



by BeBeez

Swiss Hatebur buys Italy's Carlo Salvi group

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Swiss group **Hatebur** is buying **Carlo Salvi Group**, a world leader in the production and supply of high-precision machines for cold and semi-hot forming with a wide range of fastener products, with wire diameters comprised between 0.6 to 23 mm, *MF Milano Finanza* writes today.

The entrepreneur **Sergio Ziotti** will still be managing the company for a while. The sale process has involved several major international and Italian industrial and financial players. such as US **ITW** and

German **Schuler group**, German private equity funds managed by **Auctus and Aurelius** and Italia private equity funds by **Wise sgr** and **Star Capital sgr**.

The Italian group operates through a patented technology that allows it to excel in the aeronautic, automotive and electronics. The Group is also a leading player in the supply of turnkey solutions for the production of special components, where electronics, automation and productivity are seamlessly integrated.

With more than 4,000 machines installed worldwide, the Carlo Salvi Group serves mostly the automotive, aerospace, electronics and medical device industries globally. Founded in 1939 by Mr. Carlo Salvi, the Group now operates through a production plant of the latest generation, located in Garlate (Lecco, Italy), dedicated to the design, R&D, production, assembly and testing, and three international subsidiaries in Sylvania (USA), Guangzhou (China) and Telford (UK).

With a turnover of about 25 million euros and an Ebitda in excess of 5 million, Carlo Salvi Group generates over 90% of business abroad. The main markets include the US (46%), Germany (24%), UK (7%), France (7%) and Czech Republic (4%). In terms of vertical markets served, 80% of the business is automotive, 10% aerospace, 5% medical devices and the remaining 5% is special applications. Carlo Salvi Group counts among its clients several major multinational world leading players in the fasteners industry, including Stanley Black & Decker, Atlas Copco, Lisi Aerospace, Alcoa, SFS Group, Ateliers de la Haute-Garonne, etc.

The deal will give birth to the world's largest group in the forming machinery sector with a turnover of over 100 million euro, a complete, full range of products and technologies, and a global geographical coverage.

The transaction was originated and managed by **CP Advisors** team led by Salvo Mazzotta and Marco Garro. The legal and tax assistance for Carlo Salvi Group was provided by the law firm **Pedersoli**. Hatebur was instead assisted by **Zetra International** while the legal assistance was provided by **Matera Bonaccorsi Hein & Partner**.