




STUDIO  
**FUSE RO**  
STRATEGIC BUSINESS ADVISOR

Business Development Solutions



Your strategic partner  
since 1992

## MANAGE CHANGE

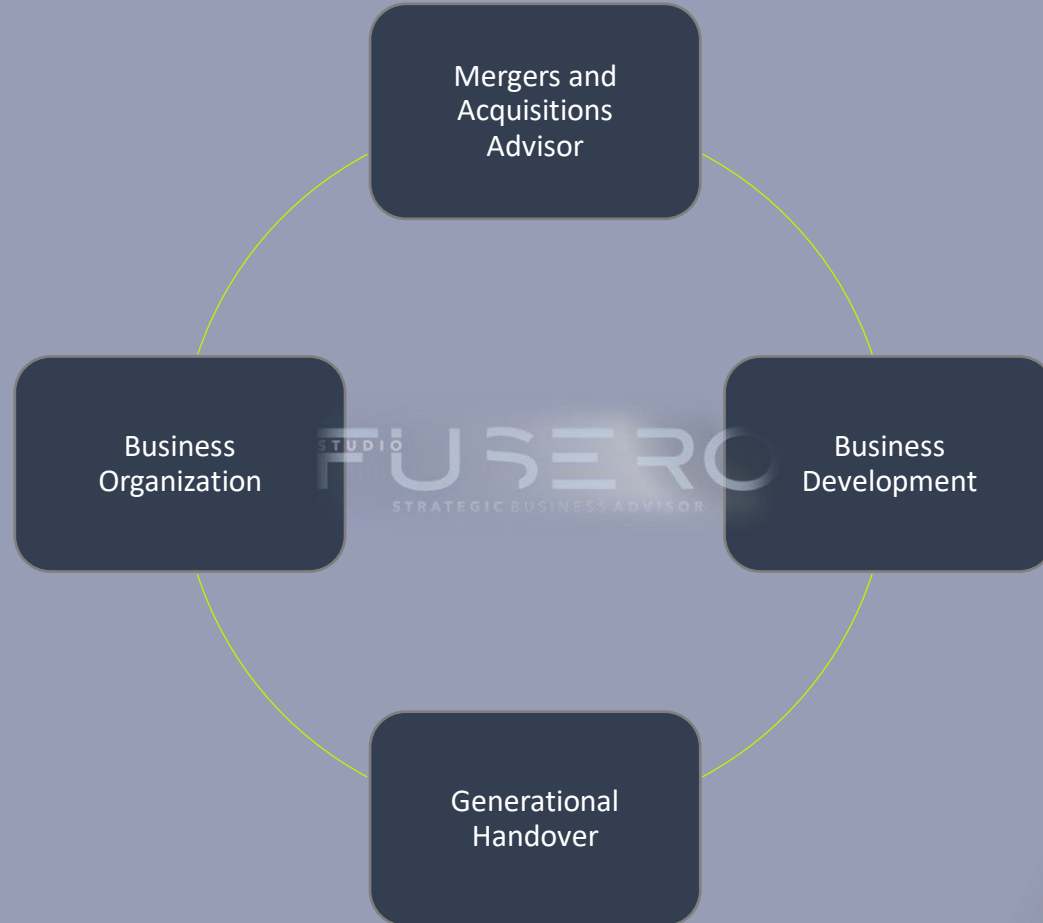
The world economy is rapidly changing. An organization's adaptability is a major competitive advantage more than ever. An adaptable company is open to new ideas and opportunities. With strategic planning tools and methodologies, we help companies improve performance from the start and position themselves for success. Our team of experts evaluates how internal and external changes affect progress towards strategic objectives by means of forecasting and analysis of competitive dynamics and considering the key capabilities of clients.

Our organization is focused on:

- Search for target companies
- Search for business partners to produce, distribute, co-develop and supply products, ideas and services
- Assistance in negotiations of acquisitions and sales of companies
- Support for the generational handover



# OUR SERVICES



# MERGERS AND ACQUISITIONS ADVISOR

Our organization provides acquisition search services for industry or financial partners looking to acquire either whole companies, subsidiaries or divisions of companies. Our organization helps investors to find the target company to acquire in Italy. This is obtained through a solid cooperation with financial advisors, institutional consultants, industrial employers' confederations and corporate banking.



## Services

- research on Mergers and Acquisitions buy side & sell side
- definition of the strategic objectives of the initiative;
- analysis of potential alternative financial structures and relevant feasibility studies, in order to identify the optimal solution for the company under examination;
- identification of the value of the initiative and its placement in the reference sector;
- identification of market targets (buy side) or possible financial or strategic investors/partners (sell side);
- drafting (buy side) or analysis (sell side) of preliminary and non-binding offers;
- management of due diligence operations, facilitating communication and coordination between the involved parties;
- negotiation between the involved parties in order to optimise the value of the transaction;
- drafting (buy side) or analysis (sell side) of binding offers and related contractual documents;
- execution of all preparatory activities for the closing of the transaction.
- Deal marketing

**STUDIO FUSERO**  
STRATEGIC BUSINESS ADVISOR

Corso Galileo Ferraris 110  
10129 - Torino

[info@studiofusero.it](mailto:info@studiofusero.it)  
[www.studiofusero.it](http://www.studiofusero.it)

©2023 Studio Fusero



***“IT IS NOT THE STRONGEST OF THE SPECIES THAT SURVIVES, NOR THE MOST INTELLIGENT; IT IS THE ONE MOST ADAPTABLE TO CHANGE.”  
CHARLES DARWIN (1809-1882)***