

# Company Presentation





We have been offering  
consulting services since  
1960

## Index

- 3 Who we are
- 4 Fidiam Group
- 5 Our key people
- 6 Service mix
- 11 References
- 12 Network



# Who we are

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



Equity & Debt  
Financing

# 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, Europe 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**

MINT ARCHITECTURE

*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*



**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*



**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.



**Samuele Lombardini**

M.A. Business and Economics  
Senior Advisor

samuele.lombardini@fidinam.com  
Mobile: +41 76 378 06 89

---

Fidinam & Ramus SA  
Via Maggio 1  
CH - 6900 Lugano  
Tel. +41 91 973 17 31  
deals@fidinam.ch  
www.fidinam.com/deals