

## **GLOBAL CORPORATE FINANCE**









### WHO WE ARE







Equita K Finance, part of Equita Group, is a primary Italian advisory firm founded in 1999, focused on mergers & acquisitions and corporate finance advisory.



**Equita Group**, Italy's leading independent investment bank listed on the STAR segment of Borsa Italiana's MTA market, is the leading independent broker in Italy offering its institutional clients brokerage services on equities, bonds, derivatives and ETFs. Equita also boasts an investment banking platform capable of combining independent advice with privileged access to capital markets and offers institutional investors and banking groups its expertise in asset management and deep knowledge of financial markets.



**Equita K Finance** is a founding partner of CLAIRFIELD INTERNATIONAL: «One of the top 5 independent M&A firms in Europe» (Source: Refinitiv)

CLAIRFIELD INTERNATIONAL is a global corporate finance partnership covering the major European, American (North and South), Asian-Pacific and African markets through partner offices with more than 400 professionals.



**Equita K Finance** is a partner of ELITE, Euronext Group's SMEs network supporting high-impact entrepreneurs to foster economic growth and sustainable development.



**Equita K Finance** is an Associate Member of AIFI, Italian Venture Capital and Private Equity Association. Equita K Finance is a member of the AIFI M&A Commission and developed "The Ethical Code of M&A". The Code, which sets the "ethical standards" for financial advisors, has been approved by the Board of Equita K Finance since its first publication in early 2006.



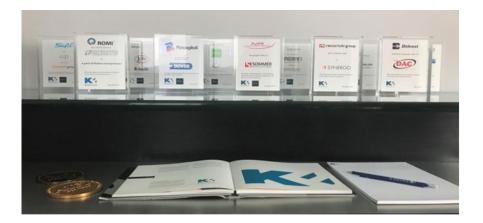
## **OUR CLIENTS**

## **OUR VALUES**





- **≣K**⁴ Entrepreneurial families
- **≣**K⁴ Institutional investors
- **≣K**⁴ International groups



- **≡K**⁴ Confidentiality
- **≣**K⁴ Plenty of common sense
- **Excellent technical skills**
- **≣K**⁴ Absence of conflicts of interest
- **Exasperated** protection of customer interests
- **≣K**⁴ Awareness that finance is psychology





## WHAT DISTINGUISHES US







A bespoke service of professional experts in over 20 countries on 4 continents



Leadership in cross border deals



Team cohesive, active for 20 years



Specialized in discontinuity



Deep industry knowledge in several domains



Orchestrated several complex extraordinary transactions



Senior Partners personally involved at each stage of the transactions



No conflicts of interests, fully committed to the Clients interests



### **SERVICES**





#### **≡K**⁴ MERGERS & ACQUISITIONS

Acquisitions, both national and, above all, international, represent the only way to compete on global markets in times characterized by low growth in Europe.

Equita K Finance supports the entrepreneur and the company at all stages, from the first negotiation to the closing of the deal.

- **≡** Growth through domestic acquisitions
- **■** Growth through outbound international acquisitions
- **■** Growth through inbound international acquisitions

#### **≡K**⁴ DIVESTMENTS

Equita K Finance has developed and consolidated strong experience in managing international competitive auctioning processes that enable to achieve multiples above the average market ones and to maximize the value for the shareholders.

- International divestments competitive processes
- **■** Selection of strategic partners
- **■** Entry of private equity funds into the company's capital
- **■** Replacement of non operative / non strategic partners
- **■** Divestments of non strategic assets

#### **≡K** CORPORATE FINANCE

Equita K Finance helps its clients to transfer the logics of value creation and financial risk to corporate strategy. Evaluating the present position of the company, understanding its roots, planning where to go, always with an aim: creating value, managing the financial risk.

