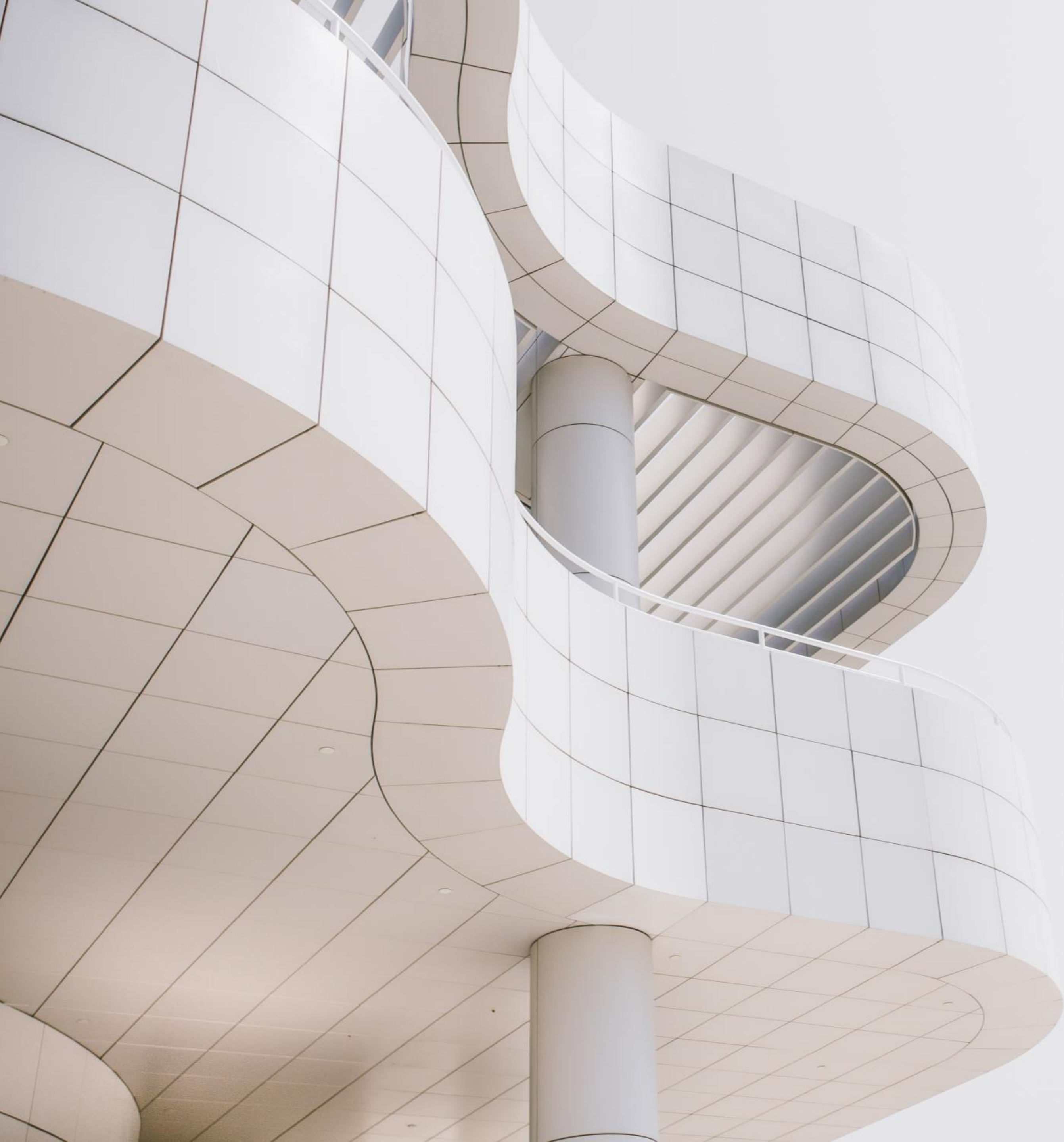
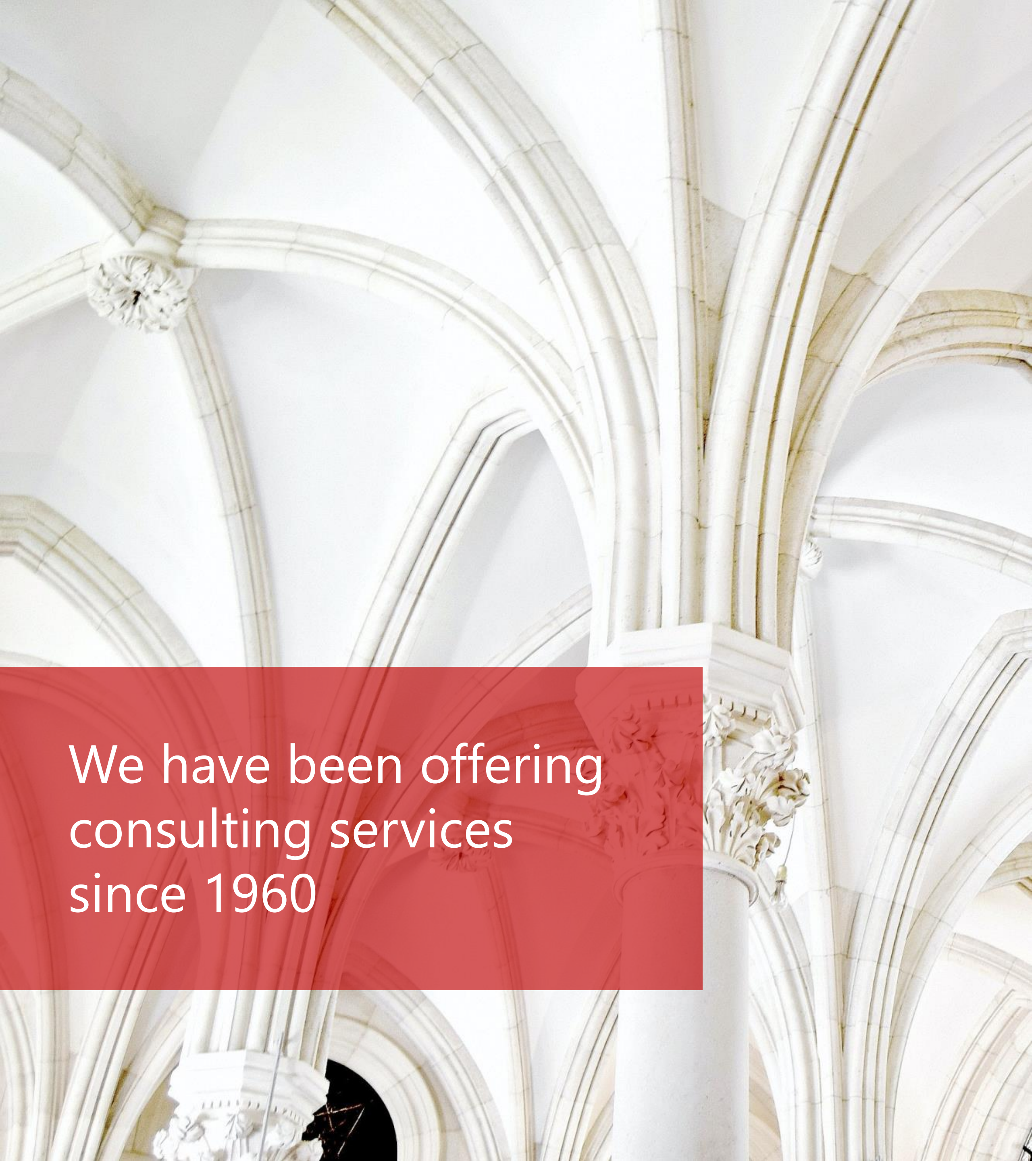


