

Aksia Capital V completes the acquisition of Scarabelli Irrigazione e Giunti, established companies active in the irrigation industry

The plan, under the leadership of Scarabelli Irrigazione, envisions the creation of a market-leading Group through a build-up project of Italian and European excellences, aimed at expanding the product range, strengthening commercial strategies and accelerating expansion in domestic and international markets.

Milan, 03rd August 2022 – Aksia Capital V, a fund managed by Aksia Group SGR, announces **the acquisition of Scarabelli Irrigazione S.r.l. and Giunti S.p.A.**, established Italian companies active in the production and distribution of products, components, and solutions for traditional and precision irrigation.

This is the eighth new project for Aksia Capital V fund, launched in 2019 and closed last February with a fundraising of more than euro 275 million, confirming Aksia Group's unique positioning among private equity firms active in the Italian market.

Scarabelli Irrigazione, specialized in the precision irrigation business since 1977, is recognized in the market as a well-known provider of complete turnkey irrigation solutions for the agricultural and ornamental sectors, designed in line with customer needs at the highest standards of engineering. **Giunti**, founded in 1945 as a company engaged in the manufacturing of irrigation pipes, has expanded its business to the production of a full range of components and accessories for traditional irrigation.

The experience of the founding families, who have led the companies to this day, combined with their in-depth product knowledge are the drivers underlying the recorded growth of the companies in terms of volume and expansion of the product range. In 2021, Group's aggregate turnover exceeded euro 35 million in 2021.

The project with Aksia Group comes from the opportunity to consolidate the irrigation industry, a highly fragmented sector driven by interesting growth patch. The project aims to create a leading Group in the market, starting from Scarabelli Irrigazione as a pivotal platform and progressing with the aggregation of Italian and European excellences. The objective is to boost business growth through both vertical and horizontal integration achieved by the enlargement of the product range and leveraging of commercial and manufacturing synergies between the Group and the entities to be acquired.

Aksia Capital V acquisition of a majority stake will enable the Group to accelerate expansion through a build-up project that includes further expansion of the range and solutions offered and to fully exploit the excellent and diversified technical know-how of both companies. The development plan will lead the Group to strengthen commercial strategies and penetration of both domestic and international markets.

Gian Carlo e Fausto Scarabelli will lead the Group as Co-CEO and Pietro Giunti will be appointed as Chairman of the Group.

«This acquisition - states **Marco Rayneri, Managing Partner di Aksia Group** – has a strong strategic value for us. We have a strong interest in this sector that represents a niche where the skills, solutions and product quality of Italian companies are globally recognized. Our contribution aims to enhance, also outside the Italian market, the know-how of the players that have contributed to making this sector an excellence. Moreover, considering the increasingly incisive climate changes and the related need to safeguard the water heritage, being able to make a substantial and tangible contribution to the industry is a fundamental value for us. We always look at our investments with an industrial and managerial approach, and the collaboration between Pietro Giunti, who has been a manager, founder and shareholder of important companies operating in the irrigation sector for more than forty years, and Gian Carlo and Fausto Scarabelli, who, with undisputed skills, passion and expertise, have led Scarabelli to be one of the leaders in Italy, will be the beginning of a success story”

«This is a significant opportunity and step ahead for the Group. - states **Gian Carlo Scarabelli, Founder and CEO of Scarabelli Irrigazione**. - Aksia Group will contribute to the managerial strengthening of the Company, which, together with their industrial relations network, will be essential to support the development in order to bring the Group to extend our solid presence in Italy and abroad and to seize the promising opportunities offered by the market».

Advisor:

Aksia Group has been assisted by Francesco Cartolano, Matteo Acerbi and Ilaria Di Pasquale (Studio Legale Giliberti Triscornia e Associati) for legal matters, by Leo De Rosa, Federica Paiella and Pietro Perenzin (Studio Legale e Tributario Russo De Rosa Associati) for fiscal purposes, by Marco Ginnasi and Enrico Perego (EY) for the financial and ESG due diligences and by Alberto Regazzo, Christian Christodulopulos and Francesco Utizi (Long Term Partners (LTP) / OC&C Italy) for business due diligence.

Scarabelli Irrigazione e Giunti has been assisted by Giacomo Gitti, Claudia Gregori, Antonio Garramone and Emilio De Niro (Legance Avvocati Associati) for legal matters, KPMG for the financial and fiscal activities and EY for ESG matters.

CP Advisors (Salvo Mazzotta e Giovanni Nucera) acted as Sellers’ financial advisor.

Aksia Group is a private equity fund management company that invests mainly in medium-sized Italian companies, promoting their growth, international development and management contribution. Aksia, whose founding and Managing Partners Marco Rayneri and Nicola Emanuele have been working together since 1997, has carried out more than 50 operations in Italy and abroad, investing over Euro 500 million through five funds.

Contacts:

PRESS OFFICE AKSIA GROUP SGR

Close to Media – *company founded by Elisabetta Neuhoff*

Adriana Liguori: Mob. +39 345.1778974 - adriana.liguori@closetomedia.it

Lucia Nappa: Mob. +39 337.1079749 – lucia.nappa@closetomedia.it

Aksia Group SGR

T. + 39 02 8904631

E. info@aksiagroup.com