



# CORPORATE PRESENTATION BIANCHI VENDING SOLUTIONS ED 02-2021

**Design your break**

## ABOUT US

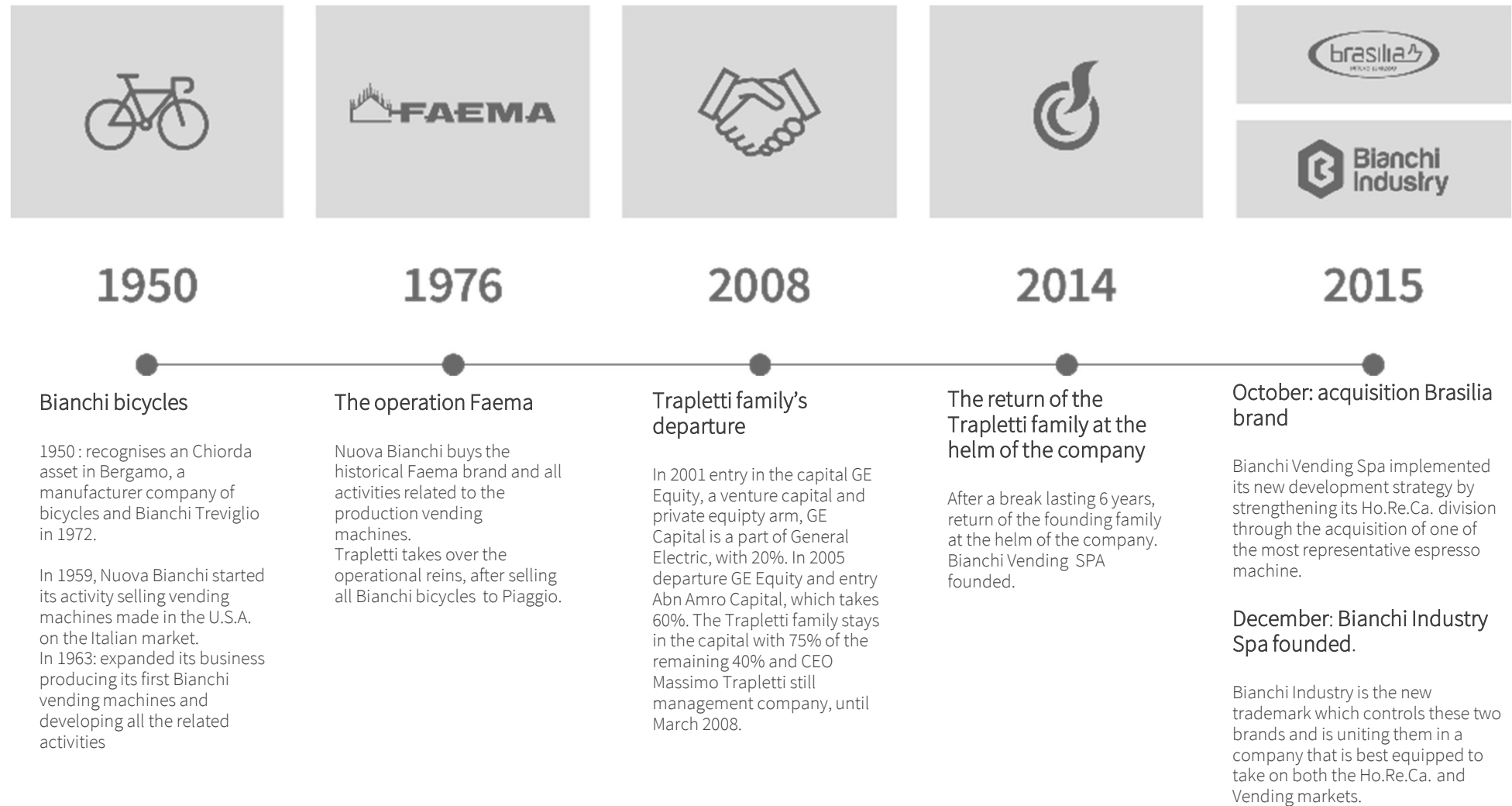


Made in Italy with ambition of

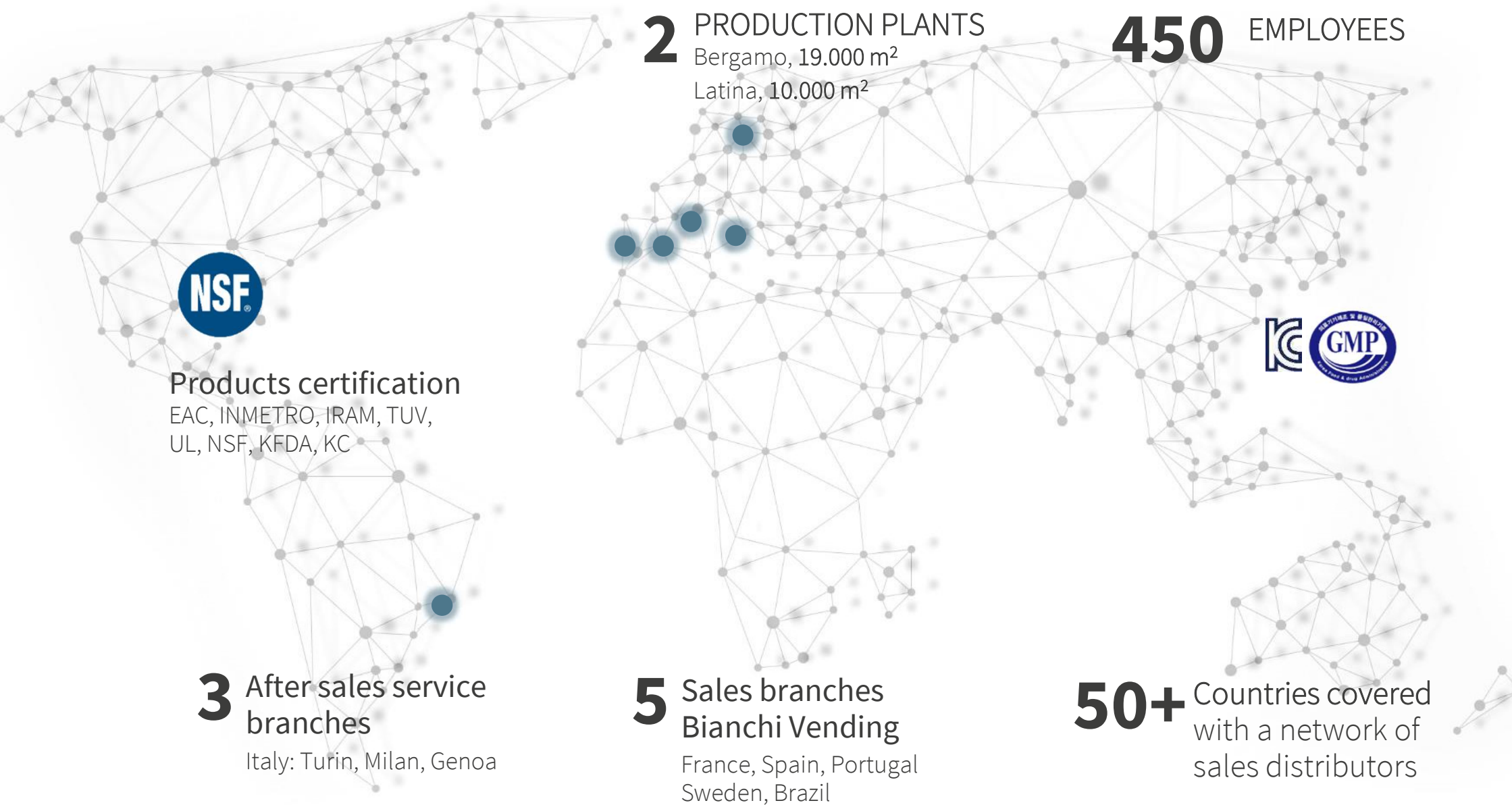
# Design your break

Wherever you are

# HALF A CENTURY OF HISTORY



# BIANCHI INDUSTRY IN THE WORLD



BIANCHI INDUSTRY IN THE WORLD

