

**FRANKE GROUP
PROFILE 2020**



FRANKE

Companies

72

Employees

9,200

FRANKE AT A GLANCE

Net sales CHF

2.42 billion

EBIT CHF

133.8 million

Net profit CHF

103.3 million

Investments CHF

98.0 million

Years of experience

109



FRANKE KITCHEN SYSTEMS

Franke Kitchen Systems is the world's leading provider of smart systems for residential kitchens trusted by more users in more kitchens worldwide than the solutions of any other manufacturer. Drawing on our long history of reliability and expertise, we build rewarding and enduring partnerships. We help our partners enhance their businesses and make their customers' lives easier by making work in the kitchen a pleasure.

Systems and solutions

We offer everything that makes food preparation, cooking, cleaning, waste disposal, and ventilation in the residential kitchen easy, hygienic, and environmentally sound. Our product range includes:

- Sinks
- Taps
- Worktops
- Waste management systems
- Extractor hoods
- Cooking appliances
- Accessories



FABER HOODS & COOKING SYSTEMS

Faber Hoods & Cooking Systems is characterized by its pioneering spirit. The company invented the extractor hood and is today the world's leading manufacturer in this product segment. As a specialist, we provide the industry with a broad and deep range and have established strong partnerships with our customers while having a single goal: to improve the quality of air. Innovation and advanced engineering research are our assets to provide solutions, while improving the quality of life in the kitchen across all appliances.

Systems and solutions

We develop and produce all the product segments related to a complete cooking system. Our product range focuses on extractor hoods and hobs, comprising all cooking appliances for a complete offering.



FRANKE FOODSERVICE SYSTEMS

Franke Foodservice Systems is a world leader in meeting restaurant operators' and food retailers' needs for innovative kitchen facilities, equipment, and supplies. As a full-system manufacturer, distributor, and program management partner, we serve global chains in the quick-service restaurant, convenience store, and supermarket segments. We help them manage both unit growth and upgrades to their facilities around the world. This includes outfitting new or renovated stores; assisting with upgrade campaigns to support new menu items or service concepts; and fulfilling stores' daily needs for replacement equipment, utensils, supplies, and spare parts.

Systems and solutions

- As a manufacturer/distributor, we expertly manage facility projects, including new or remodeled kitchens; manufacture a portion of the equipment for these projects, and buy/consolidate the balance; and provide rapid, efficient distribution of resupply items.
- As an innovator of new technologies in equipment and supplies, we develop and manufacture innovative products that address specific operating challenges in areas such as kitchen ventilation, air-based and water-based sanitation, food transport, and dispensing of frozen foods and condiments. Many solutions are produced with an eye toward automation and equipment interoperability as customers continue to seek out better, more efficient ways to operate their facilities.



FRANKE WATER SYSTEMS

Franke Water Systems is a world-leading provider of smart water management systems for public and semi-public washrooms, including a wide range of accessories. We also offer tap solutions for residential kitchens and bathrooms under the brand KWC, and deliver water technology to our strategic partner Duravit. Both businesses – commercial and residential – focus on customer needs and are driven by innovation and committed to exclusive design and the highest quality standards.

Systems and solutions

We produce and sell a broad range of systems and individual products for various applications:

- Residential bathroom systems with showers, taps for washbasins, bathtubs, and bidets as well as taps for residential kitchens
- Public washroom systems with electronic and hydraulic taps, sustainable water management controls, and washbasins
- Accessories such as paper dispensers, soap dispensers, toilets, flush valves, urinals, and electronic control systems
- Applications for hospitals with washbasins and taps; high-security applications for prisons, police stations, and motorway service areas

Our experts support architects, planners, plumbers, and investors by providing advice and convenient tools to facilitate their project planning and execution.



FRANKE COFFEE SYSTEMS

Franke Coffee Systems is a world-leading solution provider for professional coffee making. Our passion for the best coffee quality motivates us to elevate the customer experience through state-of-the-art innovations. More than 600 employees at our locations in Switzerland, Germany, the UK, Italy, China and the US, as well as a global service and sales network with more than 300 partners work day by day to meet our ambition for best-in-class coffee quality, consistency, and beverage variety.

Systems and solutions

Our comprehensive product range includes full-automatics, semi-automatics, and traditional, including equipment.

ORGANIZATION FRANKE HOLDING AG

Board of Directors

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

Management Board

President/CEO
Patrik Wohlhauser

Group Functions

Finance
Jürg Fischer

Human Resources
Beat Sigrist

Operations
Gianluca Mapelli

Information Services
Markus Bierl

Divisions

Franke Kitchen Systems
Barbara Borra

Faber Hoods & Cooking Systems
Ettore Zoboli

Franke Foodservice Systems
Christian Mathesius

Franke Water Systems
Roger Basler

Franke Coffee Systems
Marco Zancolò

FRANKE GROUP IN FIGURES (CONSOLIDATED)

IN M	2019	
	CHF	% OF NET SALES
Net sales	2,423.1	
EBITDA	231.2	9.5%
EBIT	133.8	5.5%
Net profit (PAT)	103.3	4.3%
Cash flow⁴	198.3	8.2%
Equity	1,148.0	
Equity ratio	51.9%	
Investments	98.0	
Average no. of employees ⁵	9,161	
Per capita sales (in 1,000)	264.5	
Number of Group companies	72	

