



IBLA CAPITAL
INVESTMENT COMPANY

www.iblacapital.com



IBLA CAPITAL, INVESTMENT COMPANY

We are an independent *investment company* focused on Private Equity investments in small and medium-sized businesses headquartered in Italy.

We have an entrepreneurial and hands-on approach: we actively participate in the management of our portfolio companies to guide them towards achieving their full potential.

We aim to create sustainable value by taking a long-term approach.

INVESTORS

Ibla Capital's investments are made through the two funds Ibla Industries and Ibla Industries II, with a total endowment of over 30 million euros. Our investors are top European and US institutions: pension funds, insurance companies, universities and foundations. The managers of Ibla Capital also invest their own capital in the funds, ensuring that their interests align completely with those of investors, as well as with those of the portfolio companies.





WHY IBLA CAPITAL

MANAGEMENT EXPERIENCE

The key to our business model is a team of managers with broad experience in business management and operational improvement. Our team participates in the management of the portfolio companies, with a mix of measures which have already proven their effectiveness in other cases and of entrepreneurial flexibility, to create sustainable value through operational excellence.

ALIGNMENT AND COMMITMENT

Our team is totally focused on the sustainable growth of the portfolio companies, in which it also invests its own capital. Therefore, the creation of value is always evaluated from a long-term perspective: our goals are aligned with those of the other investors, of the portfolio companies and of the people who work for them.

SPEED AND FLEXIBILITY

Our direct experience gained across many industry sectors allows us to assess investment opportunities extremely rapidly. Our independence allows us to select the most appropriate technical form for each investment with great flexibility. Our professional ethics require us to approach every transaction with honesty and transparency.

INVESTMENT CRITERIA

We target control investments in manufacturing and service companies with a turnover of between 10 and 50 million euros, which can concretely benefit from our participation.

We evaluate investments in many markets, with a particular focus on the following: mechanics, components, packaging, food and beverage, chemicals, pharmaceuticals, medical devices and cosmetics.

The time horizon of our investments is 3 - 7 years.





APPROACH

We leverage our financial capacity, our experience and our network of relationships to create sustainable value for our portfolio companies, through the combination of four pillars

MANAGEMENT AND GOVERNANCE

To guarantee investment success, when necessary, we integrate the management of portfolio companies, selectively hiring new resources capable of supporting the company's growth.

We introduce a system of corporate governance rules, aimed at governing the main aspects of company management, such as the relationships between shareholders.

OPERATIONAL IMPROVEMENT

Our team has developed a set of replicable measures and processes, which have repeatedly demonstrated their effectiveness at improving the operational performance of the portfolio companies.

Exploiting this asset, we work in a number of business areas, from production to supply chain, from pricing to working capital, always in agreement with company management and adopting the necessary flexibility to achieve operational excellence.

FINANCIAL SUPPORT

As we invest in our portfolio companies, we always contribute the necessary financial resources required to rebalance the financial structure and to resolve any financial tensions.

With regained financial balance and the Ibla Capital network, companies are also able to request funds from the capital market with greater credibility, to further support their growth, both organic and external.

BUY-AND-BUILD

We leverage our strategic vision, broad network, M&A experience and financial resources to help expand the market position of our companies, through targeted acquisitions in the same or adjacent markets.

We support company management in the integration of these acquisitions, to create sustainable value through new synergies.



INVESTMENT SCENARIOS

Thanks to the broad experience we have gained in business management and operational improvement, we are capable of successfully managing difficult situations of discontinuity in the company life cycle. In particular, we are able to make the difference in situations that fall into one or more of the following categories. The common thread is our ability to create value by facing operational challenges from three different and complementary perspectives: as an investor, as a manager and as an entrepreneur.

SUCCESSION

Our entrepreneurial approach, based on a purely industrial logic, on a medium-long time horizon and on an active participation in company management, makes it possible to guarantee continuity and growth for companies, even at the critical moment of succession.

