

**BDO M&A Forum**

**Milan, 22 and 23<sup>rd</sup> May 2017**

BDO, one of the leading global accountancy groups, held its annual M&A Forum in Milan on 22<sup>nd</sup> and 23<sup>rd</sup> May 2017. EOS IM was pleased to participate providing two speakers (Simon Elvidge and Marco Giuseppini). This key note Roundtable Panel discussed and advised on the following topic: “Focus on Private Equity Fundraising & Investing in Italy”. The fellow speakers included Anna Gervasoni, who is the CEO of AIFI (*Italian Association of Private Equity, Venture Capital and Private Debt*) and Patrizia Misciattelli delle Ripe, who is the Founder and Chairman of the AIFO (*Italian Family Officer Association*). The panellist also included a representative from three other firms, StormHarbour, Investcorp and Oakley Capital.

The Simon Elvidge and Marco Giuseppini explained to the audience the factors driving international investors focus on the Italian market from a private equity perspective and how EOS IM has developed its successful approach to support this interest. This was then linked to a combination of the trends, emerging issues being observed and how the EOS IM’s international structure, with a local focus, was proving to be attractive to both target companies and institutional investors. Marco Giuseppini concluded by providing an insight into the practical application of EOS IM’s approach to adding value, using the majority investment made into Poplast S.r.l., (a successful niche flexible packaging manufacturer / constructor, locate in Northern Italy) as an example. The Roundtable Panel concluded, following questions from the audience, with their views on how to grasp the opportunity of higher intrinsic values in the Italian market (especially the large SME sector).

*It is to be noted that BDO has an international network providing accountancy & assurance, tax and advisory services.*

