

## **PRESS RELEASE**

# **SVILUPPO SOSTENIBILE COMPLETES THE INVESTMENT IN GM INTERNATIONAL, GLOBAL PLAYER IN THE INTRINSIC SAFETY MARKET**

*Milan, July 29th, 2024*

**Sviluppo Sostenibile**, a private equity fund active in the Italian mid-market and focused on promoting ESG principles, managed by DeA Capital Alternative Funds SGR, has acquired a controlling stake in **GM International S.r.l.** (“GMI”, the “Company”).

GMI, founded in 1993 by Glisente Landrini in Villasanta (MB), is active in designing, producing and commercializing intrinsic safety equipment for the process industry in hazardous environments. More in detail, the Company engineers and manufactures relays, IS barriers and other safety applications to minimize the risk of explosion for industrial plants. Since its foundation, GMI has been at the forefront of research & development. In recent years, the Company has experienced significant growth and has become one of the few international players in this mission-critical sector, which requires complex certifications, thanks to substantial investments in creating a state-of-the-art manufacturing site. GMI has emerged for its level of service and capability to constantly innovate, becoming a reference point in the industry for main automation contractors and EPC.

As of today, the Company operates a manufacturing plant in Northern Italy (Villasanta) and seven commercial branches in the following geographic areas: USA (Houston), Mexico (Mexico City), France (Lyon), United Arab Emirates (Dubai), Singapore, China (Shanghai) and Japan (Yokohama).

The partnership with DeA Capital will support GMI's strategic plan, developed by the second generation of the Landrini family and currently led by Mr. Paolo Landrini, who has been appointed CEO, and Mr. Zdravko Petkovic, a manager with solid international experience as General Manager.

With this further step, GMI aims to accelerate the structuring and expansion project to affirm its relevant presence in the market.

**Paolo Landrini**, who, along with his father and siblings, will retain a significant stake in the Company, stated: *"Thanks to our know-how and level of technology and service to the most important customers in the process industry, the company has acquired a deep knowledge of the intrinsic and functional safety market. The timing is perfect to allow for further expansion and we found in DeA Capital the right partner, given their experience in helping mid-sized companies and with whom we share the same values and ethical principles. For all these reasons I'm thrilled to start this new phase for GM International."*

**Marco Albanesi (Managing Director) and Filiberto Basile (Investment Director), part of the team of Sviluppo Sostenibile** commented: *"We are glad to team up with GMI, a key player in this mission-critical sector, with applications that prevent environmental disasters and minimize risks to people. GMI is a pocket-sized multinational perfectly set up to realize the ambitious growth plan we have in mind. The Landrini family and Paolo are great entrepreneurs who have already created a top-tier management team led by Mr. Petkovic, an experienced professional already known to our team and involved in this project also as an investor."*

Sviluppo Sostenibile, for which GMI represents the 7th deal since its inception at the end of 2020, has been assisted by goetzpartners (Business), PedersoliGattai (Legal), Spada Partners (Financial and Tax Due Diligence) and ERM (ESG). Cerved Rating Agency provided the ESG rating in line with the mission of the Fund.

GM International has been assisted by Nexxo Advisory Partner (M&A Advisor) and Bonelli Erede (Tax).

### **DeA Capital Alternative Funds SGR**

Founded in 2006, DeA Capital Alternative Funds SGR S.p.A., is a 100%-owned subsidiary of DeA Capital S.p.A., which forms part of the De Agostini Group. The firm is the leading independent manager of alternative assets in Italy with over €6.0 billion of assets under management and over 70 employees between its offices in Milan and Madrid. In 2024, DeA celebrates the fifth anniversary of its entry in Spain and the establishment of its Madrid-based office and team. For more information, please refer to [www.deacapitalaf.com](http://www.deacapitalaf.com).

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