



Who we are



Why Marco Polo ...

It was the spring of 1271 when Marco Polo, at the age of seventeen, set off from his native city of Venice to discover the world. He would return from that adventure more than twenty years later with many stories to tell.

We have chosen to name our company after this great explorer because:

- he **dedicated his life to the discovery** of new territories;
- not only was he an intellectual, **he was also a merchant**, keeping him practical and grounded;
- he **served as a consultant** to some of the most powerful figures of his time; he was **an *ante litteram* advisor**.

Marco Polo Advisor aims to follow in his footsteps and:

- explore new areas of research;
- provide tangible solutions to customer demands with the routes we follow in order to create wealth;
- become a trusted advisor for companies and financial institutions in extraordinary financial transactions.



Our philosophy

Long-term wealth

We assist our clients in the creation of wealth through extraordinary transactions and by creating long-term relationships.

Ad hoc services

We offer qualified, customised and flexible services by adapting our approach during the different phases of the client company's life cycle.

Not "just" financial consulting

We offer a broad approach and our services are not limited to financial consulting alone, but also extend to understanding of the specific manufacturing and organisational problems that our clients may experience.

Qualified access to capital markets

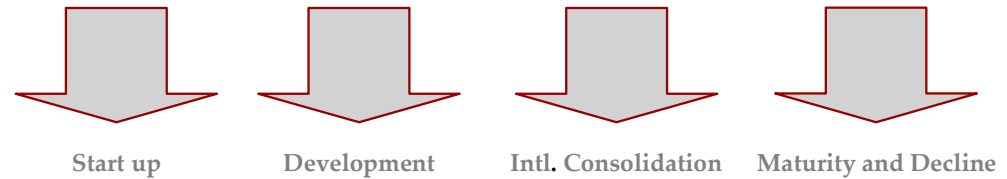
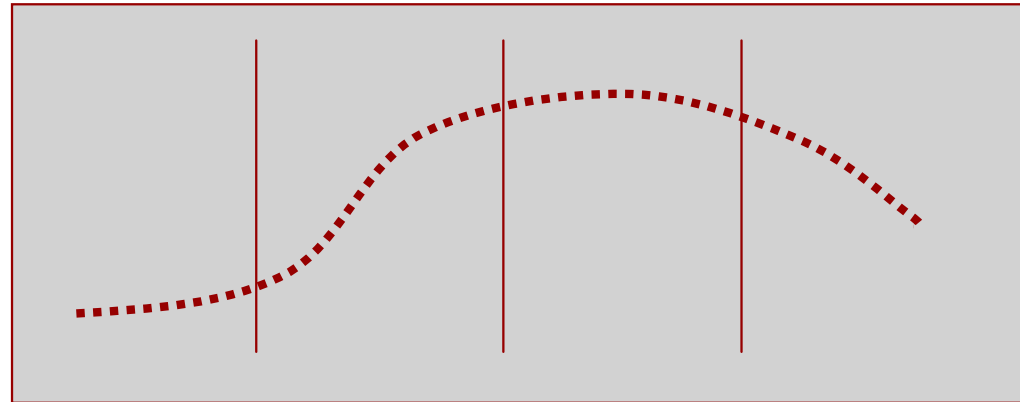
We assist companies and groups of all sizes in accessing capital markets and creating contacts with important investors and financial institutions.



To help companies designing and implementing innovative and unconventional long term financial strategies

How we work

We support our client companies throughout each stage of their financial life cycles, because each individual phase requires specific types of transactions and different forms of assistance.



-
- | | | | |
|-----------------|-----------------------|-----------------|-----------------|
| - Business plan | - Strategy | - Int expansion | - Restructuring |
| - Seed capital | - Management control | - M&A | - Spin-off |
| | - Development capital | - Leverage | |
| | | - Debt advisory | |

How we work

We assist our clients in **designing unconventional and unexpected routes for development**

We offer a broad approach and **our services are not limited to financial consulting alone**, but also extend to understanding of the specific manufacturing and organisational problems that our clients may experience

Our goal: **the creation of wealth through extraordinary transactions** and by creating long-term relationships.



