



FAJOTA®

2024

Our mission is the success of our customers. This motto has taken us around the world: we only believe in growing together

FAJOTA AROUND THE WORLD



KNOW-HOW / EXPERIENCE

We have a track record with +45 years of experience across different segments – Industrial & HORECA



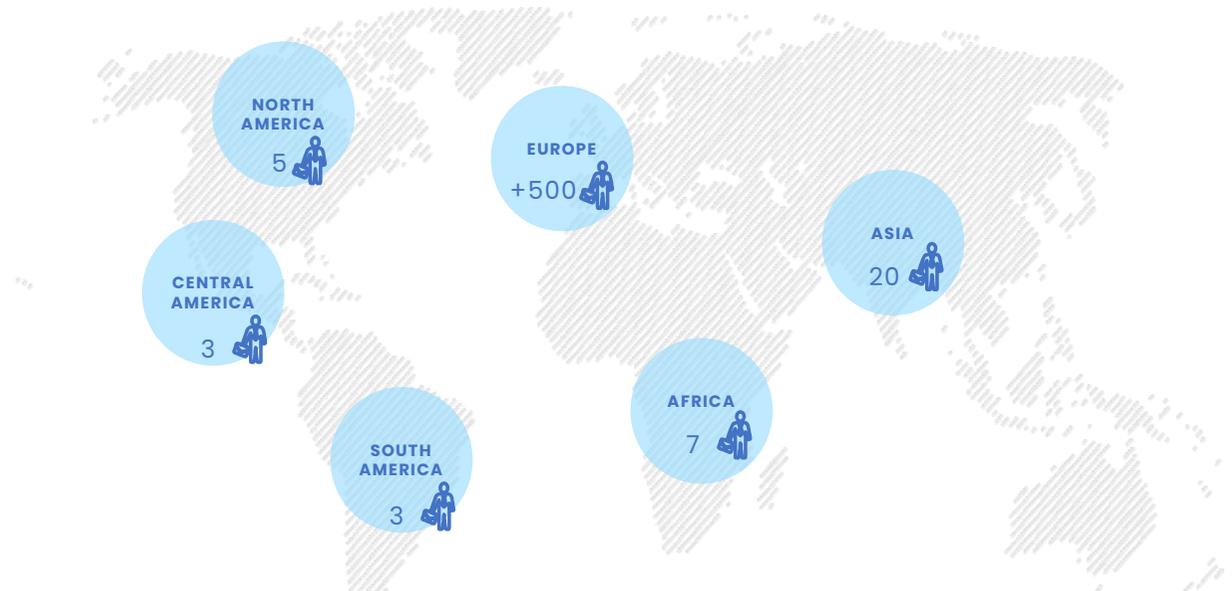
CLIENTS

Solid and close relationship with our clients spread-out across +40 countries, with focus on mature markets such as Portugal, Spain, Italy and France



