

WELCOME TO

A WORLD OF  
OPPORTUNITIES

**FRANKE**

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# WHO IS FRANKE?

- Overview
- History
- Key figures 2023
- Our purpose
- Management



# We are a world leader in providing high quality products and solutions for any cooking style and coffee making

**2.42**  
billion CHF  
net sales

**7,693**  
employees

**61**  
subsidiaries

**23**  
thereof  
production sites

**35**  
countries

**5**  
continents



- ⊕ Headquarters Aarburg Switzerland
- ⊕ Privately owned in fourth generation
- ⊕ Part of Artemis Group
- ⊕ Founded in 1911

# We operate in three divisions

## Franke Home Solutions



Integrated solutions for private kitchens, combining exclusive design with Swiss quality and full-potential functionality – to meet the different needs of partners and consumers.

## Franke Foodservice Systems



Innovative kitchen facilities, equipment and supplies solutions that meet the diverse needs of restaurant operators and food retailers.

## Franke Coffee Systems



State-of-the-art solutions for professional coffee making that customers truly value – enabling them to create unforgettable coffee moments for their demanding consumers.

# We work with the big and biggest players in the market ...

**Franke  
Home  
Solutions**

**Franke  
Foodservice  
Systems**

**Franke  
Coffee  
Systems**



**AND MANY MORE ...**



... but – in the end – we work for  
her, him, them, and you



# We are driven by our purpose to transform change into opportunities to shape a better living

For example ...



By helping a start-up company in the foodservice industry open a restaurant and expand.



By helping a gas station owner boost sales of coffee drinks.



By helping a father surprise his daughter.



By enabling an employee to grow with us and make a real difference.



We are driven by our purpose to transform change into opportunities to shape a better living



# Our purpose is new, but that is what we have been doing for over 110 years

**1911**

Hermann Franke founds a sheet-metal shop in Rorschach, Switzerland.



**1936**

Relocation to Aarburg due to central location and good rail network.



**Late 1940s and 1950s**

Invention of standardization for private and professional kitchen.

Installation of first commercial kitchen for Mövenpick in Zurich (1948), entry into foodservice kitchen business.

**1911**



**1930s**

Breakthrough on Swiss market through development of first stainless steel sinks.

Slightly later production of seamless sinks through new welding technique.

Start of series production.



**1939**

After Hermann Franke's death, his son Walter takes over the business.



**1950**

# Our purpose is new, but that is what we have been doing for over 110 years

**1972**

Installation of first McDonald's restaurant in Munich.



**From 1978**

Acquisition of Progressive Corporation and leap into US market; entry into foodservice kitchen business.



**From 1988**

Introduction of divisional structure to accelerate global development of core businesses with the aim of a top position.

**1950**



**1975**

Change of ownership: Willi Pieper, family friend, acquires Franke.



**1984**

Acquisition of Augsburg AG, Switzerland; entry into professional coffee machine business.



**1988**

# Our purpose is new, but that is what we have been doing for over 110 years

**1989**

Michael Pieper becomes new owner / CEO; a rapid, systematic expansion globally begins.



**From 2005**

Acquisition of Faber Group, Italy; entry into the hood business.



**2020 & 2021**

Portfolio streamlining: Merger of Faber and Franke Kitchen Systems to form Franke Home Solutions; sale of Franke Water Systems.

**1988**



**From 1990**

Acquisition of Carron Phoenix Ltd, Scotland; entry into synthetic sink business.



**From 2018**

Acquisition of Chain Link Services Ltd, US; entry into the C-store business.

Majority stake in Dalla Corte, Italy; entry into the traditional premium espresso machines business.



