

**FRANKE GROUP  
PROFILE**

20  
**21**

**FRANKE**

Companies **72**

Employees **8,500**

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## FRANKE AT A GLANCE

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Net sales CHF **2.18 billion**

EBIT CHF **79.1 million**

Net profit CHF **54.9 million**

Investments CHF **57.8 million**

Years of experience **110**



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## FRANKE HOME SOLUTIONS

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Franke Home Solutions is the world's leading provider of smart systems for residential kitchens. Drawing on a long history of reliability and expertise, it builds rewarding and enduring partnerships. By offering complete solutions, Franke Home Solutions helps its partners to enhance their businesses and provides its end consumers with an outstanding kitchen and cooking experience. With its strong innovation capabilities, Franke Home Solutions creates new and effective products and services in the areas of food preparation (sinks and taps) and cooking (ovens and hoods). As a renowned original equipment manufacturer (OEM), it provides bespoke solutions for customers around the globe.

### **Systems and solutions**

Franke Home Solutions offers products and services that make food preparation, cooking, cleaning, waste disposal, ventilation and air treatment in the residential kitchen easy, hygienic and environmentally sound. Its ranges include sinks, taps, worktops, waste management systems, extractor hoods and cooking appliances, as well as accessories.



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## FRANKE FOODSERVICE SYSTEMS

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Franke Foodservice Systems is a world-leading supplier of innovative kitchen facilities, equipment and supplies solutions that meet the diverse needs of restaurant operators and food retailers. As a full-system manufacturer, distributor and program management partner, Franke Foodservice Systems serves global chains in the quick-service restaurant, convenience store and supermarket segments, helping customers to manage unit growth and implement upgrades to their facilities. Activities include outfitting new or renovated stores, assisting with campaigns to support the launch of new menus or service concepts, and swiftly delivering replacement equipment and other supplies to customers.

### **Systems and solutions**

As a manufacturer and distributor, Franke Foodservice Systems efficiently manages a range of facility and equipment projects for its customers. As an innovator of new technologies for kitchens, it develops products to meet evolving needs in areas including dispensing, hot and cold food holding and transportation. Its solutions also comprise automation and networked operations to support the advanced use of technology by forward-looking customers.



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## FRANKE COFFEE SYSTEMS

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Franke Coffee Systems is a leading global provider of state-of-the-art solutions for professional coffee making. It has over 600 employees at its locations in Switzerland, Germany, the UK, Italy, China, Japan and the US, as well as a worldwide service and sales network with more than 300 partners. Together, they are committed to delivering best-in-class in-cup quality, consistency and beverage variety and to ensuring an outstanding customer experience through constant innovation.

### **Systems and solutions**

Franke Coffee Systems' comprehensive product range includes fully automatic, semi-automatic and traditional machines including equipment.

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# ORGANIZATION FRANKE HOLDING AG

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## Board of Directors

Christian Mäder, Chairman  
Alexander Pieper, Vice Chairman  
Patrick Naef  
Michael Pieper  
Dr. Michael Reinhard  
Tanja Vainio

## Management Board

### President/CEO

Patrik Wohlhauser

## Group Functions

### Finance

Jürg Fischer

### Human Resources

Beat Sigrist

### Operations

Gianluca Mapelli

### Information Services

Markus Bierl

## Divisions

### Franke Home Solutions

Barbara Borra

### Franke Foodservice Systems

Christian Mathesius

### Franke Coffee Systems

Marco Zancolò

## FRANKE GROUP IN FIGURES (CONSOLIDATED)

IN M	2020	
	CHF	% OF NET SALES
<b>Net sales</b>	<b>2,177.6</b>	
EBITDA	228.6	10.5%
EBIT	79.1 <sup>2</sup>	3.6%
Net profit (PAT)	54.9 <sup>2</sup>	2.5%
<b>Cash flow<sup>3</sup></b>	<b>179.9</b>	<b>8.3%</b>
Equity	1,093.7	
Equity ratio	51.8 %	
Investments	57.8	
Average no. of employees <sup>4</sup>	8,524	
<b>Per capita sales (in 1,000)</b>	<b>255.5</b>	
Number of Group companies	72	

1 Including one-time impairment charges of CHF 39.0 m

2 Including one-time impairment charges of CHF 37.0 m

3 Net profit plus depreciation, amortization and impairment

4 Excluding apprentices

2019		2018		2017	
CHF	% OF NET SALES	CHF	% OF NET SALES	CHF	% OF NET SALES
<b>2,423.1</b>		<b>2,117.2</b>		<b>2,075.6</b>	
231.2	9.5%	180.0	8.5%	199.5	9.6%
133.8	5.5%	67.2 <sup>1</sup>	3.2%	126.1	6.1%
103.3	4.3%	46.7 <sup>1</sup>	2.2%	101.1	4.9%
<b>198.3</b>	<b>8.2%</b>	<b>159.6</b>	<b>7.5%</b>	<b>174.5</b>	<b>8.4%</b>
1,148.0		1,086.0		1,151.7	
51.9%		52.6%		58.2%	
98.0		177.0		144.6	
9,161		9,169		8,866	
<b>264.5</b>		<b>230.9</b>		<b>234.1</b>	
72		68		67	



### NET SALES BY DIVISION



IN CHF M	2020	2019
Franke Kitchen Systems <sup>1</sup>	620	675
Faber Hoods & Cooking Systems <sup>1</sup>	352	358
Franke Foodservice Systems	817	955
Franke Water Systems	217	234
Franke Coffee Systems	232	271
Corporate/Consolidation	-60	-70
<b>Total</b>	<b>2,178</b>	<b>2,423</b>

<sup>1</sup> As at January 1, 2021, Franke Kitchen Systems and Faber Hoods & Cooking Systems merged into the new division Franke Home Solutions.

