



Smart Capital

LONG-TERM INVESTORS





Partner of Excellent Companies

Smart Capital is a “club” of leading entrepreneurs who want to invest - time and resources - in projects related to the sectors of Italian excellence.



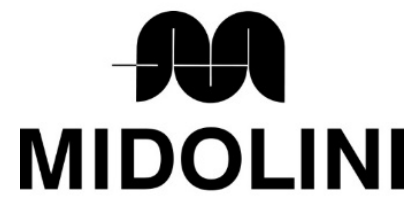
Smart Capital is a conscious investor across public and private markets. The investment decision is also supported by “Environmental, Social and Governance” considerations to achieve long-term benefits for all the players and entities involved.

Who is Smart Capital?

- Smart Capital S.p.A. is an evergreen investment holding specialized in minority, private equity and private investments in public equity (so called “PIPE”) transactions.
- It has an exclusive focus on excellent Italian small and medium-sized companies, listed, unlisted or in the pre-IPO phase.
- It was founded at the end of 2020 on the back of the experience of two managers with distinctive competences and track record in the field of industry management and of M&A/private equity, both at national and international level.
- It is characterized, also in the investment approach, by an entrepreneurial and long-term DNA.
- Since its foundation, and as Anchor Investors, it has been participated by important Italian entrepreneurial families that bring knowledge, skills and capital.
- It has the goal, in the long term, to go public.

Smart Capital is an initiative founded on the concept of “family” as the basis for sustainable business and creativity, which supports visionary entrepreneurs by letting them do their job well, as they have done for decades.

Group KPIs



> 65 ITALIAN ENTREPRENEURIAL FAMILIES
TOOK PART IN SMART CAPITAL



~ € 50 MILLIONS
ALREADY INVESTED IN ITALIAN SMES



7 CLUB DEAL
COMPLETED SINCE THE FOUNDATION



RETURN FROM INCEPTION ~ 46%



DIVIDEND € 0,009 PER SHARE/PFI IN 2023



COMMITMENT TOWARDS ESG AND PRI



PARTNERSHIP & MEMBERSHIP



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Investment Philosophy

- *Minority shareholders, preferably with qualified stakes*
- *Long-term horizon*
- *Active shareholding, contributing to the development of excellent entrepreneurial projects, also through the know-how and to the strong network of Smart Capital and of its shareholders*
- *Focus on sustainability*



«Since I know of no way to reliably predict market movements, I recommend that you purchase my company's shares only if you expect to hold them for at least five years. Those who seek short-term profits should look elsewhere»

Warren Buffet

Our Investment Style

Smart Capital aims to create value for its shareholders – in a prudent and sustainable way and with a long term investment horizon – through a combination of different investment style, providing diversification and high flexibility, in order to seize all growing opportunities in several market contexts



MINORITY PRIVATE EQUITY

Smart Capital makes private equity minority investments with an industrial perspective and a long-term horizon



PRIVATE INVESTMENT IN PUBLIC EQUITY

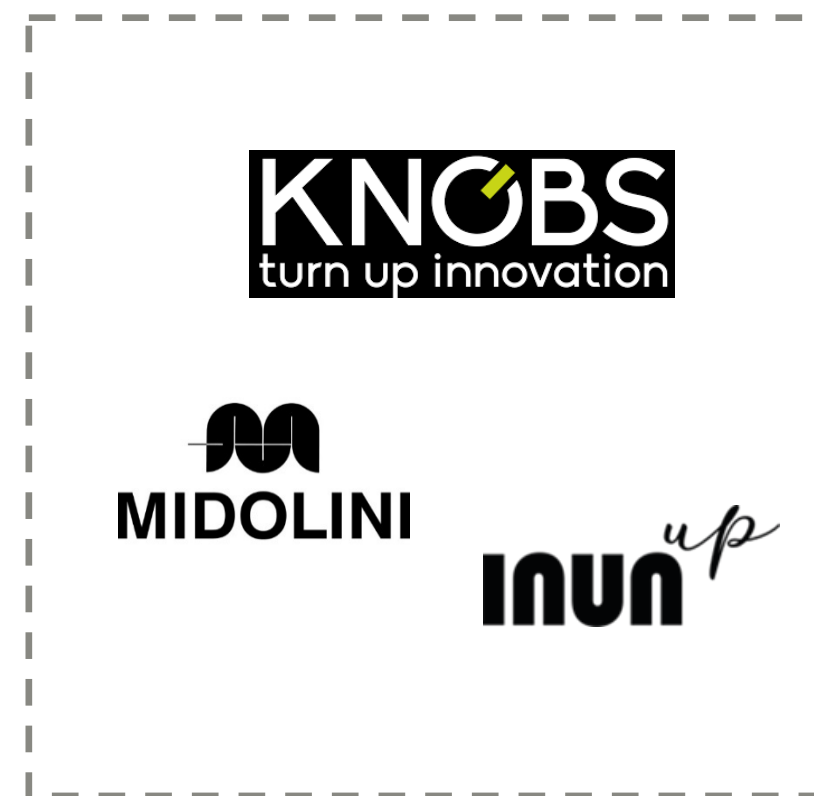
Smart Capital makes Private Investment in Public Equity of excellent companies with a «value» and active approach



