



WORK EXPERIENCE

Director	<u>EY Advisory S.p.A., Corporate Finance</u> , Milan, Italy
Director Oct 23 – current	Involved in several corporate finance projects (Business planning, Financial modelling, Company valuation, Intangible valuation and Purchase price allocations) managing the entire workstream.
Senior Manager Oct 19 – Sept 23	Main engagements are:
Manager Oct 16 – Sept 19	<ul style="list-style-type: none">• Impairment testing activities for several companies, among which Dedalus, Medacta, Prysmian Group, Italiaonline, Gruppo24Ore, Mondadori, Fiera Milano, Irideos, Triboo, ePrice, Giglio
Senior Analyst Sept 13 – Sept 16	<ul style="list-style-type: none">• Purchase Price Allocation of certain assets and liabilities of Reno de Medici in connection with the acquisition by Apollo (deal value ≈ € 500 mln)• Purchase Price Allocation of certain assets and liabilities of the Revcovi business (rare disease) in connection with the acquisition made by Chiesi (deal value ≈ € 600 mln)• Purchase Price Allocation of certain assets and liabilities of Blue Earth Diagnostic Ltd, a molecular imaging diagnostic company, in relation to the acquisition of the control by Bracco Imaging (deal value ≈ € 450 mln)• Purchase Price Allocation of certain assets and liabilities of Grandvision in connection with the acquisition made by EssilorLuxottica (deal value ≈ € 7,2 bn)• Purchase Price Allocation of certain assets and liabilities of Barberini, a leading manufacturer of optical glass lenses for sun protection, in relation to the acquisition of the control by Luxottica (deal value ≈ € 150 mln)• Purchase Price Allocation of certain assets and liabilities of Giorgio Fedon & Figli in connection with the acquisition made by EssilorLuxottica (deal value ≈ € 30 mln)• Purchase Price Allocation of certain assets and liabilities of the IT business formerly belonging to Agfa Healthcare in connection with the acquisition made by Dedalus (deal value ≈ € 0,5 bn)• Purchase Price Allocation of certain assets and liabilities of the IT business formerly belonging to DXC Technologies in connection with the acquisition made by Dedalus (deal value ≈ € 0,5 bn)• Financial advisory for Cerved Group, a listed Italian information provider, in relation to the fairness, from a financial point of view, of several transactions• Support to the management of an Italian media and e-commerce company in all the business planning activities related to the listing on the MTA market• Market assessment and valuation of Dedagroup Stealth, a leading Italian ERP software house, in relation to the vendor loan financing activities• Support to the management of Prysmian Group in relation to the issuance of a € 500 mln equity-linked bond• Valuation of Iliad Italia in connection with a management incentive plan• Valuation of the shareholdings held by KR Energy, a listed Italian renewable company, and financial support to its BoD in relation to the integration with an industrial investor• Valuation and quality assessment of the non-sovereign portfolio held by the African Development Bank (≈ \$ 18 bn AUM), a multilateral development finance institution• Purchase Price Allocation of certain assets and liabilities of SIA, one of the European leaders in the IT market for financial institutions, in relation to the acquisition of the control by FSIA Investimenti (CdP Equity)• Business planning and business modelling support to the project financing sponsor in relation to the raise of €1bn funding to Ital Gas Storage aimed at building a 1.3 billion cubic meter gas storage plant in Northern Italy• Business planning activities and feasibility analyses in relation to the reorganization of the European operations of Barilla• Financial advisory for Mitsui, a listed Japanese conglomerate company (≈ \$ 45 bn revenues), in relation to its Italian drilling operations. Main activities include: supporting the management in

the business planning activities, feasibility analysis for tax planning purposes, valuation of certain intangible assets

