

16 February 2023

HIG towards the control of Pinalli. The Firms.

Milan, 16 February, 2023 - The law firm **Pavia e Ansaldo**, with a team coordinated by partner **Alberto Bianco** and formed by **Martina Villa**, **Erica Lepore**, **Ilaria Uletto** and **Luca Cabato**, for corporate and M&A aspects, as well as by partner **Valentina Simonelli** with **Filippo Villa** and **Rosie Schifino**, for labour law aspects, has assisted the fund H.I.G. Capital in the acquisition of a controlling stake in Pinalli S.r.l, the largest omni-channel integrated distribution platform for cosmetic products in Italy.

Founded in 1984 in Fiorenzuola d'Arda, Pinalli has recently embarked on an ambitious omnichannel growth plan based on a proprietary e-commerce platform, the renovation of the shop format of its stores, the launch of social media campaigns and the completion of a significant investment in a major logistics hub. The Company currently has one of the most advanced e-commerce platforms specialising in luxury beauty & personal care products in Italy, integrating a chain of 63 stores and making Pinalli the leading Italian operator in the sector.

The tax aspects of the transaction were handled on behalf of the buyer by **Studio CBA** with a team led by **Ernesto Caso**, supported by **Eros De Filippis** and **Matteo Barone**, while the structure of the transaction was entrusted to **Studio Spada** with a team led by partner **Guido Sazbon** assisted by **Francesco Podagrosi**.

Orrick, with a team formed by partner **Marina Balzano**, senior associate **Giulio Asquini**, associate **Maria Costa** and **Valentina Bombino**, assisted HIG in relation to all aspects of financing together with **Ethica**'s debt advisory team coordinated by **Paola Pellegrini**, while **Legance** handled the antitrust aspects

with a team formed by partner **Vito Auricchio** and counsel **Jacopo Figus Diaz**.

The Pinalli family, which retains a minority shareholding, and the management, were assisted in all legal aspects by the firm **DWF** with a team coordinated by partner **Luca Cuomo** with the collaboration of **Alberto Sieli** and **Giulia Santi**, as well as by **Intesa Sanpaolo** (IMI Corporate & Investment Banking Division), for the financial aspects.

The transaction was financed by Crédit Agricole Italia S.p.A., BPER Corporate & Investment Banking, MPS Capital Services Banca per le Imprese S.p.A., Banco BPM S.p.A. and Muzinich & Co. Società di Gestione del Risparmio S.p.A. assisted by **Chiomenti** with a team coordinated by Partner **Riccardo Rossi** and formed by associates **Giulia Lamon**, **Matteo Venuta** and **Bianca Manzini**.

Notary De Vivo's office took care of the notary fulfilments.