

CHANGE CAPITAL PARTNERS SELLS FRETTE TO RAZA HERITAGE HOLDINGS

London, 06 September 2023. Funds advised by Change Capital Partners LLP (Change Capital), the specialist pan-European private equity fund investing in retail and consumer businesses, have today sold their 100% interest in Frette to Raza Heritage Holdings, a consortium of strategic and private equity investors in the consumer segment. The terms of the transaction were not disclosed.

Frette is an iconic brand, established in 1860 by Edmond Frette, to provide the world's finest linens to the most affluent families and the most luxurious hotels in the world.

Change Capital acquired Frette from JH Partners in 2014 and centred the brand around its luxury heritage and credentials, opening a new chapter in Frette's journey.

Under the supervision of Change Capital and Filippo Arnaboldi, CEO of Frette since 2017, the Company has implemented key initiatives to reposition the brand as a truly luxury brand, based on a more agile and consumer-centric business model: developed a new store concept, upgraded and expanded the store portfolio and e-com channel, reorganised the supply chain, launched a new permanent range of luxury products and designs, progressed ESG initiatives and strengthened the management team. Frette is now uniquely positioned as the only global luxury brand in the bed and bath linen space and has created a virtuous omni-channel distribution model, enabling it to care for high-value customers every day, everywhere, thanks to its multiple touch points.

Change Capital was advised by Ekapartners (Eric Toulemonde) as its exclusive financial advisor and CMS Adonnino Ascoli & Cavasola Scamoni (Mauro Battistella) as lead legal counsel.

KPMG (Lorenzo Brusa and Giacomo Perrone) acted as financial and tax VDD provider and Eden McCallum (Dena McCallum and Barry Berg) provided commercial strategic support.

Steven Petrow, Partner at Change Capital, said: "When we invested in Frette in 2014 there was a compelling opportunity to significantly transform the business. The Frette team has delivered on all fronts and we are incredibly proud of their achievements. This has been a very successful investment and we are convinced that the next chapter in the Company's history will be just as exciting."

Filippo Arnaboldi, CEO of Frette, said: "We have thoroughly enjoyed working with Change Capital and are proud of the results we have achieved together. We look forward to working with Raza Heritage and together take the Company to the next level."

ABOUT CHANGE CAPITAL PARTNERS

Founded in 2003, Change Capital is a private equity partnership, dedicated to making investments in consumer-oriented businesses across the European lower mid-market. The firm brings both capital and operational experience to enable brands and retail concepts that have established a distinctive customer proposition to secure the next stage in their development.

Change Capital is registered in the UK and is authorized and regulated by the FCA.

Further information is available at <http://changecapitalpartners.com>

ABOUT FRETTE

Founded in 1860 and headquartered in New York (USA) and Milan (Italy), Frette blends contemporary design with Italian craftsmanship to create exquisitely styled, handcrafted linens and textiles that are supplied to the world's most prestigious hotels, restaurants, private homes, airlines and ocean liners. The Company creates the highest quality bed and bath linen for wealthy clientele from around the world.

Frette operates 32 directly owned Flagship Stores, Concessions and Prestige Outlets on some of the most exclusive shopping boulevards in Paris, Milan, Rome, New York and Beverly Hills and is present in high-end department stores from Los Angeles to London and Istanbul to Hong Kong.