

## Italy's private equity weekly roundup. News from Di Luccia & Partners Golf Cup, Eni, Plenitude, Apollo Capital Management, Lottomatica Hitec Vision, Trilantic Europe, TeamSystem, a

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">Italy's private equity weekly roundup. News from Di Luccia & Partners Golf Cup, Eni, Plenitude, Apollo Capital Management, Lottomatica Hitec Vision, Trilantic Europe, TeamSystem, and more by Salvatore Bruno September 23, 2024 in ITALY, PRIVATE EQUITY On 19 September, Thursday, Stefania Peveraro, BeBeez Editor in Chief, Marco Antonangeli, the manager of Golf Club Monticello, Silvia Valli, the chairwoman of the golf commission, and Domenico Di Luccia and Zeno Pellizzari, the managing partner and head of m&a of Di Luccia & Partners rewarded the players of the Di Luccia & Partners Golf Cup, a gold invitational Stableford competition for private equity professionals and executives of the portfolio companies. Click here for the rank. Plenitude, a renewable energy subsidiary of Milan-listed ENI, attracted the interest

of Apollo Capital Management, Hitec Vision and Trilantic Europe for a 10% stake (see here a previous post by BeBeez). In 2023, ENI sold a 9% of Plenitude to Energy Infrastructure Partners (EIP) for 700 million euros on the ground of a post-money equity value in the region of 8 billion and an enterprise value of above 10 billion. Apollo Global Management reduced its 57.4% stake in Milan-listed gaming company Lottomatica Group to 51.5% (see here a previous post by BeBeez). Apollo carried on an accelerated bookbuilding procedure for institutional investors at 11,10 euros per share and fetched a gross amount of 166.5 million euros. Barclays Bank, Deutsche Bank and Latham & Watkins advised Apollo. TeamSystem, an Italian tech company that belongs to Hellmann&Friedmann, HG Capital, Silverlake,

ADIA, and Capital G, acquired Spain's Distrito K, a developer of ERP (enterprise resource planning) software for SMEs with revenues of 8.5 million euros, from Begoña Portela and Marcelo Costa (see here a previous post by BeBeez). TeamSystem retained PwC and Garrigues. Distrito K received assistance from Norgestion. Milan-listed Banca Ifis acquired a 25% of The Street, the company that manages Treviso Arts District (TAD), a cultural hub that Alessandro Benetton, Mauro Benetton and Davide Vanin created (see here a previous post by BeBeez). TAD is the owner of 21Gallery, Il Cantiere, Ristorante Vite, and Ondesign. Sources said to BeBeez that Metalstyle, an Italian processor of steel and aluminium for the production of yachts and megayachts, sold a stake of 87% to Polish competitor Kotniz (see here a previous post by BeBeez). Marco

Giuseppe Balbi (previously 90%) and Luca Nicolò Biagi (10%) now have 7% and 6% of the asset. Metalstyle has sales of 2.9 million euros, an ebitda of 0.515 million and net debts of 0.434 million. Getec Italia, the subsidiary of Getec, a provider of smart green solutions that belongs to Infrastructure Investments Fund (IIF - JPMorgan Investment Management), is close to acquiring 70% of Gruppo CEI (see here a previous post by BeBeez). The transaction must receive the authorization of the Italian Antitrust Authority. Franco Ferrari Aggradi will lower his stake from 35% to 11%, Michele Ferraris from 35% to 11%, Laura Ferrari Aggradi from 27.5% to 8% and Del Bo will sell its 2.5%. CEI has sales of 82.5 million euros, an ebitda of 10.3 million and a net financial debt of 13.4 million. Società Agricola Halaesa, an Italian producer of bio avocados, raises 5 million euros with the support of CBRE, ceo Francesco Mastrandrea said to BeBeez (see here a previous post by BeBeez). Sources said to BeBeez that the company attracted the resources of an undisclosed trade buyer and of Fidim, a financial holding that belongs to Luca Rovati and Lucio Rovati. Mastrandrea said that the company will invest such resources in

