

YOUR ADVISOR IN CORPORATE FINANCE



PROFILE

Fineurop Soditic is an independent corporate finance firm established in 1998. It is focused on M&A and Debt Advisory. Headquartered in Milan, Fineurop Soditic has an extensive international network. Fineurop Soditic has successfully completed over 700 domestic and cross border transactions with family owned businesses, large corporates and private equity firms. It has established a position as a leading player in the Italian market with a particular focus on mid-sized businesses. Fineurop Soditic's main shareholders are the Fineurop Group, active in export finance since 1966; Soditic Finance, an international financial services company based in London; and the senior management. Besides corporate finance, Fineurop Group is successfully active in direct investments and investments in distressed assets. It is also promoter of a club of investors which is focused on investment opportunities in not listed SMEs.

Fineurop Soditic is an Associate Member of AIFI (Italian Venture Capital and Private Equity Association) and it is also member of the World M&A Alliance (international cooperation of independent M&A advisory firms, each having a strong track record in their home market).



Eugenio Morpurgo CEO and founding Partner

6 6 "Since the creation within Fineurop Soditic of a fully dedicated department in the year 2000, the role of our independent debt advisor has become more and more important.

It is not just a matter of finding the best conditions in terms of costs and structure but also participating with the borrower to a correct assessment of the risks and financial sustainability of the acquisition.

In a M&A context our debt advisory practice gives buy side, both for strategic and financial investors, an important competitive advantage, helping to reduce the "time to signing" and to get the deal done through a swift delivery.

Beside M&A projects, we assist corporations in financial restructuring and refinancing, allowing them to meet their investment needs or to overcome transitional financial strains.

DEBT ADVISORY TEAM



Umberto Zanuso Senior Partner Head of Structured Finance



Francesco Panizza



Ilenia Furlanis









Alessandro Anaclerio Matteo Brancaleoni
Senior Analyst
Senior Analyst



THE ROLE OF A DEBT ADVISOR

- In a more and more complex financial market, identification of the optimal financial structure in terms of amounts, costs, and operational flexibility, allowing the company to pursue its development strategy
- Assistance within the current scenario, characterized by markets volatility under inflation, geopolitical turmoil and uncertain economic outlook, in approaching the right lender and reaching the envisaged result
- Deep and customized valuation of short mid term financial needs, finding the convenient instrument among the solutions introduced by the recent Italian regulation
- Assessment of a precise strategy to approach the lending market, selecting the best financial institutions fitting with the project
- Structuring a daily dialogue with potential lenders helping them, even through an appropriate level of information, to get a clear view on the company and to minimize the execution uncertainty
- Assistance on all the aspects related to financing (i.e. management of the information flow, negotiations on legal documentation) until completion



DEBT ADVISORY - SELECTED TRANSACTIONS



























































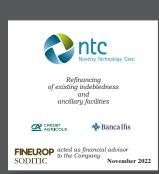


























































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