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**Work
Experience**
2018 - today

THE EQUITY CLUB S.r.l. – Founder and CEO

Founded in February 2018, with the support of Mediobanca, The Equity Club, a private capital initiative that collected soft commitments of c.€500 million from more than 90 Italian families and entrepreneurs

- **Jul 2018 – Jakala S.p.A. (Martech Company - Italy)** – acquisition of c.30% stake in Jakala through an acquisition of the equity stake from one of the shareholders Sales of €240m and EBITDA of €28m.
- **Jun 2019 – La Bottega S.p.A. (Company selling Amenities to Luxury Hotels – Italy)** – acquisition of 48% stake from the founding families Sales of €77m and EBITDA of €10m
- **Jun 2019 – Philogen S.p.A. (Biotec Company – Italy and Switzerland)** acquisition of 18% stake through a capital increase
- **May 2021 – Lincotek S.p.A. (Advanced Coating Solutions – Italy)** acquisition of 25% stake in Lincotek through a €90m capital increase and €10m share acquisition Sales €150m and EBITDA of €32m
- **Nov 2021 – HAS Cosmetics S.p.A. (Manufacturer of Hair Care Products – Italy)** acquisition of 60% stake through a share acquisition Sale €40m and EBITDA of €8m.

2004 - 2017

PAI PARTNERS SAS – Equity Partner

Joined in September 2004 in the “Transaction Group”, a team dedicated to the execution of new transactions. After 8 months spent in the Paris office, I moved to Milan in order to follow the origination and execution of transactions in the Italian market. In particular I was involved in the following transactions:

- **Aug 2015 - Konectanet S.A. (Call Centers and BPO - Spain)** – leveraged acquisition of a co-controlling stake in Konectanet S.A. Sales of €450m and EBITDA of €40m.
- **Feb 2013 - Marcolin S.p.A. (Eyewear design and distribution)** – Leveraged acquisition of the majority stake in Marcolin S.p.A. and the subsequent public Mandatory Tender Offer. Sales of €220m and EBITDA of €34m.

Dec 2013 - Viva Optique USA (Eyewear design and distribution) add-on acquisition.

- **Feb 2011 - The Nuance Group AG (Travel Retail)** – Acquisition of 50% stake from Stefanel S.p.A. of the Nuance Group AG. Full responsibility for the idea generation, deal structuring and negotiation of the transaction. Sales of CHF1.8bn and EBITDA of CHF86m.

Jul 2014 - Sale of The Nuance Group – Disposal of controlling stake of The Nuance Group to Dufry AG, generating a return of 3.2x cash-on-cash and an IRR of 40% in three years

- **May 2005 - Gruppo Coin S.p.A. (Apparel Retail)** – Leveraged acquisition of the majority stake in Gruppo Coin and the subsequent public Mandatory Tender Offer. Leverage Recapitalization (April 2007). Sales of €1.1bn and EBITDA of €91m.

Jan 2010 - Upim add-on acquisition. Sales of €430m and EBITDA of €0m (zero).

Jul 2011 - Sale of Gruppo Coin – Disposal of controlling stake of Gruppo Coin to BC Partners, generating a return of 2.5x cash-on-cash and an IRR of 25% in six years.

- **Saeco International Group (Coffee Machines Manufacturer)** – Completed post acquisition transactions. Sales of €437m and EBITDA of €90m.

Jul 2009 - Sale of Saeco to Philips: following underperformance in the course of 2008, Saeco breached banking covenants and faced a severe liquidity crisis. I was team leader in the organization and execution of a dual track “Sale and Debt Restructuring” process.

May 1999 **UBS INVESTMENT BANK**
July 2004 **Investment Banking Division**

MILAN (Nov 02 – Jul 04)

Italian Investment Banking Team in Milan since November 2002. Member of the M&A team dedicated to the industrial, consumer and telecom sectors. Junior responsible for leveraged buy-outs and financial sponsors' transactions.

- **M&A Automotive** – Prepared detailed business plan and analyzed acquisition structure and tactics for a public offer on a major pan-European automotive manufacturer
- **M&A Telecom** – Prepared detailed business plan and analyzed acquisition structure and tactics for a hostile take-over of a major incumbent telecom operator
- **Equity Media** – Responsible for post merger re-listing of Seat Pagine Gialle

Leveraged Finance Group

LONDON (Sep 00 – Nov 02)

Member of origination and execution teams for a number of leveraged buy-out, acquisition and structured financing transactions in various sectors:

- **LBO - Health care** - Developed fully subordinated financing structure (PIK mezzanine facility) for the acquisition of a US business by a Spanish healthcare company owned by a leading Financial Sponsor. Conducted detailed due diligence and contributed to completion of the transaction documentation
 - **LBO - Paper and Packaging** - Completed detailed due diligence and structured an all senior financing for the capital restructuring of a pan-European paper manufacturing group owned by a Financial Sponsor.
 - **Structured Financing - Telecommunications** - Analysed and assessed the business plan of a UMTS operator and the potential financing for the network roll-out
 - **Acquisition Financing** - completed due diligence and documentation for the underwriting of US\$1.3 billion facility for Group4Falck's acquisition of Wackenhut Corporation in the US
 - **High Yield** - completed the issue of GBP 250million high yield bond for a leading UK food retail chain
- Responsible for the "Leveraged Financing" session for the Graduate Training Program
- Structured course objectives and written the course material
 - Prepared guided spreadsheet to understand the principles of LBO financing

Financial Institution Group (Investment Banking Division)

LONDON (May 99 – Sep 00)

Member of the Italian team, contributed to the execution of a series of major transactions:

- Euro14bn unsolicited offer of Assicurazioni Generali for INA SpA
- Acquisition of a stake in a major ISP by a leading retail bank
- Spin-off of Banco di Napoli from INA in favor of Sanpaolo IMI (first non-proportional de-merger in Italy)

Fall – 1998 **MCKINSEY & COMPANY, INC.**

MIAN, ITALY

Served full time internship, working on strategy review and privatisation options for a company in the heavy maintenance industry

Education

1994 - 1999 **UNIVERSITA' COMMERCIALE BOCCONI**

MILAN, ITALY

Bachelor in Business Administration, *110/110 cum laude*. Thesis sponsored by a Leading Japanese manufacturer motorbikes' spare parts. Analysed the European market and formulated a potential entry strategy

Fall – 1996 **THE LALLY SCHOOL OF MANAGEMENT AND TECHNOLOGY**
Rensselaer Polytechnic Institute

TROY, NEW YORK

Exchange program student in the Undergraduate and Graduate Divisions

1989 – 1994 **LICEO SCIENTIFICO – IST. SALESIANO S. LORENZO**

NOVARA, ITALY

High school diploma. Final grade: 60/60

Personal

Native language: Italian. Fluent in English. Basic knowledge of French

Sports: skiing, sailing and playing golf (Junior National Team 93/94; 94/95)