

Bianchi
VENDING GROUP

CORPORATE PROFILE

Jan 2013

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- ✓ Introduction to Bianchi Vending

- ✓ Bianchi Vending Product Portfolio
 - ✓ Hot Free standing and table top range
 - ✓ Snack& Food Range
 - ✓ Horeca Range

- ✓ Bianchi Vending Future portfolio Development

- ✓ Our Commitment to Clients
 - ✓ Dedicare Services
 - ✓ Quality & reliability
 - ✓ Environmental consciousness



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- Importers and distributors in **40** countries worldwide
- **50** years of experience and market presence
- **2nd** producer at European level
- **7** subsidiaries (France, Spain, Germany, Portugal, Scandinavia, Latin America & After Sales)
- **2** production facilities in Italy



2001

2001-2005
partnership with
GE Capital (20%
Capital share).

2000

The **Bianchi Vending factory in Latina is born** from the merge with **Tecnowork**, created from the old Chiorda Sud production plant . Production is organized so as to be able to produce and provide 85% of the primary components for the Group's production. .

1992

The **re-launching phase of the company starts** and vending becomes the company's core business with the objective to produce innovative products and expand towards new markets abroad.
Bianchi innovates with its new blue range.



ORION - Marzo 96 SIRIO - Maggio 97 ANTARES - Dicembre 97 PEGASO - Febbraio 99

1959

The **Bianchi group** that was present in various other sectors: bicycles with the F.I.V.E. **Bianchi** trademark, automobiles with the **Autobianchi** trademark and Ho.Re.Ca. with the **Faema** trademark, **starts activity in the vending field**, selling vending machines made in the U.S.A. on the Italian market.



Bianchi Vending is a leading manufacturer of vending and professional coffee machines for the Ho.Re.Ca market. Founded in 1959, we have more than 50 years hands-on experience in the vending machine market.

2011

Following **important investments in R&D** Bianchi launches on the market two new machines fruit of extensive collaboration with Key accounts and renovates the small table top range with a brand new model.



2008

December 2008, Bianchi Vending Group shares are transferred to **FA CAPITAL Spa**, whose majority is owned by funds advised and managed by **Goldman Sachs**, who is also an investor into these funds.

2009-2010 Bianchi **launch a new generation of machines** with new features : the LEI range.



2007

Enters the Ho.Re.Ca market with the acquisition of GEM-FUTUREMA that produces professional espresso coffee machines. GEM-FUTUREMA was constituted in 1975, with the experience of three generations that have operated since 1946 in the technologies and development of the espresso extraction



2005

Partnership with **ABN AMRO Capital** (leading investor). **2004 : creation of a new seducing range.** The first generation of BVM was born.





Bergamo - Company Headquarters

- Hot Beverage machines production plant
- R & D department
- Customer care
- 30.000 m² – 207 employees / workers



Latina plant

- Metal components production
- Plastic parts moulding
- Production of 80% of the components assembled
- 90.000 m² - 110 workers



Over the last 10 years Bianchi serves various important key accounts all over the world

