

# Bit Market Services

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Oggetto : F.I.L.A. S.p.A. - Exclusive Negotiations for  
acquisition of the Canson Group

*Testo del comunicato*

Vedi allegato.

**PRESS RELEASE**

**F.I.L.A. IN EXCLUSIVE NEGOTIATIONS FOR ACQUISITION OF THE CANSON GROUP, THE ILLUSTRIOUS FRENCH COMPANY FOUNDED IN THE SIXTEENTH CENTURY BY THE MONTGOLFIER FAMILY AND TODAY GLOBAL LEADER OF THE HIGH ADDED VALUE PAPER MARKET FOR THE FINE ARTS, SCHOOLS AND LEISURE SECTOR**

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**Milan, May 12, 2016** - F.I.L.A. – Fabbrica Italiana Lapis ed Affini S.p.A. (“**FILA**”) announces the presentation of a binding offer and the undertaking of exclusive negotiations for the full acquisition of the Canson Group, held by the French Group Hamelin.

This project is subject to an information and consultation procedure involving the relevant representative organizations of the employees.

The exclusive negotiations may extend until the end of 2016, with the completion of the agreements however expected to occur in October 2016.

Massimo Candela, Chief Executive Officer of FILA stated: “We are very pleased to be in negotiations for the acquisition of the Canson Group, a brand whose importance and distinction can significantly contribute to the growth of the FILA Group in the coming years and which marries perfectly with our range of products”.

Canson is the most respected brand globally involved in the production and distribution of high added value paper for the fine arts, design, leisure and schools, but also for artists’ editions and technical and digital drawing materials. The Canson Group, founded in 1557 by the Montgolfier family, has its headquarters in Annonay in France, production facilities in France and conversion and distribution centres in Italy, France, the USA, China, Australia and Brazil. Canson products are available in over 120 countries. In 2015, Canson generated revenue of over Euro 100 million (+5.2% on 2014), relying on a workforce numbering more than 450.

Canson’s product range and the industrial project of FILA integrate perfectly and will generate both major revenue and cost benefits. FILA, thanks to recent acquisitions and future synergies, seeks to become the leading player in the Art & Craft sector.

The transaction will be funded by a medium/long-term loan issued by a banking syndicate comprising Unicredit S.p.A., as Global coordinator, Mandated Lead Arranger, Bookrunner, Intesa Sanpaolo S.p.A. – Banca IMI and Mediobanca Banca di Credito Finanziario S.p.A. as Mandated Lead Arranger, Bookrunner and BNP Paribas Group as Mandated Lead Arranger.

For the transaction, FILA will avail of consultancy from ‘Leonardo & Co.- Houlihan Lokey’ as sole financial advisor, Skadden, Arps, Slate, Meagher & Flom and Salonia Associati as legal advisors and the Orsingerh Ortu legal firm with regards to the financing Italian aspects.

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**F.I.L.A. (Fabbrica Italiana Lapis ed Affini)**, founded in Florence in 1920 and managed since 1956 by the Candela family, is a highly consolidated, dynamic and innovative Italian industrial enterprise and continues to grow market share. In November 2015, F.I.L.A. listed on the STAR segment of the Milan Stock Exchange. The company, with revenue of over Euro 275 million in 2015, has grown significantly over the last twenty years and has achieved a series of strategic acquisitions, including the Italian Adica Pongo, the US Dixon Ticonderoga, the German LYRA, the Mexican Lapiceria Mexicana, the Brazilian Lycin and the English Daler-Rowney Lukas.

F.I.L.A. is an icon of Italian creativity globally through its colouring, drawing, modelling, writing and painting tools, thanks to brands such as Giotto, Tratto, Das, Didò, Pongo, Lyra, Dooms, Maimeri and Daler. Since its foundation, F.I.L.A. has chosen to focus on growth through continuous innovation, both in technological and product terms, in order to enable individuals to express their ideas and talent through tools of exceptional quality. In addition, F.I.L.A. and the Group companies work together with the Institutions to support educational and cultural projects which promote creativity and expression among individuals and make culture accessible to all.

F.I.L.A. operates through 14 production facilities (of which 2 in Italy) and 22 subsidiaries across the globe and employs approx. 6,000.

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### **For further information**

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