**Company Presentation** 





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#### Who we are

- Fidinam & Ramus SA was born as a joint venture between Fidinam Group (1960) and Ramus & Co. (1993)
- We specialize in cross border M&A transactions and growth projects
- We have strong synergistic collaborations throughout the Fidinam Group both in terms of know-how and geographical network
- Our headquarter is in Lugano, with presence in Northern Italy throughout our Fidinam's Milan office

**150+** 

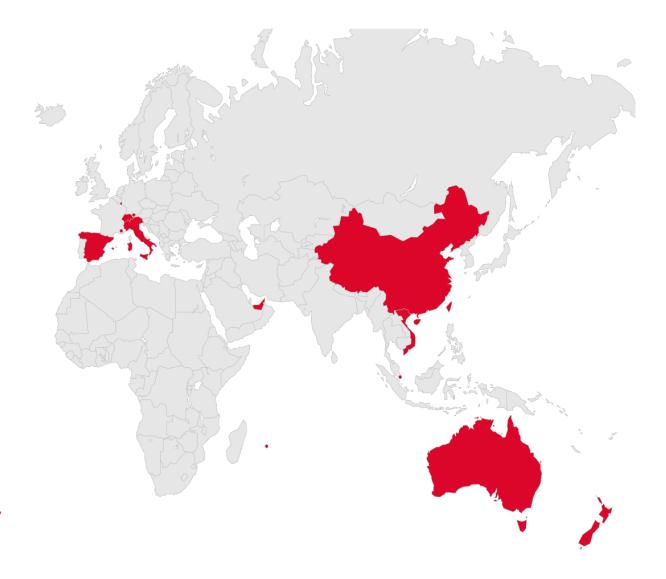
National and international successful M&A transactions

50+

Strategic partnering projects in Europe – Asia – USA

## Fidinam Group

- Fidinam Group is a global service provider, with presence in Europe, Middle East, Asia and Australia
- Founded in 1960 by the renowned Lawyer and Financier Dr. Tito Tettamanti, Fidinam has become the largest privately hold Swiss fiduciary group with over 250 employees worldwide
- Fidinam focuses on international business advisory, digital, tax and real estate consultancy
- From its origins, the Group has developed strong ties within the Italian market and still today serves a large number of small to medium sized Italian businesses and entrepreneurs



Switzerland/ Europe Lugano Zurich Geneva Bellinzona Mendrisio Milano Barcelona Luxembourg Montecarlo Vaduz Overseas

Hong Kong Dubai Singapore Sydney Ho Chi Minh City Mauritius

# Our key people



Dr. Roberto Grassi Chairman of the Board



Avv. Massimo Pedrazzini Senior Advisor M&A Expert



Emanuel Abram
Board Member
Finance Expert (CPA)



Claudio Stabon Senior Advisor Dealmaking



Avv. Filippo Tornambé Senior Advisor Tax Expert



Samuele Lombardini Senior Advisor Finance Expert



Dr. Paolo Castelli Senior Advisor Industry Expert



Avv. Paolo Zanazza
Senior Advisor
M&A Legal Expert



Dott. Pietro Compostu Senior Advisor M&A Expert



Tobia Losa
Senior M&A Associate

## Service mix



Mergers & Acquisitions Advisory



Strategic Partnering & Corporate Development



# Mergers & Acquisition (M&A)

We have **more than 150** successful references in M&A transactions, in addition to many other references and experiences of our international "CFAW" network, of which we are proud representatives in the Swiss market.

- Implementation of M&A strategies / corporate strategies (sell- & buy-side mandates)
- Succession planning
- Carve-out, spin-off, MBO, MBI support
- Pre- and post transaction advisory
- Valuation of companies, business and projects



- Customer specific project design
- Systematic and pragmatic solution approach
- Relevant network within different industries
- Introduction of innovative approaches
- Extensive experience in managing complex negotiations

# Strategic Partnering & Corporate Development

Over the years we have successfully managed internationalization projects of companies through joint ventures, technology transfer agreements, distribution, licensing or outsourcing. Our strategic partnering & corporate development services have an **international** approach.

