



## Press Release

Grigny (France), December 13<sup>th</sup>, 2022  
Soresina (Italy), Vittuone (Italy), December 13<sup>th</sup>, 2022

***ECF GROUP announces the acquisition of SDS Srl, the Italian distributor of small equipment, packaging, disposable and hygiene products for Catering & QSR, created in 1995 and based in Vittuone (Milan). This operation strengthens the presence of ECF GROUP in the country and completes its customer portfolio and its exclusive product ranges, particularly in the fast-growing segment of Quick Service Restauration. After a transition phase, the SDS commercial brand will be integrated into GRUPPO CHS, which with this operation becomes the first national and omnichannel distributor for Food Service professionals in Italy.***

•

ECF Group announces a new growth operation in Italy, with the acquisition of SDS Srl. This operation is the second carried out in the country in twelve months after the acquisition of Valuer Srl in September 2021, and consolidates the Group's presence in northern Italy, around its CHS brand.

The operation will materialize through the acquisition of SDS Srl by **Gruppo CHS** (Catering & Hotel Supplier), the subsidiary of ECF Group in Italy acquired in 2019. The commercial integration of SDS within CHS will be gradual and will make it possible to consolidate under the CHS brand, all Small Equipment and Hygiene distribution operations for the Hotel Industry, Table Catering, Institutions and Fast Food in Italy. The new group will have a head office near Milan, three logistics sites, 7 showrooms to support the sales forces and an e-commerce site to develop a real omnichannel growth strategy.

ECF Group would particularly like to pay tribute and thank the three co-founders of SDS, **Mario SESTITO**, **Diego POLIMENO** and **Fabio CORUZZI**, who have devoted all their energy to the creation and development of SDS for 25 years. All three, part of this project, will accompany the SDS integration process in order to give continuity to consolidate the new Group and to carry the values of service and quality of which SDS has always been the expression.

This acquisition is part of the profound evolution of ECF Group initiated since 2017 with the support of its shareholders, in particular Naxicap Partners. The Group's M&A activity made it possible to carry out around thirty external growth operations between 2017 and 2022, including 4 in Italy.

Subject to certain final conditions, the completion of the sale is expected to be effective in February 2023.

## ECF Group

Europe – Middle-East & Africa – Asia-Pacific.

Chomette - Ecotel - Coldis - La Corpo - Cobal - Lantin - Noveo - Santor - Groupe Lepage - CHS - Andy Mannhart - GoodFellows - Restofair - Reward Hospitality - Tas Hotel - Safo - Chemworks - Gastrototal - Hisco - Southern Hospitality - SDS



**Christophe ALAUX**, Chairman & CEO of ECF Group, explains :

*«This operation between SDS and CHS allows ECF Group to strengthen its position in one of the leading Food Service markets in Europe. The proximity of values and mutual respect between the leaders of the two entities is a guarantee of success for the future development of CHS in Italy where we still have many development projects».*

**Mario SESTITO**, Co-founder & Managing Director of Gruppo SDS, adds :

*“This merger is an operation built and desired by SDS and CHS to create a stronger group. Together, we will overcome the challenges ahead of us. I would like to thank all the CHS teams and particularly Carlo Scalabrini who immediately believed in the project and the merger with ECF Group for the vision, the opportunities and the synergies that could be put in place, particularly for Polibox.».*

**Carlo SCALABRINI**, CEO of ECF Italy & Managing Director of Gruppo CHS, concludes :

*“The acquisition of SDS by CHS is a further step in our group's growth project in all food service segments. Our common values, such as the constant search for quality and dedication to the customer, will make the integration process natural. We are certain that this operation will only bring benefits to our customers and partners».*

•

## M&A Advisors

### Buyer

**ECF Group** : Christophe Alaux (Chairman & CEO), Bertrand Ferraton (CFO), Augustin Dupont (M&A Director)  
**CHS** : Carlo Scalabrini (CEO), Dario Capelli (CFO)

### Seller

Mario Sestito, Diego Polimeno, Fabio Coruzzi

### Buyer's advisors

**Legal (Documentation)** – Castaldi Partners : Gaspare Dori  
**Legal (Due Diligence)** – Italliance : Argentino Ottaviano  
**Finance** – Deloitte Milan : Giacomo Giobbi  
**Tax** – Deloitte Milan : Pasquale Colaci

### Seller's advisors

**Legal** – Studio Legale Guardamagna e associati – Gabriele Piccinini, Davide Guardamagna  
**Finance** – Studio Onorati Brambilla & Partners – Gianluca Brambilla  
**Tax** – Studio Onorati Brambilla & Partners – Gianluca Brambilla



## ECF Group at a glance <sup>(1)</sup>

### Alongside Hospitality & Care professionals for 140 years

- **ECF Group is an international specialized distribution group**, a reference partner for the Hospitality & Care professions since the creation of Maison Chomette in Paris in 1880. For 140 years, the group has been developing commercial brands and own brands for professionals in the hotel, catering, tourism, catering trades, communities or the health and social sector.
- **ECF Group is a “collective” in permanent development**, led by entrepreneurs-managers at the service of all professionals in the sector.

**>700 M€**  
Revenue

### Our service offers

- **The widest range of products on the market** : ECF group is able to meet all equipment or supply needs, whether in tableware, kitchen utensils and equipment, large equipment, furniture, textiles, hygiene products, consumables or take-away sales...
- **Omnichannel solutions** : the ECF Group teams together form a "collective" committed to nurturing the experience of its customers, who can reach us at all points of contact: mobile sales representatives, stores, e-commerce sites, data center calls and emails...
- **A responsive supply chain**: made up of 20 logistics sites around the world, the strength of ECF Group and the responsiveness of its supply chain can respond to all requests in real time, 7 days a week, to act and serve our customers with real proximity.

**230 000**  
Customers

### Our Values

- **Performance** : this means guaranteeing an irreproachable quality of service and profitable growth for the group, its subsidiaries and all its customers.
- **Professionalism** : it is to remain the reference and trusted partner of customers who alone brings together the best specialists in each field and always shares a commitment.
- **Proximity** : it means encouraging listening, while guaranteeing unrivaled customer support, combining breadth and depth of the product offer, high level of service and omnichannel.

**20**  
Countries

### Our network

- **3 regional Hubs** : thanks to its international network structured in three major regions Europe (Grigny – France), Middle East (Dubai – United Arab Emirates) and Asia-Pacific (Brisbane – Australia), ECF Group is able to provide rapid and tailor-made solution for all its customers, in particular large accounts throughout the world.
- **The strength of local brands** : a platform for consolidating the sector, ECF Group does not believe in a centralized vision of the business based on a single commercial brand, unique and worldwide, for its operations; on the contrary, ECF Group develops or integrates local brands with a strong reputation, with a strong spirit of decentralization, by giving them the financial, human and supply chain resources essential to their success.

**21**  
Brands

### Our CSR engagements

- **Reduce** our ecological footprint and promote environmental protection.
- **Propose** eco-responsible offers.
- **Develop** respectful, inclusive and equitable relationships.

**1 700**  
Employees

<sup>(1)</sup> Budget like for like + Pro forma M&A (April 2022 - March 2023)