

PREMIUM Equity Partners acquires majority share in CLARUS Films group from PINOVA Capital

*Expansion of market leadership in Europe and support with market consolidation
– Creation of the partner of choice in the (packaging-)foil industry*

Dietzenbach and Frankfurt am Main, 10 July 2018

Funds advised by PREMIUM Equity Partners, Frankfurt, have acquired a majority share in the CLARUS Films group, based in Dietzenbach near Frankfurt. The management team led by Norman Thom and Markus Mondani will remain invested and the employee participation program will be substantially enlarged. Seller is the Munich based private equity fund PINOVA Capital.

CLARUS Films was founded over 30 years ago, nowadays with its 60 employees and almost € 60 million annual turnover it has established itself as the leading independent value-added reseller in the packaging and lamination film sector. The recyclable foils are currently being distributed predominantly in the German-speaking region, however, European market reach will be significantly expanded over the next years through selective add-on acquisitions.

The very fragmented customer base from the food and consumer goods industry values the high service quality of CLARUS Films, as well as its fast, reliable and flexible availability of high quality packaging and lamination foils. Large warehouse, and cutting and conversion capacities allow CLARUS Films to meet individual customer demands even within 24 hours. This service level and the future growth strategy will be further supported and accelerated with the opening of the new, state-of-the-art facilities in Dietzenbach at the end of 2018. Due to the high sales volume of over 30,000 tons per year, film manufacturers worldwide trust the cooperation with CLARUS Films as partner and specialized value-added reseller as it provides an attractive platform to enter European markets.

Norman Thom, managing director of CLARUS Films: "With PINOVA's support we were able to lay the ground for a long-term growth strategy. From now CLARUS Films possesses all means to become the partner of choice in the (packaging-) foil industry: long-standing partnerships with customers and suppliers, an excellent team and infrastructure as well as growth capital combined with M&A-know-how. We are pleased to have found PREMIUM and are certain that they are the best partner to accelerate our planned market consolidation."

Markus Mondani, managing director of CLARUS Films: "The management team is delighted that PREMIUM shares our strategic objectives and helps us to further multiply our success story."

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Fabian Walesch, partner at PREMIUM adds: “CLARUS Films is an exceptional company with a strong and crucial position in the packaging industry’s value chain. Together with the dynamic and experienced management team, we are looking forward to implementing the European growth plans and further expanding market leadership through selective add-on acquisitions.”

Martin Olbort, partner at PINOVA Capital: “Since our investment in 2012, CLARUS Films has developed very positively through organic and inorganic growth and an increasing internationalisation. We are convinced that PREMIUM is the suitable new owner to support the management with the company’s further growth.”

PREMIUM Equity Partners is an equity investment firm founded in 2011 with a focus on the DACH region where it invests in strong niche companies with sales between EUR 10 million and 50 million. PREMIUM provides capital to the smaller “Mittelstand” to finance growth, ownership succession and spin-offs. For every investment PREMIUM combines their long-term investment and financing expertise with the profound industrial know-how of their industry partners. CLARUS Films is PREMIUM’s fifth transaction and following the investment in ic! berlin in October 2017, the second transaction of PREMIUM Mittelstandsfonds which was initiated in 2017, together with Bankhaus Lampe.

For more information, visit www.clarus-films.com, www.premium-equity.de and www.pinovacapital.com.

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