

UBS Corporate Advisory Team – Mid Market

Credentials as of December 2022



Strong track record with focus on family businesses

✓ Long-term experience in providing corporate finance services **dedicated to Italian family businesses**: high expertise in cooperating with entrepreneurs understanding their main needs and goals

✓ **Tailor-made operations structured on the basis of client's needs**: majority and minority transactions, IPOs in several European markets dedicated to SMEs, LBOs, sale of equity stakes and / or capital increases etc.

✓ **Full diversification of potential partners involved**, including private equity funds, family offices, institutional investors and large industrial groups, both listed and private



Italy (2022)



M&A

UBS has acted as sole financial advisor to the shareholders of ICA, a leading Italian specialty chemical player with a worldwide leadership in the wood coatings industry, in the disposal of 100% of the share capital to Sherwin-Williams



Italy (2022)

M&A

UBS has acted as sole financial advisor to the shareholders of Andriani, a leading Italian company specialized in the Innovation & Healthy Food with focus on the production of allergen free pasta, in the disposal of a minority stake to NUO Capital



Italy (2022)

M&A

UBS has acted as sole financial advisor to the shareholders of Ocmis Group, global hose reels leader offering a full portfolio of irrigation sprinkling products and services, in the disposal of a majority stake to Carlyle



Italy (2022)

M&A

UBS has acted as sole financial advisor to the shareholders of Tenuta Ulisse, a leading Italian wine producer and distributor, in the disposal of a majority stake to White Bridge



Italy (2022)

M&A

UBS has acted as sole financial advisor to the shareholders of Tricobiotos, a leading «Made in Italy» player specialized in hair care and hair colour products, in the disposal of the 90% to Alfaparf



Italy (2022)

M&A

UBS has acted as sole financial advisor to the shareholders of Clonit, an Italian first mover in the molecular diagnostic industry, in the disposal of a minority stake to Equita Capital



Italy (2021)

M&A

UBS has acted as financial advisor to the shareholders of Ceit, a leading Italian player in telecom, energy and transport network services, in the disposal of a majority stake to Circet



Italy (2021)

M&A

UBS has acted as sole financial advisor to the shareholders of Croci, one of the few European branded player in pet care & accessories, in the disposal of a majority stake to Mandarin Capital



Italy (2021)

M&A

UBS has acted as sole financial advisor to the shareholders of Imagicle, Italian player active in the software sector which develops, produces and sells own branded unified communications software applications, in the disposal of a majority stake to Zucchetti S.p.A.

Strong track record with focus on family businesses (cont'd)

- ✓ **Wide scope of work** : M&A sell side, M&A buy side, fundraising, IPO
- ✓ Numerous *cross border* transactions with **international counterparties**
- ✓ Notable industry diversification gained through deals carried out in various reference markets: *food&beverage, industrial (agri, machineries, etc.), healthcare & pharmaceutical, fashion, households products & cosmetics, TMT...*



Italy (2021)

M&A

UBS has acted as sole financial advisor to the shareholders of Selle Royal, worldwide leading designer, developer, manufacturer and distributor of bike saddles and other bike components and accessories, in the disposal of a minority stake to Wise Equity



Italy (2020)



M&A

CAG Italy has acted as sole financial advisor to PM Plastic Materials, Italian manufacturer of pre-wired, empty cable conduits, flexible plastic pipes, insulating tubes and accessories, in the MBO of the majority of share capital to Deutsche Beteiligungs



Italy (2020)



M&A

CAG Italy has acted as sole financial advisor to La Sanfermese, Italian processor of gluten-free, lactose-free and vegetal food ingredients, in the disposal of 92% of the share capital to Orange Capital Development



Italy (2020)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Officine Tecnosider, a producer of hot rolled plates, in the disposal of 70% of the share capital to the minority shareholders and Vanomet AG



Italy (2020)



M&A

CAG Italy has acted as sole financial advisor to Besana, leading international nuts player, in the disposal of 51% of the share capital to Importaco, to create the European leader in the nuts, dried fruits and seeds market



Italy (2020)



M&A

UBS has acted as sole financial advisor to the shareholders of Genetic, Italian leader integrated pharmaceutical company, in the disposal of a majority stake to CVC Capital Partners



Italy (2020)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of MBM Italia, leading software factory, in the disposal of 61% of the share capital to TeamSystem S.p.A.



Italy (2019)

ECM

CAG Italy has acted as sole financial advisor to Shedir Pharma SpA, Italian player active in the healthcare sector with a strong specialization in nutraceuticals, in the listing of its share capital on Borsa Italiana in the AIM segment



Italy (2019)

ECM

CAG Italy has acted as sole financial advisor to Farmaè SpA, Italian player active in the Health and Wellness Onlife e-commerce, in the listing of its share capital on Borsa Italiana in the AIM segment



Cross border transactions

M&A

M&A Advisory

ECM

ECM Advisory

DEBT

Debt Advisory

Strong track record with focus on family businesses (cont'd)



Italy (2019)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Nolan Group, a leading motorbike helmets producer, in the disposal of 100% of the share capital to Eurazeo



CAMBIASSO RISSO GROUP
Italy (2019)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Cambiasso Riso Group, a leading marine insurance broker, in the disposal of a share capital to SIACI Saint Honoré



Italy (2019)



M&A

CAG Italy has acted as sole financial advisor to SEC, the first Italian PR agency, in the merger with Porta Communications, key global competitor listed on AIM London



FONDERIE DI MONTORSO
Italy (2019)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of Fonderie di Montorso, a manufacturer of cast iron products, in the disposal of 70% of the share capital to Fondo Italiano d'Investimento SGR