increasing its estate from 100 to 300 hectares. Covisian, a business process outsourcing (BPO) company that belongs to Aksia, Faso IV Sicav - Five Arrows, Schroder Adveq Europe, and Crown Europe acquired Nexteria from chairman Diego Traversi and ceo Luis Caramagna (see here a previous post by BeBeez). The target has sales of 13.7 million euros, an ebitda of above 0.1 million and net cash of 2.3 million. Covisian retained KPMG. Nexteria hired ADVANT Nctm Studio Legale. Platinum Equity is close to acquiring the majority of Italian food company F.lli Polli from the eponymous family and the ceo Marco Fraccaroli that will keep his role (see here a previous post by BeBeez). Mediobanca and LCA Studio Legale assisted the vendors. Platinum retained Deloitte, Clearwater, Latham & Watkins, and EY. F.lli Polli has sales of 190.8 million euros, an ebitda of 60.9 million and net debts of 0.423 million. INTWIG, an Italian data intelligence company that Aldo Cristadoro founded in 2014, is now part of Excellera Advisory Group, a communication and government affair company that belongs to Xenon Private Equity (see here a previous post by BeBeez). Cristadoro will reinvest for a

minority while keeping his ceo role. INTWIG retained KPMG and CMA Caffi Maroncelli e Associati. Gelmetti Studio Legale Associato assisted Excellera. INTWIG has sales of 0.783 million euros, an ebitda of 0.115 million and a net financial debt of 0.195 million. Sources said to BeBeez that Ceme, an Italian producer of industrial company that belongs to Investindustrial, signed a binding agreement for acquiring 63.16% of Italian competitor DTI from Vinicio Dalla Torre (36.84%) and Friulia (26.32%) (see here a previous post by BeBeez). The target's ceo Alessandro Dalla Torre will keep his role and a 36.84% of the business which has sales in the region of 6.8 million euros, an ebitda in the region of 0.46 million and a net financial debt of below 1 million. PIB Group, a British insurance broker that belongs to Apax and Carlyle, acquired Italian competitors Private Broking from Edoardo Ceola (85%) and Luca Soglio (15%) and Emmeb Broker from Alberto Morino and Enrico Bernacchia (see here a previous post by BeBeez). Lorenzo Riccardi will be the ceo of Emmeb. Milan-based Private Broking has a turnover of 1.02 million euros, an ebitda of 0.475 million and net cash of 3.7

million. BAT Group, an Italian producer of curtains that belongs to ProA Capital De Inversiones, said it acquired Giulio Barbieri, a furniture components maker, from JASC (68%), Luca Barbieri (2%), Abdullateaf Almohdey (15%), and Abdullah Mehdy (15%) (see here a previous post by BeBeez). Giulio Barbieri, the founder and Luca Barbieri will keep their operative roles. BAT retained Legance and EY. The vendors received assistance from Equita Mid Cap Advisory and Studio Russo De Rosa Associati. Giulio Barbieri has sales of 13.2 million euros, an ebitda of 1.9 million and a net financial debt in the region of 0.57 million **City Green Light**, an Italian public lighting company and provider of smart city solutions that belongs to Fondo Italiano per l'Efficienza Energetica (**FIEE**), Marguerite and the European Investment Bank (EIB), acquired Italy's Smart Parking Systems, a company in which Intercomp has a stake (see here a previous post by BeBeez). **City Green Light** retained Deloitte Legal while Intercomp received assistance from Osborne Clarke. Alessandro Visentin is the ceo of **City Green Light**. Previous press reports said that the company's owners hired

Morgan Stanley for running a sale process on the ground of an enterprise value of 700-800 million euros. Italian search fund Aeqor raised 0.65 million euros (see here a previous post by BeBeez). The firm's founders Derin Sonmez and Federico Usai aim to acquire an Italian SME worth 10 - 40 million. Aeqor attracted the resources of Inversiones Cabiedes, Moonbase Capital, Search Fund Club, Secways, Aniol SL, Search Capital Partners, Vito Giurazza, Loris Lanzellotti, and others. Chiomenti assisted and Redvalue Tax And Financial Advisory Usai and Sonmez. Stefano Cattapan launched Castellum Equity Partners, a search fund that attracted the resources of Vito Giurazza, Alexander Emidio Nicola De Luca, JB46 Search Fund Investment, One to One Great Searchers Fund, Justin Gray Addison, Indafin, Search Fund Club 2, Castellum Capital, Arada Capital Partners, Search Fund Capital, and other investors (see here a previous post by BeBeez). Castellum will target an Italian SME with an enterprise value of 15 - 50 million euros on which to implement a buy & build strategy. Gianni&Orioni, Russo De Rosa Associati and AC Notai assisted Cattapan. Gateways to Italy