



PRESS RELEASE

N&W GLOBAL VENDING: ACQUISITION OF DUCALE MACCHINE DA CAFFÈ SRL

Valbrembo (Bergamo), 6 June 2017 – N&W Global Vending S.p.A. (“N&W”) – a world leading manufacturer of coffee, other hot and cold beverage and food vending machines, and a leading player in both the Ho.Re.Ca. (Hotel/Restaurant/Café) and OCS (Office Coffee Service) sectors – announces that it has acquired the entire share capital of Ducale macchine da caffè S.r.l. (“Ducale”).

Based in Parma and founded in 1954 by Ugo Sandei, Ducale has a long established history as an innovative manufacturer of coffee and vending machines. The company is known for the high quality of the beverages dispensed by its coffee machines and for its original hi-tech solutions offering an outstanding user experience. Among these solutions is the innovative, patented “sottovuoto Ducale” system (Ducale Vacuum System), a unique product which ensures the supply of constantly fresh coffee, by preserving the quality of coffee beans over time.

With this acquisition, N&W intends to strengthen its competitive position by increasing its current ranges of hot drink vending machines – which already include leading brands such as Necta, Saeco and Wittenborg – with models from the Ducale range.

N&W’s goal is to further develop Ducale, keeping at the head of the company the current CEOs Pietro and Stefano Sandei, and enhancing both the brand and the manufacturing site in Parma. In addition, N&W intends to support the company in developing the product range and in promoting sales abroad, thanks to its network of operating affiliates in 16 countries in Europe and worldwide.

*“The acquisition of Ducale, which follows on from the recent integration of Saeco Vending & Professional business, further supports our strategy aimed at consolidating brands which are well-known for the quality of their products. We are thus continuing on our growth path which allowed us to become a world leader at delivering the highest quality coffee experience out of home”, said **Andrea Zocchi**, CEO of N&W. “We believe that the different innovative technologies developed by Ducale’s R&D unit represent a highly distinctive element and will allow us to take advantage of new important opportunities, including in international markets.”*

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N&W Global Vending is a world leader in the production of coffee, hot and cold beverage and food vending machines and is a major international player in both the Ho.Re.Ca. and the Office Coffee Services sectors. N&W was established in 2000, from the integration of Necta & Wittenborg, but benefits from experience that dates back more than 90 years. N&W Group has more than 1,700 employees and revenues for 2016 of €300 million. N&W, headquartered in Valbrembo (Bergamo), has 7 manufacturing sites, and operating affiliates in 16 Countries throughout the world.