

PRESS RELEASE

EQUITA strengthens its M&A advisory business worldwide through the further consolidation of its partnership with Clairfield and the addition of John Andrew as a new senior advisor

Milan, 20 June 2024

EQUITA, the leading independent Italian investment bank, **continues the diversification and expansion of its investment banking division** with the consolidation of the alliance with Clairfield, a top-tier global corporate finance advisory partnership, and the addition of John Andrew as a new senior advisor.

EQUITA was among the founding partners of Clairfield International in 2004 through K Finance – the latter acquired by EQUITA in 2020 and rebranded to EQUITA

Mid Cap Advisory last May – and over the years, the **Clairfield partnership has expanded its presence worldwide**, growing the number of partners to **more than 400 professionals in all major economies, with offices in more than 30 countries**.

Today, **Clairfield excels across several distinct practice groups**, encompassing **six sector-specific areas** ("Business & Financial Services", "Consumer & Retail", "Energy, Cleantech & Resources", "Healthcare", "Industrials", "Tech, Software & Digital"), **debt and capital advisory**, and **ESG advisory**. The solid track-record in sector-based verticals led Clairfield to close more than **800 midmarket deals in the past five years and 196 in 2023, with EQUITA contributing to these figures with 82 and 19 mandates respectively**.¹

As a result of the constant and successful collaboration with other international bankers and the continuous dialogue with Clairfield partners, **EQUITA has strengthened its ability to assist large corporates, family businesses and investors in crossborder transactions, especially in the midmarket segment, and consistently ranks in the top ten of financial advisors in Italy** (#6 by deal count in M&A advisory in Italy and #1 among independent Italian players in 2023 league tables)². In the last five years, **the investment banking team has assisted more than 50 clients with the execution of successful crossborder deals**, including Gyrus Capital in the sale of Intellera Consulting to Accenture; Progressio in the sale of Garda Plast Group to Valgroup; BIP – Business Integration Partners in the acquisition of the UK group Chaucer; the shareholders of Salice in the sale of a majority stake of the group to the Belgian investment company Cobepa; and Tollegno 1900 in the sale of its yarn division to the Thai player Indorama Ventures, among the world's leading petrochemical producers.

Considering the broader **international M&A midmarket landscape**, **Clairfield was highly ranked in the 2023 league tables for Europe** (#18) **and Latin America** (#14), achieved **top ten rankings in Australia** (#8), **Japan** (#8), and **Eastern Europe** (#7), and **ranked in the top twenty worldwide**.³

¹ Figures referred to M&A deals < \$500 million only, thus excluding larger deals where the EQUITA M&A team was involved.

² Source: Mergermarket, 2023 League Tables.

³ Source: LSEG, 2023 League Tables. Midmarket M&A, deal count.

Recently, **new partners have joined Clairfield** from different continents, including **Yamada Consulting** – a top Japanese advisory firm – to cover Japan and the Association of Southeast Asian Nations, and to boost the Clairfield's China desk; **Rand Merchant Bank (RMB)** – a division of FirstRand Bank, the largest financial services group by market capitalisation in Africa – to position as the gateway for Clairfield clients into South Africa, Nigeria, and the broader sub-Saharan African market; and **First Capital Group** – Argentina's largest corporate financial advisory firm – who joins Clairfield's Latin America partners in Brazil and Mexico.

The continuous expansion of Clairfield – celebrating its 20th anniversary this year – **will help EQUITA to further accelerate its growth strategy in M&A advisory, building long-term value for shareholders.**

Andrea Vismara, Chief Executive Officer at EQUITA, commented: *"The recent rebranding of EQUITA K Finance to EQUITA Mid Cap Advisory, its integration into the EQUITA Group and the consolidation of our partnership with Clairfield is strong evidence of our commitment to expand the investment banking division and best serve large corporates, family businesses, financial institutions and financial sponsors, not only in Italy but also abroad with crossborder transactions. We are proud of the continuous expansion of Clairfield in terms of number of professionals, rankings and geographic footprint. The recent integration of new partners in Asia, Africa and Latin America, in addition to the partner firms spread across Europe, are an invaluable asset for our clients who are looking for strategic opportunities abroad or for international players who are considering investing in Italy."*

Alexander Klemm, Executive Chair at Clairfield, commented: *"We are thrilled to move ever closer to our partners in Italy and broaden our partnership. EQUITA's extensive capabilities in capital markets and advisory, particularly with Italian listed companies, financial institutions and midmarket companies, and know-how in innovative industries such as energy transition, has consistently driven exceptional performance. Italian clients can be serviced by EQUITA and Clairfield in Europe and globally. EQUITA-Clairfield can unlock 'Made in Italy' opportunities for international investors."*

In addition to the strengthening of the partnership with Clairfield, EQUITA also announces that **John Andrew will join the investment banking team as senior advisor**, contributing to EQUITA's ongoing growth and **bringing the EQUITA platform to a wider and international audience, with a particular focus on M&A advisory for private equity funds**. He has over three decades of experience in investment banking at an international scale, gained in senior positions at Schrodgers, Citi, Eidos Partners and, most recently, at William Blair.

Vismara added: *"John Andrew is an experienced profile with an outstanding career in investment banking and M&A advisory. As a senior advisor, he will bring his significant expertise in crossborder transactions and will help EQUITA to strengthen further its growing investment banking division."*

* * *



EQUITA Group
Investor Relations – Andrea Graziotto
ir@equita.eu

Close to Media
Adriana Liguori
adriana.liguori@closetomedia.it

Finelk
Cornelia Schnepf
equita@finelk.eu

EQUITA is the leading independent Italian investment bank. As the go-to partner of investors, institutions, listed companies, corporates and entrepreneurs, EQUITA acts as broker, financial advisor and alternative asset management platform by offering a broad range of financial services that include M&A and corporate finance advisory, access to capital markets, insights on financial markets, trading ideas and investment solutions, in Italy and abroad, assisting clients with their financial projects and strategic initiatives. Drawing on half a century of experience, EQUITA is committed to promote the role of finance by creating value for the economy and the entire financial system, thanks to its deep understanding of markets, strategic transactions, and sustainability. A unique business model, where research is at the core of the strategy and where clients get access to a leading trading floor constantly connected with financial markets globally, a successful track-record in the execution of investment banking transactions – enhanced also by the exclusive partnership with Clairfield who identifies crossborder opportunities for Italian and foreign companies – and a proved expertise in the management of investment funds, especially in illiquid asset classes like private debt, private equity, infrastructures and renewables. EQUITA stands out for its independence and integrity, the commitment of its professionals to best-serve clients, and the concept of "partnership" that sees its managers and employees as shareholders of an investment bank listed on the Italian Stock Exchange as "STAR" company. Visit www.equita.eu to learn more... because WE KNOW HOW