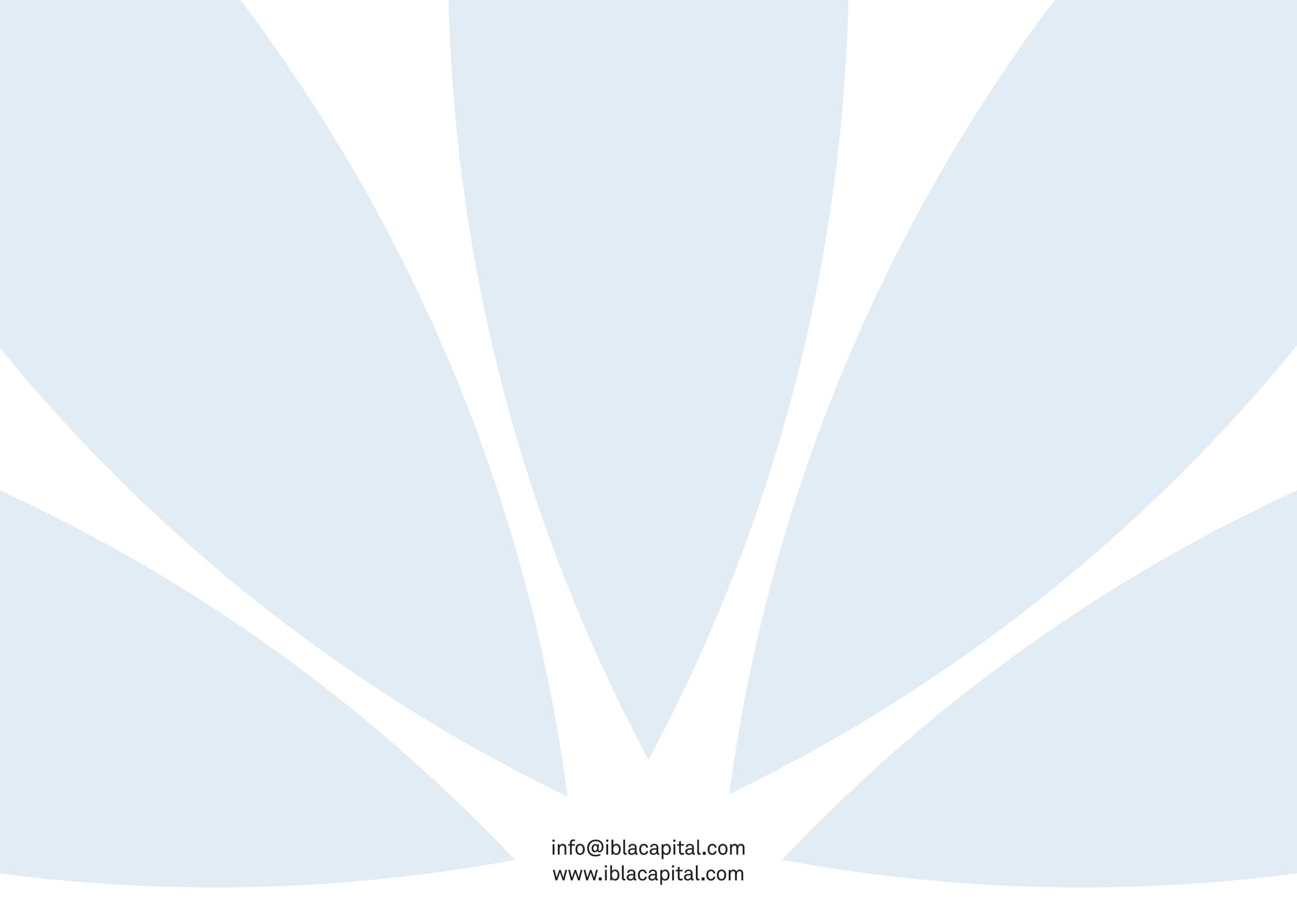
The centrality of the entrepreneur, in terms of technical skills, creativity, intuition and leadership, is gradually replaced by a management team with the introduction of administrative and organisational skills, the establishment of robust business processes and the hiring of qualified human resources.

TURNAROUND

We know how to effectively manage contingent crisis periods, financial tensions, financial imbalances and operational challenges, provided that companies have solid industrial fundamentals. Aside from contributing the necessary capital, we are able to guide every phase of the complex financial restructuring process, even during bankruptcy procedures. At the same time, our team actively participates in business management and creates sustainable value, reducing the efficiency deficit that triggered the crisis, through operational improvement.

CARVE-OUTS

We are able to responsibly and successfully manage the sale of non-strategic business units or branches to maximise their value and allow parent companies to focus on the core business. These are critical processes, in which the separated entity must be made autonomous quickly and seamlessly, so as not to impact business processes. Our team has developed an effective methodology to manage spin-offs, recreate support functions, optimise the organisational structure and set up independent management, always with a view to operational improvement.



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