

La Prensa Etichette acquires Casalini e Viscardi and accelerates development in the rotogravure printing market

La Prensa continues its consolidation strategy in the consumer goods label sector, with the support of Unigrains Italia and BNP Paribas BNL Equity Investments

The Casalini family will support La Prensa's management in this journey

Milan (MI), October 13th, 2025 – La Prensa Etichette, an Italian leader in the printing and finishing of labels for the mineral water and consumer goods sectors, announces the acquisition of 100% of the shares of Casalini e Viscardi, key players in the rotogravure industry. With the support of Unigrains Italia and BNP Paribas BNL Equity Investments, this operation marks a strategic move for La Prensa, strengthening its market position by offering even more complete and customized solutions.

Casalini e Viscardi, founded in 1958 and based in Merate (LC), is led by the Casalini family and specializes in rotogravure printing, lamination, paraffining and waxing processes, and cutting. It produces packaging for various sectors, including food, pharmaceuticals, cosmetics, personal and home care, as well as pet food. To provide the best service to its clients, Casalini e Viscardi relies on an in-house prepress department. Additionally, a dedicated quality control laboratory oversees and monitors every stage of production to ensure the highest standards. The facility covers an area of 14,000 m², of which 7,500 m² are indoors, complemented by a warehouse of over 500 m². With a team of around 40 skilled employees, the company generates a turnover of approximately 13 million euros and distributes its products in about 15 countries.

La Prensa Etichette, founded in 1966, is a Lombard company and a leading operator in the printing and finishing paper and plastic labels for food and beverage products (particularly mineral water, soft drinks, beer, wine, and more). It boasts solid technological know-how thanks to an experienced team and investments in cutting-edge machinery.

Following this latest operation, the total turnover reaches the threshold of nearly 60 million euros. The company can now rely on a workforce of over 200 employees. This consolidation enables the extensive mastery of offset, flexographic, IML, sleeve, and rotogravure printing technologies, confirming the company as an extremely versatile and key player in the Italian market.

A strategic growth partnership

The acquisition of Casalini e Viscardi stems from a shared strategic vision that will enable La Prensa to grow, consolidate its position in the sector, and strengthen its competitive advantage. The merger of the two companies will offer clients comprehensive and complementary solutions, combining rotogravure and flexographic printing to meet various needs in terms of print runs and customization. This synergy will be managed in an integrated manner between the two production facilities, located less than 50 km apart. The operation is perfectly aligned with the ambitious goals set at the beginning of 2024, following the initial investment in La Prensa by Unigrains Italia and BNP Paribas BNL Equity Investments. Paola Maria Casalini will support the transition and integration of the company into the new group. Elisabetta Casalini, on the other hand, will join La Prensa's Management Team, where she will continue to serve as Head of Sales.

Emanuele Delfino, President of La Prensa, declared: *"The acquisition of Casalini e Viscardi is a strategic opportunity for La Prensa. The combination of their expertise in rotogravure printing with our capabilities will create a unique offering, strengthening our relationship with clients. We look forward to working with Paola Maria, Elisabetta, and their entire team to build a future of sustainable and innovative growth."*

Paola Maria Casalini, CEO of Casalini e Viscardi, declared: *“Over the years, we have strengthened our competitive position by investing in resources and technology, achieving excellent results. Thanks to this partnership with La Prensa, a new phase of growth begins, aimed at reaching even more ambitious goals.”*

Francesco Orazi, CEO of Unigrains Italia declared: *“We are pleased to support La Prensa’s further development through this second acquisition. The operation strengthens its competitive position in the rotogravure sector and allows us to continue seizing new market opportunities to enhance the technologies at our disposal.”*

Vittorio Ogliengo, President of BNP Paribas BNL Equity Investments, declared: *“We are proud to support La Prensa’s growth strategy, which is proving to be a consolidating force capable of expanding both through acquisitions and internal development. This operation clearly demonstrates how Italian SMEs can grow in a virtuous and sustainable way, creating value for the entire system.”*

