

AIFI

**Italian Private Equity, Venture Capital
and Private Debt Association**

AIFI: New private capital models for the development of the real economy

- *15 players have expanded their asset class propositions in recent years*

31 March 2025 – The growth of AIFI members and their activities go hand in hand. If the number of members in 2024 reached 183 heterogeneous subjects both in terms of size and activities carried out, we see the private equity and venture capital portfolio composed of almost 2,400 companies and the private debt sector has invested in over 600 companies in the last five years. All in all, this world employs more than 850,000 people.

Over the years, the **private capital market** has grown a great deal, both internationally and in Italy, and along with this growth there have been important changes in the characteristics and business models of the entities that carry out this activity. This was discussed at the AIFI Annual Conference held at the Assolombarda headquarters with the contribution of KPMG.

"Fundraising and institutional investors have changed over time, while at the international level, traditional investors have increased the weight of alternative assets in their portfolios, and alongside them private wealth such as asset managers and family offices is playing an increasingly important role, in Italy fundraising remains the most complicated part of the business, even if there are some comforting signs and market performance is very positive," says **Innocenzo Cipolletta AIFI Chair**.

Specifically, **in Italy** we observe a **sector specialisation**, where 24 domestic private equity and venture capital players have a thematic focus, half of them on technology. In addition, we see a broadening of the offering, with 15 players in recent years expanding their asset class propositions, in some cases setting themselves up as true multi-asset platforms. Almost all the major asset managers also focus on alternative investments.

Internationally, increasingly large funds are being raised: the five largest private equity funds of the 2022-2024 period have raised more than 100 billion euros and today many private capital funds, mainly of American origin, have assets in excess of 100 billion US dollars under management. In **Italy**, on the other hand, the funds are smaller and more than half of the players have a total of less than 200 million euros under management.

"In 2024, globally, inflation and interest rates have declined, creating more favourable conditions for the M&A market," comments **Stefano Cervo, KPMG Partner, Head of Private Equity**. In Private Equity, investment and exit values have increased and mega-deals have returned. Exits, however, remain at the lowest levels of the decade, creating pressure on distributions to investors. Despite the current macroeconomic uncertainty and

AIFI

Italian Private Equity, Venture Capital and Private Debt Association

geopolitics, available liquidity and the number of assets in the portfolios of players who will have to come to market make us moderately optimistic even for 2025.

The players active in Italy are very heterogeneous and this can also be seen in the data on the average size of the investments that have been made in the last two years, in fact, domestic private equity firms are closing smaller deals, on average 16 million, in SMEs, often family-run ones that need to grow and internationalise.

International players commit more considerable capital, in more structured companies, with an average of 55 million euros per intervention, but even here there are important differences: American players, who, as mentioned, have reached considerable size in recent years, invest an average of 104 million euros, while Anglo-Saxon players invest 84 million euros and have reduced their weight in recent years compared to the past. On the other hand, the French are playing an increasing role and are mainly targeting the mid-market, with an average size of 32 million. **Venture capital** deals have an average size of two million. **Infrastructure** deals are generally larger and have an average size of 175 million euros.

In **private debt**, the average investment of domestic players is eight million euros, while that of international players is 40 million.

"This heterogeneity both in terms of type of activity and the size of the interventions carried out is essential to cover the different needs that characterise the Italian industrial fabric," says **Anna Gervasoni, AIFI's Director General**.

For further information

AIFI Press Office

Annalisa Caccavale

a.caccavale@aifi.it Tel 02 76075324