Targeted routes for development



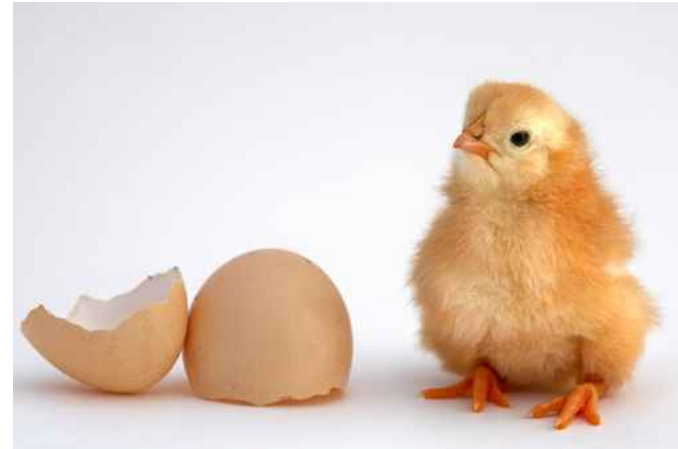
We are oriented towards increasing wealth

How we work

A Company needs equity and debt capital to grow: we assist companies and groups of all sizes in **accessing capital markets and creating contacts with important investors** and financial institutions.

We help our client companies achieve standards required by international investors – not only with regard to financial aspects but also more generally in relation to all areas that are associated with corporate management – strategic clarity; adequate coverage for organisational roles and processes; control management – thereby allowing for the best possible results in extraordinary transactions.

We work in close collaboration with our clients with our team's continued presence within the company, providing extremely significant and measurable results.



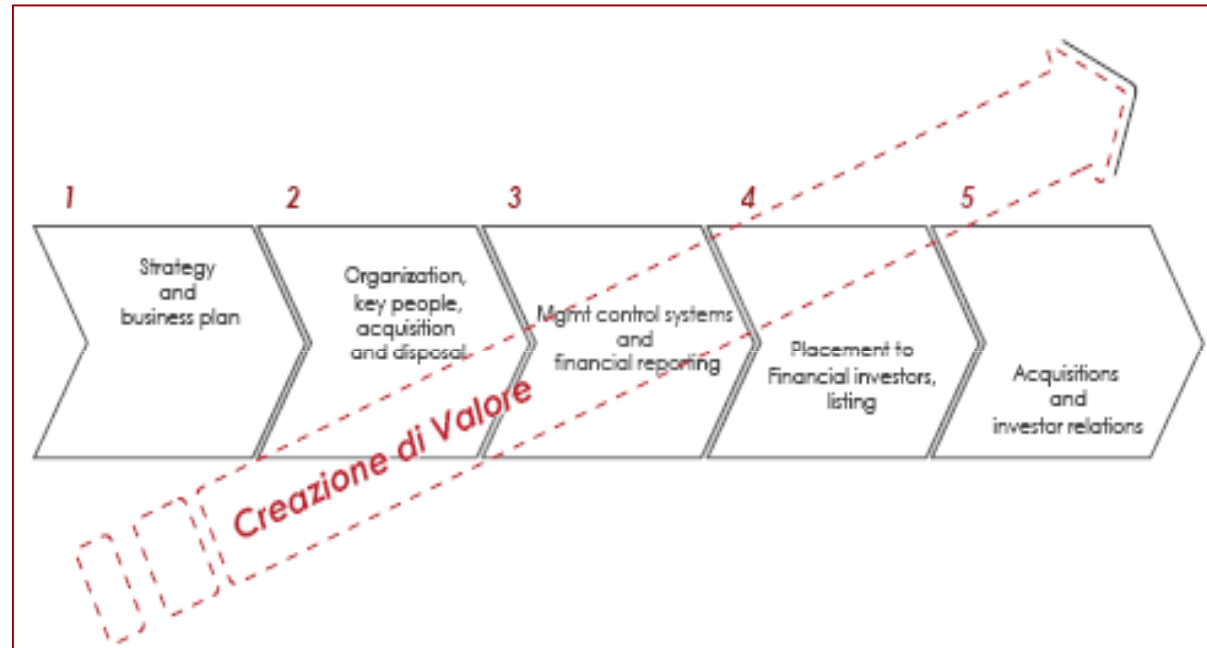
We help our customer grow



Working in close contact with our customers

Our Objective

Our objective is to **create wealth through a multi-disciplinary approach**, which is not limited only to consulting services for financial transactions.



