

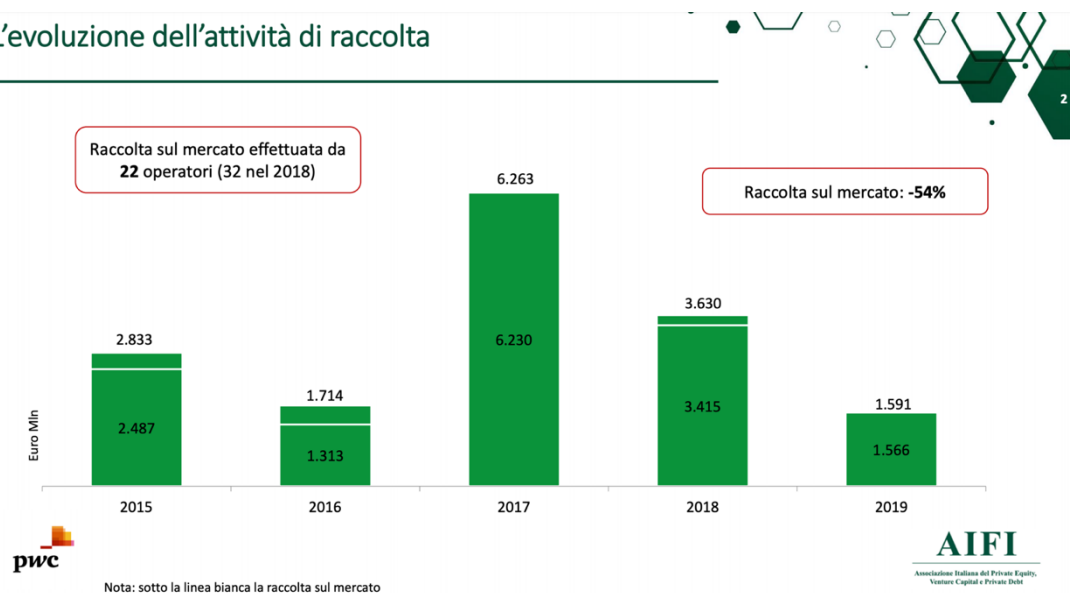


March 2020

Fundraising, how much private capital raises

There are **14.2 billion firepower** for **Italian private capital funds targeting Italian companies**. **BeBeez Private Data** has in fact calculated that between 2018 and these first months of 2020 Italian private capital operators have announced the final closing of funding for 8.9 billion euros, while there are still funds in funding that have an overall target of 14.4 billion, but have already announced partial closing for 5.3 billion. This means a total of 14.2 billion euros of firepower already available today, which will become just under 23.3 billion if the funds reach their targets. Among these operators there are also new funds dedicated to private investors, some of them even retail. But real estate funds and Eltif or products dedicated exclusively to private banking clients have not been counted, when the target is not only Italian, but European or worldwide.

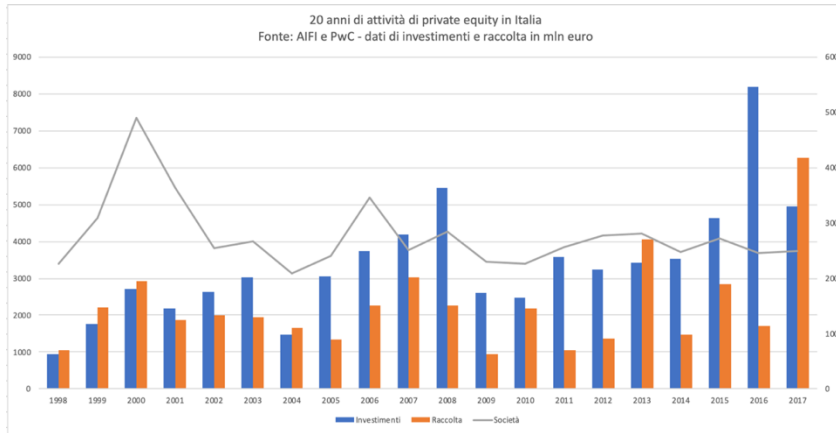
L'evoluzione dell'attività di raccolta



As far as official numbers are concerned, **AIFI** has calculated that private equity and venture capital funds in 2019 raised only 1.59 billion euros, down sharply from EUR 3.63 billion in 2018. We remember, however, that **AIFI does not consider in its rankings the collection data of Investindustrial**, which it considers pan-European operator.

