



SWEAT EQUITY

Partnership and search for risk capital

March 2020

Sweat Equity

[swet ɛkwɪtɪ]

...the hard work that someone does to build or improve a business, project or product that helps to increase its value...*

*Cambridge Business English Dictionary © Cambridge University Press

PROFILE



Sweat Equity, established in 2014, strengthened itself in October 2015 through the joining of two new partners who shared the founder's idea about the company' **mission**: the **search for the risk capital** needed to increase the Equity value built by our client-entrepreneur through his "Sweat".



We offer our professional experience, technical competence and capital market knowledge – in other words - our "sweat" to add value. Alongside of the entrepreneur, we "get our hands dirty" in order to support the firm growth.



Our vision consists in being a partner (rather than a mere consultant), to the extent of directly investing risk capital in specific cases.

Independent by nature, Sweat Equity values are integrity, coherence and transparency.

We have thought that the bee, famous for its individual hard work and laboriousness cleverly coordinated within its group, best helps us to explain our working method: the individual effort beside the other.

PARTNERS

Sweat Equity offers a wide range of competences, as result of different and complementary expertises of its partners.



Marco Ulivagnoli

Founder

Marco Ulivagnoli (1960) has acquired a vast experience in the Investment Banking since 1990.

In the Private Equity sector, he was either nominated as Director of participated companies and as member of investment committees of private equity funds on behalf of primary banking institutions.

He completed various M&A deals in different economic sectors, with particular focus on Small Medium Enterprises.

He was responsible for Equity Capital Market transactions of numerous firms, listed companies included (IPO, convertible bonds, share capital increase, public tender etc).

From 2015 to 2018, he was Director of Biodue Spa, listed on Italian AIM, with proxi as Investor Relator, He is Board member of Italian and USA Small Medium Enterprises.

He graduated with full marks and honours in Business Economics at Florence University.

PARTNERS

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Lamberto Tommasi
Partner

Lamberto Tommasi (1954) matured an experience of twenty five years as partner of one of the “big four” of the auditing.

Degree in Business Economics at Bologna University, Certified Public Accountant and Certified Auditor, he started working in the audit field in 1978 and, in 1991, he became partner responsible for Florence office, expanding from 3 to about 90 people.

Within the audit activity of financial statements of national and international firms and groups, he carried out also due diligence engagements and assisted clients in IPOs and in the development of internal control procedures. He has been teaching for more than 20 years the Auditing Master at Pisa University. He also collaborated with the Auditing course of the Economics Faculty at Florence University for more than 25 years.

PARTNERS

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Marco Scarpelli
Partner

Marco Scarpelli (1983) has been maturing skills in the corporate finance transactions for 15 years.

He has a degree in Business Economics at the Luigi Bocconi University in Milan and started his professional path in the international network of one of the “big four” of the auditing , continued for some years in the advisory team of an independent firm in the M&A sector and subsequently assumed the role of investment manager in a private equity fund.

He has been teaching for some years M&A at the Luigi Bocconi University.

He was member of the investment committee of Quadrivio SGR (Investment Saving Fund).

He is also CFO of D.r.e.am. Italia Scarl, primary operator in the engineering and environmental planning sectors.

STRENGTHS

The integration of our professional experiences allows us to interact with firms, private and institutional investors and private equity funds, thanks to:

Over

115

*transactions since the
nineties, of
which 4 IPO*

Over

90

*years of cumulated
experience in the
professional assistance
to the business*

30

*years of cumulated experience in
12 private equity funds,
mezzanine, venture capital and
real estate funds*

Over

35

*years providing audit and
due diligence services*

Over

30

*appointements in Board of
Directors*

Portfolio



«Innovative Start-up» active in research and development of european patented hydrogen technologies for electric mobility and other daily energy needs.

<http://www.nemesysenergy.com>

** * **



«Innovative SME» operating in production and distribution of patented device capable to protect from wild boar, roe deer and fallow deer by emission of powerful ultrasound.

