

DATE

October 23, 2024

SECTORS

Business & Tech-Enabled
Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Giuliano Guarino

Co-Head of Italy



Marzia Cormun

Director



Valentina Perrone

Vice President

UN SDG ACTIVITY



DC Advisory advises Argos Wityu on the sale of Fulgard to Seven2



Background

- Founded in 1994 and headquartered in Vicenza, Fulgard Group, previously known as Sicura, (Fulgard) is a leading Italian player in the workplace health and safety market
- Fulgard is active in two main business units:
 - Fire and protection: offering fire safety maintenance, installation services, and the installation of machine protection solutions
 - Soft services: mandatory and non-mandatory training, consulting, and occupational health services
- In 2020, Fulgard was acquired by Argos Wityu (Argos), alongside the management team and other minority investors. With the support of Argos, Fulgard has completed multiple acquisitions in the last four years, expanding its service portfolio as well as its geographical coverage
- Argos is an independent European private equity group that supports the transformation and sustainable growth of mid-sized companies

Process

- DC Advisory acted as sell-side advisor to Argos on the sale of Fulgard
- DC Advisory provided comprehensive financial and strategic advice, sector insight

- DC Advisory provided comprehensive financial and strategic advice, sector insight, and close support in transaction documentation and negotiation
- DC Advisory targeted a selected number of financial sponsors, ultimately leading to final discussions with Seven2, a private equity pioneer with a track record investing in leading mid-sized European companies for over 50 years

Outcome

- Following a thorough process, Argos signed a sale and purchase agreement with Seven2 on 21 October 2024
- Completion of this transaction is subject to customary closing conditions and expected in December 2024
- The transaction further demonstrates DC Advisory's strong track record of providing comprehensive and tailored sell-side advice to companies in the Business Services sector

"DC Advisory's guidance and unwavering commitment throughout the entire process exceeded our expectations. Their team's expertise and hands-on approach proved invaluable from day one through to completion. We are particularly grateful for their instrumental role in securing an ideal strategic fit for Fulgard, ensuring both the business and its people have a strong foundation for future growth. The entire experience reinforced why DC Advisory is a trusted partner in complex transactions, and we look forward to seeing Fulgard thrive in its new home."

Andrea Pavesi, Partner, Argos Wityu

"We are delighted to have advised Argos Wityu on this transaction. Fulgard is a unique partner and point of reference in the health and safety services, and we are confident that it will continue its exceptional growth story with Seven2 as their new partner. This transaction bolsters DC Advisory's track record in the Business Services industry and demonstrates our technical expertise."

Giuliano Guarino, Co-Head Italy, DC Advisory

