

ALI GROUP



CELEBRATING
50 YEARS OF
FOODSERVICE
EXCELLENCE

Ali Group press kit



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if you would like to receive information about Ali Group or any of its brands, or to arrange any interviews with our senior staff, please contact:

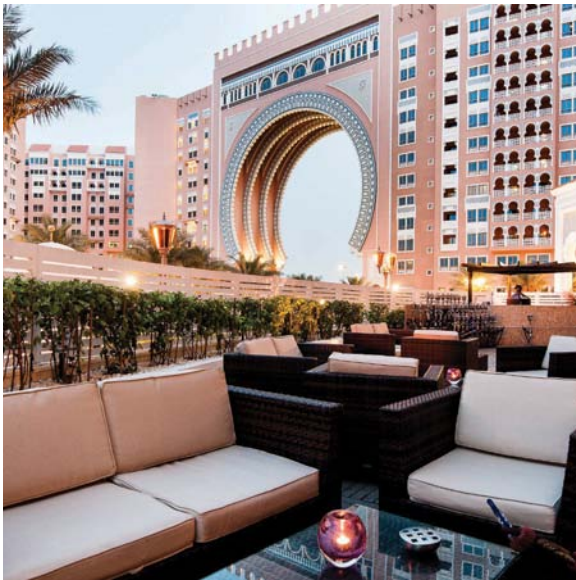
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Everyday excellence



Achieving excellence comes naturally to Ali Group. Being the world's largest and most diversified foodservice equipment manufacturing group enables us to provide the best possible results for our customers. With 50 years of manufacturing experience and 76 of the world's market-leading brands, Ali Group is able to specialise and focus on every different area of foodservice innovation.

Founded in 1963 by Luciano Berti and with headquarters in Cernusco, Italy, the Group employs over 8,000 people in 26 countries and operates 55 manufacturing facilities worldwide.

From Ambach to Champion, Falcon to Moffatt, Carpigiani to Scotsman Industries, Ali Group's collection of cutting edge, specialised brands ensures a **complete product portfolio**.

Due to our size and global presence we are able to offer the most innovative, custom-made solutions to satisfy market needs efficiently and flexibly.

Ali Group prides itself on a desire to keep improving quality, innovation

and market reach. Luciano Berti says: "We are always looking at the future, ready to anticipate events and develop opportunities. We have a collection of **very specialised brands** at Ali Group."

Ali Group provides best-in-class catering equipment for hotels, restaurants, hospitals, airports, prisons, fast food chains - even mobile kitchens for United Nations peacekeeping missions.

From high-end Michelin-starred restaurants to container kitchens in the most remote and inhospitable places on earth, Ali Group's plethora of specialised brands maintain a presence the world over. Providing excellence, every day.



LUCIANO BERTI,
Ali Group Chairman and CEO

A people culture

PEOPLE ALWAYS COME FIRST AT ALI GROUP. THAT MEANS OUR EMPLOYEES AND OUR CLIENTS TOO. WE LISTEN, WE LEARN AND WE ENSURE THAT WE FULLY UNDERSTAND THEIR NEEDS. WE FEEL IT IS FUNDAMENTAL TO SHARE IDEAS IN ORDER FOR US TO BRING GREATER EFFICIENCIES TO OUR CLIENTS AND ULTIMATELY HELP TO REDUCE COSTS.

Ali Group is made up of different companies, frequently operating in competition with each other and innovating independently. But best practice from all our 76 brands is shared within the management of the Group so we can improve what we do and serve our clients better.

That's a very important quality to Ali Group. It means that each manager is able to define their own strategy and retain an entrepreneurial spirit. An enterprising and entrepreneurial attitude is pervasive in all of our managers.