BeBeez, on the other hand, believes that not considering Investindustrial's fundraising is distorting, because the main focus of Investindustrial's funds remains Italy and Spain, although the business is also expanding to other geographical areas, for example the UK. For this reason, of the total of 3.75 billion euros raised for fund VII, it has been calculated that at least

one third is dedicated to Italy, which alone represents 1250 billion euros, slightly less than what was raised by all the other funds considered by AIFI in 2019.



Returning to the AIFI numbers, to have a yardstick for comparison, between 2014 and 2018 Italian private capital operators raised a total of 16.7 billion euros from investors, of which 3.4 billion in 2018 between private equity and venture capital (from 6.23 billion in 2017) and 297 million in private debt (from 322 million in 2017) (download [here the slides of Anna Gervasoni's speech at the BeBeez conference on Private Assets on 2 July](#)).

These numbers are light years bigger than they were 20 years ago. In 1998, Italian private equity and venture capital funds (private debt funds did not yet exist) had raised just over €1 billion and

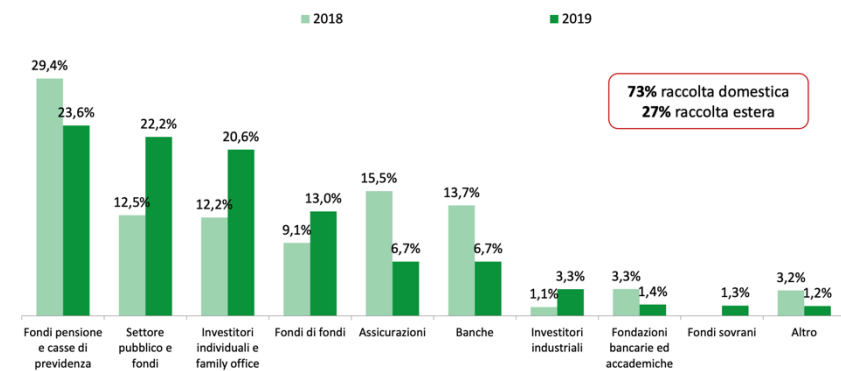
invested just under €1 billion.

As for the sources of the collection, AIFI has also calculated that last year the contribution to the collection offered by pension funds and pension plans decreased to 23.6% of the total from 29.4%. The contribution of banks (from 13.7% to 6.7%) and insurance companies (from 15.5% to 6.7%) also decreased, while the contribution of the public sector and institutional funds (from 12.5% to 22.2%), individual investors and family offices (from 12.5% to 20.6%) and funds of funds (from 9.1% to 13%) increased.

This should be seen in the context of a year that, according to Preqin's calculations, has seen private capital funds globally raise an equivalent of \$919 billion, of which \$555 billion is private equity (see [other BeBeez article](#)).

In detail, European private capital funds raised \$218 billion in 2019, up 8% year-on-year (+\$16.1 billion). The lion's share was private equity (including venture capital), with as much as 99 billion raised out of the total 218 billion,

