

February 21, 2022

## IMAP Italy advises industrial fastener distributor and logistics services provider Berardi on its sale to H.I.G. Capital

IMAP is pleased to announce that H.I.G. Capital has acquired a majority stake in Berardi Bullonerie S.r.l., a leading operator in the Italian market for the distribution of fasteners and the supply of integrated logistics services.

Berardi is the reference partner for Italian industrial companies for the just-in-time supply of standard and custom fasteners, and, more recently, for the design and implementation of integrated logistics programs using the Kanban system.

Berardi benefits from a broad geographical presence, with 14 warehouses located throughout the country and commercial offices in Italy, Croatia and Morocco. In the last decade, the Company has successfully embarked on an ambitious path to expand its product range in adjacent segments, in the C-Parts sector, and has been a pioneer in Italy in the introduction of advanced integrated logistics solutions through its own Kanban platform, becoming the reference point in the market in terms of quality, service levels and breadth of offering. Berardi had a turnover of around €100 million in 2021.

The team from Vitale & Co. – IMAP Italy, led by Riccardo Martinelli and Francesco Fornarelli, acted as financial advisor to the shareholders of Berardi, supporting them in the selection of the preferred partner, due diligence process, in structuring the transaction and in the negotiation phases.

**INDUSTRIALS**

**H. I. G. CAPITAL**  
Private equity and alternative assets investment firm  
UNITED STATES

Acquired Majority Control of Business Operations

**BERARDI**  
Distribution of fasteners and supply of integrated logistics services  
ITALY

**IMAP**  
ADVISED ON SALE OF COMPANY



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IMAP is an International Mergers and Acquisitions Partnership with 450 M&A professionals and a presence in 40 countries. IMAP has closed over 2,200 transactions valued at \$120 billion in the last 10 years and is consistently ranked among the world's top ten M&A advisors for mid-market transactions (Refinitiv). IMAP advises primarily mid-sized companies and their shareholders on sales and acquisitions globally, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.