Despite the size of the Group, and its global outlook, Ali Group knows how important it is to

“Despite the size of the Group, and its global outlook, Ali Group knows how important it is to think locally too. We have learnt from experience”



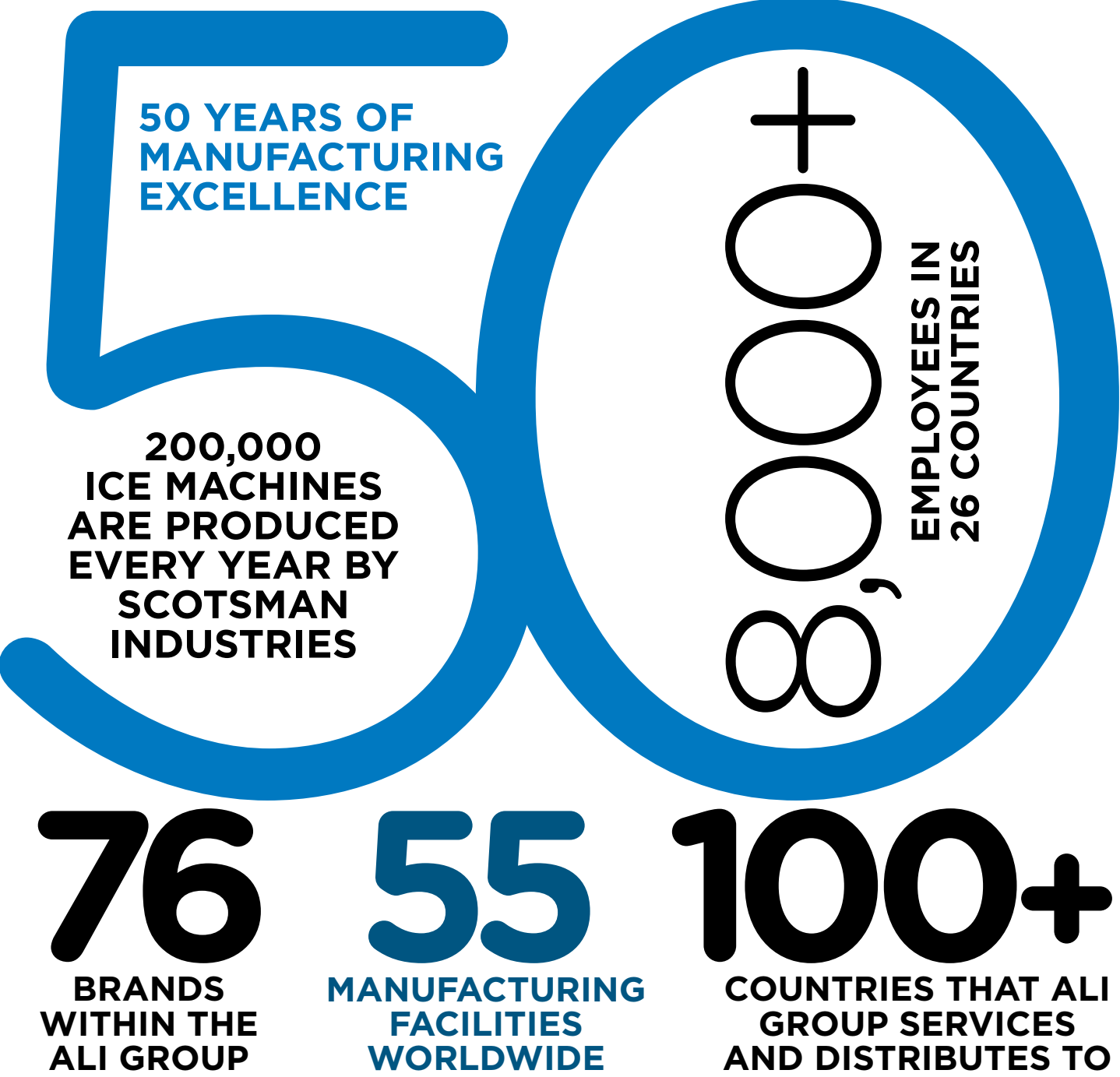
Top Talent
Above: Ali Group prides itself on attracting and promoting the very best.
Left: The Carpigiani Gelato World Tour 2013-14

think locally too. We are committed to employing local managers in each market - managers who understand the needs and potential of the region. It gives us an unsurpassed insight into local cultures and culinary traditions. We have learnt from experience that to be successful in business it's important to have an in-depth knowledge of local markets, to understand different demographics and cultures. This insight is particularly important in the foodservice business because people enjoy and consume food in so many ways.

