

## La Prensa Etichette opens its capital to Unigrains and co-investors to accelerate its growth in the domain of labels for the agri-food industry

*The Delfino family, founder of La Prensa, significantly reinvests*

*Emanuele Delfino, Group CEO, continues in his role as shareholder and manager*

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**Milan, Italy, March 15<sup>th</sup>, 2024** – La Prensa Etichette is an Italian leader in the printing and finishing of labels for mineral waters and consumer food products for major agri-food industrial clients in each market segment.

Since its creation by the Delfino family in 1974, La Prensa has maintained constant attention to research and technological innovation, investing significantly in its offset and flexographic printing lines to be able to offer labels in paper, plastic, sleeve and IML.

Thanks to recent investments in its production capabilities, La Prensa ensures a high level of service, flexibility and a reduction in production times whilst maintaining quality.

With its 4 production facilities, covering a surface area of over 10 000m<sup>2</sup>, and 130 employees, La Prensa has sales of roughly 40 million euros and produces more than 7 000 tons of paper labels and 1 500 tons of plastic labels each year.

In this transaction, Unigrains Italia is joined by BNP Paribas BNL Equity Investments and Alexa Invest. Supported by its new shareholders, the company will examine growth opportunities – particularly external growth opportunities – in view of consolidating a dynamic but still fragmented market, by leveraging its unique supply chain expertise, its commercial network, and its range of products.

As part of this operation, illimity Bank S.p.A. acted as sole financier of the acquisition through its Corporate Banking Division, the bank's business area dedicated to businesses.

To achieve its objectives, La Prensa intends to strengthen its teams with technical-commercial profiles capable of bringing new skills in service of the development project.

**Emanuele Delfino, President of La Prensa Group**, declared: *"Through this operation, we are taking an ambitious step with the support of an agri-food specialized investor that can assist us in our growth, both organic and external."*

**Francesco Orazi, CEO of Unigrains Italia**, declared: *"We have been following packaging and labels for some time and have previously completed successful investments in the sector. This activity is an important part of the agri-food industry supply chain, with strong potential. We support La Prensa both at the commercial level, notably through our network and contacts, as well as in the identification and realization of potential acquisitions."*

**Vittorio Ogliengo, Chairman CIB Italy of BNP Paribas and President of BNP Paribas BNL Equity Investments**, declared: *"I am delighted that BNP Paribas BNL Equity Investments is supporting the Delfino family and Unigrains Italia to promote the development of La Prensa, a leader in the printing and finishing of labels for food products. This experience of the BNP Paribas Groupe in the packaging sector allows us to appreciate the quality of the project and we will endeavor to bring our added value in service of the company's growth."*

**Carmelo Melfi, Founder of Gruppo Alexa**, declared: *"La Prensa represents the second operation of Gruppo Alexa just a few months after the first and we are happy to support the Delfino family, Unigrains Italia and BNP Paribas BNL Equity Investments in the ambitious growth path that La Prensa intends to pursue in the coming years. We believe that the packaging and labels sector has high development potential and we are confident that La Prensa's growth path can be accelerated by targeted acquisition operations of other industrial companies."*

**Enrico Fagioli, Head of Corporate Banking di illimity**, declared: *"We are pleased to play an important supporting role in an operation with high potential. illimity is proud to once again support Unigrains Italia in the development of Italian excellence in the food supply chain, a strategic sector for the country and experiencing strong growth."*

## Actors involved in the transaction

### Investors

**Unigrains Italia** (Francesco Orazi, Alfredo Cicognani, Julien Becquet)  
**BNP Paribas BNL Equity Investments** (Lorenzo Langella, Vienda Giacomelli, Francesco Placanica)  
**Alexa Invest** (Ingé. Carmelo Melfi, Luca Pacifico)  
**Civesio Printing** (management team of La Prensa)

### Advisors to investors

**Legal Unigrains Italia** **Gitti and Partners** (Vincenzo Giannantonio – Managing Partner, Domenico Patruno – Partner, Giulia Fossati Zunino – Senior Associate, Antonino Di Salvo – Associate)

**Legal BNP Paribas** **Studio Legale Bird & Bird** (Alberto Salvadè – Partner, Maurizio Pinto – Senior Counsel, Giuseppe Federico Burrafato – Associate)