Services (1)

Corporate Financial Consulting

Preparation for extraordinary transactions; economic-financial business plan development; financial restructuring; valuations of companies, business branches and brands; economic-financial analyses and analyses of alternative strategies; fairness options.

Stock Market Listings (IPOs) and Capital Market Transactions

Assistance with the procedures involved in listing a company on the markets that are organized and managed by the Italian Stock Exchange through the development of feasibility studies and timetables; preparation of the company's business plan and presentation of the management team and strategy; identification and coordination of the IPO team's activities; support in drafting the documents required for the listing process (ex. informational prospectus, QMAT - Quotation Management Admission Test, etc.).

Mergers & Acquisitions

Consulting services to prepare for the transfer and acquisition of shares, companies, business branches and brands; mergers, demergers, strategic alliances and joint ventures.

Services (2)

Private Equity

Search for institutional investors to finance corporate development projects as well as transfer and leverage transactions; presentation of investment opportunities for financial institutions, and support with the required economic-financial analyses. Support for financial institutions in transfer processes through wide-ranging competitive procedures and the search for target companies.

MBOs and MBIs

Assistance for company managers in the structuring of transactions and the choice of institutional investors using the company's own capital as well as credit instruments.

International Development

Activities carried out in collaboration with advisors who work in a variety of international markets. Market studies; analyses of major potential target organisations; the search for and selection of partners for joint ventures.

The Team

The Marco Polo team is made up of people who believe in the quality of the work they do and in developing long-term relationships with their clients.

With an approach that is based on trust and continued contact with the client company, our team collaborates with its customers to achieve significant and measurable results.

Thanks to a sizeable team of professionals with specific skills and experiences, Marco Polo features a number of internal departments, each with its own areas of professional specialization.



The Team

Filippo Maria Rozzanigo (Bologna Office)

CEO

He earned his degree in Business Management from Bocconi University, graduating with honours, and has been a Chartered Accountant since 1992.

He has significant experience in financial consulting and IPO transactions and he has managed important projects with both Italian and foreign medium to large companies, including H3G, Arval (BNP Paribas Group), Best Union Company, FMR-ART'E' Group, Pierrel, Tesmec, Parques Reunidos.

He has also published a number of studies and articles on the subjects of financial structure and listing processes.



The Team



Federico Castelnuovo (Milan Office)

Partner

He earned his degree in Economic and Social Sciences from Bocconi University and has acquired significant experience in management consulting as the Financial Director for a number of important industrial and service groups as well as in his role as Turnaround Manager for a variety of corporate restructuring and reorganisation projects.

He is currently the CEO and partner of TTS Italia SpA and in the past he held the position of Financial Director with Costume National, Atahotels, Nassetti and Air Industrie Systemes.

He also worked for Banca IMI and Arthur D. Little International and assisted an important Family Office with its private investment portfolio strategy.

The Team

Carlo Battistini (Bologna Office)

Partner

He earned his degree in Business and Economics from the University of Bologna and served as the Chief Secretary for the Vice Minister of Economy and Finance, the Honourable Roberto Pinza, from 2006 to 2008. He has been an expert consultant for SECIT (Tax Advisory and Inspection Service with the Ministry of Economy and Finance) since 2008.

He has significant experience in management consulting and he has worked for a number of important organizations, including the Commission for Economic Policy for the Emilia-Romagna Region. He is an instructor with a number of institutions of higher education where he has conducted research activity and published a number of economic studies. Moreover, he has been enrolled with the Order of Journalists since 1992 and has published a number of studies and articles for major daily newspapers, including *Il Messaggero* and *Il Resto del Carlino*, and magazines.



The Team

Michele Marchiori (Bologna Office)

Associate Partner

He earned his degree in Electronic Engineering, with a specialisation in Computer Science, from the University of Padua and has been enrolled with the Order of Engineers since 2001. He received a Master's Degree in International Business from MIB School of Management in Trieste and worked as a Manager for Alcatel Italia SpA and Alcatel. Moreover, he now works as a telecommunications consultant for major transnational network operators in Europe, the United States and the Middle East. He also assisted Best Union Company with its stock exchange listing process and he is currently working on a number of international projects in the energy industry.