**TODAY**



# Wir entwickeln unser historisches Erbe unter der Leitung unserer Konzernleitung weiter



**Patrik Wohlhauser**  
President / CEO  
Franke Group

## DIVISIONS



**Barbara Borra**  
President / CEO  
Franke Home  
Solutions



**Peter Revesz**  
President / CEO  
Franke Foodservice  
Systems



**Marco Zancolò**  
President / CEO  
Franke Coffee  
Systems

## CORPORATE FUNCTIONS



**Walter Scherz**  
Chief Financial  
Officer



**Markus Bierl**  
Chief Information  
Officer



**Beat Sigrist**  
Chief Human  
Resources  
Officer



**Gianluca Mapelli**  
Chief Operating  
Officer

# Resulting figures

## Financial year 2023

<b>Net sales</b> in CHF M	<b>2,416.4</b>		<b>Equity ratio</b>	<b>59.9%</b>
<b>EBITDA</b> in CHF M / % of net sales	<b>274.9</b>	<b>11.4%</b>	<b>Investments</b> in CHF M	<b>90.3</b>
<b>EBIT</b> in CHF M / % of net sales	<b>193.1</b>	<b>8.0%</b>	<b>Employees<sup>2</sup></b> average number	<b>7,693</b>
<b>Profit after tax</b> in CHF M / % of net sales	<b>157.2</b>	<b>6.5%</b>	<b>Per capita sales</b> in CHF thousand	<b>314.1</b>
<b>Cash flow<sup>1</sup></b> in CHF M / % of net sales	<b>227.8</b>	<b>9.4%</b>	<b>Group companies</b> number	<b>61</b>
<b>Equity</b> in CHF M	<b>1,208.3</b>			

