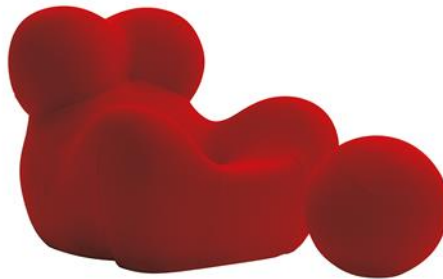


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**B&B ITALIA SELECTS INVESTINDUSTRIAL AS ITS STRATEGIC PARTNER**  
**GIORGIO BUSNELLI REMAINS A SHAREHOLDER AND CEO OF THE COMPANY**

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16 June 2015 – A company indirectly owned by Investindustrial V L.P. (“Investindustrial”), has signed an agreement to become the majority partner of B&B Italia S.p.A. (“B&B Italia”). Giorgio Busnelli remains a shareholder and the Company’s Chief Executive Officer. The transaction is expected to be completed in Q3 2015 subject to antitrust approval.

B&B Italia is a leading International design furniture company. The Company has an excellent reputation worldwide in the high-end design furnishings sector, for both the retail and corporate markets, and has been known for its strong focus on research and innovation and its ability to combine its industrial expertise and corporate management approach since its creation almost 50 years ago.

*“Having acquired Flos and providing it with all the tools needed for growth, the company was in a short period able to add Ares, a key Italian company in the production of architectural lighting units for outside areas. Similarly, we are proud to be able to now contribute to the development of a company with an excellent reputation in the area of design furniture such as B&B Italia”, explained **Andrea C. Bonomi, Senior Partner of Investindustrial.** “Giorgio Busnelli and his team have demonstrated that they have a very clear vision of the market and sector in which the company operates. Investindustrial will support this vision and make available the resources necessary to allow B&B Italia to continue to grow internationally, where the Company’s excellent design capabilities, product quality and creativity are already well known.”*

*“The strong desire to guarantee the continuity of this extraordinary Company in a way that will ensure its further growth and expansion at the international level in keeping with its mission and history led us to consider the partnership with Investindustrial. Due to its experience in the high-end market and design, it will be able to provide us with the expertise and resources needed to pursue our long-term strategies of internationalisation and industrial development”, said **Giorgio Busnelli, Chief Executive Officer of B&B Italia.***

Founded in 1966 as C&B (Cassina and Busnelli) and bought outright in 1973 by Piero Ambrogio Busnelli, who gave the company its current name, B&B Italia is known as a leader in the contemporary design furniture sector at the international level with an authentic collection of iconic furniture that has contributed to enriching the history of Italian design. B&B Italia’s success is based on a unique combination of creativity, innovation and industrial capabilities aimed at creating timeless products that stand the test of time.

Technological research has always been a key element of the Company’s development policy. In fact, the Company has an in-house Research & Development centre that works with famous international designers such as Antonio Citterio, Patricia Urquiola, Naoto Fukasawa, Gaetano Pesce and many others to support a creative and development process that has allowed it to set itself apart in the sector as a highly innovative and technologically advanced company. Its numerous awards include four *Compassi d’Oro* (the most prestigious

industrial design award), the most significant of which was the first award of this type ever given to a company rather than a product in 1989 for the “ongoing integration work to combine aspects of technical and scientific research with those needed to ensure product functionality and character”.

B&B Italia is now a global player, which in 2014 generated revenues of about EUR160 million, over 80% of which were from exports.

The Company’s registered office (designed by Renzo Piano and Richard Rogers in 1972) is in Novedrate (Como), and it has about 480 employees. B&B Italia’s business areas include furnishings for the home and general public, and thus, the Company is organised into a Home Division and a Contract Division.

The Home Division operates in the home furnishings market through two brands, B&B Italia and Maxalto, which provide different expressions of strong intrinsic, aesthetic and functional values reflecting an international lifestyle.

The Contract Division focuses on turnkey furniture and furnishing solutions in the hospitality and retail sectors and for offices and boats. The most recent and prestigious examples of its work include the Excelsior Hotel Gallia in Milan; the Peninsula Hotel in Paris; the Café Royal, Bulgari Hotel and Me Hotel in London; and the Aman Canal Grande Venice together with a number of prestigious international projects in the cruise line and office sectors.

The company operates in over 80 countries on five continents through a distribution network that includes eight directly managed sales outlets in Milan, London, Paris, Munich, New York, Soho NY, Chicago and Washington D.C., 34 single-brand stores managed by sales partners of B&B Italia and over 800 multi-brand stores.

B&B Italia and its shareholders were assisted by the Chiomenti law firm, as legal advisor, and BofA Merrill Lynch, as financial advisor.

Investindustrial was assisted by Chiomenti, as legal and tax advisor, Bain & Co, which carried out business and market due diligence, PWC for financial due diligence and Kirkland & Ellis LLP, as legal advisor with respect to the loan. The loan was provided by Banca IMI and UniCredit (co-global coordinators, mandated lead arrangers and bookrunners) and by Natixis (mandated lead arranger and bookrunner).

## **B&B Italia**

*B&B Italia, which was founded in 1966 as a result of the business insight of Piero Ambrogio Busnelli, is a leading Italian company in the design furniture sector at international level. With its registered office in Novedrate (Como), the company built its success on its ability to represent contemporary culture, recognise and anticipate trends and respond to changes in taste and housing requirements.*

*Its focus on research and innovation is reflected in a furniture collection that represents a fundamental segment of the history of Italian design due to the unique combination of creativity, innovation and industrial capabilities used to create “timeless” products that “stand the test of time”.*

*The company’s nerve centre is its in-house Research and Development Centre, which serves as a true “workshop” of meetings and cultural experiences that is heavily supported by collaboration with international talents such as Antonio Citterio, Patricia Urquiola, Naoto Fukasawa, Gaetano Pesce and many others. ([www.bebitalia.com](http://www.bebitalia.com))*

## **Investindustrial**

*Investindustrial is a leading investment company in Europe with about EUR 3.0 billion in assets under management. It provides industrial and capital solutions to European mid-cap companies. Its mission is to actively contribute to the development of the companies in which it invests through the creation of growth opportunities, and by offering global solutions with a European-wide business vision. Investindustrial has over 25 years’ experience of successfully partnering with European companies. Investindustrial is authorised by,*



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*and subject to the regulatory supervision of, the UK Financial Conduct Authority pursuant to the European AIFM directive. Further information is available at the website [www.investindustrial.com](http://www.investindustrial.com)*