

HOTWORK (USA) joins ROBUR

Munich/Lexington (KY), 26 January 2023

HOTWORK USA LLC has joined the Munich (Germany) based industry service group ROBUR Industry Service as of December 2022. HOTWORK is partnering with the ROBUR companies EXCELSIUS and FIOS to service clients with industrial furnaces. The move gives the group a truly global approach in furnace service offerings for clients in the glass, metals, cement, and hydrocarbon industries.

"HOTWORK is looking forward to join forces with ROBUR and our new colleagues of EXCELSIUS and FIOS. ROBUR gives us the platform to grow further, providing additional resources while at the same time keeping the structure, processes, team and management in place that our clients and colleagues have appreciated and valued so much since HOTWORK was founded" says Tom Graham, President and CEO of HOTWORK.

"The glass, metals, cement, and hydrocarbon industries are truly global industries, and we are facing the challenge of offering a state-of-the-art global capability for our clients. Together with ROBUR and our now sister companies EXCELSIUS and FIOS, we are strengthening our global offering for industrial furnaces" adds Justin Jones, Vice President at HOTWORK.

The talks to join ROBUR can be described as open and collaborative from the very first minute. "Tom and Justin quickly saw that the whole group is a true partnership, that we share the same values and work ethics. We therefore very quickly came to common grounds and are happy, that HOTWORK is now part of ROBUR and our hot service offering" explains Florian Kopp, co-founder of ROBUR and Managing Partner of Greenpeak Advisory Group, investors in ROBUR.

"ROBUR started in the DACH region but, together with the needs of our clients, we are growing to become more and more international. HOTWORK is a great addition not only to our offering in the process industry, but also for our activities in the Americas where we have to date very much focused on servicing the wind industry" states David Corbett, ROBUR's CEO and President of Americas.

Founded only in 2015 ROBUR now has more than 3,000 colleagues working for the leading industrial and energy clients and will report revenues of more than 300 million Euros in 2023.

"Industry service has developed from a pure service industry into a partnership with clients to manage the challenges of transformation. With our know-how, our experience, and our range of services - be it about classic industrial services, or especially with the modernization, digitization, and automation of our customers' systems, ROBUR is the perfect one-stop-partner for all industries that need maintenance and other services for their assets" explains Jan-Jörg Müller-Seiler, Managing Partner, and CEO of ROBUR. "As ROBUR we still have a lot planned, and HOTWORK and the team around Tom and Justin will help us to further grow our global footprint" concludes Müller-Seiler.

"As an industrial service specialist, ROBUR is constantly striving to expand the group of specialists to include such experts who supplement our portfolio with additional services or new regions that our clients ask us to cover. With HOTWORK, we quickly realized that we share a common set of values and the idea of cooperation. We have accordingly laid the foundations for a common future. Welcome to ROBUR" adds Florian König, CEO of the business unit Process and Senior Partner of ROBUR, explaining this step towards further expansion of the group.



About ROBUR Industry Service Group GmbH (ROBUR):

Founded in 2015 in response to the ecological change of industries and the changing challenges of high-quality and increasingly digital industrial services, ROBUR now ranks among the top 10 industrial service providers in Germany with sales of over EUR 300 million in 2023 and an established global presence.

Both the financing and the leadership of the group are characterized by partnership and entrepreneurialism. Our member companies benefit from the size and internationality of the group and can leverage sales, capacity utilization and management synergies.

Over 3,000 colleagues globally work in the wind, water, energy, industrials and process industries. As expert partners for our customers, we create holistic solutions from the planning and realization to maintenance and operation, to the relocation and decommissioning and support our customers with digital, automation and data-insights solutions in shaping their digital transformation. The challenges of ecological change are our drive for creating efficient, optimized and holistic solutions for the benefit of our customers, the environment and the future generations.

About HOTWORK

With its headquarters in Lexington, Kentucky USA, Hotwork serves clients operating industrial furnaces all over the world. Since formation in 1965, Hotwork has executed more than 20,000 successful projects. Hotwork specializes in refractory dryout and other furnace services utilizing proprietary equipment and employees with years of experience & knowledge. The company's foundation is in the glass industry, but Hotwork has become the leading provider of furnace services in all refractory consuming industries. With 400 sets of portable equipment and the expertise to engineer even the most complex projects, Hotwork is ready to respond virtually anywhere in the world.

