






# Grant Thornton Financial Advisory Services

Transaction Advisory Services Projects  
since January 2017












# Transaction Services – Credentials since Jan17

<p><b>Project Frozen</b></p> <p>Sector: <b>Frozen Food</b></p>  <p><b>Client has made a minority investment in a platform Company (Sfoggia Torino) which used the proceeds to acquire a competitor (Idea Quick)</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: green;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: green;">■</span></p>	<p><b>Project Colosseo</b></p> <p>Sector: <b>Information &amp; Communication</b></p> <p><b>Client has considered to acquire an Italian player in the ITC defense sector</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> </ul> <p><span style="color: red;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>	<p><b>Project Sfinge</b></p> <p>Sector: <b>Real Estate Services</b></p>  <p><b>IRE has acquired YARD Group</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: green;">■</span> <span style="color: green;">■</span> <span style="color: green;">■</span> <span style="color: green;">■</span></p>	<p><b>Project Sound</b></p> <p>Sector: <b>Entertainment</b></p> <p><b>Client (a digital music distributor) has considered to acquire an Italian player</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> <li>- Working capital projections</li> </ul> <p><span style="color: red;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>	<p><b>Project Hydro</b></p> <p>Sector: <b>Energy &amp; Natural resources</b></p> <p><b>Client has purchased two hydro plants</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Legal Due Diligence</li> <li>- Tax Due Diligence</li> <li>- SPA support</li> </ul> <p><span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: green;">■</span></p>
<p><b>Project Liang</b></p> <p>Sector: <b>Consumer goods (Lighting)</b></p> <p><b>Client has considered to acquire two business units of an industrial WW player</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: red;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>	<p><b>Project Bernini</b></p> <p>Sector: <b>Packaging (Food &amp; Pharma)</b></p> <p><b>Client has considered to acquire a business unit of pharma packaging (€50m EBITDA)</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Structuring</li> </ul> <p><span style="color: red;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>	<p><b>Project Pandoro</b></p> <p>Sector: <b>Logistic and Transportation</b></p>  <p><b>Trasporti Romagna has acquired An.Ri Trans</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: green;">■</span> <span style="color: green;">■</span> <span style="color: green;">■</span> <span style="color: green;">■</span></p>	<p><b>Project Betty</b></p> <p>Sector: <b>Consumer products (Textile)</b></p> <p><b>Client (a large Italian company) has considered to acquire a competitor</b></p> <p>GTFAS acted as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: red;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>	<p><b>Project Speed</b></p> <p>Sector: <b>Automotive</b></p> <p><b>Client (a private equity backed automotive parts player) is considering to acquire an Italian distributor</b></p> <p>GTFAS is acting as Advisor with the following services:</p> <ul style="list-style-type: none"> <li>- Financial Due Diligence</li> <li>- Tax Due Diligence</li> </ul> <p><span style="color: grey;">■</span> <span style="color: yellow;">■</span> <span style="color: grey;">■</span> <span style="color: grey;">■</span></p>

■ Completed 
 ■ In progress 
 ■ DD completed but deal aborted

# Transaction Services – Credentials since Jan17

<p><b>Project Poseidon</b></p> <p>Sector: <b>Automotive</b></p> <p><b>Client (a large German company) is considering to acquire its Italian distributor (sales of €36m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Legal Due Diligence                      - Tax Due Diligence                      - SPA support</p> 	<p><b>Project Transport</b></p> <p>Sector: <b>Logistic and Transportation</b></p> <p><b>Client is considering to acquire a competitor (sales of €35m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Deal perimeter definition                      - Consolidating figures</p> 	<p><b>Project Truck</b></p> <p>Sector: <b>Automotive parts</b></p> <p><b>Two companies in the spare parts business are considering a merge (aggregate sales of €40m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Tax structure                      - Governance Definition                      - Valuation</p> 	<p><b>Project Sleek</b></p> <p>Sector: <b>Consumer goods (home furniture)</b></p> <p><b>Client is considering to acquire a competitor under financial distress (sales of €100m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Tax Due Diligence</p> 	<p><b>Project Galileo</b></p> <p>Sector: <b>Publishing</b></p> <p><b>Client is considering to acquire an Italian competitor (sales of €60m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Carve out review</p> 
<p><b>Project Rosemary</b></p> <p>Sector: <b>Food &amp; Beverage</b></p> <p><b>Client is considering to make a minority investment in a platform Company which will use the proceeds to acquire a competitor</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Tax Due Diligence</p> 	<p><b>Project Spirit</b></p> <p>Sector: <b>Food &amp; Beverage</b></p> <p><b>Client, a beverage distributor, is considering selling its business to an International Group</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Vendor Due Diligence                      - SPA Support</p> 	<p><b>Project Peak</b></p> <p>Sector: <b>Food &amp; Beverage</b></p> <p><b>Our Client, a private equity firm, is considering to acquire a food business (sales of €40m)</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Tax Due Diligence</p> 	<p><b>Project Italia</b></p> <p>Sector: <b>Sales and marketing services</b></p> <p><b>Our Client is considering to acquire a business unit from a local player</b></p> <p>GTFAS is acting as Advisor with the following services:                      - Financial Due Diligence                      - Carve out review</p> 	

■ Completed
 ■ In progress
 ■ DD completed but deal aborted

# Contact us:

## Grant Thornton Financial Advisory Services Srl

Via Melchiorre Gioia 8

20124 Milano

Tel. +39 02 97 68 78 73

Reference partner: Stefano Marchetti

Email: [stefano.marchetti@bgt.it.gt.com](mailto:stefano.marchetti@bgt.it.gt.com)



© 2017 Grant Thornton Financial Advisory Services S.r.l. All rights reserved.

'Grant Thornton' refers to the brand under which the Grant Thornton member firms provide assurance, tax and advisory services to their clients and/or refers to one or more member firms, as the context requires.

Grant Thornton Financial Advisory Services is owned by Bernoni&Partners, a member firm of Grant Thornton International Ltd (GTIL). GTIL and the member firms are not a worldwide partnership. GTIL and each member firm is a separate legal entity. Services are delivered by the member firms. GTIL and its member firms are not agents of, and do not obligate, one another and are not liable for one another's acts or omissions.

[www.bgt-grantthornton.it](http://www.bgt-grantthornton.it)