Italy (2018)



ECM

CAG Italy has acted as financial advisor to MyBest Group SpA, a company active in the switching economy market with a particular focus on the Utilities sector, in the listing of its share capital on the Paris Stock Exchange in the Euronext Growth segment



Italy (2018)



M&A

CAG Italy has acted as sole financial advisor to Isoltema, producer of bituminous and butilic membranes for the building construction and automotive industries, in the sale of 100% of the stake to a family owned French multinational company



Italy (2018)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of Evergreen Life Products, a family business company active in the commercialization of natural food supplements and wellness products, in the sale of a 55% stake to Palladio Finanziaria Holding



Italy (2018)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of MEB, a leading electrical wholesaler in North-Eastern Italy, in the sale of a large majority stake to Würth Group, a leading electrical wholesaler at global level



Italy (2017)



ECM

CAG Italy has acted as sole financial advisor to SEC, the first Italian PR agency, in the acquisition of a minority stake (~19%) of Porta Communications, key global competitor listed on AIM London, through a share capital increase



Italy (2017)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of Cosmint Group Srl, cosmetic & personal care contract manufacturer, in the disposal of 100% of the stake to Intercos SpA, a key player in make-up and skin care contract manufacturing



Italy (2017)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Agras Delic SpA, leading premium and natural pet food company, in the disposal of 60% of the share capital of the company to NXMH, a Belgium family office backed by a Korean investor



Italy (2017)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of OO Group, leading group in the ophthalmic market, in the disposal of 80% of the share capital of the Group to Fidia Farmaceutici, Italian pharmaceutical Group



Italy (2017)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of Gruppo Fides, leading player within the nursing homes sector in Liguria region, in the 100% disposal of the Group share capital to Gruppo Garofalo, an Italian healthcare group



Italy (2017)



M&A

CAG Italy has acted as sole financial advisor to the shareholder of D'Orsogna Dolciaria, leading supplier of decorations and inclusion solutions, in the sale of 100% of the stake to Barry Callebaut, world's leading manufacturer of chocolate and cocoa products



Italy (2016)



DEBT

CAG Italy has acted as sole financial advisor to lifebrain, an Italian player in the diagnostics laboratories market, in a € 90 mln financing with three leading banks



Cross border transactions

M&A M&A Advisory

ECM ECM Advisory

DEBT Debt Advisory

Strong track record with focus on family businesses (cont'd)



Italy (2016)



ECM

CAG Italy has acted as sole financial advisor to SEC SpA, the first Italian PR and advocacy agency, in the listing of its share capital on the London Stock Exchange in the AIM segment



Italy (2016)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of Nahrin Italia and Swisscare, direct selling companies of food supplements and cosmetics, in the disposal of 55% of the share capital of the companies to Alcedo Sgr



Italy (2016)

M&A

CAG Italy has acted as sole financial advisor to the shareholders of HGS Holding and its operating company Packaging Imolese, a private label HPC products manufacturer, in the disposal of 100% of the share capital of the Group to the cooperative company Deco Industrie



Italy (2016)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Acetificio Carandini Emilio, Aliante Secondary Buy Out and the Carandini family, in the disposal of 80% of the share capital to a German family office



Italy (2016)

ECM

CAG Italy has acted as lead financial advisor to Energica Motor Company, the first Italian manufacturer of electric superbikes, in the listing of its share capital on the Milan Stock Exchange in the AIM segment



Italy (2015)

M&A

CAG Italy has acted as sole financial advisor to the minority shareholder of CMS Industries, a producer of numerically controlled multi-axis machining centres, thermoforming machines and waterjet cutting systems, in the disposal of its 49% stake to the majority shareholder, SCM Group



Italy (2015)

DEBT

CAG Italy has acted as sole financial advisor to Alfaparf Group, leading international player in the cosmetics industry, in the renegotiation of a euro 80 mln financing with a pool of 7 banks



Italy (2015)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Gruppo Aturia in the disposal of 100% of the share capital to WPIL Ltd., Indian pumps manufacturer. Gruppo Aturia is a leading Italian producers of centrifugal clean liquid pumps



Italy (2015)

M&A

CAG Italy has acted as sole financial advisor to a Private investor in the acquisition of Coccodi Group, active in the production and commercialization of branded premium eggs



Italy (2014)



M&A

CAG Italy has acted as sole financial advisor to the shareholders of Demont in the disposal of 100% of their stake in Kosit, a Slovak player active in waste management and renewable energy industries, to Wood&Company



Italy (2014)

M&A

Sole financial advisor to the shareholders of Harmont & Blaine, leading Italian player in the upper casual apparel segment, in the disposal of a minority stake, through both capital increase and shares sale, to Clessidra Sgr



Italy (2013)

M&A

CAG Italy has acted as sole financial advisor to AXA Private Equity in the disposal of 88% of the share capital of Diplomatic Oleodinamica, active in the manufacturing of hydraulic components and systems, to Progressio Sgr



Italy (2013)

M&A

Sole financial advisor to the shareholders of Farnese, leading Italian wine producer, in the disposal of 62% of its share capital to the private equity fund 21 Investimenti



Italy (2013)



M&A

Sole financial advisor to the DIESSE Diagnostica Senese shareholders, manufacturer of diagnostic tests and analysers, in the disposal of their 50% stake to the Cormay Group



Italy (2012)

M&A

CAG Italy acted as sole financial advisor to the shareholders of Virosac, a producer of plastic non durable household products, garbage and food storage, in the sale of 80% of the shares of the company to Alto Partners SGR and DVR Capital



Cross border transactions

M&A M&A Advisory

ECM ECM Advisory

DEBT Debt Advisory

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