CO-INVESTMENTS

Smart Capital makes co-investments with leading partner, with interests fully aligned; organizes and/or takes part in “club deal” investments

INVESTMENT PORTFOLIO



Senior management

		SENIORITY	COMPETENCES	REFERENCE SECTORS	PAST EXPERIENCES
	<p>Andrea Costantini</p> <p>Founder Managing Partner Chairman</p>	<p>> 20 years</p>	<p>PIPE</p> <p>Private Equity</p> <p>M&A</p>	<p>Automotive</p> <p>Logistics</p> <p>Generalist</p>	
	<p>Andrea Faraggiana</p> <p>Founder Managing Partner General Manager</p>	<p>> 15 years</p>	<p>PIPE</p> <p>Private Equity</p> <p>M&A</p>	<p>Manufacturing</p> <p>Logistics</p> <p>Generalist</p>	
	<p>Roberto Francani</p> <p>Partner Advisory & Business Development Director</p>	<p>> 15 years</p>	<p>PIPE</p> <p>Private Equity</p> <p>M&A</p>	<p>Manufacturing</p> <p>Logistics</p> <p>Generalist</p>	
	<p>Laura Pedrinazzi</p> <p>Technology Director General Manager Smart4Tech</p>	<p>> 15 years</p>	<p>Artificial Intelligence</p> <p>Software Development</p>	<p>Technology</p> <p>Generalist</p>	

Team

Strictly private and confidential

ANDREA COSTANTINI



FOUNDER
Managing Partner | Chairman



ANDREA FARAGGIANA



FOUNDER
Managing Partner | General Manager



LAURA PEDRINAZZI



TECHNOLOGY DIRECTOR @SmartCapital
General Manager | Smart4Tech



ROBERTO FRANCANI



PARTNER
Advisory & Business Development Director



IPPOLITO FIORI



CFO SERVICES &
BUSINESS DEVELOPMENT



MICHELE VABANESI



INVESTMENT ANALYST



MATTEO CONTI



FINANCIAL ANALYST



VIVIANA BUSATO



MARKETING MANAGER



ELISA MAGGIANO



SENIOR ACCOUNTANT



Generalist investor with well-defined sector targets



MANUFACTURING

TOP 3 REGIONS:

- Lombardy (23%)
- Veneto (12%)
- Emilia Romagna (12%)

INVESTEE COMPANIES:



SPECIALTY LOGISTICS

TOP 3 REGIONS:

- Lombardy (18%)
- Campania (10%)
- Veneto (10%)

INVESTEE COMPANIES:

