



Press Release

Alpha reaches an agreement to buy Laminam, leader in the global market of large-size ceramic slabs.

Chief Executive Officer Alberto Selmi will reinvest his proceeds and further increase his stake in the company.

Milan, 23rd April 2019 - Alpha Private Equity Fund 7 (“APEF 7”) today reached an agreement for the acquisition of Laminam SpA from Stefani family and Alberto Selmi. The transaction involved the following companies: Laminam SpA, Laminam Rus, Laminam USA Inc., Laminam China, Laminam Service.

The completion of the transaction, which is subject to the normal antitrust approvals, is expected before the end of June. Alberto Selmi will continue to lead Laminam, together with the management team, and will reinvest his proceeds and further increase his stake in the company.

Laminam, founded in 2001 by Franco Stefani and based in Fiorano Modenese (MO), holds a leading position in the global market of large-sized ceramic slabs used in architecture, in interior and exterior cladding, and in the high-end furniture and design sector. In 2018 with the company had consolidated revenues of approximately Euro 110 million, an increase of 29 per cent compared to the previous year, and an EBITDA of approximately Euro 26 million.

Alpha and Alberto Selmi intend to further strengthen the group's global leadership position in order to seize the opportunities of a rapidly growing market, continuing to invest to reinforce the group's international presence building on its commercial and product expertise developed since its foundation.

Laminam was the first company to industrialise the production and commercialisation of large ceramic slabs. This unique and cutting-edge technology was the vision of Franco Stefani and as a consequence, the company now holds a leading position in this sector.

Edoardo Lanzavecchia, Managing Partner of Alpha, commented: *"We are extremely pleased with the acquisition of Laminam, the undisputed leader in the production of large-size ceramic slabs with a brand recognised by architects and interior designers all around the world. Alpha will work alongside Alberto Selmi and the entire management team to further boost the company's international development. Laminam will continue to leverage the technological advantage and innovative content of its ceramic slabs that Franco Stefani and Alberto Selmi, together with the management team, have created".*



Alberto Selmi commented: "I would like to thank Mr. Stefani for having invented a disruptive technology that we have transformed into a new product category. The objective of Laminam team remains to be the world's leading brand in the production of large ceramic surfaces, taking advantage of all the opportunities that this new market offers. I would like to conclude by thanking Edoardo Lanzavecchia, Valentina Pippolo and the whole Alpha team for their trust and all the people at Laminam that work with commitment and dedication to this fantastic entrepreneurial adventure".

Franco Stefani commented: "This transaction confirms my desire to ensure business continuity. My primary commitment is to ensure local manufacturing excellence with the vision of strengthening its world leadership. After a careful analysis, Alpha has proven to be the right buyer for its experience in international markets. Laminam will continue its journey as the leading company in large-size ceramic surfaces innovator".

Alpha was assisted by Pedersoli Studio Legale, Banca Akros, Deloitte, Boston Consulting Group, Fineurop, Gattai, Minoli, Agostinelli & Partners, ERM and Essentia Advisory, as debt advisor. The Stefani family was assisted by Enrico Bemporad, Studio Pincelli e Associati, PwC and Alberto Selmi by Massimo Penco of Studio Legale Penco. Both Stefani family and Alberto Selmi were assisted by Mediobanca as advisor. Banco BPM fully underwrote the financing of the operation as Mandated Lead Arranger.

The acquisition of Laminam will be the fifth investment in APEF 7.

Alpha is a private equity fund with €2 billion under management, specialising in mid-cap transactions in continental Europe. Alpha supports entrepreneurs and managers in their growth plans, mainly as majority shareholder. In Italy, Alpha's portfolio comprises Caffitaly (leading producer of combined capsule-machine coffee systems), Calligaris (leader in the global market for high-end living & dining furniture), Remazel Engineering (a designer and manufacturer of special equipment for the oil & gas sector), Optima (a multi-utility company with an integrated energy and telecommunications offer) and the Savio Group (world leader in the production and distribution of winding machines and quality control devices for the textile industry).

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