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Company Profile

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COMPANY PROFILE

RATIO CONSULTING is an independent advisory firm located in Modena dedicated to **Mergers & Acquisitions, Corporate Finance and Alternative Finance or Crowdfunding**.

The principal focus is on Small and Medium Enterprises (SME) mainly based in Northern Italy.

RATIO CONSULTING advises clients in the acquisition and sale of companies, offers corporate finance and Crowdfunding campaigns advisory services in cooperation with qualified professionals, financial institutions, private equity funds and fintech platforms.

MISSION

***RATIO CONSULTING** mission is to assist small and medium size enterprises to **grow and create value**, to assist in the search of new debt and capital through focused expert consulting by a team of dedicated professionals with decades of experience in their respective fields.*

TEAM - Partners



FRANCO RIGHI – Founder and Managing Partner

President and founder of RATIO in 1994 and of RATIO CONSULTING SRL in 2011. Class 1963. Bachelor and Master in Business Administration (MBA) from the University of South Florida. Started his career in the Portfolio Management Office of Banca Popolare Emilia Romagna as Financial Analyst. In the following 20 years he has been General Manager, Chief Financial Officer (CFO), Controller and Consultant for important multinationals such as Ferro Corporation, Invensys Plc, Technicolor and well-known Italian groups such as Malgara Chiari & Forti, La Veggia, Coemar and Nuova Fima held by private equity funds and then moved to the Fondazione Cassa di Risparmio di Vignola as Secretary General. Languages: Italian and English fluent.



GIANLUCA SELMI – Partner

Born in 1956 has thirty years of experience in different industries such as specialty chemicals, textiles and clothing, computers, operating systems and management. He has a Bachelor in Social Sciences at the University of Urbino and Ancona" in 1979. He earned a Masters in Business Administration at the Institute Adriano Olivetti ISTAO (Ancona) in 1981. Languages: Italian mother tongue, English and Spanish fluent.

TEAM – Associate Partners



STEFANO LEONELLI – Associate Partner

Degree in Economics and Business – Auditor and Chartered Accountant.

He has extensive experience in financial and business method and practice drawing the first and important experiences in the Independent Auditor (Analysis SpA and PWC) in which he is currently employed. He has experience in the fashion industry gained in Max Mara Fashion Group and at various foreign subsidiaries and affiliates within the Finance, Management Control, Consolidated Financial Statements, operations start-up, and often in cross-border M&A. He participated in the project SCOUTING Italy SpA, a company M&A Advisory and Corporate Finance owned by different cooperative banks, of which he became director of operations. Currently he is developing M&A Advisory, Restructuring and Fundraising, preparing business plans and feasibility studies.



GLAUCIO NARCISO – Associate Partner

Diploma in Graphic Arts and Advertising Communication. Courses in Business Administration from Bocconi University. After a brief experience in advertising agency began his professional career at major corporations in the Food & Beverage sector where he initially covered positions in the Sales & Marketing and Trade Marketing functions before moving to senior managers positions of Sales Director, General Manager and Chief Executive Officer at Kraft, Mars, Pai-Pepsico, Argel, Chiari & Forti, Fini Group Pertini and Publitalia (G1 Trading). Since 2007 he works as a Senior Consultant for Eurofoods, well-known company in the distribution of food and other SMEs in the Food & Beverage sector dealing with the preparation and execution of strategic plans. He's also teaching Marketing and Trade Marketing at the European Business School in Milan.

TEAM – Senior Advisors



ALFREDO BALLARINI – Senior Advisor

Owner of the “Studio di Finanza Aziendale” started in 1987.

Specialized in the analysis of corporate financial statements and in companies valuation.

Speaker at several courses and conferences on economic and financial matters is also publisher of financial analysis with sectorial specialization in the production of ceramic tiles and related production of industrial automation.



MARIO LUPPI – Senior Advisor

Mario Luppi, born in 1958, top-mark degree in Business and Administration at University of Modena and Reggio Emilia.

Started his carrier in a primary Audit firm (Ernst & Whinney – 5 years), then has worked for several years as CFO, gaining professional expertise in industrial companies.

