



Società
Tecniche
Finanziarie

COMPANY PROFILE

2018

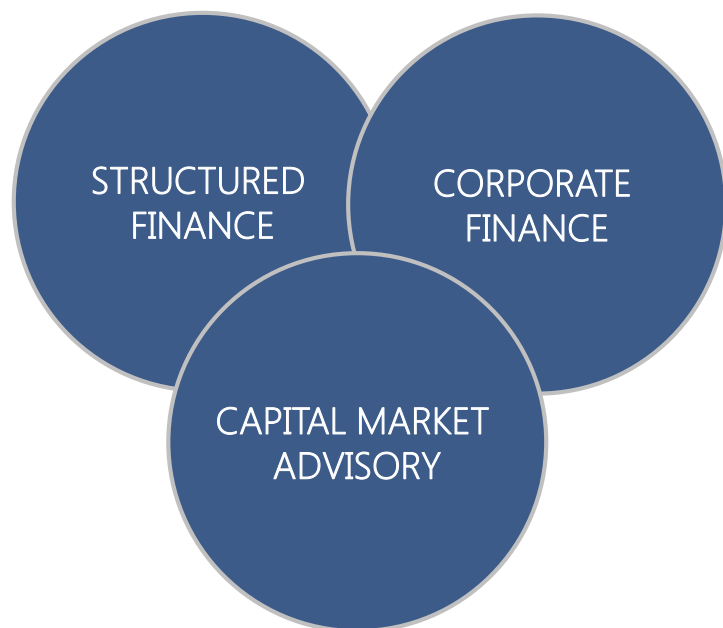


Company Overview

Overview



- **STF** – Società Tecniche Finanziarie was **founded in 2007** as a *spin off* of the CCC (Consorzio Cooperative Costruzioni Soc. Coop) Finance department.
- With the **transfer of 100% of the shares to the company Management**, STF has established itself as an independent financial services boutique increasingly active and specialised in corporate finance and structured finance projects advisory for SMEs and cooperatives, having a significant financial and legal experience in the following activities:
 - **Structured Finance:** analysis of projects economic and financial sustainability; legal, commercial and financial assistance of PPP (Public Private Partnership), PFI (Project Finance Initiative), Leasing and Real Estate projects;
 - **Corporate Finance:** financial, legal and corporate assistance in corporate finance operations such as capital contributions, M&A, demergers, divestments and liquidations;
 - **Capital market Advisory:** advisory in financial restructuring and refinancing operations finalized to restore financial equilibrium and sustainability, by collecting new risk capital and/or debt capital, also via private equity and real estate funds.



