

PRESS RELEASE

THE INDUSTRY 4.0 FUND IS INVESTING IN NABUCCO, AN ITALIAN LEADER IN HOTEL CATERING SERVICES

The private equity fund of the Quadrivio Group is acquiring a majority stake in Nabucco, the holding company controlling the F&DE Group, which will constitute its first investment.

The goal is to make Nabucco the number one hospitality company, with an extensive presence throughout Italy, made possible through the digitalization of processes and the use of 4.0 technologies.

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The Quadrivio Group, one of the main players in the private equity market for over 20 years, is announcing its acquisition, through the **Industry 4.0 Fund**, of a majority stake in **Nabucco, the holding company controlling the F&DE Group** and an Italian leader in hotel catering services.

The F&DE Group, based in Milan, is active in the service sector, offering catering and hospitality services throughout the Italian territory, managing more than 50 facilities with over 1,200 employees. In 2018, the group had a turnover of approximately 70 million euros.

Marcello Forti, founder and shareholder of the F&DE Group, will continue on as the head of the company, holding a significant minority stake, and will be supported by new managers brought into the company by the Quadrivio Group.

The Quadrivio Group has chosen to focus on catering and hospitality services for **the first investment of the Industry 4.0 Fund, the Group's new vehicle aimed at investing in the digitalization of SMEs**. The objective of this operation is to support the company on its growth path through significant investments in 4.0 technologies, which enable the integration and digitalization of the whole production chain, thus ensuring the maximum degree of efficiency at the level of each individual process. These technologies will also support business development, using artificial intelligence tools to better satisfy the preferences of current and potential clients and allowing the company to set the goal of doubling its revenues over the next few years.

The development strategy fully reflects the purpose of the fund, which was developed at the initiative of **Alessandro Binello, Roberto Crapelli and Walter Ricciotti** in order to promote investments in the **digital transformation of SMEs**.

The quality of the services offered, as well as the experience gained by the company's management in the field of catering and hospitality services, coupled with the know-how brought by the Fund's own team, will enable the F&DE Group to consolidate its leadership position on the market and to further extend its preeminence, both in Italy and abroad.

Many new initiatives are being implemented, one of them being the rebranding of the holding under the brand name **"Nabucco"**, which takes its name from the historic restaurant in Milan where the company first started out in 1970.

Pietro Paparoni, Investment Director of the Quadrivio Group, had the following statement regarding the first investment made by the Fund: “We are excited about Marcello Forti’s industrial project, and we will support Nabucco with the necessary investments and with appropriate management in order to create the number one Italian operator in the hotel catering market. We have already identified 10 new opportunities, and the goal is to double the company’s revenue within 3 years: thanks to the ever-increasing level of digitalization and the increasing operational efficiency, we will lay the foundation for further strong growth of the Group, in Italy and abroad.”

Marcello Forti, Founder of the F&DE Group, expressed full support for the common strategy with his own statement: “After 14 years as pioneers in the hotel food & beverage market, we are happy and proud to have such a strategic partner as the Quadrivio Group, which will support us in the growth and development of the company's organizational structure, making us stronger and more competitive in a market with many opportunities for those like us, who have always sought to provide quality in terms of our product and service.”

Emphasizing the mission of the Industry 4.0 Fund and the types of companies that the team is interested in, **Roberto Crapelli, Managing Partner of the Fund**, had the following statement: “We are extremely satisfied with the first investment operation carried out, which will soon be followed by a second one, aimed at an industrial production chain disintermediation project, which will result in an Italian supplier becoming a direct supplier for a vehicle manufacturer.”

The operation was financed by Banco PMP - Structured Finance (Federico Born and Pierfrancesco Festa).

Regarding the legal and contractual aspects, the Quadrivio Group was assisted by **Studio Pedersoli** (Attorneys Ascanio Cibrario and Luca Rossi Provesi). The commercial and financial due diligence was performed by **PWC** (Federico Mussi) and the tax due diligence by **Talea** (Sergio Pellone).

On the seller side, the F&DE Group was supported by **Compagnia Holding** in the role of financial advisor and by the **Dentons** law firm for legal and corporate issues.

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Quadrivio Group

The Quadrivio Group is a company active in the world of Alternative Investments. The Group operates through dedicated teams in the Private Equity, Private Debt and Managed Accounts sectors. The company offers a variety of investment solutions able to meet the requirements of very different risk profiles. The mission of the Quadrivio Group is to monitor international trends, developing products in line with the needs of investors, both private and institutional. The Group's track record, with more than 100 investments made, and its highly skilled teams have allowed it over time to reach ambitious results and achieve top quartile performance. The management owns 100% of the Quadrivio Group and invests directly in the funds, thus leading to a full alignment of internal interests with those of the investors. The Quadrivio Group has offices in Luxembourg, London, Milan, New York and Hong Kong.

www.quadriviogroup.com

F&DE Group

The F&DE Group is currently among the leading players in food & beverage services for the hotel sector, active throughout the Italian territory, with a young and dynamic team, always focused on new trends and solutions, highly professional and with the right training to make possible customized, original and often cutting edge forms of collaboration. Each project is designed, developed and managed in a "turnkey" fashion, supported by internal marketing and communication activities and promoted on-site by a PR team which is able to get the local public involved. The Group has implemented many successful formats, such as Insalateria, Bruschetteria, Bim Bum Brunch, with innovative and high performing menus that confirm the quality of the Research and Development work, to which the F&DE Group is dedicating a large amount of human and economic resources.

www.fedegroup.it