Worked in different businesses (among others: Healthcare – Bellco / Private equity Funds, Packaging – Tetra Pak, Security systems – Assa Abloy) and sizes (from multinationals to small private companies), in Finance and Business Control area with growing responsibilities.

He has been a member of strategic projects (implementation of SAP integrated package in 2 companies / creation of Cost-accounting and Management reporting / M&A activity).

Today he’s working as Interim Manager in the Healthcare sector.

Fluent in Italian and English.

TEAM – Senior Advisors



LAURA ONNIS – Senior Advisor

Born in 1973, Master in Business Administration from LUISS Business School in Rome. Graduated cum laude in Civil Engineering (major in Hydraulics) at the University of Cagliari.

She has a proven experience in Structured Finance, Project Finance and M&A. She gained an extensive industrial experience in the Infrastructure Sector, starting from the origination, the negotiation with the Public Bodies until the financial closing with the Banks.

She spent more than 6 years working for Enel Group, in the M&A division and in Enel-Hydro, where she was in charge of the Project Finance. Afterwards she had the responsibility of the Italian market for an Infrastructure Investment Fund (whose leading sponsor were the European Investment Bank, Dexia and Banco Popolare), from the origination of the deals until the financial closing.

She has been involved in a number of deals in Italy, in the sectors of Environment (water distribution and treatment, energy, WTE), Healthcare, Public Accommodation and Transports. She also worked in the 4th Public Offering of Enel shares and in the evaluation of two Carbon Funds for the emissions trading. She speaks Italian, English and Spanish.



PIERMARIO RIGONI – Senior Advisor

Born in 1974, graduated in Industrial Engineering at the University of Padua, Executive MBA from LUISS Business School in Rome.

Decades of experience in tourism and real estate gained in the role of Financial Controller at international hotel chains including the Chia Laguna Resort Spa / Le Meridien in Sardinia. In this position he managed the sale of some facilities and hotels and collaborated on the project and Media Village during the XX Winter Olympics in Turin.

He has held lectures and training courses in tourism investment management and operations.

Currently, as a freelancer, is participating in the establishment of a real estate fund to invest in the tourism industry, developing business plans and corporate restructuring.

Languages: English

TEAM – Senior Advisors



ALESSIO COSTANZELLI – Senior Advisor

Born in 1970, graduated cum laude in Mechanical Engineering at the University of Padova. Member of a multifunctional team dedicated to diagnosis and simulation of thermal power plants in conjunction with ENEL, CRT e University of Padova.

Decades of proven experience in M&A, Strategic Marketing and Sales Growth mostly with large corporations in Energy, Oil & Gas and Finance business, covering the entire spectrum of the growth “toolkit” and with a global expertise that ranges from high tech B2B sales to financial services.

He has spent 5 years as M&A Senior Manager in General Electric leading acquisition projects to sustain the company growth in the global oil & gas market; he performed several due diligence and negotiations frequently in USA and Asia and he led a localization plan in China managing a joint venture process with a Chinese state-owned company. Afterwards he has been Executive Country Manager for an engineering company managing a business unit dedicated to develop a renewable energy portfolio in Canada, USA, Caribbean and Far East.

Languages: Italian, English, French



CARLO RIGHI – Financial Analyst

Class 1991. High School Diploma in Accounting. Bachelor Degree in Business Administration and Economics from the University of Modena and Reggio Emilia, with major in Corporate Finance. During his studies he gained various work experiences in direct and indirect sales of products and services related to telecommunications such as Vodafone, Wind and Sky.

Currently collaborates with Ratio Consulting as Financial Analyst, carrying out M&A scouting and origination activities, specialized data bases queries from Mergermarket, Intralinks Deal Nexus and the Companies House, performs financial statement analysis and reclassifications, calculates Ebitda, Net Financial Position, Equity Value and Enterprise Value using multiples and comparable. Maintains and updates both company web sites in Italian and English.

SERVICES

All services offered by **RATIO CONSULTING** are mainly focused on Italian SME, aimed at finding the correct economic and financial balance, the correct relationship between debt and equity through the efficient use of human capital and finally aimed at increasing the intrinsic value of the company.