With this purpose Equita K Finance offers a variety of services:

- **≡** Financial and strategic planning
- Mid-term planning of the company's value growth
- **■** Use of our proprietary methodology Value-Rating
- **Valuations and Fairness Opinion**

### **≣K**⁴ EQUITY AND DEBT

- Equity and debt raising: capital increase, debt raising, subordinated equity or mezzanine debt collection
- **≡** Financial structure optimization consulting
- **■** Refinancing and restructuring of bank debt
- **■** Debt/equity ratio optimization
- **■** Listing on the stock-exchange or on secondary markets for SMEs



### **DEMANDS**





### **≡K** INTERNAL DEVELOPMENT PROGRAMMES

Very often, SMEs which have the possibility of launching new products or conquering new markets see their development constrained by a lack of adequate financial resources, which would exceed the normal scope of bank credit facilities. Equita K Finance assists such companies in the determination of their financial requirements and in raising the necessary capital through the analysis and evaluation of a business plan, which is then presented to the financial community to single out and select institutional investor.

#### **≡K**✓ EXTERNAL DIMENSIONAL GROWTH

In many cases, the acquisition of competitive or complementary companies represents the fastest way of increasing the value of one's own company and of achieving the minimal optimal dimensions required by the new competitive dynamics of global markets. Equita K Finance helps companies draw up their strategic growth plans, single out their target acquisition companies, and deal with evaluations and negotiations until the operation has come to its conclusion, while at the same time looking for the funds to be raised to finance the acquisition.

#### **≡K** GENERATIONAL CHANGE

Many entrepreneurs find themselves in a situation whereby they have to project, plan and facilitate their company's transition from, say, the second to the third generation. The company members' differing attitudes and strategic orientations may call for changes in the corporate direction. In such a case, Equita K Finance is able to provide management support by the introduction of planning and controlling systems, new managerial resources and financial partners, which would also allow for the liquidation of such parts of the company that may be an obstacle to its development.

#### **■K** CONVERTING PART OF ONE'S OWN INVESTMENTS INTO MONEY

The assignment of a minority stake of shares to institutional investors is appropriate when someone wants to convert part of his or her own business investments into money while retaining control of the company. Equita K Finance will conduct an evaluation of the company, look for an institutional investor, and negotiate the terms and conditions for the assignment.

### **DISPOSAL OF COMPANIES, ASSETS AND PARTICIPATIONS**

The sale of companies, assets or not anymore strategic participations allows to free resources that can be assigned to investments either more remunerative or more focused on the core business. Equita K Finance is able to manage all the sale process, from the research of the parties interested to the buying to the definition of the sale's conditions.



## **THE TEAM**







Giuseppe R. Grasso CEO



Filippo Guicciardi CEO



Silvio Curioni COO



Antonio Scarabosio Partner



Massimo Banfi Director



Andrea Bianchini Director



Andrea Dubini Director



Manuela Gariboldi Director



Stefano Libera Director



Beatrice Reggiori Director



Mario F. Grasso Associate



Alice Sorato
Associate



Riccardo Zanasi Associate



Silvia Albergoni Analyst



Mattia Brucci Analyst



Vanessa Tourlida Office Manager



Graziella Comia Secretary



## **INTERNATIONAL M&A LEAGUE TABLES**





Equita K Finance is 4<sup>th</sup> based on number of transactions closed in Italy and Clairfield International, of which Equita K Finance is the Italian partner, is 15<sup>th</sup> in Europe

