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business



Royal Reesink
Corporate presentation 2020



History



In 1786 Reesink was founded

1786

Besides working as a blacksmith and trader in steel products, agricultural machinery are traded and serviced.

1959

The company goes public as a trading company in iron, other metals and plastics. In addition Royal Reesink trades in (agricultural) machinery, tools and electrotechnical, household and sanitary articles.

2003

The head office in Apeldoorn is occupied and the company receives the '**Royal**' designation.

2016

Royal Reesink is publicly delisted and continues as a private shareholder structure in which the management participates. The divisions have a high degree of operational responsibility.

2019

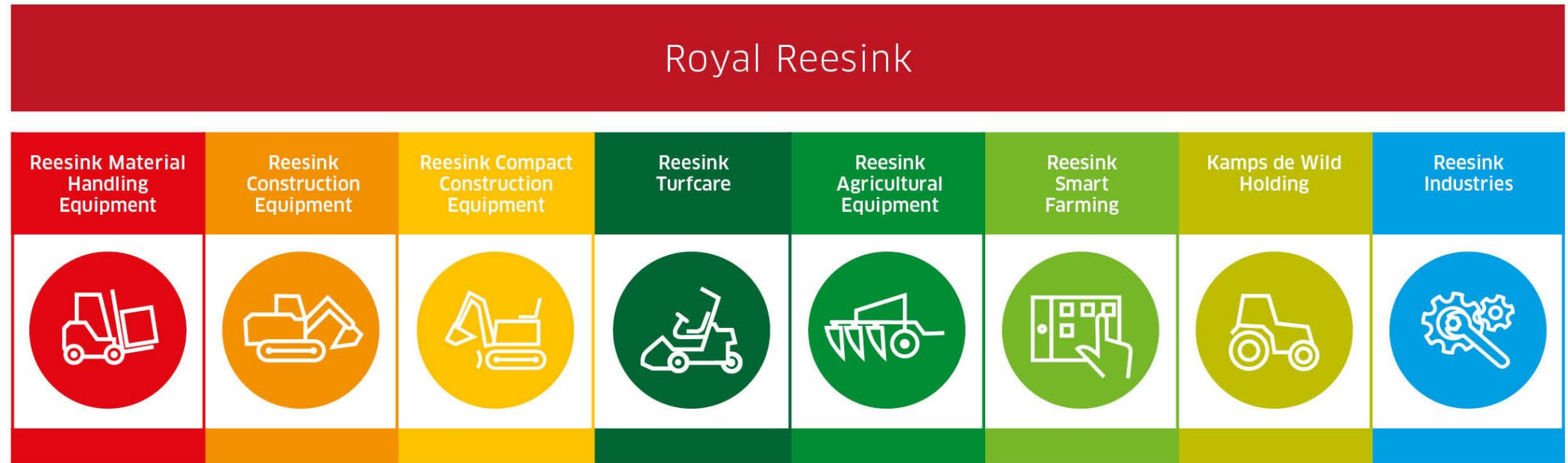
Royal Reesink offers a total concept for agriculture, landscape maintenance, logistic warehousing and the construction equipment industry.



REESINK



Organisational overview



Operating as a decentralised organisation with strong group companies



Our team

Experienced management team in charge of Royal Reesink's strategic and operational management

Board of Directors



Gerrit van der Scheer
Chief Executive Officer



Roy van den Bosch
Chief Operations Officer
Chief Financial Officer

Divisional Directors



Erik van Leeuwenstijn
Director Reesink Material Handling Equipment



Frank Frijlink
Director Reesink Construction Equipment



Royal Reesink
Director Reesink Compact Construction Equipment



Roon Hylkema
Director Reesink Turfcare



Pieter Koeman
Director Reesink Agricultural Equipment



Erwin Ros
Director Kamps de Wild Holding International
Director Reesink Smart Farming



Dick Melessen
Director Kamps de Wild Holding Netherlands



Maarten Vinkesteyn
Director Reesink Industries

Holding Management Team



Gerwin Linnenbank
Director M&A



Marije Janssen
General Counsel and Company Secretary



Gerwin Halfwerk
Group IT Director



Marie-Louise Mans
Group HR Director



Ronald Ruesink
Finance Director



Judith Dijkstra
Manager Marketing & Communications



Mission

To be a 'major full line distributor in equipment, and a full package service provider and system integrator in industries'



Diversification of operations on the basis of an installed base model



Internationalization of operations



Further development of organizational competences



Strong brands and concepts



Expansion in adjacent markets with the possibility of synergy for cross-selling, cross-rental and lease-concepts

Vision



The growing world population calls for intelligent solutions in the field of agricultural production landscaping and turfcare, logistics and infrastructure.



