

ELITE

Connecting companies with capital

ELITE Overview

ELITE accelerates long-term growth by offering access to a diverse network, a range of funding options, and a dedicated training programme.



What?

ELITE is a programme that **helps** fast-growing private companies prepare and structure for further growth through sharing experiences, access to financing opportunities and education.



Who?

ELITE **serves** the most exciting and ambitious businesses with a strong business model, clear growth strategy and the commitment to implement useful changes for development.



How?

ELITE **offers** an innovative approach through training and access to a diverse community of companies, entrepreneurs, investors and corporate advisers.

Companies **access** a unique digital platform enabling collaboration and communication with peers and partners.

Partner institutions

ELITE is a platform born from the collaboration between Borsa Italiana and the most important Italian institutions and organizations

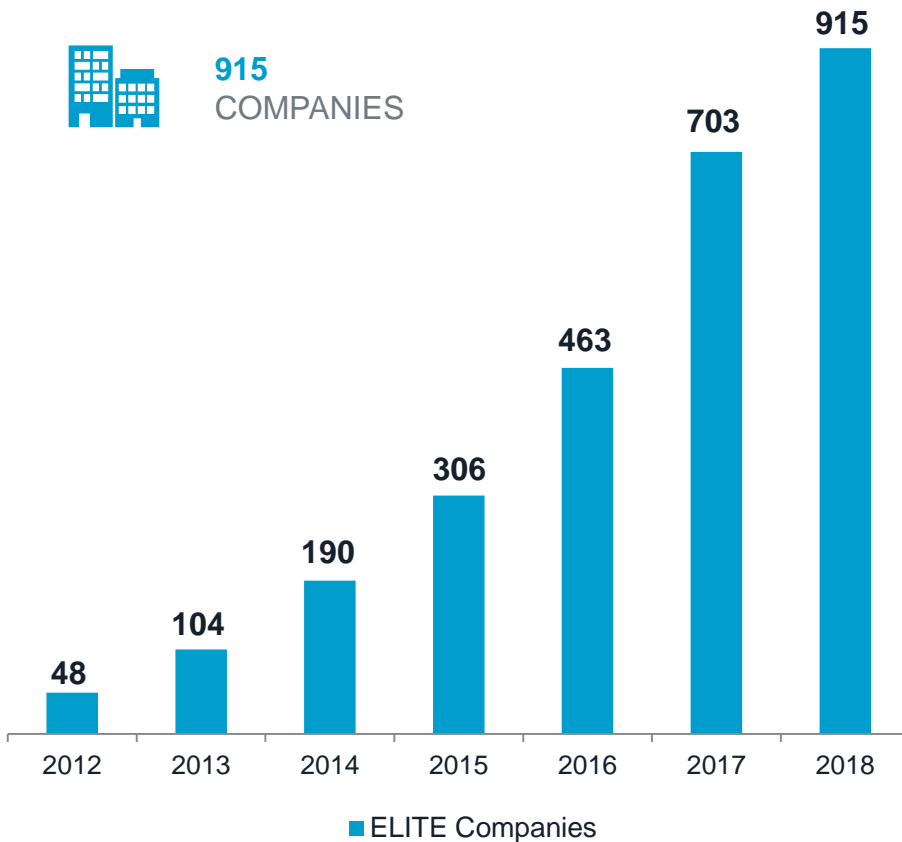


International growth

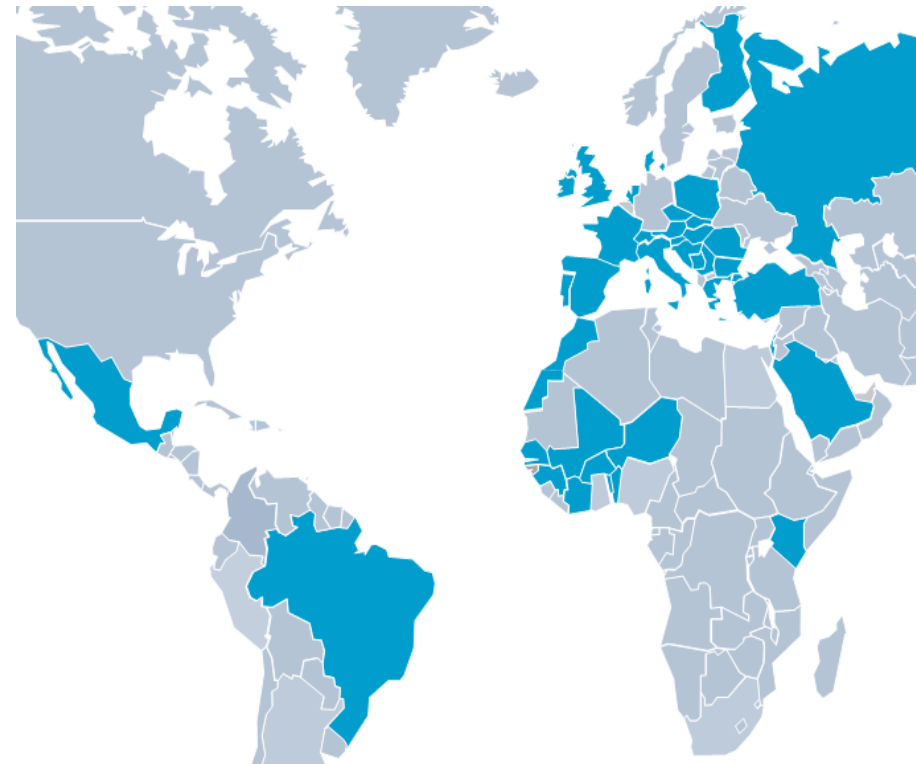
Launched in 2012, ELITE has over 900 companies enrolled and is growing rapidly.



915
COMPANIES



33
COUNTRIES



Diverse company network



915

COMPANIES



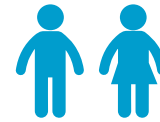
33

COUNTRIES



€67bn

AGGREGATE
REVENUE



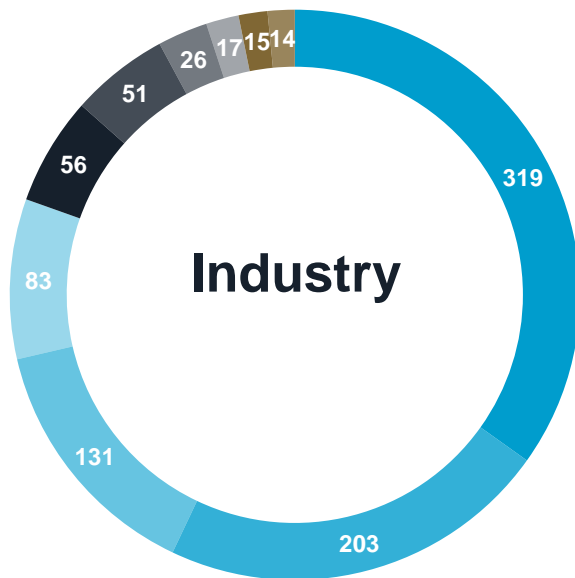
400,000

EMPLOYEES

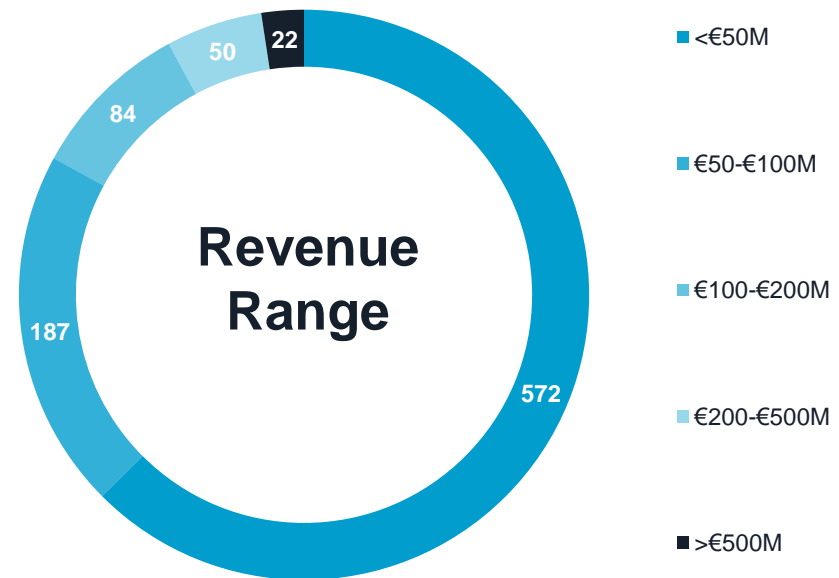


34

SECTORS





- Industrials
- Consumer Goods
- Technology
- Consumer Services
- Basic Materials
- Health Care
- Financials
- Utilities
- Telecommunications
- Oil & Gas



