



## PRESS RELEASE

### ITALMATCH CHEMICAL GROUP ACQUIRES THERMPHOS CHLORIDES AND DEQUEST BUSINESS

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Genova, March 8th 2013 \_ **Italmatch Chemicals S.p.A.**, a specialty chemicals company controlled by long term investors jointly with the Management, and leader in the field of phosphorus derivatives and special additives for plastics, lubricants and water management, has successfully completed the acquisition on **March 1<sup>st</sup>, 2013** of the Phosphonates business – under the global leading brand Dequest – and of the Phosphorus Chlorides business from Netherlands-based Thermphos International B.V.. **Dequest Phosphonates** are manufactured at **Newport (UK)** plant, and will maintain sales and R&D center in **Louvain-le-Neuve (B)**; the full range of Phosphorus Chlorides, including PCI<sub>3</sub>, POCl<sub>3</sub> and PCI<sub>5</sub> will continue to be manufactured in Frankfurt, Höchst site. Italmatch has acquired a **business** with **sales of around 80M€** and employing about **100 people**.

*<The acquisition of Dequest and the Thermphos Chlorides Business represents a unique opportunity to consolidate and grow the business in the long term, through the exploitation of significant potential synergies \_ explains **Italmatch Managing Director Sergio Iorio** \_*

*While the chlorides business will strongly benefit from the integration with Italmatch's existing phosphorus operations, and raw material vertical integration, considering the long term established presence of Italmatch in Phosphorus manufacturing, Dequest's phosphonates business will be further developed through joint R&D cooperation in organo-phosphorus chemistry, today carried out at Italmatch's Arese plant, as well as through commercial and technical synergies in detergents, oil drilling and paper mills applications>.*

As a result of this acquisition **Italmatch**, headquartered in **Genoa**, Italy with production facilities in Italy, China and Spain, would reach a consolidated turnover (estimated pro-forma 2013) of **more than € 250 million** and employment in excess of 450 people.

*<The **strategy of Italmatch Chemicals** \_ remarks **CEO Sergio Iorio** \_ is to soon become a leading global player in innovative driven sectors of specialty chemicals, with particular focus on lube, fuel and MWF additives; plastic additive and performance chemicals; water management and detergents in which, applicative competence and know how is the key success factor. Now we hope that the integration of the chlorides and Dequest business will soon be completed and provide the expected synergies, in order to complete the targeted growth plan>.*

The company strategy includes also the **recent acquisition** of **Undesa**, finalized in December 2012, active in the field of natural esters and special products for detergents (esterquats for softeners), which well integrate and complement the Italmatch offer of lubricant synthetic additives, as well as of phosphonates for the detergent industry.

In addition, the company intends to exploit significant technical and commercial synergies both in the organo-phosphorus chemistry by adding to water soluble phosphonates, also oil/solvent soluble products, as well as in complementing the scope of supply of phosphonates with synergistic chemistry, including for example water soluble polymers, to be manufactured at Arese plant.

Italmatch key success factor, to date, has been the long term and preferential relationships with key Customers/Partners, always aimed at joint technical work for future products developments; Italmatch hopes to extend this special “Partnership” scheme “spirit” also to the newly acquired key customers of Dequest/Chlorides business.

Through the acquisition, Italmatch also gains access to a strong and wider international presence, having acquired direct sales subsidiaries in Singapore, Japan and USA.

With respect to USA and Latin America, the company is still committed to further grow through selected acquisition, in order to gain full global manufacturing presence.

**Italmatch Group** today, already counts **5 manufacturing sites** in Europe, plus two specialized logistic centers, and **3 plants in China**, in addition to sales and distribution subsidiaries, focused in Asia Pacific and including local technical assistance capabilities.