

# CASE STUDY

We get the deal done.

Pedrollo acquires Superior Pump

INDUSTRIALS

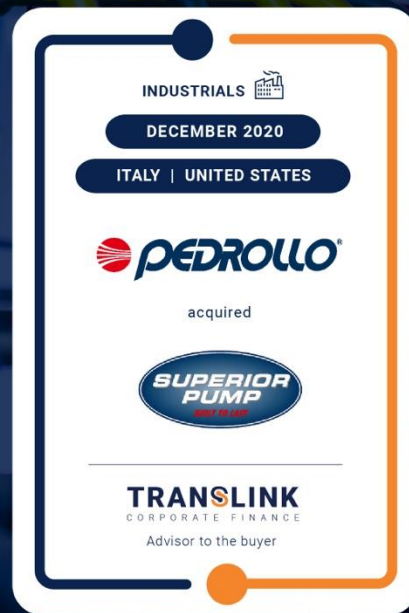


## TRANSACTION ANNOUNCEMENT

Translink advised Pedrollo on the acquisition of a majority in Superior Pump, the trading name for Michael Sales

Pedrollo's strategic ambition for two decades had been to capture market share in North America and as such the partnership with Superior Pump was appealing

Superior Pump (trading name for Michel Sales) is a producer and distributor of premium pumps designed for commercial and residential use



## TRANSACTION HIGHLIGHTS

Translink in Italy and the United States acted as the exclusive M&A advisor to the Pedrollo Group on its acquisition of Superior Pump. The fact that Superior Pump, one of more than 100 potential targets identified, was also a family-run business with similar values, was an appreciated bonus for Pedrollo. Coming from its long-standing history of family and entrepreneurial values, Superior Pump shares a similar vision and culture with its Italian-based counterpart, making it an optimal acquisition target for Pedrollo.

## KEY TAKEAWAYS

- Establishing a foothold in the US had been Pedrollo's ambition of over 20 years.
- In 2021, the Group's unconsolidated revenues, including Superior Pump, are expected to exceed €300 million - up 45% from 2019.
- Pedrollo recognised Superior Pump's strong geographic reach, supplier relationships and key business synergies between the two companies.
- This transaction demonstrates Translink's significant capabilities to originate and execute mid-market deals in the United States.

## DEALMAKERS

David Stempel, Sabina Grisorio (Italy), Mohit Mehta (United States)

**"I was impressed by the ability of Translink to originate this opportunity for us so close to the profile that we were seeking in such a competitive market. This was our first acquisition outside of Italy. Nevertheless, Translink was able to make this complex and new experience, both in terms of norms and culture, seem familiar and manageable for us. I highly recommend Translink for companies wishing to expand abroad and especially for those interested in the United States,"**

- Giulio Pedrollo, CEO at Pedrollo Pumps