



COLUMNA  
CAPITAL



## Columna reaches agreement to acquire and recapitalise Pilosio

Columna Capital (“Columna”), a private equity firm specialising in European small and mid-market growth companies, has reached an agreement to acquire Pilosio S.p.A. (“Pilosio” or “the Company”), a leading global engineering services and specialty construction materials business, from PM Group S.p.A. (“PM”). Columna was advised by CMS Adonnino Ascoli & Cavasola Scamoni.

At the same time Manitex International, Inc. (“MNTX”), the Nasdaq listed international provider of cranes and specialized material and container handling equipment, has reached an agreement to acquire PM. MNTX and Columna have together reached an agreement with PM’s and Pilosio’s banks to restructure existing debt and recapitalise the two businesses. The acquisitions remain subject to pending Italian court approval of the PM debt restructuring plan and are expected to close in Q4 2014.

Dario Roustayan, CEO of Pilosio since 2010, commented: “We are delighted to welcome such an experienced investor as Columna. The agreement reached with the major stakeholders of the Company closes a challenging period in Pilosio’s history. We believe that with a restructured balance sheet and the backing of a strong investor, Pilosio is well positioned to continue its growth and to consolidate its position as a global player in this industry.”

Andrea Frecchiami, Partner at Columna, said: “We are excited to become an investor in Pilosio which has an excellent core business with strong brands and leading positions in selected markets globally. We look forward to working closely with the exceptional management team to support them in growing the Company. Columna will provide further capital for growth and strategic opportunities in the coming years.”

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### *About Pilosio*

Headquartered in Tavagnacco (Udine), Friuli-Venezia-Giulia, Italy, Pilosio is a fast growing and profitable engineering services and specialty construction materials business to large-scale construction, infrastructure and civil construction projects, and EPCs operating in the industrial maintenance sector. Pilosio provides its high-quality scaffolding and formwork and engineering services to some of the largest blue-chip international construction and industrial maintenance groups globally.

### *About Columna Capital*

Columna Capital is a private equity firm focusing on investments in small and mid-market companies with growth potential. Columna is an entrepreneurial and operationally active investor, working closely with management teams to drive organic growth and execute on consolidation opportunities. Founded in 2009 and with offices in London and Lugano (Switzerland), Columna specializes in secondary direct equity investments with identified growth opportunities throughout Europe, either in the form of single asset investments or the acquisition of end of life funds.

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