

TAMBURI & ASSOCIATI

TAMBURI INVESTMENT PARTNERS S.P.A.

JULY 2018

PALAZZARI & TURRIES
M&A ARTISANS

GATTI & Co.
TAMBURI INVESTMENT PARTNERS

WE SHOULD ALL FEEL NOTHING BUT SHAME FOR THE REPUTATION THAT FINANCE HAS EARNED ITSELF IN THE LAST FEW YEARS, BUT IF YOU MANAGE TO GUIDE HEALTHY CAPITAL FROM SUCCESSFUL BUSINESSES AND THE ASSETS OF FAMILIES THAT WISH TO INVEST THEM INTELLIGENTLY IN COMPANIES THAT REALLY WANT TO GROW, YOU ARE GENUINELY DOING ONE OF THE MOST BENEFICIAL JOBS IN THE WORLD.



@TAMBURITIP

- **TAMBURI & ASSOCIATI (“T&A”) IS THE ADVISORY DIVISION OF TAMBURI INVESTMENT PARTNERS S.P.A. (“TIP”), AN INDEPENDENT INVESTMENT & MERCHANT BANK LISTED ON THE MILAN STOCK EXCHANGE (STAR SEGMENT).**
- **FOUNDED IN THE EARLY NINETIES BY GIOVANNI TAMBURI AND ALESSANDRA GRITTI, T&A HOLDS SINCE MANY YEARS A LEADERSHIP POSITION IN ITALY AMONG FINANCIAL ADVISORY FIRMS.**
- **EXCELLENT TRACK RECORD: ABOUT 300 M&A DEALS SUCCESSFULLY COMPLETED IN THE PERIOD 2000-2017.**
- **FOCUSED ON M&A AND CORPORATE FINANCE ADVISORY MAINLY ADDRESSED TO THE NEEDS OF MEDIUM SIZE COMPANIES AND ENTREPRENEURIAL FAMILIES.**
- **STABLE TEAM OF SKILLED PROFESSIONALS AND FOUNDING PARTNERS WITH OVER 30 YEARS OF EXPERIENCE IN THE BUSINESS.**

- **PRESTIGIOUS AND LOYAL CLIENT BASE** REPRESENTED BY **MEDIUM SIZE COMPANIES IN ITALY** (MAINLY HISTORICAL FAMILY OWNED BUSINESSES), **INTERNATIONAL GROUPS** AND **FOREIGN INVESTORS** WHO OPERATE IN ITALY IN M&A PROJECTS.
- MAIN OFFICES IN **MILAN (ITALY)** AND **STRONG INTERNATIONAL PRESENCE** THROUGH DIRECT PARTNERSHIP IN **GATTI & Co.** (FRANKFURT – GERMANY) AND **P&T** (HONG KONG).
- **STRONG COMPETENCES IN “CROSS-BORDER” TRANSACTIONS.**
- **STRONG INTEGRATION** AND CONSTANT INTERACTION WITH THE **NETWORK OF CLIENTS AND PORTFOLIO COMPANIES OF TIP.**
- **CONSOLIDATED EXPERIENCE** IN ALL MAIN SECTORS AND INDUSTRIES.

- T&A HAS ALWAYS RANKED AMONG THE **LEADING M&A ADVISORY FIRMS IN ITALY** BY NUMBER OF COMPLETED DEALS (AS SHOWN IN THE BELOW REPORTED SELECTION OF ANNUAL M&A “RANKINGS”).

2012	
COMPANY	N. DEALS
1 BANCA IMI	21
2 KPMG	19
3 MEOBANCA	15
4 UNICREDIT	12
5 ROTHSCHILD	11
- LEONARDO & Co.	11
- LAZARD	11
6 TAMBURI & ASSOCIATI	10
7 VITALE&ASSOCIATI	8
8 FINEUROP SODITIC	6
- BNP PARIBAS	6
- GLOBALSCOPE	6
9 PWC	5
- KLECHA & Co.	5
- EQUITA SIM	5

