

## PRESS RELEASE

### START OF THE ROADSHOW AND BOOKBUILDING FOR THE IPO OF MARZOCCHI POMPE S.P.A ON THE AIM ITALIA MARKET

Bologna, 18 June 2019 – **Marzocchi Pompe S.p.A.** announces that, as part of its development projects aimed at supporting growth and its competitive positioning, it has launched today the preparatory activities for the admission to trading of its ordinary shares on AIM Italia, a multilateral trading system organized and managed by Borsa Italiana S.p.A. ("**AIM Italia**") and dedicated to small and medium enterprises with high growth potential.

In this context, EnVent Capital Markets (Global Coordinator and Nomad) and MAINFIRST BANK (Co-Global Coordinator) started the roadshow and bookbuilding.

The offer provides for a capital increase up to a maximum amount of 10 million euros, a pre-money valuation of the Company ranging between 26 and 30 million euros, a price range set between 5.2 and 6 euros, and a free float up to 28%.

Marzocchi Pompe S.p.A. is a **leader in the design, production and marketing of high performance external gear pumps and motors**, which can be used in various outlet markets: **industrial** (textile machines, machine tools, plastic injection machines, the medical sector, wind and solar energy plants, etc.), **mobile** (earthmoving machinery, agricultural machines, forklift trucks, machinery used in gardening, etc.), and **automotive** (transmissions, power steering, attitude adjusters, suspensions, etc.).

The Company boasts a vast range of products that covers most of the needs of the market in terms of displacement and interfacing, with a particular focus on the production of very small displacement pumps, particularly suitable for automotive applications. The flagship is the **ELIKA** new-concept family of low-noise, high-efficiency pumps, covered by two patents.

The production is carried out entirely in Italy in the two headquarters in **Casalecchio di Reno** (Bologna), the historic and main production site dedicated to the processing of aluminum components and the assembly and testing of non-automotive pumps, and in **Zola Predosa** (Bologna), where the production of gears takes place and the assembly and testing of automotive pumps. In addition, the Company also holds two foreign commercial branches that act as distributors in their respective territories: Marzocchi Pumps in Chicago in the United States and Marzocchi Shanghai Trading in China.

Marzocchi Pompe, at December 31, 2018, reported **sales revenues of 42.7 million euros**, up 10.6% compared to the 38.6 million euros of the previous year. Sales revenues are segmented into the following sales markets: Industrial for 20.8%, Mobile for 10.6%, Sales Network dedicated to Industrial and Mobile amounting to 37.3%, which together represent the defined Core segment, while the Automotive segment represents 31.3%.

**EBITDA** at 31 December 2018 amounted to **9.1 million euros**, the **adjusted EBITDA** - calculated on the value of production - amounted to **7.5 million euros** (17.6% of revenues) net of non-recurring items that are outside the ordinary activity for around 1.6 million euro.

The **Net Result** stood at **2.9 million euros** compared to the 1.9 million euros of 2017, showing a significant increase of 49.7%.

The 2018 **Net Financial Position** is equal to **19.2 million euros**, up compared to 2017 due to the LBO (Leveraged Buyout Operation for an original amount of € 12.5 million).

The ownership and control of the Company are solidly in the hands of the **Marzocchi Family**, which is present with Paolo Marzocchi (son of Guglielmo Marzocchi, one of the two founding brothers) as operational president and his son Carlo (member of the board and operating in the technical area). The shareholder base is made up of 77.98% by the Family of Paolo Marzocchi, 13.42% by the Company's managers (CEO, CFO, Sales Director, Technical Director and Sales Manager for Italy) and 8.60% from Crosar Capital (financial advisor).

The listing on the AIM market will allow Marzocchi Pompe to accelerate the achievement of its strategic objectives, acquiring greater visibility towards national and foreign stakeholders, strengthening the growth of market share in the core segments, and further strengthening its financial solidity.

As part of the procedure for admission to trading on AIM Italia, Marzocchi Pompe is assisted by **EnVent Capital Markets**, as Nominated Advisor and Global Coordinator, by **MAINFIRST BANK** as Co-Global Coordinator, by the financial advisor **Crosar Capital**, by the law firm **Bovesi and Partners**, **PWC** as audit firm, **Terrin Associati** as tax consultant, **CDR Communication** as Investor and Media Relations consultants, and by Mr. Matteo Tamburini of **Studio Gnudi** as Consultant of the Marzocchi Family.

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