

Investment Summary

- *Type:*
MBO, Expansion
- *Equity:*
Sopaf, Invest Equity Partners; (MBO)

Eptaventure
Gian Maurizio Argenziano
(Exp)
20% Holding

Sofipa
(Exp)
Federico Aloisi
16% Holding

Obiettivo Impresa
(Exp)
14% Holding

CIFA

CIFA, Italy's leading manufacturer of concrete-pumping machinery, has been acquired by industrial buyer CLM, providing an exit for a syndicate of private equity investors. At the time of purchase, around 50% of the company was controlled by CIFA's management, Sopaf and Invest Equity Partners, all of which originally invested in the company as part of an MBO in early 1996. Other shareholders included Eptaventure, Sofipa and Obiettivo Impresa. This latter group of investors acquired the remaining 50% stake as part of a L19bn expansion capital deal in December 1997, with Eptaventure, Sofipa and Obiettivo Impresa taking 20%, 16% and 14% stakes respectively. Although the financial details surrounding the recent deal are yet to be disclosed, it is known that CLM has acquired 100% of CIFA in return for a cash sum. Gian Maurizio Argenziano, president of Eptaventure and co-investor in the Eptasviluppo fund, coordinated the sale on behalf of the institution, whilst Federico Aloisi led the project for Sofipa; despite details on returns not being released, sources close to the deal estimate very satisfactory returns.

Founded at the end of the last century, CIFA is Italy's leading manufacturer of concrete-pumping machinery and is ranked third in the world market. The Milan-based company employs 150 staff and forecasts a turnover of over L200bn for 1999, which would represent a dramatic increase on the L132bn turnover it generated in 1997.

Equity - Studio Grande Stevens, Milan, Mr Pavesi; Deloitte & Touche, Milan, Mr Vitulo; Studio Brosio Casati Associati, Milan, Massimo Grecco.
Purchaser - Studio Caffi, Bergamo, Mario Caffi.

October 1999

Southern Europe...unquote"

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