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Oggetto : EQUITA and Silvia Rovere enter into partnership to develop advisory services in real estate. EQUITA enter the share capital of Sensible Capital

Testo del comunicato

Vedi allegato.

PRESS RELEASE

EQUITA and Silvia Rovere enter into partnership to develop advisory services in the real estate sector

The partnership with Sensible Capital will strengthen the EQUITA's Investment Banking offering with a new area of expertise

Milan, August 3rd, 2023

EQUITA, the leading independent investment bank in Italy, signs a preliminary agreement with Silvia Rovere to enter the share capital of Sensible Capital – independent real estate advisory boutique – with a 30% initial stake, to be potentially increased in the future to consolidate the financials of the company.

According to the agreement, EQUITA Group S.p.A. will enter the share capital of Sensible Capital ("Sensible Capital" or the "Company") by acquiring part of the existing shares and subscribing a dedicated capital increase. The total consideration for the transaction will be paid at Closing by EQUITA, with a combination of cash and treasury shares.

Sensible Capital, independent real estate advisory boutique, was founded in 2020 and stands out for both its expertise in real estate advisory and its focus on clients like investment funds and large groups. Sensible Capital provides a range of integrated services including strategic consulting, advisory and valuation of real estate assets, and offers advisory services to property owners and real estate investors for the sale and purchase of assets and for the monitoring of the financial and non-financial performance of investments, in addition to ESG advisory services, and advisory in the financing and structuring of such transactions. **Among the most recent deals, Sensible Capital assisted Artsana Group – controlled by the private equity fund Investindustrial – in the sale and lease back of a real estate asset (including logistics facilities and warehouses) to Invesco EMEA Real Estate.**

The partnership with Sensible Capital will allow EQUITA to add to the Investment Banking division a new, key area of expertise dedicated to real estate advisory. EQUITA will therefore offer to its clients strategic advisory to enhance their real estate assets. Considering the complementarity of Sensible Capital and EQUITA's businesses, potential cross-selling opportunities are also expected.

Starting from the second year following the Closing of the transaction, **EQUITA is entitled to exercise a call option on an additional 40% of Sensible Capital, reaching a 70% stake in the Company.**

The agreement also includes the appointment of Silvia Rovere as senior advisor at EQUITA, with the aim of assessing new initiatives in the real estate sector, in areas like the Alternative Asset Management for instance.

Silvia Rovere, founder and Chief Executive Officer at Sensible Capital, boasts on a two-decade experience in private equity and in the management of real estate investment funds. During her long-standing professional career, Silvia Rovere acted as Chief Financial Officer at “Patrimonio dello Stato” - the company of the Italian Ministry of Economy and Finance dedicated to the valorisation of the real estate assets of the Country – Head of Business Development at Aedes Group, General Manager at Ream SGR and Chief Executive Officer at Morgan Stanley SGR. From July 2020 to July 2023, she also held the office of Chairman at Confindustria Assoimmobiliare. Today, Silvia Rovere is Chairman of Poste Italiane.

Andrea Vismara, Chief Executive Officer at EQUITA, commented: *“We were really committed to sign this partnership with Silvia Rovere since the very beginning because she shares our values of entrepreneurship. The agreement signed with Sensible Capital allows EQUITA to further diversify its advisory services by integrating the current offering with a new area of expertise in the real estate sector. We continue to invest in initiatives that can accelerate our growth, as announced with the EQUITA 2024 three-year business plan. The core objective remains to strengthen our role as leading independent investment bank in Italy”.*

Silvia Rovere, Founder and Chief Executive Officer at Sensible Capital, commented: *“We are very pleased with this agreement with EQUITA: joining the leading independent Italian investment bank will allow us to intensify our advisory services by accessing the EQUITA’s unparalleled network of families, corporates, investors and financial institutions. Real estate advisory needs strong expertise and deep understanding of the underlying market. For a boutique such as Sensible Capital there is plenty of opportunities to growth considering the potential of the Italian market”.*

Closing of the transaction is expected by September 30th, 2023, and is subject to specific condition precedents, including the spin-off of the venture capital business which is not part of the agreement and the final approval of Bank of Italy.

EQUITA and Sensible Capital were assisted by Dentons as legal advisor.

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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.20115-53

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