
Independent Strategic Advisor & Tech Transfer Specialist

*20+ years of successful experience in investment banking and corporate finance within high-profile organisations
10+ years of successful experience in tech transfer and VC investments in the biotech industry*

Accomplished and results-driven professional with experience in all aspects of financial operations, investment procedures, mergers acquisitions administration, advisory service, fund raising, and business management. Proven track record in providing appropriate financial advice to entrepreneurs for business expansion and profitability improvement. Highly skilled in managing investment and private equity operations as well as in providing creative solutions, including IP assets portfolio strategy and management. Effective communication skills - fluency in English and basic knowledge of French and Spanish languages. Can rely on a back-up of a valuable network of Key Opinion Leaders.

Highlights of Expertise

- Merger Acquisitions Supervision
- Strategic Financial & IP Planning
- Business Management
- Venture Capital and Start-up Advisory
- Executive Board & Investor Relations
- Specialist Team Development
- Business Process Improvement
- Financial Operations Administration
- Regulatory Compliance
- Quantitative Investment Analysis

Career Experience

Vertical Bio AG, Basel, Switzerland

ADVISOR (2021 to Present)

Observer in the Company's BoD that acquired part of Metis' IP portfolio in 2021. Keeping relationships with Italian Universities (UNITO) and Research Centers (Fondazione Piemontese per l'Oncologia Candiolo).

Metis Precision Medicine Srl, Turin, Italy

FOUNDER & BOARD MEMBER (2017 to Present)

Contributed in fund raising activities and raise fund's value up to €2.5M, while acting as board member of organisation. Proposed effective development procedures and delivered services in efficiently manage inventor in venture capital processes.

- ◆ Provided services for interaction of prestigious Tech Transfer organisation, which validated the Project for innovative cancer therapies, moreover effectively managed up to €9M equity.

SENIOR ADVISOR (2016 to Present)

- ◆ Board Member & CEO of Peptitech: startup/spinoff of EBRI Rita Levi di Montalcini research center. Tech Transfer ongoing. Fund-raising and advising on IP strategy. (2021-present)
- ◆ Advising CIBIO (University of Trento) - follow-up of "Fondazione VRT" project a drug repurposing project with a clinical POC on a few specific pediatric rare diseases (Chromatinpaties). Advised CIBIO to contact big pharma's business development dep. for the co-development agreement. (2021-present)
- ◆ Fondazione VRT (Trento) – Tech Transfer advisor for a project in the "pediatric rare disease" niche (2019 2020)
- ◆ Advising Prodea Group SpA on design and implementation of group's restructuring and rationalisation process. Provided financial advice and bank negotiation for necessary financing towards relaunching company's business activities (2019 – present)
- ◆ Raised funds up to €3M for High Pulse GmbH, while serving as senior advisor. Provided authentic financial advice to entrepreneur for business expansion and profitability improvement. (2017 – present)
- ◆ Project Lead/Ambassador Italy – Golden Foundation (<http://foundationgolden.org/golden-who/#people>) (2017 - present)

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- ◆ Advised Fondazione Cassa di Risparmio di Modena in project to develop vertical business accelerator focused on automotive, as well as dealt with local university and the main Industry OEM. (2016 – 2017)

Principia SGR, Milan, Italy

INVESTMENT PARTNER (2014 to 2016)

Contributed in investment procedures in business from origination, screening targets, structuring and financing, negotiation, and execution to post-closing monitoring in Early Stage VC investments. Actively collaborated with different actors in deal-making process, including shareholders and management of target companies, lawyers and advisers, financing bank shareholders, lawyers and advisers, and financing banks.

- ◆ Assisted with asset Management Company in fund raising procedures. Enhanced execution capabilities of junior team by tutoring in new valuation techniques.
- ◆ **Board Member** ▪ (2014 – 2017) Wiseneuro Srl, Milan, Italy

Prodea Group S.p.A., Turin, Italy

HEAD OF FINANCIAL STRATEGY and PLANNING (2014)

Strategically planned television and media business procedures, as well as headed overall processes to set up Joint Venture in UEA in 2014.

- ◆ Negotiated with the local partner for the establishment OD the JV, as well as coordinated with potential clients for business development and negotiated with Italian banks for the financing.

Additional Experience

Head of Corporate Finance (2011 to 2013) ▪ Finanziaria Internazionale Holding S.p.A., Treviso, Italy

Head of Mergers Acquisitions and Advisory (2007 to 2011) ▪ Mittel Corporate Finance S.p.A. (Mittel S.p.A. Group)

Head of Mergers Acquisitions Italy (Member of European M&A Board) ▪ Société Générale Corporate Investment Banking, Milan, Italy (2004 – 2007)

Head of Mergers Acquisitions & Advisory dept. (Member of the Group Management Committee) ▪ Banca Intesa S.p.A. (now IntesaSanPaolo), Milan, Italy (2001 - 2004)

Senior Manager in the Investment Banking Division ▪ Banca IMI (now IntesaSanPaolo group), Milan, Italy (1994 – 2001)

Senior Analyst ▪ COFIGEST S.p.A. (Equity Research Department), Milan, Italy

Analyst ▪ Studio Belloni – Pedercini (Equity Research Department), Milan, Italy

Junior Analyst ▪ ANALITICA Equity Research, Milan, Italy

Education & Credentials

Degree in Business Administration

Università Luigi Bocconi, Milan, Italy