



ELITE

Thinking long term

ELITE – Thinking long term

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

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:



CONFINDUSTRIA

ABI Associazione
Bancaria
Italiana

Bocconi



ELITE path



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 London Stock Exchange Group 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.



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.



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.elite-growth.it – 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
Alpiah	Alternative Energy
Amut	Industrial Engineering
Angelantoni Test Technologies	Aerospace & Defense
Ansaldo Energia	Industrial Engineering
Antares Vision	General Industrials
Antony Morato	Fashion
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
Bluclad	Chemicals
Borni 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 Group	Industrial Engineering
ContactLab	Software & Computer Services
Coswell	Fashion
Dasit Group	Chemicals
DBA Group *	Technology Hardware & Equipment
DKC Europe	General Industrials
DOC Generici	Pharmaceuticals & Biotechnology
DocFlow Italia	Software & Computer Services
Dorelan	Household Goods & Home Construction

Company	Sector
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
EGEA Ente Gestione Energia e Ambiente	Gas, Water & Multi-utilities
EidosMedia	Software & Computer Services
Elco	Electronic & Electrical Equipment
Electrade	Electricity
Elemaster Tecnologie Elettroniche	Electronic & Electrical Equipment
ELES Semiconductor Equipment	Electronic & Electrical Equipment
Epta	General Industrials
Equilibra	Food Producers
Euro Stampaggi	Fashion
EuroTel	Media
EXITone	Real Estate Investment & Services
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
Fratelli Damiano & C.	Food Producers
General Medical Merate	Health
Giglio Group	Media
Gimi	Household Goods & Home Construction
Giplast Group	Chemicals
Giunti Editore	Media
Global System International *	General Industrials
Golden Goose	Fashion
Goldlake Italia	Industrial Metals and Mining
Granarolo	Food Producers
Gruppo Castellini	Industrial Engineering
Gruppo Germani	Fashion
Gruppo GPI	Software & Computer Services
Gruppo Industriale Maccaferri	General Industrials
Gruppo LGH	Gas, Water & Multi-utilities
Gruppo Servizi Associati	Support Services
GVS	General Industrials
Harmont & Blaine	Fashion
H-ART	Software & Computer Services

Company	Sector
HT	Electronic & Electrical Equipment
Iacobucci HF Aerospace *	Aerospace & Defense
Il Gufo	Fashion
IMT	Industrial Engineering
Industrial *	General Industrials
Industrie De Nora *	Chemicals
INGlass	Industrial Engineering
Inoxfucine	Industrial Engineering
Integra DM	Software & Computer Services
Kasanova	Household Goods & Home Construction
Kedrion	Pharmaceuticals & Biotechnology
Kiian	Chemicals
La Patria	Support Services
Labomar	Food Producers
Lago	Household Goods & Home Construction
L'Isolante K-Flex	General Industrials
Maggiore Finanziaria di Partecipazioni	Travel and Leisure
Marchesi de' Frescobaldi	Beverages
Marchi Industriale	Chemicals
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	Fixed Line Telecommunications
Nuceria Adesivi	General Industrials
Objectway	Software & Computer Services
Officine Metallurgiche G. Cornaglia	Automobiles & Parts
OMET	Industrial Engineering
Omnisyst	Support Services
Oppent	General Industrials
Pan Urania	Construction and Materials
Pelletterie Bianchi e Nardi	Fashion
Peuterey	Fashion
Pharmanutra	Pharmaceuticals & Biotechnology
Phoenix International	Industrial Engineering

Company	Sector
Pianoforte Holding	Fashion
Piazza Italia	Fashion
Plastica Alfa	Construction and Materials
Powersoft	General Industrials
PPM Industries	General Industrials
Pusterla 1880	General Industrials
RAICAM INDUSTRIE	Automobiles & Parts
Rainbow	Media
RCH Group	Technology Hardware & Equipment
Renco	Oil Equipment, Services and Distribution
Rigoni di Asiago	Food Producers
Rimorchiatori Riuniti	Industrial Transportation
RTL 102.5	Media
SAATIGROUP	General Industrials
Sanlorenzo	Industrial Engineering
Sapio Produzione Idrogeno Ossigeno	Chemicals
Selene	General Industrials
Sestrieres	Travel and Leisure
SIA	Software & Computer Services
SIM	Oil Equipment, Services and Distribution
Snatt Logistica	Fashion
So.Ge.Si.	Support Services
Sorgent.e *	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 Group	Industrial Transportation
TWIN - SET Simona Barbieri	Fashion
Ubiquity	Mobile Telecommunications
Unidata	Fixed Line Telecommunications
Unitedcoatings Group	General Industrials
USCO	Industrial Engineering
Valvitalia	Oil Equipment, Services and Distribution
Vicenzi	Food Producers
Welcome Italia *	Fixed Line Telecommunications
WIIT *	Software & Computer Services
Wiva Group	Household Goods & Home Construction
Zanotti	General Industrials
Zeis Excelsa	Fashion
Zucchetti Centro Sistemi	Software & Computer Services
Zucchetti Group	Software & Computer Services

* the company achieved the ELITE Certificate

How to join

How to apply

Companies that meet these requirements can apply through our website www.elite-growth.it or by emailing 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.

