



GC ADVISORY

IDEE E CAPITALI



Credentials
2020-2022

Credentials

A. M&A/JOINT-VENTURE ADVISORY

Transaction value >€50M



We originated and structured a joint-venture deal between an Italian leader company in the energy industry and a Colombian company for the purpose of developing renewable energy projects therein.

Main tasks:

- Negotiation and design of the structure
- Review of the projects' financial models
- Business due diligence
- Drafting of Term-sheets

B. SELL-SIDE

Transaction value €35M



We assisted the Italian leader engaged in the business of advertising of judicial auctions in the following:

- Determination of Group's value
- Investor pitch and business plan
- Search of primary investors and negotiation

We are now assisting the Group in the structuring of the industrial plan and in the scouting of potential investors



We assisted one of the most prestigious Milanese digital agencies in the following:

- Selling the majority stake to a French Group leader in the industry
- Implementation of the business control system
- Drafting of business plan
- Financial due diligence

Transaction value: €3m

Credentials

B. SELL-SIDE (CONT.)



We assisted an SME operating in the aircraft business in:

- Determining enterprise value and equity value
- Selection of investors willing to buy a majority stake in the company
- Negotiation with potential investors

Enterprise value: €2M



We assisted the leader in Italy in the residential and commercial real estate conciergerie business as follows:

- Determination of the enterprise value and equity value
- Selection of investors willing to buy a minority stake in the company
- Drafting of Term-sheet
- Negotiation with potential investors

Enterprise value: c. 11M

C. BUY-SIDE



We assisted an independent Italian SGR in the valuation of their investments.

On a constant basis, we assist Italian and European investment funds in the valuation of their investments (add-on investments particularly in the safety/healthcare industry.)

We assist an Italian club-deal in the valuation of vertical investment, with high level of scalability

Transactions value: €60M+

Credentials

D. WEALTH ADVISORY

Total value: €30M+



We assisted a HNW family in the reorganization of their wealth, including wealth situated in North America connected oil wells

We assisted an Italian UHNW family in the reorganization of their real estate properties. In particular, we assisted the family in:

- Sale of a real estate asset owned from the individuals to the family holding-company
- Drafting of business plan
- Review of contracts and agreements

E. BUSINESS PLANNING, BUSINESS CONTROLLING AND FUNDRAISING

Total funding: c. €30mio



We have engaged with 20+ start-ups.. We provide assisting in the following::

- Drafting of the investors pitch and business plan
- Performance measurement
- Scouting for investors and advice during the negotiations

Main industries: energy, food, fashion, design, wellness, crypto, fintech, sports, healthcare, real estate, etc.

F. MENTORSHIP



We are corporate **finance mentor** of Startupbootcamp, one of the leading startup accelerators in the World.

Credentials

G. CORPORATE



We are involved and participate as members of different boards of directors.:

- Giovanni is statutory auditor for Modes S.p.A., a fashion company selling high-end fashion clothes with an omni-channel approach (Revenues 2020 >€100Mio, EBITDA 2020 c. €5M)
- Gerardo is statutory auditor for Edulia S.p.A., an Edu-tech company own by the Group Treccani and invested by Cassa Depositi e Presititi for the education of high school students and professors. Gerardo also acts as a statutory auditor of several holding companies

Contacts

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