1 Franke Industrie AG included until 2016

2 Excluding one-time net gains on disposal of fixed assets (CHF 5.2 m)

3 Including one-time impairment charges of CHF 39.0 m

4 Net profit plus depreciation, amortization, and impairment

5 Without apprentices

2018		2017 ¹		2016	
CHF	% OF NET SALES	CHF	% OF NET SALES	CHF	% OF NET SALES
2,117.2		2,075.6		2,036.6	
180.0	8.5%	199.5	9.6%	215.3 ²	10.6%
67.2 ³	3.2%	126.1	6.1%	142.6 ²	7.0%
46.7 ³	2.2%	101.1	4.9%	112.9	5.5%
159.6	7.5%	174.5	8.4%	186.0	9.1%
1,086.0		1,151.7		1,053.9	
52.6%		58.2%		54.3%	
177.0		144.6		183.0	
9,169		8,866		8,335	
230.9		234.1		244.3	
68		67		66	

NET SALES BY DIVISION



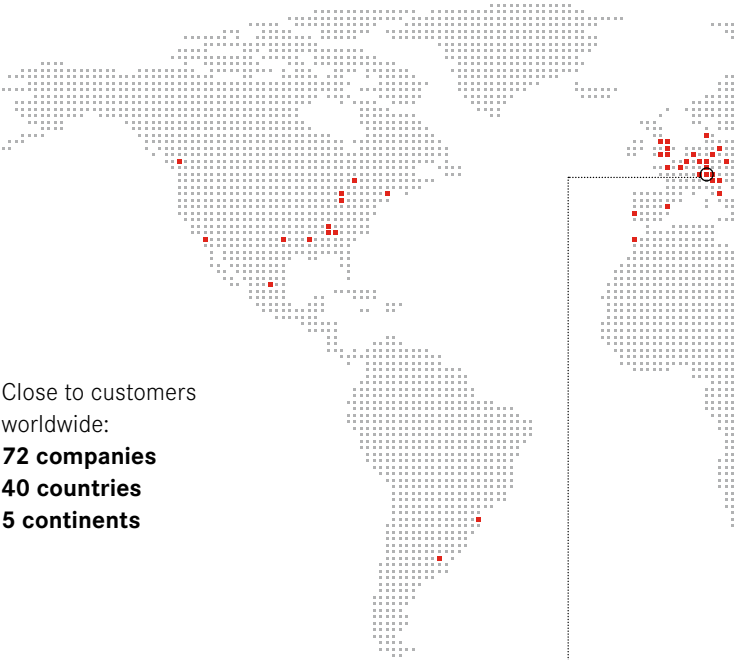
IN CHF M	2019	2018
Franke Kitchen Systems	675	687
Faber Hoods & Cooking Systems	358	341
Franke Foodservice Systems	955	671
Franke Water Systems	234	237
Franke Coffee Systems	271	246
Corporate/Consolidation	-70	-65
Total	2,423	2,117

NET SALES BY REGION



IN %	2019	2018
Europe	54.7	61.1
The Americas	31.8	25.4
Asia/Oceania	10.7	10.1
Africa/Middle East	2.8	3.4

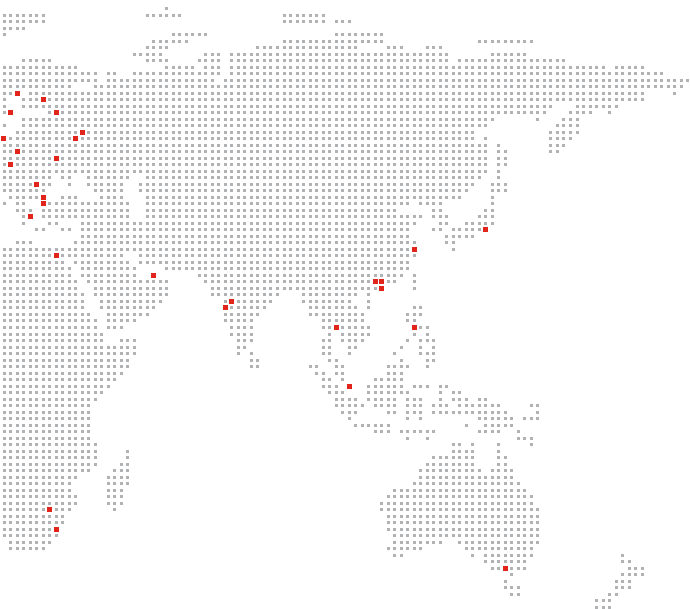
LOCATIONS WORLDWIDE



Close to customers
worldwide:
72 companies
40 countries
5 continents

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HEADCOUNT BY REGION

Europe	61.1%
The Americas	15.6%
Asia/Oceania	17.8%
Africa/Middle East	5.5%

COMPANIES WORLDWIDE

- Franke Kitchen Systems
- ◆ Faber Hoods & Cooking Systems
- Franke Foodservice Systems
- ▲ Franke Water Systems
- Franke Coffee Systems

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