

## **HLD EUROPE ACCELERATES ON ITS INTERNATIONAL EXPANSION STRATEGY AND STRENGTHENS ITS PRESENCE ON THE ITALIAN MARKET WITH THE ARRIVAL OF ALESSANDRO PAPETTI AS PARTNER TO LEAD THE ITALIAN OPERATIONS.**



**Alessandro Papetti,**

PARTNER OF HLD

*It is a privilege to join a group like HLD, with proven clear and successful investment guidelines, a prestigious investor base and a cohesive and extremely experienced team. I highly appreciate HLD's growth path in the last years together with its investment model, to be replicated on the Italian market as well, based on a long term industrial approach to investing. We are now set to contribute to the development and value creation for many Italian businesses, as well as for the existing HLD's investors and those to come.*

**HLD Europe today announced a new step of its internationalization and expansion strategy with the strengthening of its presence on the Italian market and the arrival of Alessandro Papetti as partner in charge of HLD's Italian operations. Alessandro Papetti will join the existing Italian resources bringing to HLD his 25 years experience on the Italian private equity market.**

The HLD Group is taking one more step along its growth process started in 2010 upon the farsighted intuition of Jean-Philippe Hecketsweiler, Jean-Bernard Lafonta and Philippe Donnet to create an innovative investment structure «made by entrepreneurs for entrepreneurs».

After eight years of successful transactions in France, after creating HLD Europe in 2015 as the platform for the international expansion, after the first investment in Italy 12 months ago and following a significant increase in the resources under management and in the size of the investment realized in the past 18 months, HLD is now confirming its expansion strategy in Europe with the strengthening of its Italian operations.

The HLD Milan office will see the arrival of Alessandro Papetti, 52, an alumni of Bocconi University with 25 years of experience on the Italian private equity market and former long-time partner of Clessidra SGR, which he contributed to found in 2003 and then to become the largest Italian private equity country fund, with raised funds totaling €2.5bn.

Among his latest achievements Alessandro also contributed to raise last April the €110mIn spac Gabelli Value for Italy together with the well-known and reputed US based NYSE listed asset manager Gamco, where he will hold the role of promoter and non-executive director for the next few months.

Alessandro Papetti will join HLD Europe as partner in charge of the Italian operations and will add to the existing resources in Italy (Senior Advisor Francesco Silleni and Associate Salomé Perruchon) that were already involved in the first Italian investment 12 months ago (M-Cube, a European leader in customer engagement solutions for large retail operations - <http://mcubeglobal.com/>).

Together with the other partners Jean-Bernard Lafonta, Jean-Philippe Hecketsweiler, Gabriel Fossorier and Jean-Hubert Vial, as well as with the group CFO Anne Canel, Alessandro will be part of the Committee overseeing the whole HLD Group's activities.

**Thanks to this move, HLD Europe will continue to exploit the proven and successful investment strategy based on a long term industrial approach to businesses and will play a growing role amongst middle market investors in Italy.**

**Jean-Philippe Hecketsweiler,**

ASSOCIATE FOUNDER OF HLD

*As we welcome Alessandro Papetti in our team, we are very happy to see this new step of our growth strategy come to fruition. We have identified Italy as a major priority for our group. We are grateful to Francesco Silleni for pioneering our approach in this attractive market.*

**Anne Canel,**

MANAGING DIRECTOR OF HLD ASSOCIÉS EUROPE (LUXEMBOURG), IN CHARGE OF THE INTERNATIONAL DEVELOPMENT OF HLD EUROPE

*Our international development is a priority and a long-term goal. We are definitely committed to the Italian market and will look forward broadening our opportunities over the next few years.*

HLD's current portfolio, that once included the flower-delivery market leader Interflora, is currently composed of 14 companies, among which Laboratoires Filorga, a fast-growing anti-aging cosmetics specialist, Kiloutou, one of the leading consolidator in the equipment rental industry, or Tessi, a Paris-listed operator in advanced business process outsourcing. Such portfolio represents a €1.7bn combined turnover with a 12% average turnover growth rate and 15.000 employees across different industries.

HLD Europe will invest in majority positions in Italian businesses that present a superior strategic position in attractive markets and are led by a talented management team. Organic and external growth will remain a key driver for all investments, that will target Italian middle-market companies ranging from €50 million to €500 million of turnover.

HLD Europe will also offer some selected Italian private investors the possibility to add to the existing investor base, which includes Claude Bébéar (founder of Insurance company AXA), Norbert Dentressangle (founder of the eponymous group), the Decaux family (founders of the JC Decaux Group), Jean-Pierre Mustier (CEO of Unicredit), Philippe Donnet (CEO of Generali), the Cathiard family (founders of the Poma group in Switzerland) or the Italian De Agostini family.

**Thanks to its investment model and its investor base, HLD can invest with a hands-on industrial approach and with no constraints in terms of duration of its investments. This represents a tremendous advantage for the businesses growth and value creation.**

## About HLD Europe

HLD is an entrepreneurial holding created in 2010 by Jean-Philippe Hecketsweiler, Jean-Bernard Lafonta, and Philippe Donnet and supported by leading entrepreneurs, including Claude Bébéar (founder of AXA insurance company), Norbert Dentressangle and Jean-Charles Decaux.

HLD Europe, created in 2015 in Luxembourg, results from the will to associate with European shareholders who share the common desire of entrepreneurship, giving HLD its international dimension.

Specialising in private equity, HLD Europe invests in European companies of all sectors. It focuses on companies that offer organic or external growth potential and works with management teams on improving operational performance and accelerating International development. This long-term investment philosophy allows HLD businesses to support their ambitions and strengthen their leadership.

<http://www.groupehld.com/>