MM3a - Italian Involvement Small-Cap	FY 2023

		# of Deals per Advisor			
Financial Advisory	2023 Rank	2022 Rank	# of Deals	Change in # of Deals	
KPMG	1	1	73	-39	_
Deloitte	2	2	54	0	-
PricewaterhouseCoopers	3	3	36	-4	_
Equita Sim SpA / Equita K Finance	4	7*	32	6	
Mediobanca	5	6	28	3	
Vitale&Co-IMAP	6	4	26	-4	_
Rothschild & Co	7	5	24	-2	•
Ernst & Young LLP	8	11	23	8	<b>A</b>
BNP Paribas SA	9*	14*	16	5	<b>A</b>
Prometeia SpA	9*	25*	16	10	<b>A</b>
JP Morgan	9*	18*	16	7	<b>A</b>
Banca Akros SpA/Oaklins Italy	12*	8*	15	-1	_
Ethica Group	12*	17	15	5	<b>A</b>
Unicredit	12*	37*	15	11	
Globalscope	15	31*	14	9	<b>A</b>
Lazard	16	8*	13	-3	_
Minerva Corporate Finance Srl	17	79*	12	11	<b>A</b>
Kon SpA	18	8*	11	-5	_
Houlihan Lokey	19*	7*	10	-8	•
Pirola Corporate Fin Spa	19*	22*	10	3	
Clearwater International	21*	14*	9	-2	•
BofA Securities Inc	21*	55*	9	7	
Kitra Advisory SpA	21*	-	9	9	<b>A</b>
Industry Total			1.754	144	

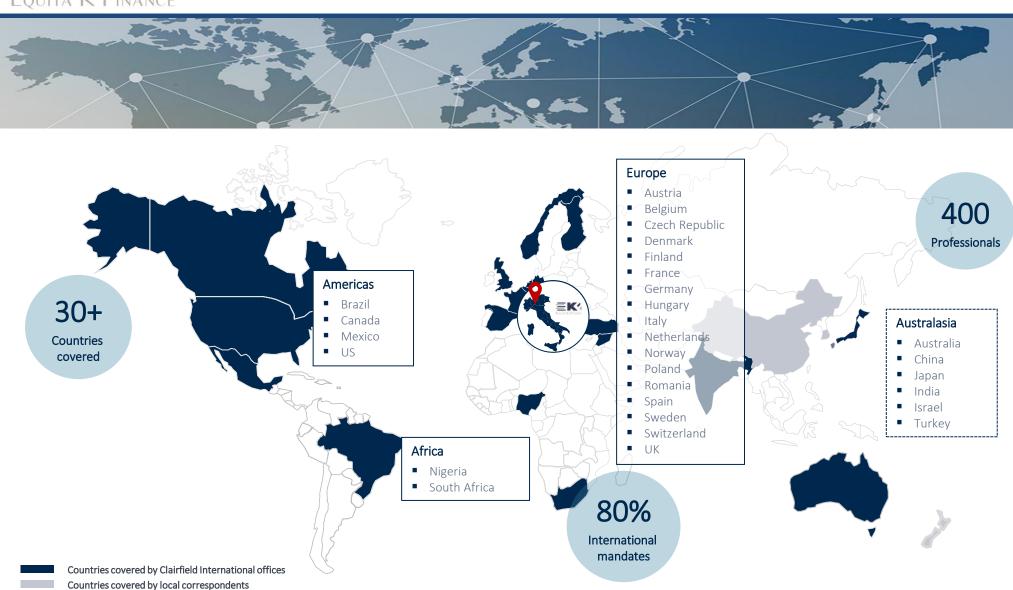
MM3a - European Involvement Small-Cap	FY2023

# of Deals per A					
Financial Advisory	2023 Rank	2022 Rank	# of Deals	Change in # of Deals	
PricewaterhouseCoopers	1	1	367	-115	▼
K3 Capital Group PLC	2	3	336	-5	•
KPMG	3	2	262	-163	▼
Rothschild & Co	4	5	227	-47	•
Deloitte	5	4	216	-89	▼
BDO	6	6	177	-91	•
Ernst & Young LLP	7	8	170	-42	•
Oaklins	8	9	151	0	-
Grant Thornton	9	7	130	-84	•
Baker Tilly International	10	12	128	-4	•
Clearwater International	11	13	120	-7	•
Houlihan Lokey	12	10	117	-27	•
Lazard	13	15*	115	18	<b>A</b>
IMAP	14	11	107	-32	•
Lincoln International	15*	18	91	3	<b>A</b>
Clairfield International	15*	14	91	-9	•
Benchmark International	17	21*	88	22	<b>A</b>
BNP Paribas SA	18	19	78	2	
JP Morgan	19	24	70	6	<b>A</b>
Daiwa Securities Group Inc	20	25*	68	6	
Translink Corporate Finance	21	17	64	-26	•
Natixis	22	28	57	3	
Globalscope	23	23	54	-11	•
Credit Agricole CIB	24	33	50	3	<b>A</b>
Industry Total			19,229	-1,809	<b>V</b>



