



BILFINGER

Press Release

October 9, 2018

Bilfinger Proves its Mettle as a Service Partner

- **Bilfinger offers a compelling maintenance concept**
- **Further expansion of market position in Switzerland**

The ability to keep plants humming at high rates of output while ensuring maintenance costs are low – today’s customers expect nothing less from industrial service providers like Bilfinger. Thanks to the Bilfinger Maintenance Concept (BMC), the company pursues two salient objectives: to boost the reliability of the facilities served while optimizing the associated maintenance costs.

This comprehensive concept governing its service and quality has enabled Bilfinger to secure a major contract from CABB against several reputable competitors. Starting in January of 2019, Bilfinger will take charge of the maintenance services for the CABB operations site in Pratteln, Switzerland. The two enterprises intend to work together to further develop and expand the location by bundling their respective innovative technologies and methods as well as their qualified personnel.

“This new contract sends a strong signal. Our customers are putting their trust in our expertise when it comes to providing maintenance services to pharmaceutical and chemical plants all over the world,” concluded Bilfinger CEO Tom Blades. “Our custom-tailored BMC approach convinced CABB on the merits. This achievement will make a long-term contribution to the positive track we are on.”

A key success factor in this context is the ability to integrate skilled workers who will be leaving the former service provider to join Bilfinger; they will contribute their detailed knowledge about the respective plant facility. This will allow the industrial service provider to profit from significant efficiency gains, which in turn will benefit its customers. In Pratteln, Bilfinger will be deploying personnel skilled in the fields of preparation automation, mechanical engineering, pipe-fitting, and logistics.

The planned cooperation in Pratteln represents a further rung on the ladder for Bilfinger in terms of enhancing its position on the Swiss market. The Basel metropolitan region happens to be an



BILFINGER

operating hub for many international enterprises from the pharmaceutical, chemical, and biotech industries, one of the country's most promising growth sectors. Bilfinger has already concluded several service agreements in Switzerland, e.g. with Siegfried, a Swiss pharmaceuticals manufacturer in Zofingen. Just last year, the two companies agreed on an internationalization strategy that will allow them to expand their cooperation beyond the borders of Switzerland.

Bilfinger is a leading international industrial services provider. The Group enhances the efficiency of assets, ensures a high level of availability and reduces maintenance costs. The portfolio covers the entire value chain from consulting, engineering, manufacturing, assembly, maintenance, plant expansion as well as turnarounds and also includes environmental technologies and digital applications.

The company delivers its services in two business segments: Engineering and Technologies and Maintenance, Modifications & Operations. Bilfinger is primarily active in the regions Continental Europe, Northwest Europe, North America and the Middle East. Process industry customers come from sectors that include chemicals & petrochem, energy & utilities, oil & gas, pharma & biopharma, metallurgy and cement. With its 36,000 employees, Bilfinger upholds the highest standards of safety and quality and generated revenue of €4.044 billion in financial year 2017.

You can find additional information, photographs and videos at



BILFINGER