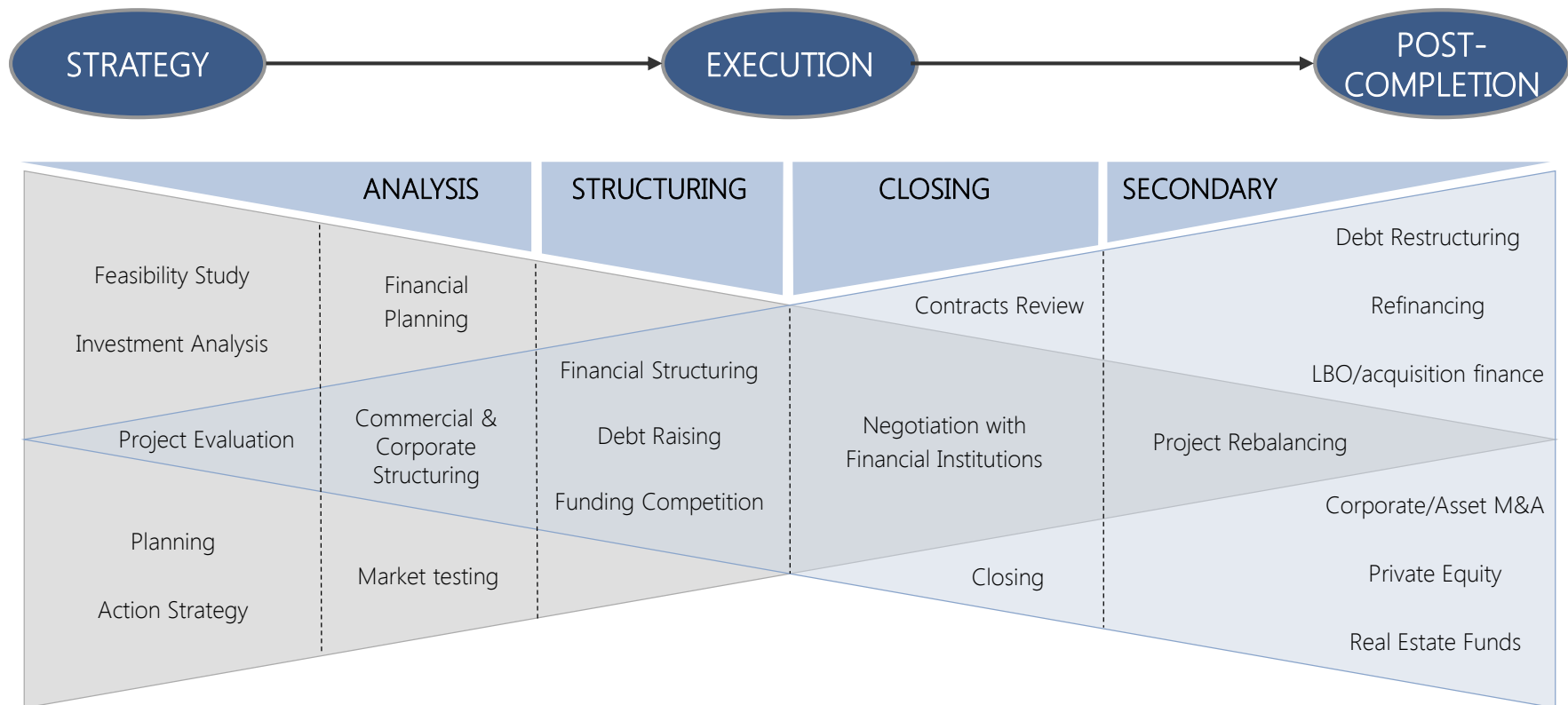
Structured Finance	Corporate Finance	Capital Market Advisory
PPP	PIANI INDUSTRIALI	RESTRUCTURING
PFI	VALUTAZIONI	REFINACING
LEASING	FUSIONI/SCISSIONI	PRIVATE EQUITY
LIC	ACQUISIZIONI	FONDI IMMOBILIARI
REAL ESTATE	CESSIONI	
	CONFERIMENTI	
	LIQUIDAZIONI	

Company Overview

Overview



- STF assists its **clients** in the financial and commercial structuring of **complex operations** with a team of professionals, with national and international experience in primary advisory firms, legal firms and investment banks;



Over the years the firm gained **significant experience** in the following **activities**:

- **Public Private Partnership**, in its various forms such as Project Finance, Leasing, Services Concessions, and Public Private Joint Ventures. In this context, STF offers integrated services within (i) the phase of preparation of tender offers from Private Sponsors, to be submitted to open calls for proposals; (ii) the subsequent phase of financial closing of winning proposals; (iii) the financial management of initiatives in post-financial close; (iv) the preparation of legal and financial Due Diligence for eligible initiatives in the context of potential corporate finance operations.
- **M&A**, in the Corporate Finance context, where STF offers integrated services within (i) the preliminary analysis phase of businesses and branches subject to potential transactions (mergers or acquisitions); (ii) the preparation of legal and financial Due Diligence; (iii) the preparation of business plans or business evaluations; (iv) the search for potentially interested financial/business partners; (v) the preparation of the necessary documentation for a closing deal.
- **Real Estate**, in this context STF STF offers the following integrated services (i) preparation of preliminary feasibility studies in complex real estate sectors; (ii) assistance in defining corporate agreements between business and financial sponsors; (iii) assistance in financial closing, according to corporate finance or project finance typicalities; (iv) assistance in placing single initiatives over secondary markets.