## **INTERNATIONAL COVERAGE**







## **CLAIRFIELD INTERNATIONAL**





### **≡K** EQUITA K FINANCE IS THE EXCLUSIVE PARTNER FIRM OF CLAIRFIELD INTERNATIONAL IN ITALY

Clairfield International provides corporate finance advisory services, mainly in crossborder mergers and acquisitions. Our focus is the middle-market, designing, initiating, and executing transactions of generally up to USD 500 million in enterprise value. Clairfield has 35 offices in 23 countries operating through partner-managed entrepreneurial firms.

Clairfield's independent and highest quality professional advice, coupled with strong expertise in crossborder M&A and understanding of local cultures, sector expertise and regulatory environments, has allowed our clients to successfully reach their growth, business, or family objectives.

Our clients enjoy direct access to local and international counterparties through our over 300 corporate finance professionals across Europe, the Americas, Asia and Africa. We recognize the challenges and opportunities of midmarket M&A and we therefore ensure that our clients receive advice from our senior partners and directors at all stages of a transaction, based on leading experience in various industry sectors.

Clairfield celebrates 20 years of advising on mid-market transactions for small, medium and large companies in 2024, ranking among the top independent M&A advisory firms in LSEG World, Europe, USA, Latin America and Asia Pacific leagues and has closed more than 600 deals worth over €20 billion in the last five years.





## **PRIVATE EQUITY**





- **Equita K Finance** advises entrepreneurs in structuring private equity deals by:
  - selecting the best deal structure
  - ≡ selecting the most suitable fund
  - structuring and closing the deal, closely protecting the interests of the client at each step of the transaction

- Equita K Finance advises private equity funds by:
  - locating target companies
  - locating add-on acquisitions
  - managing sell mandates of portfolio companies

































Charme Capital Partners









## **EQUITA GROUP**







# THE LEADING INDEPENDENT INVESTMENT BANK IN ITALY

Since July 2020, Equita K Finance is part of Equita Group, the leading financial markets expert and the leading independent investment bank in Italy, a reference partner for investors, companies and financial institutions.

#### **BUSINESS AREAS**









With 50 years of experience, Equita Group offers:

- Brokerage services, quality research and alternative investment solutions to domestic and international investors
- Investment banking services, capital raising solutions and quality consulting, helping clients to find investors and support their growth

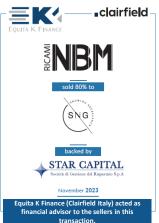
















































shareholders in this transaction





















AMBIENTA

caprari

Equita K Finance (Clairfield Italy) acted

as financial advisor to the buyers in this transaction

calpeda







Tollegno 1900

INDORAMA

July 2022

Equita K Finance (Clairfield Italy) acted as

financial advisor to the sellers in this

transaction



Equita K Finance (Clairfield Italy) acted as

financial advisor to the sellers in this

transaction

AMEGAS

clairfield























































































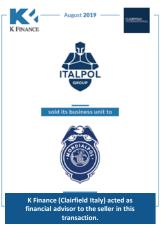
































transaction.











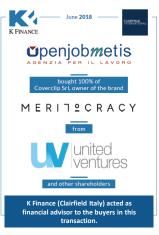
















































































## **CONTACTS**





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