

# Arkios Italy

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Where Finance meets Corporate Strategy





**1. | Arkios Italy**



# Arkios Italy | Investment Banking Excellence in the Mid-Market Segment

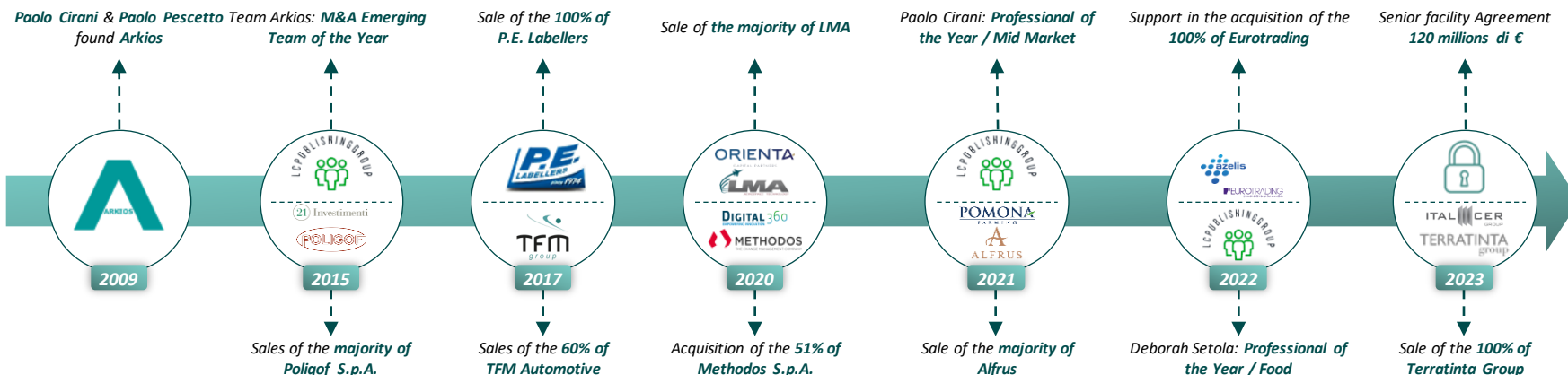
## Main Activities

- Arkios Italy is an **independent Investment Bank** founded in Milan in **2009**, with the aim of providing support to **mid-market companies** in deals supporting growth and development.
- Arkios positions itself as **one of the leading investment banks** in the **mid-market segment**, alongside major international Investment Banks. Its **approach is business-oriented**, with a strong **expertise in the dynamics of the most representative sectors** of the Italian entrepreneurial landscape
- Arkios provides services in the following areas:
  - M&A:** structuring and advising in M&A deals (sell-side and buy-side)
  - Business Continuity:** Management of Family Governance/Generational Transition issues
  - Debt Advisory:** support and structuring of debt transactions in event driven contexts
  - Equity Capital Market:** support for listing on stock markets through an IPO

## Key Numbers

|  |                              |   |
|--|------------------------------|---|
| <b>Deals Closed</b><br>since 2009                  | <b>60+</b>                   |  |
| <b>Amounts Traded</b><br>in M&A deals              | <b>900+</b><br>millions di € |  |
| <b># Investors</b><br>International Network        | <b>400+</b>                  |  |
| <b># Professionals</b><br>In the Arkios team       | <b>18+</b>                   |  |
| <b># Awards Received</b><br>from Finance Community | <b>5</b><br>since 2015       |  |

## Indicative timeline of Arkios Italy's history and selection of closed deals



# Arkios Italy | *Services Offered*

## *One stop-shop service for Medium-sized Enterprises*

### 1. M&A Sell-Side and Buy-Side

Supporting Companies in both **Sell-side (seeking investors)** and **Buy-side (seeking investment opportunities)**, particularly:

- Development – in collaboration with the Client – of an effective and concrete M&A strategy aimed at maximizing the value of the company (Sell-Side) and/or assigning the correct valuation to the Target company (Buy-Side).
- Creation and preparation of all necessary documentation, including activities related to economic-financial analysis, strategic positioning, and the definition of an appropriate Business Plan.
- Ongoing support throughout the entire process

### 2. Business Continuity

Supporting Companies and family businesses in managing **Family Governance/Generational Transition issues** to maintain, optimize, and enhance the value of the family business, identifying corporate solutions and governance mechanisms that provide continuity to the company and balance among the stakeholders

Structuring - in collaboration with our partners - strategies, mechanisms, and solutions to manage generational transitions in complex cases involving multiple family branches and/or different generations. This includes proper preparation for the generational handover

### 3. Debt Advisory

**Tailored structured finance solutions for the growth needs of Medium-sized Enterprises:** defining the optimal financial structure, Acquisition Finance, Leverage Finance, designing structured operations to support corporate growth, through collaboration and negotiation with the network of banks and institutional debt investors involved in the transaction, preparing supporting documents for the banking sector, as well as defining and negotiating the necessary contractual documentation

### 4. Equity Capital Market

Support for Italian Medium-sized Enterprises in the **listing processes**, through:

- Feasibility studies, competitor evaluation, defining the timing of the listing project, and constructing the Equity Story
- Support in selecting and subsequently coordinating the stakeholders involved in the project
- Continuous support for management and entrepreneurs throughout the entire IPO preparation process, including document production, economic/financial analysis, and financial sustainability analysis of the business and investment plans



**Business Oriented Approach, with strong expertise in the dynamics of the most representative sectors of the Italian entrepreneurial reality, strong attention to Industrial Value and the uniqueness of its customers**





