



VERTEQ
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BANCO BPM

PRESS RELEASE

VERTEQ Capital invests in Epilate, Italian leader in permanent hair removal

Milan, 30th January 2023

VERTEQ Capital, private equity investment holding led by **Ennio Valerio Boccardi**, announced today the completion of the acquisition of **Epilate**, leading Italian business specialized in permanent hair removal, with over 130 centres in Italy, 1 centre in Lugano and over 150,000 customers served.

VERTEQ has acquired the majority of Epilate's share capital, with founders **Adela Romero** and **Eduardo Revuelta** reinvesting to guarantee continuity and support to the ambitious growth plan envisaged for the next stage of development. Co-investors in VERTEQ's investment vehicle include entrepreneurs, finance and private equity professionals, as well as institutional investor **SICI SGR s.p.a.**, with an investment from its **Fondo Rilancio e Sviluppo**, dedicated to companies with strong expansion potential in central Italy.

The **new CEO** taking today the helm of Epilate, chosen jointly by the founders and VERTEQ, is **Nazzario Pozzi**, top manager with extensive experience in retail business management, formerly CEO of **Natuzzi Division**, Vice President Global Retail of **Diesel**, CEO Italy of **Darty**, CEO Italy of **Hugo Boss**, Worldwide Retail Director of **Salvatore Ferragamo**, Retail and Franchising Director of **H3G Italia**, Business Development Director of **Valentino Fashion Group**.

The acquisition was partly financed through medium-long term bank financing provided by **Banco BPM**, assisted by the law firm **Greco Vitali Associati**.

VERTEQ was assisted by the law firm **Dentons** for legal due diligence, acquisition contracts and bank financing aspects; by **Nexia Audirevi** for accounting and tax due diligence; by consultants **Long Term Partners / OC&C** for business due diligence; by **Vittorio Puntoni**, MSBE, for technical due diligence; and by **AON** for insurance due diligence.

The founders were assisted by law firm **Pedersoli** and by advisors **Pedro Beltran** of **Komorebi** and **Carlioni Business Partners**. Both parties were assisted by **Deloitte** as transaction originator and deal advisor. Notary **Gabriella Quatraro** of Milan oversaw the completion of the transaction.

Epilate S.r.l. (www.epilate.it) is the Italian leading company in permanent hair removal, founded in Brescia in 2010 by **Adela Romero** and **Eduardo Revuelta**. Now headquartered in Milan, it has over 130 centres nationwide (direct and franchising) and 1 direct centre in Lugano.

VERTEQ Capital S.p.A. (www.verteqcapital.com) is a private equity investment holding company based in Milan, founded and managed by **Ennio Valerio Boccardi**, specializing in development capital and buyout transactions for small and medium-sized Italian companies.