

Mainini & Associati M&A

2025

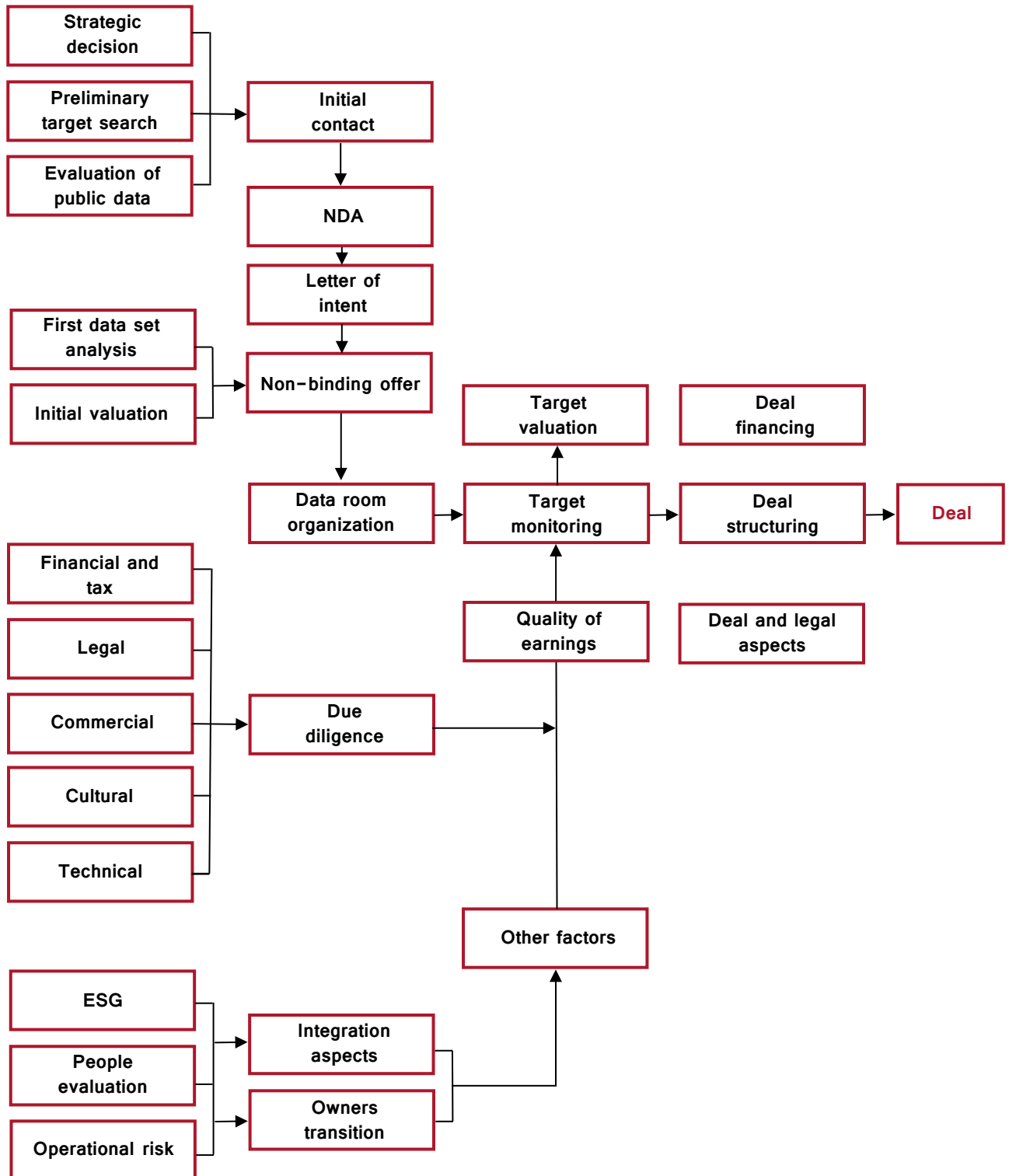
Yearbook



MAININI & ASSOCIATI
Legal Advisor • Business • Corporate

Process

Mergers and Acquisitions – M&A – are a strategic cornerstone for a company's growth and long-term stability. By leveraging mergers and acquisitions, businesses can expand into new markets, optimize resources, and enhance their competitive edge. These processes, guided by thorough legal, financial, and strategic analyses, unlock value for entrepreneurs, offering new avenues for development and expansion.