## 2. | Track Record

# Track Record | Some of the M&A deals completed (1/2)

|  |  |   |  |  |  |  |
|--|--|---|--|--|--|--|
| <p><b>A</b></p> <p><b>ITALCER GROUP</b></p> <p>Acquired 100% of Terratinta Group</p> <p><b>TERRATINTA GROUP</b></p> <p>Active in the field of ceramic and porcelain tiles</p> <p>Complementary advisors:</p> <p><b>KPMG</b> <b>GITTI AND PARTNERS</b> <b>Legance</b></p> <p>December 2023<br/>Sell-side Advisor</p>                                    | <p><b>A</b></p> <p><b>HARTHHA GROUP</b></p> <p>Acquired 100% of Vacuum S.p.A.</p> <p><b>VACUUM</b></p> <p>Active in metal heat treatment with vacuum technology</p> <p>Complementary advisors:</p> <p><b>A&amp;O</b> <b>pwc</b></p> <p>December 2023<br/>Buy-side Advisor</p>  | <p><b>A</b></p> <p><b>SolidWorld GROUP</b></p> <p>Acquired a business unit from Formula E</p> <p><b>Formula E</b></p> <p>Active in the automation of renewable energy manufacturing</p> <p>August 2023<br/>Buy-side Advisor</p>   | <p><b>A</b></p> <p><b>SolidWorld GROUP</b></p> <p>Acquired a business unit from B.F. Forniture Ufficio</p> <p><b>ValoreBF</b></p> <p>Active in the distribution of major 3D CAD software</p> <p>July 2023<br/>Buy-side Advisor</p>   | <p><b>A</b></p> <p>Undisclosed</p> <p>Financing of 120 M€</p> <p>Steel processing in the energy sector</p> <p>Complementary advisors:</p> <p><b>BonelliErede</b></p> <p>July 2023<br/>Debt Advisor</p>   | <p><b>A</b></p> <p><b>rffk</b></p> <p>Acquired 65% of Audio Technologies</p> <p><b>Audio</b></p> <p>Active in the field of high innovation medical devices and biomaterials</p> <p>Complementary advisors:</p> <p><b>GRIMALDI   ALLIANCE</b> <b>NOBILI RIZZO</b></p> <p>May 2023<br/>Buy-side Advisor</p>  | <p><b>A</b></p> <p>BIKEHOLDING</p> <p>Acquired 100% of Tommasini S.r.l.</p> <p><b>Tommasini</b></p> <p>Historical bicycle brand active in the production and distribution of frames and high-luxury cycles</p> <p>Complementary advisors:</p> <p><b>RAM</b></p> <p>April 2023<br/>Buy-side Advisor</p>   |
| <p><b>A</b></p> <p><b>azelis</b></p> <p>Acquired 100% of Eurotrading S.p.A.</p> <p><b>EUROTRADING</b></p> <p>Active in the distribution of chemical specialties for the personal care market</p> <p>Complementary advisors:</p> <p><b>KPMG</b> <b>GIRVANSULLI &amp; ASSOCIATI</b> <b>C&amp;P ADVISORY</b></p> <p>October 2022<br/>Buy-side Advisor</p> | <p><b>A</b></p> <p><b>SolidWorld GROUP</b></p> <p>Acquired 50% of ABM Work S.r.l.</p> <p><b>ABM</b></p> <p>Active in the offering of engineering services and 3D modeling</p> <p>September 2022<br/>Buy-side Advisor</p>   | <p><b>A</b></p> <p><b>DIGITAL 360</b></p> <p>Acquired 51% of Methodos S.p.A.</p> <p><b>METHODOS</b></p> <p>Active in management consulting</p> <p>Complementary advisors:</p> <p><b>AMT</b> <b>DR. G. F. F. F.</b></p> <p>July 2022<br/>Sell-side Advisor</p>   | <p><b>A</b></p> <p><b>Payline</b></p> <p>Sale of minority Stake</p> <p>Active in the personal and home care products, with historical brands such as Felce Azzurra</p> <p>Complementary advisors:</p> <p><b>AMT</b> <b>Zelo Maino Caselli Dottori Commercialisti Associati</b> <b>WV</b> <b>WICOMANAGEMENT</b> <b>NAVESIO &amp; ASSOCIATI</b> <b>DR. RICCARDO CALABRINI</b></p> <p>June 2022<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>PINETTE PEI</b></p> <p>Join forces to establish an Industrial partnership</p> <p><b>g.a.d.e.