THE LATEST PRODUCTION TECHNOLOGIES  
ERP, SCHEDULER, CONFIGURATOR, LEAN SUPPLY CHAIN



80% of the COMPONENTS  
are produced internally



LEAN Manufacturing  
+ quality + speed +  
efficiency, - costs



DIGITAL TRANSITION

# BIANCHI INDUSTRY IN THE WORLD

## R&D, INTERNAL DEPARTMENT

Internal team of about 20 designers with an experimental laboratory to test the new solutions

- Designing the simplicity of our customers' future
- HW solutions easy to configure and maintain
- SW that allow to look towards the future

# SOME FIGURES

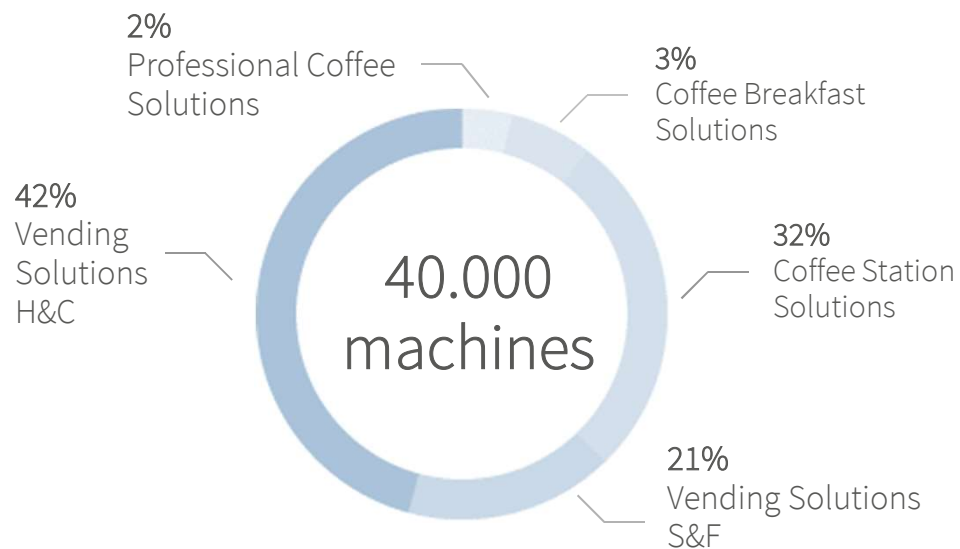


Sales turnover (in M€)

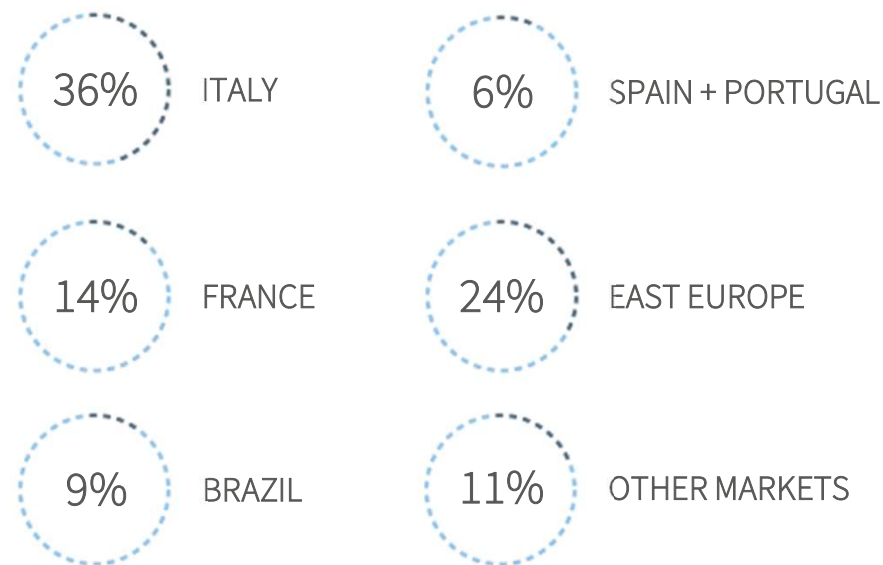
2014 | 50 mln

2019 | 84 mln

Machines



Top markets (sales volume)