The Team



Alberto Romersa (Bologna Office)

Associate Partner

He earned his degree in Political Economics from the University of Bologna.

He has acquired significant experience working for organisations such as Deloitte & Touche, San Paolo IMI Private Equity and Alliance Capital Management in London. He also assisted a company in the energy industry with its extraordinary financial transactions and worked with Best Union Company on their IPO process. He manages the team's renewable energy industry projects.

The Team

Elisa Chiarioni (Bologna Office)

Associate Partner

She earned her degree in Business Management from the University of Bologna and has acquired experience in Control Management with stints at Pricewaterhouse Coopers, the Art'è Group and Nike Italy. She assisted the Cinti Group and Tesmec with extraordinary transactions and has gained specific know-how in the fashion and luxury goods industries.



The Team



Davide Merlin (Vicenza Office)

Associate Partner

He earned his degree in Management Engineering from the University of Padua, graduating with honours and has worked for Bain & Co.

He is an expert in business due diligence and has worked on a number of projects in the field of process organisation and redesign. He has also handled acquisitions transactions for private equity funds.

Moreover, he collaborates with the University of Padua, serving as a Business Angel for a number of high-tech start-up companies that are sponsored by the University.

The Team



Laura Stella (Bologna Office)

Marketing & Communications


She earned her degree in Business Management from the University of Bologna.

She has more than a decade of experience in relational marketing which she has acquired by working with companies in the luxury goods industry in addition to stints with Art'è and FMR. She has handled a number of customer loyalty, co-marketing and direct marketing projects and has gained specific know-how in the luxury goods industry. She manages the team's marketing and communications activities.

Some Deals

Last Deals

15th July 2009

MERGERS & ACQUISITIONS	Company	Transaction details	Team
 <p>Best Union Company S.p.A. ha siglato un accordo con AlmavivA Finance S.p.A.</p> <p>Almaviva FINANCE</p> <p>per l'acquisizione di assets nel settore della biglietteria informatica.</p> <p>MARCO POLO ADVISOR</p> <p>Ha agito in qualità di Advisor finanziario di Best Union Company.</p> <p>15 luglio 2009</p>	<p>BEST UNION COMPANY</p> <p>It is one of Italy's major players in the sector of planning, manufacturing, selling and managing electronic of ticketing systems and access control in addition to the management and organisation of reception and safety services for events.</p>	<p>Best Union Company S.p.A. concluded a sales agreement with AlmavivA Finance S.p.A. to acquired assets in electronic ticketing sector.</p>	<p>Filippo Maria Rozzanigo</p> <p>Alberto Romersa</p>


Last Deals

18th June 2009

OPA	Company	Transaction Details	Team
<div style="border: 1px solid red; padding: 10px;"> <p>CODEX SRL</p> <p>A Company belonging to Marilena Ferrari, Fabio Lazzari and Davide Bolognesi</p> <hr/> <p>Launched a Tender offer of FMR-ART'E'</p> <p>FMR MARILENA FERRARI <i>casa editrice d'arte</i></p> <p>MARCO POLO ADVISOR</p> <p>Marco Polo acted as financial Advisor of CODEX Srl.</p> <p>18th June 2009</p> </div>	<p>CODEX</p> <p>A Company belonging to Marilena Ferrari, Fabio Lazzari and Davide Bolognesi.</p>	<p>Launched a Tender offer of FMR-ART'E'. Marco Polo acted as financial Advisor of CODEX Srl.</p>	<p>Filippo Maria Rozzanigo</p> <p>Carlo Battistini</p> <p>Alberto Romersa</p> <p>Elisa Chiarioni</p>


Last Deals

14th May 2009



MERGERS & ACQUISITIONS	Company	Transaction details	Team
 <p>Gruppen FOKIA acquired a 100 % interest in IFF Division from VITEC Group.</p> <p>Marco Polo acted as financial advisor of seller.</p> <p>14th May 2009</p>	<p>VITEC GROUP</p> <p>Vitec is an international Group, principally serving customers in the worldwide media sector with products and services for the Broadcast, Photographic and Entertainment industries. Vitec is organised in three divisions: Imaging & Staging, Broadcast Systems and Broadcast Services.</p>	<p>Gruppo FOKIA acquired a 100 % interest in IFF Division, from Vitec Group.</p> <p>Marco Polo acted as financial advisor of seller.</p>	<p>Filippo Maria Rozzanigo</p>

