

Tuesday 2nd July 2019

Midwich Group Plc
(“Midwich” or “the Group”)

Acquisition of Entertainment Equipment Supplies S.L. by Earpro, S.A.

Midwich, a specialist audio visual (“AV”) distributor to the trade market with operations across the UK and Ireland, Continental Europe and Asia-Pacific, is pleased to announce the acquisition of the entire issued share capital of Entertainment Equipment Supplies S.L. (“EES” or “the Company”) by its Spanish subsidiary Earpro S.A (“Earpro”). EES is a Spanish value-added distributor of lighting and lighting infrastructure products.

Based near San Sebastian, and founded in 2004 by Nacho Acha-Orbea, the Company distributes products from key vendors including Robe, Verlinde and Prolyte on an exclusive basis to the Spanish trade market, with a particular focus on customers servicing the live events and rental sectors, many of which are new customers for the Group.

The acquisition will strengthen Midwich’s position in the Spanish and Portuguese markets, particularly in relation to lighting. Earpro and EES will work closely together to maximise commercial opportunities, with the aim of continuing to enhance the Group’s service levels and proposition to its customers.

Miguel Mezquita, Managing Director of Earpro, commented:

“Having known Nacho and his team for a number of years, I am confident that we can look forward to a successful partnership between Earpro and ESS. I believe we will now be able to provide customers of both companies with an even higher level of service, whilst continuing to strengthen relationships with our vendor partners.”

Nacho Acha-Orbea, Managing Director of EES commented:

“I am excited at the opportunity to work with my new colleagues at Earpro and the Midwich Group. I am confident that by becoming part of the Group we can continue to build on the strong platform and market leading position we already hold in the Iberian lighting market.”

Enquiries:

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Note to editors

Midwich is a specialist AV distributor to the trade market, with operations in the UK and Ireland, Continental Europe and Asia-Pacific. The Group's long-standing relationships with over 400 vendors, including blue-chip organisations, support a comprehensive product portfolio across major audio visual categories such as large format displays, projectors, digital signage and professional audio. The Group operates as the sole or largest in-country distributor for a number of its vendors in their respective product sets.

The Directors attribute this position to the Group's technical expertise, extensive product knowledge and strong customer service offering built up over a number of years. The Group has a large and diverse base of approximately 17,000 customers, most of which are professional AV integrators and IT resellers serving sectors such as corporate, education, retail, residential and hospitality. Although the Group does not sell directly to end users, it believes that the majority of its products are used by commercial and educational establishments rather than consumers.

Initially a UK only distributor, the Group now has over 900 employees across the UK and Ireland, Continental Europe and Asia-Pacific. A core component of the Group's growth strategy is further expansion of its international operations and footprint into strategically targeted jurisdictions.

For further information, please visit www.midwichgroupplc.com