

**PRESS  
RELEASE**

## Banca Generali acquires 9.8% of the ESG advisory boutique MainStreet Partners

### The transaction strengthens sustainable investment synergies, in line with the 2022-2024 Strategic Plan

Milan, 28 February 2023 – Banca Generali announces the acquisition of a 9.8% interest in MainStreet Partners, a London-based ESG rating and advisory company. This transaction allows **to accelerate the 2022-2024 Strategic Plan's strategy**, consolidating **the Bank's sustainability positioning** and expanding its **ESG** value proposition, as part of the boutique's new growth process and new shareholding structure.

Banca Generali has become a shareholder of MainStreet Partners upon completion of the acquisition by the WealthTech Allfunds platform of a majority stake (65%) in the said company, thus enhancing shareholders' synergies in terms of competencies and services. The management team, headed by CEO Rodolfo Fracassi, will continue to hold a 25% interest in the company.

Since 2019, MainStreet Partners has been partnering with Banca Generali, including the development of the first platform in Italy that enables clients to select ESG managed solutions based on their contribution to the UN SDGs (Sustainable Development Goals). Today, MainStreet Partners is a benchmark for sustainable investment strategies and ESG scoring for both corporates and funds. This transaction is in line with the Bank's strategic guidance as it fosters:

- stronger synergies in ESG analysis and rating strategies, thus expanding the ESG value proposition
- direct access to Allfunds-MainStreet Partners' innovative services
- acceleration towards the three years Strategic Plan's target, which calls for a 40% ratio of ESG products to total managed solutions in 2024

Chief Executive Officer and General Manager Gian Maria Mossa stated: *"We were the first in the Italian market to believe in the opportunity offered by an accurate portfolio ESG scoring and in the professional services offered by MainStreet Partners to complement our advisory model. Four years ago, together we launched our innovative platform to profile portfolios based on clients' preferences in respect of the UN SDGs. Sustainable investment analysis has been greatly progressing ever since. We are pleased to have witnessed MainStreet Partners' scaling-up to become an industry benchmark, with the international perspective offered by Allfunds. By acquiring a stake in its capital, we are enhancing our synergies in terms of ESG competencies while benefiting from the main trends and continuing to guarantee our stakeholders the best solutions and the best practices available on the market. The transaction accelerates our progress towards achievement of the Strategic Plan's sustainability targets, which are a key part of our sustainable growth process."*

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### Banca Generali

Banca Generali is a leading private bank in Italy that offers its customers financial planning and wealth protection services, leveraging its very solid network of Financial Advisors and Private Bankers that stand out for their experience and professionalism.

The Company's strategy is based on four key elements: i) qualified advice from professionals specialised in households' wealth protection and investment planning support; ii) a portfolio of banking, financial and insurance solutions tailored to individual needs; iii) innovative wealth management services not limited to financial assets alone; and iv) innovative digital tools that use technology to build on the relationship of trust between Financial Advisor and customer. The Bank's mission is having "trusted professionals always by the customer's side, developing and looking after their life plans".

Listed on the Milan Stock Exchange since November 2006, the Bank manages assets of about €83 billion on behalf of over 300,000 customers (figures as of 31 December 2022). With a widespread presence in Italy, Banca Generali includes 48 bank branches and 171 offices with over 2200 Financial Advisors, in addition to a digital contact service for operations.

### MainStreet Partners

MainStreet Partners is a trusted ESG partner of top tier institutional investors that provides a one stop shop for their sustainability requirements. MainStreet Partners is based in London and regulated by the Financial Conduct Authority, and is made up of two main divisions: i) ESG Portfolio Analytics – providing a holistic approach to ESG data analysis such as: transparent and detailed ESG Ratings for funds and equities, assessment of clients' portfolios to enhance their ESG profile and align them with the "green" regulations; ii) ESG Advisory – with over 12 years of experience, developing products which target thematic investments or United Nations' Sustainable Development Goals (SDGs).

The company's proprietary models and databases are available on a proprietary and user-friendly ESG platform ([ESG Everything - The ESG platform by MainStreet Partners](#)). Services to create sustainable model portfolios and / or assess assets are based on: i) ESG ratings of issuers (equities, corporate and government bonds, green and social bonds); ii) ESG ratings of funds with the addition of extra-financial disclosures and SDG alignment; iii) exclusions and analysis of controversial activities and behaviours; iv) creation of model portfolios targeting SDGs.