



**AJOTA®**

**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



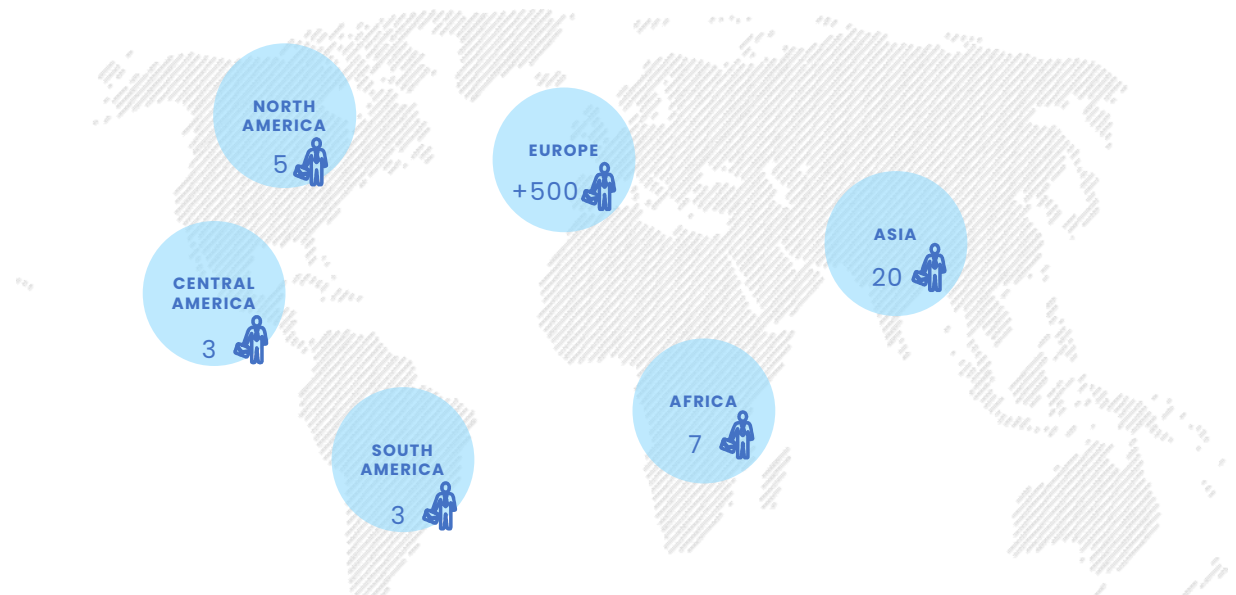
### CLIENTS

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

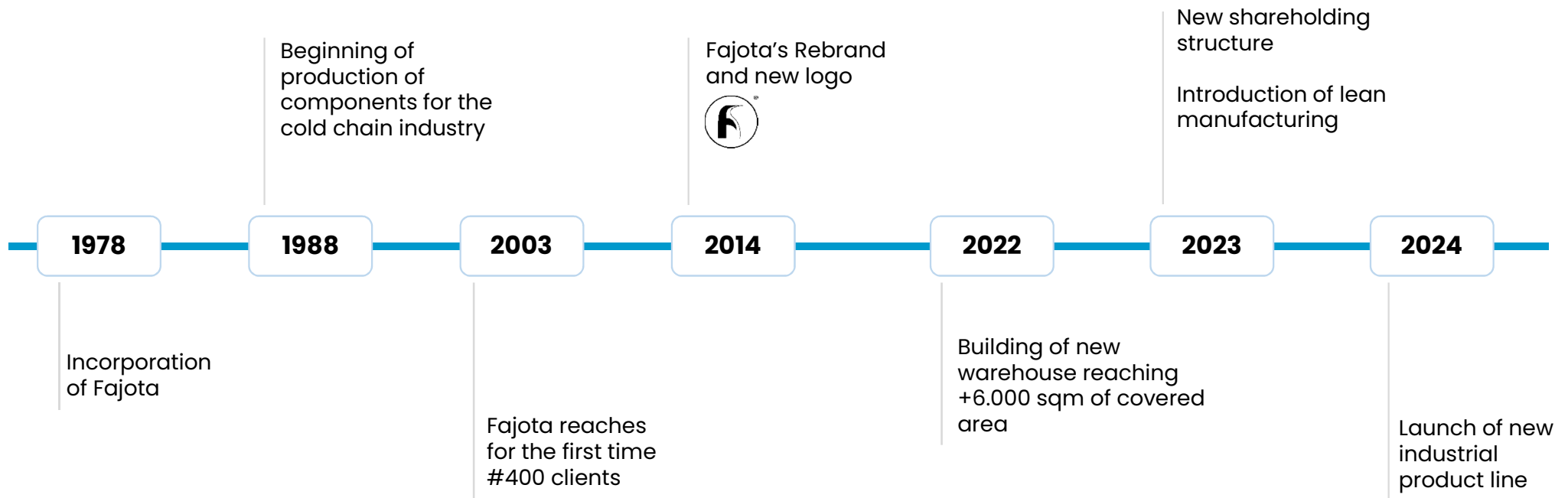
+6.000sqm

+50FTE

