



OBERON  PARTNERS
CORPORATE ADVISORY





ALWAYS WITHIN REACH

ADVISORY AND CONSULTING SOLUTIONS

- **ADVISORY • DEVELOPMENT FINANCING • M&A • LBO - MBO**
- **ACQUISITION FINANCING • VALUATION COMPANIES**
- **REAL ESTATE FINANCE**



A DIFFERENT VIEW OF CORPORATE ADVISORY

“The paradox of innovation is that it requires transformation. To progress, we must break with the past”

(Bernhard Waldenfels)





VALUES

OUR GUIDING VALUES



INTEGRITY



INDEPENDENCE



**ABSOLUTELY
NO CONFLICT OF INTEREST**





MISSION

Our shared goal

Establish long-term relationships with Italian and European companies, assist them in achieving real growth progress leading to enhancement of the companies and generation of economic and professional satisfaction for all the Stockholders and Stakeholders.

VALUE PROPOSITION

Our added value for your progress

Corporate advisory firm established to propose solutions to problems of change imposed to the Italian and European companies, also through international operations. Oberon Partners becomes an active part in supporting the development of its industrial clients aimed to the progress of their activities.



TEAM

The working group

Oberon Partners is composed of a team of advisors who share interdisciplinary approach, mentality and ethics management, with expertise in finance and industry. They were protagonists of important initiatives such as acquisitions, investment processes, partnerships and industrial rationalization.

TARGET

Our clients

Oberon Partners is aimed to business clients working in any economic sector, in need of professional advisory in corporate activities, by assisting them in identifying their primary needs, or the onset of the necessity, until its total resolution.



The image shows a close-up, low-angle view of a grand, classical stone archway. The arch is made of dark, textured stone and is adorned with intricate carvings of acanthus leaves and clusters of fruit, possibly grapes, at its apex. Inside the arch, there is a semi-circular window with a dark, ornate wrought-iron grille featuring a symmetrical scrollwork pattern. Below the window is a wooden door with a light-colored, vertically oriented panel. The door is slightly ajar, revealing a glimpse of the interior, which appears to be a hallway with a dark, patterned rug. The lighting is warm and directional, coming from the upper right, casting shadows that emphasize the architectural details. A semi-transparent, light-colored diagonal band runs across the image from the top left towards the bottom right, partially obscuring the arch and door. The word "SERVICES" is written in a white, italicized, sans-serif font on a small, dark rectangular background that is part of this diagonal band.

SERVICES



ADVISORY

Reply and fulfil the needs of business clients with global and articulated assistance, means, for us, becoming the main point of reference for most of their professional activities required for a project of:

- Assistance in the generational transfer of business and definition of the best useful structures
- Business Plan
- Valuations of companies, estimations of economical and financial projections, including assets and liabilities
- Optimal structuring/restructuring of the shareholders' composition
- Elaboration of development and strategic projects
- Determination of Fair Value in industrial transactions
- Project management on behalf of the client
- Identification and support in the implementation of strategic, industrial and commercial partnerships
- Negotiations with counterparties
- Analysis and structuring of industrial mergers, spin-offs and divisions
- Analysis of interventions on capital
- Identification of investors in venture capital
- Due Diligence
- Feasibility analysis, project structure and assistance in structuring and placing equity offerings on the capital market

*“The success to greatness
is along with others”*

(Baltasar Gracian)





MERGER & ACQUISITION

Oberon Partners assists its clients in achieving their objectives through the following activities:

- Leverage/ management buy in/out (LBO/MBO/MBI) transactions
- Sponsor in activities useful to the growth of the company, through external lines by identifying the best targets
- Advice on the feasibility of M&A hypothesized by shareholders, by managers or by Oberon Partners
- Identification of new shareholders and venture capital interested in developing and strengthening Business
- Identification and analysis of industrial targets in the transaction, analysis of the market and the selected industrial sector
- Consulting for managing the transactions on behalf of the client
- Predisposition/and Analysis of Business Plans and Strategic Plans, Information Memorandum, Invitations to offer, supplies
- Evaluation of companies, business units and estimation of economical and financial projections with its assets and liabilities
- Determination of Fair Value in industrial transactions
- Negotiation with counterparties
- Due Diligence
- Contract parties
- Shareholders' Agreement/Governance
- Managing post-acquisition phase

CORPORATE FINANCE

Identification of counterparties and financial advice in structuring corporate finance and venture capital transactions.

EXTRAORDINARY FINANCE

Oberon Partners assists its customers in times of financial stress, identifying the counterparties in:

- Structured Finance transactions
- Projects of capital transactions
- Financial restructuring plans
- Debts restructuring plans
- Project finance
- Development Finance
- Finding adequate financial resources to the business activities and assistance in structuring transactions
- Advisors and assistance, on all financial transactions useful for the accompaniment of developing and strengthening industrial operations
- Assistance in the management of operations on behalf of the clients
- Negotiation with counterparties
- Contracting parties





ACQUISITION FINANCE

- Research of financial solutions to support M&A and leveraged/management buy in/out (LBO/MBO/MB) operations and assistance in structuring transactions
- Management operation on behalf of the clients
- Negotiation with counterparties
- Contracting parties

FINANCIAL REAL ESTATE ADVISORY

- Structuring and analysis of business plans and cash flow on real estate investments
- Structuring of financial transactions relevant to real estate projects
- Identification of institutional investors and private tutors of financial returns from investment in real estate transactions
- Management activities on behalf of clients (negotiation with counterparties, contracting parties)

REAL ESTATE FUNDS

Establishment of real estate funds on behalf of our clients as part of a new property structure as:

- Strategic reorganization of real estate assets and their possible development
- Diversification of risk profile and rationalization of generational transfer and ownership
- Optimization/rationalization of taxation





CONTACTS



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