

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













1950

1976

2008

2014

2015



Bianchi bicycles

1950: recognises an Chiorda asset in Bergamo, a manufacturer company of bicycles and Bianchi Treviglio in 1972.

In 1959, Nuova Bianchi started its activity selling vending machines made in the U.S.A. on the Italian market. In 1963: expanded its business producing its first Bianchi vending machines and developing all the related activities

The operation Faema

Nuova Bianchi buys the historical Faema brand and all activities related to the production vending machines. Trapletti takes over the operational reins, after selling all Bianchi bicycles to Piaggio.

Trapletti family's departure

In 2001 entry in the capital GE Equity, a venture capital and private equipty arm, GE Capital is a part of General Electric, with 20%. In 2005 departure GE Equity and entry Abn Amro Capital, which takes 60%. The Trapletti family stays in the capital with 75% of the remaining 40% and CEO Massimo Trapletti still management company, until March 2008.

The return of the Trapletti family at the helm of the company

After a break lasting 6 years, return of the founding family at the helm of the company. Bianchi Vending SPA founded.

October: acquisition Brasilia brand

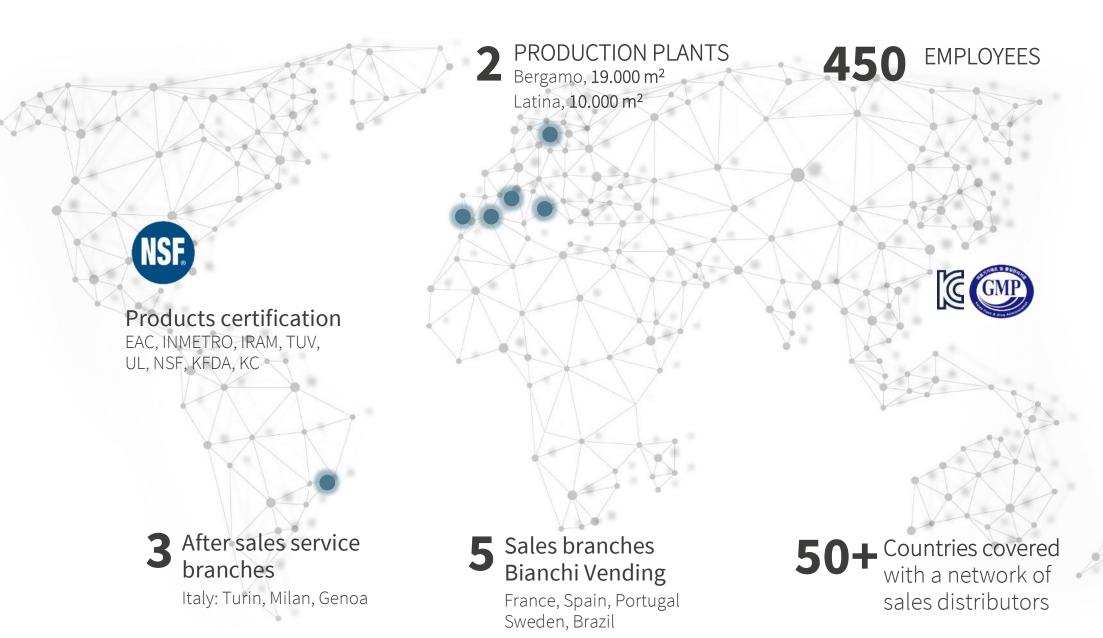
Bianchi Vending Spa implemented its new development strategy by strengthening its Ho.Re.Ca. division through the acquisition of one of the most representative espresso machine.

December: Bianchi Industry Spa founded.

Bianchi Industry is the new trademark which controls these two brands and is uniting them in a company that is best equipped to take on both the Ho.Re.Ca. and Vending markets.