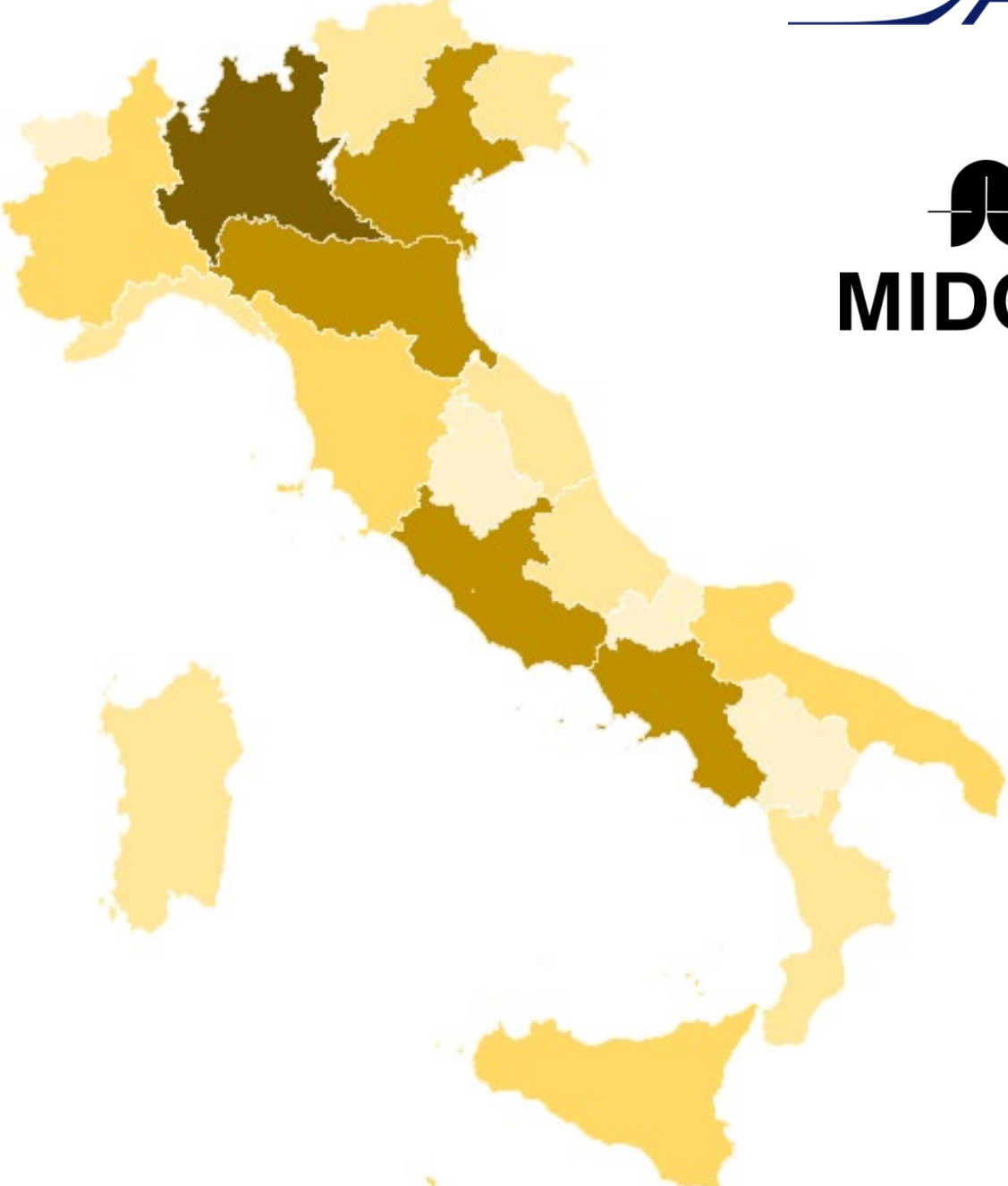