FRANCE

Group DAREA
Group DALLIANCE
Group QUALIDEA

SPAIN

SERVENTA
BURVENDING

ITALY

Group ARGENTA
MISTER VENDING
TRIVENDING

SCANDINAVIA, EUROPE & SOUTH AFRICA

COCA COLA

SCANDINAVIA

EDEN
JOBMEAL
JEDE



GERMANY

ARAMARK
DALLMAYR

AUSTRIA

CAFE' PLUS CO

BALKANS

CAFE' PLUS CO

EST EUROPE

AG FOOD
AUTOMATIC SERVICE
STRAUSS
MIKO CAFFE

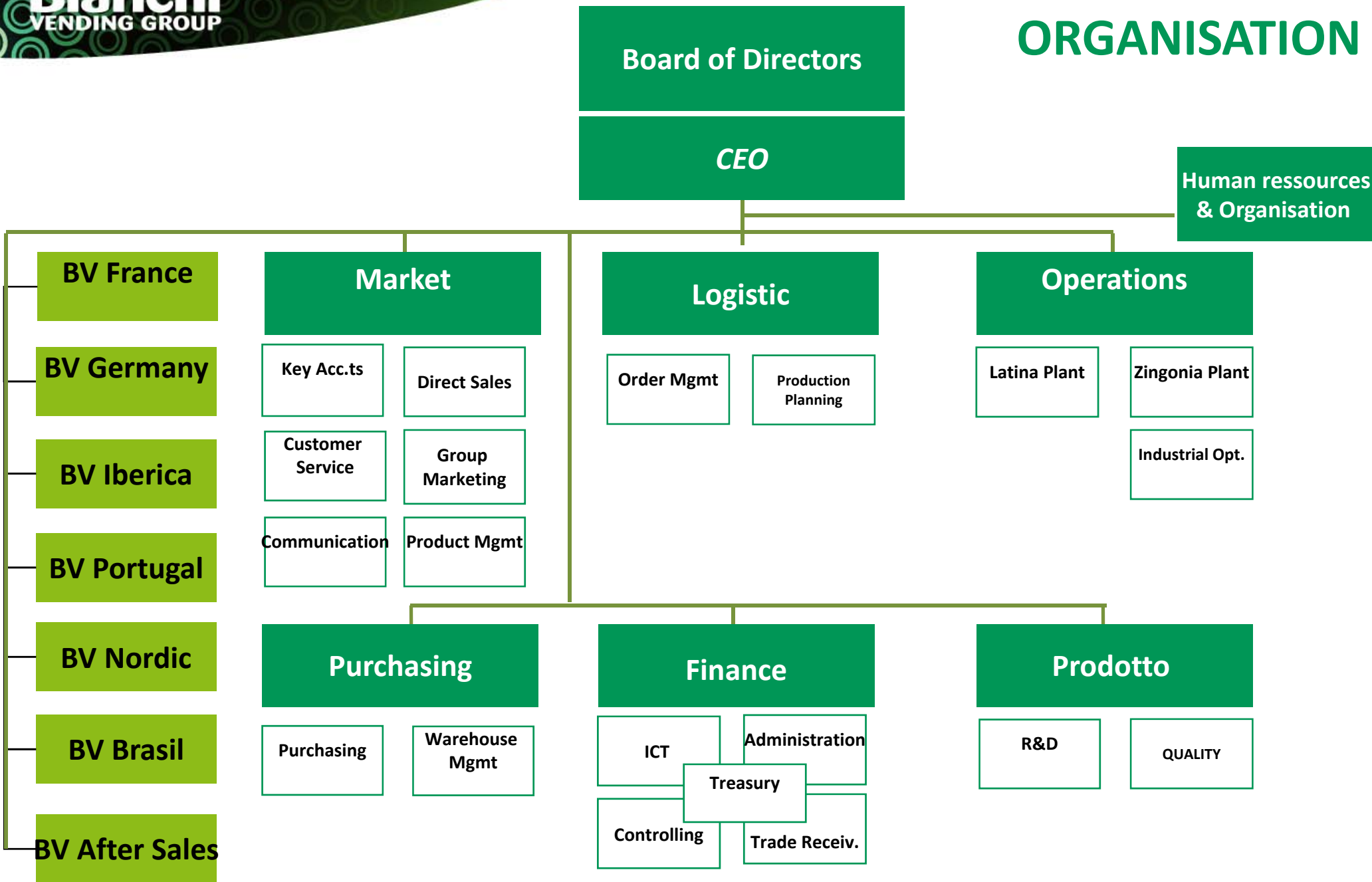
BRAZIL

SARA LEE





ORGANISATION



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HOT RANGE - Free Standing

Free
Standing
TOP RANGE

Instant or bean
Automatic
From 700 to 1200 cups

LEI700



700 cups
Ø 70-73m

Instant version :
7 canisters
Espresso version :
1 hopper coffee in bean
+ 7 instant canisters

