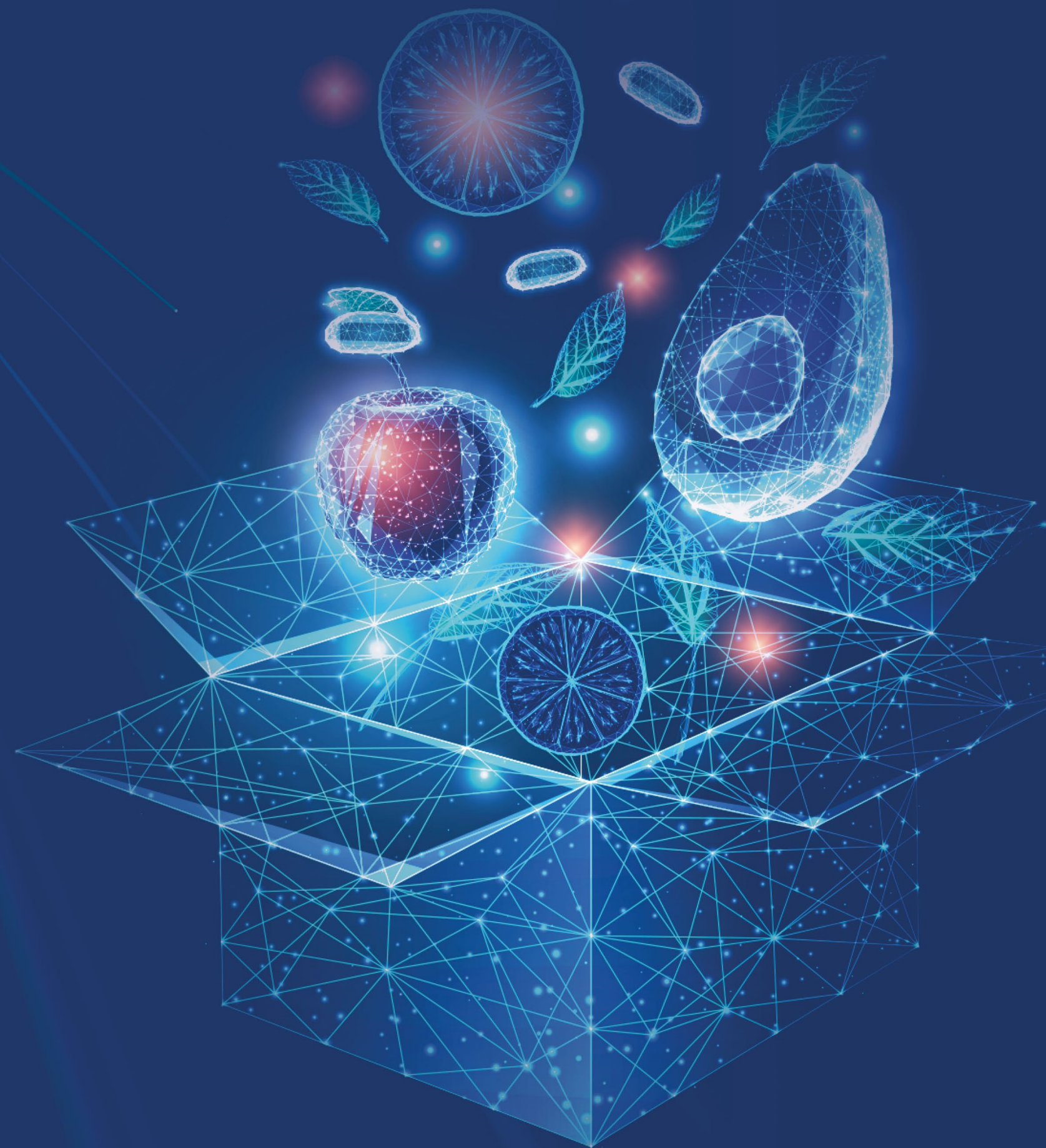




FOOD TECH INVESTMENTS

The private equity
perspective

by ALIANTE's Co-Founder and Managing Partner
PAOLO RIGHETTO



Aliante Group Overview



Aliante® is a **private equity investment group** with in-depth industrial expertise in sectors with “Made in Italy” angles developed through 18 years of activity



Focus on **Italian small and medium enterprises** (“SMEs”) with high global export capabilities



A hands-on operational management approach to drive growth and efficiencies while executing an accretive **buy and build strategy**



More than 30 successful investments across Italy, Spain, France, Germany, the USA, and Canada with exceptional returns for our investors



