

OCTOBER 2020 DEAL OF THE MONTH

CLAIRFIELD  
INTERNATIONAL

# CLAIRFIELD ITALY ADVISES FAMILY-OWNED AMBIENTE E NUTRIZIONE ON ITS MAJORITY SALE TO INVESTOR FUND

Ambiente &  
Nutrizione

sold

**VOMM**

to

Aksia group

[www.clairfield.com](http://www.clairfield.com)

## Transaction summary

VOMM, a leading Italian group in the production of industrial plants for the environmental, chemical-pharmaceutical and food sectors, sold a controlling stake (65%) to Aksia Group's Aksia V fund. The founding partners, the Vezzani family through their family holding Ambiente & Nutrizione, reinvested in the Group and maintained a 35% stake developing future growth strategies alongside the fund.

## Company profiles



Established in the 1960s, VOMM ([www.vomm.it](http://www.vomm.it)) provides engineering and construction services based on patented VOMM Turbo technology and VOMM Service, active in set-up and after-sales services. In 2019 VOMM Group had revenue of EUR 32 million and an EBITDA of EUR 10 million.



Aksia Group ([www.aksiagroup.it](http://www.aksiagroup.it)) manages funds that invest in small and medium size companies through leveraged buy-outs. VOMM is the third investment of the Aksia V fund, launched in 2019 and for which Aksia has collected EUR 200 million.

## Transaction rationale

Supported by Aksia, the Group will pursue its path of growth developing new markets, including China, and the application of its own technology in other industries.

## Clairfield role

The process was an arduous one that ultimately closed with a very successful outcome.

VOMM Group offers modern and attractive products and services and had a full pipeline and diversified client base. The family wished to partner with an outside investor to expand geographically. It drew several potential buyers and reached advanced negotiations with a private fund. However it became clear that the Group would not be able to withstand the due diligence process due to the lack of order-related financial information.

Under the skillful guidance of Clairfield Italy, the process was halted while experts were brought in to bring the accounting up to standards. The process was restarted once the numbers were in order six months later and another buyer was quickly identified. The new price was 25% over the previous offer.

The ongoing COVID crisis did not affect VOMM negatively, proving the resilience of its business. This time the closing process proceeded smoothly with a successful outcome for all parties.

Deal team: Filippo Guicciardi, Andrea Dubini, Beatrice Reggiori

Selected Clairfield International transactions in  
plant, machinery & equipment

ITALY  
Kingsbury sold a majority stake of  
**NEGRIBOSSI**  
BY DESIGN  
to  
**NISSEI**

UNITED STATES  
**DOOSAN**  
**Bobcat**  
acquired certain assets of  
**S**  
**SCHILLER**  
SERVICES UNIT

FRANCE  
**PROCESS**  
was sold to  
**PAGES**  
GROUP  
backed by  
**InnovaFonds**  
PARTENAIRE CROISSANCE

ITALY  
**QMAV**  
SMS @ group  
was sold to  
**SMS @ group**

SPAIN  
A private investor group led by  
**Turnaround**  
VICTORY  
acquired  
**M**  
OPAVID

ITALY/CHINA  
**STAR CAPITAL**  
Società di Gestione del Risparmio SpA  
and the other shareholders sold  
**OGT**  
MOTORE SOTTO PRESSIONE  
to  
**CNG** 中玻

ITALY/GERMANY  
**DF FARINA PRESSE**  
L'UNO CONTIENE PIÙ DI 1.200 PAGINE  
was sold to  
**SCHULER**  
Member of the ANDRITZ GROUP

SWEDEN  
**wermland | mechanics**  
was sold to  
**HANZ**

NETHERLANDS  
**intersaction**  
acquired  
**af**  
**A. FOETH B.V.**  
USED MACHINERY

FRANCE  
**TSA** Inox  
Solution Manufacturer  
was sold to  
**Agro Invest**  
**Caisse d'Épargne Alsace**  
Capital Développement

DENMARK  
**Agrometer a/s**  
was sold to  
**ERHVERVSINVEST**

UNITED STATES  
**RoadSafe**  
was acquired by management,  
IX Capital Partners  
and  
Aperion  
Management

## Leading independent M&A advisor for midmarket deals

Clairfield International was founded in 2005 by four European M&A boutiques and has since expanded to encompass all major economies worldwide with the addition of knowledgeable partners in key markets.

Our strengths are our entrepreneurial spirit, local expertise, industry know-how, and close bonds among all team members spanning the globe.

Clairfield ranks as one of the top independent M&A advisors in league tables worldwide. In 2020 Clairfield celebrates 15 years since its founding.

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