

AIFI

The Italian Private Equity Market:
an attractive investment opportunity?



What are the positive attributes of the Italian Private Equity Market?

Walter Ricciotti

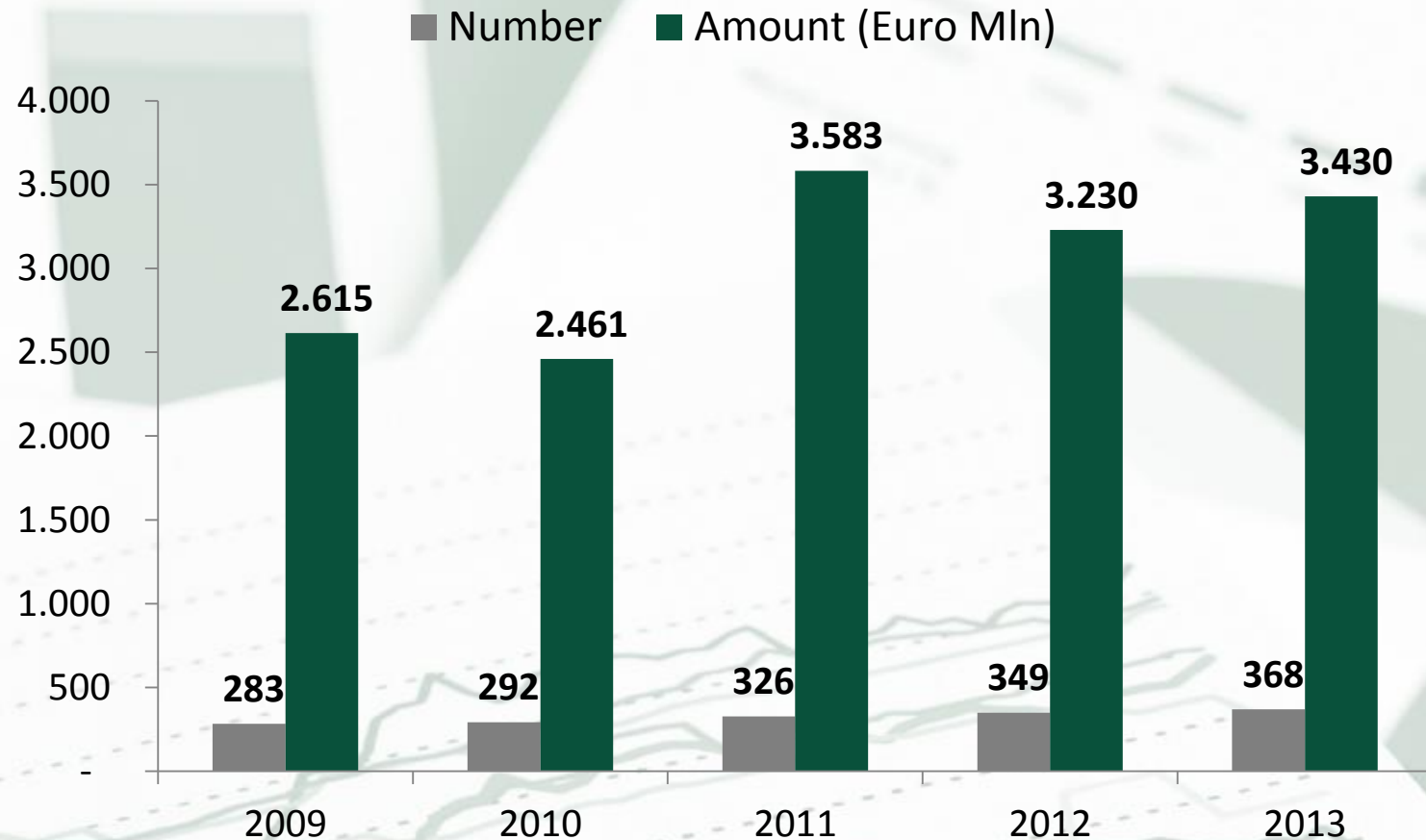
AIFI Institutional Investor Committee Chairman