M&A Strategy

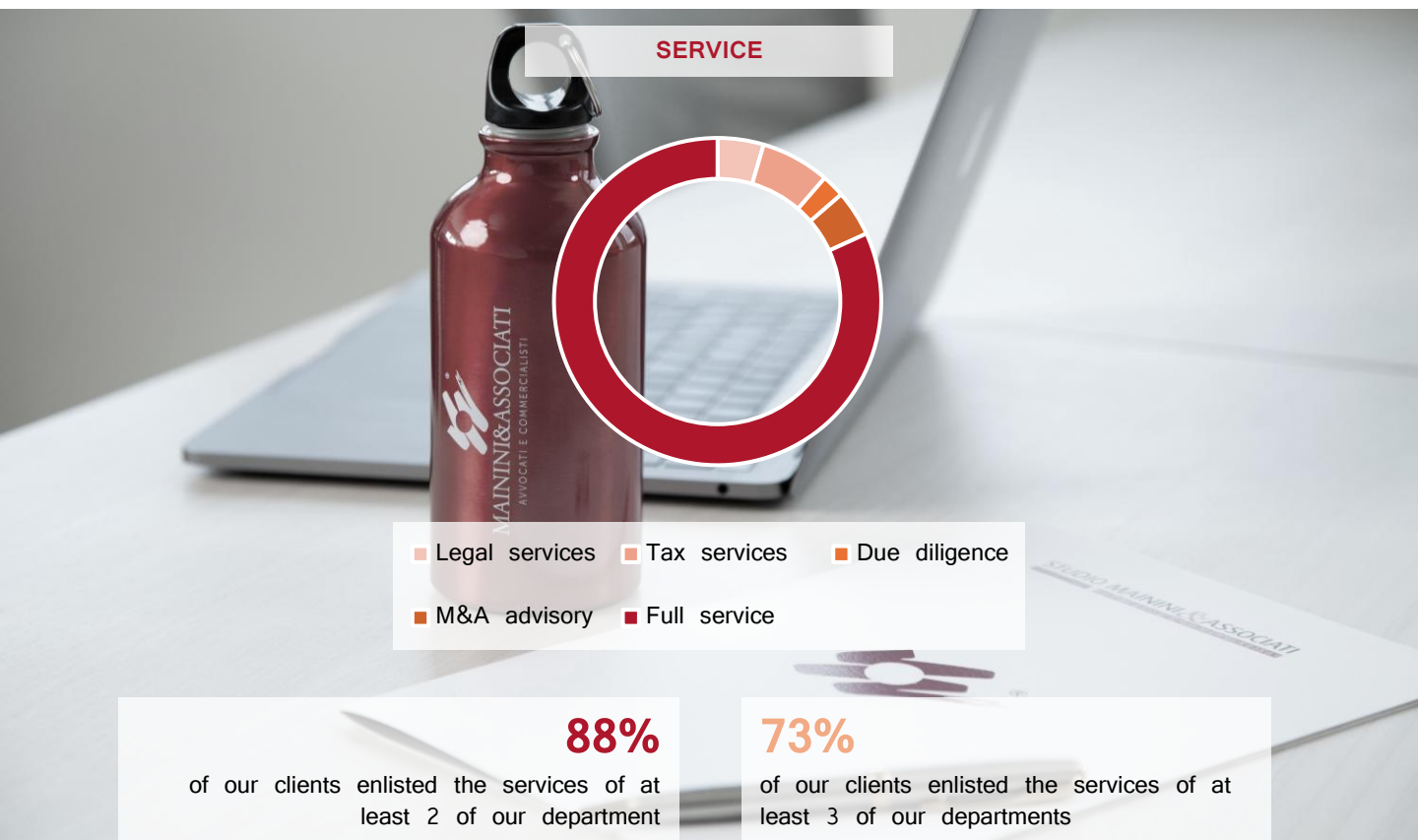
Since its foundation, Mainini & Associati has made extraordinary corporate operations a hallmark of professional excellence. Unlike traditional consultants, we stand alongside entrepreneurs as true business partners, immersing ourselves in their operations and gaining a deep understanding of the market dynamics in which they compete. Our role extends beyond legal and financial advisory: we share the entrepreneur's vision, challenges, and ambitions, ensuring tailored solutions that create tangible value.

