

## **PRESS RELEASE**

### **INDUSTRY 4.0 FUND INVESTS IN ROTOTECH S.r.l.**

Quadrivio Group acquires a majority stake in Rototech,  
a group specializing in the design and production of plastic components  
for vehicles in the trucking, agricultural machinery, and construction industries.

The transaction represents the second investment by Industry 4.0 Fund, the first in the automotive sector.

*Milan, 30 July 2019*

The Quadrivio Group, through its Industry 4.0 Fund, has announced its acquisition of ROTOTECH, an Italian group that, using rotational technology, has achieved a position of global leadership.

The company produces fuel tanks and Ad Blue, air intake systems and other components for the most important manufacturers of industrial vehicles, agricultural machinery, and earthmoving machinery.

The acquisition represents the second investment by the Industry 4.0 Fund, driven by Alessandro Binello, Walter Ricciotti and Roberto Crapelli, who invests in the digitalization of small to medium enterprises. Previously, the fund invested in Nabucco. Industry 4.0 Fund takes over a majority stake in the company owned by the Accornero family. Oreste Accornero, current President of Rototech, will continue to guide the company and will be assisted by a CEO expert in the sector for the implementation of the new industrial development plan.

Rototech began its activities in 1916 with a sheet metal stamping company founded by grandfather Oreste Accornero, who passed down his name to the current President. Today, Rototech Group, with its headquarters in San Gillio (Turin), has a significant international presence with establishments in Italy, France, India, and Russia, as well as an important partnership in China, thus confirming its predisposition to exports and global markets.

In 2018, Rototech Italia exported over 90% of its turnover, reaching 60 million euros and employing over 450 people worldwide.

The investment operation aims to support and promote international business development, through investments in 4.0 technologies to be concentrated in existing factories. RTT Group's mission for the coming years will be to make the most of the competitive advantage previously acquired by the JV in Russia and, through its recognized technological leadership, to strongly consolidate the market position of the JV in India, which is already a supplier of the most important manufacturers of industrial vehicles. Further international expansions for the future development of the core business will be evaluated.

For Pietro Paporoni, Investment Director of the Quadrivio Group, Industry 4.0 Fund's second investment represents "a transaction devised with the Accornero family, which envisages new investments in improving productivity and a path of managerialization where, along with the business owner, we have

already identified a new management team that will be able to support new challenges posed by the ever-increasing internationalization of the sector."

For Roberto Crapelli, Managing Partner of the Fund, "it is necessary to disintermediate portions of the supply chain with a new business model created with 4.0 technologies, to consolidate and further grow as a first-tier supplier of current customers such as Caterpillar, Cummins, Renault-Volvo, CNH, DAF and Daimler. This is the clear strategy of creating value at the base of the acquisition of Rototech's control by the Quadrivio Group's Industry 4.0 Fund, a strategy that places sustainability first thanks to Rototech's leadership in systems that use urea for the reduction of harmful emissions, required by increasingly stringent regulations even in fast developing industrial vehicle markets in Russia and China, where Rototech is already present."

Oreste Accornero, founder and President of RTT, stated: "Rototech, since its inception more than 30 years ago, has always been managed by our family and has acquired a unique market position by being the first to introduce and promote rotational technology in the industrial vehicle sector. Not only did we do this in Italy, but also among all OEMs of European industrial vehicles, and then also in Asian markets. The decision to have Quadrivio Group as a strategic partner stems from the consideration that the size of the business is continually increasing and in order to grow exponentially in a short amount of time, support is needed from a more managerial style of management. We were looking for a partner who shared our strategy aimed at giving more priority to industrial development rather than solely to financial aspects and we found that in Industry 4.0 Fund. The opportunity to have a solid partner with us in management will also help us better redefine our internal organization, introducing procedures and rigour difficult to obtain in a "family" company, and, in this way, optimizing roles and responsibilities in primary managerial functions."

The transaction was financed by Banco BPM (Federico Born and Pierfrancesco Festa). For legal matters, Quadrivio Group was assisted by Studio Accinni, Cartolano and Associates (Chiara Cella and Roberto Gambino), and for tax matters, it was assisted by Studio Russo De Rosa Associates (Alberto Russo, Alessandro Manias and Dante Cairoli).

For industrial and business plan matters, Quadrivio Group worked with Roland Berger (Francesco Campagna and Andrea Marinoni), and for financial due diligence the group was assisted by KPMG. The transaction, on the vendor side, was managed in the quality of Financial Advisor by K Finance, Italian partner of Clairfield International (Filippo Guicciardi, Andrea Dubini and Stefano Libera) in the quality of Legal Advisor by NCTM (Michele Motta, Marco Cosa and Manfredi Luongo), and by Deloitte (Marco Bastasin and Luca Mangugliani) for vendor due diligence.

## **CONTACTS INDUSTRY 4.0 FUND**

**Maria Pompilio**

[communication@industry4zerofund.com](mailto:communication@industry4zerofund.com)

[m.pompilio@quadrivioqgroup.com](mailto:m.pompilio@quadrivioqgroup.com)

Tel. +39 02 89093758

[www.industry4zerofund.com](http://www.industry4zerofund.com)

## **Quadrivio Group**

Quadrivio Group's business focus lies 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 multiple investment solutions, able to satisfy even the most diverse risk profiles. Quadrivio Group's mission is to monitor international trends, developing products in line with the needs of investors, both private and institutional. Their track record, which includes over 100 investments and highly specialized teams, has allowed the group to achieve ambitious results and to obtain top quartile performances. Management holds 100% of Quadrivio Group and invests directly in the funds, thus determining a complete alignment of internal interests with those of investors.

Quadrivio Group has offices in Luxembourg, London, Milan, New York, and Hong Kong.

[www.quadrivioqgroup.com](http://www.quadrivioqgroup.com)

## **ROTOTECH S.r.l.**

Rototech Srl was founded in 1916 as a metalworking company, founded by Oreste Accornero Sr. Today, the company is headquartered in San Gillo (Turin), where it designs and manufactures plastic components for the industrial vehicle, agricultural, and construction sectors using the rotomoulding technique. Their key product is their Urea tank. Rototech is headquartered in Italy and has overseas establishments in France, India, and Russia, and an important partnership in China too. The company as a whole has over 450 employees worldwide.

[www.rototech.it](http://www.rototech.it)