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GROUPE RAGNI strengthens its European footprint with the strategic acquisition of German street lighting specialist HESS GmbH Licht + Form

GROUPE RAGNI, a major French player specializing in street lighting solutions and connected technologies through its RAGNI, NOVEA ENERGIES and SEV© brands, has just acquired the German lighting group Hess GmbH Licht + Form. The acquisition strengthens the company's position in the European street lighting market, particularly in the DACH region (Germany, Austria, Switzerland). HESS GmbH Licht + Form is headquartered in Villingen-Schwenningen, Baden-Württemberg. The acquisition also includes the traditional VULKAN brand, whose roots date back to 1898 and make it a pioneer in LED lighting for streets, parkings, pedestrian zones and public facilities.

With sales of almost 100 million euros forecast for the 2023 financial year, the RAGNI GROUP is expanding rapidly. This acquisition is in line with the French group's strategic vision of expanding its European footprint and, more broadly, consolidating its position as a leader in the street lighting and street furniture sector. It should be noted, however, that the scope of the acquisition includes the whole world,



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including the French overseas territories, with the exception of the Americas (USA, CANADA and LATAM), which remain under the management of HESS USA, still owned by EXPERIANCE BRANDS.

Marcel RAGNI, Group Chairman says : *"Together with Hess GmbH Licht + Form, we will form a leading group with some 400 direct and indirect employees, which makes us very proud. We will be able to draw on each other's expertise and create industrial synergies that will benefit our customers, our employees and all our partners, enabling us to grow even further".*

Jean-Christophe RAGNI, Associate General Manager and Export Sales Manager continues: *"We chose Hess GmbH Licht + Form for its outstanding strengths and advantages in German street lighting. The German company's reputation for innovation, quality and aesthetics fits perfectly with the values and vision of the GROUPE RAGNI. This acquisition strengthens our commitment to the high-end sector and broadens our product range as a whole, enabling us to expand our product portfolio. which will enable us to respond even more effectively to the varied needs of our European and international customers."*

The GROUPE RAGNI, run by the eponymous family, has a long history of commitment to innovation and quality in the field of public lighting, all with and at the service of people. With its strong family values, the group shares with Hess a common passion for excellence, innovation and customer satisfaction.

Stéphane RAGNI, Managing Partner and Sales Director France: "GROUPE RAGNI is convinced that this union with Hess GmbH Licht + Form will create a stronger, more competitive entity, ready to meet the challenges of the market."

The GROUPE RAGNI was supported in this transaction by Altios Corporate Finance, Alexandre KAPLAN (M&A Director & Partner) & Camille GARBOLINO (Senior M&A Analyst).

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About GROUPE RAGNI :

Founded in 1927, Ragni is an independent, family-run company specializing in the design and manufacture of street lighting equipment, based Alpes-Maritimes on the French Riviera. With a strong commitment to French production and Entreprise du Patrimoine Vivant certification, Ragni combines traditional know-how with cutting-edge technology. Over 4 generations, the small company has grown into a group comprised by Ragni, Novéa Énergies (France's number 1 in autonomous solar street lighting since 2015) and the latest addition, SEV© (dedicated to smart technologies). The GROUPE RAGNI also has 3 foreign subsidiaries (Ragni Lighting which is based in the USA, and two RAGNI/NOVÉA subsidiaries based in Côte d'Ivoire and Senegal).

Thanks to a sales network of 16 French agencies and 25 distributors with an international presence, the group has enjoyed exponential growth since 2015. Attentive to the needs of public institutions and private structures alike, Groupe Ragni is conquering new market shares by adapting its offer to users' expectations. With precise sizing of lighting, respect for nocturnal biodiversity & human well-being, creation of tailor-made products, integration of intelligent functionalities for increasingly smart cities. GROUPE RAGNI is halfway between craftsmanship and cutting-edge technology, having taken the turn of ecological, digital and industrial transitions. A French Fab and Coq Vert ambassador for the Alpes-Maritimes, and a member of multiple organizations active in the region and nationwide, GROUPE RAGNI never ceases to reaffirm its deep commitment to CSR, innovation and French know-how.

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About HESS:

Hess GmbH Licht + Form , based in Villingen-Schwenningen, Germany, is a leading manufacturer of high- quality designer outdoor luminaires and street furniture. With the Vulkan brand, Hess offers, as a "one-stop- shop", a unique product portfolio - from technically efficient to intelligent and multi-functional luminaires. As a high-end supplier, Hess meets all requirements for lighting design in public and private spaces, as well as outdoor illumination of objects, thanks to a highly diversified offer. Vulkan completes the range with technically efficient outdoor luminaires. The group also supplies perfectly matched, high-quality furniture. The ideal combination of luminaires and furniture makes it possible to realize comprehensive concepts and individual special solutions for the design of cities and open spaces. Vulkan, founded in 1898, is one of the oldest brands in the European lighting industry.

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