Structured Three Phase Programme

The programme is delivered in three progressive phases:

		Duration
	Phase 1 A comprehensive training programme for founders and managers to stimulate organisational change and evaluate long term financing opportunities	1 year
	Phase 2 Coaching phase based on progressive adoption of new management practices to prepare for further growth and external investment	1 year
	Phase 3 Capitalize on the implemented changes and broad ELITE community to access new business , networking opportunities and financing options	No limit

ELITE: GET Ready

A training course thought to allow managers and entrepreneurs to enhance organizational and financial corporate systems changes in order to access the most adequate fund raising for growth.



PHASE 1

Strategies for growth

Innovation and internationalization

Organizational models and *governance* in leading companies

Financial corporate systems evolved (strategic planning, management control systems)

Access to fund raising options

ELITE: GET Fit

In this second phase, the company will be supported in the implementation of any changes necessary to consolidate its capability to attract investors, with the support of specific workshops, a dedicated Team of tutor (ELITE team), where appropriate.



PHASE 2

Support in developing the business plan and presentation of the equity story

Help consolidate corporate and financial communication practices

Drive potential changes in the corporate governance framework

ELITE: GET Value

Access to benefits and opportunities.



PHASE 3

Visibility with the financial and entrepreneurial community at local and international level

Business matching with other ELITE companies

Structured access, via the web platform to the network of advisors, professionals, institutions and investors (the community site)

Access to funding opportunities (equity and debt capital markets, private equity and venture capital firms, ELITE Club Deal)

Benefits of Joining



Diverse Network

Join local and international companies, investors, corporate advisers, and leading business schools



Access to Investors

Gain unique access to a range of capital options to finance and accelerate company growth



Collaborative Experience

Interact, learn and share experiences with peers. Join an environment of collaboration and innovation



Continual Development

Develop the expertise to help make informed business and funding decisions for your company



Enhance Profile

Enable greater visibility with the business and financial community on a national and international level

Company Feedback



François Bieber
Founder and CEO
KWANKO – France

“ELITE gives us the access to an ecosystem of high-quality growth pan-European companies. The programme allows us to better address the key steps of the change of scale of a high-growth company and the opportunity to utilise the experience of our contemporaries. It is invaluable and it saves us precious time.”

“It’s a fantastic programme. graze is a business competing on a world stage and the opportunity to utilise the experience and learnings of our contemporaries is invaluable. Through the programme we have gained expertise and confidence allowing us to continue to place technology at the heart of our business and aspire to build a world class operation.”



Anthony Fletcher
CEO
Graze – UK

“The programme has increased our awareness of different forms of funding and what needs to be done to prepare for each. It allows us to think about how we can keep scaling up.”



Graeme Malcolm
CEO
M Squared Lasers – UK



Luigi Marciano
President and CEO
Objectway Financial
Software – Italy

“We chose ELITE in the belief that it represents an excellent approaching path towards the access to capital markets. By joining ELITE, we can also take advantage of the opportunities this network offers for raising the visibility with institutional investors, including international ones, to support new channels for business growth.”

“The challenges that an entrepreneur and organisation will meet in the course of its growth journey are multiple but with ELITE’s network of advisors, tools and support they can be tackled face on. I am looking forward to Kiosked’s ELITE journey and the learnings it will provide us.”



KIOSKED

Lars-Michaël Paqvalén
Co-founder and CEO
Kiosked – Finland

Davor Petris
Owner
Pet-Prom – Croatia



“Being part of the ELITE community represents an important opportunity for Pet-Prom to interact with other companies, gain new experiences and knowledge, benefit from a high-level training program and choose from different financial options to support our international growth.”

ELITE: access requirements

ELITE Access requirements

Economic requirements:

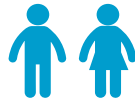
- Turnover > € 10M (or less if growth rates are high)
- Operating earnings > 5% of turnover
- Positive net profit

LSEG reserves the right to allow companies to join and/or continue as members of ELITE, even if they do not meet the economic requirements, taking into consideration the macroeconomic situation, the characteristics of the sector and any temporary or extraordinary circumstances affecting the applicant.