The PPP sector

Construction
Concessions (public
initiative or private
initiative - promoter)

Services Concessions
(public initiative or
private initiative -
promoter)

Leasing during
construction
(public initiative or
private initiative -
promoter)

Availability contracts

Joint Ventures & STU

Etc...

Main Opportunities in the PPP Sector:

Services
Concessions

Construction
Concessions

Leasing

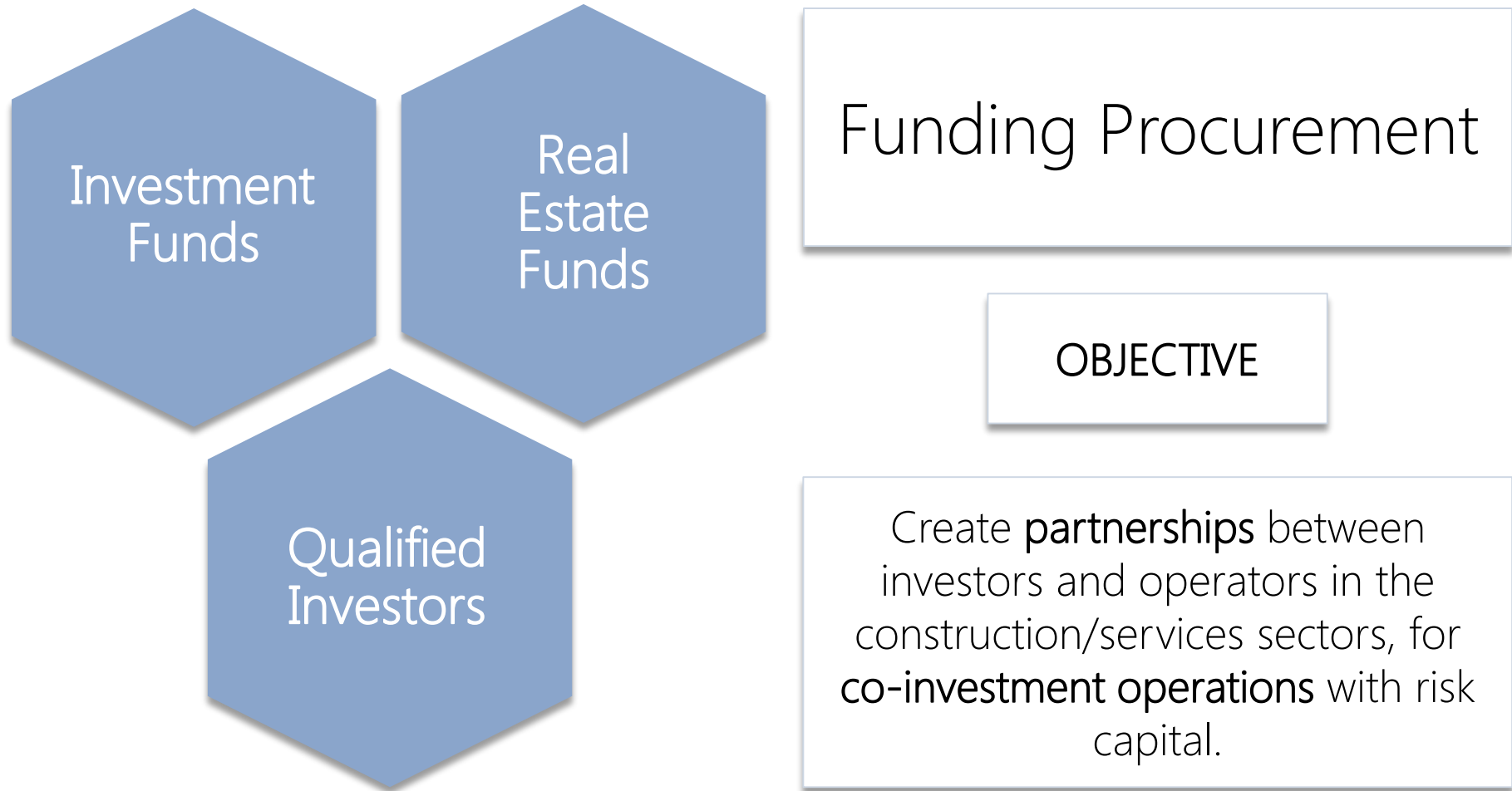
PROMOTER

Such **opportunities** give the **Promoter** the following benefits:

- ✓ be able to **take action** at an **early** planning stage (more time to define the proposal);
- ✓ **define** the proposal **evaluation criteria**;
- ✓ establish in advance feasibility and bankability of the operation;
- ✓ **right of first refusal**.