Le principali fonti della raccolta

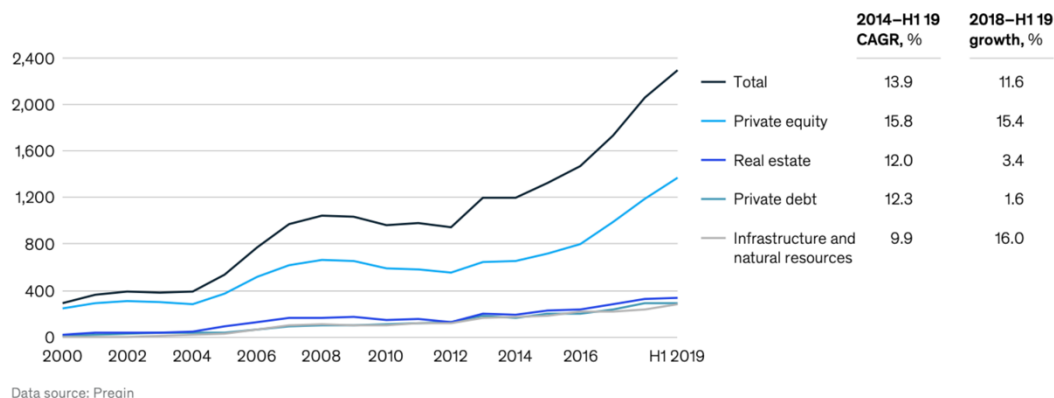


Nota: elaborazione sulle fonti realizzata per il 2018 sull'86% e per il 2019 sul 95% della raccolta di mercato per il quale è disponibile il dato. Elaborazione sulla provenienza geografica relativa al 2019 realizzata sul 71% della raccolta di mercato per il quale è disponibile il dato



Stocks of dry powder reached a new high.

Global capital committed and not deployed, 2000–H1 19, \$ billions



Data source: Preqin

followed by private debt (47 billion) and natural resources and infrastructure (40 billion).

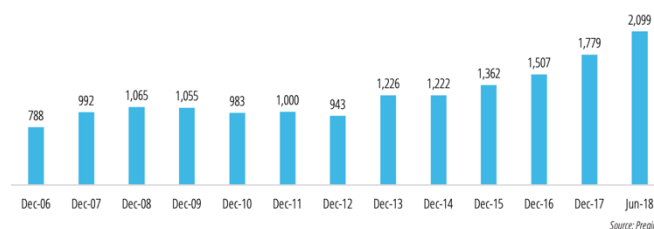
A fundraising activity that has brought the firepower (dry powder) of private capital funds worldwide to **2.3 trillion dollars**, according to Preqin.

Of course, those who are gathering at this precise moment will probably suffer a slowdown, on the road-map, not least because, trivially, physical meetings cannot be held, flights cannot be taken and if we have to talk about millions or tens of millions of euros, it is difficult to reach agreement by videoconference.

The sentiment, however, is not that there is a real problem, because if it is true that some of the potential investors may decide to back out in the meantime, it is also true that someone new can come forward, because the market shock we are seeing because of the coronavirus is changing the asset allocation of all investors and illiquid assets, by definition less volatile than those listed, at these times have a particular attraction.

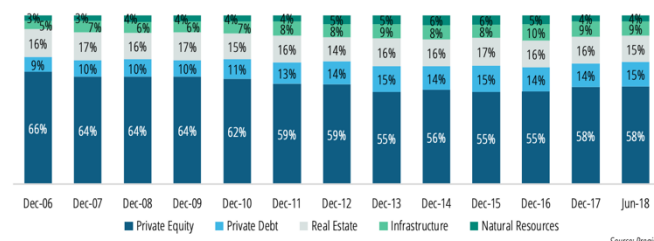
On the front of funds in collection or pre-marketing the lion's share certainly is played by **Cdp Venture Capital sgr spa - Fondo Nazionale Innovazione**. As is well known, as has been renamed Invitalia Ventures sgr, the company to which the Government has entrusted the management of the billion euro to be dedicated to venture capital investments, 70% owned by Cdp Equity and 30% by Invitalia. In the process of being authorised, there is already a fund of venture capital funds and a fund dedicated to business accelerators for a total of around 200 million, and a new fund dedicated to corporate venture capital and another focused on

Fig. 1: Global Private Capital Dry Powder (\$bn), 2006 - 2018



Source: Preqin Pro

Fig. 2: Global Private Capital Dry Powder by Asset Class, 2006 - 2018



Source: Preqin Pro

tech transfer are being studied (see [other BeBeez article](#)). Still on the venture capital front, it is interesting to note that during the period under consideration it has contributed significantly to raising funds, for what are the standards of the Italian market. Between 2019 and 2020, in fact, final closings were announced for 310 million, distributed over seven funds, while from 2018 partial closings were announced for 950 million for a total of 1.26 billion. In total, then, the target of fundraising funds still in fundraising is 2.17 billion euro in total.

