



Demetra to partner with Astorg

Milan, 6th August 2021 - Demetra Holding S.p.A. (“Demetra”) is pleased to announce that it has signed a partnership with Astorg, a leading global private equity firm, to support the next development phase of the Group. Astorg will support the Company in its future growth plans, continuing to invest in innovation and product quality both organically and inorganically. At the same time, the minority shareholder Keensight Capital will exit.

Created in 2016 following the combination of Italy-based Tecres and Germany-based Osartis, Demetra develops, manufactures, and distributes products used in orthopaedic implant surgeries and spine interventions.

More specifically, the Company is one of the leading suppliers of bone cement, a product used for the fixation of orthopaedic implants and for the filling of vertebral compression fractures. Demetra has also pioneered the preformed spacer technology: these medical devices are ready-to-use, antibiotic-loaded temporary implants used to treat local infections that can occur to patients who have had implant surgery. Demetra’s preformed spacers are the industry standard and allow to better treat infections, to reduce surgery time and to improve patient mobility compared to previous generation products.

The Company serves all the major players in the orthopaedic industry and has highly diversified sales in terms of geography and product mix. Demetra has over 200 employees across four facilities in Europe, the US, and China.

Denis Faccioli, CEO at Demetra, said: *“We would like to thank the Astorg team for the enthusiasm they have demonstrated for our business. Astorg will support our ambitious growth plan, and together we will continue this outstanding entrepreneurial adventure. Demetra’s success is the result of a team effort that has allowed us to offer innovative solutions to our clients that have placed their trust in us for many years.”*

Lorenzo Zamboni, Partner at Astorg, said: *“We have tracked Demetra for many years and have been impressed with its strong market position, innovative products and consistent strong positive feedback from customers. We are excited to be part of a Company whose mission statement is to improve patient lives and we are thrilled to partner with Denis Faccioli and Massimo Grazioli and their team to help shape the future of this unique Group. We will do our utmost to help the management team accelerate international growth, to pursue the development of new products and new applications and to unlock M&A opportunities.”*

Financial terms of the transaction were not disclosed.

Demetra’ shareholders were advised by Rothschild & Co and Gattai, Minoli, Partners. Astorg was advised by BonelliErede and EY.

About Astorg:

Astorg is a global private equity firm with over €12 billion of assets under management. We work with entrepreneurs and management teams to acquire market leading global companies headquartered in Europe or the US, providing them with the strategic guidance, governance, and capital they need to achieve their growth goals. Astorg enjoys a distinct entrepreneurial culture, a long-term shareholder perspective, and a lean decision-making body. We have valuable industry expertise in software,



healthcare, business-to-business professional services, and technology-based industrial companies. Astorg has offices in London, Paris, New York, Frankfurt, Milan, and Luxembourg.

For further information about Astorg, please visit: www.astorg.com

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