



PRESS RELEASE

Primat S.p.A., the Italian leader in surface treatments created by Wise SGR, continues on its growth path with the HAT Orizzonte group

Milan, 2 May 2017 - HAT Sicaf - the investment fund of the HAT Orizzonte group - along with the international private equity funds Tendercapital and Compagnie Financiere Saint Exupéry Sicav-Sif, finalised together with Wise SGR the acquisition of **Primat S.p.A.**, a group based in Olginate (province of Lecco) that is Italy's leader in the anti-corrosion coating of screws, bolts and fasteners used in several fields, chief among them the automotive industry. As part of the deal, the CEO Camillo Rumi will reinvest in the company to deliver on the growth targets and convert the Italian leader into a European champion.

The Primat group was born from the partnership between Camillo Rumi and Wise, which acquired a stake in Primat in 2014 through the **Wisequity III** fund. The two partners invested in a new manufacturing plant in the province of Lecco as well as acquired Zincatura Reggiana Srl, turning the company around after a voluntary arrangement with creditors, and Industria Elettrochimica Bergamasca Srl, a specialist in zinc plating electrolytic treatments based in Medalogo (province of Bergamo) and founded in 1957.

Primat generated nearly **30 million euros** in sales in 2016, and in 2017, it will break the **40-million-euro** mark thanks to the recent acquisition.

Ignazio Castiglioni, CEO of the HAT Orizzonte group, said: *"We are glad to announce the acquisition of another world-class Italian SME known for its reliability and efficiency. Primat's acquisition is part of a project to combine multiple businesses and expand in Europe, consistently with Wise's strategic goals, in order to make Primat a global leader. The firm will have the support of the new international co-investors in HAT Sicaf"*.

*"Our Group seeks to accelerate the growth of the investees – said **Nino Attanasio**, Chairman of the HAT Orizzonte group – Our strategy is assisting the management in growing Primat. We also believe that finance can play a crucial role in making Italy and its businesses more competitive through investments that encourage business combinations, creating larger entities that can better compete and increasingly focus on international markets"*.

The comment of **Fabrizio Medea**, a partner in Wise: *"We are very happy with the deal and certain that the new shareholders will ensure continuity and provide new momentum, advancing the project of creating a hub - consistently with Wise's approach as well as Mr. Rumi's long-standing objective of creating a European leader through new international acquisitions"*.

Camillo Rumi, CEO of Primat, said: *"The transaction is perfectly consistent with the business plan originally defined with Wise, which we have started implementing together in recent years. This natural development allows us to continue pursuing our goal of consolidating the industry, including at the European level, to offer the best products to our customers as well as expand our range of services and make them more and more efficient and effective"*.

HAT Sicaf, chaired by Nino Attanasio and headed by the CEO Ignazio Castiglioni, Tendercapital, and Compagnie Financiere Saint Exupéry Sicav-Sif were assisted by Stefano Trentino and Marco Anghileri from Cassiopea Partners as financial advisors; Attilio Mazzilli, Francesco Pezcoller, and

Raul Ricozzi from Orrick as legal advisors; Alberto Regazzo and Christian Christodulopulos from Long Term Partners for the business due diligence; Marco Loda, Donatella Di Caprio, and Lucia Ruffatti from Deloitte for the accounting, fiscal and legal due diligence; Andrea Zen from Deloitte in preparing the business plan; Alberto Angeloni and Massimiliano Kovacs from Montana for the environmental due diligence.

The Wise team, comprising Fabrizio Medea and Luigi Vagnozzi, was assisted by Andrea Accornero, Carlotta Robbiano, and Alessandro Bonazzi from "Simmons&Simmons" as legal advisors, as well as Luca Guarna and Luca Cassiani from Studio Spada Partners for the corporate and tax aspects.

The buyers received the financing for the acquisition from Banco BPM, which was assisted by Guido Iannoni Sebastianini and Tommaso Bernasconi from Legance Avvocati Associati as legal advisors.

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HAT Sicaf – HAT Orizzonte Group

The HAT Orizzonte Group is one of Italy's leading independent alternative investment managers. The Group, owned by the managing partners Nino Attanasio and Ignazio Castiglioni, promotes and manages investment funds with over 400 million euros in assets, operating out of the offices in Milan, Turin and Rome with dedicated teams and four investment strategies: Infrastructure, Venture Capital, Private Equity, and Private Debt. HAT Sicaf (www.hat.it) is the Group's Private Equity fund dedicated to Italian SMEs. Its investors include leading Italian entrepreneurs and the Italian Investment Fund.

Wise SGR

Wise SGR SpA (www.wisesgr.it) specializes in the management of Private Equity closed-end funds, investing in small and medium-sized companies, with a special focus on Italy. The funds managed by Wise are typically involved in leverage buy-out and capital increase transactions, dedicated to companies that are leaders in their niche markets. The two major objectives are to lead "build-up" transactions, in order to enhance competitiveness and profitability, and to push the international development. Wise, controlled by the management team, has currently three funds under management: Wisequity II, with total commitment of 170 M€, that is in the disinvestment process; Wisequity III, with commitment exceeding 180 M€, has now six companies in the portfolio: Alpitour, Biolchim, Colcom Group, Primat, NTC e Controls; Wisequity IV closed the fund raising in March 2016 reaching its hard cap at 215 M€ and already invested in four companies: Corob, Imprima (KBC and Guarisco), Tapi e Tatuus Racing.

For further information

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