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**Education Session No. 335:  
Opening the Door for Mid-Sized Italian Companies and Economic Growth: The New Private Equity**

April 19, 2012 at 6:30 PM  
Milan

By working with the Italian entrepreneur as a protagonist for SMEs, private equity is becoming a strategic tool for the revitalization of the national economy:

- Private equity investments are attracting considerable attention as an alternative to large-scale deals
- Funds keep close to entrepreneurs and monitor governance issues, while providing the expertise of their own team to operations
- More investors hold minority stakes, providing much-needed capital and supporting economic growth

Learn more about the future of private equity investments in Italy by joining our panel discussion.

**Participants**

**Valter Conca**, SDA Bocconi School of Management

**Valentina Franceschini**, Wise SGR

**Francesco Sogaro**, Fondo Italiano d'Investimento

**Federico Visconti**, SDA Bocconi School of Management

**Event Details**

**Date:** April 19, 2012

**Time:** 6 PM Registration.

We will begin promptly at 6:30 PM; please arrive early. Since it is disruptive to everyone when latecomers enter the session, those arriving after an education session has begun will only be admitted at the discretion of 100WHF and the host. Please note the start time on this invite and plan to arrive early.

Networking and cocktails will follow.

**Host:** Ethica Corporate Finance

**Location:** SDA Bocconi School of Management

Via Bocconi, 8, Aula 01, **Milan**, Italy

**RSVP:** RSVP Now

If you have any questions about this event, please contact the Lugano/Milano committee.

This event is NOT FOR ATTRIBUTION.

If you have no-show fees in arrears, the system cannot register you for an event. You can view and pay for any outstanding no-show fees online from your Member Profile

Space is limited. No walk-ins will be permitted.

## Biographies

### **Valter Conca**, Director of Private Equity and LBO Lab, SDA Bocconi School of Management

Valter Conca is Associate Professor of General Management at the Università Bocconi and Director of the Private Equity and LBO Lab at SDA Bocconi where he is also a Professor of Corporate Finance and Banking. Professor Conca has a focus on the research areas of Strategic analysis and planning as well as valuations of M&A operations and acquisition processes.

### **Valentina Franceschini**, Partner, Wise SGR

Valentina Franceschini is presently a partner at Wise SGR, a management company of private equity funds in Milan which focus on investments in small and medium sized enterprises. From 2000 to 2008 she was a director at Wise. Prior to that she was an equity research analyst at Credit Suisse First Boston, working in London and Milan. Valentina has a degree in Business Administration from the Università Bocconi.

### **Francesco Sogaro**, Senior Partner, Fondo Italiano d'Investimento

Francesco Sogaro is a senior partner at Fondo Italiano di Investimento, a private equity fund sponsored by the Italian Department of Treasury, the Cassa Depositi e Prestiti, a number of Italian banks and associations (the Italian Banking Association and the Industrial Association). Francesco has been working for a long time as entrepreneur and professional in the financial industry. Prior to joining Fondo Italiano he was managing partner at Atlantis Capital Special Situations, a private equity fund focused in investments in turnaround situations. Francesco holds a degree in Business Administration from the Università Bocconi.

### **Federico Visconti**, Professor of Strategy and Entrepreneurship, SDA Bocconi School of Management

Federico Visconti is Full Professor of General Management at the University of Valle d'Aosta and Senior Faculty Member at SDA Bocconi in the Management and Technology Department of which he has been Director from 2002 to 2008. He is currently Director of the Executive Education Custom Programs. Professor Visconti has a focus on the research areas of business strategy and strategic management for small and medium sized enterprises. Since many years he also works as a strategic consultant to SMEs.

## About Ethica Corporate Finance

Ethica Corporate Finance is an independent advisory firm, founded in Milan in early 2010 by a group of professionals with over 15 years of individual experience, which provides M&A and corporate finance advisory services.

Ethica Corporate Finance's clients are middle market Italian and international companies, their shareholders, Private Equity funds and other institutional investors, with whom Ethica Corporate Finance aims to build solid and long lasting relationships.

Ethica Corporate Finance services all areas of corporate finance activity, although specifically it targets:

- Mergers & Acquisitions (M&A)
- Debt Advisory
- Capital Markets

## About 100 Women in Hedge Funds ([www.100womeninhedgefunds.org](http://www.100womeninhedgefunds.org))

100 Women in Hedge Funds is a global, practitioner-driven non-profit organization serving over 10,000 alternative investment management investors and professionals through educational, professional leverage and philanthropic initiatives. Formed in 2001, 100 Women in Hedge Funds has hosted more than 300 events globally, connected more than 250 senior women through Peer Advisory Groups and raised over \$25 million for philanthropic causes in the areas of women's and family health, education and mentoring.