1 Profit after tax plus depreciation, amortization and impairment

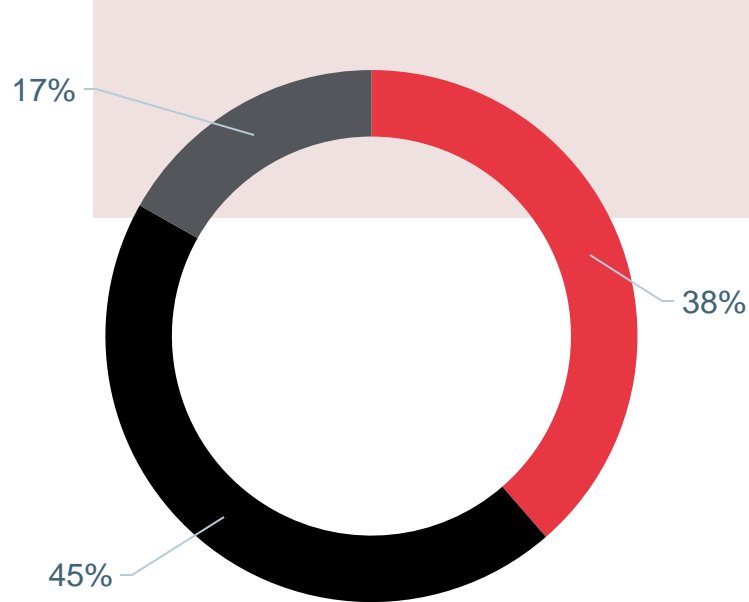
2 Without apprentices



# Resulting figures

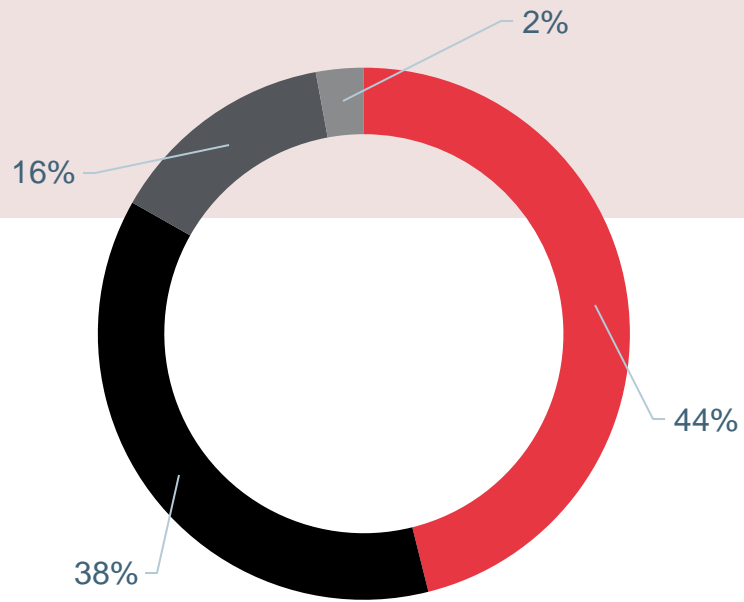
## Financial year 2023

NET SALES BY DIVISION



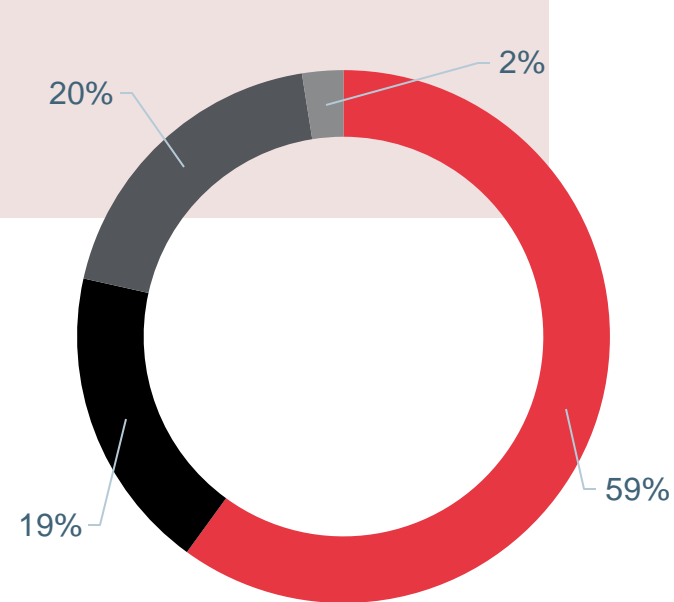
■ Franke Home Solutions	CHF 932 m
■ Franke Foodservice Systems	CHF 1,087 m
■ Franke Coffee Systems	CHF 403 m

NET SALES BY REGION



■ Europe	CHF 1,058 m
■ The Americas	CHF 913 m
■ Asia/Oceania	CHF 396 m
■ Africa/Middle East	CHF 48 m

HEADCOUNT BY REGION



■ Europe
■ The Americas
■ Asia/Oceania
■ Africa/Middle East

# FRANKE'S DIVISIONS IN DETAIL

- Franke  
Home Solutions

- Franke  
Foodservice Systems

- Franke  
Coffee Systems



# FRANKE HOME SOLUTIONS

Driven by lifestyle curiosity and foresighted partnerships, we seamlessly deliver distinctive and reliable solutions that expand beyond kitchen to empower home-lovers and fulfill their evolving life ambitions.



# We offer our solutions to homes worldwide

World-leading provider of intelligent systems and integrated solutions



## Facts and Figures

**932**

million CHF  
net sales

**4,134**

employees

**35**

subsidiaries

**15**

thereof  
production sites

**32**

countries

**100**

million households  
trust us worldwide

**110+**

years of experience

# We are a full system provider for food preparation, cooking, and indoor air quality

**Stainless steel and synthetic sinks**



**Hoods**



**Taps**



**Appliances**



# We are a full system provider for food preparation, cooking, and indoor air quality

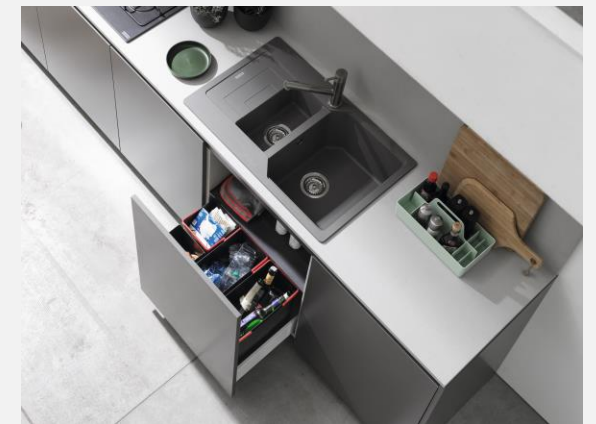
## Stainless steel Worktops



## Accessories



## Waste management





# Our innovations enable consumers to fulfill their evolving life ambitions

Such as ...

