

AU2MATE ACQUIRED BY N. FOSS & CO.

SILKEBORG & HILLERØD, November 6, 2018 – Today, Au2mate and FOSS announced that the holding company N. Foss & Co. has become main shareholder in Au2mate through a purchase of 51 % Au2mate shares from existing shareholders.

Au2mate will continue to be led as a separate business entity, under the Au2mate name and brand. Both founders will remain involved in the continued operations, with Carsten G. Jensen as CEO and Klaus Dam as business development director.

It is a meeting of matching cultures, and complementary competences. Both Danish companies have a strong focus on excellence and digitalisation and are first-in-class within their respective fields of expertise; Au2mate is leading in process automation & industrial IT and system integration especially within the dairy industry, whereas FOSS develops world-leading analytical solutions for the agricultural and food industries.

“We at FOSS have worked with Au2mate for some years now, and they bring an extensive process know-how to the table,” says FOSS CFO Kenneth Aaby Sachse, and elaborates: “Getting closer to that expertise will allow us – on a much larger scale – to connect the FOSS instrument and its data to the overall operational setup at the production facility. We are working towards the best value add and fully integrated solutions for our customers, and Au2mate’s extensive knowledge within process automation & industrial IT will be a welcome and valuable addition to what we do best at FOSS.”

Through FOSS, new markets will open for Au2mate. Something, which excites new Au2mate CEO, Carsten G. Jensen: “The potential sales synergies in this new setup are truly exciting for us at Au2mate. FOSS has a very strong global customer network within dairy as well as other segments, which will allow us to expand our sales activities more easily. Our expertise around automation processes can also lead to increased process sales for FOSS. It’s a win-win for Au2mate and FOSS, but also a win for both our customer groups, who get the best of both worlds in integrated solutions.”

The investment from N. Foss & Co. will make it possible to create strong synergies between the expert knowledge both companies hold, and down the line there is potential for collaborating on new digital solutions drawing on both Au2mate’s and FOSS’ competences.

ABOUT AU2MATE

Au2mate develops and supplies automation and industrial IT solutions for the process industry in Denmark and abroad. Solutions, which are prepared through teamwork and close partnerships with customers. Au2mate covers the entire range from complete automation & IT projects to consultancy services and advisory assistance. Au2mate holds many years of experience in the field of process automation, which has resulted in a structured work method. With tools for efficient knowledge sharing, Au2mate can guarantee rapid delivery of top-quality solutions at competitive prices. Au2mate was founded in 2001 and has at present offices in Denmark, Norway, Sweden, UK and Dubai and has 100 highly skilled employees.

ABOUT FOSS

FOSS contributes to the sustainable use of our planet’s agricultural resources and thus to the nutrition and health of the people of the world. Through analytics, FOSS adds value to customers by improving food quality and optimising production, from raw material to finished product. By turning measurement into information, businesses can run intelligent, data-driven productions with less waste and bigger yields. FOSS helps food and agricultural producers limit the number of human errors, and scale their business faster and smarter. Nils Foss founded the family-owned company in Hillerød in 1956. Today, FOSS employs 1,500 highly qualified people worldwide, with consolidated sales of DKK 2.2bn in 2017.

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