

EFESO Consulting and ROI Management Consulting join forces

Munich, June 7, 2019 - ROI Management Consulting AG, the top address for Operational Excellence and Industry 4.0 in Central Europe, and EFESO Consulting, a global consulting firm specializing in operations, are joining forces. The new association will employ around 500 people at 30 locations worldwide. It creates the leading European consultancy with a focus on research & development, manufacturing, logistics and industry 4.0.

EFESO, founded in the mid-1980s, is a partner-led consultancy based in Paris and supported by the Eurazeo PME fund. EFESO has gained an excellent reputation, particularly in the process, life sciences and consumer goods industries. ROI has an excellent customer base in the automotive industry, industrial goods and MedTech. Both companies have grown strongly over the past decade and have successfully supported numerous renowned customer companies in their industrial transformation.

Following the completion of the association, which was essentially carried out through an exchange of shares, the current majority owners of ROI will be among the largest single shareholders in EFESO's group of partners. The board members of ROI, Michael Jung and Hans-Georg Scheibe, will also join the Executive Committee of EFESO. ROI Management Consulting AG is continued and thus becomes the largest national company under the umbrella of the EFESO Group with responsibility for business in the German-speaking countries and Eastern Europe. Michael Jung and Hans-Georg Scheibe will continue to be responsible for ROI's business as board members. ROI's national subsidiaries in Austria, Switzerland and the Czech Republic will also be continued.

"Our clients' questions about operations topics are becoming increasingly complex and multifaceted. They require networked know-how, cross-sector expertise and global solutions," explains ROI CEO Michael Jung. "Together, EFESO and ROI can meet these requirements even better. Our work areas, competencies and geographical presence complement each other perfectly."

"EFESO and ROI share all important values, pursue the same vision of the future and both have a strong European cultural identity," said ROI CEO Hans-Georg Scheibe. "The association with EFESO opens a new chapter in the history of ROI and an exciting long-term perspective for customers, employees and shareholders of both companies".

"The association with ROI is a strategic milestone for EFESO. Our common goal is to be a cross-sector, globally leading consulting company and innovation leader in all areas of operations management, globalization and digitization," adds Bruno Machiels, Co-CEO of the EFESO Group.

"We're enthusiastic about this coming together, as it will accelerate exponentially our ability to serve clients in the most important markets with the latest approaches and methodologies", concludes Luca Lecchi, Co-CEO of the EFESO Group.

"With this association, ROI AG is entering the global consulting landscape and can now practice its core topic Industry 4.0 worldwide - a great success for a German consulting firm," comments Jonas Lünendonk, Managing Partner of the market analysis company Lünendonk & Hossenfelder, Mindelheim.

About ROI

As an expert in research and development, manufacturing and industry 4.0 with more than 3,000 successful projects, ROI helps industrial companies optimize their products, technologies and production networks and leverage the potential of digitization for more efficient manufacturing and intelligent products. Operational excellence and quantitative, sustainable results are the goals by which ROI can be measured. ROI Management Consulting AG has received several important awards for its highly implementation- oriented projects, such as the "Best Consultant" award from "brand eins" and the "Best of Consulting" award from "WirtschaftsWoche", and has been ranked top in the WGMB study "Hidden Champions of the Consulting Market".

To make the topic of industry 4.0 tangible and more relevant for the corporate sector, WGMB ROI operates an industry 4.0 learning factory in which the technological foundations and principles of digitization can be applied effectively in practice. The course is designed to be combined with the lean production approach and taught in a practical way. ROI also presents the "Industry 4.0 Award" to groundbreaking projects from industry 4.0 practice. The prize has been awarded in Germany since 2013 and in China since 2017.

Founded in Munich in 1999, the ROI Group employs more than 150 people worldwide in Munich, Stuttgart, Beijing, Prague, Vienna and Zurich. The spectrum of customers ranges from renowned medium-sized companies to DAX corporations.

www.roi.de