This philosophy has allowed Ali Group to grow globally while respecting the culture and culinary traditions of each country.

We are committed to developing talent and celebrate a culture of diversity and inclusion. We promote talent and foster a great team spirit. Our employees take great pride in their work and their company. Our key principles are to put people first, to share ideas and to invest for the future.

Ali Group in numbers



In 2012 Carpigiani Gelato University organised 500 courses in 10 languages for a total of 15,000 participants.

Growing side by side

Working with distributors, dealers and consultants

Ali Group has always remained supportive of and committed to working effectively with the distributor, dealer and consultant communities. The Group has been able to grow successfully because of these positive relationships that have helped us to sell our products through sharing valuable insight, knowledge and experience over our 50-year history. Ali Group believes **a strong business is built together**. We work in partnership with clients to make use of mutual benefits and keep on growing together. Dealers, distributors and consultants play a key

“Ali Group boasts tremendous product knowledge and has a unique understanding of architects and designers too”

role in strengthening these relationships. Thanks to them we have grown and increased our presence in the world. We want to support them and bring our experience to bear so that we can keep on growing our businesses together. With this as our goal we ensure that we work closely with consultants and our clients through training and support initiatives to help them face an increasingly competitive market. Ali Group boasts tremendous product knowledge and has a unique understanding of the language of architects and designers too. This positions us perfectly to be able to develop and have insight into the needs of any given project.

Global turnkey solutions

We support our clients in a number of ways. One of these is to help them to simplify their business needs by introducing them to our **full-service turnkey businesses**. These offer efficient and creative solutions through a unique method of centralised purchasing. Turnkey solutions can provide a great advantage to our clients as they work with a competent partner able to identify the best products for their project. It also provides a single point of contact to look after orders, installation, personnel training and after-sales service. The turnkey solution businesses within the Ali Group are Alicontract, Metos and Grandimpianti.

Alicontract is the only company able to provide turnkey projects worldwide. With over 20 years of experience, Alicontract combines technical competence and an astute knowledge of local laws, regulations and cultures with product know-how.

Metos is the market leader in Scandinavia, the Baltics and Benelux, and one of the main brands in the hospitality sector in Europe. With over 80 years of experience and vast technological competence, Metos is at the cutting edge of supplying professional kitchens capable of delivering the best results, improving clients’ work flow and profitability.

After 50 years of experience, **Grandimpianti** is a point of reference in Italy for anyone who wants a turnkey project in the commercial or institutional sector. The level of knowledge and expertise ensures the development of innovative custom solutions that completely satisfy every need of the hospitality and catering industry.



Recipe for success: Ali Group's commitment to quality, durability and innovation means that our customers, such as Subway, benefit from great experience and flexibility

High-end: The Bangkok-based Dusit Thani Group of companies hotel brand uses catering equipment from Ali Group brands across its new developments

Collaborative approach: Ali Group works side by side with McDonald's to gain a comprehensive understanding of menu items and anticipated volumes. Moffat has developed an exclusive partnership with McCafé in Australia, New Zealand, Hong Kong and Japan



Education and learning

Sharing our knowledge

Ali Group has a strong culture of food coupled with 50 years of industry know-how and expertise. The Group is proud of its heritage but it's also proud of its commitment to education and learning for the future. All brands within Ali Group host training and education activities for operators all over the world, in their showrooms as well as online. Special cultural initiatives include our famous **Carpigiani Gelato University** in Anzola dell'Emilia near Bologna. In addition, the **EsmachLab** in Grignone applies the philosophy of the Slow Food movement to the culture of baking bread. Constant dialogue with operators allows us to achieve the double objective of increasing professionalism and

competence in the sector as well as enabling us to gather new hints and tips to keep on improving the quality and performance of our products.