With its exclusive product ranges and services, Royal Reesink enables its suppliers and customers to be successful in fulfilling those demands.



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Strategy



Royal Reesink's strategy involves both organic growth and growth through acquisitions

Organic growth:

- Lifecycle management
- Other regions
- Cross selling
- Developing innovative solutions and concepts

Growth through acquisitions:

- Other regions
- Entering emerging markets
- In co-operation with our main OEM suppliers
- Additional product lines



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The binding factor is the serial number

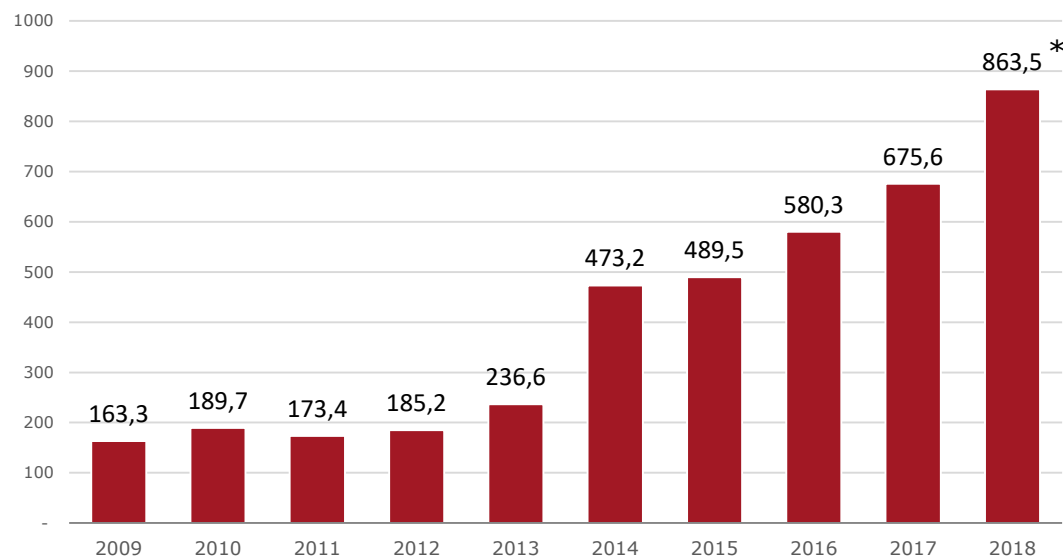


Royal Reesink overview

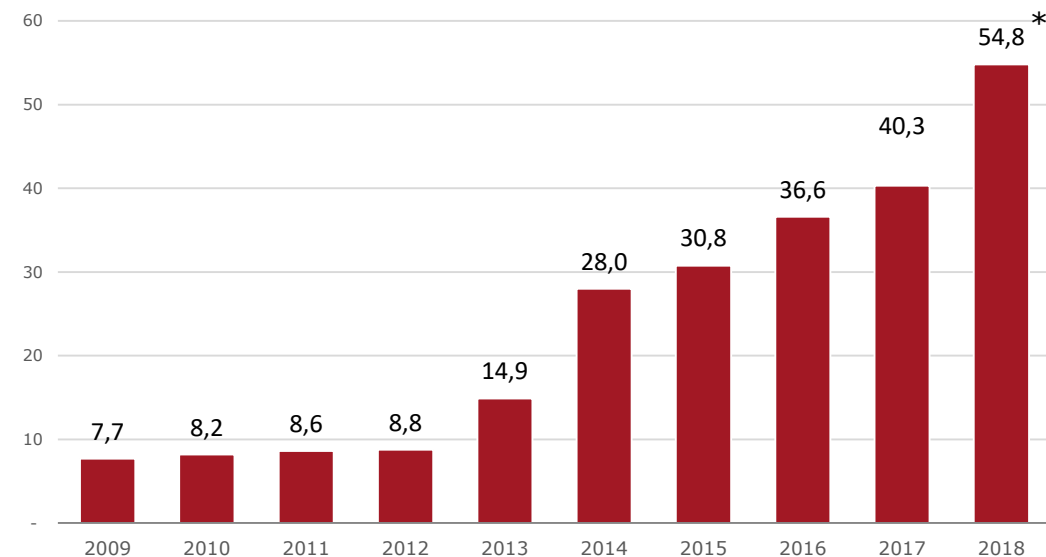


Significant growth in past ten years following a series of transformative acquisitions