</b></p> <p>Active in the design and manufacture of press brakes and custom shears</p> <p>Complementary advisors:</p> <p><b>ADVANT Notm</b> <b>AMT</b> <b>Grant Thornton</b> <b>GENEO</b></p> <p>May 2022<br/>Buy-side Advisor</p> | <p><b>A</b></p> <p><b>PSP</b> <b>POMONA</b></p> <p>Acquired 65% of Alfrus S.r.l.</p> <p><b>ALFRUS</b></p> <p>Active in the processing of almond-based ingredients</p> <p>Complementary advisors:</p> <p><b>Bird &amp; Bird</b> <b>pwc</b> <b>GITTI AND PARTNERS</b> <b>DAVIES</b> <b>Linklaters</b></p> <p>December 2021<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>redfish</b> <b>INVITALIA</b></p> <p>Acquired 40% of Tesi S.r.l.</p> <p><b>tesl</b></p> <p>Active in production of complex aeronautical and space assemblies</p> <p>Complementary advisors:</p> <p><b>GRIMALDI</b> <b>GITTI AND PARTNERS</b> <b>AMT</b> <b>KPMG</b></p> <p>October 2021<br/>Sell-side Advisor</p>                         |
| <p><b>A</b></p> <p><b>azelis</b></p> <p>Acquired 100% of Came S.r.l.</p> <p><b>CAME</b></p> <p>Active in distribution market of raw materials and specialties</p> <p>Complementary advisors:</p> <p><b>AMT</b> <b>GIRVANSULLI &amp; ASSOCIATI</b> <b>Crowe Horwath</b></p> <p>January 2021<br/>Sell-side Advisor</p>                                   | <p><b>A</b></p> <p><b>FREUND</b></p> <p>Acquired 100% of Cos.Mec S.r.l.</p> <p><b>COS.MEC</b></p> <p>Powder and granulate handling equipment for the pharmaceutical industry</p> <p>Complementary advisors:</p> <p><b>UOHI E NUNZIANTE</b> <b>BAGALA &amp; PARTNERS</b> <b>STUDIO LEGALE BARPCI</b> <b>NOVATI</b> <b>EY</b></p> <p>November 2020<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>orienta</b></p> <p>Acquired 65% of L.M.A. S.r.l.</p> <p><b>LMA</b></p> <p>Highly-critical Machined structural Parts for Aerospace &amp; Defence</p> <p>Complementary advisors:</p> <p><b>SHEARMAN &amp; STERLING</b> <b>Borger</b> <b>RP</b> <b>Deloitte</b> <b>LINCOLN</b> <b>STUDIO DONDONA</b></p> <p>October 2020<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>COMTEL</b></p> <p>Acquired 100% of Com.Tel S.p.A.</p> <p><b>COM.TEL</b></p> <p>ICT Solution Provider</p> <p>Complementary advisors:</p> <p><b>REWIND</b></p> <p>July 2020<br/>Sell-side Advisor</p>  | <p><b>A</b></p> <p><b>Friulchem spa</b></p> <p>Subscribed a capital increase of 13% in PharmAbbie Inc.</p> <p><b>PharmAbbie, Inc.</b></p> <p>Late development stage Pet Pharmaceutical Company</p> <p>Complementary advisors:</p> <p><b>DENTONS</b> <b>GOODWIN</b></p> <p>March 2020<br/>Buy-side Advisor</p>  | <p><b>A</b></p> <p><b>AROL</b></p> <p>Acquired 100% of Maca Engineering S.r.l.</p> <p><b>MACA ENGINEERING</b></p> <p>Automatic machines and lines for the production of caps and closures</p> <p>Complementary advisors:</p> <p><b>CURTIS</b> <b>GITTI AND PARTNERS</b> <b>EY</b></p> <p>January 2020<br/>Sell-side Advisor</p>                    | <p><b>A</b></p> <p><b>induPlast</b></p> <p>Acquired 100% of Verve S.p.A.</p> <p><b>VERVE</b></p> <p>Rigid Packaging for Personal Care, Cosmetic and Pharmaceutical</p> <p>Complementary advisors:</p> <p><b>CS &amp; ASSOCIATI</b> <b>Carri Passi Bianchi</b> <b>CARNELUZZI</b> <b>ICCARO</b> <b>Bancapresa</b></p> <p>December 2019<br/>Sell-side Advisor</p> |