ELITE in Italy



582
Companies



314.300
Employees



€57.4bn
Aggregate
Revenue



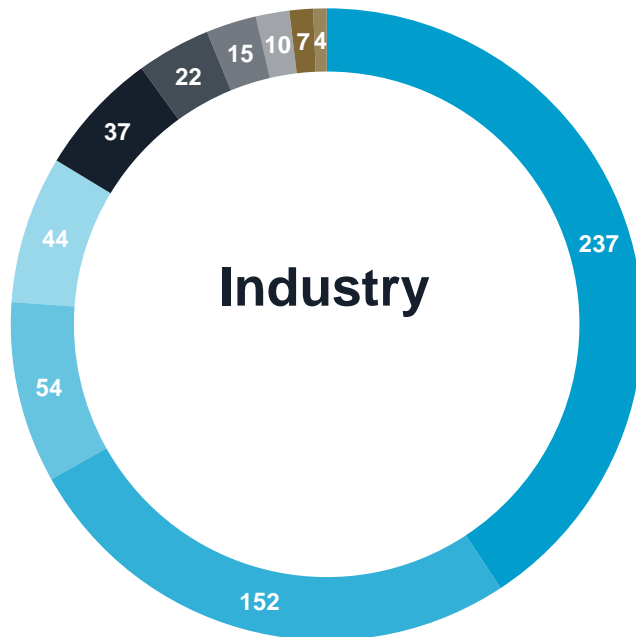
19
Regions

Macro-regions

268
North West

144
North East

170
Central
South



- Industrials
- Consumer Goods
- Technology
- Basic Materials
- Consumer Services
- Health Care
- Utilities
- Telecommunications
- Oil & Gas
- Financials



ELITE Companies Access Capital-Italy

404 corporate transactions involving **180** Italian ELITE companies

32% ELITE companies involved in corporate finance transactions*

€6.3 bn transaction value**



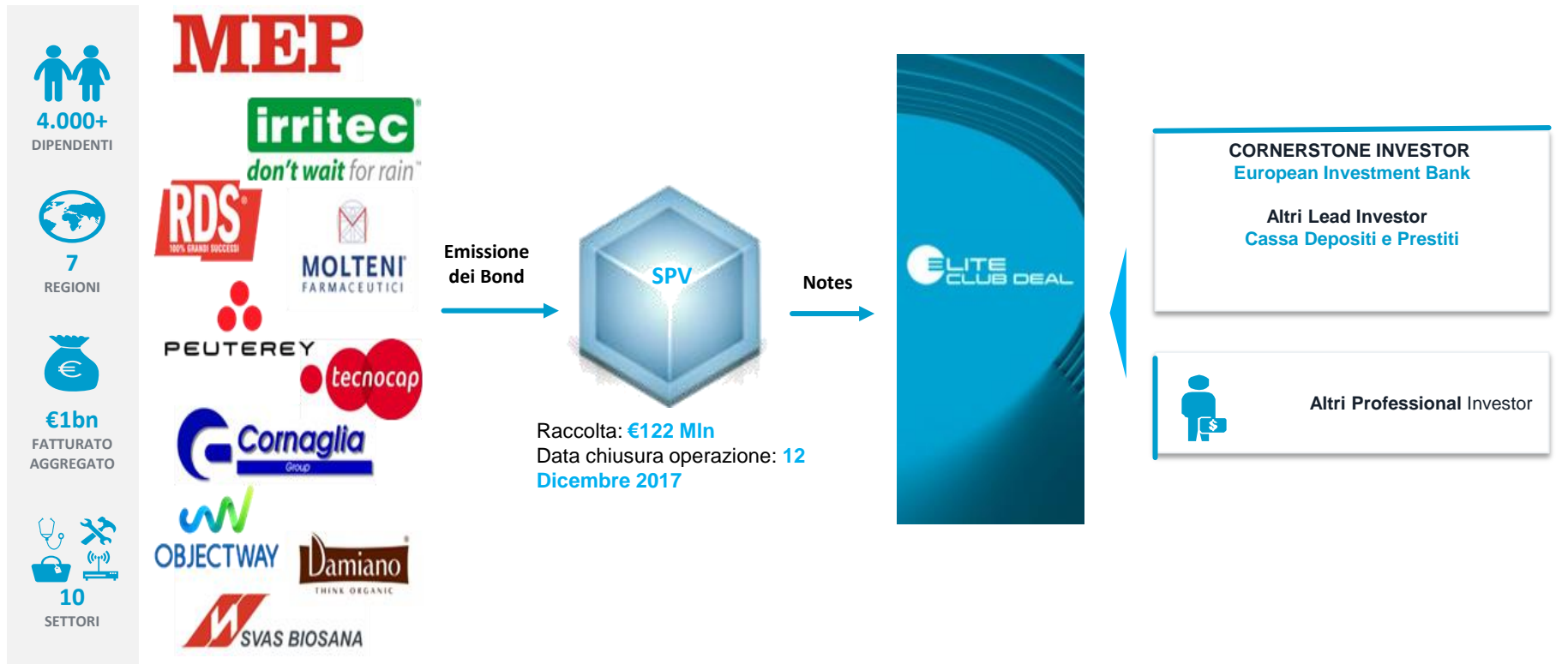
M&A, Equity investments and Joint Ventures

