

## **TIKEHAU CAPITAL PARTNERS WITH BRANDART TO BOOST ITS PLATFORM EXPANSION**

**Milan, 13 September 2023 – Tikehau Capital, the global alternative asset management group, has acquired on behalf of its clients a 25% stake in the share capital of Brandart (the “Group”), a leading global provider of packaging, merchandising and display procurement solutions for major high-end consumer brands. Maurizio Sedgh, founder and CEO of Brandart, will retain control of the Group. Tikehau Capital will provide strategic support with the goal of accelerating Brandart’s growth in its core business and enter new markets to create a one-stop-shop for packaging and visual merchandising solutions, maintaining sustainability and innovation at the core of the Group’s offering.**

Headquartered in Busto Arsizio, in the Milan area, Italy, Brandart operates across the globe with offices in Paris, New York, and Guangzhou, China. The Group serves a diverse array of high-end consumer brands spanning industries such as fashion & apparel, eyewear, jewellery & watches, beauty & fragrances, wine & spirits, high tech & consumer electronics, and automotive.

With €215 million in revenue and an EBITDA margin of 14.8% generated in 2022, Brandart boasts a wide range of packaging products, window installations, displays and merchandising solutions. The Group's differentiated end-to-end service model integrates R&D, design, sourcing, sustainability implementations, supply chain certification, stock management, and logistic & distribution solutions.

At the heart of Brandart's business model lies an unwavering commitment to sustainability, innovation and reduction of CO2 emissions throughout the value chain. This commitment is reflected in four key pillars:

- Recycled and certified raw materials: Brandart actively promotes the use of recycled and certified raw materials, aligning with the principles of environmental responsibility;
- Eco-design: the Group implements eco-design strategies for its products, optimising raw material usage and transportation efficiency to minimize environmental impact;
- High Environmental, Social and Governance (ESG) standards: Brandart rigorously certifies its production processes, upholding stringent ESG requirements;
- Efficient logistics: Brandart offers efficient local-to-local logistics solutions, thus reducing its carbon footprint.

The transaction was made via Tikehau Capital’s private equity decarbonisation strategy\* and represents its fourteenth investment to date. Launched in 2018 in partnership with TotalEnergies, the first vintage of this €1.4 billion strategy is one of the largest private equity funds singularly committed to supporting companies that are driving the decarbonisation of the economy. This investment also marks the sixth private equity transaction completed by Tikehau Capital in Italy since 2019, following investments in DoveVivo, Assiteca, EuroGroup, Ecolpol, and MINT.

*“We are impressed by the results achieved by the Group and commend its service business model focused on innovation and sustainability, global footprint, and ability to grow alongside sophisticated and demanding clients. Our partnership with Maurizio Sedgh will be instrumental in helping accelerate Brandart’s growth further, both in its core business and in new segments, with the aim of creating a one-stop-shop for high-end consumer brands for all aspects of retail and secondary packaging and visual merchandising”,* added **Roberto Quagliuolo, Deputy Head of Private Equity and Co-Head of Italy at Tikehau Capital.**

*“The entrance of Tikehau Capital signifies a recognition of the substantial endeavours undertaken in recent years to establish our market standing, cultivate client trust, and expand our global manufacturing and logistics infrastructure together with our sustainable and innovative proposals. I*

*trust this strategic partnership inaugurates a new era of growth for Brandart, poised to fortify its preeminent market position and solidify its reputation as a beacon of sustainability in our industry.”* said **Maurizio Sedgh, founder and CEO of Brandart.**

Brandart was advised by **Fineurop Soditic and Cornelli Gabelli e Associati**, while Tikehau Capital was assisted by **McKinsey & Company, Deloitte, Gattai, Minoli, Partners, and INDEFI.**

## **About Brandart**

Brandart is an innovation and sourcing hub that supports high-end consumer brands across multiple industries (fashion, eyewear, jewellery & watches, beauty, wine & spirits, high tech & consumer electronics, automotive) in achieving communication and customer experience through high-end sustainable packaging, displays and visual merchandising solutions in store and window installations solutions. Brandart’s business model focuses on the end-to-end management of all high-end packaging, merchandising and procurement needs through services and products, offering cost savings and value optimisation to clients. Headquartered in Busto Arsizio (Milan area, Italy), Brandart has offices in Paris, New York, and Guangzhou (China) and relies on a network of appointed manufacturing partners and logistic hubs across five continents. The strategic effectiveness of Brandart’s business model has been confirmed by its financial results over the past 5 years. For more information, please visit <https://brandart.com/>.

### ***Press contacts***

Image Building  
[brandart@imagebuilding.it](mailto:brandart@imagebuilding.it)  
Tel. +39 0289011300

## **About Tikehau Capital**

Tikehau Capital is a global alternative asset management group with €41.1 billion of assets under management (as of 30 June 2023). Tikehau Capital has developed a wide range of expertise across four asset classes (private debt, real assets, private equity and capital markets strategies) as well as multi-asset and special opportunities strategies. Leveraging its strong equity base (€3.1 billion of shareholders’ equity as of 30 June 2023), the firm invests its own capital alongside its investor-clients within each of its strategies. Controlled by its managers alongside leading institutional partners, Tikehau Capital is guided by a strong entrepreneurial spirit and DNA, shared by its 742 employees (as of 30 June 2023) across its 15 offices in Europe, the Middle East, Asia and North America. Tikehau Capital is listed in compartment A of the regulated Euronext Paris market (ISIN code: FR0013230612; Ticker: TKO.FP). For more information, please visit [www.tikehaucapital.com](http://www.tikehaucapital.com).

### ***Press contacts***

Tikehau Capital: Valérie Sueur – +33 1 40 06 39 30  
UK – Prosek Partners: Matthieu Roussellier – +44 (0) 7843 279 966  
USA – Prosek Partners: Trevor Gibbons – +1 646 818 9238  
[press@tikehaucapital.com](mailto:press@tikehaucapital.com)

Community Group  
[tikehau@communitygroup.it](mailto:tikehau@communitygroup.it)  
+39 335 73 57 146

### ***Shareholder and investor contacts***

Louis Igonet – +33 1 40 06 11 11  
Théodora Xu – +33 1 40 06 18 56  
[shareholders@tikehaucapital.com](mailto:shareholders@tikehaucapital.com)

## Disclaimer

*\*The strategy mentioned in this press release is reserved for professional investors, is no longer open to marketing nor subscription and is managed by Tikehau Investment Management SAS, a portfolio management company approved by the AMF since 19/01/ 2007 under the number GP-07000006. Non-contractual document intended exclusively for journalists and media professionals. The information is provided for the sole purpose of enabling them to have an overview of the transactions, whatever the use they make of it, which is exclusively a matter of their editorial independence, for which Tikehau Capital declines all responsibility. This document does not constitute an offer to sell securities or investment advisory services. This document contains only general information and is not intended to represent general or specific investment advice. Past performance is not a reliable indicator of future results and targets are not guaranteed. Certain statements and forecasted data are based on current forecasts, prevailing market and economic conditions, estimates, projections and opinions of Tikehau Capital and/or its affiliates. Owing to various risks and uncertainties actual results may differ materially from those reflected or expected in such forward-looking statements or in any of the case studies or forecasts. Tikehau Capital accepts no liability, direct or indirect, arising from the information contained in this document. Tikehau Capital shall not be liable for any decision taken on the basis of any information contained in this document. All references to Tikehau Capital's advisory activities in the US or with respect to US persons relate to Tikehau Capital North America.*