LEI2GO



900 cups :
600 X Ø 70-73mm
300 X Ø 80 mm

Espresso version :
1 hopper coffee in bean
+ 6 instant canisters

NEW

LEI2CUPS



1200 cups :
600 x Ø 70-73m
600 x Ø 70

Espresso version:
2 hoppers coffee in bean
+ 5 instant canister

NEW

Free
Standing
MIDDLE
RANGE

Instant or bean
Automatic
From 400 to 700 cups

LEI 400



BVM 952



LEI 600



BVM972



*A segmentation to meet
all kinds of needs*



HOT RANGE – Table Top & Ocs

Table
Top

Instant or bean
Automatic
From 180 to 300 cups

BVM 931



BVM 921



LEI 200



NEW

GAIA



GAIA FRESH MILK



NEW

LEI SA



LARA



Ocs

Instant or bean
Semi-Automatic

*A segmentation to meet
all kinds of needs*



UNIQUE SINGLE POINTS

- ✓ **Patented Espresso Group** for an excellent quality of coffee.
- ✓ **Grinding Control System** for the automatic regulation of the coffee bean grinding that guarantees the best quality of the product dispensed at all times.
- ✓ **Cup sensor** to drink a beverage in a Mug instead of a plastic cup
- ✓ Sensitive Keyboard **Soft Touch Technology**
- ✓ Optimization of the energy consumption thanks to the **Energy saving Mod** and the **Led**
- ✓ **Double turret** for 2 kinds of cups **Ø 70-73 mm(Plastic of Paper)**
- ✓ Double turret to dispense 2 sizes of cups **Ø 80 mm and Ø 73 mm**
- ✓ Same and **reliable electronic** on all range
- ✓ **Remote Control System (Telemetry System)**



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COLD RANGE- Slave models

SLAVE
models

*Free standing, or table top,
from 4 to 6 tray
3° or 8°
2 sizes : 183 cm or 162 cm height*

BVM 676 3°



BVM 676 8°



BM 6763°



BVM 636



SLAVE
models

*Vista - NEW RANGE
Modularity & Flexibility*

VISTA L



VISTA M



VISTA S



COLD RANGE- Master models

Master models

BVM 695



BVM 685



BVM 681



BVM 671



BVM 672



*Free standing, or table top,
from 4 to 6 tray
3° or 8°
2 sizes : 183 cm or 162 cm height*

Master models

*Vista - NEW RANGE
Modularity & Flexibility*

VISTA L + MASTER MODULE



VISTA M + MASTER MODULE



DEDICATED PROJECTS

Argenta - Italy



Dalliance - France



DAREA - France



Aramark - Germania



Bianchi is able to provide dedicated machines based on your own requirements from **A** to **Z**, as well in term of external design that in internal configurations.



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Super
Auto

Espresso
full automatic
1 group

SOFIA Full auto



Auto

Espresso
automatic
1, 2 or 3 groups

SOFIA 1G



SOFIA 2G



SOFIA 3G



LUCIA 2G



Semi-auto

Espresso
semi-automatic
1,2 or 3 groups

SOFIA 1G



SOFIA 2G



SOFIA 3G



LUCIA 2G



1, 2, 3 groups, semi-auto or full automatic

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GAIA FRESH MILK

GAIA FRESH MILK



Gaia Fresh Milk an automatic machine for the delivery of hot beverages, espresso coffee, and cappuccino with fresh milk. Equipped with: Milk frothing system for cappuccino, fresh milk module with chilled chamber and boiler for steam, big dispensing compartment (h 170mm) able to accommodate both small espresso cups (with pivoting espresso cup holder), big cups, mugs or a jug; ergonomic and intuitive selection panel and back lighted push buttons.

On top the door for water tank filling and a front lock for the functional closing of the machine. Upon request there is also the possibility to add a pipe for the draining of the coffee grounds. Available both in mains water supply system version or with the capacious 3.6 liters autonomous tank.

EXTREMELY VERSATILE, IT IS IDEAL FOR BREAKFAST AND FOR LOCATIONS SUCH AS HOTELS, RESTAURANTS, CAFETERIAS, CATERING, TAKEAWAY OR OFFICES



VISTA – NEW SNACK & FOOD RANGE

NEW SNACK & FOOD RANGE - VISTA



- ✓ Flat door in aluminium extruded
- ✓ Led instead of neons
- ✓ Pull instead of push with slow return to the withdrawal of products safely.
- ✓ Option lighting of the product delivery area
- ✓ New refrigerating unit common to versions 163 and 183 cm.
- ✓ Versions M and L are chilled to 3 ° on the two lower trays
- ✓ Low E Double Glazing (low emissivity) : no need of anti-condensation resistances
- ✓ Door lock Rielda in standard



NEW SNACK & FOOD RANGE - VISTA

VISTA L



VISTA M



VISTA S



3 sizes

VISTA L - Large

(H. 183 CM - L. 700 CM)

VISTA M - Medium

(H. 162 CM L 700CM)

VISTA S - Small

(H.105 CM - L. 700 CM)