As one of the few firms capable of offering an integrated and seamless approach to M&A transactions, we manage legal, tax, and accounting aspects with the same level of excellence, serving as the Client's single point of contact. Our expertise is reinforced by active participation in business associations such as Confindustria, where we contribute to shaping the corporate landscape.

We guide our clients through every stage of the transaction – from initial negotiations to post-closing integration – offering comprehensive support not only to corporate entities but also to shareholders, executives, managers, and employees. With Mainini & Associati, entrepreneurs don't just receive advice; they gain a committed ally who shares their business mindset and drives their strategic growth.

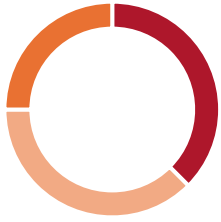
Breakdown of Services

Clients value the multidisciplinary approach of Mainini&Associati.



Client

REVENUES



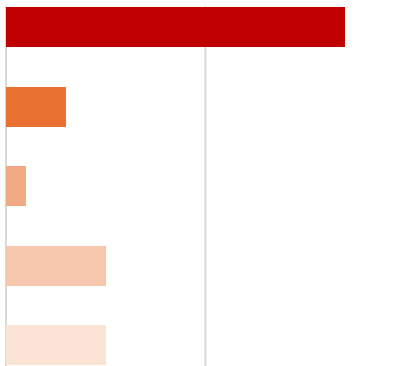
■ 0-10 mln ■ 10-50 mln ■ 50-200 mln

ENTERPRISE VALUE



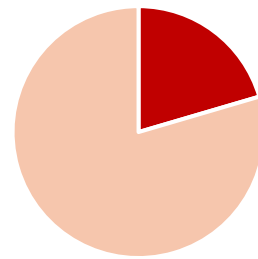
■ 0-10 mln ■ 10-50 mln ■ 50-200 mln

INDUSTRY



■ Industrial ■ Communication
■ Real estate ■ Logistic
■ Fashion

SELL SIDE & BUY SIDE



■ Buy-side ■ Sell-side

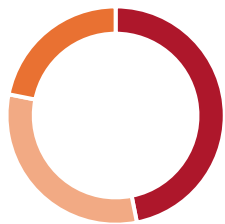


All over Italy



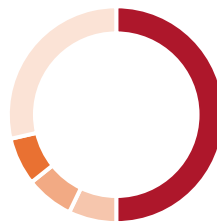
Investor

SELL-SIDE INVESTORS



- Industrial
- Financial
- Strategic fund

NATIONALITY



- Italy
- France
- Holland
- UK
- US

50% **50%**
Abroad *Italy*



Track Record: last 40 deals

Cold logistic & Storage

- Full service
- € 25 mln
- Sell-side, Strategic Fund

Fashion

- Full service
- € 1.5 mln
- Buy-side, Industrial

Fashion

- Full service
- € 2 mln
- Buy-side, Industrial

Cold logistic & storage

- Full service
- € 16 mln
- Sell-side, Strategic Fund

Cold logistic & storage

- Full service
- € 75 mln
- Sell-side, Strategic Fund

Fashion

- Full service
- € 200 k
- Buy-side, Industrial

Seed production

- Legal and tax service
- € 41 mln
- Sell-side, Industrial

Real estate

- Full service
- € 1.5 mln
- Buy-side, Industrial

Telecommunication

- Full service
- € 200 k
- Sell-side, Industrial

Industrial steel

- M&A Advisory and legal service
- € 6 mln
- Sell-side, Industrial

Digital Agency

- Full service
- € 400 k
- Sell-side, Industrial

Fashion

- Full service
- € 800 k
- Buy-side, Industrial

Food

- Legal and tax service
- € 200 mln
- Sell-side, Financial

Industrial rolls

- Full service
- € 120 mln
- Sell-side, Industrial

Telecommunication

- Full service
- € 110 k
- Sell-side, Industrial

Automotive

- Full service
- € 30 mln
- Sell-side, Strategic Fund

In-house water management

- M&A Advisory
- € 50 mln
- Buy-side, In-house

Industrial paint

- Full service
- € 40 mln
- Buy-side, Industrial

Cold logistic & storage

- Full service
- € 25 mln
- Sell-side, Strategic Fund

Cold logistic & storage

- Full service
- € 18 mln
- Sell-side, Industrial

Fashion

- Tax service
- € 250 mln
- Sell-side, Financial



History Track

Food

- Full service
- € 70 mln
- Sell-side, Industrial

Food

- Full service
- € 8 mln
- Sell-side, Industrial

