



PRESS RELEASE

HOFI Group acquires AROF S.r.l. in Perugia and initiates a strategy to consolidate the funeral infrastructure sector in Umbria in partnership with AROF's operating partners

Milan, June 28, 2023 – HOFI S.p.A. ("HOFI"), Impresa San Siro American Funeral S.p.A. ("San Siro") and the shareholders of AROF S.r.l. ("AROF") are pleased to announce the completion of an investment in AROF and its subsidiary AROF Service S.r.l. by San Siro, a wholly owned subsidiary of HOFI.

Founded in 1996 by seven funeral sector entrepreneurs who have been operating in the Perugia area for several years, AROF, with its nine shareholders-managers, is the leading company in the province of Perugia and more generally in Umbria, having achieved a turnover exceeding €4 million in 2022 with about 930 funeral services. The company has recently built an elegant funeral home in the Perugia area that enables it to offer a high-quality service to its clients.

The investment in AROF is an accelerator of the sector consolidation project launched by HOFI in 2019 through the acquisition of San Siro in Milan. HOFI is currently controlled by a group of prestigious institutional investors, including Augens Capital, Antin Infrastructure Partners and Columbia Threadneedle, as well as members of the management team including Andrea Cerato, and the Lorandi, Oliva and Pedretti families, who support the group's innovative industrial and financial project.

The important strategic plan for Umbria includes the expansion of the group in the region through the aggregation of other companies that share HOFI's qualitative approach, acting as a consolidator and as a logistical and organizational base for the funeral service companies that will become part of this initiative. At the heart of the project is the goal of assisting families with quality and professionalism at particularly sensitive and painful times, also through the establishment of major funeral infrastructure such as funeral homes or cremation facilities.

The company's board of directors will include both representatives from HOFI and AROF who will play the role of managers of the commercial and operational management of the company alongside Andrea Cerato, Chairman of San Siro, who will be appointed Chairman of AROF as well.

"We are very pleased with this partnership with the founders of AROF, who have enabled this company to become a leader in the city of Perugia and a qualitative industry benchmark throughout the region," said Marco Mantica, Chairman of HOFI. "Our project will leverage their in-depth experience of the industry and the territory in order to foster further expansion in the areas close to Perugia. With this transaction, HOFI enters for the first time in Umbria, a region with a strong funeral service culture, and reaches the threshold of 12,000 annual services in Italy."

"HOFI aims to be an aggregation partner in the funeral industry, to enable the best companies in the sector, as San Siro has already done, to accelerate their growth and also to ensure the continuity of company brands in situations of generational transition. The acquisition of AROF allows us to extend our operations, and AROF and its current managers are the ideal partners to consolidate this area," added Andrea Cerato, Chairman of San Siro. "Our project is based on the group's competencies, and we invest heavily in training, offering our employees a path of growth that allows, especially the younger ones, to further improve their professionalism."

"We are very pleased with the agreement reached with HOFI and San Siro for the next phase of AROF's development. Our sector is constantly evolving, and the partnership with the HOFI group will allow us to better face the next market challenges and improve our organizational structure and financial strength to pursue new developments." said Paolo Prospero, one of the founding members of AROF and president of AIF, Associazione Imprese Funebri dell'Umbria. "From the beginning we have shared the objectives of this ambitious project, which offers AROF the opportunity to continue its growth path."

For the acquisition of AROF, HOFI was assisted by the law firm LMS, EY for the financial due diligence, Studio Sampietro for the tax due diligence, and Maelius Group as financial advisor. AROF's shareholders were assisted by their professional advisors Fabrizio Martini, Mario Gobbi and Paolo Chiocchini of Perugia.