Vista L + Master module



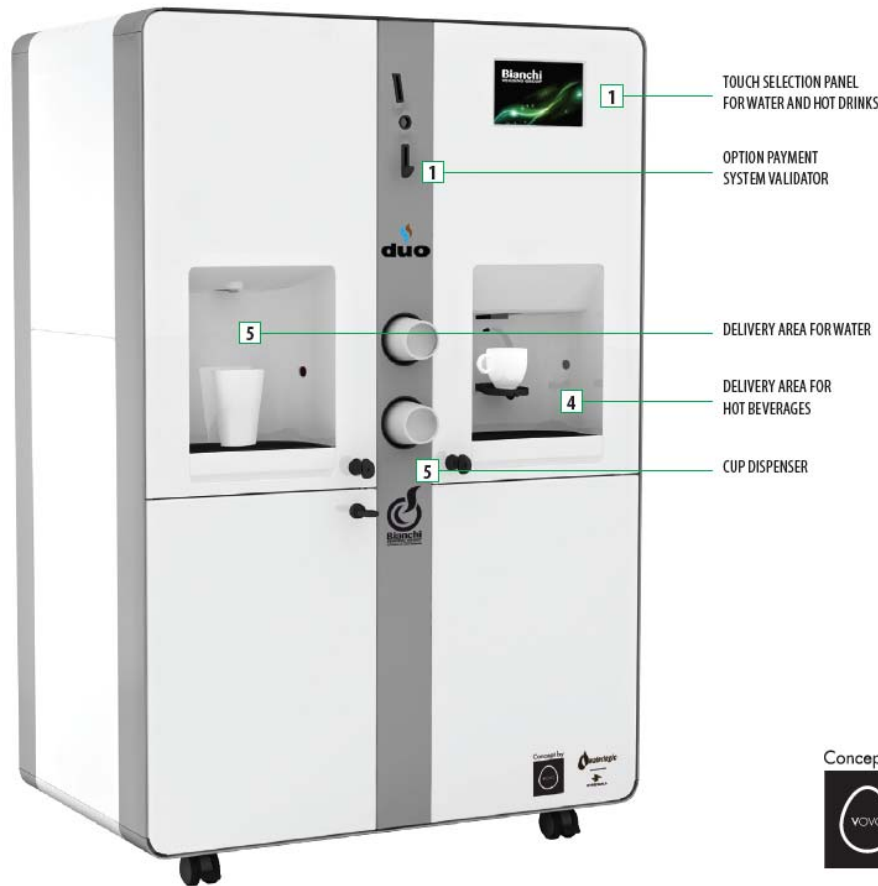
- ✓ Modular column able to manage 2 slave machines
- ✓ Designed to add easily a LCD monitor or a poster to communicate.
- ✓ 1 payment system for 2 machines.
- ✓ 1 keypad with large buttons



DUO: BE THE ONE, COFFEE & WATER

DUO – Concept by Vovo

COFFEE & WATER MAIN WATER SUPPLY (POU Point-Of-Use)



INNOVATION,
VERSATILITY,
ECOLOGIC AND
UNIQUE

- Smart Design
- Possibility to customize every part of the machine
- Colour: available in standard pure white, bi-coloured, black, metal or tailor-made
- Energy Saving A+



DUO – Versions

DUO BASIC

Hot drinks	Water
Short coffee	Ambient water
Long coffee	Fresh water
American coffee	Sparkling water (option*)
Hot water (for tea bags)	

Mechanical 3 push buttons on hot beverage module and 3 push button on water selection panel.

- 1 espresso canister (coffee from beans)

DUO TOP

Hot drinks	Water
Short coffee	Ambient water
Long coffee	Fresh water
Coffee with milk	Sparkling water
Cappuccino	
Moccaccino	
Chocolate	
Hot water (for tea bags)	

Touch selection panel (LC D 7") for selecting hot beverages and water.

- 1 espresso canister (coffee from beans)
- 2 instant beverage canisters
- Water cooling unit with carbonator



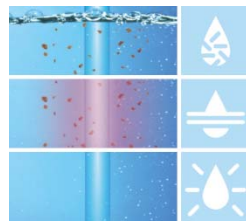
DUO – The heart of the machine

Water purifying system WATERLOGIC

“Waterlogic’s unique technologies, including its Carbon Multi-filtration and Patented In-Tank UV Systems, set its products apart from the competition from a technological perspective.