SOURCE: THOMSON REUTERS

2013	
COMPANY	N. DEALS
1 BANCA IMI	35
2 KPMG	23
3 MEOBANCA	20
4 LAZARD	16
5 BNP PARIBAS	14
6 ROTHSCHILD	12
- FINEUROP SODITIC	12
- DELOITTE	12
7 TAMBURI & ASSOCIATI	10
8 DEUTSCHE BANK	9
9 GOLDMAN SACHS	8
- PWC	8
10 BARCLAYS	7
- LEONARDO & Co.	7
11 JP MORGAN	5

SOURCE: LOMBARD

2014	
COMPANY	N. DEALS
1 KPMG	36
2 BANCA IMI	35
3 MEOBANCA	27
4 UNICREDIT	26
5 LAZARD	21
- ROTHSCHILD	21
6 BNP PARIBAS	18
7 TAMBURI & ASSOCIATI	16
8 VITALE&ASSOCIATI	13
9 LEONARDO & Co.	12
10 PWC	11
11 ETHICA CF	10
12 FINEUROP SODITIC	9
- K FINANCE	9
13 GOLDMAN SACHS	8

SOURCE: LOMBARD


2015	
COMPANY	N. DEALS
1 BANCA IMI	36
2 UNICREDIT	35
3 KPMG	27
4 MEOBANCA	26
5 ERNST&YOUNG	21
6 LEONARDO & Co.	21
7 PWC	18
- ARCHE S.R.L.	18
- IMAP	18
8 TAMBURI & ASSOCIATI	16
- ROTHSCHILD	13
- ALTUM CAPITAL LIMITED	12
- CITI	11
- GLOBALSCOPE	10
- LAZARD	9

SOURCE: THOMSON REUTERS


- 10-20 M&A DEALS** ON AVERAGE COMPLETED EVERY YEAR.
- ABOUT 300 M&A DEALS COMPLETED IN THE PERIOD 2000 / 2017**, NUMBERS WHICH POSITION **T&A AMONG THE LEADING M&A FIRMS IN ITALY “HISTORICALLY”**.

SELECTION OF RECENT M&A TRANSACTIONS

A COMPANY OF THE GROUP




HAS ACQUIRED THE TOTAL SHARE CAPITAL OF




IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI




HAS ACQUIRED A MINORITY STAKE IN




IN THE TRANSACTION THE BUYER HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI




HAS ACQUIRED THE TOTAL SHARE CAPITAL OF




IN THE TRANSACTION CGTH S.R.L. - MINORITY SHAREHOLDER OF NAVIONICS - HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI




HAS ACQUIRED A MAJORITY STAKE IN THE SHARE CAPITAL OF THE CANADIAN COMPANY




IN THE TRANSACTION THE PURCHASERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI




HAS SOLD THE BUSINESS DEDICATED TO THE DISTRIBUTION OF FLEXIBLE PACKAGING PRODUCTS TO A COMPANY OF THE GROUP




IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



HAS SUBSCRIBED A CAPITAL INCREASE OF ABOUT 120 MILLION EURO IN




IN THE TRANSACTION THE BUYER HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI

SELECTION OF RECENT M&A TRANSACTIONS


Dedalus
HEALTHCARE SYSTEMS GROUP

HAS ACQUIRED MORE THAN 83% OF THE SHARE CAPITAL OF



NOEMALIFE
WE CARE

IN THE TRANSACTION THE MAJORITY SHAREHOLDERS OF NOEMALIFE HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



MARLINK
Connect smarter. Anywhere.

A COMPANY CONTROLLED BY APAX PARTNERS FRANCE HAS ACQUIRED 99.5% OF THE SHARE CAPITAL OF



Telemar
Compagnia Generale

IN THE TRANSACTION THE SHAREHOLDERS OF TELEMAR HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



MVS

HAS ACQUIRED THE TOTAL SHARE CAPITAL OF



ADCI
of Delaware, LLC

IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



baglioni
pressure solutions

HAS ACQUIRED THE ENTIRE SHARE CAPITAL OF



ASTRA
astra refrigeranti spa

IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



CELLINO GROUP

HAS ESTABLISHED A JOINT VENTURE WITH ARCELOR MITTAL GROUP TO ACQUIRE THE COMPANIES SOLUSTIL (FRANCE) AND STALOBREX (POLAND)



ArcelorMittal

IN THE TRANSACTION CELLINO HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI


MEDASYS

HAS ACQUIRED THE TOTAL SHARE CAPITAL OF


netika

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI

- **STRONG INTERNATIONAL PRESENCE** THROUGH PARTNERSHIPS WITH INDEPENDENT FIRMS ACTIVE IN M&A AND CORPORATE FINANCE ADVISORY DEDICATED TO “MID-MARKET” CLIENTS.
- SUCH PRESENCE HAS BEEN CONSOLIDATED IN THE LAST YEARS IN ORDER TO **SUPPORT THE INTERNATIONAL DEVELOPMENT OF ITS CLIENTS**, WHO HAVE REACHED “**MULTINATIONAL**” **DIMENSION AND PROFILE**.



IN ADDITION T&A COLLABORATES WITH OTHER SELECTED AND “PROFILED” FINANCIAL ADVISORY FIRMS LOCATED IN VARIOUS COUNTRIES AROUND THE WORLD (EUROPE, ASIA AND AMERICAS).

- **TIP OWNS A 30% STAKE OF P&T, INVESTMENT BANK BASED IN HONG KONG, WHOSE PROMOTERS BOAST MORE THAN TWENTY YEARS EXPERIENCE ON THE ASIAN MARKET AND IN PARTICULAR IN THE CHINESE TERRITORY.**
- P&T OFFERS TO ITS CLIENTS THE FOLLOWING SERVICES:
 - SUPPORT TO MULTINATIONAL OR FAMILY OWNED COMPANIES IN THE DEFINITION, SELECTION, NEGOTIATION AND IMPLEMENTATION OF STRATEGIC CROSS-BORDER OR CROSS-CULTURAL M&A DEALS IN EUROPE AND CHINA;
 - **SCREENING AND SELECTION OF OPERATING PARTNERS** FOR THE DEVELOPMENT OF COMMERCIAL OR INDUSTRIAL PLANS THROUGH JOINT VENTURES OR SOPHISTICATED COMMERCIAL DEALS;
 - MONEY RAISING PROJECTS (DEBT OR EQUITY) FOR DEVELOPMENT PROJECTS;
 - SELECTION AND EXECUTION OF **INVESTMENT OR CO-INVESTMENT TRANSACTIONS** IN PRIVATE EQUITY – OR OTHER INSTRUMENTS – WITH DIFFERENT RISK-REWARD PROFILES;
 - **RESTRUCTURING PROJECTS** TO GAIN CONTROL OF CHINESE ASSETS OR RENEGOTIATION OF COMPANY’S DEALS WITH LOCAL PARTNERS;
 - INDEPENDENT MONITORING OF POTENTIAL INVESTMENTS.

U-HOME HOLDINGS

HAS ACQUIRED 60% OF THE RENOWNED ANTI-AGEING AND HEALTH MANAGEMENT GROUP

La Clinique de Paris

THE VENDORS WERE ASSISTED BY

PALAZZARI & TURRIES

MAY 2016

LIFE
LUXURY GROUP

HAS ENTERED INTO A STRATEGIC JOINT VENTURE FOR GREATER CHINA WITH GIUSEPPE ZANOTTI DESIGN

GIUSEPPE ZANOTTI DESIGN

WITH THE ASSISTENCE OF

PALAZZARI & TURRIES

MARCH 2016

QUALIPAC

HAS COMPLETED THE RESTRUCTURING OF THE JOINT VENTURE AND OF ALL THE OTHERS CHINESE ACTIVITIES OF

QUALIMETAL LTD.