We are backed by **high-quality investors:**

- **56%** institutional investors;
- **23%** family offices;
- **8%** high-net-worth individuals;
- **13%** from commitments made by our management team

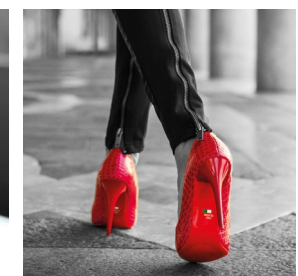
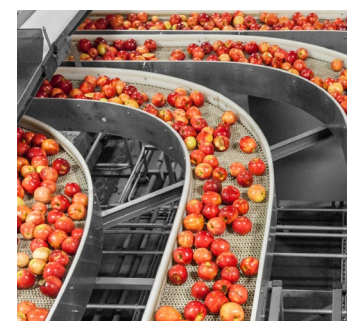
Made in Italy A multi-billion investment opportunity

FOOD TECH
INVESTMENTS

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“Made in Italy” is a
Top 5 Global trademark

Renowned globally
for its craftsmanship,
design and quality



Strong growth forecast for Made in Italy exports

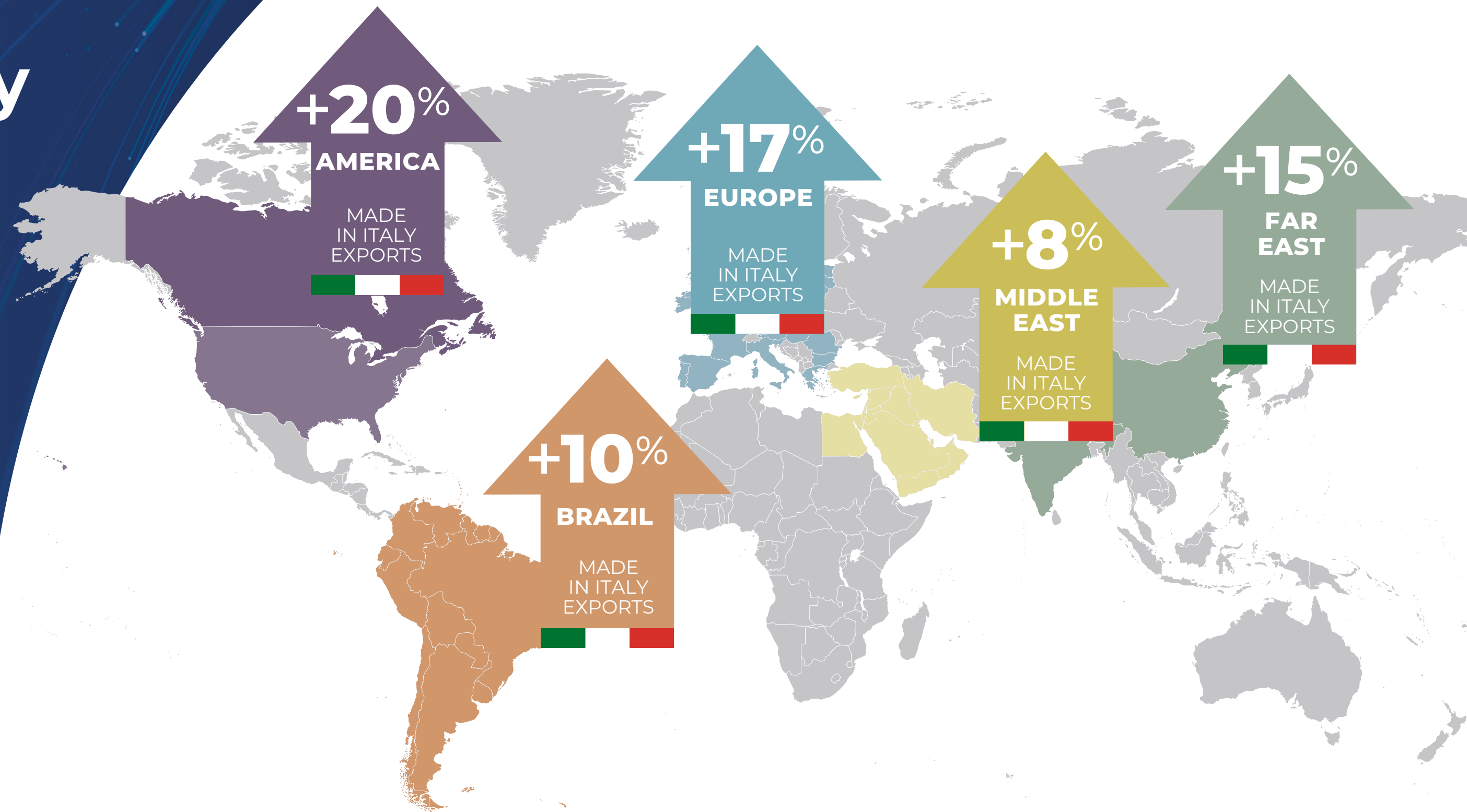
FOOD TECH INVESTMENTS

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2024
+4.6%

2025
+3.9%

2026
+3.7%



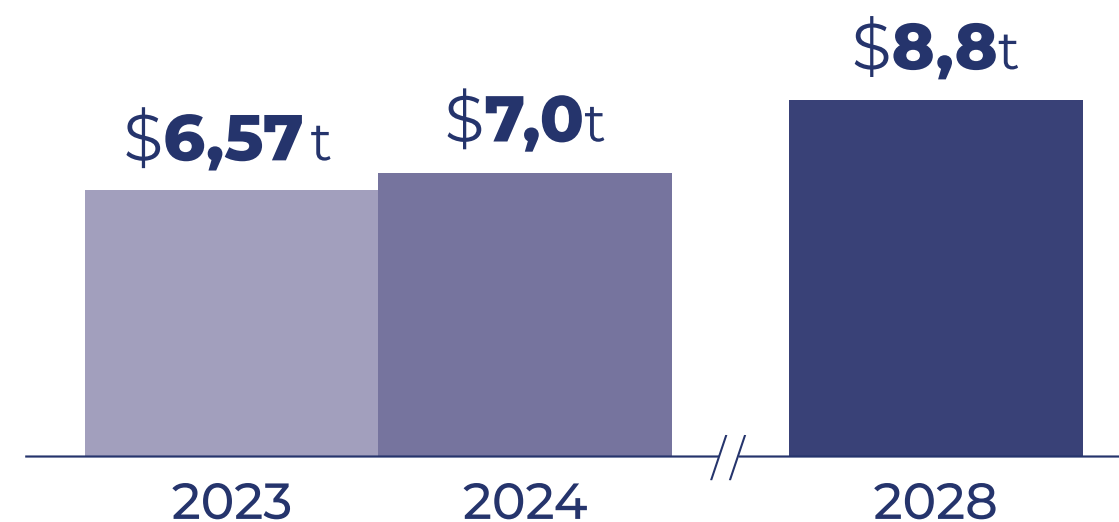
Global food & beverage industry

FOOD TECH INVESTMENTS

The private equity
perspective

The Food & Beverage market was worth around **\$6,57 trillion** globally in 2023

It is **expected to grow** by 6.4% to \$7 trillion in 2024 and by 5.9% to \$8,8 trillion in 2028 due to rising subscription products, mobile grocery shopping, new payment modes



TOP CHALLENGES HAVE BEEN

- **supply chain disruptions** (raw material availability, labor shortages, geopolitical tensions)
- **raising costs driven by inflation**



OPPORTUNITIES TO INVEST IN

- **sustainable practices**
- **plant-based alternatives,**
- adoption of **advanced technologies** like food automation and supply chain streamlining

The Italian food & beverage industry

FOOD TECH INVESTMENTS

The private equity
perspective



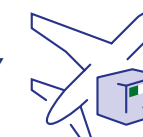
A **cornerstone of the country's economy**, it is recognized worldwide for quality, tradition, and innovation



With over 740,000 farming companies, 330,000 restaurant businesses, 70,000 food industries and 4 million workers, the Italian market is **the 3rd largest in the EU**

~€**60**bn

TOTAL F&B
MADE-IN-ITALY
EXPORTS 2023



Sector valued at €260 billion in 2024 with **exports of €60 billion** in 2023

Technology and the future of foodtech

Technology and **foodtech startups** play critical role in transforming the food & beverage landscape