These advanced technologies assure the very highest levels of drinking water hygiene.

Firewall UV purification



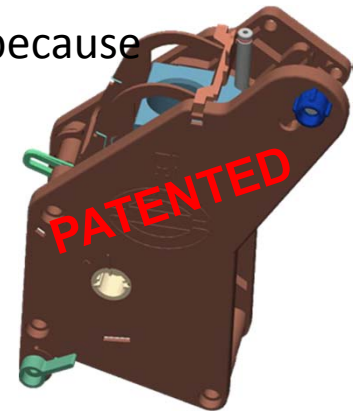
FIREWALL – NO BACTERIA IN – NO BACTERIA OUT

BVG Patented Plastic Brewing System

BVG Plastic Espresso Brewing System

Very Simply removable for maintenance or service cleaning.

- Not expensive Spare Part
- Capacity up to 8,5 grams of ground coffee
- 36mm diameter coffee chamber.
- The Brewer is always warmed , because in contact with espresso boiler which confers an exceptional quality of the product delivered.



CONSTANT QUALITY OF THE PRODUCT DELIVERED

RELOOKING LEI400 & LEI600

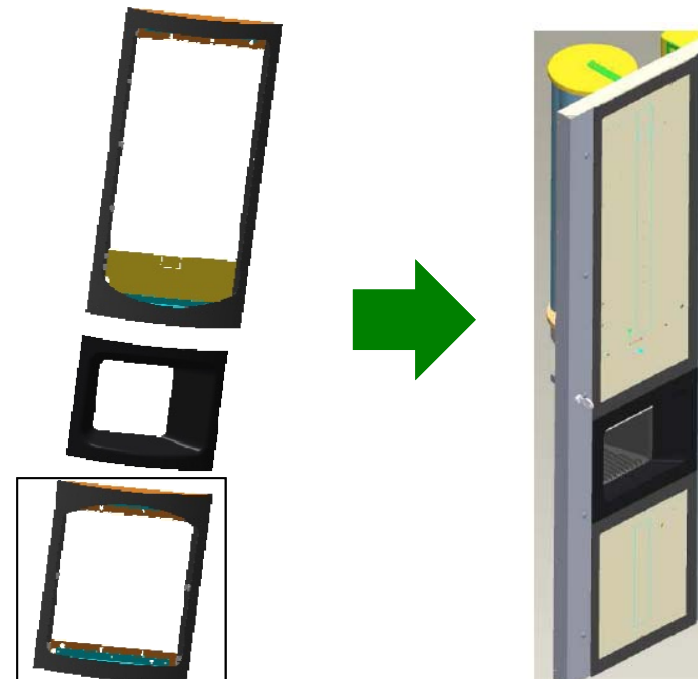
LEI 400 LEI 600 FLAT DOOR



SMART & MODERN

Relooking of the 2 leading models

- Removal of the curve cornice and the curve oblo.
- Flat door
- Coin introduction system at 1300mm of the floor – (standard for disable people)



BE IN TOUCH WITH **LEI**

INTEGRATED SOLUTION FOR A FULL SCREEN TOUCH & GO

BIANCHI TOUCH & GO IS CUTTING EDGE TECHNOLOGY WITH AN INTELLIGENT TOUCH SCREEN INTERFACE.



Capacitive soft Touch technology

The machine is equipped with a true interactive communication space that allows you to:

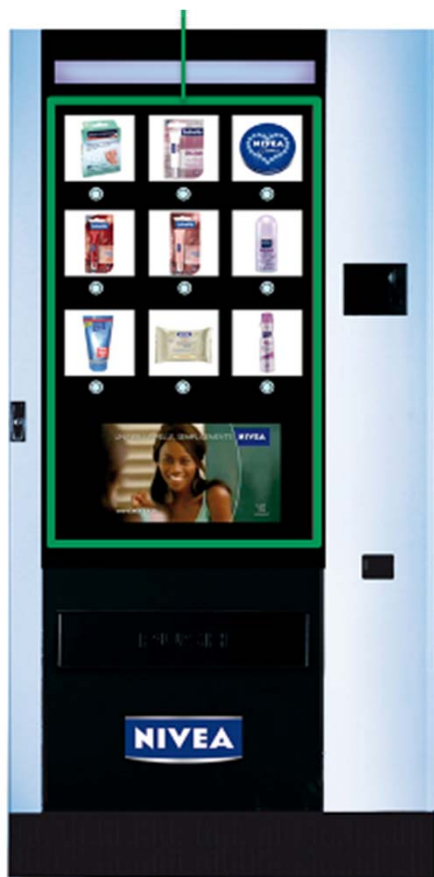
- ✓ Show all products in a attractive way
- ✓ Show product characteristics (nutritional info)
- ✓ Communicating of products brand
- ✓ Facilitate sales (promotions)
- ✓ Spread videos

