



ARCADIA

FINANCIAL ADVISORS



Company profile

Arcadia Financial Advisors was set up in 2001 as an independent “M&A firm” that is directly owned by its Partners.



Who we can help

Arcadia provides a complete support for acquisitions, takeovers and partners research for entrepreneurs, companies, private equity funds and general investors.

The relationship with the Customers is the focus of our business and their satisfaction is our goal.

We set up stable and genuine relationships with our Customers, continuously focused on their goals and providing frequently feedbacks in order to match their expectations.

Over the years we have developed relationships with entrepreneurs and companies of different sizes, operating in various sectors and industries: our track record is our best presentation.

Our track record in real estate transactions testify the specific skills achieved in this segment, deriving also from transactions performed in the past by our partners.

Strengths

Our professional know-how, the partnerships with leading legal and tax advisors and our independence from national and international financial groups allow Arcadia to perform M&A transactions purely in the interests of the Customer, while, at the same time, maintaining the high standards that the main international investment banks can offer.



Strengths

The expertise of each Partner coming from professional experience gained in leading consultancy firms, banks, national and international funds and in the development of successful entrepreneurial initiatives.

Absolute independence and confidentiality to protect the interests of our Customers.

3. A list of privileged contacts with financial and industrial investors.

Professional honesty in pursuing only mandates where we have the necessary know-how, we can guarantee the operational presence of the partner in charge of the project in every step of the deal and where the transaction to be completed has a clear strategic and industrial "rationale".

Services Offered

Arcadia Financial Advisors offers a complete support in case of:

Acquisition and disposal of
equity participations

Mergers, MBO, LBO,
Joint-Venture

Real Estate Transactions

Financing, Financial
Evaluation and Business Plan



We combine our expertise
and knowledge to create a
real value for the
Customers

Acquisition and disposal of equity participations

Exclusive advisory engagement to sale or purchase equity participations.

Acquisition

It comes from different needs: growth or diversification, development of new products or new markets. A customer with these needs has to know deeply the sector in order to understand the business drivers, the market evaluations and, consequently, the profitability of the expected transaction.

Disposal

The decision to sell a company is the last stage of a business adventure, this choice may be inspired by many factors: inheritance reasons, strategic repositioning of the investment portfolio or, simply, the need to terminate an investment cycle.

Arcadia's role: we pursue, in the interest of our client, the goal to scout and investigate the market to find counterparties interested in acquiring or selling participations; we provide any information documents appropriate to the transaction, fully executing any stage of the deal by coordinating the other actors involved in the transaction (such as legal and tax advisers, auditors, etc.). We always operate in accordance with our client.

Mergers, MBO, LBO, Joint-Venture

We provide our expertise for our customers also in the following transactions:

Merger

The main purpose of a merger is the need to strength and increase its market presence and, at the same time, to obtain synergies.

LBO

The leveraged buy-out is the acquisition of a company through the use of the financial debt provided by one or more banks. In these transactions, we can include also the acquisition through MBI, MBO and Spin-off that involve an institutional investor in partnership with a management team.

Joint-Venture

A joint venture is a cooperation agreement between two or more companies; the companies, once decided to cooperate jointly on a specific project, employ their resources, sharing the related risk.

In these situations, Arcadia can support the client, following and managing all the stages of the transaction and the related procedures to reach a successful deal.

Real Estate Transactions

Recently investments in the real estate market received proper attention from institutional investors.

Arcadia can offer an extremely high level of expertise. We have developed specific skills from a fund manager's point of view, a know-how that was previously gained by one of our Partners.



When we think that there are the premises to structure a Real Estate transaction, at this deal we apply the same procedures and quality standards that are inherent to a corporate transaction (scouting of counterparties, development of simulations, Information memorandum preparation, selection of potential counterparties, assistance during any stage of the deal etc.).

Financing, Financial Evaluation and Business Plan

Arcadia is able to provide a personalized service in line with the needs of its customers