Main STF activities:

- ✓ Assistance in the **dialogue with the Public Administration** for the definition of the proposal;
- ✓ Identification of the most **appropriate instrument** (concession, leasing, availability, etc.);
- ✓ Set up of an optimal **business model**;
- ✓ Definition of a financial & corporate **structure** that is both **bankable** and **profitable**;
- ✓ Supporting the business or the Public Administration in the **procurement of funding** for the operation;
- ✓ Supporting the business in their participation to the **tendering** procedure



Bank Financing

Project bond

Leasing

Other Financial
instruments

SERVICES

- Bank financing research and structuring – also in leasing;
- Identification and negotiation of guarantees structure;
- Assistance in the refinancing of old debt;
- Support in the emission of project bonds;
- Identification of other financial instruments.

2016 - 2017



INTEGRA

Financial advisory; preparation of the Business Plan for the Integra Consortium, years 2016-2022

2015-2016



Financial and legal advisory to Marconi Express for financing procurement and structuring. Closing: September 2016
Total debt granted: € 68 mln.

€ 115 mln

2016



Financial and legal advisory for the evaluation during the tender procedure of an open call for proposals, regarding the construction in Project Finance of a velodrome in the Province of Treviso.

€ 29 mln

2016 - 2017



Financial and legal advisory to the Newco Duc Bologna S.p.A. for Concession management and dialogue with financial institutions involved in the Project.

€ 90 mln

2012 - 2017



Financial and legal advisory to the Company Terza Torre S.p.A for the management of financial, administrative and accounting aspects, and relations with banks during the Project operation phase.

€ 65 mln

2016

C4

Financial Advisory to C4 (3i 80% - CCC 20%) to search new potential investments in Italy

2014



Financial and legal advisory finalized to the preparation of a tender offer for a public construction concession in the Pieve di Soligo Municipality regarding the planning, construction and management of the new multi-purpose gym

2014



Financial advisory finalized to the preparation of a tender offer regarding the planning, construction and management of the cemetery in the Occhiobello Municipality

2014

AURORA Srl

Assistance in preparing a feasibility study concerning the construction and management of an arena in the area "Campo Volo" in Reggio Emilia

€ 14 mln

2014



Financial and legal advisory for the preparation of a proposal regarding the planning, construction and management of a day care facility in the Municipality of Roncegno.

2014



Financial and legal advisory for the preparation of a services concession proposal (ex art. 278 del DPR 207/2010) regarding the management of a daycare facility in the municipality of Brentonico

2014



Advisory to Marconi Express in the rebalancing of the Concession of construction and management of the People Mover in Bologna

2014



Financial advisory for the preparation of a proposal regarding the final and executive planning, the expansion and the subsequent management of the cemeteries located in the municipality of Badia Polesine

2013



Financial advisory for the definition of the financial model of the DUC Bologna and the negotiation of rebalancing measures with the Grantor

2013

CMR EDILE

Assistance for submission of an offer to the tender notice published by the Municipality of Flero (Brescia) for the completion and expansion of the school campus

2013



Financial advisory finalized to the preparation of an offer for the contract of Energy Management Integrated Service concerning the provision, management, operation and maintenance of PP.OO. Civico and Di Cristina technological systems, property of A.R.N.A.S.

2013



Financial and legal advisory finalized to the preparatiof of a services concession proposal regarding the planning, restructuring and management of rent-controlled housing in the Albiano Municipality.

