



IMAGE
BUILDING



Financial Communication - IPO



FRANCHI UMBERTO MARMI |
industry: stony
Listing on AIM - *5 October*

GVS | industry: healthcare & life
sciences, energy & mobility and health
& safety. Listing on MTA - *19 June*

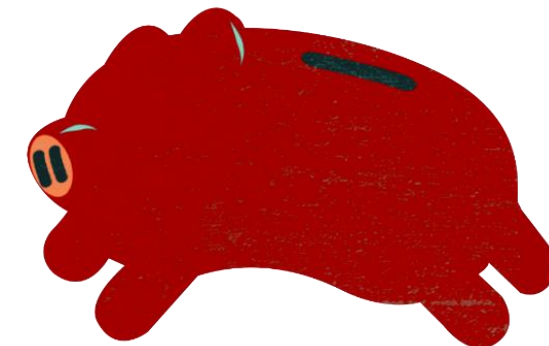
TECMA | industry:
tech real estate. Listing
on AIM - *9 November*

Arterra Bioscience |
industry: biotech
Listing on AIM - *28 October*

NB Aurora | industry:
investment company
Listing on MIV - *4 May*

**doValue (doBank already
existed)** | industry:
financial services
Listing on MTA - *14 July*

SITI-B&T Group | industry:
production of complete
plants for the worldwide
ceramic industry
Listing on AIM - *31 March*



2020

2018

2016

2019

2017



Steilmann SA | industry:
female clothing
Listing on Francoforte's stock
exchange - *November*

Rhiag Group | industry:
Independent aftermarket -
replacement pieces for cars
Listing on MTA - *IPO
suspended on 23 December*

2015

Italiaonline S.p.A. | industry:
Information Technology
Listing on MTA - *IPO suspended on 8 October*

Raiway S.p.A. | industry:
telecommunication
Listing on MTA - *19 November*

Axèlero S.p.A. | industry:
media and digital communication
Listing on AIM - *11 December*

Fincantieri S.p.A. | industry:
shipbuilding
Listing on MTA - *3 July*

Intercos S.p.A. | industry:
cosmetics
Listing on MTA - *IPO suspended on 9 October*

2014

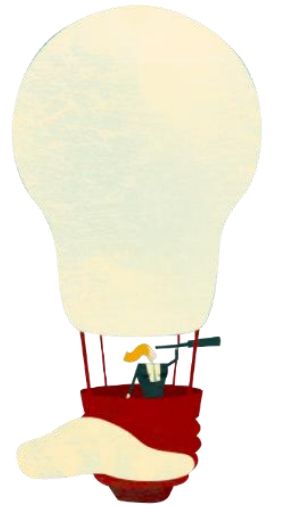
Moncler | industry:
luxury
Listing on MTA - *16 December*

Innovatec | industry:
Renewable energies
Listing on AIM - *20 December*

2013



SEA | industry:
airport
IPO suspended



2012

Phlogen | industry:
biopharma
Listing on MTA - *IPO suspended*

Salvatore Ferragamo | industry:
fashion/luxury
Listing on MTA - *29 June*

Bioera | industry:
Organic food
Re-admission to trading on MTA - *15 July*

2011

Tesmec | industry:
Trencher and stringing
equipments
Listing on MTA - *1 July 2010*

2010



Richard Ginori | industry:
High quality porcelain
Re-admission to trading on MTA - *23 March*



2009

Meridie (former Investimenti & Sviluppo Mediterraneo) | industry:
financials
Listing on MTA - *30 January*

Best Union | industry:
technology
Listing on Mercato Expandi - *20 May*

Enervit | industry:
food & beverage
Listing on Mercato Expandi - *24 July*

2008



Maire Tecnimont | industry:
Engineering and contracting
Listing on Standard - *26 November*

Damiani | industry:
jewellery
Listing on STAR segment -
8 November

Piquadro | industry:
leather goods and luxury accessories
Listing on Expandi - *25 October*

Tessitura Pontelambro | industry:
Textile and fashion producer
Listing on MAC - *17 September*

SAT | industry: Transports
Listing on Standard - *26 July*

B&C Speakers | industry:
Electronic automation Listing
on Mercato Expandi - *20 July*

Enìa | industry: Multiutility
Listing on Blue Chip segment - *10 July*

IWBank | industry: financials
Listing on Mercato Expandi -
23 May

Prysmian | industry:
Energy-telecommunications
Listing on Blue Chip segment - *3 May*