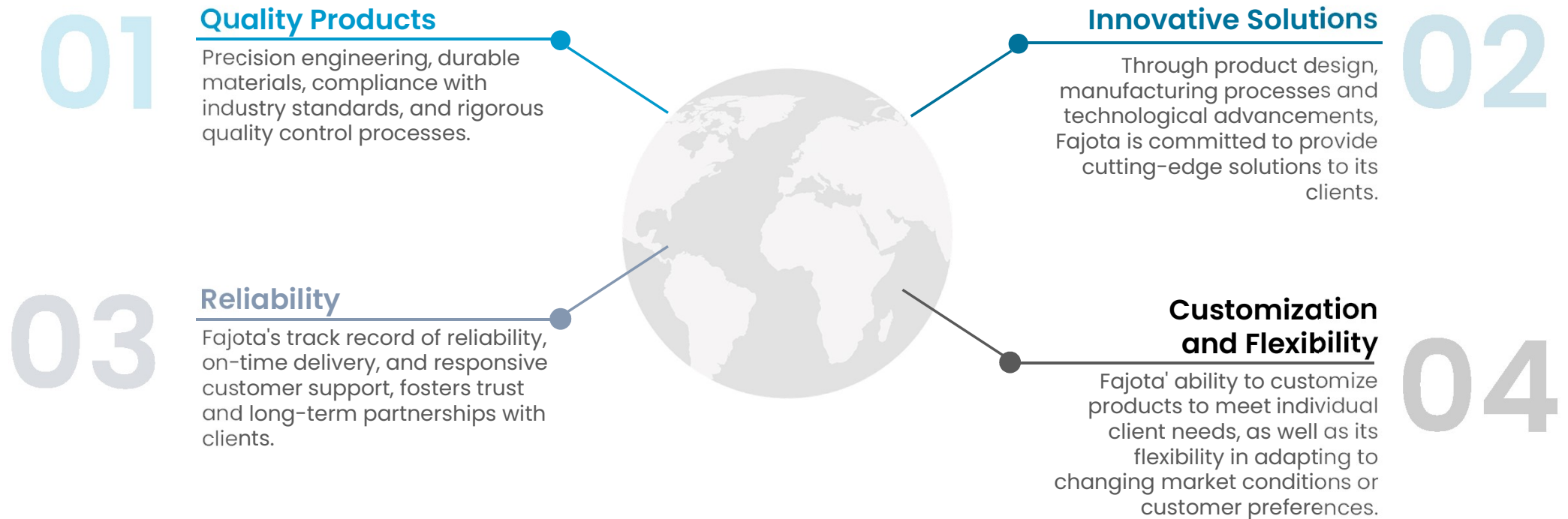
+500 clients

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



**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 2<sup>nd</sup> 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

