



DRAFT PRESS RELEASE

UTP credit: Prelios and Generalfinance join forces on finance for companies in difficulties

*Agreement to support companies classified as unlikely to pay
and facilitate their access to credit services*

Milan, October 8, 2020. The **Prelios Group** and **Generalfinance**, a financial broker specialized in factoring and the leading provider of finance for companies in difficulty, have reached an agreement to assist companies under financial pressure, classified by the banking system as **UTPs** (unlikely to pay).

The commercial agreement continues the Prelios Group's growth on the **UTP credit servicing** market – where it is the first mover in Italy – whose goal is to put companies and creditors back on a performing basis; Generalfinance will be an effective partner for Prelios by providing its working capital management and liquidation services to help companies facing difficulties find **new financial resources**, a vital element in their recovery.

The purpose of the eco-system created with the Generalfinance and Prelios Group agreement is to support business organizations and, more generally, the national economy in today's very difficult macro-economic situation and guarantee liquidity in the manufacturing sector.

"We are extremely satisfied with this agreement. We want to extend our operations and offer in the factoring segment to the companies in the Prelios portfolio experiencing financial difficulties, in order to assist business recovery," commented **Generalfinance CEO Massimo Gianolli**.

"The injection of fresh financial resources in companies in crisis is a vital lever to help them continue operations and underpin their turnaround," said **Prelios UTP Managing Director Stefano Focaccia**. *"Working with a specialized partner like Generalfinance increases the possibilities for liquidating working capital at a time when cash is under great pressure. Access to a factor with a focus on companies undergoing restructuring provides the Prelios Group UTP team with an additional tool to help organizations in difficulty speed up their recovery and return to the real economy, with all the evident benefits this has for GDP and employment."*

GENERALFINANCE

Established in 1982 and headed by Massimo Gianolli, Generalfinance is a supervised financial intermediary specialized in factoring, which guarantees rapid personalized intervention to meet clients' specific needs. With offices in Milan and Biella and a team of around 50 professionals, Generalfinance is leader in distressed SME financing.

PRELIOS

The Prelios Group is the gateway to Italian real estate and the leading player in alternative asset management, distressed loan management and highly specialized property services. The Group is chaired by Fabrizio Palenzona; the CEO is Riccardo Serrini.

With more than 40 billion euro of assets under management and over 10 million square meters of managed property, the Prelios Group provides a complete range of services and skills to manage property portfolios and distressed loans, and is the only Italian player with the capabilities to act in every phase of the Italian real estate and economic cycle.

One of the main Italian non-performing loan servicers, Prelios is the first mover in bank unlikely-to-pay credits and the leader in NPL securitization with the GACS state guarantee. With Blinks (blinks.prelios.com) it has established the first digital NPE marketplace in Italy and one of the first in Europe.

The Prelios Group is also a leading player in the management of real estate investments, both directly through funds and SICAFs and indirectly through credit funds. Prelios SGR – the Group's asset management company – handles assets of 5.9 billion euro through investment strategies implemented strictly in compliance with the principles of environmental sustainability, good governance, ethical and social responsibility.

For more information, visit prelios.com.

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