Of course, the majority of the partial funding and that still in progress has to do on the one hand with the **Fondo Nazionale Innovazione** and on the other with the new funds of **Fondo Italiano d'Investimento sgr**, i.e. the new fund of venture capital funds and the Tech Growth fund dedicated to private equity and venture capital investments in startups and innovative SMEs. That said, there are also others in fundraising, including some of the main players in the market.

[The Programma 102 fund managed by P101 sgr](#), which announced its first closing at over 65 million euro in May 2018, is very close to the 120 million euro closing. Institutional investors such as **European Investment Fund**, the venture capital fund of **Fondo Italiano d'Investimento**, **Fondazione Sardegna** and **Azimut**, already among the main investors of the first fund launched in 2013 and which had raised about 70 million euro, had contributed to the closing. And it was with Azimut that last year P101 sgr entered into a [partnership for the management of ITA500](#), the new non-reserved venture capital fund dedicated to private investors with a collection target of 40 million euro, which will co-invest with P101 and Programma102 funds. And 360 Capital Partners is also closing the collection of a new fund, while **Innogest Capital sgr**, which currently manages €200 million in assets, should also be on the market shortly. The sgr launched its first fund in 2007 and raised 80 million euros. In September 2015, Innogest closed the second [Innogest II Fund at 85 million euro](#), also thanks to the investments of the European Investment Fund and the Fondo Italiano d'Investimento sgr. Today that fund is almost entirely invested and it is therefore time to think about a new round of fundraising. And then at the end of a new round of fundraising is also 360 Capital Partners.

On the traditional private equity front, with a billionaire target, there is also the **third NB Renaissance fund**, which last autumn announced its first closing at 519 million euro and which will devote 200 million of its funding to a sector specifically structured to comply with the definition of Eltif and therefore to enjoy the tax benefits launched by the government in recent months and to be placed with private investors (see [other BeBeez article](#)). The infrastructure private equity fund launched by F2i sgr with Cdp and Ania, the Association of Insurance Companies (see [other BeBeez article](#)), has a target of 500 million

euros. While, with a target of over one billion euros, there is the **Progetto Economia Reale**, the mixed investment platform of private equity, infrastructure and private debt dedicated to pension funds and launched by Fondo Italiano d'Investimento sgr together with **Assofondipensione** (see [other article by BeBeez](#)).

There are also many vehicles dedicated to **special situations, turnarounds and distressed credit** in fundraising phase, but also funds specifically dedicated to NPLs. Last year there were no closings of this type of funds, while in the last year partial closings of 1.05 billion euro were announced, from funds that have an overall funding target of **4.4 billion** euro and that in most cases provide for the purchase of Utp corporate in the balance sheet to Italian banks that in exchange subscribe shares of the same fund, obtaining the so-called "derecognition" of the credit for the purposes of regulatory capital to be set aside.

As far as private debt is concerned, last year funds for 355 million euro were closed down, while other funds are being raised with an overall target of 950 million euro, of which 345 million already raised, not counting the new private debt fund to be launched by Fondo Italiano d'Investimento sgr, whose target is not known at the moment.

Private capital vehicles with focus on Italy in fundraising

Fund	Type of strategy	Manager	Target in millions of euro	Mln euros	Article	Date
				already raised		
Private equity			4.850	1.999		
NB Renaissance	private equity	NB Renaissance Partners	1.000	519	BeBeez	Oct-18
Fondo Innovazione e Sviluppo	private equity	Fondo Italiano d'Investimento sgr	700	150	BeBeez	Sept-17
Fondo Energia e Infrastrutture	private equity energy and infrastructure	Green Arrow Capital sgr	500	0	BeBeez	Feb-19
Fondo Infrastrutture Ania-Cdp	private equity infrastructure	F2i sgr	500	320	BeBeez	Feb-20
Industry 4.0 Fund	private equity	Quadrivio Group	300	150	BeBeez	May-19
Armonia	private equity	Armonia sgr	300	235	BeBeez	Feb-18
Made in Italy Fund	private equity	Quadrivio Group	200	100	BeBeez	May-19
Green Arrow PE	private equity	Green Arrow Capital sgr	200	0	BeBeez	Feb-19
Demos I	private equity	Azimut Libera Impresa sgr	350	140	BeBeez	Jan-20
Italian Strategy	private equity	Riello Investimenti Partners sgr	150	50	BeBeez	Jun-19th
IGI Investimenti Sei	private equity	IGI Private Equity sgr	150	140	BeBeez	Oct-19
Koinos Capital	private equity	Koinos Capital sgr	150	0	BeBeez	Jul-19
Finance for Food	private equity	Azimut Libera Impresa sgr	150	85	BeBeez	Jan-20

