Presentazione agli obbligazionisti del Gruppo Ferrarini delle credenziali ed esperienze professionali di Vincenzo Bruni







## Vincenzo Bruni

Born: 24 Jan 1968 Two kinds (11 and 18 years-old) Live in Milan +39 3400928688 vb@vbpartners.eu

Mobile

Email



#### From January 2018:

- Independent financial advisor. Works with VB Partners in partnership with R&S in restructuring and special situations advisory.
- 2011 2017 EY Senior Partner Head of M&A and Debt Advisory South Europe
- 2003 2011 EnVent (https://enventcapitalmarkets.co.uk)
  Founding Partner – Corporate Finance Advisory
- 2009 2012 Varde Partners Europe (Special Situations Fund with 12 bn USD Assets Under Management) – Board member of the Italian investment vehicle
- 1993 2003 Andersen Consulting and Arthur Andersen - From Analyst to Director in Business Process Reengineering and Corporate Finance
- **Graduated** in 1992 from LUISS University in Rome.
- **Polizia di Stato**: served in 1991 as Agente Ausiliario for mandatory service.

From January 2018 independent advisor. Long term advisor to different corporations and family offices such as 7 Main (Family Office), Varde Partners (Special situation Fund), Bortolotto Family (Bauer Hotel), De Rigo Family (De Rigo Group), Evoca Group, etc.

Completed 3 transactions in the first 9 months of 2018 for a total Transaction Value of Euro 300 mn.

**EY**: **Senior Partner – Head of Capital Transformation South Europe**, responsible of a team of 70 people and of over 30 mn Euro Revenues in Italy, Spain and Portugal. Head of a practice that included: Valuation, Business Modeling, Integration Services, M&A, Debt Advisory, Restructuring. Developed the Corporate Finance practice attracting top professionals and leading EY amongst the top financial advisors.

**EnVent**: Founding Partner with a team of ex-Arthur Andersen professionals. Developed a successful independent advisory firm for 8 years, focusing on large restructurings, liquidations and M&A. Currently EnVent is the largest Independent Nomad, focusing on IPOs in the Alternative Investment Market in Italy and UK. Still owns a 30% shareholding in EnVent Spa.

**Varde Partners**: Board member of AD Impresa representing Varde, investment vehicle dedicated to investments in special situation and distressed companies, joint venture between Varde Partners, Monte dei Paschi di Siena and Alvarez & Marsal.

Started his career as Analyst in Andersen Consulting (business process reengeneering) and Arthur Andersen (Corporate Finance and Valuation)

Corporate experiences in Società Autostrade and Salvagnini (controller)



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### Previous experiences 1992-2017

- + 25 years in Investment Banking and Strategic Consulting
- EY Head of M&A and Debt Advisory South Europe
- EnVent Founding Partner –M&A, restructuring, IPOs
- Varde Partners Europe (Special Situations Fund with 12 bn USD AUM)
- Andersen Consulting and Arthur Andersen Corporate Finance – BPM and Corporate Finance
- Vincenzo graduated in 1992 from LUISS University cum Laude and fluently speaks English.



## **Debt Advisory & Special Situations - Selected transactions**

#### Successfully completed transactions for a total debt of +€6 bn

- Debt restructuring: Fondazione Maugeri, advisor to lenders; Cristini-Feltri Marone Group (Euro 70 mn); "Concordato Procedure" of Tradecom Spa (Euro 150 mn); Asam Spa (Euro 140 mn); Gruppo Sifi (Euro 60 mn); Interporto di Bari, Codap Group; advisor to the bondholders of Agria Finance (Arena Industrie Alimentari) for the restructuring of the bond (Euro 135 mn); debt restructuring of Gruppo Cirio in Special Administration (Euro 3 bn); debt restructuring of CIT Group in Special Administration (Euro 600 mn); Advisor to selected bondholders of La Veggia Finance.
- Debt Financing: Financing of the commercial lines of Deborah Group; minibond financing and acquisition financing for Inglass, minibond financing for Essepi Spa; Sonnedix Group; Accuride; Boscolo Hotels Refinancing
- Loan-to-own: Boscolo Hotels: acquisition of over 360 mn past due receivables from banks.

## **M&A - Selected transactions**

#### + 40 M&A transactions originated and successfully completed for a consideration of +€3 bn

#### Sell side

Bauer Hotel; KPN Qwest Italia; Geico Lender; Caffaro Flexible Packaging; Casa di Cura Sant Rita; SDN Diagnostic; Reggiani Macchine; Somacis; Tastitalia; JAL Group; Triboo Media (IPO); Triboo Digitale; Del Monte Europe Ltd.; Cirio De Rica Spa; Del Monte Philippines; CIT Group; Rosetti Marino SpA; listing of Terni Energia; tentative listing of SEA– Società di esercizio aeroportuale Spa; Bonifica SpA by Fintecna; Idrotecna Spa by Iritecna Spa; Tepa Sport; Cirio Agricola; Bombril; Toscopan; Rio Verde Carton

#### **Buy Side**

Boscolo Hotels; Delta Medica (Diagnostic & labs); Fleming Research (Labs); Exerp (Digital); Terasystem Spa (IT Storage); Starwood's Costa Smeralda Hotels; Enertad (wind farms) for ERG; Saeco Vending for N&W; La Perla through Concordato Preventivo; Faber Factor through Concordato Preventivo; Faster (quick couplings); Miss Sixty; Ve.Di Group





