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Dorelan Group With B&T S.p.A.'s Acquisition Of Facondini Materassi S.r.l.

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Bacciardi Partners assisted the shareholders of Facondini Materassi Srl, an historic company specialized in the production and marketing of mattresses and bedding articles made in Italy, in the sale of 100% of their shares to the Dorelan Group (B & T Spa), European leader in the production of luxury mattresses.

The acquisition of Facondini Materassi Srl is part of the growth plan of the Dorelan Group, which thus completes its commercial and distribution chain through the integration of its sales channels with the distribution network and e-commerce platform of Facondini Materassi Srl.

The operation marks the birth of the first Italian “bedding” pole with a turnover of over 100 million euros, born from the integration of two excellences of the Emilia Romagna and Marche industrial districts, in which Bacciardi Partners has been working for a long time in support of acquisitions, aggregation and internationalization operations to promote the growth of companies.

Bacciardi Partners acted through a team led by managing partner Lorenzo Bacciardi, LL.M. with the collaboration of partner Pier Federico Orciari and junior associates Gianluca Bastianelli and Rebecca Milandri.

Other advisors involved in the operation were Niccolò Di Bella and Giancarlo Minerva of Nest Srl, for the strategic planning aspects, and Alberto Tatò and Michele Cenci of Korus Partners, for the fiscal aspects.

The B&T group was also assisted by the engineer Massimiliano Tintinelli of MTI Consulting, who will become Facondini's CEO.

Involved fees earner: Lorenzo Bacciardi – Bacciardi Partners; Gianluca Bastianelli – Bacciardi Partners; Rebecca Milandri – Bacciardi Partners; Pier Federico Orciari – Bacciardi Partners;

Law Firms: Bacciardi Partners;

Clients: Facondini Filippo; Facondini Materassi S.r.l.; Facondini Matteo;