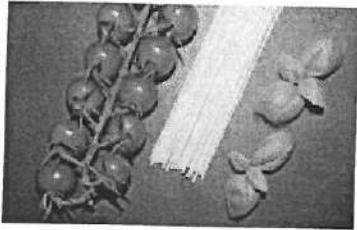




## New fund targeting Italian export sector eyes €200m, seals first deal

September 27, 2018



**Made in Italy Fund, the new private equity investment vehicle promoted by Q Group and Pambianco, has just signed its first deal to secure a majority stake in Palladium Moda.**

The company, the owner of the 120% Lino brand of men and women's clothing, has seven directly operated monobrand stores located in Milan city center and South Florida, particularly in the Miami area.

Lat year brand revenues amounted to €12m, up 11 per cent compared to the previous year, with an 18 per cent EBITDA.

With the US accounting for 40% of the business, Made in Italy Fund said it plans to speed growth and triple the brand's total turnover within four years.

The new fund is aiming to invest in SMEs with high growth potential operating across the Made in Italy sectors of fashion, design, beauty and food.

The firms are looking to raise about €200m for the vehicle, with investors currently ranging from social security institutions to pension funds, funds of funds and Italian and international family offices.

Made in Italy Fund founding partner David Pambianco said, "The peculiar characteristics of the 120% Lino brand and, in particular, its strong recognition on the market and its ability to innovate, made this company perfect as the first operation of our Made in Italy Fund.

"The deal will give 120% Lino the opportunity to have access to new capital and managerial skills to accomplish a strategic plan aimed at asserting the company leadership in the main international markets, above all the USA, where 120% Lino already operates five monobrand stores.

"Along this growth path, the management will be able to leverage on the great experience in private equity and on the deep knowledge of the fashion business distinctivenesses acquired over the years by Q Group & Pambianco."

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