## SOME REFERENCES

**ivs**group®

DALTY<sup>S</sup>

JDE

We  break  
LIOMATIC

*delikia*  
fresh

**KIMBO**®

**PILÃO**

**Strauss**  
COFFEE

  
**Dallmayr**

**miko**®

  
**Julius Meinl**

  
AUTOMATIC  
SERVIS

**café+co**



# SOME REFERENCES



Metro Parigi



Hilton Milano



Stazioni Total



Aeroporto Kiev



Latheria Italia

# BIANCHI VENDING

Design your break  
Solutions

# TARGET

## Design your break



### Consumer: beverages

Create your  
beverage  
by meeting choice  
and quality in  
different consumer  
environments



### Operatore: Machines

Create your offer  
with flexible and  
quality solutions  
that improve  
profitability





# CONSUMER



Consumers have become more demanding and are expecting:

- Higher quality drinks
  - ✓ Fine coffee blends
  - ✓ Recipes with fresh milk
  - ✓ Tea and infusions in bag
- Larger offer
  - ✓ Drinks customisation
  - ✓ large assortment of snacks and drinks

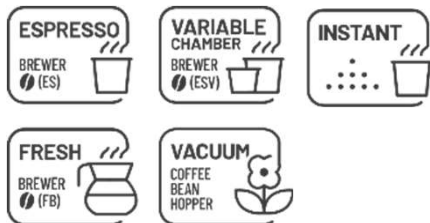
# CONSUMER

## WHO WANTS MORE?



### Coffee addicted

Coffee in its many flavors



### Milk Lover

Fresh milk makes hot and cold drinks tastier



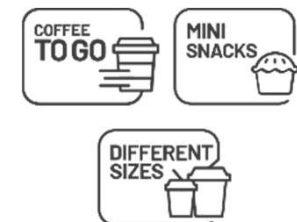
### Topping Victim

The customization of recipes with many ingredients



### Taste Trotter

The freedom to choose, wherever the customer is



# OPERATOR



Operators have to adapt their offer to the needs of the user in the simplest way :

- Choosing a technology and installing it must be quick and immediate
- Changing your offer over time must be quick and effortless
- The HW and SW configuration must be at the lowest possible cost

OPERATORE

**WHO  
WANTS  
MORE  
?**



To facilitate and improve the operator's work



Modular solutions

Many customization possibilities for a "tailor-made" and always up-to-date offer



Greater capacity

The XL machines allow you to maximize your investment based on the space available



Interaction

A more intuitive and engaging experience increases consumption and profitability



OPERATORE **WHO  
WANTS  
MORE  
?**



For the most sensitive users on the subject of security



App-BI-Touchless

Selection of products  
without touching the  
keyboard



UV-C

Cup station sanitization



Antibacterial film

Protective film for high-  
contact surfaces

# SOLUTIONS



## Coffee Station Solutions

In the office or library,  
every break becomes special



## Coffee Kiosk Solutions

The break that stimulates the  
inspiration of your customers



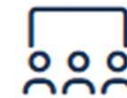
## Vending Solutions

The freedom to choose  
wherever you are



## Phygital Solutions

An intuitive and personalized  
shopping experience



## LOCATIONS

Metropolitane, Stazioni / aeroporti, Ospedali, Stabilimenti produttivi, Sedi aziendali, Coworking  
Catering, Caffetterie, Uffici, Punti vendita, Fast food, Boutique

## PRODUCTS

Office Coffee Dispenser



## PRODUCTS

Hot&cold: free standing & table top machines  
Snack&food: free standing & table top machine



## TARGET

Vending and Ocs operators, Food service