Industrial

- Full service
- € 30 mln
- Sell-side, Strategic Fund

Telecommunication

- Full service
- € 1 mln
- Buy-side, Industrial

Cold logistic & storage

- Full service
- € 14,5 mln
- Sell-side, Financial

IT

- Full service
- € 34 mln
- Buy-side, Industrial

Industrial road safety

- Full service
- € 210 mln
- Sell-side, Industrial

Food

- Full service
- € 12 mln
- Sell-side, Strategic Fund

Food

- Full service
- € 50 mln
- Sell-side, Industrial

Industrial

- Full service
- € 15 mln
- Sell-side, Industrial

Food

- Full service
- € 100 mln
- Sell-side, Industrial

Cold logistic & storage

- M&A Advisory
- € 25 mln
- Sell-side, Financial

Industrial automation

- Full service
- € 9 mln
- Buy-side, Industrial

Railway

- Full service
- € 80 mln
- Sell-side, Industrial

Cold logistic & storage

- M&A Advisory
- € 8 mln
- Buy-side, Strategic Fund

Sport

- Full service
- € 8 mln
- Sell-side, Financial

Telecommunication

- Full service
- € 1 mln
- Sell-side, Industrial

Robotics

- Full service
- € 100 k
- Buy-side, Industrial

Cold logistic & storage

- Full service
- € 64 mln
- Sell-side, Industrial

Railway

- Full service
- € 250 mln
- Sell-side, Industrial

Food

- M&A Advisory
- € 110 mln
- Sell-side, Strategic Fund



Key Figures



Mennato Fusco
Advisory, Tax & Legal



Andrea Filippo Mainini
Advisory, Legal



Pier Angelo Mainini
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Tax & Accounting



Pierluigi Molla
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Founded in 1960 and formally established as a professional association in 1990, Mainini & Associati has grown into a multidisciplinary firm that combines legal, tax, and corporate expertise to deliver integrated solutions.

Developed by Giampiero Mainini and carried forward by his sons, Avv. Pier Angelo Mainini and Dr. Aldo Mainini, the firm now benefits from the contribution of its third generation.

For over 50 years, we have been providing judicial and extrajudicial legal assistance, as well as corporate, tax, and financial advisory services.

Our approach goes beyond traditional consulting: we actively engage in business challenges, ensuring that each strategy is tailored to the specific needs of our clients. While we operate with a structured team of over 50 professionals across specialized areas, our firm maintains the personalized attention of a boutique firm, where every solution is crafted.

Over the years, Mainini & Associati has always wanted to expand into new market sectors and, thanks to the contribution of new professionals, has updated its expertise, guaranteeing innovative and quality solutions to the Client. The modern law firm must include all the most relevant aspects and the most delicate facets of the Client's life and, to this end, Mainini & Associati was conceived with an organizational structure divided into areas of specialization, both legal and commercial.

With a strong presence in industrial association and decades of experience in corporate consultancy, Mainini & Associati brings a unique entrepreneurial mindset to every professional assistance.

