



SPAFID CONNECT

Informazione Regolamentata n. 1944-23-2018	Data/Ora Ricezione 24 Luglio 2018 16:31:08	MTA - Star
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Societa' : UNIEURO

Identificativo : 106638

Informazione
Regolamentata

Nome utilizzatore : UNIEURON04 - Moretti

Tipologia : 2.2

Data/Ora Ricezione : 24 Luglio 2018 16:31:08

Data/Ora Inizio : 24 Luglio 2018 16:31:09

Diffusione presunta

Oggetto : Unieuro S.p.A.: Growth boosted by the acquisition of 8 former DPS (Trony) stores

Testo del comunicato

Vedi allegato.



PRESS RELEASE

UNIEURO S.P.A.: GROWTH BOOSTED BY THE ACQUISITION OF 8 FORMER DPS (TRONY) STORES

- **3 stores in Milan purchased at bankruptcy auction, including the flagship store in Piazza San Babila, along with 5 other stores located across various Italian regions**
- **Increasingly selective approach aimed at expanding the network while minimizing overlaps**
- **Acquisition price at historic lows: expected increase of at least € 50 million in revenues against a hammer price of € 3.4 million**

Forlì, 24 July 2018 – Unieuro S.p.A. (MTA: UNIR), the largest omnichannel distributor of consumer electronics and household appliances by number of stores in Italy, has accelerated its business growth through the acquisition of a business unit belonging to the bankrupt company DPS Group S.r.l. (“**DPS**”), comprising 8 former Trony stores, currently closed, located in the provinces of Milan (3), Imperia (2), Padua, Potenza and Taranto.

The stores, which cover a total surface area of over 10 thousand sqm and represent potential revenues of at least € 50 million, were selected from the 35 former DPS stores such as to ensure the best complementarity with the already widespread Unieuro network, also providing significant opportunities for synergies and the possibility of strengthening its positioning in Milan.

In fact, once the San Babila store reopens, it will be one of the chain’s front-runners in Milan. With 1,150 sqm in the heart of the city and high pedestrian traffic thanks to its location in the underground station of the same name, the flagship store will offer products and services and share the values of the Unieuro brand with millions of passers-by each year.

Giancarlo Nicosanti Monterastelli, CEO of Unieuro, stated: *“After the four successful acquisitions concluded in 2017, we are pleased to announce the next step in our rapid process of growth and market consolidation”*.

“The acquisition of a limited and carefully selected package of former DPS stores highlights how our expansion has become even more selective in terms of geographic coherence and return on investment. This is also demonstrated by the price paid for the assets, the lowest in the recent history of our acquisitions”.



In line with previous operations, the stores will be delivered free of goods and will undergo a radical recovery plan involving the immediate adoption of the Unieuro banner, the redesign of the spaces, product restocking, training for returning employees, and the adaptation of IT systems from the very first weeks.

The Milan San Babila store will be completely renovated and adapted to the highest standards of the chain, with the aim of becoming a reference point for Unieuro's Milanese customers and for the many passing tourists.

All stores are expected to reopen in September and October, in time to benefit from the favourable fall season, while the Click & Collect service for the collection of products purchased by online customers at unieuro.it will be activated shortly, as part of the omnichannel strategy that focuses on the full integration of sales channels.

Once again, the aim is to achieve set revenue and profitability targets within 18-24 months.

The total consideration for the acquisition - which took place as a result of participation in a tender launched by the Court of Milan, without taking on any financial or commercial indebtedness - was equal to € 3.4 million, of which € 0.4 million already paid as a deposit and a balance of € 3.0 million to be settled upon the completion of the transaction, expected within 30 days of the award of the business unit.

The transaction will be financed by available cash and the credit facilities granted by banks upon the total redefinition of the Company's debt, which took place last December.

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Per la trasmissione, lo stoccaggio e deposito delle Informazioni Regolamentate rese pubbliche Unieuro S.p.A. ha scelto di avvalersi delle piattaforme "eMarket SDIR" ed "eMarket STORAGE" gestite da Spafid Connect S.p.A., avente sede in Foro Buonaparte n. 10, Milano.

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Il dirigente preposto alla redazione dei documenti contabili societari Italo Valenti dichiara, ai sensi e per gli effetti dell'articolo 154-bis, comma 2, del D. Lgs. N. 58 del 1998, che l'informativa contenuta nel presente comunicato corrisponde alle risultanze documentali, ai libri e alle scritture contabili.

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Unieuro S.p.A.

Quotata sul segmento STAR di Borsa Italiana, Unieuro è oggi il maggiore distributore omnicanale di elettronica di consumo ed elettrodomestici in Italia, grazie a una rete capillare di circa 500 negozi su tutto il territorio nazionale tra diretti (circa 230) ed affiliati (circa 270), alla piattaforma digitale unieuro.it e all'e-tailer Monclick. L'azienda ha sede a Forlì e dispone di un centro logistico accentrato a Piacenza, conta su uno staff di circa 4.600 dipendenti e ricavi che, per l'esercizio conclusosi il 28 febbraio 2018, hanno sfiorato quota 1,9 miliardi di euro.



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Fine Comunicato n.1944-23

Numero di Pagine: 5