

**DATE**

July 30, 2020

**SECTORS**

Industrials

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Alberto Vigo**  
CEO

# DC Advisory advised Armonia SGR on the acquisition of Arrigoni S.p.A.



## Background

- Arrigoni S.p.A. (Arrigoni) is the Italian leader in the development and manufacturing of protection nets and technical textiles mainly for agricultural, industrial and construction applications
- At the end of 2019 following years of sustained growth and development effort, the shareholders of Arrigoni decided to launch a majority stake sale process, with the aim of finding a new partner which could support the management in further accelerating the organic growth trajectory and consolidate Arrigoni's fragmented market

## Process

- DC Advisory (DC) was appointed as financial advisor by Armonia SGR (Armonia) given its long lasting relationship with the Arrigoni family and intimate knowledge of the group
- DC supported Armonia in all the key aspects of a very competitive process, from origination to valuation, from due diligence support to final negotiation

## Outcome

- Following a three stage process, the parties signed the Sale and Purchase agreement on July 30th, 2020; following completion of the transaction, Armonia will hold a 70% stake in Arrigoni, with the remaining stake controlled by the founding family
- The closing of the transaction is expected to take place in September 2020