

Press release
Paris/Milan, 12 September 2022

LBO France announces the acquisition of a majority stake in Zato, a leader in the design and manufacture of ferrous and non-ferrous metal recycling facilities

Paris/Milan, 12 September 2022 - Gioconda, the Italian subsidiary of LBO France, announced today the acquisition of a majority stake, through the Small Caps Opportunities II fund, in Zato, an Italian company founded in Brescia and a major player in the energy transition for over twenty years. Zato's founders, Valerio Zanaglio and Alessandra Bresciani, who reinvested in this transaction, will continue to manage the Company. Banca Ifis S.p.A. enters as a co-investor and confirms its role in supporting highly innovative companies committed to the green economy.

Based on a strategy focused on innovation and the development of the circular economy, Zato has a rapidly growing turnover of almost €40 million and employs more than 40 highly skilled people. Through the use of artificial intelligence algorithms and IoT devices, Zato has been able to implement cutting-edge equipment for the recycling industry, a market previously characterised by mature products. With a presence in 25 countries, including the United States and Japan, and with over 85% of its turnover generated internationally, the group has become a world leader in the design and manufacture of ferrous and non-ferrous metal recycling facilities.

Arthur Bernardin, Partner Small Cap, and Chiara Venezia, Investment Director Small Cap at LBO France, said: *"This investment represents a tremendous opportunity to position ourselves in the energy transition and fits perfectly with LBO France's strategy to accelerate on ESG & Climate factors. Our objective will be to support Valerio Zanaglio, Alessandra Bresciani, and their entire team in a new phase of expansion of the company. In particular, we aim to strengthen its presence in new markets and to reinforce its position as an innovation leader through the use of innovative technologies."*

Alessandra Bresciani and Valerio Zanaglio, Founders of Zato, said: *"We are extremely pleased to have LBO France at our side to consolidate and accelerate the strong growth that our company has experienced in recent years. The expertise, international vision and strategic support that LBO France will provide to the Zato team will be essential to establish Zato as a global leader in the recycling and green economy."*

Zato is the fifth investment in Italy by LBO France's Small Caps Opportunities funds after Vetroelite, Bluclad, Demas and Astidental Bquadro.

Main actors involved in the transaction:

- LBO France: Arthur Bernardin, Chiara Venezia
- Financial DD: KPMG (Matteo Contini, Francesca Marra)
- Strategic DD: GEA – Management consultants (Stefano Pellandini, Francesca Zilio, Jed D'Angeli)
- Fiscal DD: Maisto e Associati (Marco Valdonio, Noemi Bagnoli)
- Legal DD and Legal Consultants: Chiomenti (Luca Liistro, Silvia Colomba, Ginevra Martucci, Riccardo Rossi, Angelo De Michele)
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- ESG DD: KPMG (Sabrina Pugliesi)



- Zato's M&A Advisor: KPMG (Alessandro Zanca, Matteo Compagnoni, Enrico Papini, Gianmarco Boschi)
- Debt Advisor: KPMG (Massimo Ferrini Bronzini, Gianandrea Franco Marenzi, Edoardo Truffo)
- Zato's legal consultants: LCA Law Firm (Marina Rosito, Marco Loiacono, Riccardo Sismondi, Giuseppe Notari)
- Legal advisor for banks: Orrick, Herrington & Sutcliffe (Marina Balzano, Giulio Asquini)
- Banks: Banco BPM, Banca Monte dei Paschi di Siena, Banca Sella

About LBO France

A pioneer in private equity in France, LBO France is today a leading multi-specialist investment platform with €5.4 billion under management including its participating interests in Twenty-First Capital in Paris and Polis Fondi SGR in Italy. Its investment strategy is based on five distinct segments managed by dedicated teams: Mid and Small Cap LBO, Digital Health Venture, Real Estate and PropTech, Infrastructure Debt and Listed Investment. For several years, the Company has expanded its activities in Europe, particularly in Italy with teams in Milan and Rome, as well as on the African continent. Wholly owned by its managers, LBO France is one of the founding members of the international climate initiative and one of the first signatories of the France Invest charter for parity.

Find out more: www.lbofrance.com

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