
**FLOS WELCOMES INVESTINDUSTRIAL AS THE NEW MAJORITY PARTNER
TO CONTINUE THE COMPANY'S GROWTH**



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Padme S.r.l., an indirect subsidiary of Investindustrial V L.P. (“Investindustrial”), has signed an agreement to become the majority partner of Flos S.p.A. (“Flos”). The current shareholders, including the Gandini family (controlling shareholders) and the Rodriguez family, with the addition of Federico Martínez Weber, CEO of Antares Iluminación SA, will remain as significant shareholders in Flos, co-sharing key strategic and financial decisions.

Flos is a high quality, northern-Italian family business and a luxury and design brand recognized at a world-wide level for its leadership in residential and architectural lighting. Investindustrial will support Flos in the continuation of its industrial and global expansion, through organic growth and selective add-on acquisitions.

Piero Gandini, the majority owner and entrepreneur-chief executive who successfully expanded the business internationally over the last 20 years, will continue as Chief Executive Officer of the Group. Key managers Federico Martínez Weber and Manuel Perani will maintain their current roles as Chief Executive Officer of Flos Architectural and Executive Vice President Operations and Finance of Flos, respectively, and will join the Board of Directors of the Group.

Flos is an Italian lighting pioneer, known in the decorative and architectural segments around the world for its iconic designs and technological innovation. Since its foundation in 1962, Flos’s products have been recognized through numerous international design awards and several pieces have become collection items for some of the world’s leading art and design museums, including the Museum of Modern Art and the Metropolitan Museum of Art in New York, the Victoria & Albert Museum in London, the Triennale Design Museum in Milan, Les Arts Décoratifs and Le Centre Pompidou in Paris and many others. The company’s longstanding relationships with world-renowned designers such as the Castiglioni brothers, Philippe Starck, Antonio Citterio, Piero Lissoni, Patricia Urquiola, the Bouroullec brothers, Ron Gilad and many others is a unique feature of the company.

Through its architectural hub based in Spain, Flos is supporting fast-moving retail brands, hospitality clients, corporate clients as well as arts and cultures institutes in developing their lighting concepts around the world. Consolidated key accounts include Inditex-Zara, Mango, Ferragamo, Hugo Boss, Nespresso, Céline, Giorgio Armani, Dior, Brioni and Berluti. The company also provides lighting solutions to prestigious fashion brands such as Louis Vuitton, Ermenegildo Zegna, Michael Kors, Jimmy Choo, Missoni, Nike and Victoria’s Secrets; to health clubs, gyms and spas including Virgin Active; to famous hotels like Bulgari, Rocco Forte and Intercontinental. Worldwide relevant projects also include the Qatar Airways’ First and Business Class Lounge at Hamad International Airport in Doha and the Marina Bay Sands in Singapore.



The industry is well known to Investindustrial through its former investments in the architectural cladding manufacturer Permasteelisa and outdoor lighting company Castaldi, both leaders in their respective architectural niches.

Piero Gandini, entrepreneur and CEO, commented on the transaction: “Through the planned acceleration of its global sales and footprint, Flos’s strategy is to continue its exciting expansion geographically and by product innovation. Investindustrial has historical roots of a family of Italian entrepreneurs which perfectly parallel our history and traditions. This, together with its track record of investments in high-end brands and its experience in growing Italian and Spanish based companies, made it the natural partner of choice for Flos”.

Andrea C. Bonomi, Senior Industrial Partner at Investindustrial, added: “Piero Gandini and his team have a clear view of where they want to take Flos, and we will be committing substantial human and financial resources in order to support them towards the acceleration of the internationalisation process for this iconic brand in both the decorative and architectural divisions.”

The operation is expected to close in the fourth quarter of 2014.

Flos was advised by J.P. Morgan Limited (financial advisor) and by Studio Legale Pavesi Gitti Verzoni (legal advisor).

InvestIndustrial was advised by Lazard and UniCredit (M&A), the latter also acting as Mandated Lead Arranger and Bookrunner for the acquisition financing, Lombardi-Molinari-Segni and Associati (legal), Chiomenti (structuring), Bain & Co (business and market due diligence) and PWC (financial due diligence).

About Flos

Flos is an international company offering a range of products and systems in the residential and architectural lighting sector. It was founded in 1962 in Merano by Dino Gavina and Cesare Cassina, joined by the new CEO Sergio Gandini in 1964. Its aim was to manufacture industrial archetypes and products of absolute novelty. These, before long, became worldwide icons of design such as the Arco lamp. Flos has an ongoing commitment to research and innovation in lighting technology, combined with an extraordinary ability to identify new creative talents. Since its early beginnings, the company has grown significantly and today employs approximately 430 staff at its operational hubs in Brescia, Italy (HQ and design) and Valencia, Spain (architectural), and is present globally through dedicated showrooms and shops in Milan, Rome, Paris, New York, Tokyo, Hong Kong, Singapore, Lyon, Amsterdam, Copenhagen, Oslo and Stockholm. Additional information is available at www.flos.com

About Investindustrial

Investindustrial is a leading European group of independently managed investment, holding and advisory companies with approximately €3.1 billion of assets under management, which provides industrial solutions and capital to mid-market companies in Europe. Its mission is to actively contribute to the development of the companies in which it invests, by creating growth opportunities and offering global solutions through an entrepreneurial pan-European vision. Investindustrial has a history of more than 20 years of successfully partnering with companies in Europe. Certain companies of the Investindustrial group are authorized by, and subject to regulatory supervision of the FCA in the United Kingdom, the CSSF in Luxembourg and the FINMA in Switzerland. Additional information is available at www.investindustrial.com



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