

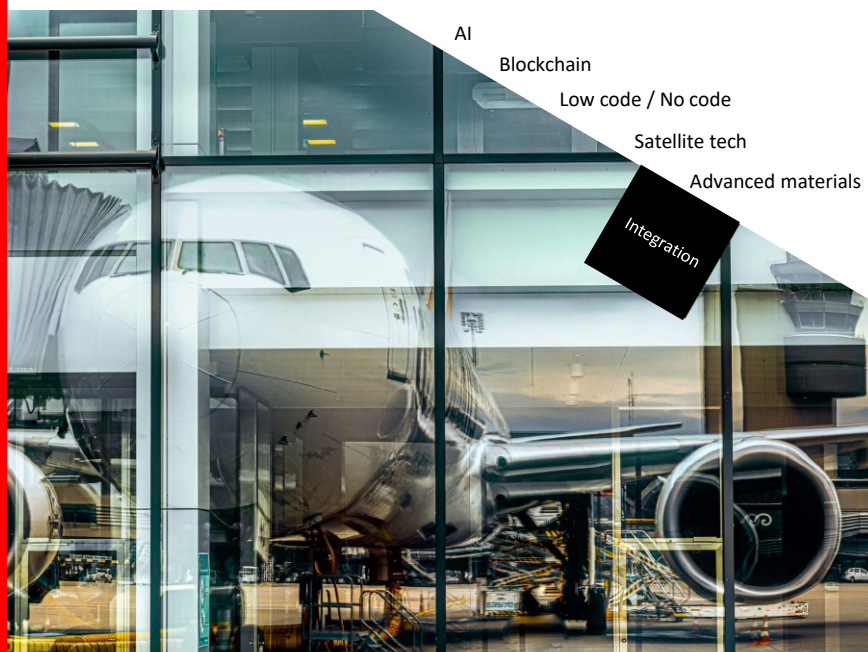
NEXTAMINA FIRM PRESENTATION

*Seizing the opportunity
of growing businesses
leveraging on strategic
capital increases, next
generation technologies,
and leading innovation*



**ADVISING LEADERS - INVESTING IN
VISION - BUILDING THE FUTURE
TOGETHER**

Rome, February 2024





NEXTAMINA AT A GLANCE

- NEXTAMINA assists clients in a wide range of industries both in Europe and globally
- NEXTAMINA invests in selected startups with an innovative business model and a social angle
- NEXTAMINA's partners have an extensive experience in the Tech, Digital, Finance, Banking, Energy, Infrastructures, Retail and Wholesales.

- The firm's mission is to develop business and investment opportunities for its clients, either corporations or startups or investment funds, leveraging on business, technological and financial drivers
- The firm is a mix of entrepreneurship, investment banking, strategic and management consulting, as well as technology advisory
- NEXTAMINA is a business company based in Italy focusing on new initiatives, new business models, startups and new technologies, in particular blockchain, artificial intelligence and IoT
- NEXTAMINA is organized in two divisions:
 - Strategic Consultancy
 - Partnerships & Proprietary Initiatives

OUR VALUES

Support challenging initiatives, encourage pushing the boundaries of business, promoting entrepreneurial mindset, going beyond a mere consulting service