WITH THE ASSISTENCE OF

PALAZZARI & TURRIES

MAY 2015

Capzanine
CAPITAL & PRIVATE DEBT

HAS SPONSORED THE MANAGEMENT BUYOUT OF

ALPHITAN
GROUP


THE EUROPEAN SPECIALIST IN THE MAINTAINANCE OF ELECTRICAL AND ELECTRONIC INDUSTRIAL SYSTEMS

THE MANAGERS WERE ASSISTED BY


PALAZZARI & TURRIES

JANUARY 2018

- **TIP OWNS A 30% STAKE OF GATTI & Co. GMBH, FINANCIAL ADVISORY BOUTIQUE BASED IN FRANKFURT (GERMANY), SPECIALIZED IN M&A ADVISORY FOR ITALIAN-GERMAN DEALS.**
- GATTI & Co. HAS BEEN FOUNDED BY LORENZO GATTI, ITALIAN/GERMAN BANKER WITH OVER **20 YEARS OF EXPERIENCE IN M&A TRANSACTIONS IN GERMANY**, WHERE HE HAS ALSO BEEN PARTNER AT DRUEKER & Co. AND MANAGING DIRECTOR AT LEONARDO & Co.
- THROUGH THIS PARTNERSHIP **TIP FURTHER STRENGTHENS ITS PRESENCE ON THE GERMAN MARKET**, WHICH IS PARTICULARLY IMPORTANT FOR THE ITALIAN ENTREPRENEURIAL NETWORK, ESPECIALLY FOR TIP'S CLIENTS AND PORTFOLIO COMPANIES.




HAS ACQUIRED 100% OF THE SHARES OF




IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY

GATTI & Co.
TAMBURI INVESTMENT PARTNERS



HAS ACQUIRED THE BUSINESS OF



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY

GATTI & Co.
TAMBURI INVESTMENT PARTNERS




HAS ACQUIRED 100% OF THE SHARES OF




IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY

GATTI & Co.
TAMBURI INVESTMENT PARTNERS



HAS ACQUIRED



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY


GATTI & Co.
TAMBURI INVESTMENT PARTNERS

T&A OFFERS **FULL FINANCIAL ADVISORY SUPPORT** FOR **M&A** AND CORPORATE FINANCE RELATED TOPICS, WITH SPECIFIC FOCUS ON:





- **ACQUISITION / DISPOSAL** OF COMPANIES, SHAREHOLDINGS, GOING CONCERNS, BRANDS AS WELL AS **MERGERS, SPIN-OFFS**, CONTRIBUTION IN KINDS AND JOINT VENTURE PROJECTS;
- **STOCK LISTING PROJECTS**, BOTH ON ITALIAN MARKETS (MTA, STAR, AIM) AND INTERNATIONAL MARKETS (IN THIS CASE WITH THE COLLABORATION OF INTERNATIONAL PARTNERS);
- ADVISORY FOR PUBLIC **TENDER OFFERS** INVOLVING COMPANIES LISTED ON STOCK MARKETS OR FOR OTHER CAPITAL TRANSACTIONS RELATED TO LISTED COMPANIES (CAPITAL INCREASES, ETC.);
- **EVALUATIONS, APPRAISALS AND FAIRNESS OPINIONS ON COMPANIES**, SHAREHOLDINGS, GOING CONCERNS AND BRANDS;
- SUPPORT IN THE **PREPARATION OF BUSINESS PLANS** ALSO AIMED AT COLLECTING EXTERNAL FINANCIAL RESOURCES (EQUITY OR DEBT);
- OPINIONS AND FEASIBILITY STUDIES REGARDING **CORPORATE RATIONALIZATION, REORGANIZATION / INTEGRATION AND INVESTMENT DEVELOPMENT PROJECTS**;
- OPINIONS OF ECONOMIC/FINANCIAL NATURE IN THE CONTEXT OF LEGAL ARBITRATIONS;
- **SOLUTIONS TO SHAREHOLDING SITUATIONS** WHERE THERE ARE DIFFERENT POSITIONS AMONG THE SHAREHOLDERS AND/OR SUCCESSION ISSUES.

- T&A HISTORICALLY ADVISES PRIMARY CLIENTS OPERATING IN ALL MAJOR SECTORS, MAINLY RELATED TO **INDUSTRIAL / MANUFACTURING AND BUSINESS SERVICES**.
- THE TYPOLOGY OF CLIENTS T&A SERVES IS REPRESENTED BY:
 - **MEDIUM SIZE ITALIAN COMPANIES**, GENERALLY FAMILY OWNED, FINANCIALLY STRONG AND WITH A SIGNIFICANT PORTION OF BUSINESS GENERATED ABROAD;
 - **CORPORATES** ACTIVE IN ITALY IN M&A AND CORPORATE FINANCE PROJECTS;
 - **FINANCIAL INVESTORS** (PRIVATE EQUITY FUNDS, INVESTMENT COMPANIES, ETC.), DOMESTIC OR INTERNATIONAL, ACTIVE IN ITALY IN M&A AND CORPORATE FINANCE PROJECTS.
- DESPITE ITS CROSS-PRESENCE IN VARIOUS SECTORS, IN THE LAST YEARS T&A HAS DEVELOPED **SPECIFIC COMPETENCES IN CERTAIN REFERENCE SEGMENTS**, FINALIZING RELEVANT TRANSACTIONS. IN PARTICULAR:
 - **FOOD & BEVERAGE / CONSUMER GOODS**
 - **HEALTHCARE**
 - **INDUSTRIAL (PLASTIC & PACKAGING, CHEMICAL, AUTOMOTIVE, ETC.)**
 - **APPAREL / FASHION, DESIGN, RETAIL**
 - **SHIPPING**
 - **BUSINESS SERVICES (ITC, ETC.)**