Actors involved in the transaction

Institutional Investors

- **Unigrains Italia** (Francesco Orazi, Alfredo Cicognani)
- **BNP Paribas BNL Equity Investments** (Lorenzo Langella, Vienda Giacomelli, Francesco Placanica)
- **Alexa Invest** (Carmelo Ing. Melfi, Luca Pacifico)
- **Civesio Printing** (La Prensa Management Team)
- **Hydra** (Volta Family Holding)

Advisors to Investors

- **Legal: Gitti and Partners** (Vincenzo Giannantonio – Managing Partner, Giovanna Vecchio – Senior Associate, Antonino Di Salvo – Associate, Alessandro Baronchelli – Associate)
- **Financial: Grant Thornton** (Stefano Marchetti – Partner, Pierpasquale Perito – Manager, Lorenzo Bonciani – Senior Consultant, Michela Loconsolo – Senior Consultant, Antonio Coppola – Consultant)
- **Fiscal: Bernoni Grant Thornton** (Gianni Bitetti – Partner, Sara Flisi – Director, Valentina Adly – Senior Consultant)

Advisors to Casalini e Viscardi

- **Legal: AMTF Avvocati** (Alberto Crivelli – Senior Partner, Nicholas Parati – Partner, Sergio Monaco – Associate, Federica Meloni – Junior Associate)
- **Financial & M&A: Arkios Italy** (Deborah Setola – Partner, Salvatore Pingitore – Associate, Gabriele Are – Senior Analyst)
- **Accounting & Fiscal: Studio Pastori** (Diego Pastori)



About La Prensa

La Prensa, founded in 1966, is a Lombard company and a leading operator in printing and finishing paper and plastic labels for food and beverage products (particularly mineral water, soft drinks, beer, wine, and more). It boasts solid technological know-how thanks to an experienced team and investments in cutting-edge machinery, which have enabled the development of a broad customer portfolio. Today, it employs more than 180 people across 5 locations, with 13,000 m² of production area, and masters offset printing, flexographic printing, IML, and sleeve technologies. This makes it a highly versatile player in the Italian market. In December 2024, it integrated Grafiche Lama, active in the production of In-Mold Labels (IML) for the permanent decoration of plastic containers and objects and offers printed materials and paper labels for the canning sector.

About Casalini e Viscardi

Founded in 1958 and based in Merate (LC), Casalini e Viscardi specializes in rotogravure printing and processes such as lamination, paraffining, waxing, and cutting. The company produces packaging for a wide range of sectors, including food, pharmaceuticals, cosmetics, personal care, household products, and pet food. With an experienced team of around 40 employees, the company manages all processing stages in-house. The production site covers an area of 14,000 m², of which 7,500 m² are indoors, with a warehouse of over 500 m². To ensure maximum quality and sustainability, Casalini e Viscardi has obtained several certifications, including BRC, FSC, ISO 14001, ISO 9001, and Ecovadis, and has recently implemented the 231-compliance model. The company is equipped with three printing machines with 6, 8, and 10 colors, including a modern Bobst RS6003. Its products are exported to around 15 countries.

About Unigrains Italia

Unigrains Italia is a subsidiary of Unigrains, the leading European investor specializing in the agri-food sector. It invests as a responsible, long-term shareholder in the capital of medium-sized Italian agri-food companies with enterprise values between 30 million and 120 million euros, and individual investments ranging from 8 million to 25 million euros. The ambition is to invest between 80 and 100 million euros, directly and through its own capital, in around a dozen companies across the entire agri-food supply chain to support their development projects through organic or external growth, internationalization, or shareholder transitions, always in close collaboration with management teams. In addition to financial resources, Unigrains Italia benefits from sector expertise, an international network, CSR-ESG commitment, and the Added Value platform of its parent company Unigrains, a major player dedicated to the agri-food sector since 1963. Unigrains has supported more than 1,000 companies since its founding, with over 80 partner companies currently in its portfolio and 964 million euros in equity capital. Unigrains Italia brings together the Italian investment team of Unigrains, led by Francesco Orazi, General Manager, along with Alfredo Cicognani and Stefano Masini, both Investment Directors.

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