Fund	Type of strategy	Manager	Target in millions of euro	Mln euros	Article	Date
HAT Technology & Innovation	private equity	HAT sgr	100	30	BeBeez	Oct-17
Idea Agro	private equity agro-food	Dea Capital Alternative Funds sgr	100	80	BeBeez	Jul-18
Finint private equity	private equity	Finint Investments sgr	100	nd	BeBeez	Mar-20
Special situation/Utp corporate			1.750	1.050		
Fondo Amco-Prelios	Utp corporate Italians	AMCO	1.500	450	BeBeez	Dec-20
Algebris Npl Fund III	Npl of the banking sector	Algebris	1.000	125	BeBeez	Feb-20
FINAV	Italian corporate Utp	Pillarstone Italy	>500	500	BeBeez	Dec-19
Clessidra Restructuring Fund	Italian corporate Utp	Clessidra sgr	>320	320	BeBeez	Sept-19
Finint turnaround	Italian corporate Utp	Finint Investments sgr	>200	nd	BeBeez	Mar-20
Special Credit Situations	leasing, consumer and trade receivables, NPL and performing receivables	Green Arrow Capital sgr	200	0	BeBeez	Jan-19
SC Lowy Npl Italy	Italian corporate Utp	SC Lowy	200	0	BeBeez	Feb-20
CCR II Shipping	Italian corporate Utp	Dea Capital Alternative Funds sgr	>180	180	BeBeez	Jan-19
Securitization fund	impaired loans	Sagitta sgr	150	50	BeBeez	May-19
Fondo FVG-Pillarstone	turnaround	FVG sgr - Pillarstone italy	150	0	BeBeez	Jul-18
Private debt/Direct lending			1.930	755	-	
FoF Pe2	private equity fund	Fondo Italiano d'Investimento sgr	600	200	BeBeez	Oct-19
Anthilia BIT 3	private debt	Anthilia Capital Partners sgr	300	245	BeBeez	Dec-19

Fund	Type of strategy	Manager	Target in millions of euro	Mln euros	Article	Date
FoF VC 3	venture capital fund	Fondo Italiano d'Investimento sgr	200	100	BeBeez	May-18
SGT CrescItalia Invoice Fund	invoice financing fintech	Sagitta sgr	200	0	BeBeez	Jul-19
Tenax Pmi Capital Fund	private debt	Tenax Capital	200	100	BeBeez	Nov-18
Equita Private Debt Fund II	private debt	Equita Capital sgr	200	0	BeBeez	Oct-19
PMI Italia II	privtae debt	Finint Investment sgr	150	110	BeBeez	Mar-20
Sistema.Credit Fund	direct lending fintech	ART sgr	50	0	BeBeez	Apr-19
Fondo October Italia	direct lending fintech	October	>30	30	BeBeez	Oct-19
FoF private debt II	private debt fund	Fondo Italiano d'Investimento sgr	nd	0	BeBeez	Oct-18
Venture Capital			2.170	950		
Fondo Nazionale Innovazione	venture capital	Invitalia sgr	1.000	> 500**	BeBeez	Aug-19
Sinergia III	venture capital scaleup usa	Synergo sgr	200	0	BeBeez	Jan-20
Fondo Tech Growth	private equity and venture capital	Fondo Italiano d'Investimento sgr	150	110	BeBeez	Nov-19
Sinergia Venture	venture capital scaleup	Synergo sgr	150	0	BeBeez	Jan-20
Innogest III	venture capital	Innogest Capital	120	0	-	Mar-20
P102	venture capital (co-invested with ITA500)	P101 sgr	120	110	-	Mar-20
Sofinnova Telethon	venture capital	Sofinnova	100	80	BeBeez	Sept-18