# Track Record | Some of the M&A deals completed (2/2)

|  |   |  |  |   |  |   |
|--|---|--|--|---|--|---|
| <p><b>A</b></p> <p><b>UNDISCLOSED BUYER</b><br/>Acquired 100% of La Sorgente S.r.l.</p>  <p><i>Company that produces high quality gastronomic ready to eat dishes, filled pasta and baked sweets for mass retail</i></p> <p>Complementary advisors:<br/><b>BNP PARIBAS</b></p> <p>November 2019<br/>Sell-side Advisor</p>                                 | <p><b>A</b></p> <p><b>SLCG</b><br/>Acquired 100% of Ciesse Holding S.r.l.</p>  <p><i>Design, Engineering and Manufacturing of Complete Interior Systems for Railways industry</i></p> <p>Complementary advisors:<br/><b>Avvocati Associati SLCG Deloitte.</b></p> <p>August 2019<br/>Sell-side Advisor</p>   | <p><b>A</b></p> <p><b>induPlast</b><br/>Acquired 100% of Vexel S.r.l.</p>  <p><i>Rigid Packaging for Personal Care &amp; Cosmetic</i></p> <p>Complementary advisors:<br/><b>CS &amp; ASSOCIATI, Gatti Pavesi Bianchi, SPADA PARTNERS, L&amp;A, Iccrea &amp; Bancalimpresa</b></p> <p>July 2019<br/>Sell-side Advisor</p>  | <p><b>A</b></p> <p><b>macnil</b><br/>Acquired 100% of KFT S.p.A. and GuardOne Italia S.r.l.</p>   <p><i>Design and Manufacturing of GPS based Tracking &amp; Tracing devices and providing of installation, maintenance and Monitoring Center Services</i></p> <p>Complementary advisors:<br/><b>valuefinance, Dott. Comm. Giuseppe Caputo</b></p> <p>July 2019<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>ABRISO</b><br/>Acquired 100% of Airpack S.p.A.</p>  <p><i>Active in the extrusion of polyethylene (PE) and polypropylene (PP) products for packaging and construction applications</i></p> <p>Complementary advisors:<br/><b>ALLEN &amp; OVERY, GIFFI AND PARTNERS, Deloitte.</b></p> <p>June 2019<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>VALLI</b><br/>Acquired 100% of Valli S.p.A.</p>  <p><i>Poultry equipment designing and manufacturing</i></p> <p>Complementary advisors:<br/><b>US, BDO</b></p> <p>January 2019<br/>Sell-side Advisor</p>  | <p><b>A</b></p> <p><b>VETROlite</b><br/>Acquired 100% of Valery Glass S.r.l.</p>  <p><i>Special Glass Packaging for Multiuse &amp; Perfumery, Wine &amp; Spirits, Oil &amp; Vinegar</i></p> <p>Complementary advisors:<br/><b>Avvocato, Alessandro Vignati, Netm, Deloitte.</b></p> <p>July 2018<br/>Sell-side Advisor</p> |
| <p><b>A</b></p> <p><b>SiEA</b><br/>Acquired 100% of Control Service S.r.l.</p>  <p><i>Providing global assistance services for automation systems used for environmental analysis and processing</i></p> <p>Complementary advisors:<br/><b>ZULLI TABANELLI E ASSOCIATI</b></p> <p>July 2018<br/>Buy-side Advisor</p>                                      | <p><b>A</b></p> <p><b>marval</b><br/>Acquired 100% of ENSCO 1053 Ltd.</p>  <p><i>Mechanical Machining for Brake system components</i></p> <p>Complementary advisors:<br/><b>Gateley Plc, PAVENSI &amp; ASSOCIATI, M&amp;P</b></p> <p>July 2018<br/>Buy-side Advisor</p>  | <p><b>A</b></p> <p><b>European Capital Partners</b><br/>Acquired 100% of Induplast S.p.A.</p>  <p><i>Rigid Packaging for Personal Care, Cosmetic and Pharmaceutical</i></p> <p>Complementary advisors:<br/><b>CS &amp; ASSOCIATI, GATTI AND PARTNERS, SPADA PARTNERS, Gatti Pavesi Bianchi, Iccrea &amp; Bancalimpresa</b></p> <p>June 2018<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>MAYBORN GROUP</b><br/>Acquired 100% of Danpete S.r.l.</p>  <p><i>Distributor of exclusive branded childcare articles for the Italian market</i></p> <p>Complementary advisors:<br/><b>STUDIO LEGALE DURANTE</b></p> <p>February 2018<br/>Sell-side Advisor</p>   | <p><b>A</b></p> <p><b>QUADRIVIO GROUP</b><br/>Acquired 60% of TFM Group S.p.A.</p>  <p><i>Highly-precision Machined Components for Automotive, Oil &amp; Gas</i></p> <p>Complementary advisors:<br/><b>Legance, GIFFI AND PARTNERS, RUSO DESIGN ASSOCIATI, pwc</b></p> <p>October 2017<br/>Sell-side Advisor</p>                                   | <p><b>A</b></p> <p><b>SCS</b><br/>Acquired 90% of Double Consulting S.r.l.</p>  <p><i>Business Process &amp; IT Consulting Firm for the Financial Service Industry</i></p> <p>Complementary advisors:<br/><b>LLC&amp;P, Grant Thornton, SUPERSON MANAGEMENT LTD</b></p> <p>October 2017<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>Sgh</b><br/>Acquired 90% of CEV Holding Group</p>  <p><i>Strategic communications, B2C organization and web marketing</i></p> <p>Complementary advisors:<br/><b>trecento60, AAA, Avv. M. Timossi Studio legale</b></p> <p>November 2017<br/>Sell-side Advisor</p>                                    |
| <p><b>A</b></p> <p><b>Pro Mach</b><br/>Acquired 100% of P.E. Labellers S.r.l.</p>  <p><i>Labelling Machines for Multinationals in Wine &amp; Spirits, Food &amp; Beverage, Pharmaceutical, Personal &amp; Home Care</i></p> <p>Complementary advisors:<br/><b>GIFFI AND PARTNERS, EY, THOMPSON HUBB, KPMG</b></p> <p>May 2017<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>European Capital Partners</b><br/>Acquired 100% of Industria Alimentare Ferraro</p>  <p><i>Egg Pasta for the most important food industry multinationals and retailers</i></p> <p>Complementary advisors:<br/><b>L&amp;A, SPADA PARTNERS, LABORINI &amp; ASSOCIATI, Gatti Pavesi Bianchi</b></p> <p>May 2017<br/>Sell-side Advisor</p> | <p><b>A</b></p> <p><b>Biochim</b><br/>Acquired 60% of ILSA S.p.A.</p>  <p><i>European leading development and manufacturer of Biosimulants and Fertilizers</i></p> <p>Complementary advisors:<br/><b>SPADA PARTNERS, Simmons &amp; Simmons, GIFFI AND PARTNERS</b></p> <p>March 2017<br/>Sell-side Advisor</p>  | <p><b>A</b></p> <p><b>MAURIZIO</b><br/>Acquired 100% of Zephir S.p.A.</p>  <p><i>Manufacturer of Locomotors</i></p> <p>Complementary advisors:<br/><b>CROSS BORDER, Gatti Pavesi Bianchi, P&amp;A, DUGAL DENCKER</b></p> <p>December 2016<br/>Buy-side Advisor</p>  | <p><b>A</b></p> <p><b>FomIndustrie</b><br/>Acquired 40% of Graf Synergy S.p.A.</p>  <p><i>Manufacturer of systems for PVC windows</i></p> <p>Complementary advisors:<br/><b>pwc</b></p> <p>December 2016<br/>Sell-side Advisor</p>   | <p><b>A</b></p> <p><b>XINTAI</b><br/>Acquired Assets of TMC Italia S.p.A.</p>  <p><i>Italian Cast Resin transformer manufacturer</i></p> <p>Complementary advisors:<br/><b>SEITA, 识通资本, B&amp;W, F&amp;S</b></p> <p>November 2015<br/>Sell-side Advisor</p>   | <p><b>A</b></p> <p><b>EUROASIA</b><br/>Acquired 100% of Eurasia S.p.A.</p>  <p><i>Major brands involved in the production and distribution of car accessories and children goods</i></p> <p>Complementary advisors:<br/><b>GIOVANARDI, Studio Zanetti Commercialisti</b></p> <p>November 2015<br/>Sell-side Advisor</p>  |