We are committed to conveying our rich heritage to present and future generations. In this way we reach two objectives: to continue to improve the quality of our products and to enhance professionalism in the sector.

“Constant dialogue with operators allows us to increase professionalism as well as to improve quality”



On a roll: Students learn how to make handmade pasta using Rosinox kitchen equipment at the Lycée Georges Frêche in the Languedoc Roussillon region. Right: At CGU an excellent gelato comes from a combination of quality and passion



Ali Group and the environment

We are committed to a sustainable future, respecting the environment and developing responsibly as a company. **Investing in long-term research** while also innovating with energy-efficient catering technology is a top priority. This has a positive impact on our clients, allowing them to save money when investing in Ali Group products.

The entire cycle of production of our companies, design, construction and disposal, is focused towards reducing waste and protecting resources. Ali Group's objectives are to reduce CO₂ emissions and waste and increase the amount of recyclable or reusable materials used in packaging and construction.

Our research labs find creative, innovative

“Investing in long-term research while also innovating with energy-efficient catering technology is a top priority”

technological solutions that guarantee superb performance while reducing the consumption of detergents, water and electricity. Ali Group encourages its companies to monitor consumption and set targets for improvement. Protecting the environment will help us save economic and natural resources and guarantee responsible growth.



Globally green: Kitchens and laundry facilities equipped by Alicontract at the South Pole. Right: Ali Group products bring energy efficiency and cost savings, both big benefits for foodservice kitchens



About the Ali Group

Ali Group was founded in 1963 by Luciano Berti. He changed the fortunes of a small and underperforming Milanese automated warewashing company, using that as a springboard to found Comenda. Ali Group is now one of the top two largest groups in global foodservice. It boasts some of the most recognisable brands in the world, employs over 8,000 people in 26 countries and operates 55 manufacturing facilities.

The Group experienced a period of rapid growth through the late 1960s and 1970s. Comenda was an instant success and growth continued uninterrupted throughout the 1970s, during which time over 70% of sales were made abroad. The acquisition of US commercial dishmachines firm Champion in 1980, was the first step in Ali Group becoming a global company.

Through the 1980s, 1990s and 2000s the growth rate continued. The Group doubled its turnover in the 1980s thanks to the acquisition of companies known for excellence in their own sector. In an effort to diversify, other key companies in their

“Each one of the Group’s 76 brands remains in competition with the others, rather than being folded into a unified business unit”

sectors were acquired: in 1989 Carpigiani, a leader in the traditional and soft ice cream business, and Lainox and Ambach, leaders in the cooking equipment market, were purchased. Overseas, the acquisition of Moyer-Diebel, a Canadian company, confirmed Ali Group as a leader in the warewashing sector.

The 1990s brought more progress and diversification. Thanks to Alicontract, the Group started to offer turnkey projects worldwide, providing products, installation and service. The historical cooking brand Mareno became part of Ali Group in 1996. With new strategic acquisitions such as Burlodge and Stierlen, Ali Group entered new markets, such as food delivery in hospitals, clinics and airports. Hiber also brought interesting new opportunities in the refrigeration sector.