Fund	Type of strategy	Manager	Target in millions of euro	Mln euro	Article	Date
MIP I	venture capital	Milano Investment Partners sgr	100	10	BeBeez	Jun-18
Primo Space	venture capital	Primomiglio sgr	80	30	BeBeez	Feb-20
Poli360	venture capital	360 Capital Partners	60	40	BeBeez	Sept-18
Progress Tech Transfer	venture capital	MITO Technology	50	40	BeBeez	Jan-19
Eureka! Venture i	venture tech transfer	Eureka! Venture sgr	40	30	BeBeez	Sept-19
360 Capital	venture capital	360 Capital Partners	nd	0	-	Mar-20
Mixed			1.050	550		
Progetto Economia Reale	private equity, private debt, infrastructure (for pension funds)	Fondo Italiano d'Investimento sgr	1.050	550	BeBeez	Jan-20
Total			11.750	5.304		

*sum of the allocations of Italy Venture I (86 million), Italy Venture II (150 million) and Italy Venture III (200 million) plus the 110 million of the Venture Capital Support Fund

Source: *BeBeez Private Data* elaborations on public data - www.privatedata.bebeez.it

Private capital vehicles with focus Italy that have recently closed the fundraising

Fund name	Type	sgr	Mln euro collected	Article	Date
Investindustrial VII	private equity	Investindustrial	1250*	BeBeez	Dec-19
F2i Terzo Fondo	private equity infrastructure	F2i sgr	3.600	BeBeez	Nov-18
FSI Mid Growth	private equity	FSI sgr	1.400	BeBeez	Feb-19
Fondo Ambienta III	private equity	Ambienta sgr	635	BeBeez	May-18
Wisequity V	private equity	Wise Equity sgr	260	BeBeez	Jul-19
Progressio III	private equity	Progressio sgr	250	BeBeez	Jul-19
Green Arrow Private Equity	private equity	Green Arrow sgr	231	BeBeez	Sept-18
Alto Capital IV	private equity	Alto Partners sgr	210	BeBeez	Apr-18
Fondo di Credito Diversificato per le imprese	private debt	Springrowth sgr (Muzinich Group)	210	BeBeez	Nov-18
Green Arrow Private Debt	private debt	Green Arrow sgr	135	BeBeez	Nov-18
Gradiente II	private equity	Gradiente sgr	135	BeBeez	Feb-19
UV2	venture capital	United Ventures sgr	120	BeBeez	Dec-19
Credem Venrture Capital II	venture capital	Credem Private Equity sgr	100	BeBeez	Mar-19
Dea Endowment Fund	private capital for banking foundations	DeA Capital Alternative Funds sgr	75	BeBeez	Mar-19
Elite	private equity	Credem Private Equity sgr	73	BeBeez	Mar-19
APE IV	private equity	Assietta Private Equity sgr	60	BeBeez	June-19

Fund name	Type	sgr	Mln euro collected	Article	Date
Fondo Agroalimentare I	private equity	Unigrains	55	BeBeez	Dec-19
ITA500	venture capital	Azimut Libera Impresa sgr	40	BeBeez	Feb-20
Fondo Tech Growth Lazio	private equity and venture capital	Fondo Italiano d'Investimento sgr	18	BeBeez	Nov-19
Barcamper Venture Lazio	venture capital co-investment with Barcamper	Primomiglio sgr	14	BeBeez	June-19
United Ventures II Lazio (UV2L)	venture capital co-invested with UV2	United Ventures sgr	10	BeBeez	
Vertis Venture 4 Scaleup Lazio	venture capital co-investment with Vertis Venture Scaleup 4	Vertis Venture sgr	8	BeBeez	Apr-19
Total			8.889		

Notes: * total funding amounted to €3.75 billion, it is assumed that at least one third of capital will go to Italy

Source: *BeBeez Private Data* elaborations on public data - www.privatedata.bebeez.it