**Financial** **Alvarez & Marsal Italia** (Giorgio Perconti – Managing Director, Giuseppe Mazza – Director, Alessio Gagliardi – Associate)

**Fiscal and structuring** **Pirola Pennuto Zei & Associati** (Gianfranco Buschini – Partner, Sabrina Ricciardi – Senior Associate, Lorenzo Vignola – Associate)

**Strategy** **goetzpartners** (Giovanni Calia – Managing Director, Tazio Cavalli – Manager, Christophe El-Hage – Consultant, Alessandro Vino – Associate Consultant)

**ESG** **ERM Italia** (Giovanni Aquaro – Partner, Claudia Solaini – Partner, Umberto Del Gobbo – Principal Consultant, Maddalena Bonizzoni – Principal Consultant)

### Entrepreneur

**Delfino family**

### Advisors to entrepreneurs

**Legal** **Studio legale DWF** (Luca Cuomo – Partner, Head of M&A and Corporate, Alberto Sieli – Senior Associate, Giulia Santi – Associate)

**Financial and fiscal** **Abele Marco Asinari**

### Bank financing

**illimity Bank** (Leopoldo Avesani, Annachiara Giannetta, Valerio Neri, Giuseppe Occhigrossi)

### Advisors to Bank

**Avocat banque** **PedersoliGattai** (Maura Magioncalda – Partner, Giuseppe Smerlo – Senior Associate, Lisa Marangon – Associate)

### About La Prensa

La Prensa Etichette, founded in 1974, is a leading Lombard operator in the printing and finishing of paper and plastic labels for food and beverage products (notably mineral waters, soft drinks, beers, wines...) and has proven technological expertise. Thanks to an expert team and investments in new state-of-the-art machines, La Prensa has developed a large portfolio of customers. The company has more than 130 employees across 4 sites, covering a total surface area of 10 000m<sup>2</sup> of production space, and masters offset, flexography, IML and sleeve printing. La Prensa is thus a highly versatile player on the Italian market.

### About BNP Paribas BNL Equity Investments (BBEI)

BBEI is the new initiative of the BNP Paribas Group dedicated to minority investments in SMEs with a proven track record of growth and profits, whose turnover is generally between 10 and 200 million euros, and commitments to private equity funds with excellent track records. BBEI aims to support Italian companies in their growth, supporting their transitions along market cycles, accompanying their evolutions and reorganizations and generational transitions. BBEI aims to be a valuable and reliable investor with a long-term investment horizon and act as a strategic partner of companies, able to count on an important international network and solid skills in ESG and sustainability. The operational team is made up of 5 professionals with extensive experience in the financial and entrepreneurial sector, led by President Vittorio Ogliengo and CEO Lorenzo Langella.

### About Unigrains Italia

Unigrains Italia is a subsidiary of Europe's leading agri-food specialized investor, Unigrains. It invests as a responsible, long term, sector-specialized investor in the capital of mid-sized Italian agri-food companies with enterprise values between €M 30 and €M 120 and unitary equity tickets between €M 8 and €M 25.

In the next 5 years its ambition is to invest €M 80 to €M 100, directly and via equity capital, in a dozen companies all across the agri-food value chain in order to support their development projects through organic/external growth, internationalization or shareholder transitions, always in close proximity alongside management teams.

Beyond financial resources, Unigrains Italia benefits from the sector expertise, the international network, the CSR-ESG commitment and the Added-Value platform of its parent firm – the Unigrains Group – a major actor dedicated to the agri-food sector since 1963, having supported more than 1 000 companies since its creation, with more than 80 partner-companies currently in portfolio and €M 930 of equity capital.

Since entering the Italian market in 2016 through Fondo Agroalimentare Italiano, Unigrains has mobilized €M 55 over 5 years to support the growth of 8 promising Italian SMEs. Building on this success, which confirms the interest of Italian entrepreneurs for Unigrains' unique approach, Unigrains Italia's investment program – targeting larger companies, financed exclusively from equity capital and bearing the Unigrains brand – represents a significant ramp-up and long-term commitment on the part of Unigrains for the Italian market.

Unigrains Italia associates Unigrains' Italian investment team led by Francesco Orazi, General Manager, alongside Stefano Masini and Alfredo Cicognani, both Investment Directors.

**Press contact** : Ari Levine / [alevine@unigrains.fr](mailto:alevine@unigrains.fr) / +33 (0)6 69 20 79 19