

4 мая 2023

Deal Source Italia acquires Stalam: the firms

Milan, 4 May 2023 - A club deal of private investors organised by **Deal Source Italia**, an advisory firm set up by Sergio Buonanno and Daniela Ingrosso and focused on buy-outs of industrial SMEs in the form of club deals, has finalised in partnership with the management the purchase of 100% of the share capital of **Stalam S.p.A.** from the IdeA Efficienza Energetica e Sviluppo Sostenibile fund managed by DeA Capital Alternative Funds SGR.

Founded in Vicenza in 1978, Stalam is a world leader in the development, design and construction of radio frequency (RF) equipment for the drying and heat treatment of raw materials, semi-finished and finished industrial products.

Over the years, the company has diversified the application markets for its machinery, widening the range from textiles (dryers for yarn packages, fabrics, etc.) and textile-technical (dryers for fibreglass, latex, felt) to food, where the machinery is used for the rapid thawing of fish and meat products, in the pasteurisation of liquid and solid products, both in-line and after packaging, as well as the control of the final moisture content of baked products after cooking and the disinfection and sanitisation of dried fruit, grains and legumes.

Deal Source Italia was assisted by the **law firm Pavia e Ansaldo** with a team coordinated by partner **Alberto Bianco** and comprising **Erica Lepore** and **Arianna Bellani** in relation to the legal and contractual aspects, both M&A and banking, of the transaction, and with a team coordinated by partner **Giuseppe Galeano** and comprising **Francesca Marchiori** and **Gianluca Di Sabato** in

relation to tax due diligence.

The legal due diligence was handled, on behalf of the buyer, by **Studio DWF** with a team coordinated by Partner **Luca Cuomo** and with the collaboration of **Alberto Sieli** and **Antonio Lopetuso**.

DeA Capital and the other shareholders of Stalam were assisted by the **international law firm Ashurst**, with a team coordinated by partner **Fabio Niccoli** supported by counsel **Andrea Di Rosa** and trainee **Carolina Quagliata**, and by Fineurop Soditic as exclusive financial advisor.

The transaction was financed by Unicredit S.p.A. assisted by **Orrick** with a team comprising partner **Marina Balzano**, associate **Leopoldo Esposito** and **Camilla Rinaldi**.