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

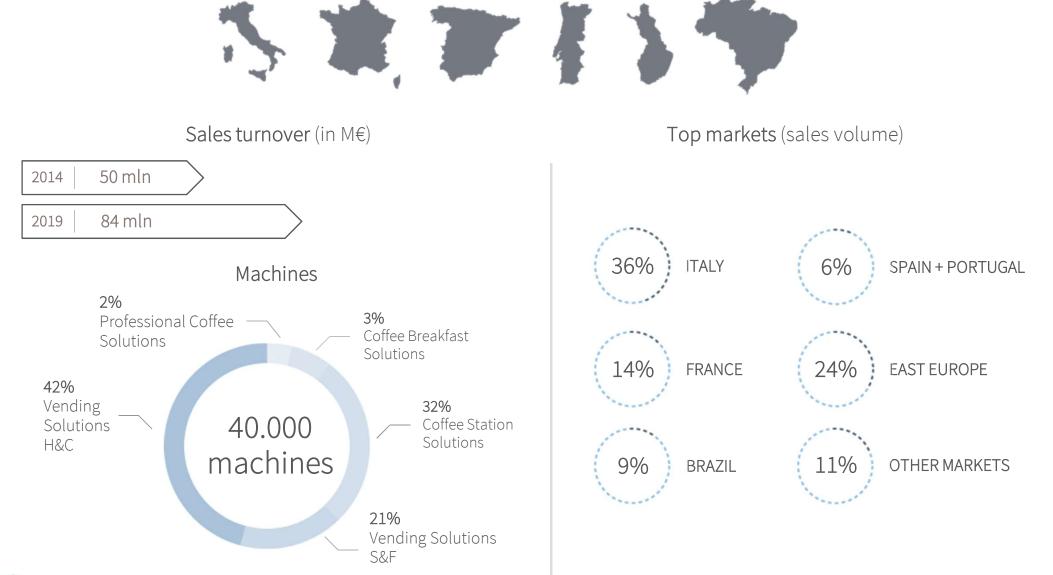
R&D, INTERNAL DEPARTMENT

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





SOME REFERENCES





























SOME REFERENCES



Metro Parigi





Hilton Milano



Aeroporto Kiev



Lattheria Italia



BIANCHIVENDING

Design your break Solutions





Design your break



Consumer: beverages

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





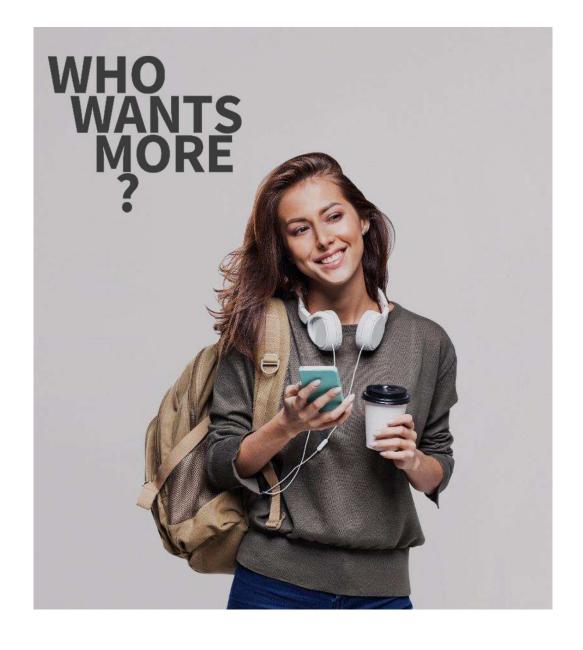


Operatore: Machines

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

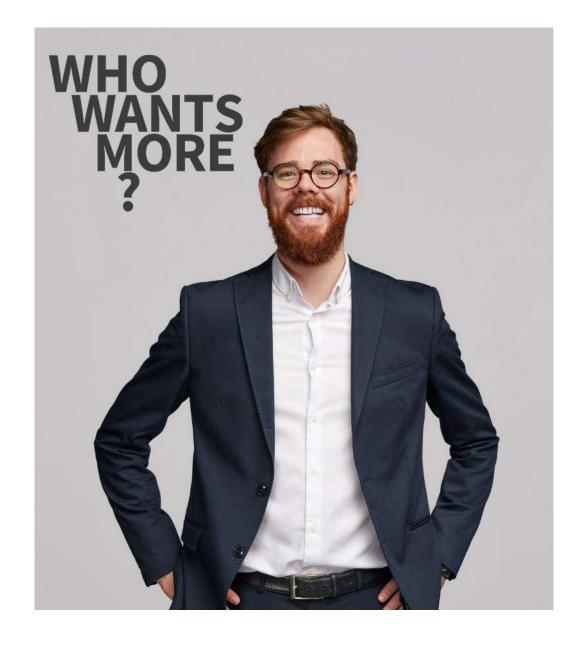








OPERATOR



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







To facilitate and improve the operator's work



Modular solutions

Many customization possibilities for a "tailormade" and always up-todate 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









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 highcontact surfaces





SOLUTIONS









Coffee Station Solutions

Coffee Kiosk Solutions

Vending Solutions

Phygital Solutions

In the office or library, every break becomes special



The break that stimulates the inspiration of your customers









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



