



# KT&P PARTNERS

*Unique Financial Markets Advisor*

**Operations**

# Areas of activity

An integrated and synergetic approach for capital markets access

**KT&PARTNERS**

advisory boutique founded in 2010 specialised in:

## Investment Banking

- IPOs
- M&As
- IPO Equity Research
- Debt Advisory

**Target: private companies**

## Capital Markets

- Equity Research
- Investor Relations
- Market Profiling
- Events

**Target: listed companies**

## Sustainability

in partnership with Advisory s.r.l.s

- Governance
- Sustainability reports/NFS
- 231/2001 Models
- Benefit company

**Target: private & listed companies**



**Partner of Borsa Italiana since 2012.**

**Partner of Elite program and AssoNext since 2020.**

KT&Partners operates through its business lines that guarantee an integrated approach for companies wishing to access both risk and debt capital markets

# 1. IPOs and IPO Equity Research

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# 1. IPOs and IPO Equity Research Track Record

**ADVENTURE**  
S.p.A.

IPO on EGM Market

Capital Raised: **€5.5mn**

**KT&PARTNERS**

as  
IPO Research Provider

August 2024

**SOGES**  
GROUP

IPO on EGM Market

Capital Raised: **€2.7mn**

**KT&PARTNERS**

as  
IPO Research Provider

June 2024

**mare**  
group

IPO on EGM Market

Capital Raised: **€7.2mn**

**KT&PARTNERS**

as  
IPO Research Provider

May 2024

**CLOUDIA**  
RESEARCH

IPO on EGM Market

Capital Raised: **€4.0mn**

**KT&PARTNERS**

as  
IPO Research Provider

December 2023

**EMMA VILLAS**

IPO on EGM Market

Capital Raised: **€3.5mn**

**KT&PARTNERS**

as  
Financial Advisor

September 2023

**ESF**  
Way Forward.

IPO on EGM Market

Capital Raised: **€11.8mn**

**KT&PARTNERS**

as  
Financial Advisor

September 2023

**REDFISH**  
LONGTERM CAPITAL

IPO on EGM Market

Capital Raised: **€4.5mn**

**KT&PARTNERS**

as  
IPO Research Provider

June 2023

**creactives**  
AI FOR THE SUPPLY CHAIN

IPO on EGM-Pro Market

Capital Raised: **€1.0mn**

**KT&PARTNERS**

as  
IPO Research Provider

March 2023

**YOLO**  
ON DEMAND INSURANCE

IPO on EGM Market

Capital Raised: **€10.0mn**

**KT&PARTNERS**

as  
IPO Research Provider

August 2022

**Erfo**  
LABORATORIO FARMACUTICO

IPO on EGM Market

Capital Raised: **€3.5mn**

**KT&PARTNERS**

as  
IPO Research Provider

June 2022

**lindbergh**

IPO on EGM Market













Capital Raised: **€4.5mn**

**KT&PARTNERS**













as  
Financial Advisor

December 2021

# 1. IPOs and IPO Equity Research Track Record

 <p>IPO on EGM Market Capital Raised: <b>€12.5mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider November 2021</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€13.8mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider July 2021</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€2.4mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider December 2020</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€7.75mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider November 2020</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€5.0mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider December 2019</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€7.2mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider October 2019</p>
 <p>IPO on AIM ITALIA Market Capital Raised: <b>€11.5mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider July 2019</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€3.5mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider March 2019</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€2.0mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor July 2018</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€18.5mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor July 2018</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€10mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor July 2018</p>	 <p>Translating to STAR Segment of Italian Stock Exchange</p> <p>KT&amp;PARTNERS as Financial Advisor March 2018</p>

# 1. IPOs and IPO Equity Research Track Record

 <p>IPO on AIM ITALIA Market Capital Raised: <b>€6.3mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor June 2017</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€2.9mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor March 2017</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€14.2mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider September 2017</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€6.0mn</b></p> <p>KT&amp;PARTNERS as Financial Advisor August 2015</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€7.1mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider November 2015</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€12.1mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider June 2015</p>
 <p>IPO on AIM ITALIA Market Capital Raised: <b>€11.9mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider March 2015</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€5.0mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider August 2014</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€1.7mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider August 2014</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€6.4mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider July 2014</p>	 <p>IPO on AIM ITALIA Market Capital Raised: <b>€16.1mn</b></p> <p>KT&amp;PARTNERS as IPO Research Provider December 2013</p>	 <p>TRANSFER from MTA Market to the STAR Segment</p> <p>KT&amp;PARTNERS as Financial Advisor September 2013</p>

# 2. Capital Increases and M&As

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# 2. Capital Increases and M&As Track Record