### NET SALES BY REGION



IN %	2020	2019
Europe	53.6%	54.7%
The Americas	33.2%	31.8%
Asia/Oceania	10.8%	10.7%
Africa/Middle East	2.4%	2.8%

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## LOCATIONS WORLDWIDE

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Close to customers  
worldwide:

**72 companies**

**40 countries**

**5 continents**

### **Franke Holding AG**

Franke-Strasse 2

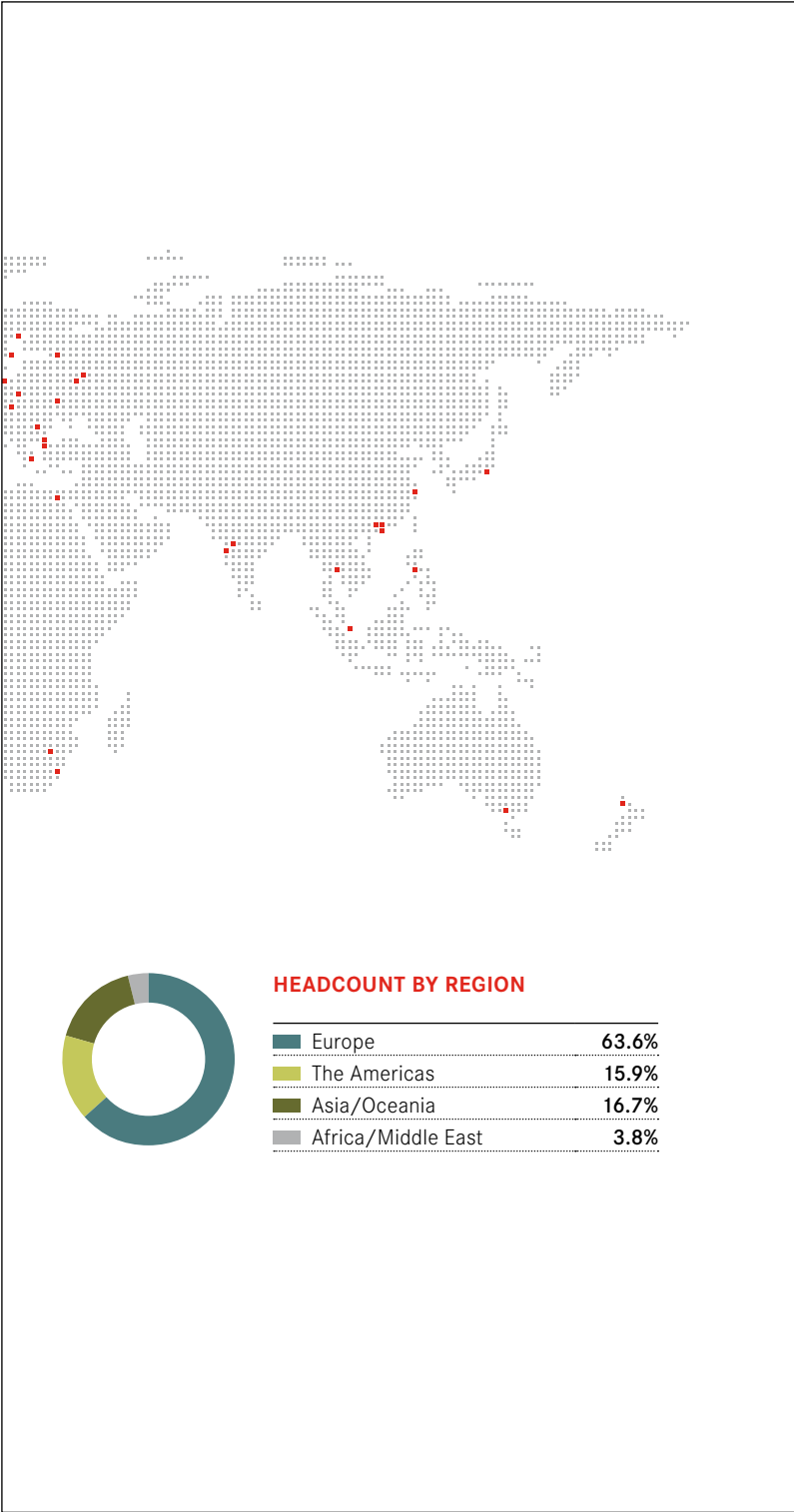
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**HEADCOUNT BY REGION**

Europe	63.6%
The Americas	15.9%
Asia/Oceania	16.7%
Africa/Middle East	3.8%

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## COMPANIES WORLDWIDE

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- Franke Home Solutions
- Franke Foodservice Systems
- ▲ Franke Coffee Systems

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**MAKE IT WONDERFUL**