ALBA PARTNERS
Direzione & Finanza

COMPANY PROFILE

www.albapartners.it

ABOUT US

Alba Partners S.r.l.

Alba Partners S.r.l. is a Rome-based company specializing in subsidized finance consulting, established with the aim of providing support for all incentives available to businesses, both in the form of grants (national and regional) and automatic incentives.

The company is structured around the following organizational departments:

- **Research Department**
- **Engineering**
- **Incentives CRM Department**
- **Grants Office**

Research Department

Engineering

CRM Department

Grants Office

ABOUT US

The areas of our Organizational Structure

Research Department

The Research Department ensures continuous updates on regulations (new grants, as well as Revenue Agency decrees and circulars) and provides training to all collaborators.
The Research Department also serves as the point of contact for the auditor or the board of statutory auditors of the client company.

Engineering

The Engineering Department handles technical analyses and evaluations of companies' strategic projects; feasibility analyses are carried out prior to any contractual agreement, with no obligation for the client.
The Engineering Department is responsible for preparing technical reports and sworn expert assessments to obtain grants and incentives.

Incentives CRM Department

The Incentives CRM Department manages all client-related activities and the collection of administrative documents and data.
The CRM team is responsible for monitoring the progress of applications to secure grants and incentives.

Grants Office

The Grants Office oversees all "special" consulting services, collaborating with Engineering in the design and reporting of grant applications.
The Grants Office supports the client from project analysis through to obtaining the grant and/or financing.

OUR TEAM

Who is the Head of the Engineering Department?

Eng. Luigi D'angelo

CEO ALBA PARTNERS

He has certified over 500 tax incentive applications and over 1,000 applications overall.

Head of Engineering at Alba Partners, born in 1973, graduated from La Sapienza University of Rome, qualified as a professional engineer at the University of Parma, and obtained a diploma in Business Administration with a specialization in Corporate Finance and Economics from MIP Politecnico di Milano in 2006.

Engineer D'Angelo has been a member of a commission of the Order of Engineers of the Province of Rome and a project manager in international technical-financial consulting projects, including: Kamps Group (Germany) on behalf of Barilla; Stet Hellas (Greece) for TIM; Dyckerhoff (Germany) for Buzzi Unicem.

He has worked in subsidized finance for over 20 years as a senior manager and project manager for leading Italian consulting firms, taking on the role of writing and coordinating projects under the Sustainable Growth Fund (MiSE) for major clients, including the Bulgari Group and the Margaritelli Group.

He has certified more than 500 tax incentive applications in the fields of Research & Development and Industry 4.0, and among other activities drafted the FCS call for proposals of the Ministry of Economic Development on behalf of Salini Impregilo, worth over six million euros in non-repayable grants.

OUR TEAM

Who is the Administrative Manager?

Dr. Angelo di Giorgio

Born in 1964, Dr. Angelo Di Giorgio graduated in Economics and Business Administration with top marks. He has been a member of the National Register of Chartered Accountants since 1990 and of the National Register of Statutory Auditors since its establishment in April 1995.

Dr. Di Giorgio has served as a statutory auditor for numerous companies operating in the industrial, publishing, and insurance sectors.

He regularly attends annual professional development courses organized by the firm in accounting and auditing. Dr. Di Giorgio serves as a Statutory Auditor or Chairman of the Board of Statutory Auditors for industrial, real estate, and service companies. He is also a board member of industrial companies and a director of real estate companies.

Angelo Di Giorgio has been accredited as a “Tutor” at BicLazio to provide startup consulting to new businesses. He works as a technical consultant for bankruptcy trustees; has collaborated with a major financial company in evaluating projects submitted by leading industries under the Manfredonia area contract; has served as a bankruptcy trustee at the Rome Bankruptcy Court; and is a Court-Appointed Technical Consultant for administrative, tax, and corporate matters at both the Civil Court and the Criminal Court of Rome.