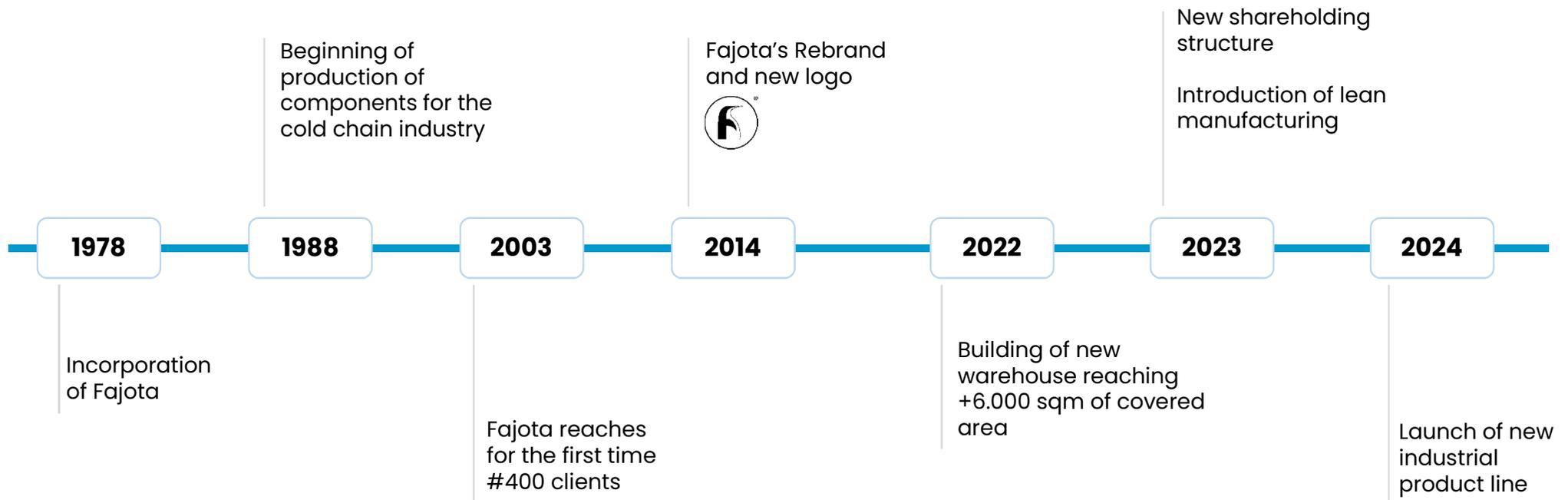
TEAM

Multi-functional team with more than 50 skilled professionals working all year to ensure the best quality delivery on time



FAJOTA'S KEY FIGURE			
+45 years of experience	+6.000sqm	+50FTE	+500 clients
PRODUCT QUALITY AND RELIABILITY ARE OUR MAIN DRIVERS			

Fajota has a history of more than 40 years with the mission to revolutionize the cold chain industry



Our value proposition relies on 4 main pillars: Product Quality, Flexibility, Reliability and innovation

01

Quality Products

Precision engineering, durable materials, compliance with industry standards, and rigorous quality control processes.

Innovative Solutions

Through product design, manufacturing processes and technological advancements, Fajota is committed to provide cutting-edge solutions to its clients.

02

03

Reliability

Fajota's track record of reliability, on-time delivery, and responsive customer support, fosters trust and long-term partnerships with clients.

Customization and Flexibility

Fajota' ability to customize products to meet individual client needs, as well as its flexibility in adapting to changing market conditions or customer preferences.

04

Values are crucial for attracting and retaining clients, distinguishing Fajota from competitors and driving business growth

Fajota is a manufacturer of components for the entire cold chain industry



OUR VALUE CHAIN



Industrial segment of the cold chain comprises from cold room producers to door and panels manufacturers

Fajota currently offers shelves, sanitarium profiles, connecting boxes, among other components to industrial clients

We are currently developing a new product line of additional components expected to be launched 2nd semester 2024



The supermarket segment covers the cold chain equipment manufacturers that supply the supermarkets

Our main product offering include hinges, feet, doors and latches specially designed to this segment

Continuous product innovation for this segment will be critical to achieve growth



The HORECA business segment is the more fragmented and more prone to product innovation as the look & feel is key for this segment

This is the core segment in terms of product offering with +70% of our products

Our product portfolio contains more than +1.000 internally produced products

OUR PRODUCTS



HINGES

Full range of vertical and horizontal hinges, pivot hinges, torsion bar, swinging door hinge and hinges for chest freezers



HANDLES

Handles for chest freezers, recessed pull handles, door handles and knobs



FEET

Levelers, round, square, rectangular and hexagonal adjustable feet



DOORS & LATCHES

Latches for counters and cabinet doors, oven latches and strikes



ACCESSORIES

Fajota produces a wide range of accessories like: sliding door tracks, racks, brackets, tubes and valves, accessories for showcases etc.



+1.000
REFERENCES

We control 90% of the production process to ensure product quality and reliability of our offer

OUR PROCESS



CUTTING & PRESSING MACHINES

- 7 cutting and pressing machines from 45ton to 160ton and dimension from 700x400x280 to 1.300x760x770
- Materials: Galvanized and Stainless steel, as well as black and pickled sheet metal



PLASTIC INJECTION

- 12 injection machines, including robots, with capacity from 65ton to 550ton
- In terms of materials, we are used to working with PA, PE, PP, ABS, PP, among others



SURFACE & GALVANIC TREATMENT

- We provide surface treatment for zamak products including nickel, chromium and zinc bath
- Zamak is one of our main products



POLISHING

- 1 polishing robot that provides polishing, sand and shining as well as 5 manual polishing machines that provide the same surface treatment



