



Finance for growth

Take on challenges,
exploit opportunities

A growing global economy, access to credit facilitated by surplus liquidity and a dynamic financial market looking for outstanding companies in which to invest: these are all potential opportunities to be exploited by companies wishing to harness external resources to finance growth and aggregation projects. Advisors can offer many answers, but they must always be accompanied by an integrated approach that facilitates dialogue with financial operators, access to borrowed capital and appropriate assessment of alternative options for raising new capital, such as pooling with strategic and financial partners, or a greater openness to financial markets. This must all be achieved through efficient measurement of cash flow and revenue performance using reliable financial information.

Deloitte Private

Deloitte develops collaborative projects based on the needs of its clients, creating bespoke solutions appropriate to clients's size and objectives.

By first listening to its customers' needs, Deloitte supports entrepreneurs and aims to position itself as a Trusted Business Advisor, providing tailored multi-disciplinary solutions for:

- Family businesses and entrepreneurs
- Family offices and private investors
- Public and private SMEs
- Private equity firms, in their approach to SMEs
- Micro-enterprises.

Corporate needs

Critical success factors to compete in the financial market and for raising funds are:

In-depth knowledge of the company's situation

Awareness of the company's organisational situation, of potential opportunities to seize and, more generally, knowledge and understanding of the company's strong points: these are the fundamental aspects that ensure a company is intelligible to financial and industrial partners, as well as private investors.

Financial structure optimisation

In the present climate of easy access to the bank credit market, it is essential to present a healthy balance between equity and credit capital so as to have a clear financial strategy to attract external financing and investment opportunities, and to facilitate integration operations.

Knowledge of the capital and debt market

An understanding of investor and lender investment strategies, and knowledge of new tools and initiatives offered on the market to finance growth: these are critical factors for success in exploiting available opportunities at the right time.

Evaluation of return on assets

Assessing which activities, areas, markets and product lines are most profitable or have a less mature lifecycle in order to define investment choices; while understanding what short term actions are viable to improve margins and attract capital.

Monitoring of the market and competitors

It is important to go beyond purely "internal" analyses and to contextualise the company with respect to the market and competitors, and to constantly compare itself to the "best" in the sector in all business functions and areas, so as to highlight critical factors and attract capital.

Quality of processes and measurements

It is essential to improve business processes and performance measurements so as to implement immediate operational decisions and "steal a march" on competitors, and become more attractive to financing and investment.



The Deloitte approach

Deloitte is a leading professional services provider, offering a wide range of service offerings. Combining a tradition of quality with innovative methods and technologies, Deloitte is the ideal partner to provide assistance in identifying value added solutions through various services:

- **Strategic analysis of the company's positioning in a complex competitive environment** to identify strengths and weaknesses, as well as possible actions to optimise, reinvent, digitise and refine all stages of the value chain, and thus make the company more attractive to private or institutional investors and lenders
- **Analysing and defining new strategies and processes to enhance company value** so as to improve its current operations, its governance system and system of delegation, its organisational structure and operational controls, and ensure transparency and "good corporate governance"
- **General review of the balance sheet and financial situation** in order focus on: analysis of cash inflows and outflows, indicators of current and prospective economic and financial performance, the ability to generate cash flows, tax issues related to the company's financial structure, sustainability of investments and compliance with customs legislation
- **Reviewing financial statements and sustainability report** and verifications required by law on the internal control system and disclosures, prepared in the event of access to the capital market; supporting the compilation of above documents
- **Supporting analysis and interpretation of accounting principles**, including foreign principles, to assist an organisation in its transition phase to international accounting principles, implementing control systems for financial and sustainability reporting in line with national and international best practices and related verification procedures
- **Supporting the search for industrial and financial partners**, also through the provision of networking tools and programs for networking with international investors and companies
- **As a financial advisor, assisting in raising funds** (equity, debt and hybrid securities) to support medium-sized businesses in their growth plans and optimise their financial structure. Structuring and identifying appropriate extraordinary transactions, such as the acquisition of shareholdings, companies or company divisions, mergers, sale and assignment transactions or joint ventures, as well as the negotiation of shareholder agreements.

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