

## PRESS RELEASE

### **MTWH acquires Metalstudio Group, doubling its revenues**

- **Metalstudio Group specialises in metal components for the high-end luxury goods market**
- **Biggest independent supplier on the market – Metalstudio generated 2022 revenues of more than 80 million euros with “Made in Italy” products**

**Frankfurt/Main, 20 September 2023.** MTWH, a group of Italian manufacturers of metal and plastic accessories for the luxury goods industry and a portfolio company of Deutsche Beteiligungs AG (“DBAG”), acquires Metalstudio Group, a supplier of metal goods serving the high-end luxury market segment based in Scandicci near Florence, Italy. Metalstudio’s founder Egidio Salvini will become a shareholder of MTWH, and the company’s chairman. The parties have agreed not to disclose details of the sale.

Metalstudio Group employs more than 300 specialist staff. True to its motto “Made in Italy”, the company is a supplier to some of the most prestigious Italian and French luxury fashion brands. The product range comprises accessories for leather goods and shoes, made from brass, steel and zamak alloys. The company distinguishes itself through highly efficient processes together with extensive production capacity. Its profile is complemented by high levels of craftsmanship, as befits the expression of “Luxury Made in Italy”. Metalstudio Group generated revenues in excess of 80 million euros in 2022. With this acquisition, MTWH strengthens its strategic position as an Italian centre of excellence for luxury market accessories, doubling its revenues to approximately 165 million euros.

DBAG Fund VIII, advised by Deutsche Beteiligungs AG, acquired a majority stake in MTWH in June 2022; DBAG co-invested in that transaction, using its own financial resources. Founded in 2016, MTWH Group has since enjoyed a positive performance through strategic add-on acquisitions and a successful repositioning. The company employs 250 people at its sites near Bergamo and Florence; a Paris office was recently opened to deepen relations with French luxury goods brands. The Group serves an end market that has grown globally by an average of six per cent per annum over the past 25 years.

“MTWH is active in a market defined by structural growth. The company will further strengthen its market position with this most recent acquisition, which will trigger an increase in highly qualified employees and expand customer

access. The acquisition of Metalstudio will help MTWH in its ambition to create a centre of excellence for the luxury goods industry,” said Tom Alzin, Spokesman of the Board of Management of Deutsche Beteiligungs AG.

Cesare Luzzana, Managing Director of MTWH, stated: “MTWH acquires additional expertise with Metalstudio Group that will allow us to strengthen and expand our market presence and our range of services.”

“Customer service, progress and sustainability have been the three guiding principles accompanying our 50-year journey. The collaboration with MTWH, which shares and continues to pursue these key principles, will allow us to further improve our positioning and our customer relationships,” emphasised Egidio Salvini, founder of Metalstudio Group.

***Deutsche Beteiligungs AG (“DBAG”) has been listed since 1985 and is one of the most renowned private equity firms in Germany. As an investor and fund advisor, DBAG traditionally focuses on mid-market companies in Germany, Austria and Switzerland (the DACH region), and especially on well-positioned companies offering growth potential. DBAG’s sector focus is on manufacturers, industrial service providers and IndustryTech enterprises – businesses whose products facilitate automation, robotics and digitalisation – as well as on companies from the broadband telecommunications, IT services, software and healthcare sectors. With its Milan office, DBAG has also maintained a presence in Italy since 2020. DBAG Group’s assets under management or advisory amount to approximately 2.5 billion euros.***

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