# Track Record | Some of the ECM deals completed (1/2)

|   |  |   |   |   |   |   |
|---|--|---|---|---|---|---|
| <p>Digital technologies – 3D printing</p>  <p>July 2022<br/>Financial Advisor</p>  | <p>Hospitality – Real Estate</p>  <p>August 2020<br/>Financial Advisor</p>                  | <p>Safety Systems</p>  <p>June 2020<br/>Financial Advisor</p>                    | <p>Digital Marketing</p>  <p>September 2019<br/>Nomad &amp; Global Coordinator</p>            | <p>Gold Broker</p>  <p>July 2019<br/>Nomad &amp; Global Coordinator</p>                        | <p>Chemical Pharma</p>  <p>July 2019<br/>Financial Advisor</p>                     | <p>Process Engineering &amp; Supply Chain Management</p>  <p>October 2018<br/>Nomad &amp; Global Coordinator</p> |
| <p>Renewable Energies</p>  <p>August 2018<br/>Nomad &amp; Global Coordinator</p>   | <p>Telecommunications</p>  <p>July 2018<br/>Nomad &amp; Global Coordinator</p>              | <p>Food &amp; Beverages</p>  <p>July 2018<br/>Nomad &amp; Global Coordinator</p> | <p>Entertainment &amp; Communication</p>  <p>July 2018<br/>Nomad &amp; Global Coordinator</p> | <p>Semantic Analysis</p>  <p>February 2018<br/>Nomad &amp; Global Coordinator</p>              | <p>Water Treatment</p>  <p>December 2017<br/>Nomad &amp; Global Coordinator</p>    | <p>Packaging Services</p>  <p>June 2017<br/>Nomad &amp; Global Coordinator</p>                                   |
| <p>Aerospace Engineering</p>  <p>March 2017<br/>Nomad &amp; Global Coordinator</p> | <p>Fine Jewelry</p>  <p>November 2016<br/>Nomad &amp; Global Coordinator</p>                | <p>Communication &amp; Entertainment</p>  <p>August 2016<br/>Incorporation</p>   | <p>PR Agency</p>  <p>July 2016<br/>Joint Bookrunner</p>                                       | <p>Media &amp; Digital</p>  <p>December 2015<br/>Nomad &amp; Global Coordinator</p>            | <p>Broadcasting Network</p>  <p>August 2015<br/>Nomad &amp; Global Coordinator</p> | <p>Insurance Brokerage</p>  <p>July 2015<br/>Nomad &amp; Global Coordinator</p>                                  |
| <p>Medical Device</p>  <p>May 2015<br/>Global Coordinator</p>                    | <p>Leisure Travel &amp; Tourism</p>  <p>March 2015<br/>Nomad &amp; Global Coordinator</p> | <p>Mobile Marketing</p>  <p>March 2015<br/>Nomad &amp; Global Coordinator</p>  | <p>Industrial</p>  <p>2014<br/>Nomad &amp; Global Coordinator</p>                           | <p>Leisure Travel &amp; Tourism</p>  <p>November 2014<br/>Nomad &amp; Global Coordinator</p> | <p>IT Consulting</p>  <p>August 2014<br/>Nomad &amp; Global Coordinator</p>      | <p>Cloud Computing</p>  <p>July 2014<br/>Nomad &amp; Global Coordinator</p>                                    |



# Track Record | *Some of the ECM deals completed (2/2)*

|  |   |   |  |  |  |  |
|--|---|---|--|--|--|--|
| <p><i>Jazz Club &amp; Restaurant</i></p>   <p>July 2014<br/>Nomad &amp; Global Coordinator</p> | <p><i>Bartering Advertisement</i></p>   <p>July 2014<br/>Nomad &amp; Global Coordinator</p> | <p><i>Renewable Energies</i></p>   <p>June 2014<br/>Nomad &amp; Global Coordinator</p>      | <p><i>Food</i></p>   <p>May 2014<br/>Nomad &amp; Global Coordinator</p>    | <p><i>Search Engine Optimization</i></p>   <p>February 2014<br/>Nomad &amp; Global Coordinator</p> | <p><i>Real Estate</i></p>   <p>January 2014<br/>Nomad &amp; Global Coordinator</p>               | <p><i>Franchising Services</i></p>   <p>December 2013<br/>Nomad &amp; Global Coordinator</p> |
| <p><i>Venture Incubator</i></p>   <p>July 2013<br/>Nomad &amp; Global Coordinator</p>          | <p><i>Telecommunications</i></p>   <p>February 2013<br/>Nomad &amp; Global Coordinator</p>  | <p><i>Packaging Solutions</i></p>   <p>February 2013<br/>Nomad &amp; Global Coordinator</p> | <p><i>Energy</i></p>   <p>June 2012<br/>Nomad &amp; Global Coordinator</p> | <p><i>Real Estate</i></p>   <p>February 2012<br/>Sponsor &amp; Global Coordinator</p>              | <p><i>Information Technology</i></p>   <p>February 2012<br/>Sponsor &amp; Global Coordinator</p> | <p><i>Advisory</i></p>   <p>December 2011<br/>Nomad &amp; Global Coordinator</p>             |
| <p><i>Renewable Energies</i></p>   <p>October 2011<br/>Nomad &amp; Global Coordinator</p>      | <p><i>Betting &amp; Factoring</i></p>   <p>October 2011<br/>Nomad</p>                       | <p><i>Consulting</i></p>   <p>August 2011<br/>Listing Sponsor</p>                           |  |  |  |  |



### 3. | Press Review



# Press Review | About Us (1/2)

## Arkios Italy advisor di Barbara Paglieri nell'operazione di cessione alla società

CORPORATE FINANCE/M&A 8 giugno 2022

Paglieri, storica realtà abruzzese da 130 milioni di fatturato specializzata nell'universo del personal care e home care, con marchi storici quali Felix Azzurra, ha annunciato il perfezionamento dell'acquisto di azioni proprie precedentemente detenute da **Barbara Paglieri**.