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)

ELITE for Large Corporates

The big success and the growing number of large corporates applying to the programme led to a further development of the service in order to answer to the needs of bigger companies.

A highly exclusive program:

- dedicated to support successful Italian companies to become global leaders
- tailor made for large corporates and developed within the ELITE platform
- developed in collaboration with Fondo Strategico Italiano.

Institutional Investors Supporters



Fondo Italiano di Investimento is a Fund, dedicated to a medium-long term time horizon, with the aim to create a broader spectrum of medium-sized companies, by encouraging the aggregation of smaller companies allowing them to be more competitive at the national and international level.



Fondo Strategico Italiano is an investment company that invests in companies with the aim to grow in size, improve operational efficiency and strengthen their competitive position in domestic and international markets.

Partnership Equity Markets

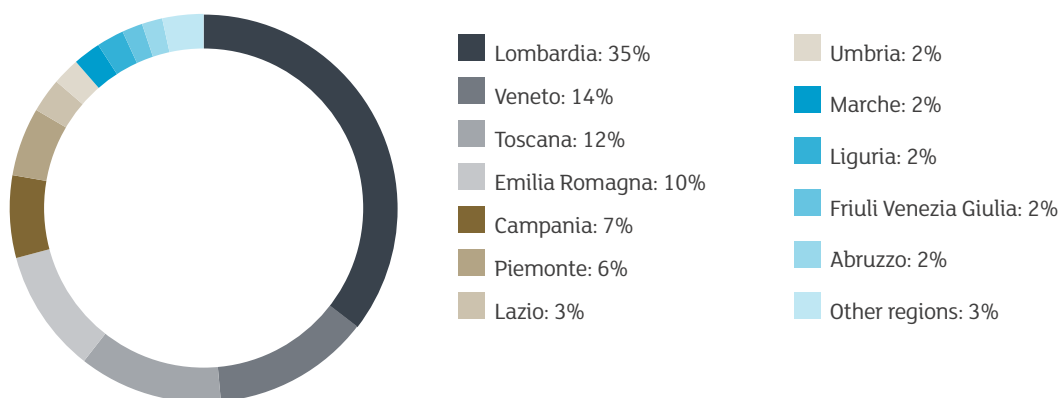


Borsa Italiana Partners Equity Markets act in the capital markets sector in different business and they share with Borsa Italiana the mission of supporting Italian companies to grow through the markets, sustaining ELITE.
www.borsaitaliana.it/partner

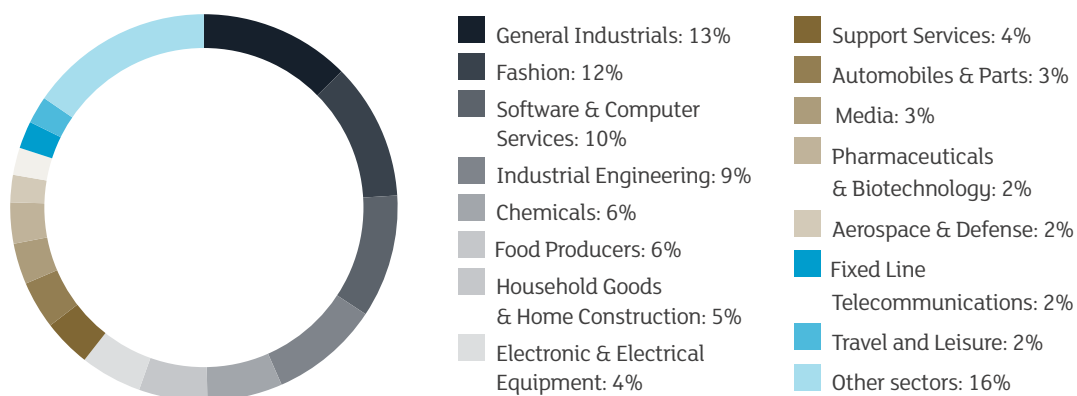
ELITE today

Sectors and location of the ELITE companies

Location



Sectors





Contacts

ELITE

Telephone +39 02 72426449

elite@borsaitaliana.it

www.elite-growth.it

This document contains text, data, graphics, photographs, illustrations, artwork, names, logos, trade marks, service marks and information ("Information") connected with Borsa Italiana S.p.A. ("Borsa Italiana"). Borsa Italiana attempts to ensure Information is accurate, however Information is provided "AS IS" and on an "AS AVAILABLE" basis and may not be accurate or up to date. Information in this document may or may not have been prepared by Borsa Italiana but is made available without responsibility on the part of Borsa Italiana. Borsa Italiana does not guarantee the accuracy, timeliness, completeness, performance or fitness for a particular purpose of the document or any of the Information. No responsibility is accepted by or on behalf of Borsa Italiana for any errors, omissions, or inaccurate Information in this document. The publication of this document does not represent solicitation, by Borsa Italiana, of public saving and is not to be considered as a recommendation by Borsa Italiana as to the suitability of the investment, if any, herein described. No action should be taken or omitted to be taken in reliance upon Information in this document. We accept no liability for the results of any action taken on the basis of the Information.