- **232** M&A and JV involving **121** ELITE companies
- **73** PE/VC transactions involving **58** ELITE companies

Capital Markets (Equity and Debt)

- **44** bond issuances raising **€930 m**
- **13** ELITE companies listed on a public market, raising **€470 m**

ELITE Basket Bond I

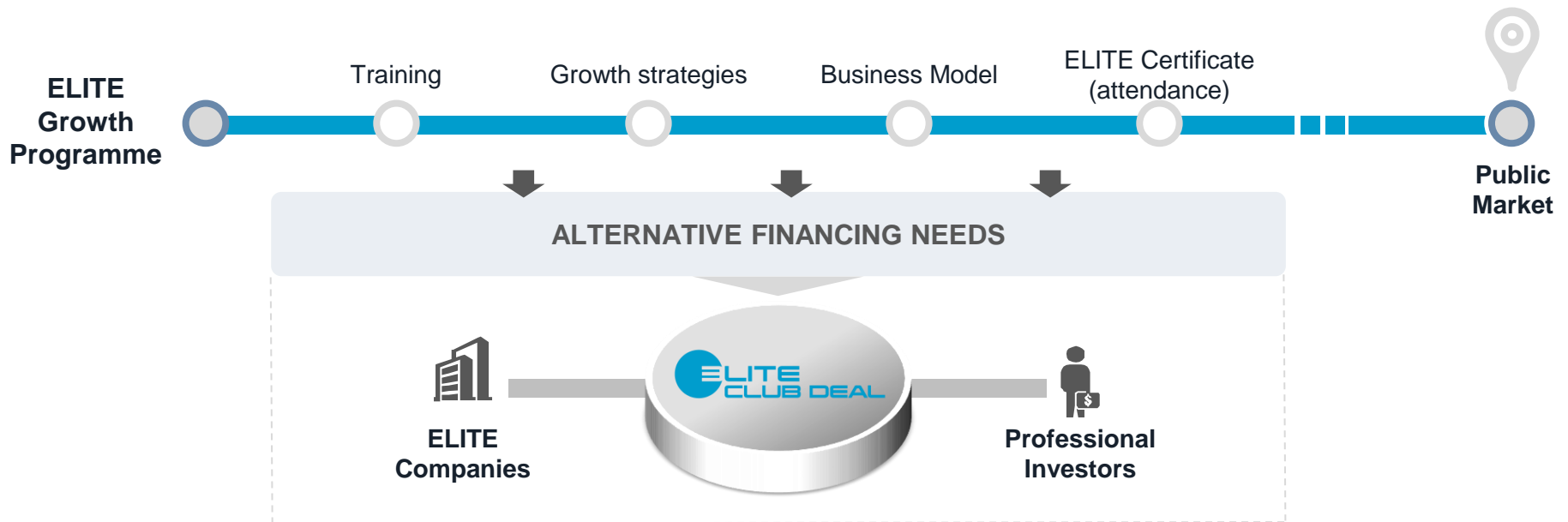


ELITE

CLUB DEAL

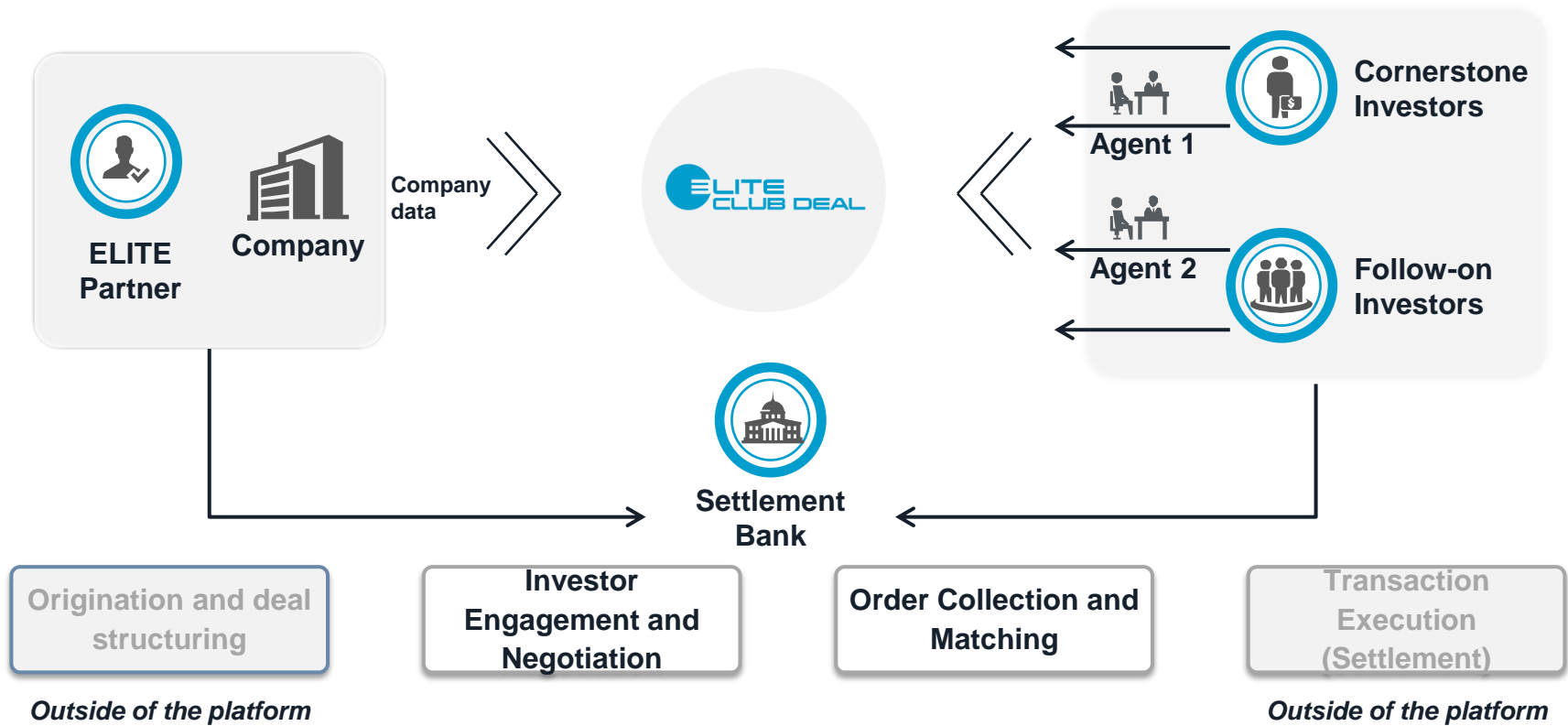
ELITE Club Deal

ELITE Club Deal is a private placement platform streamlining the capital raising process for ELITE companies.



ELITE Club Deal platform

The platform enables companies to connect to professional investors offering a host of funding options – from equity to debt - in a secure and integrated environment. Company documentation is presented in a standardised format, further streamlining the investment process for participants.



Company access requirements

ELITE serves the most exciting and ambitious businesses with a strong business model, clear growth strategy and the commitment to implement useful changes for development.

ELITE ACCESS REQUIREMENTS



High quality and ambitious company



Evidence of past growth and future potential



Commitment to participate in the programme and motivated to implement valuable changes



Desire to obtain funding in the future to accelerate growth



Credible company management

ELITE reserves the right to allow companies to join and/or continue as members of ELITE, taking into consideration the macroeconomic situation, the characteristics of the sector and any temporary or extraordinary circumstances affecting the applicant.

CONTATTI

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#weareELITE

@_ELITEGroup_

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