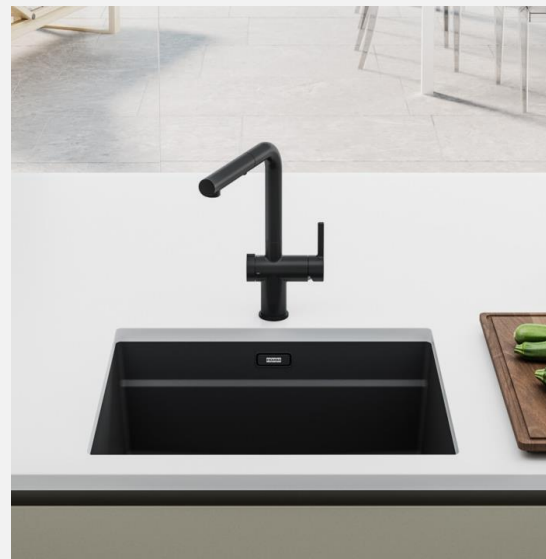
## F-Inox Technology

Exclusive coating, which is water repellent, scratch- and heat-resistant, and enables you to dry sinks without ring stains.



## Active Twist

A stylish, minimalist connection of the tap and sink, allowing the operation of the sink drain to fill and empty the sink.



## Mythos Air Hub

State-of-the-art air sanitization system provides you with purer air by removing odour and abating up to 99.99% of viruses and bacteria.



# Our integrated solutions come into play for ...

## Business Partners

Kitchen manufacturers, kitchen studios, appliances distributors



## Professionals

Architects, interior designers, planners



## Home Lovers

Homes all over the world



and we are also an original equipment manufacturer (OEM)

# FRANKE FOODSERVICE SYSTEMS

Fully committed to our customers' brands globally and locally, we create comprehensive foodservice solutions that efficiently deliver compelling consumer experiences in diverse, fast-evolving markets.



# We offer our foodservice solutions worldwide

Among the top suppliers for world-leading brands



## Facts and Figures

**1,087**  
million CHF  
net sales

**1,898**  
employees

**15**  
subsidiaries

**5**  
thereof  
production sites

**3**  
global hubs  
(Americas, APAC, EMEA)

**~200,000**  
orders per year

**70+**  
years of experience

**~2,300**  
projects per year



# We provide a 360° service in food facilities

## Kitchen Projects & Rollouts



Outfitting stores, e.g. consulting, planning, kitchen design & equipment, logistics, program management

## Resupply



Range of small-wares and replacement equipment, 24h online service

## After-Sales Service



Global after-sales solutions, e.g. technical advice, warranty handling, crew training, service-network, spare parts

## Development & Sourcing



Product solutions, e.g. R&D, in-house production, global sourcing

# Our innovations enable our partners to deliver compelling consumer experiences

Such as ...

## Franke Transporter

Swiftly and efficiently carries packaged food items from preparation to order assembly to the point of service.



## Frontline Cooker

Ensures efficiently cooking and serving the type of noodles that fit specific restaurant menus.



## Frozen Fry Dispenser

Ensures crispier frozen-to-fried food with less oil absorption – for the highest quality and consistency in fried food.





# Our world leading solutions come into play for foodservice providers in ...

Quick-service  
Restaurants

C-Stores

Casual Dining

Recreation  
Foodservice

Onsite Foodservice &  
Cafeterias



# FRANKE COFFEE SYSTEMS

Combining our passion for evolving coffee cultures and game-changing technology, we develop indispensable solutions for our customers enabling them to consistently craft memorable, personal coffee moments.



