

RASSEGNA STAMPA

**USA**



giugno 2016

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# **ITALMATCH CHEMICALS**

**23 articoli**

## **BRIEF-One Rock Capital Partners sells Compass Chemical to Italmatch Chemicals**

<http://www.reuters.com/article/idUSASC08T1A>

One Rock Capital Partners LLC: \* One Rock Capital Partners sells Compass Chemical to **Italmatch Chemicals** \* Will continue to own a minority stake in combined business post-transaction Source text for Eikon:

## One Rock sells Compass Chemical International to Ardian-backed Italmatch

<https://www.pehub.com/2016/06/3337456/>

Ardian-owned **Italmatch Chemicals** Group has acquired Compass Chemical International LLC, a Georgia and Texas-based maker of organophosphonates, polymers and other specialty additives/services for water treatment and oil and gas applications. The seller was One Rock Capital Partners LLC. No financial terms were disclosed. PRESS RELEASE **ITALMATCH CHEMICALS** GROUP acquires from an affiliate of One Rock Capital Partners, LLC 100% of Compass Chemical International, LLC, a leading North American company in the production and marketing of organophosphonates, polymers and other specialty additives/services for water treatment and oil & gas applications. Thanks to this acquisition, **Italmatch** Group consolidates its presence in the Americas markets, operating through its own highly flexible manufacturing plant. With this transaction, **Italmatch** Group also further strengthens its position in the Industrial Water & Process Water Treatment markets in which it operates under the leading global DequestR brand originally developed by Monsanto chemical company. Thanks to this acquisition, "Dequest is back in the USA." **Italmatch Chemicals**, a leading global chemicals group specializing in the manufacturing and marketing of performance additives for lubricants, water & process treatment, and oil and plastics, has acquired 100% of Compass Chemical International, LLC, a leading North American company in the production and marketing of organophosphonates, polymers and other specialty additives/services for water treatment and oil & gas applications. The acquisition, completed through the subsidiary **Italmatch** USA Corporation, will enable **Italmatch** to operate in the Americas markets through its own manufacturing facility which will produce the leading global DequestR product line, while continuing to produce Compass' Mayoquest brand of products. This transaction is consistent with **Italmatch Chemicals** Group's growth strategy to further strengthen the company's position as a leading global supplier of Specialty Water Management Additives and associated services. It follows the acquisitions of GRS Chemical Technologies in December 2014, a centre of excellence specializing in the production of Low / High MW polymers and additives for heavy fuel oils, and more recently of Solvay's Desalination and Phosphonates /Phosphonic acid-based water additives business. "The acquisition of Compass Chemical International, LLC" - said Sergio Iorio, CEO of **Italmatch Chemicals** - "strengthens our presence in the Americas markets in a strategic market segment, where we plan to keep investing in order to consolidate our position among the leading global players." "Thanks to this transaction" - concluded Iorio - "we will also expand our product range for the water treatment markets and will noticeably increase our presence in the oil & gas industries. This will be possible due to the presence of Compass in Texas, benefiting from the reputation of Compass Chemical International with its excellent track record, its strong customer loyalty, and its exceptional ability to develop new products for a wide range of applications." Founded in 1999, Compass Chemical International, LLC is present in the United States through a production facility located in Smyrna, GA and a blending and warehouse facility located in Huntsville, TX dedicated mainly to serving the oil & gas industry. **Italmatch Chemicals** is a leading innovative chemicals group, specializing in performance additives for lubricants, water & oil treatment, and plastics, and offers a wide range of specialty chemicals able to fulfil the requirements of the most demanding applications, including personal care. The Group generates 340 million euros in revenues and operates through six manufacturing plants in Europe (Italy, Spain, Germany and UK) and four in Asia Pacific (China and Japan), and has sales/distribution subsidiaries in Belgium, Poland, Japan, Singapore, India, China and the USA. The company has a global presence and over 500 employees. Compass is the first **Italmatch** manufacturing site in the USA. Ardian, the largest European independent private investment company, acquired the majority of **Italmatch Chemicals** together with the management in July 2014, and is

committed to supporting the company's growth.

## Italmatch acquires Compass Chemical

<http://www.chemengonline.com/italmatch-acquires-compass-chemical/?printmode=1>

**Italmatch Chemicals** Group (Genova, Italy; [www.italmatch.it](http://www.italmatch.it)) today announced that it has acquired (from an affiliate of One Rock Capital Partners LLC) 100% of Compass Chemical International LLC (Smyrna, Ga.; [www.compasschemical.com](http://www.compasschemical.com)), a leading North American company in the production and marketing of organophosphonates, polymers and other specialty additives/services for water treatment and oil & gas applications. The acquisition, completed through the subsidiary **Italmatch** USA Corporation, will enable **Italmatch** to operate in the Americas markets through its own manufacturing facility which will produce the leading global DequestR product line, while continuing to produce Compass' Mayoquest brand of products. This transaction is consistent with **Italmatch Chemicals** Group's growth strategy to further strengthen the company's position as a leading global supplier of specialty water management additives and associated services. It follows the acquisitions of GRS Chemical Technologies in December 2014, a center of excellence specializing in the production of low-/ high-MW polymers and additives for heavy fuel oils, and more recently of Solvay's desalination and phosphonates / phosphonic acid--based water additives business.