Financial Evaluation

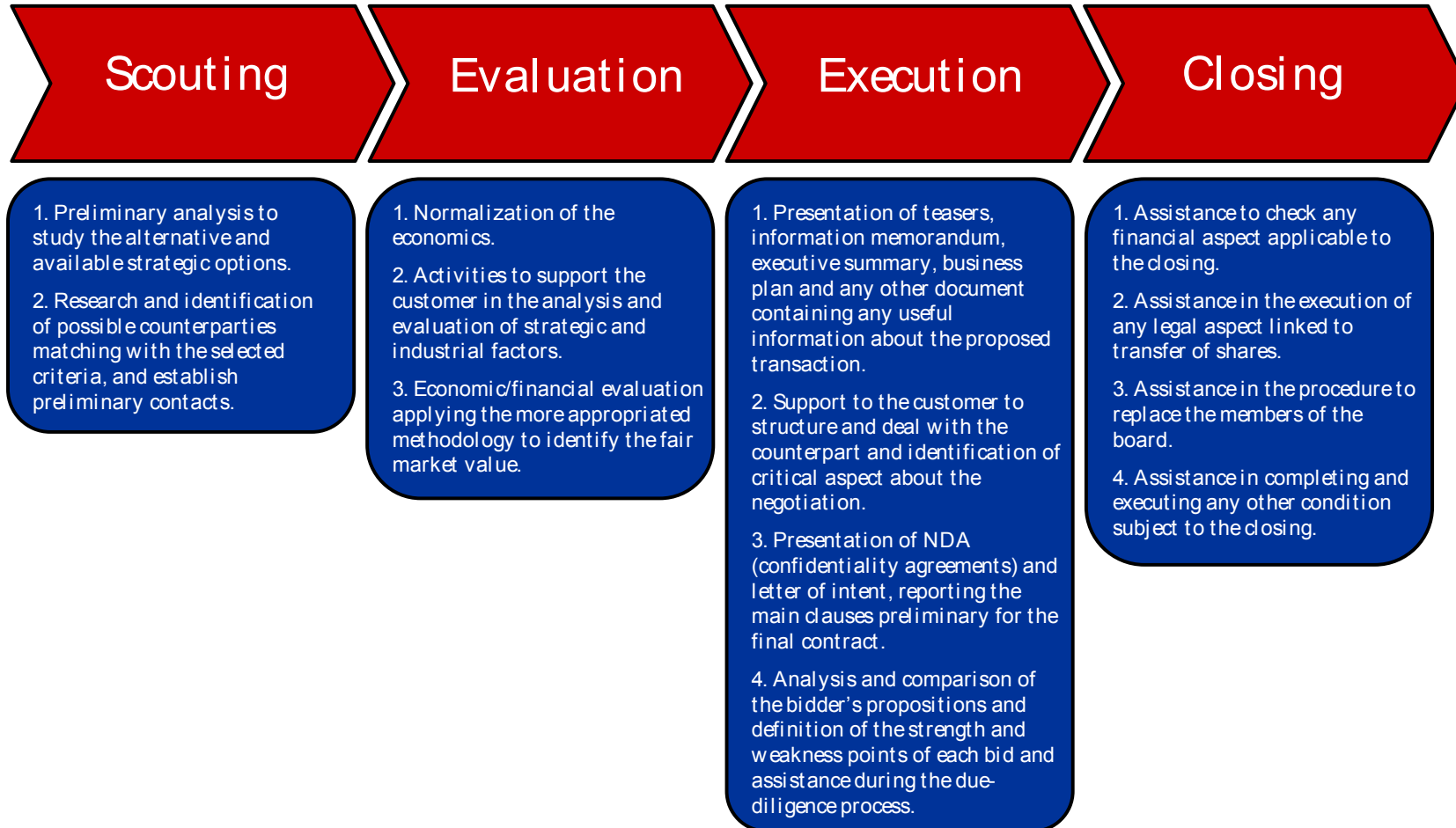
The evaluation of a company, or about a single business of it, could be performed for different purposes: in some cases for legislation needs (assets in kind, capital contribution, merger or demerger of a company); in other cases the evaluation could be voluntary, for example, to assess alternative strategic options available for the owners or in order to open the capital stock at the entrance of new shareholders through equity/capital increase.

Business Plan

The business plan is a powerful and very useful tool to check the company performance in the next periods; the companies are exploiting this tool for internal purpose (for planning and asset management), and for external purpose (to inform the stakeholders about the strategies, economic forecasts, financial projections of the company, or to find capital from institutional investors, banks, venture capitalists and investors or lenders in general).

In some cases the final goal of the company is to boost its financial situation and the preparation of the business plan and the evaluation of its equity value are documents regularly requested by banks or financial institutions to verify the repayment capability of the company.

The external growth



Partners

Piercesare Villa

Graduate in Economics at Università Cattolica, enrolled on the Register of Professional Accountants and Auditors.

From 2001: Managing Partner of Arcadia Financial Advisors.

From 1999: General Manager of Polis S.G.R.p.a., management company of real estate funds, set up by 14 cooperative banks; Polis Fund , was the second real estate fund listed on Milan Stock Exchange.

From 1996: Manager in charge for M6A and Special Projects Department of Unione Fiduciaria S.p.a., fiduciary and consultancy company of the cooperative banks.

From 1988: Arthur Andersen Finance division, Manager since 1993.

From 1985: freelance for one of main professional accountant in Milan

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Alessandro Costa

Graduate in Industrial Technology Engineering at Politecnico of Milan

MBA from California State University Los Angeles.

From 2004: Partner of Arcadia Financial Advisors.

From 2001: Partner of Exa Value, advisor for the european investments for Rappaport Venture Partners, a venture capital fund, of which he was also investment manager in the Californian based offices.

From 2000: Co-Founder of the Los Angeles based start-up Intelligent Horizon, specialised in the ICT sector.

From 1992: Manager in charge of multiple areas ranging from production to sales in both small medium-sized companies and multinationals in sectors ranging from mechanics to electronics

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Partners

Riccardo Bàrbera

Has a Degree in Business Administration at Università Luigi Bocconi (Milan).

From 2005: Partner of Arcadia Financial Advisors.

From 2002: Director in the Advisory-M&A Dept. at Cofiri S.p.a., an investment bank acquired by the Capitalia Group.

From 2000: Manager at Gallo & C. S.p.a., M&A company owned by Meliorbanca Group.

From 1997: Senior Consultant in the Corporate Finance Dept. of Unione Fiduciaria S.p.a., trust and consultancy company owned by a group of "Banche popolari".

From 1994: Auditor at Arthur Andersen S.p.a. (Deloitte) – Finance Dept.

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Donato Didonna

Graduate in law at the University of Palermo

From 2006: senior Advisor of Arcadia Financial Advisors

From 2003: director and/or partner of companies operating in the real estate development (retail park), in the financial consultancy and corporate finance.

From 1994: relationship manager of ING Bank (Milan)

From 1984: relationship manager of companies of Group IMI (Rome).

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