

Quadrivio doubles down on affordable luxury acquisitions strategy – CEO

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Italian private equity firm **Quadrivio** plans to ramp up acquisitions in the consumer mid-market segment in 2025, with a focus on the affordable luxury space, CEO Walter Ricciotti said.

Quadrivio Group plans to expand its affordable-luxury portfolio, specifically targeting companies generating annual revenues between EUR 50m and EUR 70m, Ricciotti said. Its recent acquisitions of fashion brands **Filippo De Laurentiis** in Italy and **Sessun** in France have set the tone for this strategy, he said.

The group's primary geographical focus will remain on Italy and France, driven by robust market fundamentals in these regions, he said.

The firm is exploring opportunities across sub-sectors such as clothing, home decor and cosmetics, he said, noting a growing interest in the hospitality sector, where he sees potential for value creation through targeted investments, he added.

“The current market climate presents a unique window for M&A,” Ricciotti said. “There are relatively few active buyers, which allows us to negotiate more favourable deals and secure high-quality assets at attractive valuations.”

Fund updates

Quadrivio's *Lifestyle II fund*, initially set up with a target of EUR 500m, has been upsized by 40% due to strong investor demand, Ricciotti said.

Nearly half of this expanded capital has already been raised, and the firm is on track to complete fundraising by the first quarter of next year, he said.

Meanwhile, its *Silver Economy Fund*, focused on aging population-driven sectors, is actively deploying its EUR 250m capital across Italy and North America, Ricciotti said.

There are ongoing negotiations for the acquisition of a medical devices company in the Northeast US, in line with the fund's commitment to healthcare investments, he said.