Dr. Di Giorgio is co-founder and Administrative Manager of Alba Partners S.r.l..

OUR TEAM

Who is the Head of the Research Department?

Eng. Debora Reverberi

The Head of the Research Department, born in 1980, graduated with a score of 110/110 in Management Engineering from the Faculty of Engineering at the University of Brescia. She later earned a second degree with a score of 110/110 with honors in Business Administration and in Business Consulting and Professional Practice from the Faculty of Economics at the University of Brescia.

Since 2017, leveraging the synergy between technical, economic, and tax expertise, she has specialized in business consulting on incentives related to the National Industry 4.0 Plan (now Transition 4.0). Her work includes technical assessments, reporting, due diligence, and technical opinions on hyper-depreciation, tax credits for capital investments, R&D tax credits, Training 4.0 tax credits, and — since 2022 — the new Patent Box regime.

Since July 2017, she has been a contributor (publicist) for the publication EcNews and currently also writes for the magazine Patrimoni, Finanza, Internazionalizzazione, both published by the Euroconference Group S.p.A.

In recent years, she has been a speaker for the Euroconference Group in master programs on 4.0 incentives, seminars on tax credits — including topics related to audits by supervisory authorities and the completion of tax return forms — and in the Master Breve programs for the 2021/2022 and 2022/2023 editions.
She is also a lecturer at the CUOA Business School on incentives and tax benefits.

OUR TEAM

Grant Manager

Dr. Manila Micacchi

She is an expert in business grants for digitalization and business development. An Innovation Manager accredited by the Umbria Region, she lectures on subsidized finance and strategic development in executive master programs organized by leading trade associations in Central Italy.

After earning a degree in Semiotics in Florence, she completed a second-level MBA at LUISS Guido Carli. She developed her career at a leading Florentine research organization (a national research laboratory), where she strengthened her expertise in strategic consulting and in drafting projects and business plans for companies of various types and sectors across Italy. She attended the Executive Master in Business Planning at Il Sole 24 Ore in 2004 and has since focused on preparing projects for public tenders and subsidized finance calls.

She combines rigorous operational management with a forward-looking approach to market evolution. Her twenty years of experience in services marketing bring a strong focus on competitive positioning and promotional strategies, which she manages in collaboration with partner marketing agencies.

OUR TEAM

Grant Manager

Dr. Myriam Cimillo

Born in 1980, she holds a degree in Political Science with a focus on International and EU Studies from LUISS Guido Carli University and a specialization in International Relations from SIOI.

After a professional experience at a leading organization active in institutional building, since 2009 she has been working in subsidized finance, project management, and EU project design. Specifically, as an EU project specialist, she manages the acquisition, administration, and reporting of European Union funding for SMEs, local authorities, public administrations, and third-sector organizations. She works on projects and initiatives across various fields, including local development, innovation, research, education, environment, culture, and many others.

OUR TEAM

Who is the Head of CRM for Key Clients?

Dr. Gioia Romana Hartung

She is a Key Accounts Manager who began her career in subsidized finance in 2018 at a Rome-based consulting firm specialized in this field.

With a strong focus on automatic tax incentives under the Transition 4.0 Plan — such as the Training 4.0 Tax Credit and the R&D, Innovation and Design Tax Credit — she has also participated as a speaker in several webinars and conferences organized by major national associations.

Over the past two years, she has also worked on calls for proposals at national, regional, and municipal levels, including the submission of applications related to the PNRR (Italy's National Recovery and Resilience Plan).

OUR TEAM

Consultant Engineer

Eng. Simona Bisillo

Born in 1973, she graduated in Mechanical Engineering from Sapienza University of Rome, where she also earned a PhD in Industrial Production Engineering, focusing on eco-sustainable design and environmentally friendly products.

