

Aksia Group SGR announces the first acquisition of Aksia Capital V: Primo Group and Oasi Medica, leading players in the dental clinics and polyclinics market

Aksia Group SGR with the fund Aksia Capital V invests in the healthcare sector by acquiring Primo Group and Oasi Medica. The transaction aims at the creation of a leading Italian Group in the dental clinics and polyclinics market.

Milan, 15 October 2019 - **The independent private equity firm Aksia Group SGR announces the first investment of Aksia Capital V: the acquisition of Primo Group and Oasi Medica.**

Primo Group is an Italian chain of dental clinics founded in 2010 in Turin by Mirko Puccio (Chief Executive Officer) offering a complete solution of high quality dental treatments with a medium-end market. Primo Group directly operates through **dental clinics around Italy**. Its organization is characterized by **high quality standards**, clear high-end positioning among the Italian dental chains, high street locations and operational efficiency based on the **internal laboratory and technology integration**. Thanks to the technological attitude of the CEO Mirko Puccio, Primo Group is developing an artificial intelligence and predictive software in order to analyse customer clinical records and plan related care plans. The market of the dental chain is expected to reach a strong expansion in the next years, mainly through a consolidation of the single professional clinics.

Oasi Medica is a local chain of dental clinics and polyclinics, founded in 1998 in Beinasco (TO) by Claudio Semperboni. In 2014, Giorgio Costanzo joined the Group as CEO to reorganize and consolidate the group structure. The group has adopted a successful business model providing a wide range of high quality medical treatments with a medium-end market, through highly skilled doctors and advanced machines technology. Oasi Medica directly operates 11 clinics around Piedmont and Liguria, characterized by **strategic locations and a strong innovation level of technology**, particularly in the physiotherapy, such as an innovative machine for the physical rehab of patients which allows the company to provide also robotic rehab (a high-value treatment) to its clients.

The new entity will now be rebranded Primo Group and with 70 clinics has become the fourth player in the Italian market. Aksia, jointly with Mirko Puccio has started a process of consolidation to create a leading group in the dental clinics and polyclinics market, focused on technology and quality of services.

The transaction was finalized through an **investment vehicle capitalized by Aksia, its Co-Investors and Equita** (the latter with a minority equity stake) and furthermore financed by a **subordinated note** issued by **Equita** and by a **senior financing** provided by **Banca IFIS**, acting as Underwriter and MLA, also with the aim of contributing to the build-up strategy.

Aksia was advised by the lawyers Francesco Cartolano and Matteo Acerbi from the law firm **Accinni Cartolano e Associati** for legal aspects, by Leo De Rosa, Federica Paiella and Luigi Cecere from the tax law firm **Russo De Rosa Associati**, by Marco Ginnasi from **EY** for financial aspects and by Alberto De Luca and Valentino Biasi from the labour firm **De Luca & Partners**.

The shareholders of Primo Group were assisted by the lawyers Bruno Gattai and Laura Ortali from the law firm **Gattai, Minoli, Agostinelli** and by Gilberto Baj Macario and Marcello Tedeschi from **Fineurop Soditic**.

The shareholders of Oasi Medica were assisted by Fausto Rinaldo, Paola Merletti and Carlo Bolduri from **Ethica Corporate Finance** as financial advisor and by the lawyers Massimo La Torre e Angelo Romano from the law firm **La Torre Morgese Cesàro Rio**.

Equita was supported in the transaction by the lawyer Marina Balzano, partner of the law firm **Orrick**. Banca IFIS was assisted by the partner Alessandro Fosco Fagotto and by the senior associate Franco Gialloreti from the law firm **Dentons Europe Studio Legale Tributario**.

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