

Press Release

## **EPTA ACQUIRES LINUS ECO AND STRENGTHENS ITS POSITION IN POLAND**

**Milan, 5<sup>th</sup> December 2019 - Epta SpA** – a multinational group specialised in commercial refrigeration – has announced that it has acquired **Linus Eco sp.z.o.o. in Poland**. The Group's partner in Poland designs, installs and provides after-sales assistance for refrigeration systems, including those with natural **refrigerant CO<sub>2</sub>**, for the Food Retail segment. Based in Bosutów in the Krakow area, **Linus Eco** has made a name for itself in the area as a reliable partner for the biggest local and foreign players in Retail.

In line with Epta's strategy for international development, this agreement aims to consolidate the Group's **direct presence in high-potential countries** such as **Poland**, ranked the sixth-largest country in terms of inhabitants, and the **seventh-largest economy in the European Union**. This agreement comes in the wake of establishing **Epta Polska**; a company formed simultaneous to the acquisition of Libre Sp.z.o.o.Sp.K in August **2017**, with the aim of boosting market penetration.

**Andrzej Zabiegaj and Grzegorz Brak from Linus** declared: *"Epta Polska and Linus have benefited from a collaboration spanning a number of years. Now we will be consolidating our reciprocal skills in a single team. Joining Epta will give us an opportunity to deliver **turnkey projects with outstanding added value**, featuring solutions with unrivalled design, quality, technology and low environmental impact, not to mention excellent after-sales services."*

**Marco Nocivelli, Chairman and Managing Director of Epta** commented: *"We are proud to welcome Linus Eco **into the Group**. This strategic deal will allow us to **be more competitive** together and help us to stay closer to our customer base in Poland." He continues: *"The agreement also confirms Epta's intention to increase its **presence in Central and Eastern Europe**. Since 2011, the company has been working in **Hungary** with **Epta International** technical and commercial coordination centre. It has since developed further with the acquisitions of Libre in **2017** in **Poland**, followed by DAAS in**

**2018 in Romania.** Thanks to Linus's capabilities, Epta expects to further **consolidate** its market share in these areas, which are set to yield **considerable growth.**"

The **Advisors** which supported Epta in the acquisition were **MDDP** for the tax and financial due diligence, and **Schönherr** for legal matters.

The closing has already been completed with validity effective from December 4<sup>th</sup> 2019.

**Epta. Advanced solutions for your store.**

**EPTA** – A multinational Group specialising in commercial refrigeration, it operates globally through its brands **Costan** (1946), **Bonnet Névé** (1930), **Eurocryor** (1991), **Misa** (1969), **Iarp** (1983), and **Kysor Warren** (1882). On both the domestic and international market, Epta is a partner capable of producing and marketing complete refrigeration systems, thanks to the specific product ranges it has incorporated. These include traditional, vertical and semi-vertical positive fridge cabinets, negative vertical and horizontal cabinets and built-in units (plug-ins) for Retail and Food&Beverage, along with mid- and high-power units and coldrooms. Based in Milan, it totals almost 6,000 employees and boasts a number of production sites in Italy and abroad. It also has a far-reaching technical and sales force worldwide, guaranteed by over 40 direct branches. In 2018, it notched up a turnover of 921 Million Euro.

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