International Post Corporation

Poste Italiane to acquire a controlling stake in Plurima - the leading italian hospital logistics company

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Poste Italiane S.p.A. (â€œPoste Italianeâ€) has signed a binding agreement with Opus S.r.l. - fully owned by the Marconi Family - and the Siparex private equity group, for the acquisition of ¤a controlling stake in Plurima S.p.A. (â€œPlurimaâ€, or the â€œCompanyâ€) at a purchase pri corresponding to an enterprise value of â‚¬130 million for the entire share capital of the Company.

Poste Italiane S.p.A. (“Poste Italiane”) has signed a binding agreement with Opus S.r.l. - fully owned by the Marconi Family - and the Siparex private equity group, for the acquisition of a controlling stake in Plurima S.p.A. (“Plurima”, or the “Company”) at a purchase price corresponding to an enterprise value of €130 million for the entire share capital of the Company.

The transaction will be executed through Poste Italiane’s fully owned subsidiary Poste Welfare Servizi S.r.l. (“PWS”) and will be fully funded with Poste Italiane’s ample available cash resources.

PWS will own 70% of Plurima’s share capital, while the Marconi Family will retain a 30% stake. Luca Marconi will be confirmed as the Company’s Executive Chairman.

Plurima is the Italian market leader in hospital logistics and medical data management and storage services for public and private hospitals. Operating through 41 logistics facilities and a fleet of 300 vehicles, Plurima generated c. €57 million revenues and c. €10 million EBITDA in 2021.

Matteo Del Fante, Poste Italiane CEO and General Manager, commented: “Our 24SI strategy envisages a focus on the contract logistics business in order to become a fully-fledged logistics operator. Plurima will accelerate the transition, bringing new business opportunities arising from an increased trend in hospital logistics outsourcing and micro-logistics. We will leverage on already existing capabilities we have built such as the Covid-19 vaccine delivery and booking platform as well as on consolidated relationships with public administrations.”

Luca Marconi, Plurima Executive Chairman, commented: “Plurima, born from an intuition of my father Tito 40 years ago, becomes

partner of Poste Italiane. The common goal is to put in place the respective abilities and competences in order to continue the development of an even more innovative and far-reaching project throughout Italy. I am sure we will create with Poste Italiane a large infrastructure for the healthcare logistics of our national system at the service of the citizen, with the determination and the enthusiasm that has always distinguished us."

Poste Italiane was assisted by Lazard as fairness opinion provider and by Gianni & Origoni as legal advisor. Plurima's shareholders were assisted by Vitale & Co. as financial advisor and by Pedersoli Studio Legale as legal advisor.

Closing of the transaction is subject to the approval of the Italian Antitrust Authority ("AGCM") and is expected by the end of the first half of 2022.

Source: Poste Italiane

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