After qualifying as a professional engineer, she specialized in the drafting and management of European projects (direct EU funds), mainly within the LIFE programme. She actively contributed to the preparation of numerous LIFE projects, three of which were approved by the European Commission: the Mo.Re. & Mo.Re project (LIFE08 ENV/IT/000437) and the LifeGoPark project (LIFE12INF/IT/000571), both co-financed by the Lazio Region, which also acted as coordinating beneficiary, and the Life4MarPiccolo project (LIFE14ENV/IT/000461), involving Enea Trisaia and CNR IRSA – Taranto branch. In all three projects, Eng. Bisillo also served as technical and financial assistant to the project manager.

For client companies, she has been entrusted with drafting and managing projects related to regional and national calls for proposals.

For over 15 years, she has also worked on business consulting and training projects as a project manager, collaborating over the years with numerous clients, including Grandi Lavori Fincosit S.p.A., BNP Real Estate, Janssen, P&G, BCC Solutions, and De Sanctis Costruzioni S.p.A.

OUR TEAM

Consultant Engineer

Eng. Roberta Travaglini

Master's graduate in Chemical Process Engineering, with a solid technical background and a strong focus on continuous improvement, simulation, and optimization of production systems.

Throughout her academic career, she has developed skills in the analysis and management of technical data, utilizing specialized software such as Comsol, Matlab, and Pro/II.

OUR TEAM

Account Manager

Dr. Brisilda Bibaj

Born in 1997 and holding a degree in Business Administration and Management, she began her professional career in the field of Subsidized Finance in 2022 through a significant experience at one of the major international audit firms, specializing in corporate consulting for tax incentives and automatic subsidies.

Throughout her career, she has gained expertise in the management and analysis of subsidized measures, with a specific focus on tax credits, subsidies related to the SEZ (Special Economic Zone), and the Patent Box regime. She supports companies in identifying the most suitable tax opportunities for their investment programs and innovation processes.

She provides financial and accounting consulting and assistance aimed at accessing and correctly utilizing the subsidies provided by current legislation, supporting companies in document analysis, preparation of applications, and monitoring of required compliance.

THE PLUS

Tax Credit Certifications

A highly relevant and essential service to safeguard both current and past tax credits is the Certification of R&D&I&D Tax Credits, with retroactive validity and issued by a professional listed in the national register of MIMIT-certified experts.

Alba Partners also provides, for each Tax Credit reporting process, sworn expert reports and an insurance policy to protect the client.

ALBA PARTNERS

Invest in Italy

Alba Partners supports large corporations and investment funds in performing due diligence for the acquisition of shares and companies, as well as for establishing large-scale commercial relationships.

International Investigative Due Diligence,on an a Company, in the foreign sphere, is routinely requested in cases of:

- **Mergers and acquisitions**
- **Joint venture**
- **Outsourcing**
- **Franchise**
- **Licensing**
- **Corporate restructuring**
- **Other economic and financial transactions**

What is Corporate Due Diligence?

Due Diligence in Italian M&A is a critical step for foreign investors looking to acquire businesses in Italy. Without a comprehensive due diligence process, buyers risk inheriting financial, legal, and operational challenges that could significantly impact the success of their investment.
A "corporate due diligence" is a detailed analysis of a company's structure, background, and reputation. Its purpose is to determine the feasibility and opportunity of an investment, merger, or acquisition.

In Italy, due diligence is particularly important due to complex legal and tax structures, strict labor laws, and sector-specific regulations. Conducting thorough due diligence in Italian M&A ensures transparency, mitigates risks, and allows investors to make strategic business decisions.

Properly executed due diligence addresses every aspect that determines a company's reliability and value. This process marks the difference between a successful investment and a financial loss.

ALBA PARTNERS

Our Method

Our value lies in a **global approach** and analytical method, recognizing that every facet of corporate life is crucial for investment evaluation.

The Alba Partners method involves various specialized professionals to analyze the different areas of a business:

- **Financial Analysis:**
  Analysis of the income statement for the last three years, balance sheet analysis, liquidity and profitability indicators, investment projects, and break-even point estimates.