London, 26th June, 2014

10 reasons for investing in Italian Private Equity

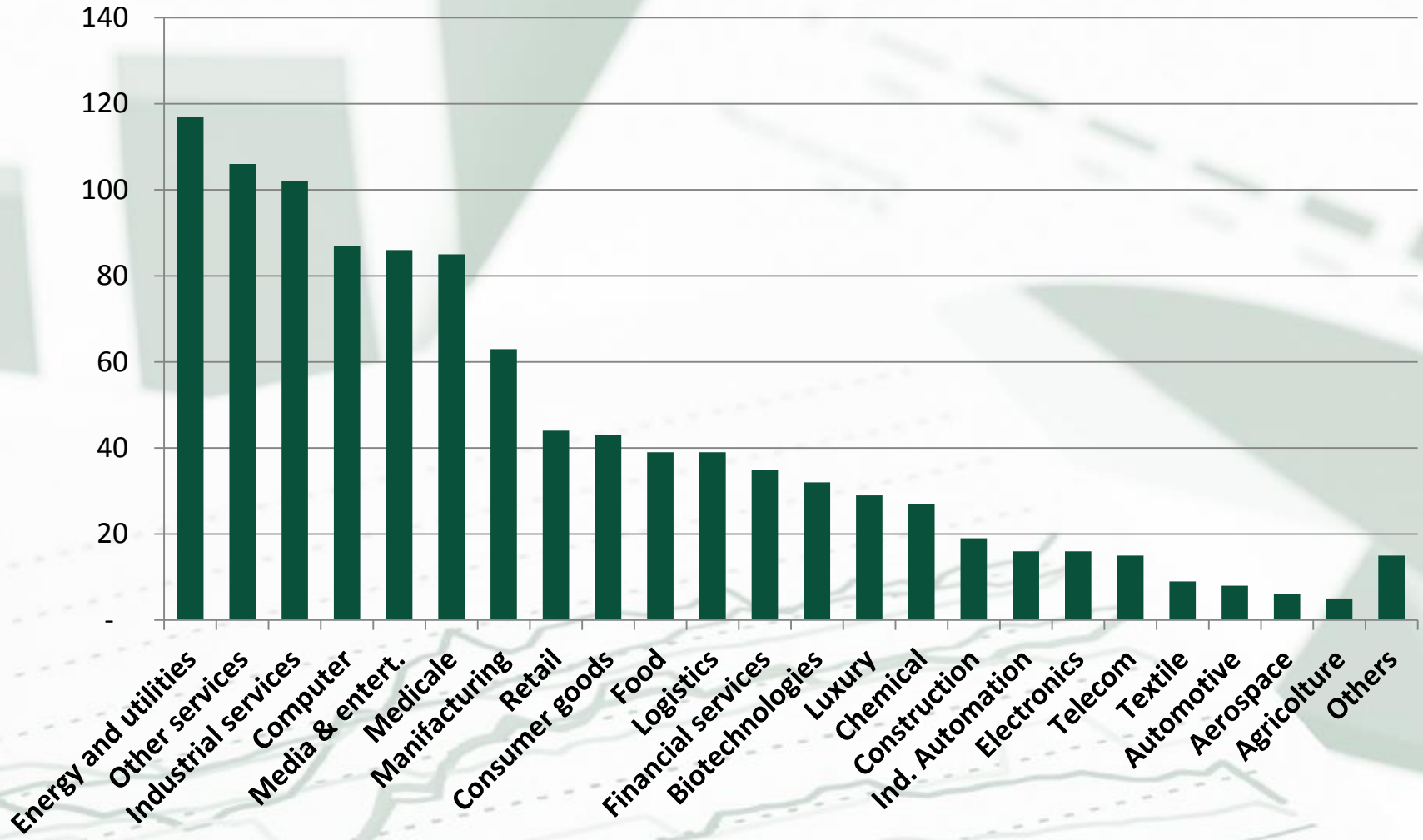
- 1) 2nd largest **manufacturing** economy in Euro Area
- 2) **Export-led** economy
- 3) “Made in Italy” **brand**
- 4) **Deal flow** continues to remain high
- 5) Very attractive **investors/target companies ratio**
- 6) **Acquisition prices** still very reasonable
- 7) Increased international interest for Italian companies facilitates **exits**
- 8) Strong **manager interest** in working for private equity backed companies
- 9) Italian Private Equity is now a **mature but still growing industry**
- 10) Historical **returns** slightly higher than European average

