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PREMIUM Equity Partners acquires majority stake in Dresden-based mechanical engineering company KAMA

Further growth through product innovation and add-on acquisitions

Dresden and Frankfurt, August 2018

Funds advised by PREMIUM Equity Partners, Frankfurt am Main, have acquired a majority stake in KAMA GmbH, based in Dresden. The managing partners, Marcus Tralau and Steffen Pieper, will remain with substantial participations in KAMA and will lead the company into a common future. The seller is the Munich-based investment company ARCUS Capital AG.

KAMA was founded in Dresden in 1894 and re-established as a private company in 1994 with the entry of Marcus Tralau. Over the last 25 years, KAMA has developed from a small manufacturer of punching machines for the post-processing of print products to a globally active innovation and market leader in machines for flexible processing and finishing of printed products. The focus is on die-cutting and embellishing machines for commercial printing as well as folding and gluing machines for the packaging markets. With an installed base of more than 600 machines worldwide, KAMA has a broad customer spread with focus on short-run packaging due to the extremely short changeover times and high precision of its machines.

With its 120 employees and its own production, KAMA bundles all important steps in value creation: From successful development of post-press technology to digital printing, proprietary software solutions, efficient production of high-quality precision machines as well as a global sales and services network based primarily on long-term partnerships, KAMA is a successful and profitable niche manufacturer. For the upcoming years the aim is to expand its innovation leadership, to intensify its national and international market presence, to strengthen its market position and to further complement the existing product range, also through selected add-on acquisitions.

Marcus Tralau, Managing Director of KAMA: „With the support of ARCUS, we were able to expand our market presence worldwide and successfully refocused our product range on the short-run packaging market and digital printing. With PREMIUM we have found a partner who will fund our further growth with fresh capital and professionally support us in the envisaged acquisitions“.



KAMA's Managing Director Steffen Pieper adds: „Our technological know-how and our strong production help us to achieve our growth targets with our customers and partners in the coming years. I am pleased that PREMIUM will support our strategy.“

Thomas Duhnkrack, Managing Partner of PREMIUM: „The management has been continuously developing the company strategically, and it is impressive to see with what innovative power it has achieved today's market leadership. Supported by our industry partners, we will continue the growth path of KAMA together with the management“.

Stefan Eishold, CEO of ARCUS: „We would like to thank Marcus Tralau, Steffen Pieper and the entire KAMA team for the very pleasant and successful cooperation. We are convinced that KAMA is well positioned for the future and that Premium is an outstanding new majority shareholder to support the company's further development“.

PREMIUM Equity Partners is an investment company founded in 2011 with a focus on strong niche companies in the GSA region with sales between EUR 10 million and 50 million. PREMIUM invests capital for growth financing, succession solutions and spin-offs. For each investment, PREMIUM combines its transaction and financing experience with the industrial know-how of its industrial partners. KAMA is PREMIUM's sixth transaction and, after the investment in the Clarus Films Group in July 2018, the third transaction of the PREMIUM Mittelstandsfonds, which was initiated in 2017 together with the Bankhaus Lampe.

More information on www.kama.info and on www.premium-equity.de

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