



Italian M&A and Private Equity Forum 2011

25 October 2011 Principe di Savoia, Milan

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8:30 Registration & Coffee

9:00 Italian M&A in Review- mm eye on the market presentation

Pamela Barbaglia, Senior Reporter, mergermarket

9.15 Keynote Address: Outlook on the Italian Market

Giampaolo Galli, Director General, Confindustria

9:30 Panel Discussion: Italian M&A Deal Drivers

- Discuss the changing landscape of M&A in Italy from 2010-2011
- What sectors have dominated this year?
- Defining 'strategic' industries
- Assessing what impact the new decree will have that has been particularly shown in the consumer sector this year

Walter Bevilacqua, Vice President and Director Business Development, Recordati

Luca Nikodimovich, Head of Strategy & Development, De Agostini

Luca Costanzo, Business Planning and M&A Director, Neo Mobile

Marco Tanzi Marlotti, Partner, M&A Leader, PwC

Francesco Gianni, Founding Partner, Gianni, Origoni, Grippo & Partners

Stefano Giudici, Co-Head Investment Banking - Italy, HSBC

Alessandra Castelli, Head of Italian Coverage, dealreporter (moderator)

10:30 Networking Coffee & Refreshment

11:00 Panel Discussion: Emerging Market landscape

- What has been behind the recent influx of foreign buyers?
- The role of Asia in driving deal flow
- Which countries in particular can be highlighted for their interest to invest in the returning Italian market- China, India, Middle East?
- Is the increase of cross-border deals the future of Italian M&A?

Lorenzo Stanca, President, Gruppo Economisti di Impresa; CEO, Mandarin Capital Partners

Paolo Colonna, Partner, Permira

Marianna Vintiadis, Country Manager in Italy, Kroll

Lorenzo Stanca, President, Gruppo Economisti di Impresa; CEO, Mandarin Capital Partners

Rosario Zaccà, Partner, Gianni, Origoni, Grippo & Partners

Alessandra Castelli, Head of Italian Coverage, dealreporter (moderator)

11:45 Panel Discussion: Developments to the Energy Sector

- In light of the recent referendum rejection to reintroduce nuclear power into Italy what alternative electricity source will be invested in more?
- Does the new renewable energy law favour the growth of solar?

- Has the uncertainty of laws and regulation put off foreign investors to enter the market?

Franco Traverso, President, Silfab

Pedro Gomes Pereira, Managing Director-Italy, Martifer Solar

Giovanni Brianza, Head of Mergers & Acquisitions, Edison S.p.A.

Alessandro Protasoni, Group Director of Business Development and Strategic Planning, Gruppo Hera

Gianpaolo Chimenti, Director, Energy & Utilities, PwC

David Schiappapietra, Italian correspondent, mergermarket (moderator)

12:30 Case Study on Foreign Takeovers

Marco Belletti, MD, Societe Generale

13:00 Networking Lunch

14:00 Panel Discussion: Sector Focus: M&A Infrastructure

- Outlining the major transactions that have take place in 2011
- Opportunities for Italian companies to develop globally
- What financing is available to support these investments?

Paolo Emilio Signorini, Head of the Department for the Planning and Coordination of Economic Policy (DIPE) Presidency of the Council of Ministers

Giancarlo Lanna, President and Chief Executive, SIMEST

Riccardo Togni, Director, Project Finance & Infrastructure, PwC

Carlo Michelini, Senior Partner & CIO, F2i

Salvatore Bruno, Senior Financial Journalist, Italian Correspondent (moderator)

14:45 Panel Discussion: The Future in Private Equity

- Do private equity firms see enough investment in the Italian market?
- What have been the difficulties raised for completing a deal?
- Attitudes towards exit landscapes: Is the dual track process the way forward?
- Creating stronger alliances between corporates and private equity to protect strategic industries from foreign buyers
- Will the trend for secondary players to dominate Italy's foreign LP base continue?

Michele Russo, Chairman & CEO, Opera SGR p.A

Eugenio Morpurgo, CEO, Fineurop Seditic

Lorenzo Salieri, Partner, 3i

Jean Pierre Di Benedetto, Partner, Argos Seditic

Francesco Aldoriso, Director, Akina Ltd

Umberto Giacometti, Managing Director, HSBC

Financial Sponsors Group

Stefano Bucci, Partner, Gianni Origoni Gruppo & Partners

Pamela Barbaglia, Senior Reporter, mergermarket (moderator)

15:30 Closing Remarks, Drinks Reception and Canapés
