

The Blanco Professional Group achieves a consolidated annual turnover of 124 million euros with its some 700 employees (fiscal year 2017). In addition to its headquarters in Oberderdingen (Baden-Württemberg), the group has subsidiaries in Germany, Belgium, France, the UK, Austria and the Czech Republic. It also has sales offices in Switzerland, Spain, Russia and Asia.

Blanco Professional is a separate company affiliated with the household sink and kitchen fittings specialist Blanco.

The Blanc & Fischer family holding has a majority share in both Blanco and Blanco Professional.

More information at www.blanco-professional.com.

More background information

The Blanco Professional Group

With its three business units, Blanco Professional is synonymous with high-quality solutions in the B2B sector for commercial kitchens (Catering Business Unit) and as a supplier for industry (Industrial and Railway Business Units).

The group achieves a consolidated annual turnover of 124 million euros with its 698 employees (fiscal year 2017). In addition to its headquarters in Oberderdingen (Baden-Württemberg), the Blanco Professional Group has subsidiaries in Germany, Belgium, France, the UK, Austria and the Czech Republic. It also has sales offices in Switzerland, Spain, Russia and Asia. It operates production facilities in Germany and the Czech Republic. Blanco Professional is synonymous with an active, value-based corporate culture.

Heinrich Blanc founded Blanc & Co. in 1925. The company primarily manufactured stainless-steel products for private and commercial kitchens and for medical functional departments. In 2007, the B2B business units operating in the capital goods sector were merged into an independent group, known today as the Blanco Professional Group.

The division for domestic kitchens (sinks, fittings, waste separation systems) continues under the name of Blanco GmbH + Co KG. The two companies operate as independent affiliated companies with the Blanc & Fischer family holding owning a majority share in both.

The three business units in the Blanco Professional Group.

The **Catering Business Unit** manufactures products and systems for professional commercial kitchens, used in places such as hotels, canteens, hospitals and schools. This includes systems for storing food, portioning, transporting, keeping food cold or hot and front cooking (show cooking) with food presentation.

The **Industrial Business Unit** manufactures customised high-precision pieces from stainless steel, aluminium and synthetics for

industry, including components for laboratory technology, electrical household appliances and automotive parts.

The **Railway Business Unit** produces individual stainless-steel components and complete systems for the food service technology of rail vehicles, including space-saving water system concepts and fully integrated galley kitchens for high-speed trains.

Photo and possible caption:

You can download the related photos (JPG files) with the following link (CTRL + click): https://www.blanco-professional.com/files/zip1/blanco-professional_brimato_de.zip (ca. 7 MB)



Datei **Blanco-Professional_Tochtergesellschaft_BRIMATO**

Contract successfully concluded – Brimato becomes a Blanco Professional subsidiary (from left): Michael Huber, Blanco Professional chief technical officer, Georg Brinkmann and Wolfgang Hobusch, former managing directors at Brimato Catering Automation Technology, and Roland Spleiss, Blanco Professional chief executive officer.

Photo: **Blanco Professional**

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