

PRESS RELEASE

ComforGest, a group controlled by VAM Investments and participated by the Pinzano family, acquires RPM Garantie S.P.A and becomes a key player in Italy, Spain and Portugal for post-sale services in the automotive sector. The group is well-positioned to lead the consolidation process of the market, which is still not fully mature and fragmented in Italy, and to continue expanding its European presence.

Milano, 14 May 2024 – ComforGest, a leading group in post-sale services in the sector of second-hand vehicles – controlled by VAM Investments, a private equity company active in buyout and growth operations led by Marco Piana, and participated by Pinzano family – announces having signed a definitive agreement for the acquisition of RPM Garantie S.P.A (“RPM”), a company operating in the same market segment and focused on managing Conventional Warranties and Legal Warranty of Conformity on behalf of professional resellers of second-hand vehicles. RPM management will ensure operational continuity of the company, securing a seamless integration process.

Established in 2004 in Biella and present in Italy, Spain and Portugal, RPM is a service company, which similarly to ConformGest, offers warranty packages for mechanical failures related to any vehicle, mainly cars, providing its services to professional resellers, to avoid risks of post-sale disbursements.

The operation represents a significant strategic opportunity for ConformGest, in line with its growth plan, allowing it to expand its portfolio of served clients and provided services and to establish itself as a leading player in Southern Europe. Moreover, the acquisition of RPM further enhances the group’s presence in the Iberian market, positioning it as one of the major players of the sector.

In this way, ComforGest significantly accelerates its growth path, with a turnover expected to reach over EUR 35 million by the end of 2024, while preparing to consider further potential acquisitions, also thanks to the financial and strategic support of the group’s majority shareholder.

The partnership with VAM Investments, signed at the beginning of 2023, continues to be of greatest importance for the group in a medium to long-term growth perspective. VAM’s mission is to support entrepreneurs in their development journey, including internationally, and in the managing of succession processes, serving as a landmark for Italian excellences characterized by great potential in need of a partner providing capital, industrial and managerial expertise and an established network of investors.

Corrado Pinzano, Chief Executive Officer of ConformGest, commented *“We are extremely pleased to have successfully completed the acquisition of RPM, which allows to expand the geographical coverage of our services, consolidating our leadership in the market. Our goal is continue consolidating the still highly fragmented market, in order to create the European market leader in automotive warranty service. Furthermore, we would like to express our sincere thanks to the outgoing founding families of RPM, for the exceptional work and constant commitment demonstrated over the years, which contributed to the company’s success up to now and to the achievement of excellent results.”*

Francesco Acquadro, RPM’s Director of Sales, commented: *“We are excited to join the group and embark on this new growth journey together. We strongly believe in the potential that the union between the two companies can generate, especially in terms of significant commercial synergies. Furthermore, we share with ConformGest’s management the ambitious project of growth and market consolidation outlined in the medium to long term.”*

Marco Piana, Chief Executive Officer of VAM Investments added: *“We are excited to support a group in which we have strongly believed since the beginning of our investment. In an Italian market that is not yet fully mature, we immediately identified the great potential of ConformGest. Through this partnership, we intend to provide them with comprehensive support to promote a significant business growth and to continue to explore other opportunities in Europe.”*

VAM Investments

Vam Investments is a private equity company focused on buyout and growth capital transactions. It was formed through the combination of Marco Piana's (CEO) expertise in private markets and Francesco Trapani's (Executive Chairman) entrepreneurial and managerial experience, enabling flexible and hands-on approaches towards portfolio companies. In the last 5 years VAM Investments has invested approximately 400 million euros, partnering with entrepreneurs and managers in leading companies across various sectors to promote operational development, manage generational transition and facilitate additional acquisitions (add-ons) to create long-term value.

Vam operates with a deal-by-deal private equity model that involves high-profile Italian and international family office, as well as institutional investors. The same top management of VAM Investments actively participate in all investments.

Today, Vam Investments holds shares, among others, in Gruppo Florence, Demengo, ConformGest, Slam, Sicurezza&Ambiente and Supermoney.

www.vaminvestments.com

ConformGest

Founded in 2008 in Biella, ConformGest is a service provider focused on warranty solutions for mechanical failures in the second-hand vehicle sector. The group provides independent professional dealers with a wide range of warranty programs for all types of second-hand vehicles, including cars, commercial vehicles, motorcycles and other recreational vehicles.

In 2023, the group issued approximately 120,00 warranties. ConformGest's customer base consists of around 4,00 professional dealers, with over 1,000 new dealers acquired each year over the last 3 years. It employs over 100 people across Italy and Spain.

For further information:

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