

 Galileo Business Consulting

M&A ADVISORY

MERGER & ACQUISITION

Professional Service Presentation

INDUSTRY

Since 1980s the Scuratti family has developed investments and acquisitions of companies in the service of steel production, rail transport, chemicals and mechanics with over 100 employees, developing contracts for years with the Ministry of Transport and Defence.

FINANCE

Milan is home to more than 200 investment funds, of which we have mapped the areas of interest, the minimum investment, the strategy and the liquidity available in a given period. Our interest is to assist continuous industrial growth.

40 Years of Industrial Experience

After 6 years of experience in the United States, the second generation has acquired professional experience in the Energy sector, representing for years the interests of international corporations for the development of thermal and hydro-electric power plants.

Thanks to this experience, our clients meet institutional investors in Italy, Europe and America who are interested in their industrial needs in order to undertake the total or partial sale of their shares and with the precise aim of long-term growth.

DAILY SOLUTIONS

Our vision is to be a single point of reference in business consulting for Clients we believe it is necessary to collaborate on a daily basis and respond to strategic, legal and fiscal needs at an international level thanks to our international local offices.

GLOBAL...

International assistance is organized through the Marsaglia Law Firm which operates internationally through the GEIE founded in 1988 PLG International Lawyers. The network covers four continents from China to the United States with a regional focus in Europe.

32 countries, 1.000 professionals

NUMBERS

We are supported by a network of over a thousand professionals able to serve medium and large companies with increasing needs to compete with international rivals, increasing the experience, professionalism and results to support our customers.

...& LOCAL

Galileo Business Consulting Partners are selected with strict standards to ensure excellence in professional service. Specifically, an international presence for at least twenty years and nationally, a successful track record in Italy is required.

Our Clients

Middle Size Corporations

DIMENSION

Galileo Business Consulting provides its services to companies with revenues in excess of € 20 million, solid business plans for growth, experienced management and EBITDA in excess of € 2 million.

SPAN OF ACTIVITY

We support companies that have reached at least 20 million in turnover. We provide professional services in Buy-Out, Expansion, Cross-Selling, Carve-Out, MBO and Next-Generation activities.

The Middle Market

PRODUCT

Particular attention is given to the Company know-how with a view to future growth in foreign markets where leading companies develop up to 90% of their turnover.

SECTORS

We target our services with particular attention to the sectors of Mechanics and Factory Automation, Automotive, Chemistry, Pharmaceutical and Food.

Information Memorandum

detailed analysis of the Client's activity and preparation of an information memorandum;

Business Plan

drafting of a business plan and advice for possible changes aimed at maximizing the overall result of the operation;

Investor Research

search for buyers and representation of Client interests;

Evaluation of the Company

intrinsic value, market value and sales strategy to support our Client;

Investors Short-List

analyze the economic, financial and technical aspects of the operation;

Customer-investor meetings

continuous communication with Client, Investors and GBC Partners through scheduled meetings to support the process;

Negotiation Strategies

operational optimizations and deal-breaker analysis;

Letter of Intent, Due Diligence and Closing

support for the drafting of contracts required by the operation also at international level.

Buy Out

Acquisition of a majority stake in a company through the predominant use of debt capital by the investor;

Expansion

Acquisition to develop growth in new markets, increase skills and reduce costs. Speed up growth by acquisition;

Cross-Selling

Acquisitions and Mergers to access consolidated distribution lines with more and more products and services;

Carve-Out

Sale of the minority of a Child company by a Parent Company with different core business mainly for consolidation purposes;

MBO

Transfer of a company to its Management. It is particularly interesting when the future of the company depends on its managers;

Next-Generation

Sale of minority or majority stakes in the Company to attract professionals to assist in the generational transition.

Relevant Acquisitions

Large Corporations

SPECIALIZED FUNDS

Galileo Business Consulting has mapped the interest of investment funds specialized in the acquisition of Corporations with a minimum EBITDA of € 10 million.

In the case of significant deals, investment funds can support the project by collaborating with an investment pool.

Acquisition of Enterprises
minimum EBITDA € 10 Million
Interest across Europe

MARKET RESEARCH

We develop researches aimed at meeting in detail the strategic needs of Institutional and Corporate Investors interested in investing for the development of their business.

We are particularly active in Italy, Western and Central Europe and UK thanks to a network of institutional and industrial knowledge consolidated over time.

Present in Italy

Industry | Services

Our european network

Contacts

Meet Your Expert

 Galileo Business Consulting

dg@galileoobc.it | (+39) 02 9476 5901

Via Madonna n. 31 | IT20021 Bollate

More information

www.galileoobc.it

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