# We offer our coffee solutions worldwide

Among the top 3  
global providers worldwide



## Facts and Figures

**403**  
million CHF  
net sales

**953**  
employees

**7**  
subsidiaries

**2**  
thereof  
production sites

**320+**  
global partners

**80**  
countries

**40+**  
years of  
experience

# Our range of professional coffee machines provide complete coffee experiences for all needs

Beyond Traditional



Mytico line

Fully automatic and modular A line



A800



A300



A400



A1000



S700



A600



SB1200

Traditional



Dalla Corte



# We offer full-circle solutions and services

## Digital Services



Elevate coffee quality, improve experience and profits – e.g. by monitoring sales, in-cup quality, central fleet management (incl. menu and recipe management, promotions)

## User Interface



Intuitive touch screen can be tailored to individual requirements for improved sales performance

## Coffee Competence & Program Consulting Support



Range of added-value services – from research to branding and promotion – to help customers stay ahead and develop compelling coffee programs

## After-Sales Service Support



Global service network of certified partners for all customer needs, incl. employee trainings, programming personalized coffee needs and regular maintenance checks

# Our innovations combine our technologies to consistently create unforgettable coffee moments

Such as ...

## SB1200

Speciality Beverage Station, uniquely designed to offer complete flexibility and choice, utilizing state-of-the-art technologies to maximize the variety of hot and cold beverages.



## MYTICO LINE

Game-changing coffee machine line that combines impeccable Italian design on the outside and Swiss quality on the inside, producing consistent, barista-grade coffee.





# Our solutions come into play in ...



Hotels, restaurants,  
caterers



C-Stores, forecourt,  
retail



Workplaces



Specialty coffee  
shops



Quick-service  
restaurants



Bakeries



Healthcare

# SUSTAINABILITY AT FRANKE

- Environment
- Our people
- Society



# Sustainability is a crucial part of our group-wide strategy

## Because ...

- ⊕ A deep understanding of our impact on the planet is vital to its continuous improvement.
- ⊕ We further believe in international human rights, responsible governance, and the importance of being a good corporate citizen.
- ⊕ Compliance with those values is the foundation to make business.

We have been measuring and reporting since 2011.



# And we commit to state-of-the-art initiatives

## Target Setting

- United Nations Sustainable Development Goals (SDGs)
- Science-based Targets initiative (SBTi)



## Supply Chain

- Carbon Disclosure Project (CDP)
- Sedex



## Measuring & Reporting

- United Nations Global Compact (UNGC)
- Global Reporting Initiative (GRI)
- Greenhouse Gas Protocol (GHG)



GREENHOUSE GAS PROTOCOL

# Overview of the latest highlights

2023

**7.5%**

reduction in Scope 1 and 2 CO<sub>2</sub>e\* emissions compared to 2022

**57%**

of the total electricity consumed across the Franke Group came from renewable sources

**361**

Employees trained in one of our Leadership Development Programs since the launch in 2022

**14%**

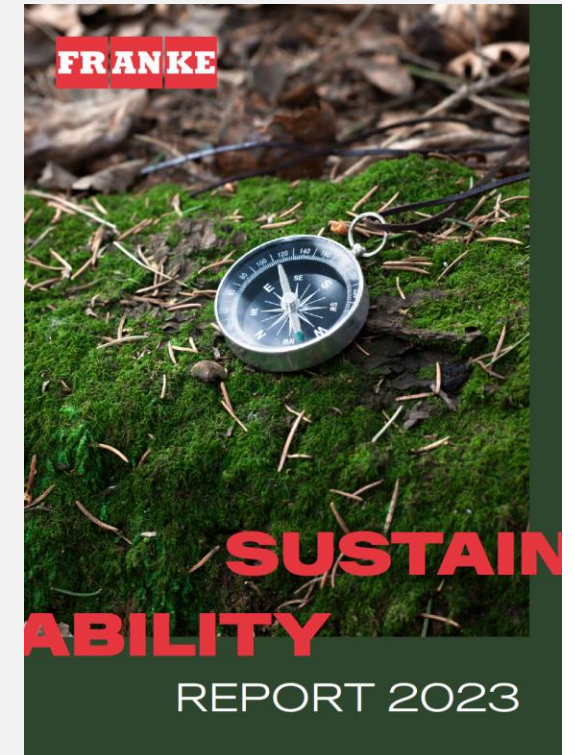
reduction in our natural gas consumption compared to 2022

**96%**

of Franke production sites with a certified quality management system according to ISO 9001

**300%**

Increase in employees being reviewed in the talent management succession planning



<sup>37</sup> \*CO<sub>2</sub>e (carbon dioxide equivalent) is a standard unit which can be used for measuring carbon footprints, taking all greenhouse gases into account.

