



## ETHICA CORPORATE FINANCE ENABLES RISPARMIO CASA TO FIND A PARTNER

Milan, 29 April 2019 - **Ethica Corporate Finance (Ethica)** assisted Risparmio Casa, the Italian leader of home and personal care products, in consolidating its partnership with H.I.G. WhiteHorse - Division of H.I.G. Capital.

**Ethica**, with a team composed of Cosimo Vitola, Giorgio Carere, Paola Merletti and Marco Coppola, accompanied the Battistelli family on a four-year journey. This began with the rationalisation of the corporate structure and the reorganising of the Group and ended with the identification of the ideal partner for the implementation of a growth plan drawn up by the management. **Ethica**, as a financial advisor, supported the Battistelli family throughout all the phases of this process until the completion of the operation.

The entry of a partner such as H.I.G. will allow the Battistelli family to continue on its growth path and strengthen its leadership position within the drugstore sector in Italy.

Fabio and Stefano Battistelli, co-founders of Risparmio Casa, commented - *in recent years the work done alongside **Ethica** has led us to acquire the tools that will lead Risparmio Casa towards sustainable growth. We believe that our current organisation, enriched by the presence of H.I.G. and a consolidated strategy, will contribute to a new phase of expansion of the Group.*

Risparmio Casa was founded in 1987 by the Battistelli family, with its headquarters in Pomezia (RM). It now has over 100 sales outlets throughout the country and 1000 employees. In 2018, turnover was over €350 million, leaping about 15% compared to last year.

In addition to **Ethica**, the Battistelli family was assisted by Chiomenti Law Firm as their legal advisor, while H.I.G. WhiteHorse availed itself of Gattai Minoli Agostinelli & Partners for legal services and KPMG for commercial, financial and tax due diligence activities.