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EOS Investment Management Acquires Eurofiere

EOS Investment Management (EOS IM) has acquired Eurofiere, a market leading company focused on the design and creation of (i) high quality exhibition stands, through professional engineering, architectural, technological standards, and (ii) temporary stores & shops, showroom and interior designs. The main goal of the acquisition is for EOS IM to support the company's expansion plans in Italy and internationally.

Founded in 1961 Eurofiere has a strong market presence, with an international client base of many famous name brands (1); among its top clients are Versace, Oakley, Fendi, Fiat and Yamaha Marine. It develops projects of communication, brand image and brand enhancement in partnership with these clients. In 2017, the turnover of the company exceeded 30m (+10% compared to 2016). These results have been achieved as the result of a combination of innovation, organisation and technical capability.

This deal follows EOS IM's acquisition of Poplast, an Italian manufacturing company specialised in the creation of flexible packaging, focussed on the food, pharmaceutical and industrial sectors.

Giorgio Falzone and Cristina Bergese, respectively General Manager and Deputy General Manager, are co-investing along with EOS IM and 5 other top company managers in the MBO operation. Falzone and Bergese comment "Since discussions began, the EOS team has demonstrated its in-depth knowledge of our market sector, of the business dynamics and of potential prospective upsides. We are convinced that finding such an investor as EOS IM to acquire the company is the best way for us to express our growth potential. We are working together to identify targets in line with our growth strategy in Italy and abroad".

Ciro Mongillo, EOS IM founder and CEO, says "With this deal, we maintain our pursuit of EOS IM's mission to support the Italian market growth, with a focus on profitable, niche SME's. We believe that the combination of strategic market positioning and the evolutionary business model, along with a thorough commercial policy focused on the client are the ingredients for the success. This has been achieved by Eurofiere over the last few years, both in Italy and abroad. We are focussed on facilitating the further enhancement of this growth."

Marco Giuseppini, Head of EOS Private Equity, adds "Eurofiere has been able to successfully meet new market trends and dynamics in the world of exhibits, temporary and interior". Working alongside Marco in the investment team are Alessandro Besana, Investment Manager and Lorenzo Bovo, Director.

EOS IM has been advised by Lombardi Segni e Associati for legal aspects, by the law firm Russo De Rosa e Associati for tax issues, by PwC for financial due diligence, by LTP for business due diligence and by KPMG for the ESG due diligence. The vendors have been assisted by Vitale & Co, by the law firm Gattai Minoli Agostinell for legal aspects, by EY for tax and financial issues and by Bain&Co for business.