
PROCEMSA STRENGTHENS ITS LEADERSHIP IN THE EUROPEAN FOOD SUPPLEMENTS AND COSMETICS MARKET WITH THE INTEGRATION OF AAKAMP



9th March 2022 - Farmaceutici Procemsa (“Procemsa” or “the Group”), a company indirectly held by Investindustrial Growth L.P. (“Investindustrial”) and leader in the production, packaging and R&D of food supplements, medical devices and cosmetics, has signed a contract for the acquisition of Aakamp, a leading German company in the development and production of food supplements in all pharmaceutical forms, to consolidate its international leadership in the cosmetics and food supplements market. The operation is expected to close by mid-April.

Following the Integration of OFI announced in 2020, this deal marks an important milestone in the development of the Group, and, thanks to the size and positioning of Aakamp in the market, it allows Procemsa to strengthen its European presence, further expand its geographical diversification and access the D2C (“Direct to Consumer”) sales channel.

Founded in 2009 in Breddorf (Germany) by Alexander Keibel, who will continue to be CEO of the company, Aakamp is one of the leading independent German supplement manufacturers and serves leading German health and wellness brands with a strong presence in D2C distribution. The company has its own manufacturing plant and currently employs around 200 people.

The integration between Procemsa and Aakamp allows Investindustrial to continue the strategy of creating a European center for cosmetics and food supplements thanks to the entry into the German market, the second largest in Europe with sales of approximately € 2.5 billion. At the closing of this new operation, the Procemsa Group becomes the third largest Italian operator in this market, with a significant international presence.

Andrea Bonomi, Chairman of Investindustrial's Industrial Advisory Board commented: "This acquisition is another example of the successful consolidation strategy that Investindustrial has implemented since the beginning of its activity, integrating 150 acquisitions into portfolio companies. We believe that Procemsa is well positioned to continue its international expansion both through acquisitions and organic growth. In Aakamp we have found an excellent opportunity to consolidate our position in the important German market."

Alessandro Sertorio, Chief Executive Officer of Farmaceutici Procemsa said: "Thanks to the support of Investindustrial, our Group has been able to continue the path of consolidating its presence in Europe and beyond. With this merger, we will further integrate research and development skills with a state-of-the-art structure for online and D2C sales. The combination with an international player like Aakamp will unlock new commercial synergies and will allow us to strengthen our market leadership".

Alexander Keibel, CEO of Aakamp added: "We are delighted to have gained the trust of a partner like Investindustrial and to be able to collaborate with a large Group like Procemsa. Our company is strongly marked by digital development, and we are sure that our international strategy will be able to consolidate the position of Procemsa among the leading players in the sector".

About Investindustrial

Investindustrial is a leading European group of independently managed investment, holding and advisory companies with €11 billion of raised fund capital. With ESG principles deeply embedded into the Firm's core approach, Investindustrial has more than 30-year history of providing mid-market companies capital, industrial expertise, operational focus and global platforms to accelerate sustainable value creation and international expansion. Certain companies of the Investindustrial group are authorized by, and subject to regulatory supervision of the FCA in the United Kingdom and the CSSF in Luxembourg. Investindustrial's investment companies act independently from each other and each Investindustrial fund.

Additional information is available at www.investindustrial.com

Procemsa Pharmaceuticals

Founded in 1939, Procemsa specializes in the research and development, production and packaging of food supplements, medical devices and cosmetics for third parties in all pharmaceutical, liquid and solid forms. The company collaborates with the most important multinationals in the pharmaceutical, nutritional and wellness sectors, exporting its products to over 60 countries around the world. Procemsa has 5 five production sites and two state-of-the-art Research and Development centers in Nichelino (TO) and Bergamo, which altogether employ 195 people.

Further information is available on www.procemsa.it.

Aakamp

Founded in 2009 in Breddorf (Germany) by Alexander Keibel, Aakamp is one of the leading independent German producers of vitamins, minerals and supplements (VMS) with contract development and manufacturing contracts (CDMO - Contract Development and Manufacturing Company), which mainly serves German health and wellness brands focusing on the Direct-to-Consumer ("D2C") online distribution channel. The company's product offering focuses on dietary supplements and includes the full range of formats and packaging options (capsules, tablets, liquids, softgels, powders and granules). The company has a purpose-built manufacturing facility and employs around 200 people.

Additional information is available at www.aakamp.de.

For further information please contact:

UK Media

Maitland/AMO

David Stürken

Mob: +44 (0)7990 595 913

Email: dsturken@maitland.co.uk

Jonathan Cook

Mob: +44 (0)7730 777 865

Email: jcook@maitland.co.uk

PRESS RELEASE



Investindustrial
Carl Nauckhoff
Senior Principal and Head of Investor Relations
Tel: +44 (0)207 664 2138
e-mail: cnauckhoff@investindustrial.com

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