June the 8<sup>th</sup>  
2022

FINANCECOMMUNITY



## Arkios Italy con Alfrus per lo sviluppo con Pomona Farming

Arkios Italy con un team composto da Deborah Setola (Director), da Simone La Giudice (Associate), Simone Fortis (Senior Analyst) ed Elia Pinero (Relationship Manager origination) ha assistito i tre soci di Alfrus, i fratelli Leonardo Sisto, Domenico Sisto e Michele Sisto, in tutte le fasi dell'operazione di cessione del 65% del capitale della società alla californiana Pomona Farming, uno dei più grandi player globali nella coltivazione di mandorle, frutta secca in generale e altri food ingredients.

December the  
28<sup>th</sup> 2021



## July the 6<sup>th</sup> 2022



FINANCECOMMUNITY

SolidWorld  
GROUP

## Arkios Italy con Solid World nella ipo su Euronext Growth Milan

CORPORATE FINANCE/M&A 4 luglio 2022

Arkios Italy ha assistito in qualità di financial advisor la quotazione di Solid World Group, azienda a capo del gruppo attivo nel settore delle tecnologie digitali, della stampa 3D e dell'additive manufacturing. Il Gruppo opera attraverso 14 sedi operative, 3 poli tecnologici ed oltre 150 dipendenti. Al 31 dicembre 2021, ha registrato un Valore della Produzione consolidato pari a 38,2 milioni di euro e un'EBITDA di 4,1 milioni di euro.

## July the 6<sup>th</sup> 2022



DIGITAL360  
EMPOWERING INNOVATION

FINANCECOMMUNITY

METHODOS  
THE CHANGE MANAGEMENT COMPANY

## Arkios Italy con Methodos Group nella cessione a Digital360

CORPORATE FINANCE/M&A 6 luglio 2022

Arkios Italy - con il partner Deborah Setola (nella foto) e il senior analyst Andrea Sperati - ha assistito Methodos Group, attivo nel mercato dell'advisory e delle piattaforme per il change management, nella cessione a Digital360, pm quotata sull'Euronext Growth Milan, del 51% delle quote della società Methodos e Acccompany (per il tramite dell'acquisizione del 100% della holding Methodos Group) e per la cessione del 51% della società Digital Attitude (di cui il 28% circa rilevato indirettamente tramite Methodos Group e per il restante 23% circa direttamente da altri soci venditori).

## December the 21<sup>st</sup> 2023



## Il 100% di Terratinta Group passa al Gruppo Italcerc. Tutti gli advisor

CORPORATE FINANCE/M&A 21 dicembre 2023 4 minutes read

Terratinta Group SB, rappresentata da Luca Migliorini, socio unico e ceo, e Marco Migliorini, coo della società, ha ceduto del 100% del capitale al Gruppo Italcerc.

Gli advisor

Arkios Italy ha assistito Terratinta Group con il team di execution, che è stato diretto dal senior associate Alberto Brenna (nella foto a sinistra) con il coinvolgimento del senior analyst Gianmarco Perrella, mentre ha originato l'operazione il manager del team di origination Luca Sfoggia (nella foto a destra).

ITALCERC  
CORPORATE

TERRATINTA  
GROUP

FINANCECOMMUNITY



Arkios Italy

FINANCECOMMUNITY

SIM  
INTEGREG

## Arkios Italy al controllo di Integrae Sim. Nell'azionariato anche Banca Valsabbina

CORPORATE FINANCE/M&A 24 ottobre 2019

Arkios Italy, stando a quanto Financecommunity ti può anticipare, ha acquisito la maggioranza di Integrae Sim, realtà fra i principali Normed e global coordinator per numero di quotazioni sul mercato Aim di Borsa Italiana.

October the 24<sup>th</sup>  
2019

INDUSTRIAL NEWS BREVI

## Nuova partnership tra Pinette Pei e Gade

Redazione 24 Maggio 2022

Pinette Pei, gruppo francese attivo nell'ingegneria industriale, continua il suo percorso di crescita con la partnership industriale con l'italiana Gade.

Con il supporto dei suoi azionisti e in particolare del fondo **Geneo Capital Entrepreneur**, Pinette Pei insieme alla società italiana Gade rafforza le competenze del suo ramo "piccole macchine" **Jean Perrot** e conferma la strategia di internazionalizzazione del gruppo affermandosi come player industriale europeo nel settore delle macchine ad alto contenuto di innovazione per la piegatura e il taglio della lamiera.



May the 24<sup>th</sup>  
2022

CORPORATE & INVESTMENT BANKING/M&A  
FINANCE HEALTH

## Il gruppo Azelis acquisisce Eurotrading

Redazione 30 settembre 2022

Il gruppo **Azelis**, player su scala globale nella distribuzione di specialità chimiche e ingredienti alimentari, ha acquisito l'intero capitale sociale di **Eurotrading**, società attiva nella distribuzione di specialità chimiche per il mercato personal care in Italia. Il perfezionamento dell'operazione è atteso nel quarto trimestre del 2022.

September the  
30<sup>th</sup> 2022

azelis

EUROTRADING  
CORPORATE M&A & FINANCE HEALTH  
Now part of Azelis



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January the 20<sup>th</sup> 2021

## Belga Azelis acquisisce Came (prodotti chimici). Gli advisor finanziari

CORPORATE FINANCE/M&A 20 gennaio 2021

La multinazionale belga **Azelis** ha acquisito il 100% del capitale di **Came**.

**Arkios Italy** ha assistito i tre soci di **Came** – **Verena Cepparulo**, **Ugo Gavirati** e **Gianni Minetto** – in tutte le fasi dell'operazione. **Arkios** ha agito con un team composto da **Deborah Setola** (director, nella foto) e da **Simone Lo Giudice** (associate).

**Crowe Bompani** ha assistito **Azelis** per gli aspetti finanziari e fiscali dell'operazione, con un team composto da **Alessandro Ruina**, **David Stainer**, **Giorgio Solbiati** e **Valeria Squillario**.