From the year 2000, Ali Group strengthened its presence in the North American and European markets through the development of the refrigeration and cooking sectors and its entry into



global foodservice equipment

2010s
2013
ACQUISITION OF RANCILIO
2012
ACQUISITION OF SCOTSMAN GROUP

2000s
2010
ACQUISITION OF EDLUND
2008
ACQUISITION OF BEVERAGE-AIR
2007
ACQUISITION OF FIMI, AFE GROUP - AGA
FOODSERVICE EQUIPMENT
2006
FOUNDATION OF ALI GROUP CHINA, ACQUISITION OF CMA
2004
ACQUISITION OF METOS, BARON, DIHR, FRIULINOX,
OLIS AND POLARIS
2002
ACQUISITION OF ALADDIN TEMP-RITE
2000
ACQUISITION OF FRIGINOX, GRANDIMPIANTI LAUNDRY,
MOFFAT, ROSINOX, WASHTECH

1990s
1999
ACQUISITION OF GBG, PROMAG AND SENCOTEL
1998
ACQUISITION OF BURLODGE, KREFFT; FOUNDATION OF HIBER
1997
ACQUISITION OF STIERLEN; FOUNDATION OF
ALI MIDDLE EAST
1996
ACQUISITION OF CATEMAR IBERICA, HOONVED,
MARENO, OEM, OTT FREEZER
1995
ACQUISITION OF SILKO
1994
FOUNDATION OF ALICONTRACT
1992
ESTABLISHMENT OF COLDELITE EUROPE
1990
ACQUISITION OF DAWSON

1980s
1989
ACQUISITION OF AMBACH, AUREA, CARPIGIANI,
CATTABRIGA, MOYER DIEBEL, COLDELITE
1987
ACQUISITION OF LAINOX
1980
ACQUISITION OF CHAMPION

1970s
1972
ESTABLISHMENT OF ALI COMENDA

1960s
1963
LUCIANO BERTI FOUNDED COMENDA

the bakery industry. Acquisitions such as Hackman-Metos, a Scandinavian company, and AFE (Aga Foodservice Equipment), an English company active in many parts of the world, were fundamental to further expand the Group. At the same time, the acquisitions of Moffat and Washtech also opened the doors to new markets in Australia and New Zealand.

A total of 76 brands are now incorporated into the Group. These **individual companies** remain in competition with each other, rather than being folded into unified business units.

Following the acquisition of ice cube machines manufacturer Scotsman Industries in 2013, Ali Group can now supply at least 90% of equipment in a professional kitchen.

The Group has maintained a presence in China for the last eight years following the acquisition of Williams Refrigeration, which owns a factory in China. Similarly the Middle East remains a robust growth area.

The Ali Group brands



COOKING



BAKERY



MEAL DELIVERY
& PREPARATION



REFRIGERATION



WASHING
& WASTE MANAGEMENT



ALPHATECH



Amana
Commercial
MENUMASTER



ambach



b baron



eloma



Falcon



HACKMAN



LAINOX



MARENO



MOFFAT



oem



OLS



ROSINOX
Grandes Cuisines



Silko



Belshaw
Adamatic



Bertrand
puma



BONGARD



CFI



ESMACH



MONO



Pavailler



Aladdin
Temp-Rite



AUREA



BURLODGE



Edlund



Fimi



Stierlen



temp-rite



BEVERAGE-AIR



FRIGINOX



friulinox



HIBER



Polaris



Tecnomac



VICTORY



williams



Champion



CMA



COMENDA



DIHR



grandimpianti



HOONVED



KROMO



MOYER
DIEBEL



NORDIEN-SYSTEM



rendisk



STARLINE
WASHTECH



Wexiödisk





ICE CREAM
& BEVERAGE DISPENSE



ICE MAKERS



COFFEE MACHINES



CONTRACT, DISTRIBUTION
& SERVICE



CARPIGIANI



callabriga



COLDELITE



Electro Freeze



GBG



GFB



PROMAG



Sencotel



BAR LINE



CRYSTAL TIPS



Icematic



Ice-O-Matic



Scotsman



SIMAG



EGRO



PROMAC



RANCILIO



ALI GROUP
CHINA



ALICOMENDA



ALICONTRACT



CATEMAR



dawson



GRANDIMPIANTI



Krefft



metos



MILLER'S
VANGUARD



SERVICELINE



global foodservice equipment

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