



GUALA CLOSURES RECEIVES A SPECIAL MENTION FOR ITS INTERNATIONALISATION STRATEGY AT THE “ECCELLENZE D’IMPRESA 2019” AWARD

The CEO Giovannini: “For us internationalisation is a decisive and strategic growth factor. We are not stopping here, our production plant in Kenya is soon to be doubled in size, and we are embarking on a new challenge in Belarus”

Milano, 16 October 2019 – Yesterday evening, at the ceremony for the presentation of the “Eccellenze d’Impresa 2019” Award, **Guala Closures** received a **special mention for its internationalisation strategies** which have led them to enjoy an active presence in over **one hundred countries**, with **twenty-nine** production plants in **five continents**. A global footprint also certified by the Group’s economic results, with **over 90% of revenues, earned abroad**.

2018 was a crucial year for the development of the internationalisation plan undertaken by the company which, just a few weeks ago, entered the **FTSE Italia Mid Cap** index of Borsa Italiana¹. Indeed, last year Guala Closures acquired UCP (United Closures & Plastics), a Scottish closures producer, specialised in the spirits sector, and opened Guala Closures East Africa in Kenya, its second base in the continent after the acquisition in Cape Town made in 2012.

“We don’t intend to stop here – declared Marco Giovannini, Chairman and CEO of Guala Closures Group from the stage of Palazzo Mezzanotte – Our growth stems from the continuous development of our presence in different markets and territories, without forgetting our international footprint. This is precisely why we are expanding our operations in Africa, doubling the production plant in Kenya and, by the end of the year, we will launch production in the new plant in Minsk, which will enable us to achieve better coverage of the Russian market.”

In an economic scenario which has been highly challenging in recent years, our internationalisation strategies have enabled Guala Closures to grow steadily and to achieve excellent results, strengthening our market leadership. Internationalisation is a decisive and strategic growth factor, because in a global but local market, it enables us to be close to our customers, oversee the market and exploit the advantage of proximity, generating economic benefits that protect us from the risk of volatility on the stock and currency markets.

“In the future, Guala Closures will continue to consider internationalisation as a strategic asset, under the banner of innovation and sustainability, elements that are able to bring real added value to our customers and to all of the communities of the countries we operate in” added Marco Giovannini.

It is precisely this innovative approach acting as strategic driver which has enabled the global expansion of Guala Closures. Over the years, the **five research and development centres** scattered all over the world, have led to **over 140 patents**, harbingers of solutions that have totally changed the beverage closures market.

¹ The index regards the most liquid and highest capitalised shares listed on the MTA and MIV markets not included in the FTSE MIB index.



Further proof of the Group's dynamism generated by the two levers of innovation and internationalisation is represented by the launch in 2019 of a new range of connected caps for wine, spirits and olive oil called NĚSTGATE™.

By simply tapping the cap with their smartphones, consumers are able to access multimedia content on the product, tasting tips, games and promotions. The first successes have been enjoyed in the US market with product launches in both the wine and spirits sectors.

Guala Closures Group

Guala Closures Group has more than 4,700 employees and operates in 5 continents through 29 production plants and markets its products in over 100 countries. The Group sells over 15 billion closures each year with a 2018 turnover of 543 million Euros. Thanks to a policy of continuous business development and technological innovation, the Group is recognized as a world leader in the production of alcohol safety closures and is a leading manufacturer of aluminium closures for spirits, wines and beverages.

From August 2018, Guala Closures S.p.A. has been listed on the STAR segment of the Italian Stock Exchange, entering the FTSE Italia Mid Cap index in September 2019.

Fund out more on www.gualaclosures.com

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