- **Human Resources and Organization:**
  Analysis of the workforce, demographic characteristics, job descriptions, and labor costs.

- **Products and Markets:**
  Definition of products/services, pricing policies, sales channels, marketing strategies, client portfolios, and competitive positioning. This includes projections toward new markets and development prospects.

- **Strategic Planning:**
  Includes marketing strategies and market positioning through SWOT analysis, Porter's Five Forces, and the marketing mix.

- **Subsidized Finance:**
  If the company uses subsidized finance tools, the consultancy reviews participation in calls for tenders, access to tax credits, R&D costs, and planned investments for future grants.

- **Risk Analysis and Management:**
  Assessment of property damage risks, business interruption risks, and civil liability risks.

- **Operations:**
  The production department is viewed as the heart of the company. Evaluation includes suppliers, procurement costs, processes, plants, production lines, system integration, KPIs, quality systems, and certifications.

- **Planning and Control:**
  Examination of the management system (ERP, etc.), corporate management control methods, their structure, and the resources involved.

- **Legal Aspects:**
  Review of corporate books, shareholders' agreements, commercial and insurance contracts, and the sector's regulatory framework. Ongoing litigation and legal proceedings are also considered.

ALBA PARTNERS

Resources Involved in the Due Diligence Report

It is essential that the due diligence team is made up of appropriate people under clear leadership and with good reporting structures.
The team carrying out the due diligence must involve the buyer's own personnel as well as its legal and financial advisers and accountants.

Only the buyer's own personnel will be able to make effective judgements as to the commercial importance and potential risk brought to light by the information uncovered. Before starting the due diligence investigation, the due diligence team should understand what kind of due diligence exercise it should carry out and what it should focus on.
It should also analyse the main publicly available information on the seller and the target to obtain an initial snapshot of the target's business.

To ensure a comprehensive analysis, Alba Partners involves the following experts:

- **Engineering Resources**
- **Certified Accountants and Auditors**
- **Marketing Managers**
- **Legal Consultants**
- **Grant Managers**

ABOUT US

Our distinctive features

The Single Dossier

Since its inception, Alba Partners has developed an integrated approach to subsidized finance.
The “Single Dossier” is a unique tool for both the company and its accountant, providing all the technical and engineering certifications that justify the tax incentives the client can benefit from during the fiscal year.

Reliability and professionalism

The reliability of the work carried out and the professionalism of the procedures and technical certifications issued are guaranteed by the fact that every activity is supported by sworn expert reports — standing fully behind our work.

In addition, the company has taken out a specific insurance policy for subsidized finance, designed to protect the client from any risk.

The Newsletter

Monthly newsletters and personalized communications keep clients informed and share our expertise on national and regional calls for proposals, as well as on all other subsidized finance opportunities.

