

PRESS RELEASE

MADE IN ITALY FUND INVESTS IN MOHD, On-line Leader in Premium Design

Quadrivio Group & Pambianco has signed an investment agreement for the acquisition of MOHD, an Italian company active in the sale and online distribution of high-end furniture. The transaction represents Made in Italy Fund's second investment, its first in the design segment.

Milan, 3 October 2019

Made in Italy Fund, the private equity fund promoted by Quadrivio & Pambianco, has signed an agreement to acquire a majority stake in MOHD, an Italian world leader in the design and distribution of high-end furniture.

MOHD was founded by Gianluca Mollura who continues the activity started by his mother in the 1960s in Messina, still the company's current headquarters. Over the years, MOHD has developed a multi-channel business model capable of reaching a global clientele by offering an exclusive selection of products combined with professional support for high-level consultancy and design, both for private customers and the contracting world.

MOHD currently operates 3 physical stores and one of the most active online platforms in the sector, as well as offering a selection of the best Italian and international designs.

This acquisition represents a second investment for Made in Italy Fund, the vehicle created and managed by Alessandro Binello, Walter Ricciotti, David Pambianco, Mauro Grange, and Alessio Candi, which invests in Italian SMEs operating in the fashion, food, beauty and design sectors, a symbol of the excellence of the Beautiful Country. Previously the Fund had acquired a majority stake in 120% Lino.

Made in Italy Fund will work alongside Gianluca Mollura by entering MOHD's corporate structure with a majority stake of 52%. Gianluca Mollura will remain as Chairman and CEO of the company.

The Fund has also included Gianluca Armento, previous General Manager of Cassina, in the company's management.

MOHD has an expected turnover of about 30 million euros for 2019, a 20% increase compared to the previous year; the investment aims to further strengthen business development internationally, whilst maintaining its vision, values, and principles that have been its key to success.

"We are extremely satisfied with the Fund's second operation, the first in the design sector, essential when it comes to Made in Italy. MOHD has established itself on the reference market, succeeding in just a few years through its innovative approach on online channels to penetrate international markets and to

become an important reference point for major global design brands. The characteristics of the company, the spirit and values that distinguish it and that we also share, will allow us to accelerate and consolidate this development. The Made in Italy management will play an important role in this growth, providing MOHD with all the financial and organizational resources necessary for development, and to achieve the set goals together," said Walter Ricciotti, Partner of the Fund.

"The acquisition by Made in Italy Fund represents a strategic step for us in the development project we have always imagined. MOHD will continue to pursue its business vision and can do it in the best way by integrating different managerial skills. The distribution scenario is undergoing a very important evolution and we believe that this integration represents a great opportunity for MOHD," said Gianluca Mollura, Chairman and CEO of MOHD.

For contractual aspects Quadrivio & Pambianco was assisted by Studio Pedersoli of Milan (Ascanio Cibrario, Esq.). Financial and tax due diligence were entrusted to PWC (Emanuela Pettenò), while IT systems due diligence was completed by Indra (Sergio Scornavacca).

Mollura was assisted by Parisi & Associati and by Prof. Dario Latella, Esq. for all legal aspects.

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Quadrivio Group

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www.quadriviogroup.com

MOHD

MOHD is an Italian company active in the sale and distribution of high-end interior furnishings. Founded in 1968, the company now has three showrooms and an online platform. It is active in the sale of design solutions and in the contract world.

www.mohd.it