EXPERIENCE — CONSUMER GOODS / HEALTHCARE




HAS SOLD TO A COMPANY BELONGING TO BIRDS EYE IGLO GROUP LIMITED (CONTROLLED BY PERMIRA) THE ITALIAN BUSINESS ACTIVITIES

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI




HAS ACQUIRED FROM UNILEVER GROUP THE BUSINESS



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

CLUBITALY S.R.L.

HAS ACQUIRED A MINORITY STAKE IN THE GROUP



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI



HAS ACQUIRED THE COMPANY



FROM THE GROUP




IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

FINCITT S.r.l.


HAS ACQUIRED A STAKE IN THE CAPITAL OF THE GROUP



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI




HAS ACQUIRED THROUGH THE SUBSCRIPTION OF A RESERVED CAPITAL INCREASE A 45% STAKE (RELATIVE MAJORITY STAKE) OF



IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

T.I.P.O. HOLDINGTOOLSS.R.L.
TIP-PREIPO S.P.A.


HAVE ACQUIRED THE ENTIRE SHARE CAPITAL OF



IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

UniCredit **BPM** BANCA POPOLARE
DI MILANO


HAVE ISSUED A LONG TERM CREDIT FACILITY FOR
THE REALIZATION OF A PRODUCTION PLANT
IN THE USA IN FAVOUR OF



IN THE TRANSACTION RITRAMA
HAS BEEN ASSISTED BY
TAMBURI & ASSOCIATI

FALCK RENEWABLES


HAS ACQUIRED THE 100% OF



IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

valspar
if it matters, we're on it®


HAS ACQUIRED THE TOTAL SHARE CAPITAL OF



IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI



INVER

HAS ACQUIRED 100% STAKE IN
THE EUROPEAN POWDER COATINGS BUSINESSES
OF THE GROUP



IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

JOINT VENTURE BETWEEN GLN GROUP AND
CELLINO S.R.L. IN THE SHEET METAL
COMPONENTS SECTOR FOR AUTOMOTIVE
INDUSTRY.

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

EXPERIENCE — OTHER SECTORS



EXECUTED A SHARE RIGHTS
OFFERING WITH FREE WARRANTS
ISSUED SIMULTANEOUSLY

IN THE TRANSACTION THE ISSUER
HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI



HAS ACQUIRED A MINORITY STAKE IN

IN THE TRANSACTION THE BUYER
HAS BEEN ASSISTED BY

TAMBURI & ASSOCIATI

CLUBSETTE S.R.L.

HAS ACQUIRED A MINORITY STAKE IN
RUFFINI PARTECIPAZIONI S.R.L., COMPANY WHICH
HOLDS A RELEVANT STAKE IN

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI



SIGNED AN AGREEMENT FOR UNDERWRITING A
PRE-IPO CONVERTIBLE BOND ISSUED BY

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI

TXR S.R.L.

HAS ACQUIRED A MINORITY STAKE IN
THE CONTROLLING HOLDING
OF THE GROUP

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI

HAS ACQUIRED THE ENTIRE
SHARE CAPITAL OF THE GROUP

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY

TAMBURI & ASSOCIATI

TAMBURI & ASSOCIATI

TAMBURI INVESTMENT PARTNERS S.P.A.