Deal flow continues to remain high



Source: Aifi

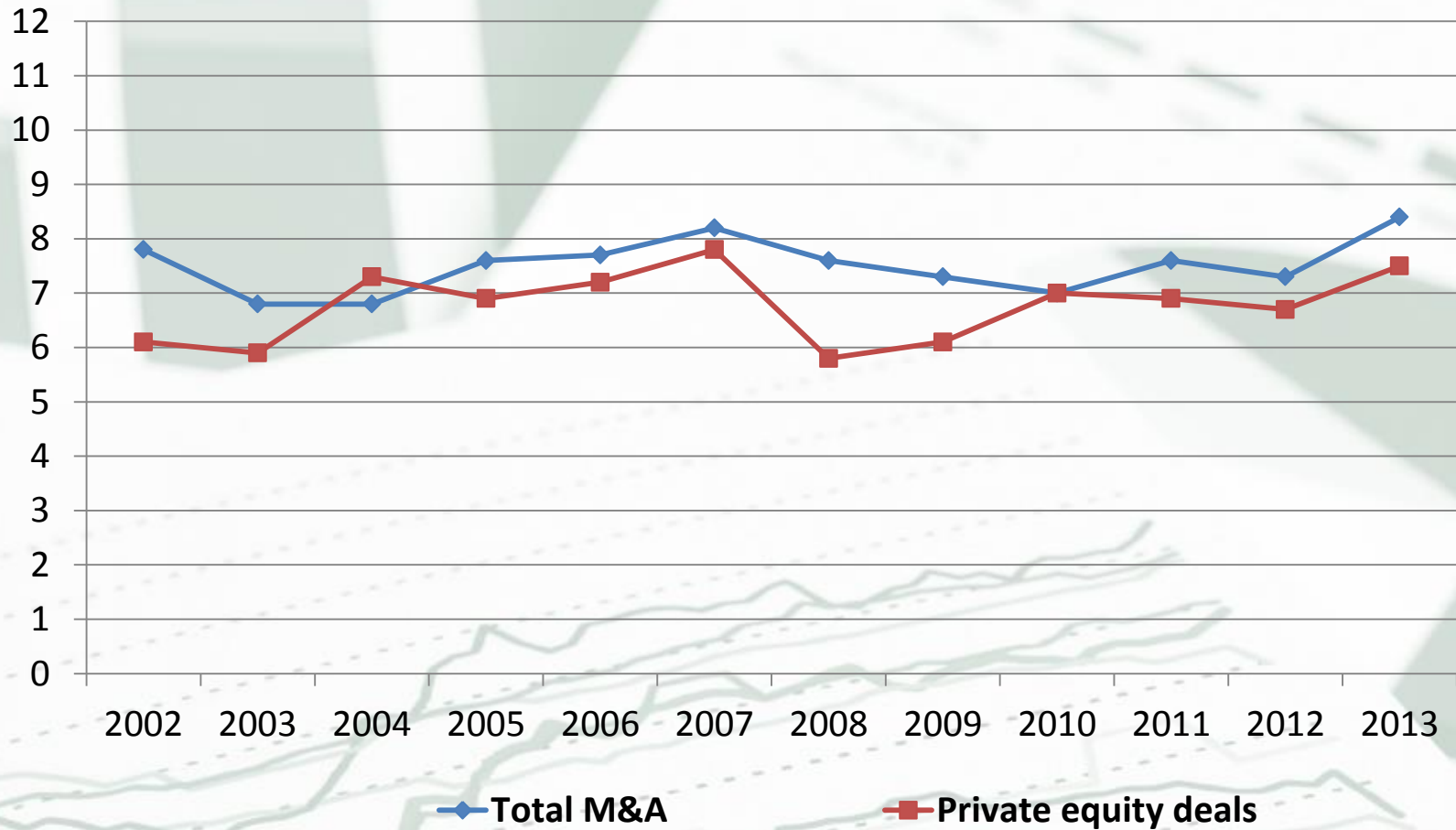
Over 1000 PE deal in the last three years (2011-2013)



