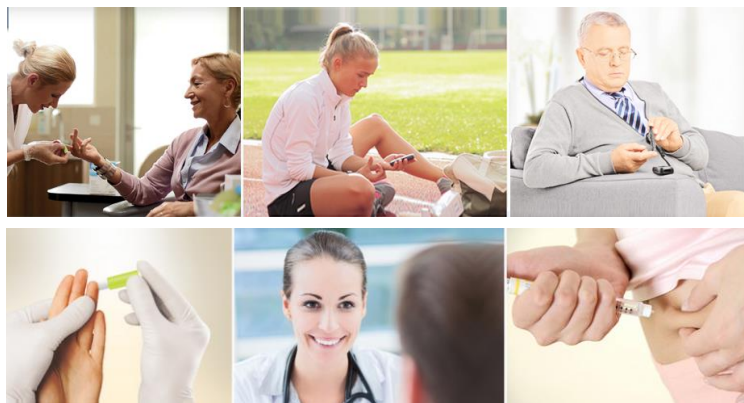


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## INVESTINDUSTRIAL ACQUIRES HTL STREFA TO COMBINE WITH PIC AND CREATE A GLOBAL CUSTOMER-ORIENTED MEDTECH PLAYER

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16<sup>th</sup> May 2018 – An investment subsidiary of Investindustrial VI L.P. has agreed to acquire the entire share capital of HTL Strefa (“HTL”, [www.htl-strefa.com](http://www.htl-strefa.com)) from EQT. HTL is a leading global medtech company that develops, manufactures and sells medical sharps devices (safety lancets, personal lancets and pen needles for insulin injection). The transaction is expected to complete, subject to regulatory approvals, in Q3 2018.

Following the acquisition, HTL will be combined with PIC ([www.picsolution.com](http://www.picsolution.com)), Artsana’s healthcare business acquired in 2016. The Catelli family will remain as minority shareholders in the combined entity, which will be chaired by Claudio De Conto (current CEO of Artsana) while Mikkel Danvold will remain as CEO to lead the company through the next ambitious phase of its growth plan.

Formed in 1994, HTL is credited with being the inventor of the safety lancet – a medical device developed for capillary blood sampling – and is now the market leader in this segment and the number two player in personal lancets. In 2014, HTL also entered the high growth safety and non-safety pen needles and lancing devices market, reporting strong growth rates.

The combination of PIC’s well-established consumer health capabilities with HTL’s medical technology will allow the enlarged group to create a truly international player to better serve customers and partners in diabetes management and self-care devices, offering a full spectrum of highly specialised diabetes management devices across consumer and professional healthcare channels with sales in more than 100 countries and 1,800 employees.

The global medical sharps market is expected to grow 7% per annum to €7 billion by 2022 with an addressable market of 642 million people by 2040 (from 415 million in 2015). HTL has annual sales of more than €80 million with operations in Poland and offices in Zurich, Warsaw and Atlanta and direct commercial presence in Germany, China, France and Brazil. HTL is a fast-growing medtech company, a pioneer in providing critical medical products and is well positioned to capture growth in this fundamentally attractive segment.

**Andrea C. Bonomi, Chairman of the Industrial Advisory Board, commented:** “The Catelli family and us are delighted with this transaction. The combination with PIC will create a unique innovation partner for its customers, with a significant global footprint. After the decision to build out and strengthen Artsana’s PIC business, the combined entity will significantly expand its product range and R&D and commercial capabilities.”

**Claudio De Conto, commented:** “This acquisition creates a combined group with a complementary product offering, an enlarged global geographical coverage and diversified distribution channels. The combined entity will benefit from state of the art manufacturing facilities and a stronger capacity for innovation.”

**Mikkel Danvold, commented** “Investindustrial is an excellent partner and long-term owner of HTL and PIC and I am truly excited about the opportunities and potential for the new group in the next development phase. We are experiencing an incredibly strong momentum in the business and the new investments and capabilities we are planning to roll out will make us a stronger partner for our customers going forward”.

Financing for the creation of the combined PIC / HTL Group has been fully underwritten by UniCredit, who will act as sole Global Co-ordinator. Advisors on the transaction for Investindustrial were: Studio Chiomenti and Wardynski (legal), McKinsey (business), Lazard (financial), PWC (accounting), Willis (insurance) and Golder Associates (environmental).

### **About Investindustrial**

Investindustrial is a leading European group of independently managed investment, holding and advisory companies with €6.8 billion of raised fund capital, 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 industrially-driven approach. Investindustrial has a history of more than 28 years of successfully partnering with companies in Europe. Certain companies of the Investindustrial group are authorised by, and subject to regulatory supervision of the FCA in the United Kingdom, the CSSF in Luxembourg and the FINMA in Switzerland. Investindustrial investment companies act independently from each other and each Investindustrial fund.

Additional information is available at [www.investindustrial.com](http://www.investindustrial.com).

### **About HTL**

HTL is a world-leading medical device company that innovates, develops, manufactures and provides blood micro-sampling devices and drug delivery devices for both professional care and home care segments. The modern manufacturing process and nearly 20 years of experience on the global market allows HTL to successfully ensure safety and convenience for both patients and health care professionals, while being at the forefront of industry innovation. HTL employs approximately 1,400 FTEs who are dedicated to continuously ensuring the highest quality for each of the 3.5 billion products that are produced annually. In addition, HTL is continuously launching new solutions to meet the changing needs of both patients and health care professionals.

For more information visit [www.htl-strefa.com](http://www.htl-strefa.com).

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