

Zeppelin Industry Division takes over Reimelt Henschel

Merger of two long-established companies that complement in an ideal way

Friedrichshafen/Rödermark, May 2009:

Effective January 1st, 2009 Zeppelin Silos & Systems GmbH, Friedrichshafen, the headquarters of the Industry Sector within the ZEPPELIN Group, has taken over 100 percent of Reimelt Henschel GmbH, Rödermark near Frankfurt, from MBB Industries AG, Berlin – subject to the approval of the cartel authorities. From the integration of Reimelt Henschel into the Zeppelin network emerges an internationally powerful and technologically leading systems and components supplier for raw material handling.

Both companies are leading vendors in the handling of raw materials. Zeppelin's focus lies on the plastics producing and processing as well as rubber industries. Reimelt Henschel offers system solutions for the food, beverage, pharmaceutical, cosmetics, chemical and plastics processing industries. The market leading positions as well as the technological top rankings of both companies are strengthened by the integration.

**Strengthening by supplement:
Synergistic effects for the benefit of everybody**

„The common presence in the markets and the mutual support in the handling of projects will strengthen the companies' common position and business processes will become more efficient “, says Peter Gerstmann, CEO of Zeppelin Silos & Systems GmbH. „With the integration the group will be the leading provider in the field of raw material handling in the food and plastic sectors. This strength is important for international competition. A global presence is the only way to meet the expectations of our key accounts which are operating all over the world with their production facilities.“

The bulk solids technology, being a special discipline within procedural plant engineering, has to cope in particular with the various requirements of its different markets and their applications. The processes in the food, pharmaceutical, cosmetics, chemical, plastics, rubber, and minerals industry are similar – specialized know-how and individually designed solutions are in demand. The acquisition of Reimelt Henschel concentrates the know-how of both companies and makes it available to the different markets. At the same time, the common development of several branches allows the comprehensive use of products and technologies. Synergies in production, R&D as well as sales are thus created and the whole branch can eventually benefit from this.

The decisive factor for the acquisition in the context of Zeppelin's long-term growth strategy was the overlap of both companies with regards to technology. Like Zeppelin, Reimelt Henschel is very engineering-oriented and implements similar technologies in its plants. The new

company must capitalize on these synergies in the future. On the product side, the only overlap is in the field of plastics compounding. The competences in plant design and mixer technology however are complementing one another perfectly.

The acquisition of Reimelt Henschel is a big milestone in Zeppelin's long-term strategy of solid growth. „Our customers need strong partners. This acquisition strengthens the market position of both companies. Everyone benefits from this constellation: The customers in different industries, the employees in the international network and of course the Zeppelin Group“, says Gerstmann.

With the integration of Reimelt Henschel GmbH, which generated in 2008 sales of 104 Million EUR world-wide, the Zeppelin Industry Sector has now over 1.200 employees and a business volume of 300 Million EUR.

Short profile of the companies

The **Zeppelin Industry Division** is specialising in the engineering, production and installation of systems for the handling (storage, conveying, blending, metering and weighing) of premium bulk solids (powders and pellets) for the chemical, plastics, rubber and tire industry. The global markets are served by subsidiaries in Italy, England, India, USA, Singapore and China as well as production sites in Germany, Belgium, Brazil, Saudi Arabia and Turkey. In 2008 the Industry Division generated 239 Million EUR sales and employed globally 670 people.

Reimelt Henschel GmbH employs 560 people world-wide (subsidiaries in USA, Brazil, France, UK, Korea and Hong

Kong). Main target groups of the company are the food and beverage industry, plastics processing (PVC) as well as the chemical, pharmaceutical and cosmetics industries. The product range consists of conveying systems for bulk solids (food and non-food), liquid handling systems, systems for material supply und storage, blending and homogenising, dust removal, weighing und metering as well as food kneaders, automatic fat fryers, PVC-mixers and compounders.

For more information please contact:

Reimelt Henschel GmbH

Jessica Büttner

Messenhäuser Straße 37-45

63322 Rödermark, Germany

Tel.: +49 6074 691-370

E-Mail: buettner.jessica@reimelt.de

www.reimelthenschel.de



Picture 1: Outdoor silos for storage of raw material



Picture 2: Receiving, storage, metering and conveying of raw materials



Picture 3: The new global network of the Zeppelin Industry Division

Zeppelin Silos & Systems GmbH and Reimelt Henschel GmbH		
	Zeppelin Silos & Systems GmbH	Reimelt Henschel GmbH
Owner	ZEPPELIN GmbH	(previously) MBB Industries AG
Sales 2008 in EUR	239 Mio. EUR	104 Mio. EUR
Employees 2008 worldwide	670	560
Headquarters	Friedrichshafen	Rödermark
Locations	Friedrichshafen, Ludwigsburg Freital	Rödermark, Kassel, Landau
Subsidiaries	Italy, Belgium, Great Britain, Turkey, Singapore, India, Brazil, USA, China, Saudi Arabia	France, Great Britain, Korea, Hongkong, China, Brazil, USA
Target markets	Chemicals industry Plastics processor Plastics producer Rubber and tire industry Carriers	Chemicals industry Plastics processor Food and beverage industry Pharmaceuticals industry Cosmetics industry
Products	Systems for Storage - Conveying - Mixing - Weighing - Metering Dust removal for high quality bulk solids (powders and granules) Storage and blending silos Filter Components program	Conveying systems for raw materials (food and non-food) Liquid systems Material supply and storage Mixing & Homogenizing Dust removal Weighing and metering Food kneader Fat fryers PVC-Mixer Compounder Components program
Further information	www.zeppelin-industry.com	www.reimelthenschel.de

Picture 4: At a glance: Zeppelin Silos & Systems GmbH and Reimelt Henschel GmbH