

## PRESS RELEASE

**EOS IM continues to invest in lift and escalator components with the acquisition of the Belgian Elvacenter group. SIMEST contributed to the transaction with an equity investment**

London, Milan - 13 January 2025 - EOS Investment Management Group (EOS IM), an independent asset manager specialising in the promotion of alternative investment funds focused on energy and sustainable transition, announces the acquisition - through its subsidiary **Donati S.p.A.**, European leader in the distribution of components for lifts and escalators - of **Elvacenter**, a group active in Belgium and the Netherlands. Thanks to this operation, Donati consolidates its leadership position in Europe with a range of more than 16,000 items and 5,000 customers in continuous growth, reaches the level of more than 38 million in aggregate revenues and achieves a further step in its strategy aimed at creating the leading distribution platform in the European market through the consolidation of reference players in individual countries.

The operation saw the participation of **SIMEST**, a **CDP Group** company for the internationalisation of enterprises, which intervened with an investment of EUR 3 million, also realised with the resources of the Venture Capital Fund, an instrument managed in agreement with Farnesina.

In line with its mission and in order to encourage the realisation of sustainable development investments, EOS IM and SIMEST have also identified a series of ESG targets related to responsible energy consumption and supply chain management that, once achieved, will enable the activation of economically advantageous conditions in favour of Donati.

**Gianni Galasso, Senior Partner of EOS Investment Management Group**, commented: *"The acquisition of Elvacenter is a further important step towards the internationalisation of Donati, which is continuing the expansion of its subsidiaries in Germany and France. By directly entering the Belgian and Dutch markets through an already well-positioned player, Donati accelerates its geographical expansion in Europe in parallel with that of its offering.*

*Donati's integration of Elvacenter is perfectly in line with EOS IM's strategy, which promotes the growth of companies also through the push towards internationalisation and the introduction of more sustainable and digital business models, enabling their transition from local players to structured, international organisations'.*

**Alessandro Cattelan, CEO of Donati**, commented: *'This important transaction represents the union of two leading companies in their respective geographic markets. With a strategy that started a long way back, Donati has successfully created a set of competencies and vertical functions that have been integrated into a 'corporate' project, managed by a careful and conscious governance, into which the Elvacenter team will be integrated.*

*With the acquisition of the Elvacenter group Donati strengthens its leadership in Europe and will be able to exploit synergies not only geographically but also in the product assortment'.*

**Vera Veri, Head of Equity Investments of SIMEST** said: *"We are extremely pleased to have facilitated the realisation of an important international M&A transaction by Donati. This is the first transaction of this kind for*

*the Lombardy Group, thanks to which it will be able to accelerate its project to create a pan-European platform in the distribution of components for lifts and escalators. Structuring investments that can effectively support even smaller but highly specialised and globally competitive businesses is undoubtedly one of SIMEST's main objectives, and this project is a clear example of this."*

**Melvin Kool and Alex Deconynck - shareholders and general managers of Elvacenter** - said: *'We are excited to contribute to Donati's vision of sustainable growth and innovation, using our experience to drive further international expansion. Together we will build a stronger and more resilient future, ensuring long-term success and value for all stakeholders involved'.*

### **TEAM & ADVISOR**

*Donati and the EOS IM team, made up of Giovanni Galasso (Senior Partner), Marianna Castiglioni (Partner), Jacopo Fornaciari (Senior Associate) and Giorgia Altovino (ESG Manager) were assisted by Studio Rock for tax and procedural aspects, Gianni Origoni & Partners (avv. Emanuele Bosia, Avv. Raimondo Premonte and Avv. Alessandro Meringolo) as legal advisor, Ernst&Young for financial and tax due diligence and Ergo for ESG DD and environmental aspects.*

*For SIMEST, Lorenzo Fidato, Emilio Troiano, and Matteo Mastropietro of the Extraordinary Finance team; Luca Martuscelli, Luca Galizia, and Marco De Pascalis of the Structured Finance team; Carlo Mattei of the Legal Advice team; and Alessandro Rugiero of the Middle Office team supervised the operation.*

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### **EOS Investment Management Group**

*EOS Investment Management Group (EOS IM) is an independent asset manager, based in London, with offices in Milan and Luxembourg, specialising in the promotion of alternative investment funds, specialising in energy and sustainable transition in infrastructure and private equity, EOS IM Ltd is authorised and regulated by the UK's Financial Conduct Authority (FCA), a signatory of the UN PRI since 2019, and has always applied an approach to investments that integrates ESG considerations and objectives at every stage of the investment cycle, according to EU SFDR and Taxonomy technical standards.*

### **Donati**

*Donati, founded in 1963, has progressively consolidated its expertise in the marketing of lift and escalator components with a continuously growing portfolio of over 10,000 items.*

*A leader in the Italian and European markets, Donati has headquarters and a modernly organised warehouse of over 8,000 square metres in Settala (MI), direct distribution centres (with over-the-counter sales) in Rome Magliana, Rome Prenestina, Turin, Florence, as well as sales offices in France and Germany, with which it serves Europe and the entire world with express shipments guaranteed within 48 hours .*

### **Simest**

*SIMEST is the Cassa Depositi e Prestiti Group company that supports the growth and competitiveness of Italian companies operating abroad. SIMEST supports companies throughout the entire international development cycle, from the initial assessment of opening to a new market to expansion through foreign direct investment. Its lines of activity are Subsidised Financing, Equity Investments, and Export Support.*

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