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Diffusione presunta

Oggetto : Equita expands its Investment Banking  
business and strengthen its FIG team with  
senior appointment. Alessandro Fustinoni  
joins as Managing Director

*Testo del comunicato*

Vedi allegato.

## PRESS RELEASE

**Equita expands its Investment Banking business and strengthens its FIG team with senior appointment**

**Alessandro Fustinoni joins the team as Managing Director to further consolidate the Group's position as leading independent advisor to financial institutions**

Milan, 29 September 2022

**Equita, the leading independent Italian investment bank** ("Equita" or the "Group"), **continues to grow its investment banking division by expanding the advisory team dedicated to financial institutions** ("Financial Institutions Group" or "FIG").

The FIG team, established in 2010, is today **the leading independent advisor in Italy, assisting financial institutions pursuing consolidation in the banking industry and promotion of strategic projects for Italy.**

In the past five years the team has acted with senior roles in more than 20 deals and advised clients on more than €17 billion worth of transactions <sup>1</sup>, placing Equita among the top 3 advisors in Italy.

**Over the years Equita has assisted an increasing number of leading financial institutions in Italy, achieving significant improvement of its market share.**

**The FIG team has recently advised a number of renowned institutions, including Generali** in its tender offer for Cattolica shares; **Poste Vita** in the tender offer for Net Insurance shares; **Intesa Sanpaolo** in the tender offer for UBI Banca shares; **Crédit Agricole Italia** in the tender offers for Credito Valtellinese and CA FriulAdria shares; **AMCO** in the purchase of an NPL portfolio from MPS; **Mediocredito Centrale** in the acquisition of BP Bari; **Carige** in the takeover launched by BPER Banca, **Civibank** in the takeover launched by Sparkasse and **Banca Consulia** in the sale of the company to Banca Finint.

**Since 2021, the FIG team has accelerated its growth thanks to the direct involvement of Fabrizio Viola as senior advisor** – who recently also joined the Equita Group Shareholders' Agreement, the latter previously signed by other senior managers of the Group. Then, since September 2022, **the team has further expanded its expertise with the addition of Alessandro Fustinoni as Managing Director.** Fustinoni has a deep understanding of the investment banking industry thanks to almost twenty years of experience at Rothschild & Co Italia, where he served on the M&A FIG Team and advised on over forty key mandates in the country. Fustinoni, together with Edoardo Achilli (Director) and the other members of the FIG team, will boost the Group's existing network relationships and abilities to best serve clients.

**The increase in the number of professionals in the FIG team is aligned to the Investment Banking division's growth targets, as set out in the three-year business plan for the unit.** The Investment Banking division has continued to outperform the market in 2022, with first-half year results up 35% year-on-year, and the Group's commitment is pointing to **scale up its senior team, setup new partnerships across Italy** and **diversify the offering**, also **enhancing verticals** where Equita already has an established position.

<sup>1</sup> Source: Mergermarket, ranking 2017-2022 YTD, Italy on Italy transactions.

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Equita is the leading independent Italian investment bank and an alternative asset management platform, serving listed and private companies, financial institutions, private equity groups and institutional investors, in Italy and abroad. Founded in 1973, Equita offers a wide range of services and products, including financial advisory in mergers and acquisitions, equity and debt capital market transactions, debt restructuring, institutional sales and trading, proprietary trading, equity and fixed income research, corporate broking, private debt and private equity funds, portfolio management solutions. Equita distinguishes from competitors for its independence, integrity, expertise, client-centric approach, ability to find the best solution in complex situations, as well as for its unparalleled access to capital markets, network of investors, financial sponsors and corporates, and management team who represent the largest shareholder of the group. Equita is listed on the STAR segment of Euronext Milan under the ticker "EQU:MI".

Fine Comunicato n.20115-92

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