

TIPO INVESTS IN IGUZZINI ILLUMINAZIONE

TODAY **FIMAG - FINANZIARIA MARIANO GUZZINI S.P.A.**, HOLDING COMPANY OF THE INDUSTRIAL GROUP GUZZINI, AND **TIPO – TIP- PRE IPO S.P.A.** (“**TIPO**”), INVESTEE COMPANY OF **T.I.P. - TAMBURI INVESTMENT PARTNERS S.P.A.** (“**TIP-MI**”), SIGNED AN AGREEMENT CONCERNING THE INVESTMENT BY **TIPO** IN THE SHARE CAPITAL OF **IGUZZINI ILLUMINAZIONE S.P.A.** (“**IGUZZINI**”).

ESTABLISHED IN 1959 IN RECANATI (ITALY), WHERE THE HEADQUARTER AND THE HISTORICAL PLANT ARE STILL BASED, **IGUZZINI** IS THE LARGEST ITALIAN COMPANY OPERATING IN THE DESIGN AND MANUFACTURING OF HIGH QUALITY LIGHTING LUMINAIRES AND ONE OF THE FIRST EUROPEAN COMPANIES IN THE ARCHITECTURAL SECTOR, WITH 20 INTERNATIONAL SUBSIDIARIES AND A MANUFACTURING PLANT IN CHINA. **IGUZZINI** IS ACTIVE IN 64 COUNTRIES AND IN 2013 HAD REVENUES OF EURO 199 MILLION.

IGUZZINI HAS A 62.3% SHARE OF GROUP REVENUES GENERATED BY PRODUCTS LAUNCHED ON THE MARKET IN THE LAST FIVE YEARS.

THE DEVELOPMENT OF LED – THAT AS OF TODAY IS ALREADY INSERTED IN THE MAJORITY OF **IGUZZINI** PRODUCTION – IS EXPECTED TO REPLACE ALL THE OTHER SOURCES OF LIGHT IN A FEW YEARS. THE INNOVATION CARRIED OUT BY **IGUZZINI** IS BASED ON A STRONG AND CONSOLIDATED RESEARCH ACTIVITY IN THE FIELD OF NEW TECHNOLOGIES AND THEIR APPLICATIONS; TO THIS AIM SINCE LONG TIME THE COMPANY HAS LEVERAGED ON THE COLLABORATION WITH IMPORTANT RESEARCH INSTITUTES AND UNIVERSITIES INCLUDING HARVARD UNIVERSITY, M.I.T, FRAUNHOFER INSTITUT, ENEA, POLITECNICO DI MILANO, UNIVERSITÀ LA SAPIENZA AND WITH THE UNIVERSITIES BASED IN THE MARCHE REGION. FURTHERMORE, SINCE THE BEGINNING, THE COMPANY HAS INVESTED IN ORDER TO STRENGTHEN THE NETWORK OF CULTURAL AND SCIENTIFIC EXCELLENCES FOR THE EDUCATIONAL ENRICHMENT OF ITS OWN TERRITORY, SUCH AS *ISTITUTO ADRIANO OLIVETTI PER L'ALTA FORMAZIONE MANAGERIALE*.

IGUZZINI HAS ALWAYS FOLLOWED AN INNOVATION STRATEGY AIMED AT IMPROVING THE QUALITY OF THE ENVIRONMENT THROUGH LIGHT (*SOCIAL INNOVATION THROUGH LIGHTING*).

OVER THE YEARS **IGUZZINI** HAS RECEIVED MANY AWARDS FOR THE QUALITY OF THE DESIGN BASED ON THE PRINCIPLES OF ECO-SUSTAINABILITY. THE ATTENTION DEVOTED TO THOSE ISSUES HAS BEEN PROVED ALSO BY THE COLLABORATIONS WITH WORLDWIDE KNOWN DESIGNERS AND ARCHITECTS SUCH AS RENZO PIANO, NORMAN FOSTER, PIERO CASTIGLIONI, MASSIMILIANO AND DORIANA FUKSAS, DANIEL LIBESKIND, OMA BY REM KOOLHAAS, CURATOR OF THE LAST EDITION OF THE *BIENNALE DI ARCHITETTURA DI VENEZIA*.

TIPO WILL ACQUIRE A 14.29% STAKE OF **IGUZZINI ILLUMINAZIONE S.P.A.**; A RELEVANT PART OF THE INVESTMENT WILL BE MADE THROUGH A CAPITAL INCREASE AIMED AT ACCELERATING THE DEVELOPMENT OF **IGUZZINI** GROUP BOTH IN ITALY AND ABROAD, WHERE APPROXIMATELY 75% OF ITS REVENUES ARE ALREADY GENERATED.

ACCORDING TO **ADOLFO GUZZINI**, CHAIRMAN OF **FIMAG** AND **IGUZZINI**: “*THE INVESTMENT BY TIPO IN THE SHARE CAPITAL OF IGUZZINI IS A WONDERFUL DEMONSTRATION OF HOW MANY FAMILIES OF SUCCESSFUL ENTREPRENEURS, WHO HAVE JOINED THE TIP-TIPO GROUP AND THE TEAM OF TIP, HAVE DECIDED TO BELIEVE IN AN AMBITIOUS GROWTH STORY RELATING TO THE MOST*

IMPORTANT COMPANY OF OUR GROUP, THAT SINCE LONG TIME IS POSITIONED AMONG THE MAIN PLAYERS WORLDWIDE AND IS NOW ENGAGED IN AN EVEN FASTER DEVELOPMENT PLAN, THAT WE ARE WILLING TO PURSUE WITH A PROPER BALANCE AND BACKGROUND OF RESOURCES AND COMPETENCES”.

ACCORDING TO **GIOVANNI TAMBURI, CHAIRMAN OF TIPO**: *“THE INVESTMENT IN THE SHARE CAPITAL OF ONE OF THE MOST BEAUTIFUL AND IMPORTANT COMPANIES WORLDWIDE OPERATING IN THE FIELD OF DESIGN, HIGH TECHNOLOGY FOR ARCHITECTURE AND THE MOST ADVANCED LIGHTING SOLUTIONS MAKES US FEEL VERY PROUD AND IT IS BY ITSELF A GREAT HONOUR. EVEN MORE SINCE OUR INVESTMENT IS TO WORK TOGETHER WITH AN ENTREPRENEURIAL FAMILY OF GREAT SUCCESS SINCE LONG TIME AND IS AIMED AT FURTHER STRENGTHENING THE INTERNATIONAL DEVELOPMENT OF THE COMPANY IN A SPECIFIC MARKET WHERE ITALY IS BY FAR RECOGNIZED AS THE WORLDWIDE LEADER”.*

THE CLOSING OF THE TRANSACTION IS EXPECTED TO TAKE PLACE ON JANUARY 2015.

THE PARTIES HAVE AGREED THAT THE FINAL OBJECTIVE IS THE LISTING OF **IGUZZINI** ON THE STOCK EXCHANGE AND THE BEGINNING OF THE PROCESS IS FORECASTED WITHIN FIVE YEARS FROM THE AGREEMENT.

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