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Fedrigoni expands abroad and completes the acquisition of Mexican company, Industrial Papelera Venus

The Verona-based group specialising in the production of special papers for packaging, graphics and self-adhesive labelling products further strengthens its in self-adhesive labels and increases its overseas presence

Fedrigoni S.p.A., a European leader in the production of special papers, high value-added products for packaging and graphics, and self-adhesive labels, has completed the acquisition of Industrial Papelera Venus, a Mexican company with headquarters in Mexico City that develops, produces and distributes self-adhesive materials, with a leading position in the local market. Industrial Papelera Venus has a turnover of approximately 18 million dollars and employs approximately one hundred people.

This acquisition, the third in two years, further strengthens Fedrigoni's position as third largest manufacturer of Pressure Sensitive Labels in both Europe and Latin America with the Arconvert, Manter and Ritrama brands. Fedrigoni Group is one of the global leaders and the largest manufacturer in Europe in wine and plays a leading role in food, household product and logistics labels, as well as in high-tech adhesive film for pharmaceuticals, beverages and personal care products. The Group can now also provide both high-tech and high aesthetic-value solutions for self-adhesive labels and visual communications self-adhesive materials for indoor and outdoor signage, with a diverse and extensive range of products.

"This move is in line with our growth strategy in the increasingly promising self-adhesive labels sector, which also includes the recent acquisition of Ritrama, and is consistent with our plan to diversify our market penetration geographically," Marco Nespolo, CEO of Fedrigoni Group, confirmed. "The new entry will allow us to increase our production capacity, broaden our offer, create favourable procurement synergies, reinforce our presence in Central and South America and expand our market in the southern USA, areas we are very interested in."

Along with many plants in Italy and Spain, Fedrigoni already has production sites in China, Chile and Brazil. "We have seen our Pressure Sensitive Labels division being fundamental to support the entire supply chain of health and essential necessities in this Covid 19 worldwide crisis. This division is increasingly competitive and extensive in a sector that is continually expanding at a global level," Nespolo concluded.

IPV founders and current shareholders stated: "We are very proud to be joining an international group like Fedrigoni, which will allow us to grow within a thriving and

financially solid industry. It means we can improve in quality and size, which is essential to consolidate our presence in the market.”

During the process, Fedrigoni Group worked with KPMG as M&A and financial advisors, Latham & Watkins as M&A legal advisors, Pirola Pennuto Zei for fiscal matters, and González Calvillo for legal due diligence.