

PRESS RELEASE

DEUTZ AG

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DEUTZ acquires Italian sales and service partner IML Motori

- Acquisition represents a further landmark in DEUTZ strategy
- DEUTZ's presence in Italy strengthened
- Greater market penetration in the profitable service segment

In a move that will strengthen its sales and service network in Italy, DEUTZ AG has acquired its long-standing Italian dealer IML Motori, based in Lomagna near Milan. The subsidiary IML Service and the Romanian sales and service company IML Motoare also form part of the acquisition. Through the takeover, DEUTZ is looking to drive growth in its profitable service business and increase its proximity to customers in the Mediterranean. IML Motori generated around €45 million in revenue in the most recent financial year. The company is to trade in Italy under the name DEUTZ Italy.

DEUTZ, as a manufacturer of innovative drive systems, is setting a strategic course for the future and expanding its range of activities, particularly with regard to innovation, service and internationalisation. Last week, the Company announced its E-DEUTZ strategy and, through the acquisition of the electric drive specialist Torqeedo GmbH, its entry into the field of electrification. DEUTZ purchased IML Motori primarily to strengthen its international service business. "This acquisition is in line with our strategy of investing in the Company's service network in selected locations in order to drive further growth in this profitable segment. The increasing technical complexity of the engine business also requires close contact with our customers. The acquisition of IML Motori will mean that our Italian customers benefit from even more DEUTZ expertise locally and from a more intensive customer relationship," says Michael Wellenzohn, member of the Board of Management of DEUTZ AG for Sales/Service & Marketing.

IML Motori has worked in partnership with DEUTZ since it was founded by the Keller family in 1904. The company operates a national service network in Italy and Romania and is DEUTZ's exclusive sales partner in both countries thanks to its outstanding service offering. The acquisition of this long-standing distribution partner took place with the agreement of the family owners as part of a long-term succession arrangement.

IML Motori's experienced management team led by Roberto Brivio will continue to look after the DEUTZ Group's Italian customers. "DEUTZ's acquisition of IML demonstrates its long-term commitment to the Italian market. Now that we are part of the DEUTZ Group, we will work in an even more integrated way, and even with more energy, being in a position to use DEUTZ's innovations and resources – such as electric drives and electric boat engines from Torqeedo – at an early stage. This will allow us to further improve our penetration of the Italian market, including in the marine segment," says a delighted Roberto Brivio.

About the DEUTZ Group:

DEUTZ is one of the world's leading manufacturers of innovative drive systems. Its core competences are the development, production, distribution and servicing of drive systems for professional applications. The engine specialist offers a broad spectrum of liquid-cooled and air-cooled engines with capacities ranging from 19 kW to 620 kW that are used in construction equipment, agricultural machinery, material handling equipment, stationary equipment, commercial vehicles, rail vehicles and other applications.

About IML Motori:

For more than a century IML Motori has served as a distributor in the Italian market for DEUTZ diesel engines and spare parts for industrial, agricultural, stationary and vehicular applications. As well as selling a wide range of DEUTZ products, IML Motori is able to customise the engines to meet any customer needs. And thanks to its extensive network of dealers, IML Motori is able to provide aftersales and service activities for DEUTZ and other brands throughout Italy.

The engine company.



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