

# *THE ITALIAN PRIVATE CAPITAL CONFERENCE*

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*Eugenio Morpurgo  
Founding Partner and CEO  
Fineurop Soditic S.p.A.*

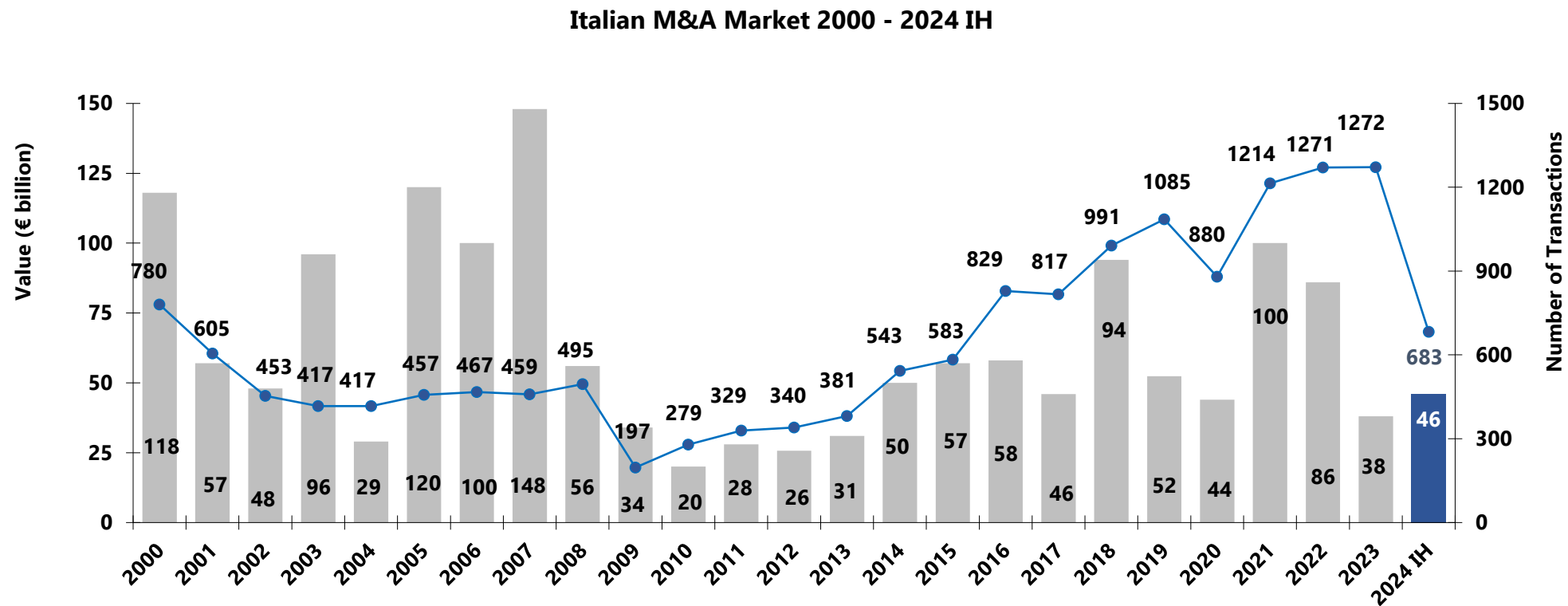
**AIFI**

Italian Private Equity, Venture Capital  
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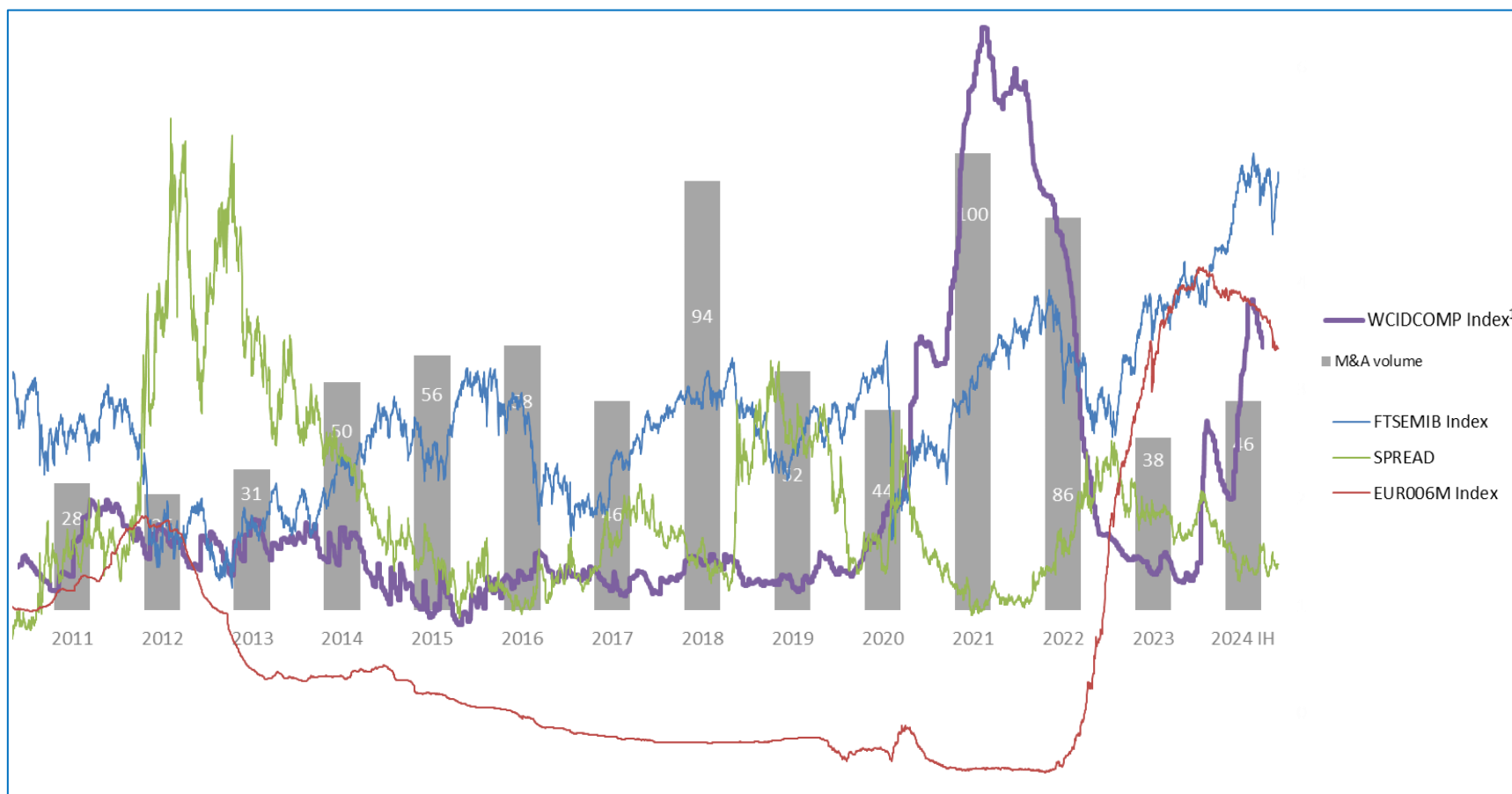
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# M&A Activity in Italy: predominantly a SME market



## M&A Activity in Italy:

Country risk, Stock market, interest rates and shipping costs are relevant factors, along with companies current trading



## The Italian opportunities to attract private capital



### Relevant growth opportunities in IT:

High number of successful SMEs in the IT industry which are looking for an upscale and expansion outside Italy. Digitalization trend has accelerated.



### Supply Chain integration and strategic M&A:

Vertical integration is sought more frequently to ensure supply and avoid geopolitical bottlenecks, promoting a more strategic M&A. Sectors such as textile, luxury and industrial components are being reshaped.



### Additional investments in Tourism & Leisure:

Tourism & Resort industry has become more professional and structured, allowing a good inflow of financial investors, both domestic and international.



### People business:

Professional services such as PR, tax, HR advisory and others are increasingly attracting financial investors.

## The Italian opportunities to attract private capital



### Potential in “Neglected” sectors:

Automotive components and Oil & Gas are suffering from energy transition but there are opportunities for investors to buy very good assets at low valuation multiples.



### Infrastructure modernization and NRRP:

Strong need to modernize infrastructure (e.g. transport, healthcare services). Huge available funds through the National Recovery Resilience Plan will push demand and make infra funds more active.



### The Defense industry:

Stronger need for strategic alliances in the defence sector at an European level.

## The Italian opportunities to attract private capital



### Stable political environment:

“Country risk” is moderate and under control.



### New Champions in “Old Economy”:

Industries which seemed dominated by large multinationals such as chemical and pharma are seeing a new breed of “champions”, which are acting as platform for consolidation in Italy and abroad.



### Private Equity activity fueled by generational change:

Fragmentation of family shareholdings and more open attitude of younger generation will pave the way for more PE activity.  
Market share of PE will increase.