

# ELITE

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**Growth, change, leadership**

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# “ELITE enhances the present and prepares for the future.”

Small and medium enterprises are often the most ambitious, but to get ahead they need new resources, new relationships, new capital. ELITE is a single platform of integrated services designed to help them achieve their goals – a platform that provides the industrial, financial and organisational skills needed to deal with the challenges of international markets.

ELITE is aimed at Italy's leading companies, offering a three-phase programme to help them map out their route to success.

ELITE enhances the present and prepares for the future. That's why ELITE means growth, change, and leadership.

In collaboration with:



**Bocconi**



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## Get Ready

The first phase of the ELITE programme stimulates change, using an innovative approach, that involves business people, successful managers and experts.

The 8-day programme consists of 4 modules (co-ordinated by the Borsa Italiana Academy and Bocconi University) to attain the operational skills required.

### Module 1

Path to growth company strategy and globalisation.

### Module 2

Business organisation and governance for growth.

### Module 3

The impact of growth on the role of the Chief Financial Officer and on reporting systems.

### Module 4

Capital structure and corporate communication.

## Get Fit

In the Get Fit phase, all the advice and guidelines learned during the Get Ready phase are put into practice.

Companies complete a self-assessment test to identify areas for improvement. The aim in completing the training is to receive the **ELITE Certificate**, awarded to outstanding companies that are ready to optimise their full value potential.

Throughout the Get Fit phase, companies can count on the **ELITE Team**, a group of professionals tailored to meet individual growth and development needs.

## Get Value

From their very first day with ELITE, companies can count on support for marketing and communication.

The ELITE Certificate provides access to a select international community of investors, professionals and businesses composed by: private equity and institutional investors, the banking system, entrepreneurs and managers of listed companies, a network of Borsa Italiana enterprise professionals.

The ELITE platform – [www.borsaitaliana.it/elite](http://www.borsaitaliana.it/elite) – guarantees excellent visibility towards the most strategic targets for your growth and it is a key asset in your personal ELITE path: to broaden your network, to catch interesting opportunities and to organize your own activity in order to achieve the ELITE Certificate.

ELITE companies will also appear in the national and local press, both on joining the ELITE programme and when reporting on financial results.

## The ELITE companies

Company	Sector
Aboca	Pharmaceuticals & Biotechnology
Adler Plastic Group	Automobiles & Parts
aizoOn Consulting	Software & Computer Services
Alessandro Rosso Group	Travel and Leisure
Alfaparf Group	Fashion
Alpiah	Alternative Energy
Amut	Industrial Engineering
Angelantoni Test Technologies	Aerospace & Defense
Antares Vision	General Industrials
Aquafil	Chemicals
Arav Fashion	Fashion
Arioli	Industrial Engineering
Arredo Plast	Household Goods & Home Construction
ASE	Aerospace & Defense
Assist	Support Services
AZ Holding	Financial Services
Bassilichi	Software & Computer Services
BAT	Household Goods & Home Construction
Bauli	Food Producers
Bifire	Construction and Materials
Biolchim	Chemicals
Bomi Italia	Industrial Transportation
Braccialini	Fashion
BV TECH	Software & Computer Services
C.M.D. Costruzioni Motori Diesel	Automobiles & Parts
Calligaris	Household Goods & Home Construction
Calzavara	Fixed Line Telecommunications
Came Group	Household Goods & Home Construction
Carel	Electronic & Electrical Equipment
CEFRIEL	Software & Computer Services
Cesanamedia	Media
Ciro Paone	Fashion
Comdata	Support Services
Comecer	Health
ContactLab	Software & Computer Services
Dasit Group	Chemicals
DBA Group	Technology Hardware & Equipment