[Click to read reports](#)



# We have set ourselves long-term goals along our three priorities

## Environment



We want to reach net zero by 2050 in production and in our value chain – and reduce our emissions from production and purchased energy by more than 50% by 2030 compared to 2020.

Minimizing our life-cycle impact on the planet

## Our People



We want to provide a work environment that is engaging and inclusive – one that empowers our diverse employees to learn and do their best work every day.

Enabling, engaging and empowering our employees at all levels

## Society



We want to make significant contributions to key societal needs and the well-being of communities. Our approach to product responsibility and sustainable innovation plays an important role for this.

Being a good corporate citizen



# What we do for the environment

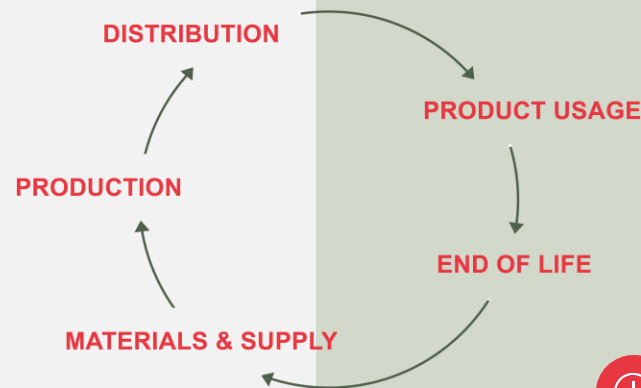


## Reducing our life-cycle impact

⊕ We analyse our distribution networks and partner up to find better solutions.

⊕ We foster projects which reduce emissions or enable a switch to renewable sources.

⊕ We continuously increase our understanding of Scope 3 emissions and make better sourcing decisions.



⊕ We assess and improve product life cycles and invest in R&D to optimize the energy consumption of our solutions.

⊕ In addition to recycling and reusing materials, we embed circularity in the conception of our offerings.

# What we do for the environment

## Resulting figures 2023



We developed **near-term and net-zero targets** in line with the Paris Climate Agreement. The **Science Based Targets initiative (SBTi)** has **validated them** according to their high standards.

### Climate and energy

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Our photovoltaic plants have the capacity to generate around **3,500,000kWh** of electricity per year

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Our total electricity consumption has decreased by **9.9%**

### Resource use and circularity

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**77.2%** of our waste is recycled vs. **75.8%** in 2022

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**An estimated 49.5%** of our stainless steel are composed of recycled materials.

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\*CO<sub>2</sub>e (carbon dioxide equivalent) is a standard unit which can be used for measuring carbon footprints, taking all greenhouse gases into account.

# What we do for the environment

## Resulting figures 2023



### Some concrete examples ...

Increasing our share of self-generated electricity through **photovoltaic plants**, e.g. in IT, CH, CN, IN, DE.



Most of our **packaging materials** are **renewable**. We push for the share to further rise as done with a project in Strečno (SK).



Franke Foodservice Systems in Germany imports large quantities of products that are now **partially shipped by e-trucks**.



Franke Home Solutions UK supported **conservation** activities like removing non-native species and creating outdoor activity areas for local communities.



For the third year, our suppliers fill in the **CDP** questionnaire to tackle our Scope 3 emissions.

# What we do for our people



## Training and education

We provide both on-the-job learning and training opportunities. Our Franke Academy offers career starter programs, leadership trainings, project management, and more.

We encourage individual development through trust, high work flexibility, and by offering the right tools – all designed to engage and empower our people at all levels.

## Occupational safety and health

The health and safety of our employees is our top priority. It is a prerequisite for the way we work. That is why we give it our all to increase safety – through our processes, structures, and ways of working.



