

25 deals in the finals for the 21st Claudio Dematté *Private Equity of the Year*® Award

Milan, November 2024 - AIFI, together with main partner **Intesa Sanpaolo**, with the support of **EY** and with the participation of **Corriere della Sera**, **Il Sole 24 Ore**, **SDA Bocconi** and **Borsa Italiana**, promotes the 21st edition of the Claudio Dematté Private Equity of the Year® Award.

This year, **25 deals** by **24** private equity and venture capital **investors** were selected for divestment between August 2023 and July 2024. The award ceremony will be held in attendance at the Museo della Scienza e della Tecnologia in Milan on 19 December, starting at 5.30 pm.

The Jury that proclaimed the finalists, chaired by Innocenzo Cipolletta, is composed of: Francesco Billari, Giampio Bracchi, Giovanni Brugnoli, Mirja Cartia d'Asero, Stefano Caselli, Silvana Chillelli, Stefano Firpo, Aldo Fumagalli, Marco Ginnasi, Gian Maria Gros-Pietro, Sandra Lanzi, Daniele Manca, Andrea Moltrasio, Roberto Nicastro, Umberto Nobile, Claudia Parzani, Angelo Provasoli, Andrea Sironi, Fabio Tamburini, Fabrizio Testa and Federico Visconti.

Prizes will be awarded for the best deal:

Venture Capital: venture capital investment made in the early stages of the life of a company (including seed, start-up and later stage ventures);

Expansion: minority investments aimed at supporting the development programmes of existing companies;

Relaunch/Turnaround: a deal to return a financially troubled company to profitability;

Buy Out: deals involving the purchase of a majority or full stake in the company by private equity funds in conjunction with the management (also includes Replacement deals);

This year too, an award will be presented for the **best ESG deal**, aimed at highlighting the investment that has most distinguished itself in the implementation of environmental, social or governance practices.

In detail, the finalists in the **Venture Capital category** are:

- **Azimut Libera Impresa and CDP Venture Capital** for the **Switcho** deal, a start-up that has created a free digital platform for managing expenses and bills;
- **CDP Venture Capital** for the **UnoBravo** deal, a start-up operating in the field of online psychology services;
- **CDP Venture Capital and Zest** for the **Crea Assicurazioni** deal, a start-up that has developed a platform to streamline the policy distribution process.

For the **Expansion category**, the finalists are:

- **Friulia** for the **Midj** deal, a company that produces and markets chairs, stools, armchairs, tables and furnishing accessories Made in Italy;
- **FVS** for the **Comem** deal, a company specialising in the production of insulators and components for the measurement and safety of power and power distribution transformers;
- **NB Aurora** for the **Club del Sole** deal, a player active in the open-air tourism sector, through the management of camping villages;
- **NB Aurora** for the **Dierre** deal, a company active in the design, production and marketing of guards and components for the industrial automation;
- **SICI** for the **Lapi Gelatine** deal, a company that produces collagen gelatins and peptides of bovine and fish origin for the pharmaceutical and food industries;
- **Tikehau Capital and Eurizon Capital Real Asset** for the **Ecopol** deal, a company active in the production of water-soluble and biodegradable polyvinyl alcohol films.

For the **Relaunch/Turnaround**, the finalist is:

- **Friulia** for the **Fonderia Sabi** deal, a company active in grey and spheroidal cast iron castings for the hydraulics, construction machinery and agriculture sectors.

For the **Buy Out category**, the finalists are:

- **Alcedo** for the **Friulair** deal, a company active in the design, production and sale of dryers, chillers, filters and accessories for compressed air treatment and industrial refrigeration;
- **Apheon** for the **Dolciaria Acquaviva** deal, a player active in the frozen bakery products sector;
- **BC Partners** for the **Forno d'Asolo** deal, a company specialising in the production and distribution of frozen bakery and pastry products;

- **Bluegem Capital Partners** for the **Beautynova** deal, a company active in the professional hair products sector;
- **Bluegem Capital Partners** for the **Dr. Vranjes Firenze** deal, a brand specialising in luxury home fragrances;
- **DeA Capital Alternative Funds** for the **Abaco** deal, a European software house specialising in precision farming solutions;
- **EOS Investment Management Group** for the **Eurofiere** deal, an Italian general contractor active in the design and construction of three-dimensional spaces and environments for the trade fair and contract business;
- **Fondo Italiano d'Investimento** for the **Gruppo Florence** deal, a build-up project specialising in the production of clothing for major luxury brands;
- **H.I.G. Capital** for the **DGS** deal, a company specialising in offering digital solutions for business process transformation, cybersecurity services and management consulting;
- **IGI Private Equity and Insec Equity Partners** for the **Bracchi** deal, transport company locally active in niche sectors;
- **ITAGO** for the **CVS Ferrari** deal, a company of self-propelled machines for lifting and handling containers;
- **Permira Associati** for the **Gruppo La Piadineria** deal, an Italian company specialising in fast casual food;
- **Quadrivio Group** for the **Autry International** deal, a company that produces and distributes trainers in the accessible luxury segment;
- **Trilantic Europe** for the **Dietopack** deal, a company that produces dietary supplements, foods for special medical purposes, medical devices and biological products;
- **Wise Equity** for the **Cantiere del Pardo** deal, an Italian boatyard focused on sailing and motor boats in the walkaround segment.

"In this 21st edition we have 24 players that have nominated, in total, 25 different deals both by sector and by geographic location, because private capital invests in all those activities that are fundamental for the real economy without distinction of commodity or territorial area" - stated **Innocenzo Cipolletta, President of AIFI** - "Of the more than 200 thousand SMEs in Italy, only 1.5% are in the portfolio of a private capital fund, so the margins for growth and for multiplying the number of excellences, is considerable. These finalists are a sign that alternative finance alternative finance can be crucial for the growth of enterprises.

AIFI, the Italian Association of Private Equity, Venture Capital and Private Debt, was established in May 1986 and is internationally recognised as the institutional and promotional representative of private capital activity. AIFI associates financial institutions that, permanently and professionally, invest in unlisted companies, developing them and

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offering debt that are flexible and adaptable to the needs of individual companies. The Association also brings together an important network of institutions, institutional investors and professionals who are interested in the development of the industry. In addition to representing its members and being a point of reference for the main analysis and research in the field of alternative investments, AIFI plays an important role in the cultural dissemination of financial markets.

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