- Business planning activities and valuation of certain intangible assets for **OVS**, a leading Italian retail operator, in relation to a carve-out aimed at IPO
- Support to the Top Management of **ePrice** (formerly known as Banzai), a leading Italian e-commerce and media company, in all the activities related to the IPO: business plan, information memorandum, analyst presentation, business and financial chapters of the prospectus
- Valuation of **Fondo Strategico Italiano** ($\approx \text{€ } 4.5 \text{ bn}$ AUM Italian PE fund) investment portfolio, including direct and indirect stakes and related derivatives (convertible bond, put&call options, earn-outs). Contribution in kind ($\approx \text{€ } 1.5 \text{ bn}$) aimed at creating a $\text{€ } 2.2 \text{ bn}$ JV with the Kuwait Investment Authority (KIA)
- Valuation of the shareholdings held by **Fondi Italiani per le Infrastrutture SGR** ($\approx \text{€ } 2 \text{ bn}$ AUM infrastructure PE fund) in its airport companies (SEA – Milan, SAGAT – Turin, GESAC – Naples). Contribution in kind ($\approx \text{€ } 800 \text{ mln}$)

Other significant information:

- **2016, South Africa: Attended the EY International Mobility Program in Johannesburg**
- 2014, Czech Republic: EMEIA Business Modelling course

Analyst Mar 13 – Aug 13	<u>Fante S.r.l, M&A Boutique, Corporate Finance, Milan, Italy</u> Advisory activities: Restructuring (debt restructuring and strategy turnaround), M&A (valuation, due diligence, partner search), Business plan (start-ups, business development, strategic analysis), Industrial analyses (supporting Mr. R. Testore, senior partner, former CEO of FIAT Auto S.p.A. (listed), Finmeccanica S.p.A. (listed) and Trenitalia S.p.A.)
Junior Analyst Dec 11 – Feb 13	<u>Pirola Pennuto Zei & Associati, Corporate Finance, Milan, Italy</u> Conducted discounted cash flow and public comparable valuation aimed at financial analyses on M&A transactions, Prepared fairness opinions on intangible assets valuation, Collaborated in several restructuring transactions, Strengthened skills on financial modelling and business planning

EDUCATION

Sep 09 – Mar 12:	<u>Università L. Bocconi, Milan, Italy.</u> Graduated in Accounting, Financial Management and Management Control, Major in Corporate Finance Thesis on: “ <i>Empirical analysis on cross-border M&A in China, Italy, UK and USA</i> ”, thesis advisor: M. Dallochio Final Grade: 109/110
Feb 11 – Jul 11:	<u>Sun Yat-sen University, Business School, Guangzhou, China</u> Exchange Program, 4 MBA modules and exams all taught in English: Financial Accounting, Corporate Finance, Investment Valuation, Portfolio Management
Jul 08:	<u>Fudan University, Shanghai, China.</u> Campus Abroad, focus on Management of Information Technology
Sep 06 – Oct 09:	<u>Università L. Bocconi, Milan, Italy.</u> Bachelor Degree in Business Administration and Management Thesis in Business Strategy: “ <i>Strategic analysis on Innovation: the Natuzzi business case</i> ”, supervisor: R. Donà Final grade: 100/110
Jun 06:	<u>Liceo Scientifico D. Alighieri, Matera, Italy.</u> High School Diploma in scientific studies

LANGUAGE SKILLS

Italian: Mother tongue
English: Fluent

COMPUTER SKILLS

ECDL. Word, Excel and PowerPoint: Proficient User

Bloomberg: Advanced

S&P Capital IQ: Advanced

ADDITIONAL INFORMATION

- Strong interpersonal skills. Excellent communication and commercial skills
- Attended as a lecturer at SDA Bocconi, Master24, and the University of Bergamo in corporate finance and M&A courses
- Research assistant on “Strategic and Financial Management” and “Business Communication” at LUM Jean Monnet University, Bari, Italy (2010)
- Participation to Chinese language course organized by Bocconi University (2008)
- Coordinator of several projects and fundraising at the Italian Red Cross



Francesco Paolo Grande