

Press Release
December 5, 2023

APHEON ENTERS INTO EXCLUSIVE NEGOTIATIONS TO ACQUIRE A MAJORITY STAKE IN FIABILA

Apheon, a pan-European mid-market private equity investor is pleased to announce that it has entered into exclusive negotiations to acquire a majority stake in Fiabila (the “Company”), a global cosmetics CDMO specialized in nail products. Apheon, alongside Mr. Pierre Miasnik (the “Founder”) and his family, the management team and minority shareholders, intend to remain invested in the business and to actively support the acceleration of Fiabila’s development.

Since its founding in 1977 by Mr. Pierre Miasnik, Fiabila has become the global leader in the development, manufacturing and packaging of nail polish and nail care products, serving over 440 clients, among which most of the largest traditional beauty brands worldwide. Headquartered in Maintenon, France, Fiabila has built a truly global footprint, with state-of-the-art production sites in France, the US, Brazil, India, Japan and Poland.

For over four decades, Fiabila has realized a remarkable growth track record, differentiating itself through its strong focus on innovation, top quality products, compliance with regulatory constraints, operational excellence, and geographical proximity to customers. The company has developed a large product portfolio utilizing different technologies, with a focus on “safer”, more natural products, and has a full-service offer which includes development and packaging.

Apheon, with its track record of partnering with entrepreneurial founders and families, views the investment into Fiabila as an opportunity to bring its strategic guidance along with capital for growth. All of Fiabila’s longstanding shareholders – Mr. Miasnik and his family, the management team, as well as the minority financial investors – will remain fully committed for this next phase alongside Apheon, and intend to accelerate the Company’s trajectory, by further investing into the product and service range, optimizing the Company and ramping up business development to unlock new and existing markets. Mr. Miasnik will remain actively involved in the Company, both as a shareholder and as a Board member.

For Mr. Miasnik, this partnership will be a milestone in the history of the Company he founded more than 40 years ago. He said: *“In Apheon, we found the best partner to write a new chapter for Fiabila. Throughout our discussions, we particularly appreciated the fact that Apheon shares the same entrepreneurial DNA and values as well as the same vision on the development of Fiabila. In addition, I believe that Apheon, with its experience, expertise, extensive network and capital injection, will enable Fiabila to further accelerate its growth”*.

Mr. Wolfgang de Limburg, Managing Partner of Apheon, commented: *“As entrepreneurs ourselves, we embrace Fiabila’s focus on innovation and excellence, and have been impressed by its strong historical development. We look forward to partnering with Pierre and to embarking on this new chapter together, driving forward our collective ambition to take Fiabila to greater heights”*.

The proposed transaction remains subject to customary regulatory approvals and conditions and is expected to close during the first quarter of 2024.

About Fiabila:

Fiabila is a leading player worldwide in the development, manufacturing and packaging of nail polish and nail care products with sales of more than €137 million. Since 1977, the Company focuses on developing for and serving cosmetics brands with innovative, high-quality, and reliable products, as well as high-service rate and operational excellence. Fiabila differentiates from competition in terms of CSR and environmental certifications, through "safer" and "greener" products offering, and with an unparalleled geographical reach and industrial base. Fiabila serves a large and loyal customer base, including global cosmetics groups, private labels, and indie brands, from prestige to mass market clients. Today, Fiabila employs ~480 people across 10 state-of-the-art facilities in France, the USA, Brazil, India, and Japan.

For more information, please visit: www.fiabila.net.

About Apheon:

Apheon is a pan-European mid-market private equity investment company managing ~€2.7 billion of assets from select global institutional investors and families. Apheon is characterized by its partnership approach, providing "patient and friendly capital" and industrial know-how to entrepreneurs and management teams, preparing their companies for the future. Apheon partners with leading companies with a sustainable, competitive position in attractive niche sectors, that are headquartered in the Benelux, Italy, Spain, France and Germany, with a constant emphasis on developing their environmental, social and governance ("ESG") journey during its investment period. Through its pan-European footprint, the firm acts as a gateway into Europe for companies in the mid-market.

Since its founding in 2005, Apheon has raised more than €3.2 billion in capital, invested in 38 companies across Europe and completed ~160 add-on acquisitions for a total aggregate transaction value in excess of €6.5 billion. Apheon's current portfolio consists of 20 companies across its target sectors, representing more than €3.0 billion sales and 20,000 employees. Apheon is advised by Apheon Advisors which has offices in Brussels, Milan, Madrid, Paris, Munich, and Amsterdam.

For more information, please visit: www.apheon.com.

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