Source: Aifi

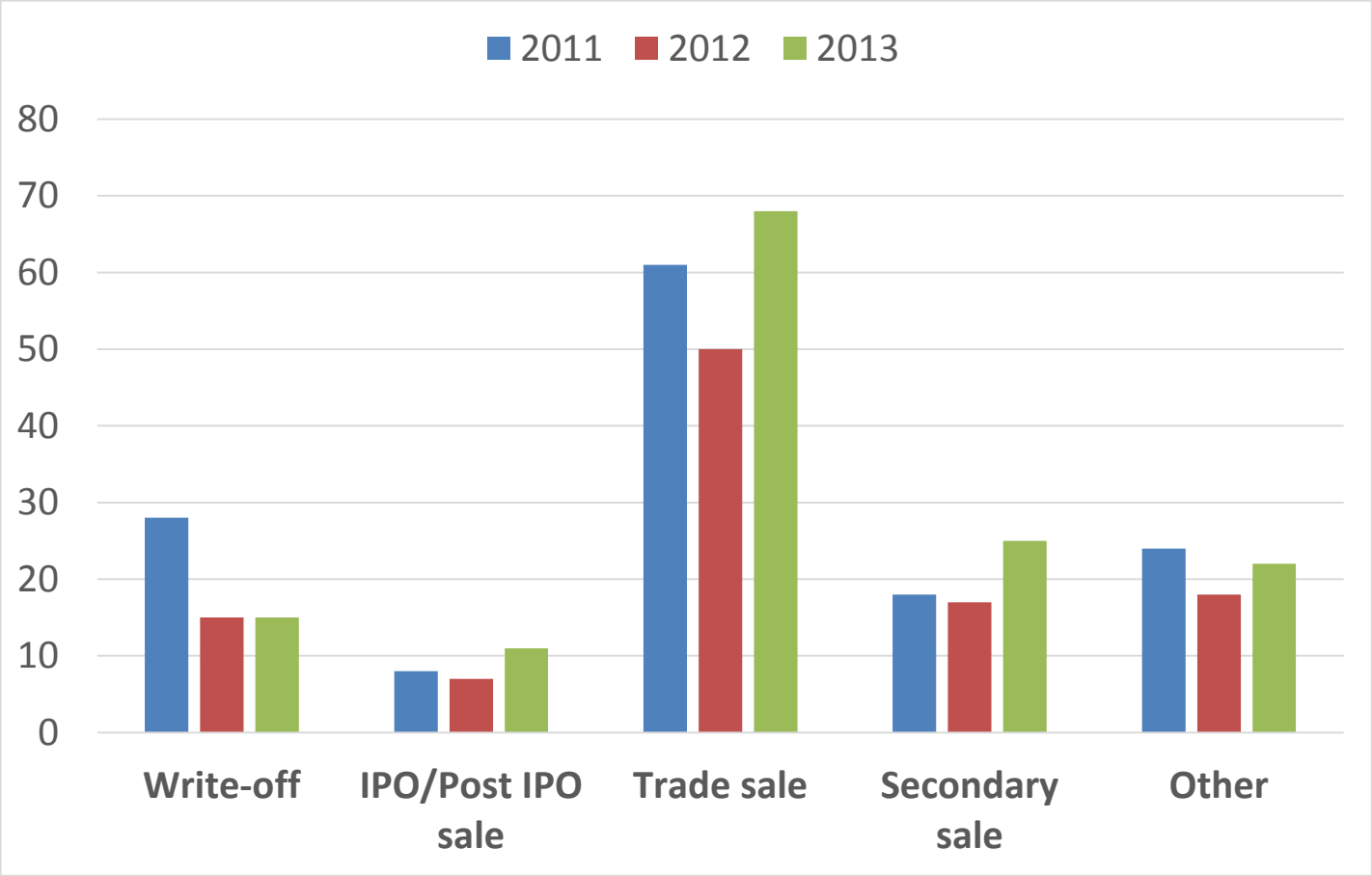
Acquisition prices still very reasonable

