



Ethica Debt Advisory together with Optima in the financing of a network of nursing homes

The entrepreneurial project envisages the realization and management of more than 400 places overall in private and public facilities located in the Central-Southern area of Italy for the assistance of elderly and disabled people

Milan, 22nd December 2020 - Ethica Group, specialized in complex corporate finance transactions and direct investment in private companies, through its controlled entity Ethica Debt Advisory, advised Optima in the structuring of a loan agreement signed by Solution Bank in support of the investments needed for the construction of two nursing homes (with over 120 places) and a rest home located in Molise. The transaction is part of a wider project promoted by Optima for the realization of additional facilities, also in Lazio and Abruzzo regions, with the objective to construct and manage over 400 places by 2022. The Ethica Debt Advisory team assisting the company was composed of Alessandro Corina and Federica Carcani.

The strategic objective of Optima, a company specialized in the management of nursing homes and facilities for the assistance of elderly people tracing back to Mati Group and Cesare Group, is to create a sound and vast network of nursing homes covering the Central-Southern area of Italy, which is still lacking similar private initiatives despite the increasing demand of specialized health assistance services. The market context is particularly favorable to Optima's initiative, since Italy is one of the European countries with less offer in terms of elderly and disabled oriented facilities, therefore needing huge investments, both coming from private and public sources, also considering the aging population (most of which is disabled) forecasted to grow in the next 15 years across all the national territory.

The initiative leverages on the entrepreneurial synergies coming from the extensive experience of the two promoter groups, assisted by Maelius based in Perugia, with complementary activities for the realization and management of health facilities for the elderly assistance. Mati Group is present across all Italy and is specialized in the construction, management and maintenance of buildings and technological systems with over 100 million Euros projects in progress and approximately 200 workers employed in the construction and facility management of great works, airports, railways, hospitals, industry and great distribution. Cesare Group is focused on health and sanitary services as well as services related to personal care with high quality standards, mostly present in Central-Southern Italy through three legal entities: La Vida Medical, La Vida Wellness and Redgroup Italia.

Ethica Group, founded in 2010, is composed of a holding company and three operating entities specialized in complex corporate finance transaction and direct investment in private companies. The activities of the Group consist of Advisory, in particular Debt Advisory services for the retrieving and structuring of financial debt and Corporate Finance services on M&A transactions, together with Equity Investments, active in the acquisition of equity stakes of medium sized Italian companies with a long-term partnership perspective. Ethica Group can count on professionals with a significant track-record able to offer an accurate and personalized service to a more and more demanding customer base. Since 2010, the group completed more than 180 corporate finance transactions in multiple industrial sectors, advising entrepreneurs, big international groups and Italian and foreign institutional investors.

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