Company	Sector
DKC Europe	General Industrials
DOC Generici	Pharmaceuticals & Biotechnology
DocFlow Italia	Software & Computer Services
Drogheria e Alimentari	Food Producers
DS Group	Software & Computer Services
Ducati Energia	Electronic & Electrical Equipment
Duplomatic Oleodinamica	General Industrials
Duvetica Industrie	Fashion
E.M.A.R.C.	Industrial Engineering
E.P.M. Servizi	Gas, Water & Multi-utilities
Eco Eridania	Support Services
EidosMedia	Software & Computer Services
Elco	Electronic & Electrical Equipment
Electrade	Electricity
Elemaster	Electronic & Electrical Equipment
ELES Semiconductor Equipment	Electronic & Electrical Equipment
Epta	General Industrials
Equilibra	Food Producers
Euro Stampaggi	Fashion
EuroTel	Media
Fincons Group	Software & Computer Services
Fine Foods & Pharmaceuticals N.T.M.	Food Producers
Finlogic	Electronic & Electrical Equipment
Forgital	Aerospace & Defense
FPZ	Industrial Engineering
Fratelli Branca Distillerie	Beverages
General Medical Merate	Health
Gimi	Household Goods & Home Construction
Giplast Group	Chemicals
Giunti Editore	Media
Global System International	General Industrials
Goldlake Italia	Industrial Metals and Mining
Granarolo	Food Producers
Gruppo Castellini	Industrial Engineering
Gruppo Germani	Fashion
Gruppo LGH	Gas, Water & Multi-utilities
GVS	General Industrials
Harmont & Blaine	Fashion
H-ART	Software & Computer Services

Company	Sector
HT	Electronic & Electrical Equipment
I.M.M. Hydraulics	Industrial Engineering
Iacobucci HF Electronics	Aerospace & Defense
Il Gufo	Fashion
IMT	Industrial Engineering
Industrie De Nora	Chemicals
Inglass	Industrial Engineering
Inoxfucine	Industrial Engineering
KIIAN	Chemicals
La Patria	Support Services
Labomar	Food Producers
Lago	Household Goods & Home Construction
L'Isolante K Flex	General Industrials
Maggiore	Travel and Leisure
Marchesi de' Frescobaldi	Beverages
Marco Bicego	Fashion
Marsilli & Co.	Industrial Engineering
Masi Agricola	Beverages
MCS Italy	Industrial Engineering
Medica	Health
Megadyne	General Industrials
MEP	General Industrials
Mesgo	Chemicals
Metal Work	Automobiles & Parts
Midac	Automobiles & Parts
Miniconf	Fashion
Monnalisa	Fashion
Nau	Fashion
Neomobile	Mobile Telecommunications
NGI	Software & Computer Services
Nuceria Adesivi	General Industrials
Objectway Financial Software	Software & Computer Services
Officine Metallurgiche G. Cornaglia	Automobiles & Parts
OMET	Industrial Engineering
Oppent	General Industrials
Pan Urania	Construction and Materials
Peuterey	Fashion
Pharmanutra	Pharmaceuticals & Biotechnology

Company	Sector
Phoenix International	Industrial Engineering
Pianoforte Holding	Fashion
Pixartprinting	Media
Plastica Alfa	Construction and Materials
Powersoft	General Industrials
RENCO	Oil Equipment, Services and Distribution
Rigoni di Asiago	Food Producers
Rimorchiatori Riuniti	Industrial Transportation
Saati Group	General Industrials
Sanlorenzo	Industrial Engineering
Sapio Produzione Idrogeno Ossigeno	Chemicals
SE.R.I. Industrial	General Industrials
Selene	General Industrials
Sestrieres	General Retailers
Sicurezza e Ambiente	Support Services
Snatt Logistica	Fashion
So.Ge.Si.	Support Services
Sorgente	Alternative Energy
Surgital	Food Producers
Svas Biosana	Health
Tapi	General Industrials
Tech-Value	Software & Computer Services
Tecnocap	General Industrials
TrueStar Group	Travel and Leisure
Tuvia Italia	Industrial Transportation
TWIN SET - Simona Barbieri	Fashion
Ubiquity	Mobile Telecommunications
Unidata	Fixed Line Telecommunications
Unitedcoatings Group	General Industrials
USCO	Industrial Engineering
Welcome Italia	Fixed Line Telecommunications
WIIT	Software & Computer Services
Zanotti	General Industrials
Zeis Excelsa	Fashion
Zucchetti Centro Sistemi	Software & Computer Services
Zucchetti Group	Software & Computer Services

## Entry requirements

- Feasible growth plan
- Economic requirements:
  - minimum turnover of €10 million (or less, if growth rates are high)
  - operating earnings > 5% of turnover
  - positive net profit in the last financial year

Borsa Italiana reserves the right to allow companies to join and/or continue as members of ELITE, even if they do not meet the economic requirements, taking into consideration the macroeconomic situation, the characteristics of the sector and any temporary or extraordinary circumstances affecting the applicant.

