



COMUNICATO STAMPA

IPV Investing: accelerated growth with the acquisition of the Oolong portfolio and the carve out of Anibal.

Total GBV value of 1.2 billion euros

Cuneo, May 14, 2025 – **IPV Investing**, an emerging player in the secondary market sector led by entrepreneurs **Carlo Palla** and **Stefano Inguscio**, has recently completed two strategic transactions that significantly strengthen its position in the non-performing loan (NPL) management market. With the support of **ViViBanca**, a private and independent banking group specializing in consumer credit, financing for small and medium-sized enterprises, and online retail funding, IPV has consolidated its role as a key player by substantially increasing its managed portfolio, bringing its total **Gross Book Value (GBV)** to approximately **€1.7 billion**, just over a year after its establishment.

The most significant transaction concerns the acquisition of the **Oolong portfolio**, an **unsecured asset** primarily composed of small banking and financial tickets, with a total value of approximately **€200 million**, spread across more than **30,000 positions**. This acquisition marks a strategic step for IPV, which aims to strengthen its presence in the secondary market through the purchase of portfolios with **high return potential** and a **solid position base**.

At the same time, IPV completed the carve-out of the **Anibal portfolio**, a complex operation involving around 200,000 positions with a total value of €1 billion. This portfolio, also predominantly unsecured and characterized by a significant component of claims from the utility sector, further strengthens the company's ability to manage increasing and diversified volumes of receivables, in line with its industrial plan, which envisions the purchase of approximately €1 billion in receivables per year.

Both transactions were overseen by the law firm Gatti Pavesi Bianchi Ludovici, which provided legal assistance, while the Master Servicer Zenith Global SpA played a crucial role in credit management, securing stakeholder approval for the carve-out of the Anibal portfolio.

These transactions represent a significant milestone in the growth journey of IPV Investing, confirming the group's ability to identify and seize strategic opportunities in the secondary market. "We are proud to announce these important developments, which demonstrate our ability to grow rapidly and successfully in a highly competitive market. The collaboration with ViViBanca and the excellent rapport with our legal and financial partners have been key to achieving these challenging goals," **commented Carlo Palla and Stefano Inguscio, founders of IPV Investing.**



IPV Investing S.p.A

IPV Investing, a company specialized in credit recovery, was founded in July 2023 thanks to the strong commitment of two managers/entrepreneurs – **Stefano Inguscio** and **Carlo Palla** – and **ViviBanca**, a Specialty Finance Bank based in Turin, focused on consumer credit through salary-backed loans, personal loans, and other related products, as well as financing for Small and Medium Enterprises and online retail funding.

The company came to life through the initiative of **Carlo Palla** and **Stefano Inguscio**, seasoned industry professionals who bring a combined sixty years of experience, along with deep expertise, a solid reputation, and an extensive background in credit management—key elements that add value and stability to the new venture. Following the granting of the license under **Article 115 of the Consolidated Law on Public Security (TULPS)**, **IPV Investing S.p.A.** positions itself as a proactive player in the secondary market, having already completed the acquisition of a significant portfolio of unsecured and small-ticket positions in the banking and financial segment. **IPV's objective** is to unlock the value of so-called “unrecoverable” credits, offering families and businesses the opportunity to return to a financially sustainable position—**back “in good standing.”**

Stefano Inguscio:

With 30 years of experience in the NPE sector, Stefano Inguscio is the founder and key shareholder of several initiatives focused on the acquisition, management, and recovery of receivables. In 1999, he founded St.Ing, overseeing around 60 employees and 200 agents. In 2011, he acquired a 40% stake in Candia S.p.A., and in 2015, following Banca Sistema's entry into the company's capital, he established the structures that led to the creation of CS Union. In 2016, he finalized the sale of the CS Union industrial group — which he had founded and managed — to Axactor S.p.A., one of the leading European players in the NPE sector, serving as senior advisor to support the transferred business until 2018. In 2021, he successfully launched a new entrepreneurial venture focused on the acquisition and management of NPLs.

Carlo Palla:

Thirty years of experience in the Credit Management sector, with increasingly senior roles in leading industry players. He was part of the top management team of a major European operator, serving as Operations Director, where he oversaw nearly 800 employees and managed a portfolio of approximately 1.7 million accounts per year. He also held managerial positions in a European multinational active in the NPE sector, making a significant contribution to the market strategy in Italy and subsequently leading the implementation of the operational infrastructure and related processes. In 2021, he successfully launched an entrepreneurial project focused on the acquisition and management of NPLs.