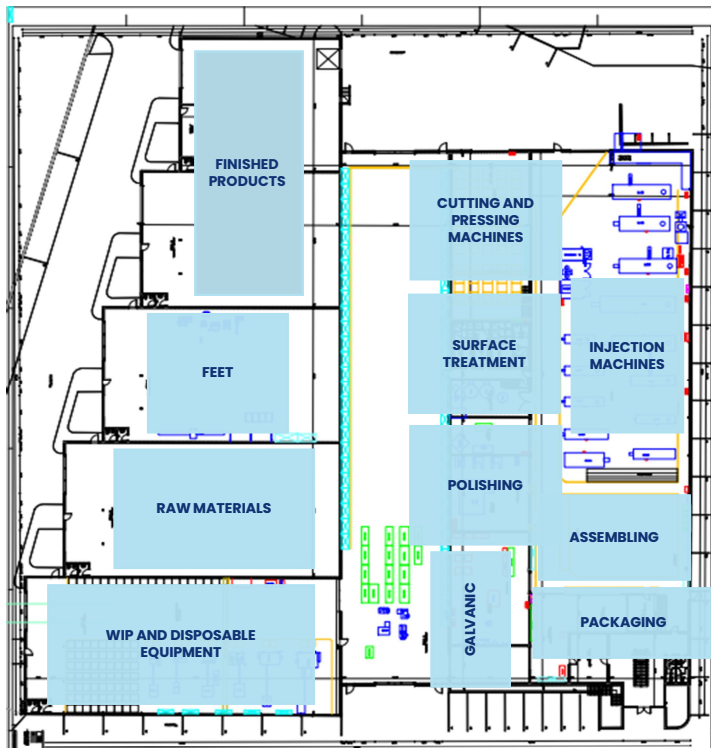
- 6 dedicated assembling lines of production that ensure a flexible production focused on streamlining and maximizing production

# Implemented a new layout to the production facility that maximizes productivity

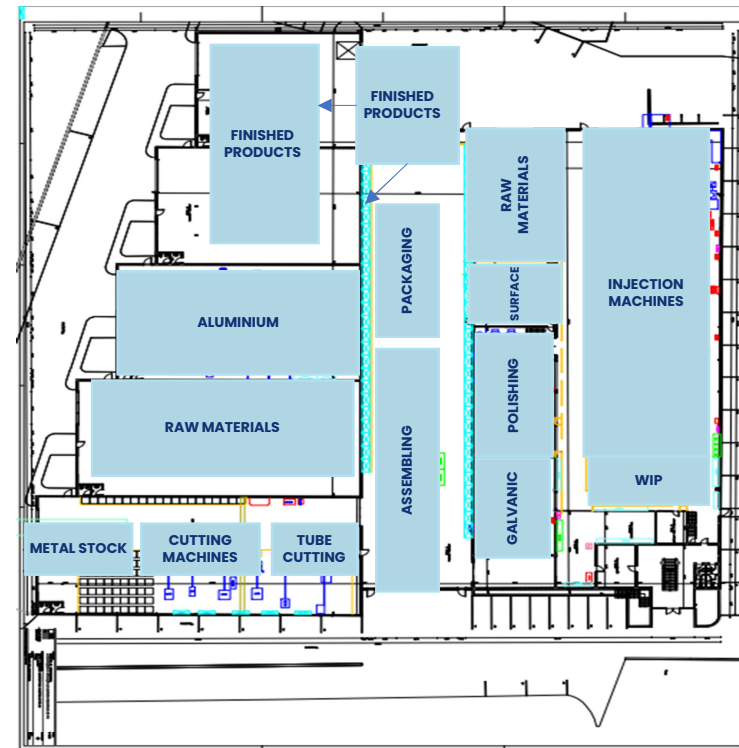
## LAYOUT TRANSFORMATION

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

CURRENT LAYOUT



FUTURE LAYOUT







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