- TIP IS AN INDEPENDENT **INVESTMENT & MERCHANT BANK** WHICH HAS PLACED “EXCELLENT” COMPANIES IN THE CENTER OF ITS FOCUS OF ACTIVITY AND INTEREST.
- TIP INVESTS:
 - I. WITH A REAL **MEDIUM / LONG TERM HORIZON**;
 - II. IN **MINORITY STAKES** LEAVING TO THE ENTREPRENEURS THE RESPONSIBILITY AND THE GUIDANCE OF THE PARTICIPATED COMPANIES;
 - III. CAPITALIZING ON A RELEVANT AND UNIQUE ‘ASSET’ REPRESENTED BY COMPETENCES OF SEVERAL **FAMILIES OF ENTREPRENEURS / SHAREHOLDERS**.
- TIP IS **LISTED ON THE MILAN STOCK EXCHANGE (STAR SEGMENT)**, WITH A CURRENT MARKET CAPITALIZATION OF ABOUT **1 BILLION EURO**.
- TIP ALSO OPERATES THROUGH “**CLUB DEALS**” WHICH PROVIDE FOR THE CREATION OF SPECIFIC INVESTMENT VEHICLES IN WHICH TIP PARTNERS WITH OTHER EXTREMELY QUALIFIED INVESTORS. EXAMPLES OF SUCCESSFUL “CLUB DEALS” REALIZED BY TIP ARE: **MONCLER, EATALY, INTERPUMP, DATALOGIC, PRYSMIAN, TIPO, ASSET ITALIA**.
- AS AT TODAY TIP HAS REALIZED TOTAL INVESTMENTS - DIRECTLY OR THROUGH “CLUB DEALS” – FOR AROUND **3 BILLION EURO**.
- TIP’S **STABLE SHAREHOLDERS INCLUDE SOME OF THE MOST IMPORTANT ITALIAN BUSINESS FAMILIES**, WHO CAN OFFER THEIR INDUSTRIAL KNOW-HOW AND DIRECTLY PARTICIPATE, AS CO-INVESTORS, IN LARGE TRANSACTIONS.



LISTED COMPANIES



IPO 7/9/18

PRIVATE COMPANIES



LISTED ON NASDAQ
AND ACQUIRED BY
NOVARTIS THROUGH
A TENDER OFFER



- T&A OPERATES THROUGH A STABLE **TEAM OF FULL TIME PROFESSIONALS**, LOCATED IN THE **MILAN OFFICE**.
- THE **MILAN TEAM** IS INTEGRATED BY THE ONE PRESENT IN **THE P&T OFFICE IN HONG KONG** (ABOUT 10 PEOPLE) AND IN THE **GATTI & CO. OFFICE IN FRANKFURT** (3 PEOPLE).
- T&A PROVIDES TO ITS CLIENTS TOP CLASS PROFESSIONAL SKILLS AND COMPETENCES TO MANAGE M&A AND CORPORATE FINANCE RELATED ISSUES MATURED IN MANY YEARS OF EXPERIENCE LINKED TO **FLEXIBILITY, EFFICIENCY AND ABSOLUTE INDEPENDENCE FROM LARGE GROUPS, BANKS, ETC.**
- THE MAIN PARTNERS OF T&A HAVE MATURED A **20 – 30 YEARS EXPERIENCE IN THEIR FIELDS**, WHICH IS UNIQUE IN THE ENTIRE ITALIAN M&A MARKET.

MANAGEMENT

GIOVANNI TAMBURI	CHAIRMAN AND MANAGING DIRECTOR (FOUNDING PARTNER)
ALESSANDRA GRITTI	VICE CHAIRMAN AND MANAGING DIRECTOR (FOUNDING PARTNER)
CLAUDIO BERRETTI	GENERAL MANAGER AND EXECUTIVE DIRECTOR (IN TIP SINCE 1995)
ALESSANDRO MARTINONI	DIRECTOR ADVISORY (IN TIP SINCE 1999)