- Strategic partnerships and joint venture agreements
- Implementation of market entries in growing/emerging markets (Asia, Europa e USA)
- Search for strategic technology/license partners
- Make or buy, outsourcing, distribution projects



- Customer involvement from the first analysis
- Strong international network in Europe,
   North America and Asia
- Strong focus on implementation

# Equity & debt financing

We act as a sparring partner in relation to tailor-made **financing solutions** for our customers and act as intermediaries for equity and debt investors.

- Collection of new funding lines
- Acquisitions in M&A and project finance transactions
- Financial restructuring and corporate reorganization
- Renegotiation of existing financial debt
- Search for new equity



- Experience in defining financing strategies
- Optimization and coordination of the capitalization and cash flow structure
- Experience in negotiating with financial partners
- Access to a network of "private" international equity and debt investors

# A cross-border approach for our clients

#### **Typical clients**

Divisions of large (listed) international companies

Entrepreneurs / Family-owned businesses / SMEs

Private Equity / Hedge Funds

Multi-Family Offices

#### **Typical transactions**

**Transaction size:** 

up to CHF 50 Mio.

**Target company revenue:** 

up to CHF 100 Mio.

**Regional focus:** 

DACH / ITA / Int. Cross Border

**Industry**:

wide focus

#### References



was acquired by



M&A Sell side



was acquired by



M&A Sell side



was acquired by



M&A Sell side



was acquired by



M&A Sell side



has sold



M&A Sell side



was acquired by

**CSD**INGENIEURE\*

M&A Sell side



was acquired by



M&A Buy side



was acquired by



M&A Sell side



was acquired by



M&A Sell side



merged with

STAUFEN.

**Strategic Partnering** 

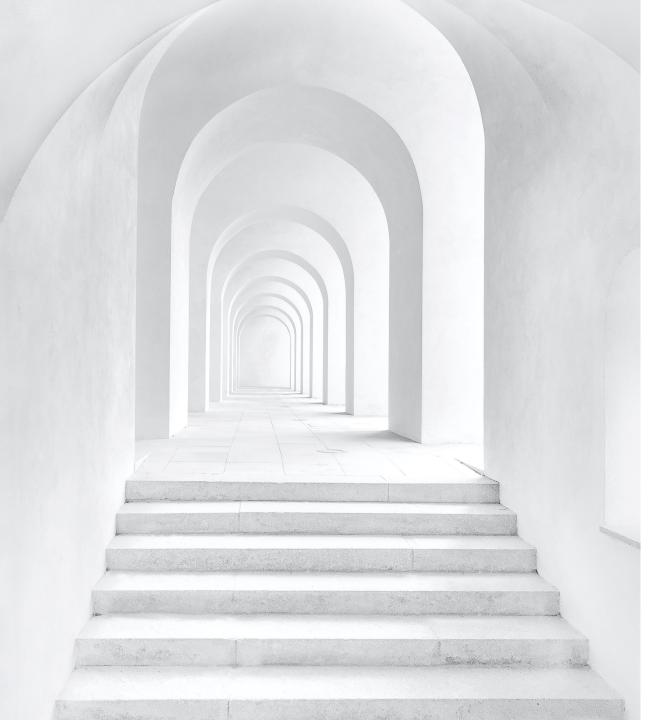
### International network



#### **International M&A Network**

Fidinam & Ramus is Swiss representative of Corporate Finance Associates Worldwide (CFAW), a professional network of independent financial advisors (M&A). The focus of the network is on "Mid-Market" operations, up to a transaction volume of USD 300m. With over 30 offices worldwide, CFAW has know-how related to local markets and offers an important expertise for cross-border transactions.







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