



- MADE IN ITALY FUND -

Press Release

“Made in Italy Fund” signs its first deal and acquires a majority stake in 120% Lino

September 27, 2018

Made in Italy Fund, the new private equity investment vehicle promoted by **Q Group & Pambianco**, has just signed its first deal securing a majority stake in **Palladium Moda**, owner company of the **120% Lino** brand.

The new fund, run by its **management team** which sees Alessandro Binello, David Pambianco, Walter Ricciotti, Alessio Candi and Mauro Grange, **aims at investing in SMEs** with high growth potential and **operating across the Made in Italy sectors: fashion, design, beauty and food**.

Today, Made in Italy Fund's target companies operate in an increasingly competitive scenario undergoing profound changes and overseen by global corporations. In this frame, SME's entrepreneurs not always have the skills and the resources to embark on a strong growth path, especially at international levels.

In order to support these companies, considered the healthiest part of the Italian industrial scene, Q Group & Pambianco established the **Made in Italy Fund**, the first private equity fund focused on investing throughout the Made in Italy sectors, that in 2017 achieved an export share of EUR 110 billion, +3% compared to 2016.

The fund will raise around EUR 200 million, and its investors range from social security institutions, to pension funds, funds of funds and Italian and international family offices.

120% Lino is recognized as a leading brand in linen apparel and overall in the high-quality natural fibers niche. To date, the company can count on 7 directly operated monobrand stores located in Milan city center and South Florida, particularly in the Miami area. In 2017 brand revenues amounted to EUR 12 million, up 11% compared to the previous year, with an 18% Ebitda. With the United States of America accounting for 40% of the business, Made in Italy Fund plans **to speed growth and triple the brand's total turnover within 4 years**.

Alberto Peretto, founder and CEO of 120% Lino said: *“I am glad to be able to count on a partner like the Made in Italy Fund. This partnership will bring in fresh energy to drive the brand expansion through the injection of financial and managerial resources in this key phase that will see the brand internationalization as well as the implementation of a multi-channel distribution”*.

David Pambianco, founding partner of Made in Italy Fund underlined that: *“The peculiar characteristics of the 120% Lino brand and, in particular, its strong recognition on the market and its ability to innovate, made this company perfect as the first operation of our Made in Italy Fund. The deal will give 120% Lino the opportunity to have access to new capital and managerial skills to accomplish a strategic plan aimed at asserting the company leadership in the main international markets, above all the USA, where 120% Lino already operates 5 monobrand stores. Along this growth path, the management will be able to leverage on the great experience in private equity and on the deep knowledge of the fashion business distinctivenesses acquired over the years by Q Group & Pambianco”*.



Q GROUP & PAMBIANCO

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In the deal process, Made in Italy Fund has been supported by law firms Pedersoli (Ascanio Cibrario, Luca Rossi Provesi, Edoardo Augusto Bononi, Esq., Italy) and Pavia & Harcourt (Mario Gazzola, Esq., USA) and by the financial and fiscal advice of EY (Mr. Marco Ginnasi, financial and Mr. Quirino Walter Imbimbo, fiscal), while Palladium Moda has been supported by Cremonini & Associati (Mr. Mauro Cremonini) and by the legal advice of Studio Legale Cugini (Gianvirgilio Cugini, Esq.) and Cartwright Pescatore (Giacomo Pescatore, Esq.).

www.madeinitalyfund.com

Contacts:

Pambianco Communication – Made in Italy Fund Press Office

Lucia La Porta

Phone +39 02 76388600

@: communication@pambianco.com