



Press release



ITAGO sells majority stake in CVS Ferrari to Taylor Group

Mestre (Venezia), 6 February 2024 – New Exit for NEIP III Sicaf (ITAGO)

CVS, founded in 1973, is an established manufacturer of high-quality mobile container handling and heavy cargo handling equipment in reach stackers and high-capacity forklifts. CVS is a front-runner in offering digital integration and innovative electric and hybrid solutions with patented energy recovery and regeneration systems with the lowest environmental footprint.

CVS has been on an impressive growth path with a triple revenue increase since 2020, boosted by new product introduction and broader market reach. With operations in Italy in two plants in Roveleto di Cadeo (Piacenza) and Sorbolo (Parma), CVS currently employs 120 people with a yearly volume capacity of approximately 200 units.

For ITAGO, the investment in CVS originated in 2016, when the investment firm based in Venice acquired the majority stake in CVS from the U.S.-based Manitex International and, at the same time acquired the business of BP, formerly Battioni & Pagani, a historical name in the Italian material handling and electric side loaders, with the Pagani family taking over a minority stake in CVS. BP was holding important patents and prototypes of electric container machines, which were in an advanced stage of development, these machines are equipped with a pioneering system for recovering energy created in the descent phase of the container, this energy is, stored in a super condenser, and then fed back into the machine's operating cycle. First came the hybrid machines (HY-Lift), offering overall savings in operating costs - i.e., fuel, consumables and maintenance - of about 50% compared to a conventional machine, and more recently, full electric machines (ZE-Lift). Energy-saving technologies are then applied to the entire product range offered by CVS, so much so that the company, at GIS 2023, Italy's leading trade fair for freight lifting, was awarded for the most impactful green innovation in the industry. CVS's growth in the years occurred both organically, with the geographic expansion of the dealer network, and through acquisitions: in addition to BP, in 2022 CVS acquired from the Royal Reesink Group, a major service and technical support company with a presence in the main ports of northern Germany, now renamed CVS Deutschland.

The buyer of CVS, after a several-month process of selecting suitors, is the Taylor Group of Louisville, Mississippi. The Taylor Group is a large conglomerate of companies ranging in goods and services from material handling equipment and container handlers to generators to construction equipment to parts and service centers and fleet management. Founded in 1927,

Taylor is one of the largest, privately owned American manufacturers of heavy industrial lift equipment, intermodal, and construction industry equipment.

NEIP III SICAF is an investment company managed by ITAGO, having interests in several medium-sized specialized Italian industrial businesses with significant growing potential. As result of the transaction, NEIP III is completely exiting CVS's shareholding.

CVS, following the closing of the transaction on Feb. 1, 2024, will be 85% controlled by the Taylor Group, while two companies, the expression of the Pagani family and Davide Bertozzi (CVS Commercial Director), respectively, will retain 15%.

"I am delighted to welcome CVS to the Taylor Group of Companies family," commented Robert Taylor. "With this international investment, the Taylor Group is committed to becoming a truly global player by opening new markets and combining the strengths of both organizations, which complement each other well. We see tremendous opportunities for growth in market access, new products, lower cost, and enhancing service and support".

According to Federico Zanotti, "CVS has found a new home with an industrial investor that can provide long-term stability and adequate resources to enhance the company's development further. In combination with the Taylor Group, CVS will boost its capabilities in after-market support, broaden its product offering, and further increase production volumes at the Cadeo and Sorbolo plants. The current management will stay onboard to signal continuity and commitment to the company's future".

Nicola Bordignon of ITAGO commented "It has been a prodigious ride since our investment in CVS dating back to 2016, that showed how a mid-sized Italian company could drive the *energy transition* on the very conservative and consolidated industrial sector of heavy lifting equipment. In CVS we had a strong investment thesis based on the focus of the company on high-quality, demanding, product segments and on the development of, at time futuristic and now increasingly demanded, revolutionary electric powered and energy recovering machines. The market clearly proved us right and now we hand over to the Taylor Group a solid and ramping growing reality".

The sellers and management were assisted in the transaction by BNP Paribas (m&a advisory), Eversheds-Sutherland, DLA Piper and Terrin Associati (legal and tax advisory). The company was assisted by Deloitte (financial advisory) and LZB & Simonazzi Advisors (corporate aspects). The buyer was assisted by Angle Advisors (m&a advisory), BDO Italia (financial, legal and tax advisory). Notary Public side was handled by the Corrado Malberti office.

For more information on The Taylor Group of Companies, visit www.ttgcompanies.com

For more information on CVS Ferrari, visit www.cvsferrari.it

For more information on NEIP III and ITAGO, visit www.itagopartners.it

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ITAGO SGR was founded by Domenico Tonussi, Nicola Bordignon, Piergiorgio Fantin and Daniele Mondì and has offices in Venice and Milan. ITAGO's team is currently the advisor to NEIP III Sicaf S.p.A. - remaining portfolio companies are Panificio San Francesco (production of precooked and frozen bread sold in large-scale retail outlets) and Spraytech (leather painting plants) The team is currently investing the ITAGO IV fund, launched in December 2020. Current ITAGO IV portfolio companies are: Idrostudi, Apice, Eco-Techno, Operamed, Teknoice, and SR Mechatronic.

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