M&A ADVISORY: consulting services for disposals and acquisitions: scouting, deal structuring, business plans, due diligence, information memorandum and negotiations.

CORPORATE FINANCE: business consulting in the field of accounting, finance, management control, working capital management, cash flow management and mortgage covenants monitoring.

CROWDFUNDING: expert know-how for effective equity and lending fundraising campaigns via on-line fintech platforms.

SERVICES - M&A Advisory

For sellers – SALES – Sell-side

The services of M&A Advisory offered by **RATIO CONSULTING** for the sale of businesses are designed to find new partners or buyers for parts or for the whole company.

RATIO CONSULTING can assist in the search for new industrial and financial partners, majority or minority, to manage growth plans, for the launch of new products or new services, to expand the customers basis in new geographic areas or to retire from activities for lack of heirs, for issues related to generational change or willingness to engage in other sectors.

RATIO CONSULTING accompanies clients in the complex process of preparation of the company with the goal of maximizing enterprise value through strategic planning, preparation of business plans, reverse due diligence before the sale of the company, negotiations with third parties but also in the post sale assistance.

SERVICES - M&A Advisory

For buyers – ACQUISITIONS – Buy-side

RATIO CONSULTING provides services to private equity funds, M&A offices of multinational companies, institutional investors and private investors to search for target companies that meet pre-defined financial parameters and industrial markets. The use of an advisor to initiate the first contacts allows the buyer to obtain important benefits, including the maintenance of anonymity to avoid any adverse reactions of the competition, but also the ability to operate through generic non binding terms.

Through our systematic approach to target identification, through the analysis and the speed of data acquisition, official and unofficial, through relationships with our partners and with an extensive network of consultants and professionals, we are able to offer scouting services, due diligence and business plans, portfolio monitoring, research and selection of interim managers to execute special projects, to assist in the post-acquisition integration process as well as managing the exit.

SERVICES – Corporate Finance

Thanks to over **100 cumulative years** of professional experience of its founders and advisors and thanks to a wide network of professionals, RATIO CONSULTING offers financial and advisory services finalized to growing companies and preserving their wealth.

We do this by implementing accurate and timely **reporting systems** and appropriate **working capital management systems**.

The correct knowledge of margins and working capital levels are the main means to avoid financial and economic crisis for any company.

Furthermore **RATIO CONSULTING** is among the few advisers in Italy to offer a **mortgage covenants monitoring system** before and after breach.

SERVICES – Crowdfunding

After mastering the **legal and strategic key factors** that distinguish the main on-line Fintech platforms, today RATIO CONSULTING can assist his clients during all phases of effective **Equity and Lending Crowdfunding Campaigns**.

Feasibility study, business plan, company valuation, definition of sustainable and justifiable equity and debt amounts, corporate profile and video presentation, choice of the most appropriate platform for each specific campaign, fundraising and investor relation are just some of the activities that RATIO CONSULTING can offer his clients that decide to take advantage of “**Alternative Finance**” instruments now available to innovative **StartUp and to all SMEs**.

CLIENTS - DEALS - SECTORS

Some of RATIO CONSULTING main **clients, deals and sectors** are:

- Alternative Finance (Crowdfunding)
- Automotive
- Biotech
- Chemicals
- Ceramic Tiles
- Fashion & Accessories
- Food & Beverage
- Hospitality
- IT
- Mechatronic
- Oil & Gas
- Packaging
- Real Estate
- Renewables
- Robotics & Professional Drones
- Start-up

NETWORK

Some of RATIO CONSULTING main partners in the Investment Banking, Financial Services, Corporate Finance and Crowdfunding sectors are:

- Private Equity Funds
- Mezzanine Funds
- Real Estate Funds
- Special Situations Practices
- Restructuring & Turnaround Experts
- M&A Advisers and International Networks
- Nominated Advisers
- CPA & Law Firms
- Commercial Banks
- Merchant Banks
- Fintech Platforms on-line
- Family Offices
- Venture Capital
- Business Angels
- Private Investors

CONTACTS

To get in touch with RATIO CONSULTING team, to request further information on the services offered, to arrange a private and confidential meeting, to assess opportunities for collaboration, please call us or send us a *confidential* email. We will reply as soon as possible.

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