

# NUO 2022 AT A GLANCE

“Growing mid-sized Italian Excellences across the world”

**NUO completed 3 deals and deployed over €100m since foundation** (July 2021)



## History & Set Up

- Italian investment holding company established in Jul 2021 by WWIL and EXOR
- Investment team of 6 professionals based in Milan supported by a network of high-profile senior advisors / operating partners
- Specialized in private companies investments in Italy with a permanent capital perspective
- Mission to grow Italian companies across the world and empower them to become best in class



## Investment Focus

- Italian headquartered performing companies
- “Excellences” in the premium consumer space
- Both minority and majority stakes
- Ideal equity ticket between €30m and €150m
- Long term growth through international expansion and build ups leveraging on NUO know how, capital and founders’ network



## Activity Update

- Since inception deployed over €100m in 3 investments completed in: personal care (Ludovico Martelli), outdoor (Montura) and food (Andriani)
- Currently engaged in various opportunities in the above sectors with a highly selective approach
- Positive outlook given high number of high potential mid-sized Italian companies



## Stakeholder Engagement

- Founding “Sustainable growth & Equity partnerships” observatory with SDA Bocconi CG Lab
- Kicking off the 1st NUO Shadow board initiative with university students
- Hosting the 1st NUO day, a series of multistakeholder events

## NUO Portfolio



### Personal Care 2021

#### Ludovico Martelli :

- Historical Italian Personal Care company, with diversified brand portfolio including Proraso (men’s grooming), Marvis (oral care) and more storied brands
- Sales growth: +14%
- Export: 40% (China c.15%)

#### NUO SpA investment:

- Closing Date: July 2021
- Stake: 29%



### Outdoor 2022

#### Montura :

- Leading Italian brand in performance apparel for outdoor sports (mountaineering, skiing, cycling, sailing)
- Sales growth: +14%
- Export: 25%

#### NUO SpA investment:

- Closing Date: April 2022
- Stake: 45%



### Food 2022

#### Andriani :

- B-Corp and Benefit Corporation, Italian leader in innovation healthy food, with focus on gluten free pasta (Felicia Brand)
- Sales growth: +18%
- Export: 30%

#### NUO SpA investment:

- Closing Date: November 2022
- Stake: 26%