ASSEMBLING LINE

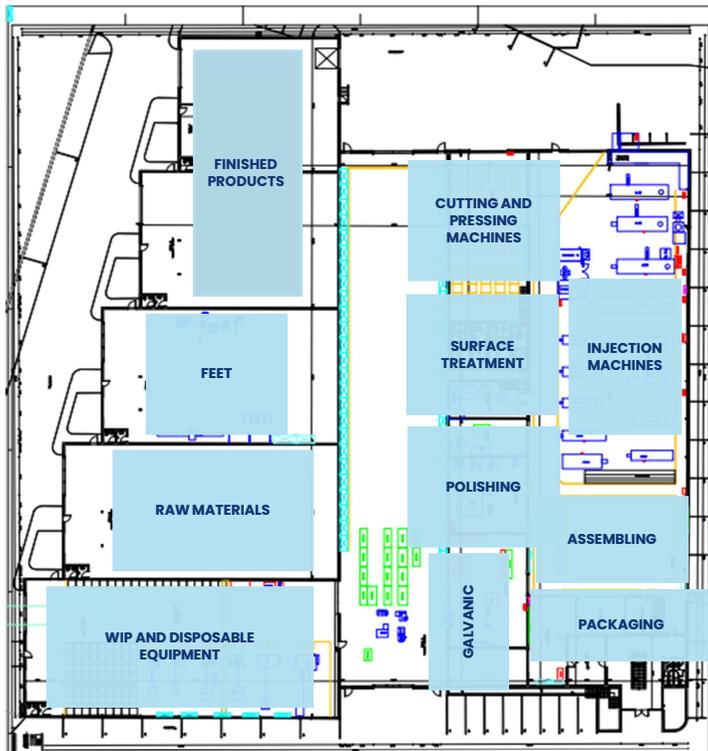
- 6 dedicated assembling lines of production that ensure a flexible production focused on streamlining and maximizing production

Implemented a new layout to the production facility that maximizes productivity

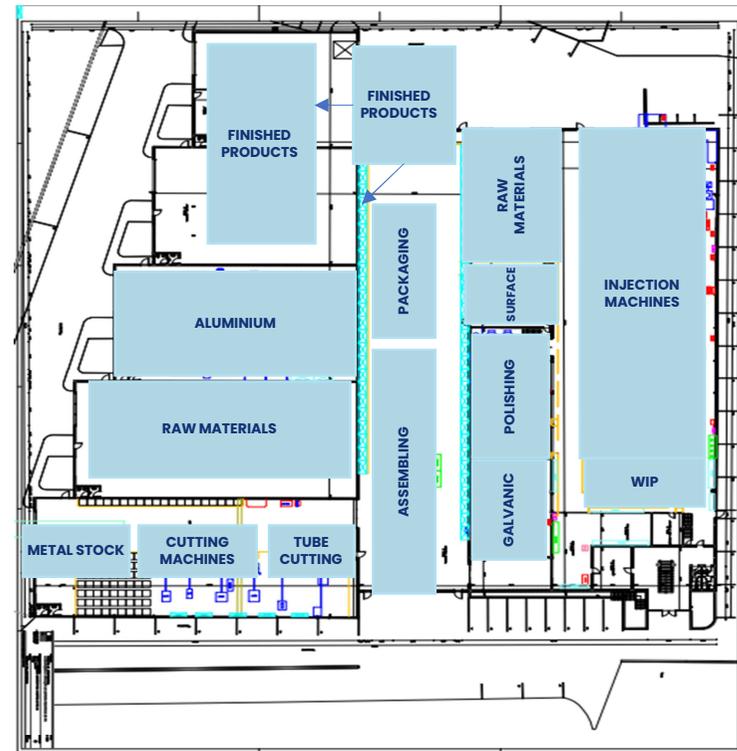
LAYOUT TRANSFORMATION

During mid-2023 and beginning 2024 the factory was under a complete operational turnaround to maximize efficiency and productivity

CURRENT LAYOUT



FUTURE LAYOUT





CONTACTS:

> DUARTE BRUGES
CO-CEO
(+351) 912 318 804
Duarte.bruges@fajota.pt

> FRANCISCO MATIAS
CO-CEO
(+351) 962 986 443
Francisco.matias@fajota.pt

 Zona Industrial de Assequins Ap. 163
3754-909 Águeda

 www.fajota.com