**SG COMPANY**  
SOCIETA' BENEFIT S.P.A.

Acquired a 52.5% stake in

**KNOBS**  
turn up innovation

KT&PARTNERS  
as  
Sell-Side Financial Advisor

July 2024

**SG COMPANY**  
SOCIETA' BENEFIT S.P.A.

Acquired a 51% stake in

**KLEIN RUSO**  
A CREATIVE COMMUNITY

KT&PARTNERS  
as  
Sell-Side Financial Advisor

July 2024

**BRAVOSAVINGSNETWORK**

Acquired

**BOONCY**

KT&PARTNERS  
as  
Buy-Side Financial Advisor

June 2024

**BRAVOSAVINGSNETWORK**

Acquired

**CheBuoni.it**

KT&PARTNERS  
as  
Buy-Side Financial Advisor

November 2023

**B&C SPEAKERS**

Acquired

**EMINENCE**  
The Art and Science of Sound

KT&PARTNERS  
as  
Buy-Side Financial Advisor

September 2023

**ITALCER GROUP**

Acquired

**FONDOVALLE**

KT&PARTNERS  
as  
Buy-Side Financial Advisor

October 2022

**FARMACOSMO+**

Acquisition of 97% of the share capital of Vin.Ci. S.r.l. as owner of ProfumeriaWeb Portal

**ProfumeriaWeb**

KT&PARTNERS  
as  
Sell-Side Financial Advisor

September 2022

**glickon**

Series A Investment round

Capital Raised: **€3.0mn**

from Sinergia Venture Fund of Synergo Capital SGR

**SYNERGO CAPITAL**

KT&PARTNERS  
as  
Financial Advisor

May 2022

**Xenon Private Equity**

Entry of Xenon Private Equity Small Cap with a 49% stake in the share capital of WeBravo (Bravo Savings Network)

**BRAVO SAVINGS NETWORK**

KT&PARTNERS  
as  
Sell-Side Financial Advisor

March 2022

**7 AGENCY**

Merged into

**JAKALA**  
DATA DRIVEN PERFORMANCE

KT&PARTNERS  
as  
Financial Advisor of 77Agency

April 2020

**FINLOGIC**  
Labelling & Barcode Solutions

Acquired


**STAF**

KT&PARTNERS  
as  
Buy-side Financial Advisor

December 2019




# 2. Capital Increases and M&As Track Record

 NUO CAPITAL


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Acquired  
a 30% stake in

 LUDOVICO MARTELLI

KT&PARTNERS  
*as*  
Buy-side Financial Advisor

December 2019

 glickon

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FUND RAISING

Capital Raised: **€1.35mn**

KT&PARTNERS  
*as*  
Financial Advisor

December 2019

 ASSTECA  
CONSULTATIVE BROKER

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Acquired

 Assiti SpA  
ONESTEPHER

KT&PARTNERS  
*as*  
Buy-side Financial Advisor

July 2019

 Gold Bet

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Acquired by

 GRUPPO Gamenet

KT&PARTNERS  
*as*  
Sell-side Financial Advisor

October 2018

 fullSystem

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DISPOSAL of the MOROCCAN  
BRANCH

Buyer

 STE

KT&PARTNERS  
*as*  
Sell-side Financial Advisor

June 2018

 WIDE GROUP  
More than Coverage

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Acquired

 SIBAS  
BROKER DI ASSICURAZIONI

KT&PARTNERS  
*as*  
Financial Advisor  
of the transaction

December 2017

 B&C SPEAKERS

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Acquired

 18  
SILENT SOUND  
PROFESSIONAL  
LOUDBEATERS

KT&PARTNERS  
*as*  
Financial Advisor  
of B&C Speakers

December 2017

 FINLOGIC  
Labelling & Barcode Solutions

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ACQUISITION of a 10,28% STAKE  
by  
HYDRA SPA

KT&PARTNERS  
*as*  
Financial Advisor

July 2017

 LEONE  
FILM GROUP

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Acquisition of 4.30% stake  
by  
SOFIA HOLDING SPA

Financial Advisor

KT&PARTNERS

April 2017

 → 14  
NEXT FOURTEEN  
BY DATA WE TRUST

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FUND RAISING

Capital Raised: **€4.5mn**

KT&PARTNERS  
*as*  
Financial Advisor

March 2016

# 3. Debt Issuance Advisory

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# 3. Debt Issuance Advisory Track Record

COMPANY IN THE INDUSTRIAL PRODUCTS & SERVICES SECTOR


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Guaranteed Loan Financing

Amount issued: **€2mn**

**KT&PARTNERS**  
as  
*Debt Financing Arranger*

May 2023




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CONVERTIBLE BOND ISSUANCE

Capital Raised: **€5mn**

**KT&PARTNERS**  
as  
*Financial Advisor of the Issuer*

December 2020




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FUND RAISING

Capital Raised: **€5mn**

**KT&PARTNERS**  
as  
*Financial Advisor*

December 2018



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BOND PLACEMENT

Volume: **€75mn**

**KT&PARTNERS**  
as  
*Placement Partner*

July 2018



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CONVERTIBLE BONDS PLACEMENT

issued by  
PRIMI SUI MOTORI SPA

Volume: **€3.5mn**

**KT&PARTNERS**  
as  
*Financial Advisor*

July 2017



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MINIBOND ISSUANCE

Capital Raised: **€3.0mn**

**KT&PARTNERS**  
as  
*Financial Advisor*

July 2013

# Contact us

# KT&P PARTNERS

Via Della Posta 10  
Piazza degli Affari  
20123, Milan

Tel: +39 0283424008

Fax: +39 0283424011

E-mail: [connect@ktepartners.com](mailto:connect@ktepartners.com)

Web: [www.ktepartners.com](http://www.ktepartners.com)