EV/EBITDA multiple



Source: Fineurop Soditic

Increased international interest is expected to boost exits



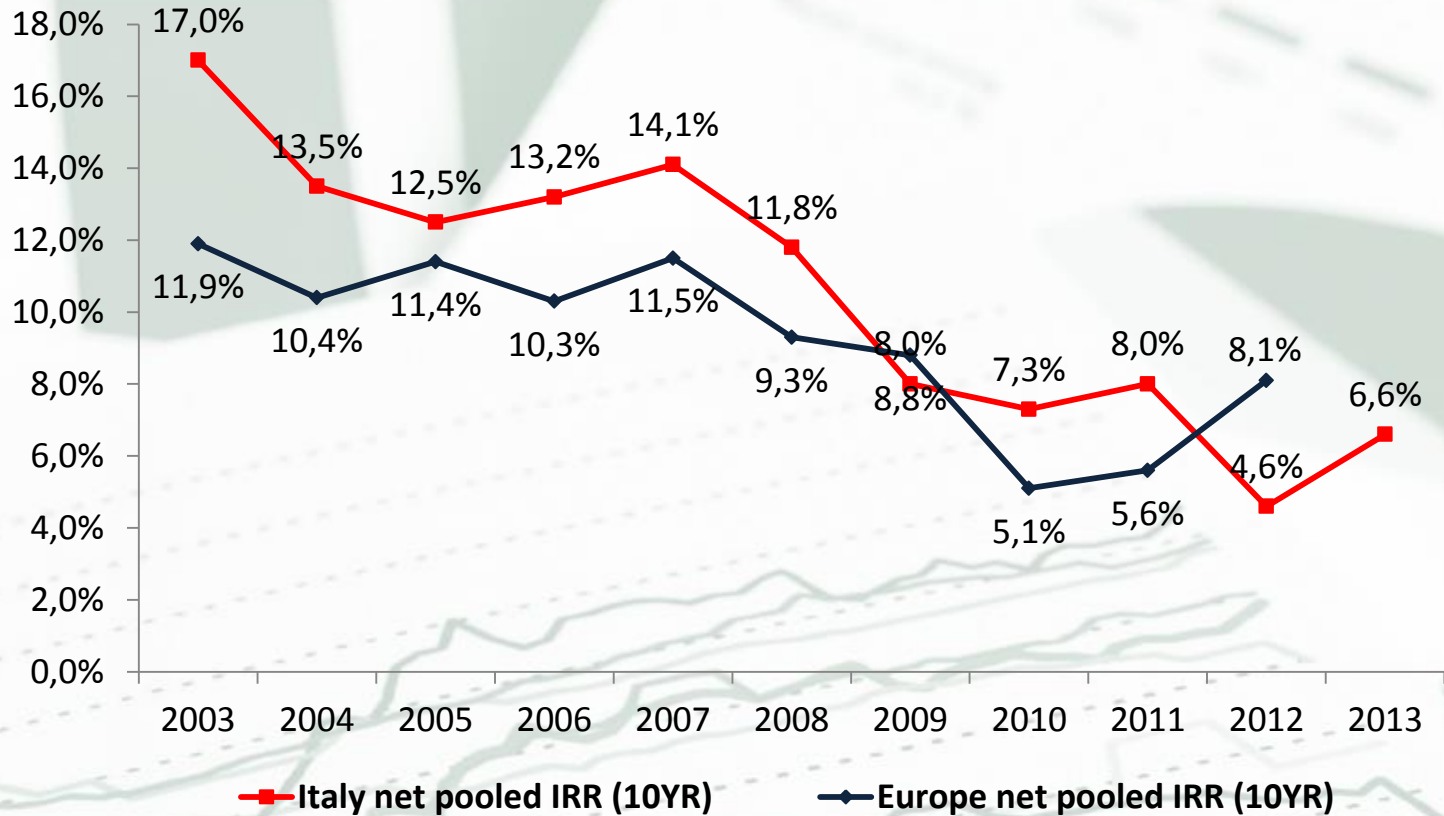
Source: Aifi

Examples of successful recent PE exits to international buyers



Historical returns in line or slightly higher than European average

Net pooled IRR over a 10 year horizon



Source: Aifi

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Q&A Session

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