



Announcement / Press release

IPH Group to expand its presence on the Spanish market

Madrid, 16th December 2016

JULSA, a leading technical distributor in Spain, has decided to join the IPH Group. This deal will further enhance the development of IPH Group's market position in Spain, after the acquisition of BUENAVENTURA GINER Inc. last September.

JULSA was created in 1977 in Madrid with current sales of nearly € 25 million through 5 branches in Spain. The company is well known for its high performance and dedication to customer service. JULSA is a bearing specialist and has a broad range of products in Power Transmissions like chains, belts, pneumatics, hydraulics, sealings & lubrication. The current management team will remain at the helm of the company, providing expertise and continuity to the group.

"JULSA shares common values and strategy with IPH: hard work, devotion to clients, respect for people and integrity in business - core values instilled for more than 40 years by our late founder. And also in the future product availability by a well-managed stock, motivated people close to the customer and technical expertise will be the pillars of our strategy for our success in the MRO, OEM and D2D business", says Sara LOPEZ, Director of Operations of JULSA. Alvaro GUILLEN, Managing Director of JULSA adds: "by joining the European group IPH we will strengthen our position in the market. A wider range of products and brands, direct access to the group members' inventory and an international presence will grant us a sustainable competitive advantage for the sake of our customers."

"This alliance between JULSA and GINER widens the coverage of the Spanish network", states Walter NEMETZ, Vice President and Chief Strategy & Development Officer of IPH. "It gives the opportunity to add individual competences and create the best-in-class player for each customer segment in MRO, OEM and Distribution", points out Jose Ramon SURROCA, CEO of BUENAVENTURA GINER Inc.

Together with JULSA and GINER the overall revenue of IPH in Spain will reach € 55 million with a global network of 17 branches covering all the different communities of Spain and employing nearly 200 people. Those teams are mostly focusing on supply and services mainly on power transmission products and technologies.



For this transaction

IPH Group is supported by PWC Asesores Negocios, SL (financial and tax advisors) and Watson Farley & Williams Spain, SL (legal advisors),

JULSA is advised by ALTALEX Asesores Legales y Tributarios (financial, tax and legal advisor).

About JULSA.



JULSA is active in Spain with a network of 5 branches (JULSA SAU in Madrid, JULSA SUR, SA in Sevilla and Linares, JULSA Levante in Murcia and HERDAL JULSA in Barcelona). JULSA employs more than 70 employees and develop a global revenue of nearly 25 M€ with customers in MRO (Maintenance, Repair & Overhaul), OEM (Original Equipment Manufacturers) and D2D (Distributor to Distributor).

JULSA operates in different PT (Power Transmission) products segments, with a major part (nearly 55%) done in bearings. The company has a specialized department in services for industrial distributors in bearings and power transmission.

JULSA has nearly 3.600 active customers and 2.000 well diversified suppliers.

IPH will achieve by the JULSA and GINER distribution network in Spain the N°1 position in bearings and power transmission market and the N°3 position in the technical industrial distribution market.

About IPH Group

www.group-iph.com

Contact

To IPH :
Nicole ROFFÉ
EZRA Communication
nroffe@ezracom.eu
Tel : + 33 6 60 06 16 45

Christian COLLIGNON
ccollignon@group-iph.com
Tél. + 33 6 76 48 06 86



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