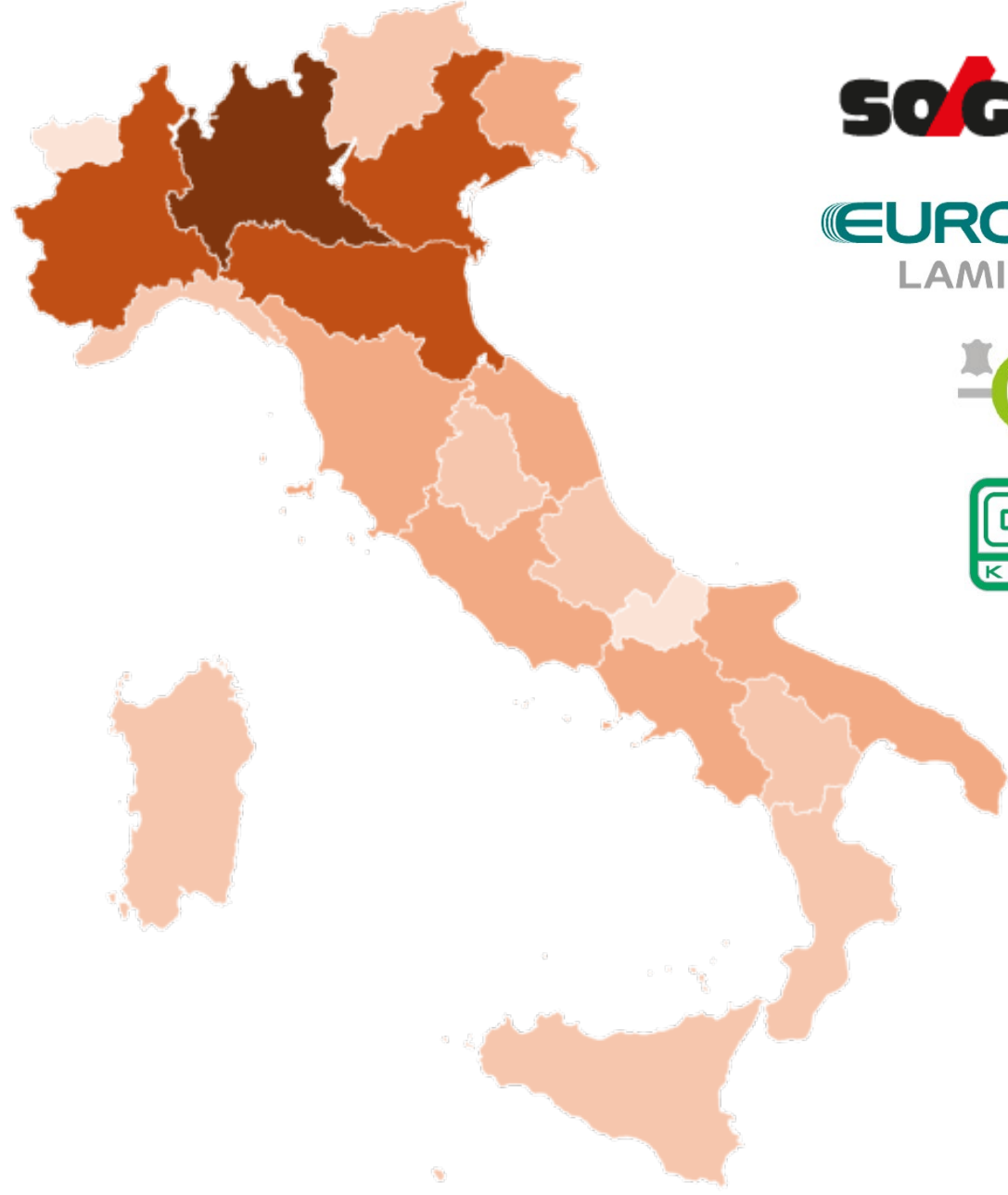