Solution available for LEI 700, LEI2cups LEI2go



TOUCH & GO – 3 Sizes possibles

42"



32"



22"



TOUCH & GO – Simplicity

.Programming is simple with Win Touch

You can download movies, icons, product images, change prices, consumer information, define the touch areas, on a standard PC under Windows.

. Creative space suitable for 100% personalization



Menu & promotional programming in master / slave mode of: LEI touch + VISTA SLAVE.

Can associate up to 3 products for a single price.
A hot drink cup + 1-2 products of the Vista.



THE NEW VENDING DESIGN CONCEPT

B. Touch
B. Easy
B. Smart

MACHINE MODERNISATION



Bianchi stands out due to our unique ability to turn consumer insights into truly competitive vending solutions.

All our machines and features are themselves the product of our commitment to bringing customized, reliable quality to our customers.

This is the basis of our world. It's a world built on innovation and the quality & reliability of the products a new outlook for the future of vending machines and our own way of thinking about customer service and consumer usability.

VALUES

- . MODULARITY
- . USABILITY
- . COMMUNICABILITY
- . FLEXIBILITY



MACHINE MODERNISATION

B.touch



B.easy

TECNOLOGIA
SOFT TOUCH



B.smart

PULSANIERA
MECCANICA

- ✓ Flat door with alluminium profile
- ✓ Upper lexan backlighted
- ✓ Black door in polycarbonate bright / glossy
- ✓ Cup station larger
- ✓ Predisposition for all system of payment
- ✓ Friendly user guided operation (lights)
- ✓ Cup Station Lighting
- ✓ New steam aspiration system
- ✓ Removal of the cup dispenser of the door
- ✓ Cup dispenser on articulated arm
- ✓ 3 consumer interface possible : mecanical keyboard, soft touch keyboard or full screen interactive.

B. easy
B. smart
B. touch



1 machine
3 consumer interface

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CUSTOMER SERVICE

- ✓ Machines customization
- ✓ Co-development of new products with our clients
- ✓ Web / Newsletters & Catalogues
- ✓ Analysis of customer expectations in terms of features to provide machines in line with market trends
- ✓ Close relationship with our clients to share our vending experience
- ✓ Provide customers with instruments to add value to their service

AFTER SALES SERVICE

- ✓ Flying doctor
- ✓ Door to door everywhere in Europe
- ✓ Hot line in Italy, Germany, France, Portugal, Spain, Scandinavia, South America...
- ✓ B2B After Sales portal : Order on line of Spare parts, Warranty Management,
- ✓ 48h EU spares delivery
- ✓ Field quality control
- ✓ Technical training at our premises as well as onsite at our customers premises
- ✓ Customer survey



CERT. N° 9105 BNVD



ISO 9001:2000

✓ Companies of the Group are certified under **UNI EN ISO 9001** ed: vision 2000, quality standards

CERT. N° 9191 BNVD



UNI EN ISO 14001:2004

✓ The Zingonia (Bergamo) and Cisterna di Latina plants are certified for **ISO 14001:2004** environmental management system.



✓ The Sofia range (Ho.Re.Ca Collection) and Vending Collection are certified by TUV

