

Mandarin Capital Partners secures the majority of Selematic S.p.A.

Milan, November 29, 2021 - The independent Private Equity firm Mandarin Capital Partners invests in 63.7% of Selematic S.p.A., a leading Italian company active in the production of automatic machineries for secondary packaging in food, pet food, and disposable industries.

The transaction represents the seventh investment for Mandarin Capital Partners III fund.

Selematic S.p.A., established in 1978 with headquarter in Eboli (Salerno), is active in the design and assembling of automatic secondary packaging systems mainly for dry pasta packaging. Over the years, the company has significantly grown thanks to its know-how and the perceived quality of the proposed solutions as well as proved customization capabilities, being able to gain considerable market shares on a worldwide scale. This was achieved also thanks to the change in the shareholding structure occurred in 2017, through the replacement by Vertis SGR (an Italian Private Equity firm) of one of the two founding shareholders, with the goal to support the management to expand the business nationally and internationally. Today Selematic is spread over an industrial area of over 50,000 square meters in the Eboli district (Salerno). Selematic is expected to close 2021 with a turnover in excess of € 12 million, an export share of more than 50%, and an EBITDA of over 25%.

Anna Maria Amabile, Lucia Amabile and Loredana Amabile, representing the second-generation of entrepreneurs leading the Company after the death of their father Vito Amabile (founding shareholder), will maintain an important minority stake in Selematic and will continue to manage the Company. In order to support the management team, Mandarin Capital Partners team appointed a well reputed industry manager Mr. Roberto Bonini which committed to the project, as new Board President.

“In Mandarin Capital Partners we recognize a qualified investor and also a partner that shares our values and will support our growth process - declares Anna Maria Amabile, CEO of Selematic - My sisters and I will continue to work actively to ensure that Selematic can reach the important goals at which it aims”.

Lorenzo Stanca, MCP Managing Partner said: «Selematic represents a key investment in an Italian excellence and in one of the main players in the reference market. This Company confirms that even in the southern Italy there are manufacturing players of the highest level. With these premises, we are thrilled to contribute to further strengthen its market presence. Our strategic plan provides the expansion of the business in Italy and abroad, also thanks to the consolidation of new international markets. We also intend to invest in external growth using Selematic as a platform to undertake a buy and build process”.

“By working side by side with the Amabile family - declares Amedeo Giurazza, Founding Partner of Vertis SGR - we have been able to achieve some important results in the development of the Company. I am glad that a qualified professional investor, who has already shown that knows how

to bring value to the companies in which he invests, will support Selematic in future challenges in the coming years».

The shareholders of Selematic SpA were assisted by Equita K Finance (Italian partner of Clairfield International and branch of Equita Group) in the sale process; Giliberti Triscornia e Associati law firm for the legal aspects; by Antonio De Blasio of Sol Kin Dar Srl for the financial aspects, and by Studio Iuorio and Pirola Pennuto Zei & Associati for the tax due diligence phase.

Mandarin Capital Partner was assisted by BLF Studio Legale on legal aspects, Studio Legale Tributario Russo De Rosa Associati for the tax due diligence, Accuracy for the financial aspects, GEA for the business due diligence, Ethica Group for the financing aspects and ERM for the ESG/HSE insights.

The notarial aspects of the transaction were followed by Giovannella Condò of Milano Notai.

About Mandarin Capital Partners

Founded in 2007, MCP is a fully independent firm operating as a unique cross border private equity house for mid-market companies located in Italy and in the DACH region that can benefit from enhanced growth strategies in international markets. Since inception, MCP has invested over € 500 million in 25 platform investments across three funds. MCP proposition is grounded on a balanced and diversified investment strategy, focused on a multi-industry approach with preference for export-oriented sectors and those where Italy can typically boast some world-class excellence. MCP team, composed by 16 professionals, is located across Europe and Asia, headquartered in Luxembourg with offices in Milan and Shanghai. The on-the-ground presence in different markets enables to develop a high-quality proprietary deal sourcing, identifying unique investment opportunities and add-ons in market niches.

To find out more, visit: www.mcpinvest.lu.

About Vertis SGR

Vertis SGR is an Italian Private Equity and Venture Capital firm specialized in providing capital to SMEs, start-ups, and scaleups with a flexible, industrial approach aimed at the value creation.