Aicon Yachts | industry: shipping
Listing on STAR segment - *4 April*



Banca Generali | industry:
Asset management
Listing on Blue Chip segment -
15 November

Anima | industry:
Asset management
Listing Standard market -
26 October
**IB wins Leone d'Oro 2005 for
the best financial
communication advisor**

Elica | industry:
Furniture / design
Listing on STAR segment - *10 November*
**IB wins Leone d'Oro 2006 for
the best financial
communication advisor**

Fondo Beta | industry:
real estate
Listing on MTF market - *24 October*

Pierrel | industry:
pharmaceutical
Listing on Expandi Market
- *23 May*

3 Italia | industry:
TLC - mobile
*IPO suspended after
receiving Nulla Osta from
Borsa Italiana*

Procomac | industry:
Food production plants engineering
Listing on Standard market - *6 July*

2004

2006



Prada | industry:
Fashion
IPO suspended



Tiscali | industry:
TLC
Listing on Mercato Nuovo - *27 October*

2002

1999



Extraordinary operations advised



YOOX S.p.A.

merger with Compagnie
Financière Richemont S.A.
(January 2018)
client: YOOX S.p.A.
industry: luxury/fashion/
e-commerce

Gruppo Lavazza

acquisition of Blue Pod Coffee Co.
(July 2018)
client: Gruppo Lavazza
industry: food & beverage

Gruppo Lavazza

acquisition of Marks Drinks
coffee branch from Mars
(October 2018)
client: Gruppo Lavazza
industry: food & beverage

FSI investment in Missoni S.p.A.

(June 2018)
client: Missoni
industry: fashion

ENGIE acquisition of a strategic

stake in EPS (March 2018)
client: Electro Power Systems S.A.
industry: energy



Tender offer launched by
Parmalat on **Lactalis**
(January 2017)
client: Lactalis
industry: food & beverage

Voluntary partial tender offer
on 60% stake of closed-end
real estate investment fund
Fondo Delta Immobiliare
managed by IDEa FIMIT SGR
S.p.A. (July 2016)
client: **Davidson Kempner**
/Capstone Equities Capital
Management
industry: real estate

Tender offer launched by
Dedalus on Noemalife
(June 2016)
client: Dedalus
industry: healthcare IT software

Agreement between
Italiaonline, Libero Acquisition,
Avenue e GoldenTree for the
integration of Italiaonline with
SEAT Pagine Gialle. Creation of
a leading player in the digital
advertising and internet
services for Italian SMEs
(May 2015)
client: **Italiaonline**
industry: IT

Tender offer launched by
Neuberger Berman and Apax on
Engineering S.p.A. (June 2016)
client: Neuberger Berman and
Apax
industry: informatic engineering

YOOX S.p.A. has entered into an
agreement with Compagnie
Financière Richemont S.A.,
controlling shareholder of The
Net-A-Porter Group Limited, on
the terms of an all-share merger.
The transaction created the Yoox
Net-A-Porter Group, the
worldwide independent leading
online luxury fashion retailer with
combined 2014 net revenues of
€1,3 billion and an Adjusted
EBITDA of approximately €108
million (March 2015)
client: YOOX S.p.A.
industry: luxury fashion
e-commerce



Industrial aggregation between Alfa Wassermann and Sigma-Tau, a new €900 mln pharmaceutical group was born (March 2015)
clients: Alfa Wassermann and **Sigma-Tau**
industry: pharma

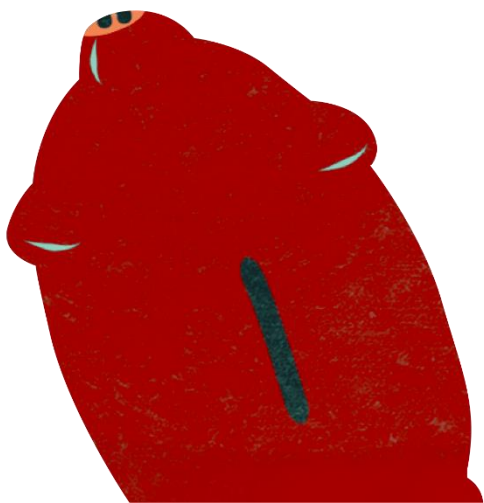
Merger of Sorin Group with Cyberonics, a new € 2,7 billion (February 2015)
client: **Sorin Group**
industry: medical devices making

