

EPTA PRIME

Company Profile

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1. Company



COMPANY

EPTA PRIME is an independent consulting company created by professionals with high profile and international experience.

We work closely with the ownership and management of our clients, offering multidisciplinary know-how and ensuring a tailored approach.

EPTA PRIME wants to be a dynamic company able to offer innovative consulting services.

TEAM

EPTA PRIME relies on a strong and cohesive group of professionals who boast a solid experience gained in professional and consulting services for corporate companies, public administrations and financial intermediaries.

VALUES

KNOWLEDGE: the solid financial background and the deep market knowledge, accompanied by continuous updating on sector regulations, allow our professionals to achieve full customer satisfaction.

EXPERIENCE: we believe that the personal legacy of skills, abilities and values is an essential prerequisite for effective consultancy.

PEOPLE: customer care and growth of our professionals characterize our people-oriented philosophy.

2. Clients



CORPORATES

Companies are confronted every day with challenges that require specific technical and industry knowledge as well as in-depth understanding of corporate finance, including extraordinary, which increasingly represents a central element for survival and business development.

Our professionals, qualified in the areas of corporate finance and risk management, help corporate Clients to face challenges in their market sectors with serenity.

PUBLIC AUTHORITIES

Public authorities must take decisions regarding infrastructures and equity investment, the methods of financing, the sale of blocks of shares and the assignment of public services through concessions. Green investments, especially those aimed at energy efficiency, are becoming increasingly important in public policies at both national and European levels.

Our professionals assist public Clients by providing assessments and opinions, as well as verifying compliance with legal and regulatory provisions.

INTERMEDIARIES & INSTITUTIONAL INVESTORS

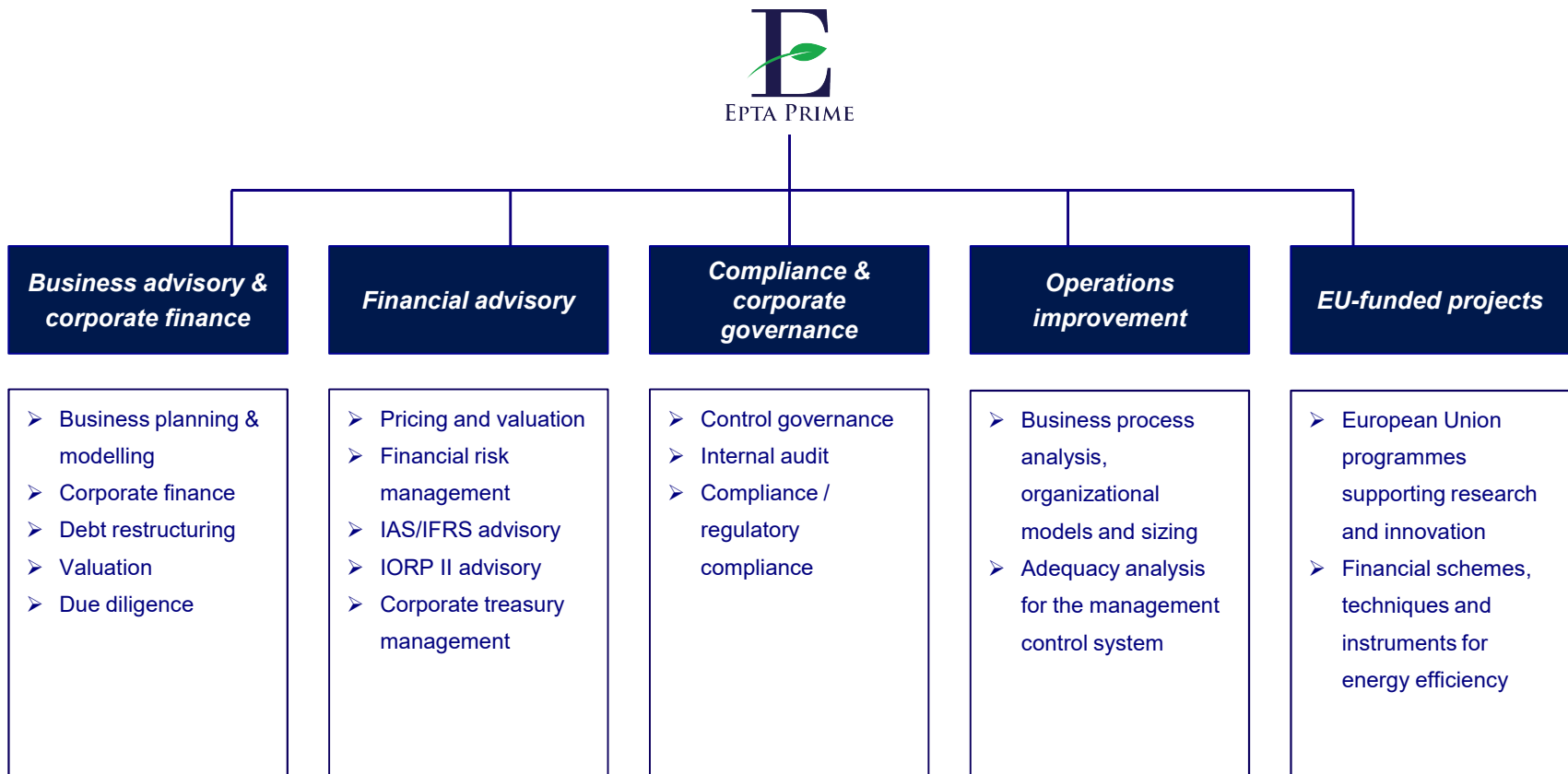
Financial intermediaries and institutional investors are constantly evolving also due to the increase in regulation.

Our professionals support Clients in successfully meeting regulatory challenges, providing human resources, information and integrated professional experience of high standing.