2013



Financial and legal advisory for the preparation of a proposal regarding the final and executive planning, construction and management of a funicular railway system between S. Martino di Castrozza and Rolle. Financial Advisory for activities related to the project financial close

€ 43 mln

2013



Financial advisory for updates and sensitivities studies to the Business Plan of the Concession regarding the planning, construction and management of the Livorno – Civitavecchia highway.

2013



Financial and legal advisory concerning the financing of the Nautilus real estate project in San Lazzaro, Bologna.

2013

RTI CCC

Financial and legal advisory for the preparation of a proposal for the tender published by Infrastrutture Lombarde Spa regarding the final and executive planning and the construction of the Città della Salute e della Ricerca in the Municipality of Sesto San Giovanni

€ 323 mln

2013

TECTON

Financial and legal advisory for the preparation of a proposal pursuant to art. 153 of the Procurement Code, regarding the final and executive planning, construction and management of measures aimed at the redevelopment of the Palazzetto dello Sport (sports hall) in Reggio Emilia

2012



Financial advisory for the preparation of the Business Plan of the Concession regarding the planning, construction and management of the Livorno-Civitavecchia highway.

€ 1,150 Mld

2012

CMSA

Advisory for the preparation of a Legal Due Diligence on the tender documentation in restricted procedure, for the identification of both private and public partners in a semi-public urban development company (with public majority ownership) and the definition of shareholder's agreements

2012



Advisory for the preparation of a proposal regarding the tender published by the Province of Ancona for the development of the Cittadella di Fabriano

2012



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa

Advisory for the preparation of a Preliminary Due Diligence regarding the planning, construction and management of the Orte – Mestre highway connection.

2012



Financial and legal advisory for the preparation of a proposal pursuant to art. 153 of the Procurement Code, regarding the final and executive planning, construction and management of a crematorium in the Municipality of Piove del Sacco

2012



Financial and legal Advisory for the procurement of an equity partner to be associated with:

CO&GE

2012



Project finance initiative pursuant to art. 153, D. Lgs n. 163/2006, finalized to the award of a Concession for the legal compliance, energy saving, improvements, light pollution abatement, management and maintenance of the public lighting installations in the Acquaviva delle Fonti Municipality (BA)

2012



Financial advisory for the financing of the initiative regarding the development of a photovoltaic plant (299 Kwp) to be installed in the company head office.

2012

C4

Financial, legal and administrative advisory for the financial management of Terza Torre S.p.A.

2012



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa



Financial and legal Advisory for the procurement of an equity partner for the Project "People Mover" in Bologna

€ 25 mln

2012

CO&GE

Financial advisory for the Business Plan update of the CO&GE Group

2012

SERCIM Srl

Financial advisory for the selection process of a minority partner

2012



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa

Financial advisory for the preparation of a proposal and financing procurement regarding the construction of an irrigation system in Valmusone

€ 21 mln

2012



Management of the public lighting service and implementation of energy saving measures on the installations of the Porto Torres Municipality, with third-party financing.

€ 1.2 mln

2012



Advisory for the acquisition of shares in the Equity of the company Libeccio S.r.l

2012



Financial and legal advisory for the preparatiof of a proposal pursuant to art. 153 of the Procurement Code, regarding the the final and executive planning, construction and management of a RSA in the Municipality of Rivalta Bormida (AL)

2011

CO&GE

Financial advisory in the sale of a 32% Equity stake of Procim Srl for



€ 6 mln

2011



Financial and legal advisory in the financial close for the development of a 10 MWp photovoltaic plant

€ 30 mln

2011



Advisory in the acquisition process of the cemetery branch of



€ 8,5 mln

2011

Holcoa S.p.A.

Financial advisory in the sale of a 25% Equity stake of Società Autostrada Tirrenica P.a.



€ 97 mln

2011



Financial advisory for the preparation of the 2012-2017 Business Plan during the debt restructuring

2011

Bizzi & Partners

Financial advisory for the preparation of a Business Plan for the development of the ex-Falck Area in the Sesto San Giovanni Municipality

2010



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa

Financial advisory for the preparation of a binding offer, for the acquisition of the ex-Falck area from Risanamento S.p.A.