# What we do for our people

Resulting figures 2023

## Training and education

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**On track** to reach the goal of training **500 leaders** in the Leadership Development Programs

**More than 50%** of Franke's employees had at least one My Contribution Dialogue

**118** employees were trained in project management skills

Internal promotion rate for the Global Leadership Team was **74%**

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## Occupational safety and health

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**22 out of 25 production companies** are ISO 45001 certified in 2023

Continued rollout of **tool to register safety observations** and take faster decisions

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# What we do for society



## Charities and donations

We donate products, services, and money, for example to charities, food banks, and schools.

## Partnerships

By sharing our businesses expertise, we aim to enable partner institutions like universities to generate positive impact.

## Volunteering

We get involved in volunteering projects, where our knowledge benefits good causes.



# What we do for society

## Results 2023

Our **customer-centric approach** drives us to continuously seek **innovative, sustainable solutions** for today's demands as well as anticipating those of tomorrow. We also contribute to society through **donations and volunteering** initiatives.

### Product responsibility and sustainable innovation

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Meeting high quality and **safety standards** complying with technical and food safety regulations

Quality management: **24 out of 25 production companies** are ISO 9001 certified (96%)

Several **innovations** have been developed (e.g. Mythos T-Shelf hood)

**Sustainability award** for Faber Italy from the German Institute for Quality and Finance

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# What we do for society

## Clean cooking project

### The problem

**2.4 billion people** worldwide still cook with open fires and inefficient cooking stoves<sup>1</sup>, leading to

- **detrimental impact on their health**, approx. 3.2 million premature deaths per year<sup>1</sup>,
- **lost time for paid work** or education through wood collecting (15+ hours per week)<sup>2</sup>
- **climate harming emissions**

### Our clean cooking project

**Goal:** Getting households to replace their firewood or charcoal cooking stove with available and affordable smoke-free cooking stoves, e.g. electric or LPG (= Clean Cooking).

- Supports UN sustainable development goal to ensure universal access to affordable, clean cooking solutions

**What we do:** Donation partnership with SNV – the leading European NGO in Energy Access and Clean Cooking for the world's poorest.



**Project:** Financing of SNV's 'Smoke Free Villages' program in Cambodia and Nepal with CHF 1 Mio over the next 3 years. The program drives Clean Cooking with a proven behavior change program and 'smart subsidies' for lowest income households.

**Initiative started in 2024**

Sources: 1) [WHO Factsheet "Household air pollution and health"](#), Nov 2022;  
2) [Wikipedia, topic "Energy poverty and cooking"](#); based on WHO & World Bank data

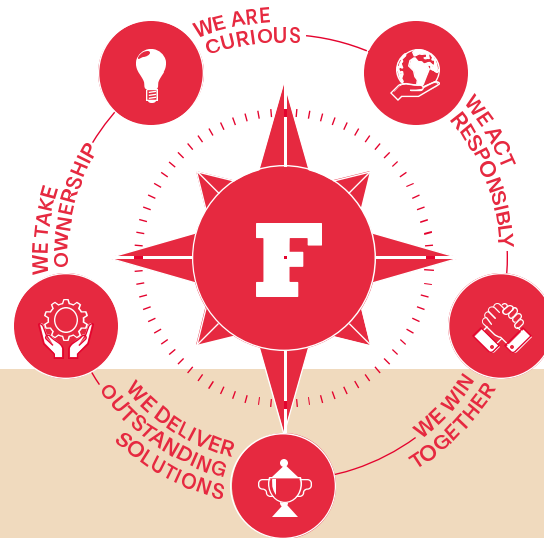
# LET'S BE FRANKE

- Be part of our global family
- Shape your individual career
- Do your best work
- Make a difference
- Constantly evolve







# We are only as good as each and every one of us



**Because we believe that our competitive advantage lies in our people.**

-  In their experiences, skills, career paths, personalities, and everything they can offer
-  and in the way we work together, our mindsets, behaviors, and simply put – in our unique Franke culture.





# That is why we invest in our people and our work environment so that we can grow together



## We offer

a world of opportunities – for our people,  
and maybe for you?