Sales (EURm)



EBITDA (EURm)



* Pro forma

Reesink Material Handling Equipment



Customers:



Logistic Centers



Warehouses



Building Industry
(and other industries)



Logistics



Food sector

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Reesink Construction Equipment

KEMP
REESINK CONSTRUCTION EQUIPMENT

HANS VAN DRIEL
REESINK CONSTRUCTION EQUIPMENT

DE BRUYCKER-KEMP

Huur & Stuur
REESINK CONSTRUCTION EQUIPMENT

Grondverzet- en spoorwegmachines
van Tetering
WWW.TETERING.NL



Customers:



Agricultural
contractors



Civil construction
contractors



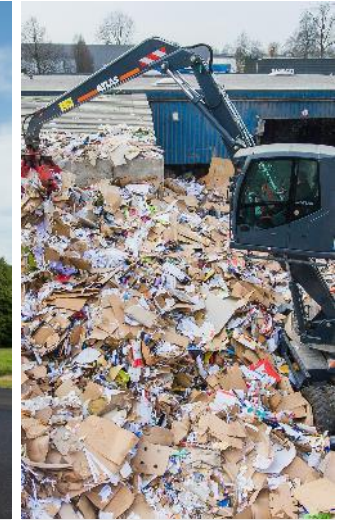
Building
industry



Rail
maintenance



Road
maintenance



Recycling
industry

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Reesink Compact Construction Equipment

MEERRENT

MEERMANTECHNISCHBURO

MEERMANMACHINES



Customers:



Agricultural &
landscaping
contractors



Civil construction
contractors



Building Industry



Cabling
contractors



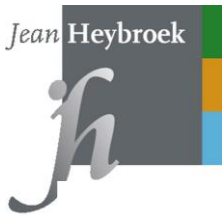
Rental



Collision
protection
systems

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Reesink Turfcare



Customers:



Golf courses



Landscape gardening



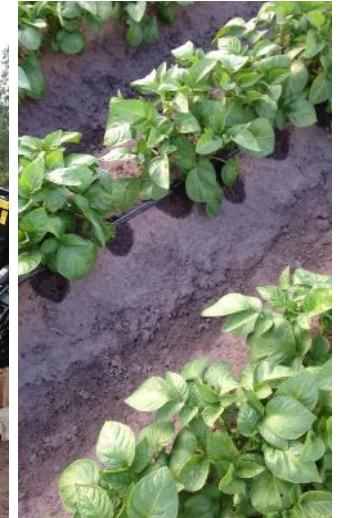
Professional gardeners



Communities



Cabling contractors



Farmers horticulture

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Reesink Agricultural Equipment



Customers:



Livestock



Arable farmers



Farmers



Farmers



Farmers
contractors



Farmers
contractors

Reesink Smart Farming



Customers:



Farmers



Precision farming



Fruit and vineyard farming



Landscape contractors

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Kamps de Wild Holding



Customers:



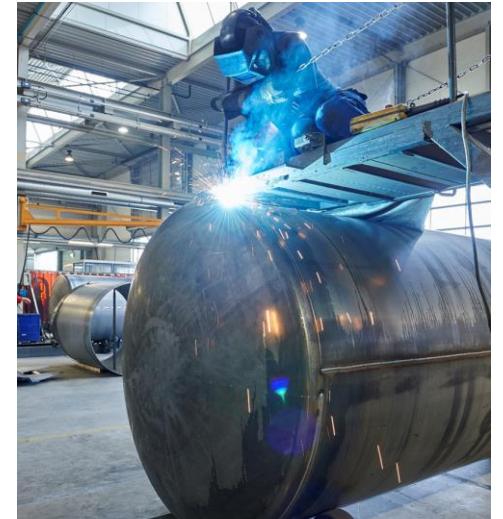
Farmers contractors



Farmers contractors



Farmers



Machinery
production Industry
(e.g. agricultural machines)

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Customers:



Building
industry



Agricultural sector



Offshore and
shipping industry

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