



Krones and Kosme- All Together Better

April 2009

Krones AG, the global market leading packaging and bottling company has acquired total control of Kosme, the machinery equipment manufacturer and supplier to the beverage and food industry.

This purchase follows on from when Krones, six years ago bought a controlling stake hold in Kosme, which was increased to 70% three years ago, but now the company have bought up the remaining 30%.

Kosme's operations and brand will be unaffected; the company will be independently run and will keep its well-established identity. Kosme will continue to target independent private bottlers and small to medium food and drink manufactures, which will complement Krones strategic business approach.

This key acquisition will cement Krones position as the market leading packaging organisation and one of the most progressive company's in the industry. By acquiring Kosme, Krones can better tackle customers by offering them a tailored service, to suits their requirements. Kosme will continue to target small to medium sized companies and Krones will aim at global brewers, soft drink and distilling groups and the large conglomerates food manufacturers.

Kosme's head office is based in Roverbella Italy, where the company houses five large facilities that build and manufacture its comprehensive range. Additionally, Kosme has one overseas subsidiary in the UK in Burton on Trent, West Midlands, which was set up in 2002. Today, Kosme UK has a ten man team and its annual turnover has risen dramatically in recent years and continues to grow, due to a culmination of excellent customer and after sales service coupled with the company's ever growing range of state of the art bottling and packaging equipment.

Richard Portman, Managing Director of Kosme UK comments, "The acquisition is great news for Kosme UK. We will continue to be able to offer cutting edge bottling and packaging equipment, which meet the demands of our customers and better suit the ever-changing requirements of the industry.

Furthermore, we will expand our current product portfolio to offer a total system approach, with intelligent bespoke packaging solutions which ensure production efficiency for all customers”.

Kosme has already benefited from Krones’ research, development and manufacturing facilities. Through this synergy Kosme have recently increased their product offering to every aspect of the bottling line, from the start to the finish product, using many of Krones’ patented design solutions and technology.

Hans-Jurgen Thaus, CEO of Krones AG comments on why the acquisition continues to be so advantageous to Kosme, “When we bought into Kosme we knew they produced excellent labellers and they had started producing some end of line and blow moulding. Krones were able to share its technology and experience in every area of the Kosme portfolio. No patents were being infringed, which has allowed them to offer so much more to their existing customers base”.

Recently, a number of customers that started off dealing with Kosme and as they have grown they have become a Krones client, which has provided real benefits as the handover between companies has been seamless and knowledge of each line is shared and passed on.

Max Manzotti, Sales Director of Kosme said, “The deal has been brilliant for Kosme customers and the staff. We would not have achieved anywhere near the success that we have had without being part of the Krones family. We have been able to develop new machines to suit our line speeds based on Krones technology, which has given us a huge competitive advantage”.

Kosme continues to earn a name in the world of packaging. Their product range includes a vast number of systems for all requirements of technology, which range in size from both medium-low output and with high throughput, from blow moulders at the start to palletisers at the end of line.

Kosme UK continues to offer all the essential features that have established the company today, cost effective custom solutions all backed up by a local dedicated service and maintenance team.

For further details on Kosme and their complete bottling and packaging solutions please phone 01283 523713 or visit their website at www.kosme.co.uk

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Notes to Editors

Kosme UK is a leading supplier of bespoke, turnkey filling, labelling, packaging and conveying machines for the packing and bottling industry. Working with customers, from comprehensive design, to project management, Kosme's goal is to fully satisfy the most demanding of packaging and bottling requirements. The company also offers extensive, on-site technical support and servicing with a dedicated UK team and parts for a rapid response to customer needs.

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