## ELITE Certificate requirements

- Active participation in the training programme (from the first year)
- Regular updating of the company profile (from the first year)
- Publication of interim report
- Publication of notes to the interim and annual financial statements
- Drafting of an annual budget and industrial plan
- Implementation of a management control system appropriate to the size and complexity of the corporate structure
- Definition of a governance model appropriate to the size and complexity of the corporate structure
- Auditing of accounts (consolidated financial statements where applicable) by an audit company.

## How to apply

Companies that meet these requirements can apply through our website [www.borsaitaliana.it/elite](http://www.borsaitaliana.it/elite) or by emailing [elite@borsaitaliana.it](mailto:elite@borsaitaliana.it).

The following documents must be attached:

- A brief description of the company and its core business
- A growth plan, specifying economic/financial goals, the resources required, actions to be taken, the economic and organisational impact, time frames for implementation and, where relevant, the current situation
- The company's latest financial statement filed with the Chamber of Commerce
- Applications will be submitted to an evaluation committee independent of Borsa Italiana, which will decide on possible membership of ELITE.

## Partnership Equity Markets



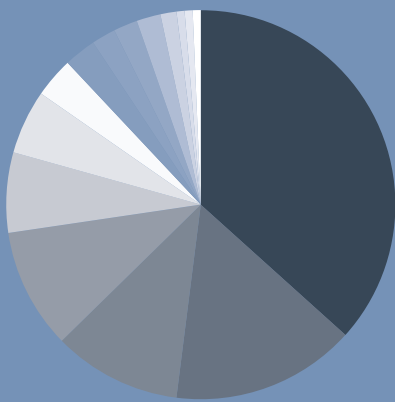
Borsa Italiana Partners Equity Markets act in the capital markets sector in different business and they share with Borsa Italiana the mission of supporting Italian companies to grow through the markets, sustaining ELITE.  
[www.borsaitaliana.it/partner](http://www.borsaitaliana.it/partner)

## Twitter



Tweet [#EliteBorsaItaliana](https://twitter.com/EliteBorsaItaliana) and follow us [@BorsaItalianaIT](https://twitter.com/BorsaItalianaIT)

## Sectors and location of the ELITE companies



### Location

#### North West

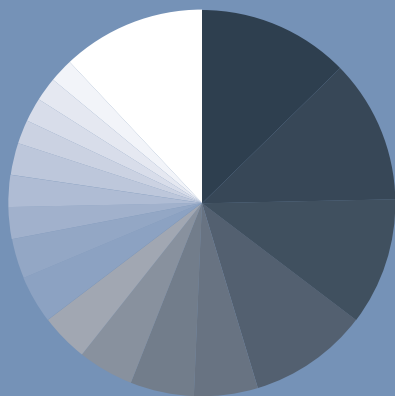
- Lombardia: 37%
- Piemonte: 5%
- Liguria: 2%

#### North East

- Veneto: 15%
- Emilia Romagna: 10%
- Friuli Venezia Giulia: 1%
- Trentino Alto Adige: 1%

#### Center South

- Toscana: 11%
- Campania: 7%
- Lazio: 3%
- Umbria: 3%
- Abruzzo: 2%
- Marche: 2%
- Basilicata: 1%
- Sicilia: 1%



### Sectors

- General Industrials: 13%
- Fashion: 12%
- Software & Computer Services: 11%
- Industrial Engineering: 10%
- Chemicals: 5%
- Food Producers: 5%
- Electronic & Electrical Equipment: 5%
- Household Goods & Home Construction: 4%

- Support Services: 4%
- Automobiles & Parts: 3%
- Aerospace & Defense: 3%
- Media: 3%
- Health: 3%
- Beverages: 2%
- Construction and Materials: 2%
- Industrial Transportation: 2%
- Travel and Leisure: 2%
- Other Sectors: 12%



## Contacts

### ELITE

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