November the 26<sup>th</sup> 2018

## Arkios Italy affianca la quotata SG Company nell'acquisizione di Brainwaves

CORPORATE FINANCE/M&A 26 novembre 2018

Affiancata da **Arkios Italy**, con un team guidato da **Paolo Pescetto** (nella foto) e **Giulio Laudani**, **SG Company**, fra i principali player in Italia nella comunicazione integrata Live & Digital e quotata all'AIM Italia di Borsa Italiana, ha acquisito una quota iniziale del 51% – con completamento in più tranches dell'acquisizione del restante 49% – del capitale sociale di **Brainwaves**, società italiana specializzata nell'organizzazione di eventi B2B e servizi di comunicazioni e produzione video.



November the 4<sup>th</sup> 2020



## Oriente Partners entra nel capitale di L.M.A. Gli advisor dell'operazione

PRIVATE EQUITY 4 novembre 2020

**Oriente Partners** è entrata nel capitale di **L.M.A.**, azienda che opera nel campo della meccanica di precisione per i settori aeronautico ed elicotistico.

**Arkios Italy**, con un team guidato da **Paolo Cinesi** (ceo & founder, a sinistra nella foto), **Alberto Della Ricca** (managing partner), **Angelo Faccialò** (senior associate) e **Simone Fortin** (analyst), ha agito in qualità di arrange advisor.



February the 4<sup>th</sup> 2020

## La famiglia Marchioro cede Maca Engineering ad Arol. Gli advisors finanziari

CORPORATE FINANCE/M&A 4 febbraio 2020

**Maca Engineering** è stata ceduta dalla famiglia Marchioro ad **Arol**. **Arkios Italy**, con un team formato da **Hong Hong** (nella foto) e **Valerio Stanizzi**, ha assistito i venditori nell'operazione. **EY** ha supportato l'acquirente per i servizi di due diligence finanziaria e fiscale, con un team guidato dall'associate partner **Luciana Sist**.



November the 9<sup>th</sup> 2020

## Arkios Italy con Cos.Mec nella cessione al giapponese Freund Corporation

CORPORATE FINANCE/M&A 9 novembre 2020

**Arkios Italy**, con un team composto da **Alberto Della Ricca** (managing partner), **Hong Hong** (senior associate, nella foto) e **Valerio Stanizzi** (senior analyst), ha assistito **Cos.Mec** in tutte le fasi dell'operazione di cessione del capitale della società a **Freund Corporation**, multinazionale giapponese quotata alla Borsa di Tokyo.



February the 20<sup>th</sup> 2018

## Mayborn si compra la vicentina Danpete. Advisor è Arkios Italy

CORPORATE FINANCE/M&A 20 febbraio 2018

**Arkios Italy** ha agito quale arrange advisor di **Danpete** nel passaggio della società al **Mayborn Group**, realtà basata nel Regno Unito e attiva nella produzione e nella vendita di prodotti per l'infanzia e per la famiglia, famosa fra le altre cose per il cestino "mangia pannolini" Sanguine. Nel dettaglio **Mayborn** ha comprato il ramo d'azienda che opera nel canale GD & GDO della società, pari a circa il 95% del capitale di **Danpete**.





## 4. | Key People

## Key People | *Founders*



**Paolo Cirani**  
*Founder & CEO*

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### Professional Summary

**Paolo** boasts over 15 years of experience in M&A as the CEO and founder of **Arkios Italy**, one of the most dynamic Italian Investment Banks focused on the **Mid-Market**, providing an integrated Corporate Finance service in M&A, Equity Capital Market, and Debt Advisory.

Over the past 15 years, **Paolo** has been involved in over 50 M&A transactions, advising medium-sized Italian companies and Private Equity Funds. He had the position of **Vice President** of *Integrae SIM*, a leading company in IPOs on the *Euronext Growth* segment of *Borsa Italiana* when it was part of Arkios

Previously, Paolo gained significant experience in Business Development and M&A within the *Seat Pagine Gialle Group*, where he was involved in numerous acquisitions made by the group.

**Paolo** has a strong background in strategic consulting, with deep knowledge of the dynamics of various industrial sectors. He has also held relevant managerial roles in various industrial and service groups.

Throughout his professional journey, Paolo has worked with many entrepreneurs, supporting them in the most important strategic decisions of their lives, from seeking investors/partners to the most complex corporate transactions. He is particularly attuned to the needs of entrepreneurs in creating "Business value" in extraordinary financial operations.

With a degree in Business & Finance, Paolo has studied in both Italy and the Netherlands.

## Key People | *Founders*



**Paolo Pescetto**  
*Founder & President*

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### Professional Summary

**Professor of Business Strategy at MIP** (Milan Polytechnic School of Management) and the University of Genoa, Paolo boasts over 10 years of experience in M&A as the **President** and **Founding Partner** of Arkios Italy

With over 15 years of experience in Strategic Consulting at **The Boston Consulting Group** and **Value Partners** (Italian spin-off of McKinsey), and a solid background in Private Equity, Paolo has been involved in numerous transactions for major Private Equity Funds. He is the founder of Arkios Italy and serves as an exclusive advisor to some Private Investors and Club Deals.

As the former General Manager of a mid-sized company, Paolo has been working alongside entrepreneurs for years, supporting them in crucial strategic decisions, from seeking investors/partners to complex corporate transactions.

He also has extensive experience in corporate deals, guiding many SMEs through restructuring processes aimed at attracting investors and maximizing the company's value for ownership.

Graduated in Business Economics at Bocconi University, Paolo is also a Chartered Accountant and Auditor, serving as a Board Member in several important Joint Stock Companies.