## Financial advisory firms SPECIALIZED in CORPORATE RESTRUCTURING and TURNAROUND MANAGEMENT

- Professional consulting services represent our historical roots
- Milan-based consulting firm specialized in providing advisory services for devising and implementing financial and operational corporate restructurings through out–of-court and insolvency procedures
- Management Team with a track record of some of the major transactions in the Italian market
- No conflict of interest
- Strong Team of professionals collaborating for over 25 years
- Broad range of professional skills and backgrounds encompassing academia, investment banking, private equity, strategic & business advisory and operational management
- Extensive industry expertise: manufacturing, healthcare, chemical, automotive, HWAC, logistic, infrastructure, oil & gas, food & beverage, retail, media
- Over the years the Management Team has participated to major transactions in both public and private sectors in Italy

Management Team ready to assume **board and corporate roles** to complete the **execution of restructuring plans** 

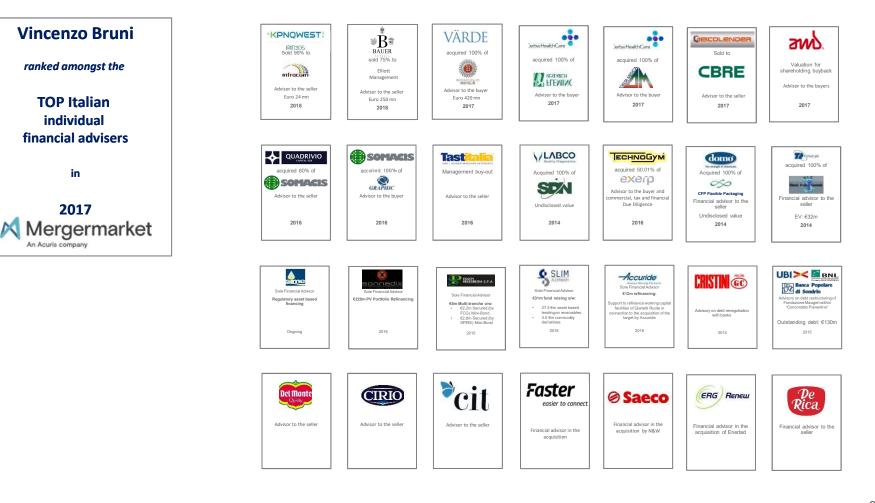


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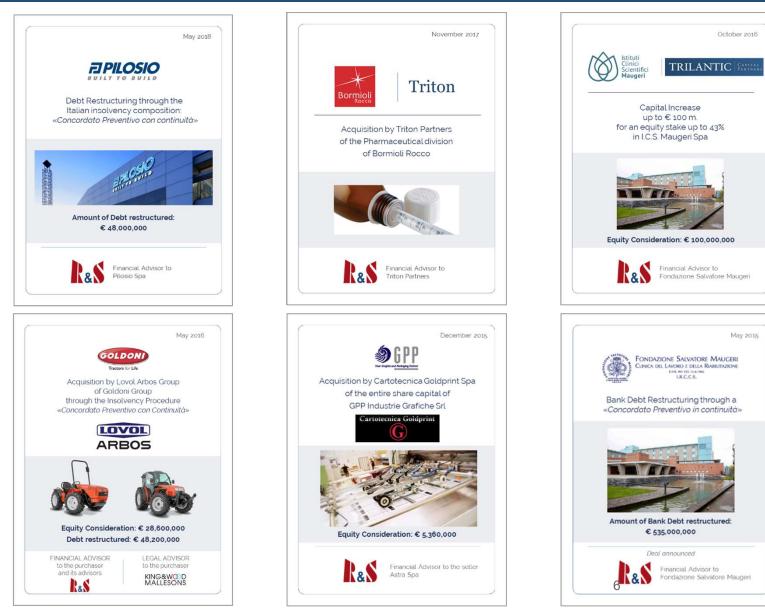


## Selected transactions where Vincenzo Bruni had a leading role



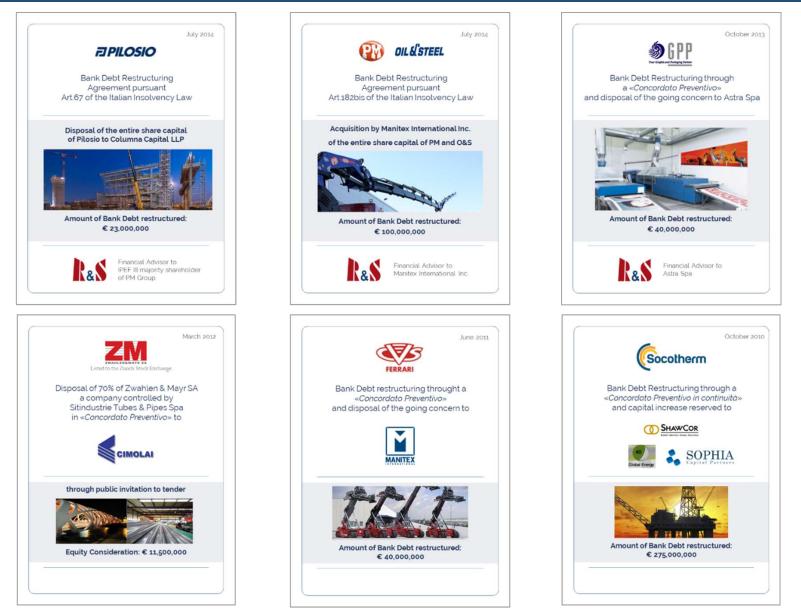
# **R&S Advisory** Selected completed restructuring transactions (1/2)





# **R&S Advisory** Selected completed restructuring transactions (2/2)





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