OUR DNA



VALUE CREATION LEVERS

OUR SERVICES



Corporate & Business
Strategy and Consulting



Innovation, Digital Advisory
& Development



Startups Boost &
Consolidation



Technology Search &
Matching ↑



Turnaround &
Transformation



Complex Transactions &
Negotiation Advisory



Special
Situations



Global Properties
& Assets ↑



Technology Search &
Matching



Research &
Development



Advocacy, Media
Management & Networking



Humanability Resources &
Organization ↑



Business Development &
International Market Entry



Temporary
Management



Risk Management &
Mitigation



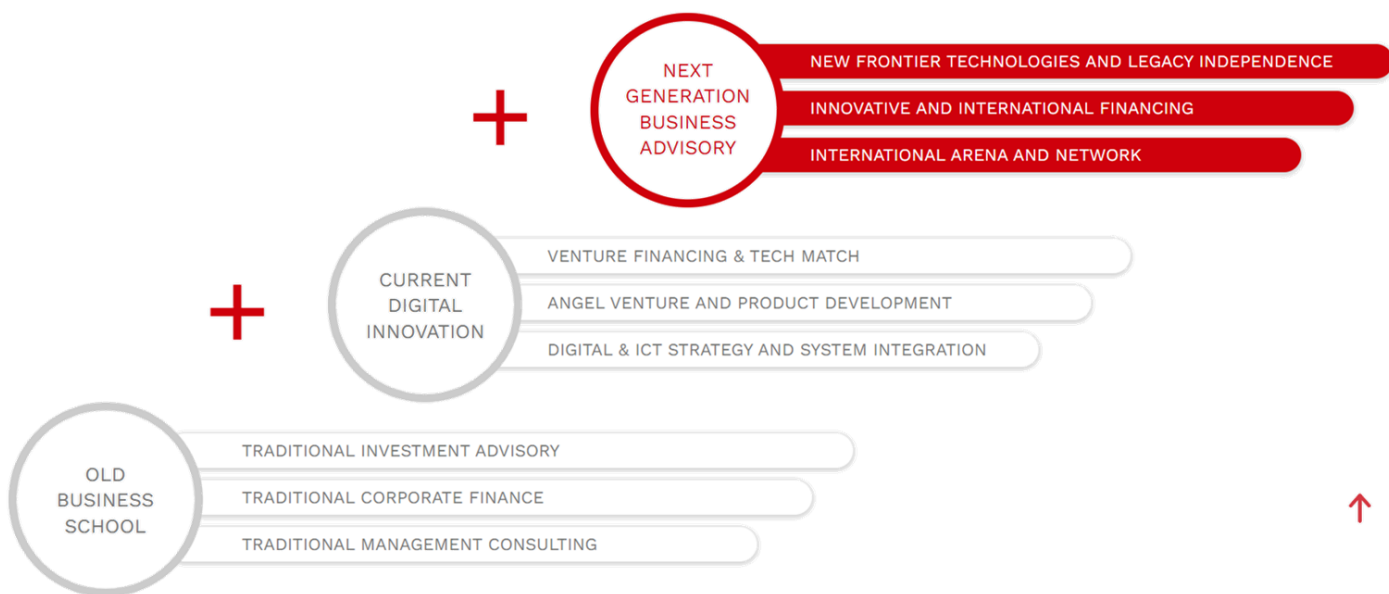
Financial Advisory, M&A &
Debt ↑

Delivering superior value
creation leveraging on
experience, access to capital
and innovation

Our service lines support the enterprise
transition and transformation to achieve
long term sustainable competitive
advantage in modern markets

WHY DIFFERENT

NEXTAMINA HAS A DIFFERENT APPROACH TO CREATE VALUE FOR ITS CLIENTS, PARTNERS AND INVESTMENTS



Setting the customer needs at the hearth of the business problem not the technology

Generating value integrating the best of the two worlds: business innovation and technology innovation

KEY BUSINESS FOCUS AREAS FOR GROWTH AND INNOVATION



FINANCE

The new tools for businesses

- ESG Finance
- Private Debt
- PPP & Project Financing
- Strategic & Financial Tournaround
- M&A & Transaction



NETWORKING

Development in relationships between entrepreneurs and stakeholders

- Business Development
- Internazionalizzazione
- Licensing
- Advocacy
- Partnership & JV



TECH AND INNOVATION

Industrial Transition

- Intelligenza Artificiale
- Digital Twin
- Web 3.0 e Blockchain
- Internet of Things
- Quantum Computing
- Clean & Green Tech
- Renewable Energy
- BioTech
- Space Tech
- Infrastrutture 4.0



BUSINESS ADVISORY

Innovation and competitiveness

- Corporate strategy
- M&A and restructuring
- Digital transformation
- Operations and supply chain
- Marketing and sales
- Human resources and organization
- Sustainability and ESG
- Analytics, Big Data and Artificial Intelligence
- Public and nonprofit sector
- Risk management and compliance
- Innovation and product development
- Finance and capital optimization



ESG

Green Transition

- ESRS / EFRAG
- Circular Economy
- Sustainable Energy
- Climate Change
- Water Resources
- Biodiversity
- Diversity & Inclusion
- Local content

SELECTION OF CLIENTS 2021-2025

NEXTAMINA assists clients of small, medium, and large sizes at any stage of business development, whether they are startups or mature and global companies. NEXTAMINA takes great care to apply to small and medium-sized businesses the same managerial methodologies used for large companies. Additionally, it encourages mature large enterprises with the same stimuli for innovation and growth that it applies to startups.

INDUSTRIES SERVED

- Energy and utilities
- Financial services
- Technology, media and telecommunications
- Healthcare and life sciences
- Retail and consumer goods
- Manufacturing and automotive
- Logistics and transportation
- Public sector and government
- Real estate, infrastructure and large facilities
- Chemistry and advanced materials
- Agriculture and food
- Private equity and venture capital
- Tourism and hospitality
- Nonprofits and global development
- Innovative startups.

INVESTMENT FUNDS



PRE-REV STARTUPS



POST-REV STARTUPS



SMEs



LARGE CORPORATIONS



GLOBAL FIRMS



SELECTION OF FINDING

NEXTAMINA's partners selected exemplary transactions regarding capital finding, capital allocation, investments and M&A

