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Quadrivio steps up Asia push through Singapore and Shanghai partnerships – co-founder

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by **Cristiano Bona**

- Seeks opportunities for co-investments
- Local partnerships could support portfolio expansion and monetisation

Quadrivio Group is moving to deepen its presence in Asia through local partnerships in Singapore and Shanghai, co-founder and CEO Walter Ricciotti said.

The move marks a shift toward a more execution-driven strategy in the region even as geopolitical tensions continue to weigh on cross-border private equity activity, he noted.

The Italian private equity firm, which specializes in fashion, lifestyle, wellness and technology, is in advanced, one-to-one discussions with a few potential partners that share a similar investment approach, he said. The aim is to co-invest and improve access to both add-on acquisitions and exit opportunities in the region, he said.

He cited the recent example of Italian luxury sneaker brand Golden Goose, which was acquired by the Chinese PE firm HSG (formerly HongShan) in December 2025.

“It is a market that requires a direct presence,” Ricciotti said, adding that closer ties on the ground are increasingly necessary to support portfolio expansion and monetisation and such partnership could be signed as soon as this year.

The move represents an evolution from Quadrivio’s existing footprint in Asia, which has included operating partners in Hong Kong and efforts to develop capabilities in Shanghai to help European portfolio companies expand into China, Ricciotti previously told this news service. The firm is now looking to formalise that presence through partnerships that can facilitate deal executions and provide local market access, he noted.

Asia is becoming increasingly relevant from a revenue perspective, particularly in consumer-facing segments such as skincare and broader wellness categories, where regional demand trends are shaping growth trajectories, Ricciotti said.

Local partnerships are expected to play a central role in supporting both acquisitions and exits, offering access to domestic investor networks and strategic buyers in markets where local relationships remain critical.

Quadrivio Group has raised and managed cumulatively over EUR 2bn from institutional investors, family offices, and HNWIs, per its website.

by Cristiano Dalla Bona

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