<http://www.natechescape.com>

** * **



«Innovative Start-up» owner of MorphCast®, a patented technology using facial analysis to adapt content to the viewer in real-time whilst protecting their privacy

<https://www.cynny.it>

web: morphcast.com

** * **



Special Purpose Vehicle incorporated for the acquisition of a distressed company active in production and direct distribution of luxury products under own brand.

<http://www.marbling.it>

S E R V I C E S

Sweat Equity helps entrepreneurs, institutional investors and managers during the study, definition phases and realization process of :



Search for risk capital,
direct investments, access
to the capital market



Sale, merger and
acquisition of firms,
business units and
participations



Managerial support,
start up phase.included



SEARCH FOR RISK CAPITAL, DIRECT INVESTMENTS; ACCESS TO THE CAPITAL MARKET

Sweat Equity is the right partner for all the entrepreneurs and managers who are searching for efficient alternatives to debt capital to finance development process of the business.

Our approach is based on an in depth study of business key data and growth perspectives to be explained in a business plan, in order to identify the most suitable sources of risk capital.



Viable alternatives

Our experience in a large number of different transactions enables us to assist our client in private transactions (i.e. promoting access to different types and size of investors) or, in case of an IPO, coordinating the whole process.

As far as possible, Sweat Equity uses the information obtained during the analysis process of the financing alternatives to propose a direct investment in the client's equity capital, developing long-lasting partnership.

Relationship network

Our professional experience in the investment banking sector allows us to activate a vast relationship network with several investors from different environments as:

- ✓ Private equity and venture capital funds;
- ✓ Banks;
- ✓ Industrial corporations and multinational Groups;
- ✓ Family office, high net worth individuals, private investors and business angels;
- ✓ Social security funds, bank foundations, insurance companies.



SALE, MERGER AND ACQUISITION OF FIRMS, BUSINESS UNITS AND PARTICIPATIONS

Sweat Equity offers professional support for the management during the typical phases of corporate finance transactions that can include:

- ✓ companies or groups aimed to get external growth;
- ✓ manager interested in business acquisitions (MBO, MBI);
- ✓ institutional and private investors practicing business acquisitions, also through the rationalization of their investment portfolio;
- ✓ entrepreneurs facing generational changes.

We propose ourselves as the partners able to manage all process phases, coordinating all the actors involved in the deal.



Support to the potential buyer (M&A buy side)

- ✓ Strategy definition and feasibility study;
- ✓ Collection, arrangement and information check;
- ✓ Business evaluation;
- ✓ Identification of the economic, financial, juridical, fiscal, organizational and governance aspects of the transaction;
- ✓ Management of the negotiation process.

Support to the potential Seller (M&A sell side)

- ✓ Strategy definition and feasibility study
- ✓ Development of strategy definition in order to maximize business value;
- ✓ Potential buyers and partners identification;
- ✓ Business evaluation;
- ✓ Identification of the economic, financial, juridical, fiscal, organizational and governance technical aspects of the transaction;
- ✓ Management of the negotiation process.



MANAGERIAL SUPPORT, START UP PHASE INCLUDED

We have cumulated a vast experience in corporate finance and investment banking fields, with different and strictly complementary professional experiences.

TOMBSTONE

Apr 2019

Founders of

GeoMind
exploring the digital Earth

Sold 100% stake of the Company to



SWEAT EQUITY

May 2017

Founders of



Sold minority stakes of the Company to



SWEAT EQUITY

January 2017



SWEAT EQUITY

TOMBSTONE

May 2016



signed a license agreement for the exploitation of a patent owned by



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BioDue was advised



SWEAT EQUITY

August 2015



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international fashion Group was advised for an acquisition of an Italian Company by



SWEAT EQUITY

May 2015



completed its IPO in the AIM segment of the Italian Stock Exchange

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IPO was coordinated and supervised by



SWEAT EQUITY

C O N T A C T S



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