

Self-adhesive materials: Fedrigoni strengthens its presence in the USA with the acquisition of Acucote, an American company

The Italian group continues its growth strategy in the promising premium self-adhesive products sector, strengthening its position as one of the global market leaders. It can now count on a new plant and a stronger commercial presence in North America (where it was already present with own operations in California and the distributor GPA), together with the Mexican company, Industria Papelera Venus, acquired in December

Milan, 22 June 2021 - Fedrigoni SpA, global group leader in the production of high value-added special papers for packaging, publishing and graphics, as well as premium labels and self-adhesive materials, has completed the acquisition of Acucote Inc., a company headquartered in Graham, North Carolina, which develops, manufactures and distributes self-adhesive materials, with a leading position in the US market, a turnover of over \$70 million and 142 employees.

Acucote was founded 34 years ago by John Leath, who owns it together with his family. With one plant and 4 distribution centres, the company is an excellent opportunity for Fedrigoni, which intends to extend its presence in the United States, an extremely interesting market in which the Group is already well known and appreciated for its label materials for fine wines.

With this third acquisition in 18 months, after the Italian Ritrama and the Mexican IP Venus in the self-adhesives sector, Fedrigoni further strengthens its position as the third global player for self-adhesive materials, where it operates through numerous brands such as Arconvert, Manter and Ritrama. The Group is a global leader in wine labelling and plays a leading role in high-tech self-adhesive labels and films for food, household, logistics, pharma, beverage and personal care. Acucote also holds an excellent position in the pharma, architectural graphics, retail and logistics segments, making strategic production, distribution and procurement synergies possible.

"The acquisition of Acucote represents a further step in the growth strategy in the increasingly promising self-adhesive materials sector, where we are determined to expand our position as market leader," stated **Marco Nespolo**, CEO of Fedrigoni Group, "and it is in line with our wish to diversify our geographical penetration, strengthening our position across the Americas and in particular in the United States."

"The new entry to the Group will allow us to increase production capacity directly on site and to distribute throughout the United States, also thanks to the integration with our subsidiary company, GPA, to create excellent procurement alliances and to count on cutting-edge technologies, including in terms of environmental sustainability" added **Fulvio Capussotti**, Executive Vice President of the Fedrigoni Self-Adhesives division.

John Leath, founder of Acucote, also expressed great satisfaction with the acquisition. "I am leaving my company and my people in good hands, which was my main goal. Fedrigoni is an international group and a solid, rapidly expanding industrial reality, in which I am sure Acucote will be able to grow and consolidate significantly in the coming years."



Fedrigoni

Since 1888, Fedrigoni has always meant excellence in the production of special papers. The Group is one of the major European players in the production and sale of different high value-added papers for packaging and graphics, as well as premium products for labelling and other self-adhesive materials. With over 4,000 employees in Italy and internationally, and 25,000 products, Fedrigoni Group sells and distributes to over 130 countries. Amongst its brands, Fedrigoni counts Cordenons and the historic brand Fabriano in its Paper division, with Arconvert, Ritrama (since February 2020) and IP Venus (since December 2020) in its Self-Adhesives division, which, thanks to recent acquisitions, has become the third largest global player for self-adhesive materials. The American distributor GPA is also part of Fedrigoni Group.

For more information: www.fedrigoni.com

Acucote Inc.

Acucote Inc. was founded in 1987 in Graham, NC. Acucote remains committed to developing innovative, high value packaging solutions to support the growth and profitability initiatives of its customers. Manufacturing pressure-sensitive products for single-press operations to large international corporations, Acucote provides stock inventory programs and custom capabilities that offer a diverse selection of adhesives, facestocks and silicone release systems. With 140 employees, a US-based sales force and distribution centers in North Carolina, Pennsylvania, Ohio, Texas and California, Acucote works with its customers to achieve solutions to the most difficult labeling challenges. Innovation, customization and customer-involved product development is Acucote's core business.

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