TECHNOLOGY

TOP 3 REGIONS:

- Lombardy (22%)
- Lazio (13%)
- Campania (10%)

INVESTEE COMPANIES:



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our Sustainability Strategy

Smart Capital must look at the investee markets also from the sustainability viewpoint, to better evaluate new potential opportunities

In this sense, Smart Capital has scheduled a Sustainability Action Plan, which encompasses a series of objectives to be achieved by the end of 2026

COMMITMENT TOWARDS SDGs:

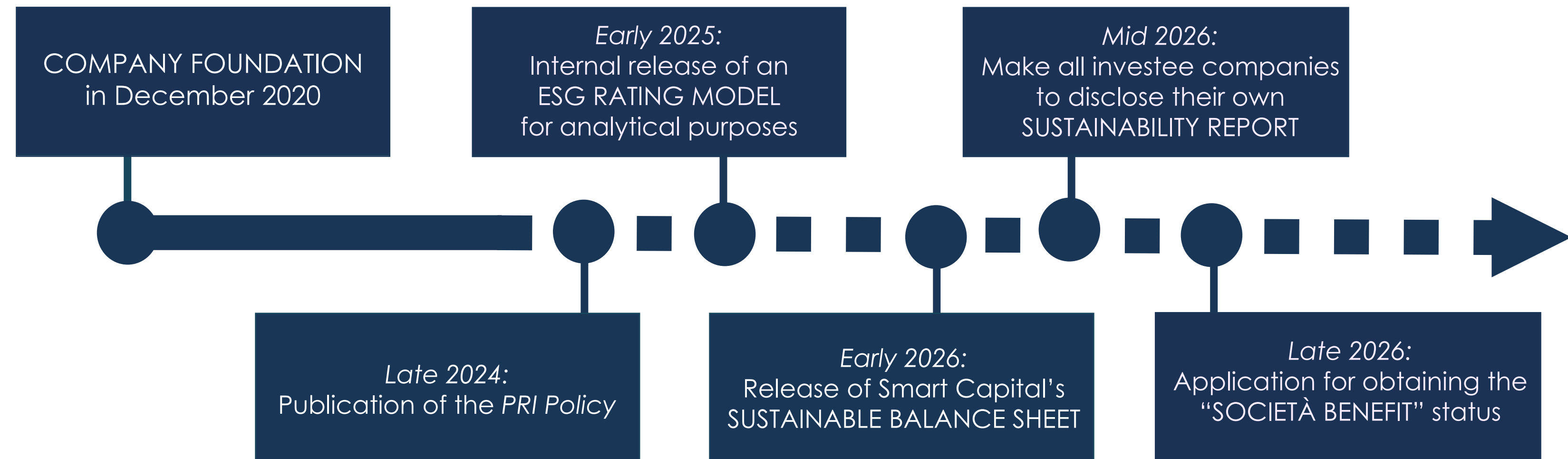
In accordance with the Sustainable Development Goals' scheme provided by the United Nations, Smart Capital contributes to the global achievement of the following objectives:

- Goal 4: ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
- Goal 8: Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all
- Goal 9: Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation
- Goal 12: Ensure sustainable consumption and production patterns
- Goal 13: Take urgent action to combat climate change and its impacts



SUSTAINABLE DEVELOPMENT GOALS

PLANNING THE STEPS TOWARDS AN ESG ORIENTED APPROACH:



SENIOR MANAGEMENT TEAM
ANDREA COSTANTINI



Andrea Costantini, graduated at **Bocconi University** in Business Economics and Legislation and holds an executive MBA at **Harvard Business School**.

Executive Vice President at Agrati Group.

12 years abroad (Singapore and USA) as manager for The Coca-Cola Company and d'Amico Shipping. Experience also in **KPMG** and **Arthur Andersen**.

Assolombarda General Board Member.

Past Member in **Bocconi Alumni Community's** Counsel of Administration.

Chairman, CEO and **Managing Partner** at **Smart Capital**.

More than 20 years of experience.



SENIOR MANAGEMENT TEAM

ANDREA FARAGGIANA



Andrea Faraggiana, graduated at **Bocconi University** with Bachelor Degree and Master of Science in Financial Markets and Intermediaries Economy.

Deputy General Manager, Investment Director and Investment Committee Member in several primary listed investment companies (**First Capital** and **T.I.P.**) with experience in **Investment Banking and M&A** between Milan and London (**Lazard** and **Rothschild**).

Board Member in several listed and unlisted companies.

General Manager and **Managing Partner** at **Smart Capital**.

More than 15 years of experience.



LAZARD



Università Commerciale
Luigi Bocconi



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SENIOR MANAGEMENT TEAM
LAURA PEDRINAZZI



Laura Pedrinazzi, graduated in Computer Science and Bioengineering, **PhD in Bioengineering and Bioinformatics** at **University of Pavia** and Master in Business Strategy and Business Transformation at **Sole24Ore Business School**.

Laura has a strong background in **software development, artificial intelligence** and **smart cities**. She joined to various international R&D projects in academic environment and collaborating, along her professional career, with different and heterogeneous technological company.

Technology Director at Smart Capital.

General Director at Smart4tech.

Board Member in TMP group, Spoki and Digital Plaform.

More than 15 years of experience.

NOKIA



SENIOR MANAGEMENT TEAM
ROBERTO FRANCANI



Roberto Francani, graduated in Economics and Banking at **Milano Bicocca University** and M. Sc. In Management, Finance and International Business at **Bergamo University** with abroad qualifications at **London School of Economics**, **Tippie College of Business** - Iowa University and **Goldman Sachs**.

He worked in several sectors, encompassing **Investment banking**, **M&A**, **family offices** and **Private Equity**, coordinating people, originating and managing different deals across industries at European and international relevance. **Board Member in several unlisted companies**.

Partner and Advisory & Business Development Director at Smart Capital.

More than 15 years of experience.



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