€ 405 mln

2010



Financial and legal advisory for the financial close of 8 photovoltaic plants installations

2010



Financial and legal advisory for the financial close of photovoltaic plants in educational buildings within the Province of Rome.

€ 20 mln

2010



PORTOFIORITO S.p.A.

Preparation of the Business Plan for the Porto turistico di Portofiorito (NA) development

2010



Financial and legal advisory for the financial close of a district heating and cogeneration plant

€ 29 mln

2009



Financial advisory for the financial close of the Manfredonia port.

€ 60 mln

2009



CONSORZIO COOPERATIVE COSTRUZIONI
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Società cooperativa

Financial advisory for the preparation of an offer for the planning, construction and management of a special waste disposal facility in Monza

€ 20 mln

2009

C4



Financial advisory for the sale of 80% Equity shares of Terza Torre S.p.A, concessionaire of the construction and management of the Emilia Romagna Regional Offices

€ 75 mln

2009



Constitution of the Joint Venture Vehicle C4 Srl (Barclays Private Equity 80% and CCC 20%) for the acquisition of shares in Terza Torre S.p.a. of Manutencoop and CCC.

€ 65 mln

2009



Financial and legal advisory for the award of the construction and management concession of the new offices of the Bologna Municipality (DUC)

€ 90 mln

2009



Financial advisory for the award of an open tender for the construction and management of a car park in the Municipality of Modena

€ 36 mln

2009



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa

Financial and legal advisory for the award of the construction and management Concession of the Bologna People Mover

€ 105 mln

2009



Advisory for the financial close of a university housing project in Trento

€ 20 mln

2008



CONSORZIO COOPERATIVE COSTRUZIONI
CCC
Società cooperativa

Financial advisory for the project concerning the construction and management of the "Nuovo Padiglione Jona, ancillary works, and Canal di Pianto guesthouse of the SS. Giovanni e Paolo Hospital in Venice

€ 46 mln

Andrea Grisolia

Founder / CEO /Chairman of the Steering Committee

Andrea has significant experience in the origination and management of complex Corporate Finance initiatives, both Debt and Equity side, PPP projects (Public Private Partnership) such as concessions of construction and management (Project Finance), public-private companies and leasing in construction.

He directly managed joint-ventures between industrial and financial partners, and has significant experience in the management of real estate, infrastructure and energy transactions.

He took part in several major corporate finance and restructuring operations in the fields of construction, infrastructure and renewable energy.

From 2000 to 2006 Manager in KPMG Corporate Finance divisione Project Finance – Valuation

From 2006 Director in CCC & from 2007 to 2011 Director in S.T.F. S.p.A.

From 2009 Chairman of the company Consorzio Cooperative Costruzioni Capital C4 (Barclays/3i – CCC)

From 2012 Large Infrastructure Manager for CCC, CFO of Società Autostrada Tirrenica S.p.A. until 2015

From 2015 Director of the company STF S.p.A.

From 2016 reference shareholder of STF – Società Tecniche Finanziarie.

Pietro Mattioli

Shareholder / Member of the Steering Committee

Pietro has significant experience in the origination and management of complex Corporate Finance initiatives, both Debt and Equity side, PPP projects (Public Private Partnership) such as concessions of construction and management (Project Finance), public-private companies and leasing in construction.

He shares his professional activities between public and private consultancy on business development and strategy on foreign markets, PPP/PF, structured finance, public infrastructure works, institutional negotiation policies and international public procurement, lobbying and public affairs.

He developed over the years, specific interests in different geographical areas: mainly Central and Eastern Europe, Middle East, Africa and Americas, is professionally based in Italy, but travels frequently for his professional assignments.

From 2003 to 2007 Manager in an independent Corporate Finance advisory firm on International PF Structuring

From 2008 Director at CCC «International Business Development PPP and Corporate Finance», from 2007 to 2016 Director and CEO in Farest S.p.A; Actually Chairman of the Board of Farest Spa

From 2013 CEO of Consorzio Cooperative Costruzioni International companies in Malta, Bulgaria and Poland

From 2016 Executive of MINT International

From 2016 Member of the steering Committee of STF – Società Tecniche Finanziarie.

Bologna

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