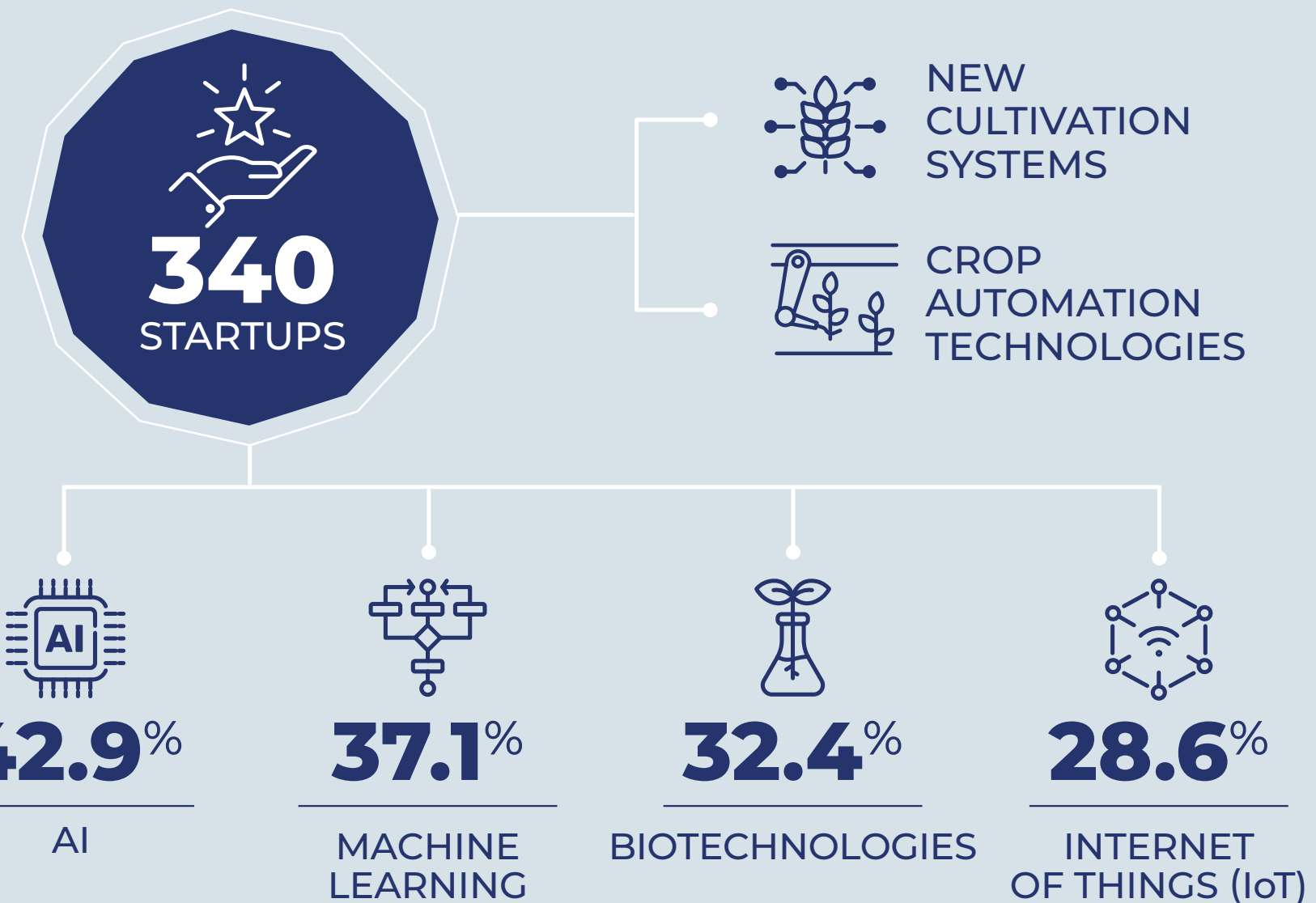
FOODTECH INVESTMENTS GROWTH IN 2023



*This downturn can be attributed primarily to **geopolitical conflicts** and **the widespread economic crisis** impacting all sectors

Source: Report | 2023 | The State of Foodtech in Italy powered by Eatable Adventures

ITALIAN FOODTECH SECTOR IN 2024



Why focus on the Italian food sector

FOOD TECH INVESTMENTS

The private equity perspective

Italy boasts **more certified Food & Beverage products** than any other country in Europe

