



## PRESS RELEASE

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### **Merger of BTI and Berner Construction creates new construction trade giant in Germany**

The Berner Group is increasing its clout in the construction segment in Germany. From June 2023, BTI and the Berner Germany Construction Division will become the new brand BTI by Berner - and at the same time one of the largest B2B trading companies in the construction industry on the German market. In the future, around 1,000 employees will provide their building trade customers with fastening materials, tools, chemicals, work clothing and many other products and services. In the field of individual system solutions for roof and window installation as well as for fire protection, BTI by Berner is one of the market-leading specialists.

"We are joining forces in the construction segment in Germany and thus strengthening our market position. Our construction customers benefit from a comprehensive expansion of the product and service range. By having access to each other's top products, our sales department is now in a position to offer even more comprehensive problem solutions on-site at the customer's premises in the future", says Christian Berner, CEO of the Berner Group. Until now, BTI and Berner's construction division have operated separately on the German market.

From June onwards, BTI-by-Berner customers in Germany will be able to obtain everything from a single source: BTI scores with customers above all in the areas of sanitary heating, air conditioning and electrical installation, roof and window installation, wood connection technology and fire protection. The Construction Division of Berner Germany is strong in construction chemicals, metal construction, tools and DIN parts.

The decision is part of the Berner Group's growth strategy in the construction segment. In order to achieve this goal, the company invested a double-digit million amount in Germany in the expansion of logistics, in specialist training offers for employees and in the expansion of IT and the product range. "Bundled and united, we will thus also massively accelerate and consistently continue the digital transformation. The team has worked hard together to achieve this, which is why we are now one of the leading medium-sized companies in Europe when it comes to transformation and digitalisation of the business model," emphasises Christian Berner.

BTI and Berner, whose company headquarters in Ingelfingen and Künzelsau-Garnberg are only a few kilometres apart, have been growing together step by step for about three years. Initially, important common functions were merged, for example in the areas of human resources, finance or communication. Under the unified leadership of Managing Director Dr. Wolfgang Zahner, less bureaucracy and fast decision-making processes were the positive consequences. Therefore, synergies were successively exploited in other departments and areas as well.