UNI 10854-1999



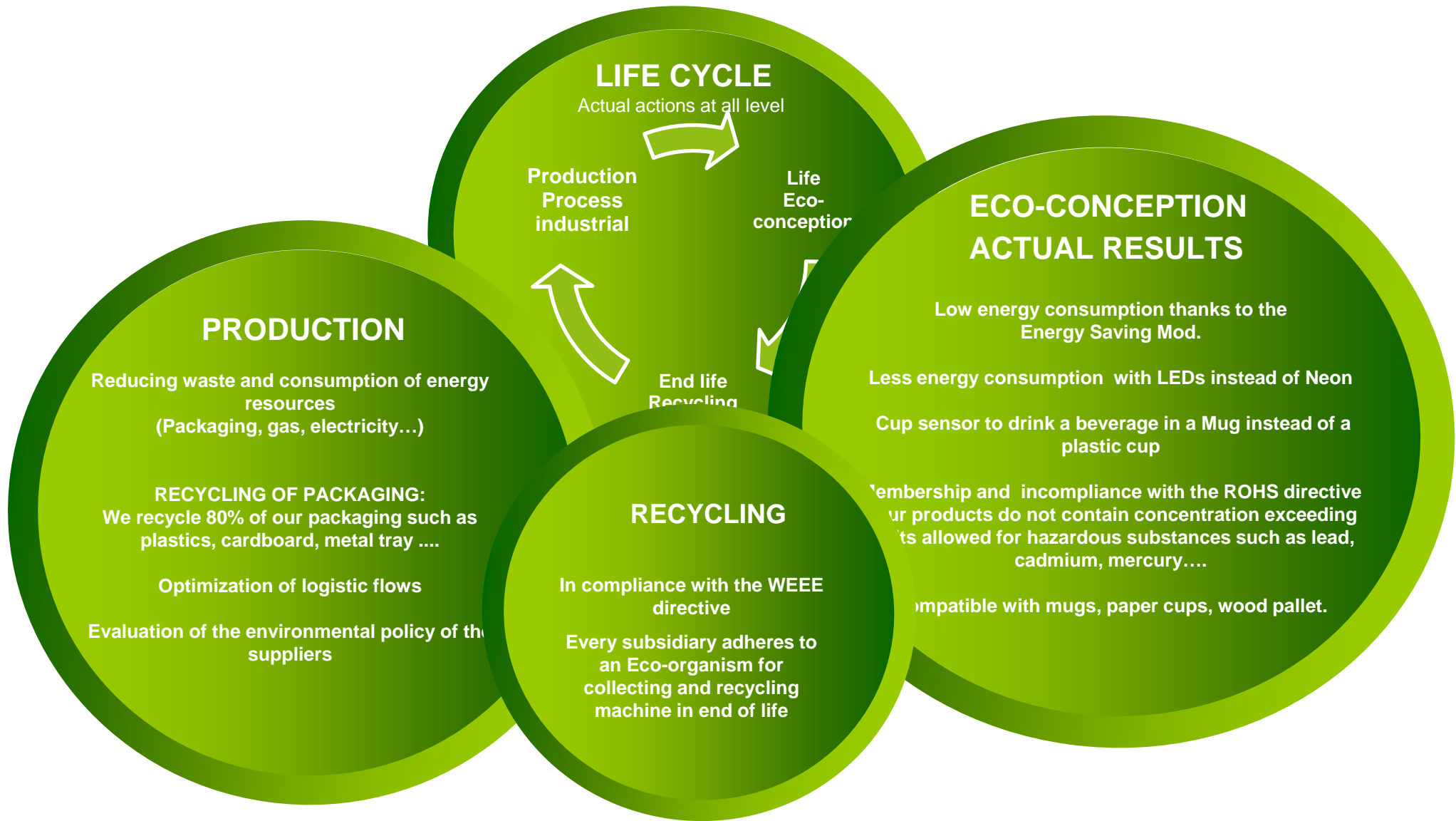
CERT. N° 26/11

✓ Quality and food products safety are insured during all stages of the production process through the HACCP method



✓ The group products are all certified **CE**.







- ✓ Quality approach at all employee and management levels
- ✓ Third party quality control (annual audits from Iso, regular Iso Compliance checks)
- ✓ Quality controls at all the production levels

Our quality control process involves :

1. Incoming material check : A check of critical material to use in production just good materials

2. Line deliberation : A check, in some steps of production, of the correct assembly of machine and the acceptable aesthetical quality level of product

3. Final check list : A final check of some important quality issues (we catch them, possibly, by our field with Customer Care and Commercial Dpt support) by Customer point of view. Bianchi request from the customer the same checklist for quality approval when he receive the machine

4. Quality Rating : A daily evaluation of outing Quality, in Customer point of view, with a score of quality level reached by production on the model

CERT N° 3105 BNVD



ISO 9001:2000



THANKS FOR YOUR ATTENTION