fidinam
Transaction Advisory

Company Presentation



Index

Who we are

- Fidinam Transaction Advisory SA specializes in both national and cross border M&A mandates as well as Transaction Services
- It was born as a joint venture between Fidinam Group (1960) and Ramus & Co. (1993). Today it is wholly owned by Fidinam Group representing its own M&A and Transaction Services arm
- We have strong synergistic collaborations throughout the Fidinam Group both in terms of know-how and geographical network
- Our headquarter is in Lugano, with strong presence in Northern Italy thanks to our Fidinam's Milan office

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 held 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	Bellinzona	Overseas	Hong Kong
	Zurich	Mendrisio		Dubai
	Geneva	Milano		Singapore
	Bern	Luxembourg		Sydney
	Luzern	Montecarlo		Ho Chi Minh City
	Basel			Wellington

Our key people

Dr. Roberto Grassi
Chairman of the Board

Samuele Lombardini
Senior Advisor
Finance/M&A Expert

Christian Ballabio
Senior Advisor
M&A Tax Expert

Avv. Paolo Zanazza
Senior Advisor
M&A Legal Expert

Dott. Pietro Cumpostu
Senior Advisor
Finance/M&A Expert

Avv. Raffaella Arena
Senior Advisor
Legal Expert

Giuseppe Lerose
Senior Advisor
M&A Tax Expert

Avv. Massimo Pedrazzini
Senior Advisor
M&A Expert

Tobia Losa
M&A Senior Associate
Finance Expert

Guido Turati
Senior Advisor
Finance Expert

Avv. Filippo Tornambé
Senior Advisor
Tax Expert

Emanuel Abram
Board Member
Finance Expert (CPA)

Alessandro Pedrinoni
Senior Advisor (Asia Pacific Region)
Finance Expert

Avv. Carlotta Parente
Senior Advisor
Legal Expert

Service mix

Mergers & Acquisitions Advisory

Equity & Debt Financing

Transaction Services

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Mergers & Acquisitions (M&A)

We provide a full range of **M&A advisory** services across all industry sectors.

- 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

- Tailor-made project design
- Solution oriented and systematic approach
- Relevant network within different industries
- Introduction of innovative approaches
- Extensive experience in managing complex negotiations

Equity & Debt Financing

We act as a sparring partner in relation to customized **financing solutions** for our customers and 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

- Proven experience in defining new 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

Transaction Services

Our experts bring proven experience of **financial, commercial, legal, tax and operational insights**. Top priority is to ensure that clients maximize their return on investment by becoming a trusted partner.

- Financial analysis and valuations
- Buy-side due diligence
- Vendor assistance and vendor due diligence
- Preparation of sale and purchase agreement (SPA)
- Tax due diligence
- Interim financial services

- Financial, tax and strategic know-how
- Cost efficiency and flexibility
- New perspectives, outside the company perimeter
- Orientation to performance and quality for the client

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

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Transaction Advisory

Case studies selection

REX.CH
RUBBER AND THERMOPLASTICS

was acquired by

BORFLEX®

M&A Sell-side

ABACUS consulting division of

pwc

was acquired by

fidinam

Financial DD for M&A Buy-side

Leading Italian player in the renewable energy distribution

Financial Valuation

Leading global player in the visa services industry

Investment Memorandum

fidinam
Transaction Advisory

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