

For immediate release

## **Affentranger Associates SA advised Fair Friend Group on the acquisition of Pfiffner Group**

*Zurich, July 6<sup>th</sup>, 2015. Affentranger Associates advised Fair Friend Group (FFG), an international industrial group with revenues of ca. USD 3.3bn, thereof ca. USD 1.8bn in tool machining, on the acquisition of the Pfiffner Group, headquartered in Switzerland, a manufacturer of high-precision rotary transfer machines with revenues of ca. CHF 80m. The transaction was closed on June 10<sup>th</sup>, 2015.*

In addition to its leading position in Asia, FFG has in recent years also built a strong presence in the European tool machining market. With its premium brands in Germany and Italy, FFG offers a broad range of advanced turning, milling, and gear manufacturing technology. The acquisition of Pfiffner further reinforces FFG's position in Europe and provides complementary and leading expertise in high-volume and high-precision machining in the area of small work pieces up to hand size. For Pfiffner Group, the transaction provides strong strategic opportunities including access to FFG's extensive global sales and services capacities. The company's founder Karl R. Pfiffner who has successfully built up the firm for over 40 years thus reached a sustainable succession solution for its firm and employees.

Affentranger Associates acted as exclusive financial advisor to FFG. Based on its long-term relationship to Mr. Pfiffner, Affentranger Associates established a strong mutual trust basis between both parties and thus enabled a fair and swift transaction. Affentranger Associates led and coordinated the entire acquisition process, including due diligence as well as the transaction negotiation and closing. The transaction highlights Affentranger Associates' expertise in the industrial sector and strength in establishing sustainable entrepreneurial solutions for its clients.

Luigi Maniglio, President of FFG Werke GmbH, located in Uhingen/Baden-Württemberg comments: "Affentranger Associates delivered high-quality advisory services and significantly contributed to implementing an efficient transaction process. We could thus successfully complete the transaction only three months after the first management meeting with Pfiffner Group. We are excited to extend our presence into Switzerland. Pfiffner Group's excellent expertise and brand further strengthens our leading position in rotary transfer machines".

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About Affentranger Associates SA

Incorporated in 2002, Affentranger Associates SA (aasa) is a business platform focused on the theme of value creation. As trusted advisor, aasa provides tailored entrepreneurial solutions based on unbiased and independent advice. aasa helps its clients analyze and understand major industry trends, evaluate strategic options and execute value creating corporate finance transactions. Together we shape strategic vision. Highest ethical standards and flawless execution are the cornerstones of the professional advisory work.

As principal investor, aasa has the ambition to achieve sustainable long-term returns by investing a combination of labor and capital in companies which are in a transition phase.