## Key People | Management Team



**Deborah Setola**  
Partner

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### Professional Summary

Partner at **Arkios Italy** since 2018, Deborah has been working in M&A and Equity Capital Markets since 1997. Her extensive experience includes top-tier Investment Banks such as **HSBC, Donaldson, Lufkin & Jenrette, Credit Suisse** (in London), and **Banca IMI** (in Italy), managing both M&A and ECM deals.

**The main deals completed at Arkios** include cross-border operations on both sell-side and buy-side for major Italian and international companies, **with a particular focus on the industrial sector**. Recent notable transactions involve **mechanics** (acquisition for the French company Pinette Pei by Gade), **chemistry** (acquisition for the Belgians Azelis of Eurotrading and Came Chemicals), **food** (sale of Alfrus to the American Pomona Farming, sale of La Sorgente pasta factory), **consumer goods** (sale of a minority stake in Paglieri, sale of 100% of Tommasini bicycles), **digital services** (sale of Methodos Group to Digital 360). Previously, other completed operations in Italy include the IPO of Safilo (eyewear), the IPOs of Bologna Hera municipal services and Isagro agrochemical Group, Eni's takeover of Italgas, IPOs of Snam Rete Gas (largest European deal in 2001) and Juventus F.C., the sale of Edison's gas transport network to Clessidra Sgr, and the IPO of Autoroute du Sud de la France. Other transactions involve the arrangements of Sangalli Group (flat glass), ATI (steel), Busnelli (furniture design), and Radaelli Angelo (insulating solutions), as well as two acquisitions for Easypark Italia. Significant operations completed in London include the IPOs of Marcolin (eyewear) and Finmatica (software), the IPO of Saeco, and the privatization of Eni 5.

Graduated in Political Economy with a specialization in Monetary and Financial Economics at Bocconi University, she is also a **Chartered Accountant, Legal Auditor, and CTP**. She holds independent director roles in listed companies, **Lecturer in business valuation for the Foundation of Chartered Accountants** and other Masters of Science. Furthermore, she is part of the **National Finance Commission**. Fluent in English and French, she also has knowledge of German and Spanish.



## Key People | Management Team



**Alexandre Moscianese**  
*Partner*

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### Professional Summary

As a **Partner at Arkios Italy**, Alexandre brings over 20 years of experience in the origination and execution of **M&A deals, private debt transactions, and corporate finance**, with a strong focus on **the mid-market segment** (companies with revenues between €50 million and €1 billion).

Alexandre began his career at Borsa Italiana, focusing on companies in the tech sector. He later served as Managing Director at Banca Sella Corporate Investment Banking and previously as Director at Tamburi & Associati. In the Sella Group, he joined in 2009 with the goal of **developing investment banking activities** for both the group's clients and third-party clients. He also initiated and managed the Sella Wealth and Business Advisory network, comprising 40 professionals and 13 offices.

Alexandre is a member of the Steering Committee of **the international M&A network Terra Alliance**, covering 40 countries with over 200 professionals and \$60 billion in completed transactions in 2021.

Over the years, Alexandre has built a strong network of connections with entrepreneurs of medium-sized French and Italian companies, family offices, and Private Equity funds, enabling him to **successfully conclude numerous cross-border operations and projects**.

He graduated in Paris and obtained a **Master Degree in Corporate Finance from SDA Bocconi**. Alexandre is fluent in Italian, French, and English.

## Key People | Management Team



**Margherita de Girolamo**  
*M&A Relationship Partner*

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### Professional Summary

Working at Arkios since 2022 as **M&A Relationship Partner**, Margherita focuses on **M&A with a particular emphasis on origination**, collaborating with entrepreneurs and investors from the beginning to the closing stage in extraordinary capital operations, overseeing the entire process.

Margherita has matured great experience in the **Private Equity** sector, both in the investment teams of **Mcc-Sofipa Sgr** and **Palladio Finanziaria SpA**, and in roles such as **Investor Relations** and **Portfolio Management** for **QuattroR Sgr**, management company of QuattroR Fund, specialized in turnaround operations with a fund endowment of €700 million.

She has also held operational roles within a company in the portfolio of **Amer Private Equity (APE)**, managed by Swiss Merchant Corporation SA, a Swiss family office historically active in managing private equity funds. Within the APE-participated company, Margherita served as **CFO** and, since 2010, as **Portfolio Director**, overseeing the business and start-up of a new division in the hospitality sector. For **Swiss Merchant Corporation**, Margherita has served as **Head of M&A** and later as **Operating Partner**, with responsibilities for origination in the Italian market.

Margherita graduated with honors in Economics and Commerce from the University of Bari. Subsequently, she obtained the title of C.E.F.A. (Certified European Financial Analyst) and the qualification of Chartered Accountant.

She has contributed to the manual "Tecniche di Private Equity" (Egea publisher) and served as a **lecturer in Business Valuation** for almost ten years in the Private Equity Course organized by AIAF (*Associazione Italiana degli Analisti Finanziari*).

## Key People | *Management Team*



**Hong Hong**  
*COO, CFO & Sr. Associate*

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### Professional Summary

**Degree in Finance** from Bocconi University in Milan.

Hong, in the role of Sr. Associate, focuses on Financial Analysis, Business Analysis, and Financial Modeling. Additionally, she serves as the **COO and CFO of Arkios Italy**.

Born in China, she studied in Italy and Canada. Hong is a native Chinese speaker.



**Alberto Brenna**  
*Sr. Associate*

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### Professional Summary

**In Arkios since October 2018, Alberto, in the role of Sr. Associate, leads M&A and IPO operations.**

Graduated in Business Economics at the **Università Cattolica del Sacro Cuore** in Milan, he later obtained a Master's degree in Business Economics and Legislation at the **University of Pavia**.

**Previously**, he gained experience in the Audit field at PwC Italy, focusing on business analysis and associated risks to verify the correctness and truthfulness of financial statements.



ARKIOS

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