

## TROX TAKES OVER DISTRIBUTOR IN EASTERN EUROPE

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Parts of BSH Group to strengthen the TROX international market presence

With the goal of strengthening the international market presence of the TROX GROUP, TROX GmbH on 22<sup>nd</sup> May 2014 acquired parts of BSH Luft + Klima Geräte GmbH, Vienna, Austria. BSH Luft + Klima Geräte GmbH is one of the leading companies in the ventilation and air conditioning industry in Austria as well as in the emerging markets of Eastern Europe. The newly acquired divisions and companies generated sales of approximately €20 million in 2013. The wholly owned subsidiaries will sell the existing product portfolio. They will be known as BSH Technik Austria GmbH, BSH Technik Polska GmbH (including RC Polska), BSH Technik Ungaria GmbH, and BSH Technik Tschechien GmbH, and will be responsible for Austria, Poland, Hungary, and the Czech Republic, respectively. BSH International, Vienna, with operations in Azerbaijan, Kazakhstan, the Ukraine and Georgia will remain with the current owner.

Says Lutz Reuter, Chairman of the Board of Management of TROX GmbH: 'The acquisition is a logical step to complement the TROX product portfolio with refrigeration products, among others, and to realise the related additional market potential. Our goal is to strengthen our market position as a systems provider in the growing Eastern European markets.'

About BSH GmbH:

The company was founded in 1978 by Hans Metz as an independent privately owned company derived from the former Babcock-BSH subsidiary in Austria. In the course of time, the product range, which originally consisted of fans only, has been continuously expanded, and operations have been extended to other countries with the founding of subsidiaries in the EU member states Hungary, Poland, and the Czech Republic.

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TROX is leading in the development, manufacture and sale of components, units and systems for the ventilation and air conditioning of rooms. With subsidiary companies in 28 countries on 5 continents, 14 production facilities, and importers and representatives, TROX is present in over 70 countries. Founded in 1951, TROX generated in 2013 with a total of 3,700 employees around the globe revenues of €416 million.

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