3. Services



The skills of EPTA PRIME professionals allow us to offer solutions and services in the following areas of intervention: business advisory and corporate finance, financial advisory, compliance and corporate governance, operations improvement, EU-funded projects.



3.1 Services: Business Advisory & Corporate Finance



Business Planning & Modelling

- Definition and preparation of financial plans for the evaluation of investment, merger or integration projects, as well as for the support of ordinary corporate financial sourcing; assessment of strategic, sectoral, organizational and financial aspects.
- Preparation and evaluation of economic and financial plans for the award of public works contracts through construction and management concessions, and for the award of public services.

Corporate finance

- Assistance in raising ordinary and concessional funding
- Mergers & Acquisitions: support to the management for the entire acquisition, merger and/or sale process
- Privatization of associate companies: assistance in the preparation of calls for tenders and in relationships with the Regulatory Authorities
- IPOs: assistance in stock exchange listing
- Minibond: assistance in all issuance phases and possible listing

Debt restructuring

- Assistance in the preparation of debt restructuring plans (also pursuant to Article 67 and 182bis of the bankruptcy law) and management of relevant negotiation phases with banks
- Assistance in the notification and authorization of state aid for rescuing and restructuring non-financial undertakings in difficulty

Valuation

- Valuation of companies, company branches or other business activities

Business Due Diligence

- Due Diligence based on agreed-upon procedures concerning counterparties or target companies in the event of acquisition or merger transactions

3.2 Services: Financial Advisory



Pricing & Valuation

- Holistic analysis of financial products including profitability, risk and economic conditions
- Portfolio analysis and restructuring in line with risk management and hedging strategies
- Pricing in outsourcing of financial instruments, assistance in the implementation of evaluation and reporting systems
- Organization of the pricing process: analysis of the organizational structure and implementation of pricing processes

Financial Risk Management

- Risk Policy design and implementation and risk management models
- Risk reporting
- Risk Management function organization

IAS/IFRS

- Assistance in compliance with IAS 39 - IFRS 9 (Valuation of financial instruments)
- Impairment test for the purposes of IAS 36
- Stock options valuation (IFRS 2)
- Assistance in preparing an effective financial statement disclosure with a particular focus on risks (IFRS 7)
- Assistance in preparing an effective financial statement disclosure with a particular focus on operating segments (IFRS 8)

IORP II

- Scenario analysis of individual assets and portfolios (Stress Testing, What If analysis)
- Calculation of risk indicators (sensitivity analysis, volatility analysis, risk ratios relative to a benchmark)
- Performance attribution

Corporate Treasury Management

- Design and implementation of the financial centralization model most suitable for the company
- Working capital management: definition of optimized solutions, cost benefit analysis

3.3 Services: Compliance & Corporate Governance



Control Governance

- Assistance to Senior Management, Management, Board of Directors and other corporate bodies, called to define, manage and evaluate the Internal Control System according to national and international best practices

Internal Audit services

- Assistance to the Internal Auditing functions in setting their own reference model, the activity plan, the operating methodology and in the execution of specific action programs
- Risk Assessment and performance of specialized interventions on specific areas
- Assistance to the company management in carrying out independent assessments of the Internal Auditing functions regarding qualitative and quantitative adequacy, with respect to the institutional objectives assigned
- Internal Audit in outsourcing

Compliance - Adeguaenti normativi

- Assistance to the Client in the implementation of the main reference regulations and in the preparation of relevant organizational arrangements.
As an example:
 - establishment and organization of compliance functions;
 - adaptation to the Bank of Italy regulatory innovations;
 - adaptation to the market abuse legislation;
 - compliance with Legislative Decree 141/2010 (consumer credit) and Legislative Decree 231/2007 (anti-money laundering).

3.4 Services: Operations Improvement



Business process analysis, organizational models and sizing

- Analysis, design and rationalization of the main business processes and related application-technological models
- Assistance in the design and implementation of organizational models
- Project & Program Management Office

Adequacy analysis of the management control system

- Assessment of the adequacy and reliability of the Planning and Control System
- Support for the implementation of actions to improve planning and control tools
- Analysis of processes and the company's ability to plan and control the mechanisms for value creation

3.5 Services: EU-Funded Projects



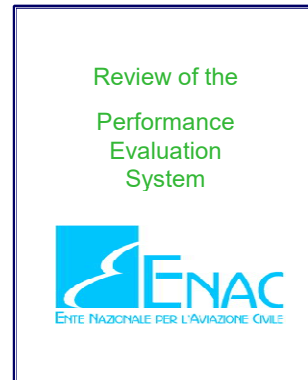
European Union programmes supporting research and innovation

- Participation in consortia for the development of projects funded by direct management programmes of the European Union
- Assistance in the development of new instruments and in the design, prototyping and implementation of tailored measures

Financial schemes, techniques and instruments for green investments and energy efficiency

- Financial dimension of the projects funded under European Union programmes, in particular in the sectors of energy efficiency, climate change and the environment
- Contribution of a direct professional experience in financial instruments, in risk management techniques and in credit risk assessment processes
- Knowledge of the functioning of commercial banks and other financial institutions as a requirement for project development, also in relation to the constraints imposed by prudential supervision

4.1 Credentials: Recent Assignments



4.2 Credentials: Recent Assignments



Update of the Ex Ante
Financial Instruments
Assessment
RDP EAFRD 2014-20
ROP ESF 2014-20



Regione Umbria

Fairness opinion
on the Economic and
Financial Plan
Regional Railway Service



Restructuring and
recovery plan
State aid procedure
Assistance in the
privatization



Economic appraisal
of the use of
project finance
Marche Nord Hospital



Economic appraisal
of the use of
project finance
Macerata Hospital



5. Contacts



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