Last Deals




22th April 2009

MERGERS & ACQUISITIONS	Company	Transaction details	Team
 <p>Best Union Company S.p.a. acquired 100% interest in OmniTicket Group</p>  <p>For amount of 10,9 USD million (8,4 € million).</p>  <p>Marco Polo acted as financial advisor of Best Union Company.</p> <p>22th April 2009</p>	<p>BEST UNION COMPANY</p> <p>It is one of Italy's major players in the sector of planning, manufacturing, selling and managing electronic of ticketing systems and access control in addition to the management and organisation of reception and safety services for events.</p>	<p>Best Union Company S.p.a. acquired 100% interest in OmniTicket Group for amount of 10,9 USD million (8,4 € million).</p>	<p>Filippo Maria Rozzanigo Alberto Romersa</p>


Deals

PRIVATE EQUITY	Company	Transaction Details	Team
	<p>TESMEC S.p.A.</p> <p>The company is a world leader in the supply of machinery and equipment used in the installation of low-medium-high voltage aerial lines and is also active in telecommunications industry. The company also manufactures and sells machinery for in-line excavation.</p>	<p>Assistance with a minority share transfer transaction. Transfer of shares to Retail, a holding company belonging to the entrepreneur Gianluca Vacchi.</p>	<p>Filippo Maria Rozzanigo</p> <p>Alberto Romersa</p> <p>Michele Marchiori</p>
MERGERS & ACQUISITIONS	Company	Transaction Details	Team
	<p>ARTE' S.p.A.</p> <p>Leading company in the production and sale of works of art and publishing.</p>	<p>Acquisition of 100% of FMR S.p.A. in the amount of 18.3 million Euros, along with the issue of 699,000 ordinary shares.</p>	<p>Filippo Maria Rozzanigo</p>


Deals


MERGERS & ACQUISITIONS	Company	Transaction Details	Team
	<p>ARVAL S.p.A.</p> <p>Company belonging to the BNP Paribas Group, a leader in the car rental industry.</p>	<p>Mapping of the national market. Conclusion of a sales agreement with a national player.</p>	Filippo Maria Rozzanigo
INTERNATIONAL DEVELOPMENT	Company	Transaction Details	Team
	<p>PARQUES REUNIDOS</p> <p>Primary Spanish group that manages amusement parks in Europe.</p>	<p>Assistance with the development of activities for the Italian theme park market.</p>	Filippo Maria Rozzanigo
MERGERS & ACQUISITIONS	Company	Transaction Details	Team
	<p>CINTI</p> <p>Italian retailer operating in the footwear industry.</p>	<p>Sale of assets. Subscription to an agreement to transfer a business branch to Deichmann.</p>	<p>Filippo Maria Rozzanigo</p> <p>Elisa Chiarioni</p>

IPO Assistance

IPO	Company	Transaction details	Team
	<p>BEST UNION COMPANY</p> <p>It is one of Italy's major players in the sector of planning, manufacturing, selling and managing electronic of ticketing systems and access control in addition to the management and organisation of reception and safety services for events.</p>	<p>Assistance with the IPO process Institutional placement and public offering in the amount of 13.7 million Euros</p>	<p>Filippo Maria Rozzanigo Alberto Romersa Michele Marchiori Elisa Chiarioni</p>

IPO Assistance

IPO	Company	Transaction Details	Team
	<p>PIERREL</p> <p>Company operating in the pharmaceutical industry (Contract Manufacturing and Contract Research)</p>	<p>Co-advisor for the IPO process Institutional placement and public offering in the amount of 24 million Euros</p>	<p>Filippo Maria Rozzanigo</p>

IPO	Company	Transaction Details	Team
	<p>H3G</p> <p>Mobile Telephony Company This company is one of Italy's major players in the industry of mobile telephony.</p>	<p>Assistance in carrying out extraordinary transactions with company capital and financed capital. The value of the transaction was in excess of 1 billion Euros.</p>	<p>Filippo Maria Rozzanigo</p>

Contact Information

For specific requests and additional information regarding our activities send us an e-mail at info@marcopoloadvisor.it

Offices

Marco Polo has offices in **Bologna, Milan and Vicenza.**

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