



PRESS RELEASE

NUOVA DEFIM (FERALPI GROUP) TAKES OVER SAEXPA

Nuova Defim has taken over the Spanish company, one of the leading manufacturer of wire and strip for the logistics industry

The three key drivers are internationalisation, verticalization and business enhancement

Lonato del Garda (Brescia), April 21, 2022 – Internationalisation, verticalization, and production and business enhancement. These are the main key reasons that led **Nuova Defim, a Feralpi Group company, to the acquisition of Saexpa.**

With two production plants, in Barcelona and Ripoll, Saexpa is specialized in **solutions for the logistics industry and, more specifically, in automated shelving for vertical storage and warehousing solutions**, a rapidly developing sector driven by growing investments in modern distribution and e-commerce trends. Founded in 1985, Saexpa - which now employs 77 people - has been steadily increasing its market share in Europe, with a turnover of over 16 million euros in 2021. Highly export-oriented, it serves customers in nearly 30 countries.

The agreement signed on 19 April is an opportunity for Nuova Defim not only to develop internationally and to verticalize its presence in this highly profit-oriented sector, but also to enhance and optimise its industrial know-how in synergy with Saexpa's expertise and its highly customised products and services.

Deloitte acted as financial advisor on the transaction, while Buigas assisted the Feralpi Group as legal consultant.

*«With this move – explains **Giovanni Pasini, Feralpi Group Executive Director and Nuova Defim Chairman**– the Feralpi Group is enhancing its own diversified product business unit in line with its industrial plan, which includes optimizing the product mix, maximizing market share and strengthening customer service level. Each of these three objectives are on target with the acquisition of Saexpa through Nuova Defim.»*

*«With Saexpa – highlights **Alberto Messaggi, Nuova Defim CEO** – we're taking a decisive step towards internationalisation under the name of quality. Saexpa is an excellence in its sector - logistics and shelving - and is a recognised leader in terms of products and services. And that's not all: we can now expand our product range and find a stronger manufacturing structure that can generate new business opportunities as well, through technical solutions in response to customer needs. Saexpa and Nuova Defim are quite similar because they are both very flexible, work with a high level of customisation and can rely on complementary, technologically advanced, high-capacity plant assets.»*

*«For Saexpa, this deal means aiming straight at the future» as emphasized by the **founders of Saexpa, Jordi Poblet and Gregorio Royo**, who will continue to be part of the company's management team. «Thanks to Nuova Defim and the Feralpi Group, Saexpa will now be stronger. The project we set up and developed has greater energy to meet new challenges.»*



The management of Nuova Defim and Saexpa after the signing of the acquisition.

From left: Camillo De Massis (Growth and Innovation Director Nuova Defim), Laia Poblet (Organization Director Saexpa), Jordi Poblet (Founder & General Manager Saexpa), Giovanni Pasini (Chairman Nuova Defim), Gregorio Royo (Production Manager Saexpa) e Alberto Messaggi (CEO Nuova Defim)

The Feralpi Group

The Feralpi Group is one of Europe's leading steel producers (€1.24 bn turnover, over 1,700 direct employees), specialising in the production of steels for use in construction and other special applications. From the parent company Feralpi Siderurgica, founded in 1968 in Lonato del Garda (Brescia), its growth has led to an international group, diversified and verticalised upstream and downstream of the production and marketing chain. The Feralpi Group now ranks among the leaders in Italy and the rest of Europe in the production of rebar, smooth and ribbed wire rod, rebar, recoiled wire and welded mesh.

The Group's mission is not only to produce the best steels for the building industry, but also to do so in the most sustainable way possible, i.e. reducing consumption and emissions by using the best available technologies thanks to intensive internal innovation and research.

www.feralpigroup.com



Nuova Defim

Nuova Defim offers mesh and grating solutions on the national and international market. With two production facilities in the Como area (Anzano del Parco et Alzate Brianza), it is the only European player specialising in the production of electrowelded mesh and grating under the Orsogrill brand, fences and gates for industrial and civilian use. An efficient customer service and an excellent technical department complete the offer of a unique range in terms of assortment, quality and design.

Being part of the Feralpi Group, Nuova Defim Orsogrill combines the experience of tradition with latest technology innovation to guarantee a service that meets the expectations of the world of metallurgy and building construction.

www.nuovadefim.com



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