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<http://finance.yahoo.com/news/italmatch-chemicals-group-acquires-affiliate-151700670.html>

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[http://www.bloomberg.com/research/markets/news/article.asp?docKey=600-201606071117PR\\_NEWS\\_USPRX\\_\\_\\_\\_NY18231-1](http://www.bloomberg.com/research/markets/news/article.asp?docKey=600-201606071117PR_NEWS_USPRX____NY18231-1)

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[https://www.merrilledge.com/research/story?stryKey=600-201606071117PR\\_NEWS\\_USPRX\\_\\_\\_\\_NY18231-1](https://www.merrilledge.com/research/story?stryKey=600-201606071117PR_NEWS_USPRX____NY18231-1)

...a leading North American company in the production and marketing of organophosphonates, polymers and other specialty additives/services for water treatment and oil & gas applications GENOA, Italy, June 7, 2016 /PRNewswire/ -- **Italmatch Chemicals**, a leading global chemicals group specializing in the manufacturing and marketing of performance additives for lubricants, water & process treatment, and oil and plastics, has acquired 100% of Compass Chemical International, LLC, a leading North American company in the production and marketing of organophosphonates, polymers and other specialty additives /services for water treatment and oil & gas applications. The acquisition, completed through the subsidiary **Italmatch** USA Corporation, will enable **Italmatch** to operate in the Americas markets through its own manufacturing facility which will produce the leading global Dequest product line, while continuing to produce Compass' Mayoquest brand of products. This transaction is consistent with **Italmatch Chemicals** Group's growth strategy to further strengthen the company's position as a leading global supplier of Specialty Water Management Additives and associated services. It follows the acquisitions of GRS Chemical Technologies in December 2014, a centre of excellence specializing in the production of Low / High MW polymers and additives for heavy fuel oils, and more recently of Solvay's Desalination and Phosphonates / Phosphonic acid-based water additives business. "The acquisition of Compass Chemical International," said Sergio Iorio, CEO of **Italmatch**, "strengthens our presence in the Americas markets in a strategic market segment, where we plan to keep investing in order to consolidate our position among the leading global players." "Thanks to this transaction," concluded Iorio, "we will also expand our product range for the water treatment markets and will noticeably increase our presence in the oil & gas industries. This will be possible due to the presence of Compass in Texas, benefiting from the reputation of Compass Chemical International with its excellent track record, its strong customer loyalty, and its exceptional ability to develop new products for a wide range of applications."

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London, 7 Jun 2016 | 11:17 AM ET



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The acquisition, completed through the subsidiary Italmatch USA Corporation, will enable Italmatch to operate in the Americas markets through its own manufacturing facility which will produce the leading global Dequest product line, while continuing to produce Compass Mayoquest brand of products.

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## One Rock Capital Partners sells Compass Chemical to Italmatch Chemicals

<http://www.internationalfinancemagazine.com/article/One-Rock-Capital-Partners-sells-Compass-Chemical-to-Italmatch-Chemicals.html>

The deal will help **Italmatch** Group to consolidate its position June 10, 2016: Ardian portfolio company **Italmatch Chemicals**, a leading global specialty chemicals group, has acquired 100% of Compass Chemical International, the most important North American independent chemical company active in the production and marketing of phosphonates and additives for water treatment and for the oil & gas market, from US private equity firm One Rock Capital Partners, LLC. Thanks to this acquisition, **Italmatch** Group will consolidate its presence in the American market, with an important manufacturing site which will continue to produce Compass' Mayoquest brand of products. It will also be expanding its water treatment product range, thus strengthening the leading global role of the DequestR brand in a highly strategic business segment. This is the third acquisition in the water treatment industry by **Italmatch** since Ardian became the major shareholder in June 2014, and falls into the company's growth strategy through acquisitions, aimed at establishing **Italmatch** as a leading global player in its market sectors. **Italmatch** acquired GRS Chemical Technologies S.r.l., a company active in the production of soluble polymers for water treatments and additives for combustion, in December 2014 and Solvay's desalination, phosphonates and phosphonic acid-based water additives business in January 2016. Sergio Iorio, CEO of **Italmatch Chemicals**, has stated: "Thanks to this transaction we will expand our product range for the Water Treatment markets and will noticeably increase our presence in the oil & gas industries. This will be possible also thanks to the presence of Compass in Texas, benefiting from the high reputation of Compass Chemical International along with its excellent track record, its strong customer loyalty, and its exceptional ability to continuously develop new products and applications". Yann Chareton, Managing Director of the Mid Cap Buyout team of Ardian, added: "The overseas acquisition of Compass represents a further important step in the strategy of development and in the internationalization of **Italmatch**, undertaken with Ardian. Our aim is to guide our portfolio companies in a growth path on a global scale, creating value for every stakeholder. Along with **Italmatch** and its excellent management, two years after the investment we can confirm that the big development opportunities that Ardian had foreseen have been taken, and we still see significant growth margins for a group that represents Italian industrial excellence". - See more at: <http://www.internationalfinancemagazine.com/article/One-Rock-Capital-Partners-sells-Compass-Chemical-to-Italmatch-Chemicals.html#sthash.fMz3CsKI.dpuf>

# Business Roundup

## BUSINESS CONCENTRATES

**Lotte enters a bid for Axiall** 

**Shell green lights  
Pennsylvania cracker** 

**BASF to expand coatings  
resins** 

**Sumitomo buys into Indian  
producer** 

**Costs increase for Sasol  
project** 

**Bayer makes deal for space  
data** 

**SQM will boost potassium  
nitrate** 

**Ixaltis gets funds to  
repurpose drug** 

**Takeda puts money in rare  
disease firm** 

**New York City gets biotech  
incubator** 

**Merck expands its venture  
fund** 

**Microbiome firms gain  
partners, raise money** 

**Business Roundup** 

**All Concentrates**

**Italmatch Chemicals**, an Italian chemical maker, has acquired Compass Chemical, a Smyrna, Ga.-based maker of organophosphonates and other chemicals for water treatment and oil and gas applications, from the private equity firm One Rock Capital Partners. The deal follows Italmatch's purchase earlier this year of a similar Solvay business and its 2013 buy of phosphonates assets from Thermphos International.