SELECTION OF M&A TRANSACTIONS

Dedalus
HEALTHCARE SYSTEMS GROUP

HAS NEGOTIATED THE REVIEW OF CERTAIN
TERMS AND CONDITIONS OF THE LOAN
AGREEMENT SUBSCRIBED WITH



IN THE TRANSACTION DEDALUS HAS BEEN
ASSISTED BY

TAMBURI & ASSOCIATI

 **STERIS**

HAS ACQUIRED A STAKE THROUGH THE
SUBSCRIPTION OF A DEDICATED SHARE CAPITAL
INCREASE OF



IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

TENIMENTI
ANGELINI

HAS ACQUIRED A MAJORITY STAKE IN



IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

A GROUP OF PRIVATE INVESTORS AND TAMBURI
INVESTMENT PARTNERS HAVE ACQUIRED A
RELEVANT MINORITY STAKE IN THE CAPITAL OF



THE TRANSACTION HAS BEEN CREATED, ADVISED
AND FINALISED BY

TAMBURI & ASSOCIATI

 **NET ENGINEERING**

HAS SOLD ITS 100% STAKE OWNED IN IMS MBH TO



IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

CLUBTRE S.R.L.

HAS ACQUIRED A MINORITY STAKE IN

Prysmian
Group

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

TAMBURI & ASSOCIATI

TAMBURI INVESTMENT PARTNERS S.P.A.

SELECTION OF M&A TRANSACTIONS




mondo**plastico**
PVC FILM AS WE SEE IT

HAS ACQUIRED THE GOING CONCERN RELATED TO THE PRODUCTION AND COMMERCIALISATION OF PVC FILMS FROM




EUROPLASTIC SUD s.r.l.
Industria resine

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI



DATA**LOGIC**™


HAS ACQUIRED A 100% STAKE IN THE COMPANY



PPT VISION


IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

A COMPANY OF THE GROUP




TECHNO**GYM**

HAS ACQUIRED A STAKE OF




ENER**VIT**

IN THE TRANSACTION THE SELLERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI



NH
HOTELES

HAS ACQUIRED A FURTHER STAKE OF



JOLLY **HOTELS**

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI



RITRANA

HAS ACQUIRED IN EXECUTION OF A «CONCORDATO PREVENTIVO» PROCEDURE A CARVE-OUT OF




PF polifibra

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

PRIVATE INVESTORS

HAVE ACQUIRED THE TOTAL SHARE CAPITAL OF



FRESCOPIADA
Artigiani di Riccione

IN THE TRANSACTION THE BUYERS HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

SELECTION OF M&A TRANSACTIONS

Raymarine®

HAS ACQUIRED 100% STAKE IN THE COMPANY

DeckMarine

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

GARMIN™

HAS ACQUIRED THE ENTIRE CAPITAL OF THE
COMPANY

Synergy

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

Reply
The e-builder

HAS ACQUIRED A MAJORITY STAKE IN THE
CAPITAL OF

IRISCUBE

THE TRANSACTION HAS BEEN CREATED, ADVISED
AND FINALISED BY
TAMBURI & ASSOCIATI

INDUSTRIA & FINANZA

HAS SOLD TO A PRIVATE INVESTOR
THE ENTIRE SHARE CAPITAL OF

EMMEGI

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

BONOMELLI

HAS ACQUIRED THE BUSINESS OF

Cuore

THE TRANSACTION HAS BEEN GENERATED
AND FINALISED BY
TAMBURI & ASSOCIATI

ENERVIT

HAS ACQUIRED THE

**VITAMIN
STORE**

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

SELECTION OF M&A TRANSACTIONS



SERVIZITALIA

HAS ACQUIRED THE 50,1% STAKE OF THE GROUP


MaxLav
Services

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI

RISTRUCTURING OF THE GROUP EX ART. 182 BIS


Montefibre

IN THE TRANSACTION MONTEFIBRE S.P.A. HAS BEEN
ASSISTED BY
TAMBURI & ASSOCIATI



Croc'
frais

HAS ACQUIRED THE COMPANY



AGROAZUR
FROM THE GROUP


Olio Carli

IN THE TRANSACTION THE SELLERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI


DATALOGIC™

HAS ACQUIRED FROM DANAHER A 100% STAKE IN


ACCU-SORT®

AND CERTAIN OF ITS AFFILIATES

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI


THE GROUP


DATA
service


HAS ACQUIRED THE COMPANY


UNIVERSO
SERVIZI

IN THE TRANSACTION THE BUYERS
HAVE BEEN ASSISTED BY
TAMBURI & ASSOCIATI


seat-g
PAGINE GIALLE

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