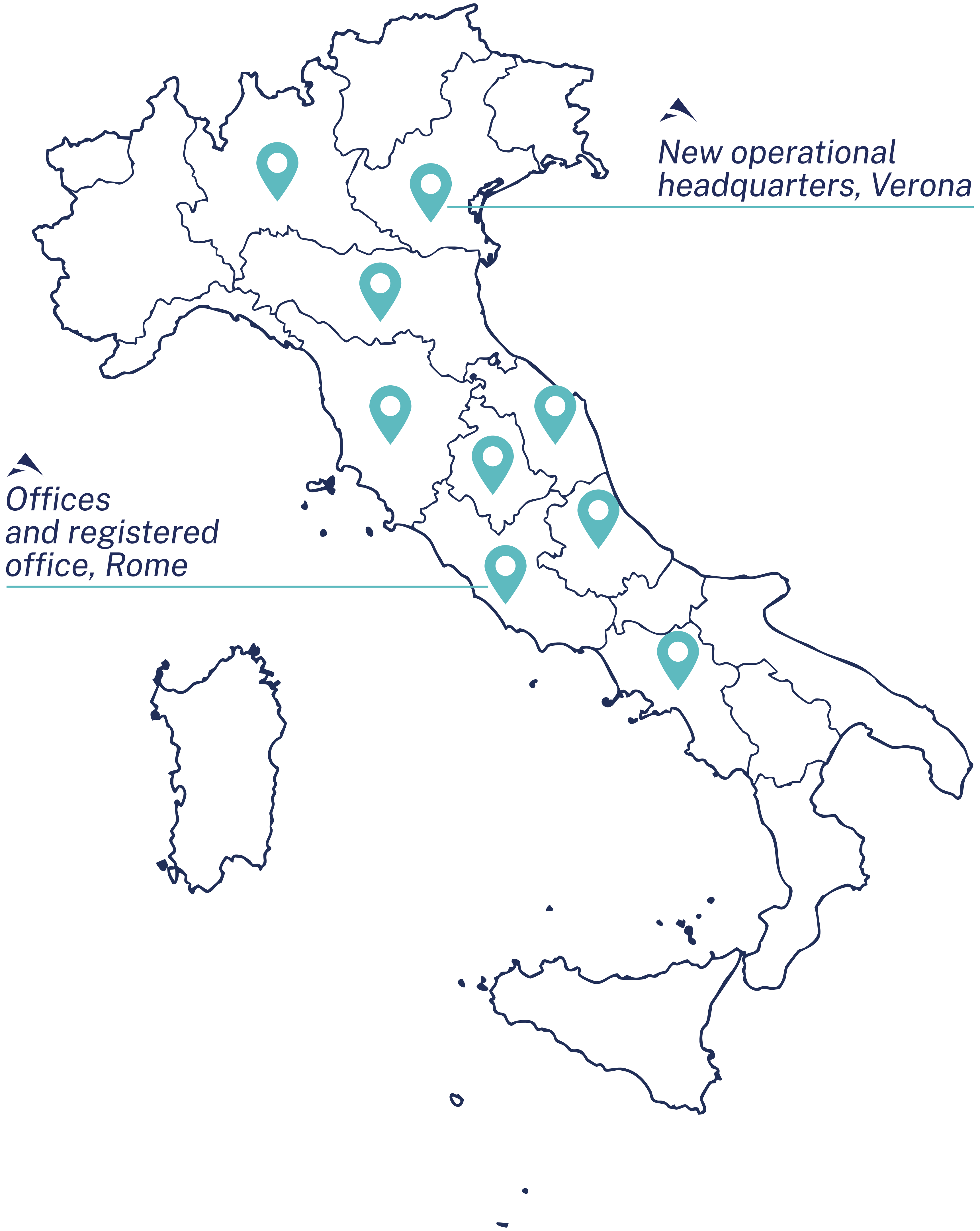
Our company currently manages 130 consulting contracts and serves around 120 clients, who have received a total amount of non-repayable grants exceeding €20 million.

WHERE WE ARE

Local development Commercial network Alba Partners

Our sales team operates across several regions of Italy:

- Emilia Romagna - Lombardia area
- Lombardia - Veneto area
- Marche - Abruzzo area
- Toscana area
- Lazio - Umbria area
- Lazio area
- Campania area



CLIENTS

They have trusted us:

OMNIA hotels	D'ASCENZI Pavimenti italiani dal 1973	L'Acqua Santa di Roma EGERIA Minerale Naturale	satur	FARFISA INTERCOMS
ALOSYS	NUNA LIE	CATBALOU CUSTOM STYLED	GSI®	Plasser Italiana
Euroarce	Garbo Sorprendente Passione	enel Green Power	Gestal 2000 BIO	NIPPONIA

CLIENTS

They have trusted us:

aubay ahead of innovation	open fiber	wieland provides	medialab software engineering	morganti
dal 1949 Lucarelli	eglue	AVIOTECNICA	BELLAFONTE	Le Due Valli
RESIT	FADA	ius CONSULTING	GELBYSON	SilFim

CONTACTS

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