Tender offer on the quotes of the closed-end real estate investment fund Fondo Europa Immobiliare 1 (November 2014)
client: **Capstone Equities** Capital Management
industry: real estate

Acquisition of **Garofalo** Pasta's 52% by Ebro (June 2014)
client: Garofalo
industry: food

Acquisition of **Credito Fondiario** from Morgan Stanley by Tages Capital and Harvip (October 2013)
Industry: financial services

Tender offer on Adler Modemärkte AG by S&E Kapital GmbH – controlled by Steilmann-Boecker Fashion Point GmbH & Co. KG and by Excalibur I
client: **Steilmann** Holding AG
industry: clothing



Acquisition of VARD's 50,75% stake by **Fincantieri** Oil & Gas from STX Europe and consequent mandatory unconditional cash offer launched by Fincantieri Oil & Gas on VARD (former STX OSV) ordinary shares
client: Fincantieri
industry: shipping

Libero's take over of **Matrix** from Telecom Italia. From the merger of the two companies Italiaonline was born (August 2012)
client: Libero
industry: telecommunications

Colony Capital LLC, a private real estate investment firm owned by Tom Barrack sold to Qatar Holding the real estate assets in Costa Smeralda (April 2012)
client: Colony Capital
industry: hotellerie

Tender offer launched by NTT **Docomo** Deutschland GmbH Buongiorno S.p.A. ordinary shares (May 2012)
client: Docomo
industry: telecommunications

Tender offer launched by Group Lactalis on **Parmalat** S.p.A (July 2011)
client: Groupe Lactalis
industry: food

Merger of **Enìa SpA** with Iride SpA (February 2010)
client: Enìa SpA
industry: public utilities



Tender offer launched on **Mirato S.p.A.** by Benefit S.p.A. aiming to delist Mirato (July 2009)
client: Benefit S.p.A.
industry: hygiene and beauty

Tender offer launched by Red&Black Lux on **Valentino** Fashion Group and Hugo Boss (June 2007)
client: Permira
industry: fashion & luxury

Preparation of IPO on Milan Stock Exchange (2006)
Euraleo acquired 40% of the company from Eurazeo (September 2007)
client: **Intercos**
industry: cosmetics

Equity line reserved to **SocGen** Merger with B2B Solutions and capital increase (June 2004)

Tender offer of **Arena Holding** on Roncadin

Telecom Argentina's tender offer on its own bonds and following steps



Tender offer of **Newco Laser** on Prima Industrie

Merger of **Tiscali** with World On Line
Acquisition of Liberty Surf

Private Placement **Marr** (Cremonini Group)
industry: food

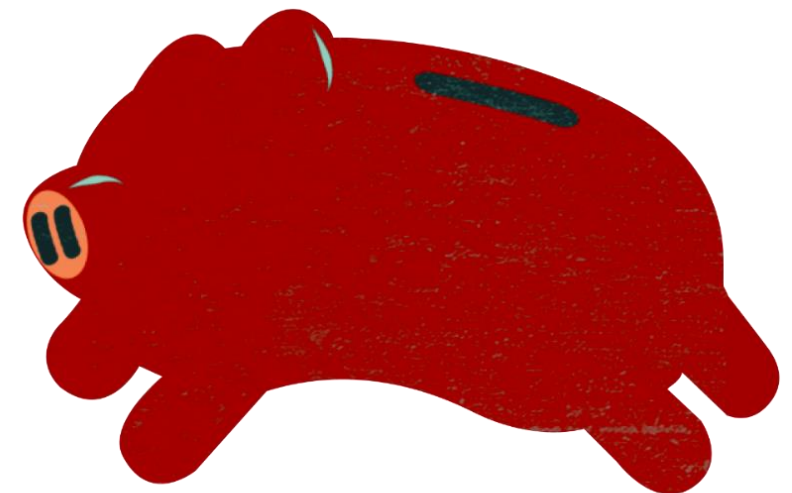
Due diligence and preparatory activity for the listing until **Mediobanca** enters the capital
industry: automotive

IPO of **Campari**
industry: spirits and beverage

Totalitarian tender offer on **Safilo** aimed to the delisting of the company
industry: eyewear

IPO of **Terna**
industry: utilities

AS Roma capital increase



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