- Acquisition of Solsonica, Italian PV producer
- Investment in the largest ground PV plants in Italy for an Italian multi-utility
- Acquisition of +100 tons/y biogas plant for an Italian power & gas utility
- Acquisition of Budapest Airport
- Acquisition of banking group Bipop Carire
- Sale of ADR Handling
- Sale of GESAP Palermo Airport Handling company
- Sale of PV plants to Siram Veolia
- Acquisition of ICT firm in Milan area
- Acquisition by Falck Renewables of Energy-Team and several small EPC and ESCOs in Italy
- Acquisition of CQS special lending products
- Investment in port infrastructures
- Investment in urban metro infrastructures
- Acquisition of EPCs
- Sale of industrial special components for the pharma industry
- Acquisition of renewables in Italy and southern Europe by Shanghai Electric Power
- Sale of Aeroporti di Roma Handling
- Privatization of regional airports
- Investment in Italian pharma by Chinese companies
- Acquisition of technology firms by private equity, VCs and family offices

CAPITAL ADVISORY CASES

NEXTAMINA's partners have long experience in capital research, investment, M&A. They assist clients on both the sale-side and buy-side. NEXTAMINA distinguishes itself by sharing the risk of success with the client, the high seniority of the professionals involved, the international network and the experience of industry consultants and managers complementing the financial expertise.

DIRECT INVESTMENTS

In addition to its advisory activities, NEXTAMINA directly invests in proprietary projects and startups operating in various sectors, leveraging new technologies to enable business innovation. It also brings startups the same managerial best practices that are adopted by its most sophisticated large-scale clients.



A selection of invested startups



Digital and AI devop



HR and AI

TOURINGFIXER

Digital tourism



ENEXSTAR AI, energy, Environment



DEDALUS Fintech DeFi, AA

STEAM
Excellence

ESG and AI Training

THE FOUNDERS



Alessandro Bartoli
Senior Managing Partner
[linkedin.com/in/alessandro-bartoli](https://www.linkedin.com/in/alessandro-bartoli)
Key Competences

Corporate Strategy
Business Planning
M&A & Partnerships
Corporate & Financial
Restructuring
Strategic Organization
Negotiations
Professional profile
Senior Partner Nextamina SA
Managing Partner LODESTAR
Partners
Associate Director Macquarie
Investment Bank
Associate Bain & Co
Junior Associate McKinsey
Senior Consultant Ernst Young
Financial Analyst Bear Stearns
Investment Bank

Sectors of experience

Financial Services
Retail
Infrastructure, Airport and
Ports
Cement
Oil & Gas
Renewable Energy
Agri-Food
Transportation
Aerospace & Defense
Investment Banking
Telecommunications
Pharma
Education and Teaching
Harvard Business School
Alumni status: Strategic
Negotiations, deal making for
the long term, Program for
Leadership Development;
Mergers and Acquisition,
Corporate Restructuring
Program; Private Equity and
Venture Capital Program.
St. John's University New
York. Master in Business
Administration with Degree of
Excellence. Major:
International Finance.
LUISS Guido Carli University
Rome, Italv. Laurea Degree in
Economics. Specialization:
Banking and Finance, cum
laude.

Danilo Troncarelli
Senior Managing Partner
[linkedin.com/in/danilo-troncarelli](https://www.linkedin.com/in/danilo-troncarelli)
Key Competences

Strategy & Tech Consulting
Strategic Planning
Sales & Marketing
Due Diligence, Pre-deal &
Partnerships
Transformation e Post-deal
Digital & high tech Innovation
ESG and Strategic
Organization
Professional profile
Senior Partner Nextamina SA
Practice Partner EXS
Senior Managing Partner
Accenture Strategy
Manager Bain & Co
Manager Deloitte
Senior Consultant PwC
Sectors of experience

Financial Service
Oil & Gas
Gas & Power
Agri-Food
Renewable Energy
Clean Tech
Healthcare & Pharma
Consumer Goods
Automotive
Transport & Logistic
High-Tech
Government
Entertainment & Media
Fashion & Luxury
Mining & Metal
Cement and Chemical
Education and Teaching
Degree in Economics.
(Equivalent to M.Sc. in
Economics with First Class
Honours). University of Rome
"La Sapienza".
Collaborations with different
Universities in Italy and
abroad, as faculty and visiting
professor for several Masters
and MBAs on different C-level
topics, such as: Politecnico di
Bari – Master in Industrial
Transformation; Cattolica
University of Milan – Master
in International Business;
University Luiss Business
School of Roma – Executive
part-time MBA; University
Luiss Business School of Roma
– Executive Master in IoT;
University of Ferrara and
University of Pisa – Master
CFO; University of Verona –
M&A Congress; Bocconi
University – Master in Green
& Energy Management

THE PARTNERS

- NEXTAMINA leverages of a high senior team structure including business and engineering professors, experience advisors in the fields of business advisory, financial advisory, innovation and technology transfers
- NEXTAMINA also relies on the relationships with Italian and foreign universities such as Bocconi, LUISS and Harvard Business School where its partners are visiting professors, lecturers and alumni
- NEXTAMINA has signed a formal partnership with Polytechnic Engineering of Bari for technological projects, energy and environmental transition opportunities, technical due diligences, research and development, subsidized finance for innovation and ESG initiatives, digital and innovation
- Partnerships with International M&A advisory firms and private equity are instruments to execute complex and international mandates

CONTACTS



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