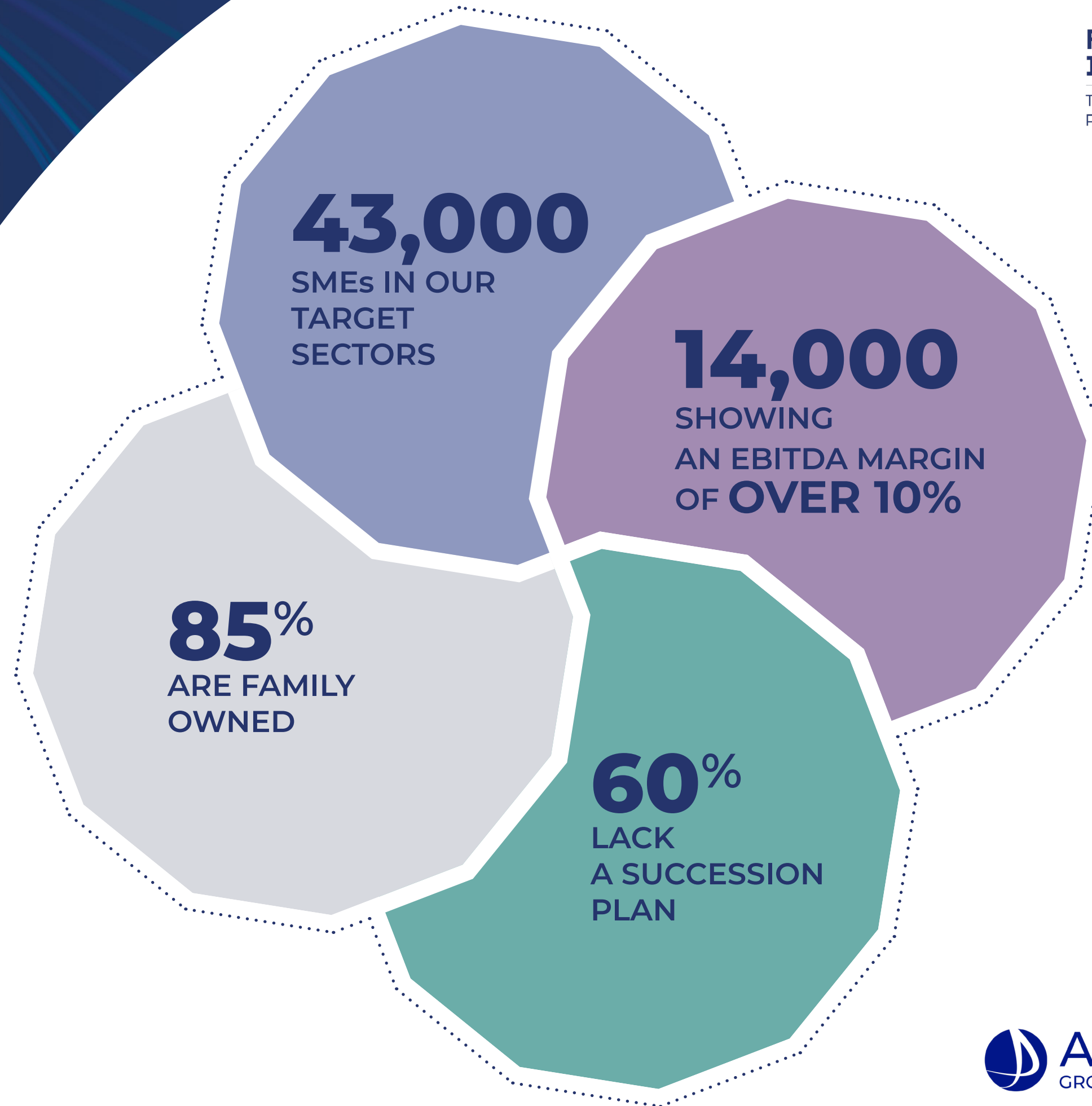
Italian SMEs offer significant competitive advantages such as **resilience through economic cycles**

In North America (market of 500 mln people) **less than 15%** of the products sold as “Italian” are **authentically from Italy**

Why invest in Italian SMEs

FOOD TECH INVESTMENTS

The private equity perspective



Aliante portfolio companies

Morato Group

We grew a successful family bakery into the **2nd largest group** of packaged breads in Italy and Spain



We introduced **new technologies and practices** such as **data collection** and **data driven production management**



Case study

De Angelis Food Group

Restructured loss-making artisanal fresh pasta company and transformed into the **3rd Italian player, leader in the gluten-free fresh pasta segment**



ALIANTE played a key role in **transforming the business** by focusing on:



Return for investors: how Aliante has delivered

Over the past
18 years,
**we've tripled
the invested
capital!**

Across all three
of our funds, we've
achieved a
gross IRR of 18.4%
and a
MoIC of 3x

Our **AE3 fund**
alone, launched
in 2012,
has generated a
gross IRR of 18.8%
with a
MoIC of 3.1x

Up to **80% of our
investors** have
continued to support
us throughout the
years, allowing us
to compound their
capital
effectively

ALIANTE is pleased to join Dagorà as a new Community Member