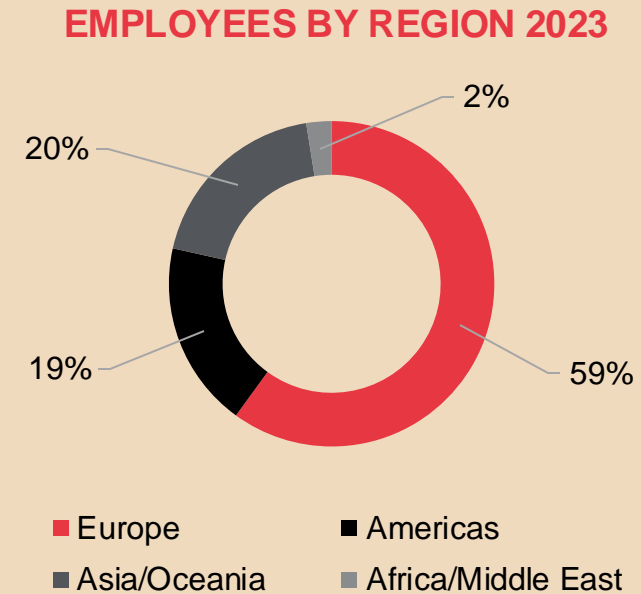
Let's have a look!

# Be part of our global Franke family

Despite our sheer size we are one big, global family. Experience our unique culture and work with others from different countries, cultures, divisions, functions, ages, and genders. We are genuinely curious: What could you add to our global team?

## Experience community

- ⊕ A privately-owned company
- ⊕ Global company
- ⊕ Group with the advantages of a mid-sized company
- ⊕ Great team spirit and teamwork
- ⊕ Flexibility on-the-job, e.g. by working remotely, working abroad, and through diverse, multidisciplinary roles



**7,693**  
employees

**5**  
continents

**61**  
subsidiaries

**35**  
countries

# Do your best work – because we believe in you

At Franke, you can actually enable progress at all levels – and we believe you will!



## Enable progress

### ⊕ Solve key needs & create added value

We put our customers, their needs and challenges at the center of our work. Find ever-new solutions to their needs to create an added value.

### ⊕ Willingness to continuously transform ourselves

We believe in what you can offer, and we are excited to shape new paths together. Challenge the status quo with your bold ideas to improve our solutions, processes, and more.

### ⊕ Hands-on mentality

Pragmatism, motivation to change and enable progress is what we encourage, recognize and promote.

# Constantly evolve

We offer a variety of learning opportunities to enhance your skills and knowledge. Learn from each other and gain valuable experiences by working with our partners, customers and colleagues.



## Learn from the best

- ⊕ Learn on-the-job through project assignments, action learning, and diverse roles.
- ⊕ Work with top companies and brands worldwide – learn with and from them.
- ⊕ Benefit from a variety of learning opportunities through our Franke Academy – leadership trainings, project management, and more.
- ⊕ Get insights through our partnerships with leading business schools around the world, e.g. Hult EF.



# Shape your individual career with us

At Franke, you are not a number. We see you as the person you are, with individual needs, strengths, values, and flaws. You are in the lead of your journey, and we are here to support you in every step. Let's shape your very own journey together.

## Be great

- ⊕ Talent and career development programs, e.g. Graduate & Early Career Program, One Franke Talent Program, and apprenticeships
- ⊕ Clear focus on promoting internal people – with the goal to promote 40% of our people internally
- ⊕ International career opportunities





# Make a difference

We want to have a positive impact on our partners, customers, consumers, employees and all the communities we work in – through our products and solutions, but also by reducing our ecological footprint continuously.



## Do good

- ⊕ Help our business partners grow and evolve their businesses.
- ⊕ Provide products and solutions that create special moments, experiences, and memories for our consumers.
- ⊕ Solve essential challenges, such as the need for cleaner water and air in households around the world.
- ⊕ Support us in meeting our ambitious environmental targets and in developing more sustainable practices.

**SO, LET'S BE  
FRANKE.**

**LET'S GROW AND  
SHAPE FRANKE'S  
FUTURE – TOGETHER.**

**JOIN  
US**





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