

CLOTHING

BRAND	FORMAT	SERVICES PROVIDED
ANTONY MORATO	Antony Morato is a menswear brand established in Italy in 2007 and owned by Essedi SPA. The brand produces apparel, footwear, bags and leather accessories.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets (Italy and Spain)
BELMONTE 1938	Founded in 1938 by Adolfo Bellini, Belmonte offers shirts, for nearly eighty years, to clients who like to wear them in different times of the day.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets ✓ Recruiting Franchisee
blue sand	Italian womenswear company with a romantic style that offers good quality and attention to details.	<ul style="list-style-type: none"> ✓ Value proposition analysis ✓ Engineering of the franchise project: business proposal for the affiate, operating manual, start of the project ✓ Recruiting franchisee
	C&A is a leading global retail fashion business, providing quality, affordable clothing to 2.5 million customers each day.	<ul style="list-style-type: none"> ✓ Development potential definition ✓ Strategic development plan ✓ Location research in shopping malls and high streets
	Italy's leading company in the production and sale of underwear, knitwear and pajamas for the families.	<ul style="list-style-type: none"> ✓ Validation of the commercial formula ✓ Definition of the store's format ✓ Development of the chain in commercial structures and urban centers
	Multi-brands clothing chain dedicated to a young target.	<ul style="list-style-type: none"> ✓ Managing the elements of the commercial formula: information system, assortment, human resources, sales, purchases, marketing plan
GUESS	Guess is an American clothing brand and retailer. In addition to clothing for both men and women, Guess markets other fashion accessories such as watches, jewelry, perfumes, and shoes.	<ul style="list-style-type: none"> ✓ Potential development analysis with reference to channels ✓ Location research in shopping malls and high streets
MASH	Historical textile company producing clothes for casual and sporty chic men.	<ul style="list-style-type: none"> ✓ Definition of the store's format ✓ Location research ✓ Implementation of pilot point of sale
	Multi-brands clothing chain with international brands and more than 30 stores.	<ul style="list-style-type: none"> ✓ Validation of the commercial formula and monobrand format ✓ Differentiation of the format for development channel ✓ Analysis of the potential of the store ✓ Development of the chain in commercial structures and urban centers

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	British international clothing brand and Networker, focused on high quality products that combine American vintage and Japanese-inspired graphic.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets ✓ Franchisee and master franchisee recruiting
	Suite Benedict studies the fashion trends and offers made in Italy products, following the latest trends of the moment.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets
	International fashion network with 1.800 stores in 17 European countries, in Italy since 2010.	<ul style="list-style-type: none"> ✓ Market analysis ✓ Location research in shopping malls
	Italian brand of women's clothing.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets
	Company leader in women's underwear with more than 1.200 monobrand stores.	<ul style="list-style-type: none"> ✓ Location research in high streets ✓ Franchisee recruiting in high streets
	Italian casualwear brands manufacturing clothing, accessories and equipment for motorcyclists and cyclists.	<ul style="list-style-type: none"> ✓ Definition of the value proposition ✓ Strategic development plan ✓ Location research in shopping malls






ACCESSORIES AND SHOES

BRAND	FORMAT	SERVICES PROVIDED
<p>ALVIERO MARTINI</p> 	<p>Alviero Martini 1A Classe is one of the leading brands in the accessories field, it is present in many product categories: high-end leather goods, travel goods, footwear, soft accessories and also clothing collections for men, women and children</p>	<ul style="list-style-type: none"> ✓ Retail formula validation and strategic development plan ✓ Geomarketing analysis ✓ Location research in high streets
	<p>AW LAB is part of the Bata Group and one of the leading networkers of fashion sportswear and branded sneakers in Italy.</p>	<ul style="list-style-type: none"> ✓ Format and retail formula validation ✓ Potential development analysis with reference to channels ✓ Competitive benchmark analysis
	<p>Italian brand leader of the slippers and shoes created to offer comfort and practicality in every occasion, at home and outdoors.</p>	<ul style="list-style-type: none"> ✓ Retail formula validation ✓ Implementation of pilot store ✓ Location research ✓ Strategic optimization of network sales
	<p>One of the best national footwear companies with 170 shops between Italy and Europe.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls
	<p>Skechers is an American lifestyle and performance footwear company for men, women and children.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls ✓ Franchisee and Master franchisee recruiting
	<p>Italian producer of handmade shoes focus on quality of raw materials and design</p>	<ul style="list-style-type: none"> ✓ Retail formula validation with e-commerce integration ✓ Location research in high streets
	<p>Italian brand specialized in bags, accessories and clothing, that combines traditional materials and original prints.</p>	<ul style="list-style-type: none"> ✓ Managing the elements of the commercial formula: information system, assortment, human resources, sales, purchases, marketing plan ✓ Implementation of pilot point of sale and launch ✓ Location research for format development

PERSONAL GOODS AND HOUSEWARE

BRAND	FORMAT	SERVICES PROVIDED
	<p>Italian leading houseware manufacturer known for its moka pots and one of the most important international player in the small kitchen market.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets ✓ Stores sale operation
	<p>Top brand of Bergamaschi & Vimercati Spa, a company active since 1919 in the field of household goods and gifts.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets
	<p>Chain of stores dedicated to video games.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets
	<p>LLG GROUP (Limoni and La Gardenia) is the Italian leader network in perfumeries, with more than 500 direct stores all over Italy.</p>	<ul style="list-style-type: none"> ✓ Market Analysis and Strategic development plan ✓ Geomarketing analysis ✓ Renegotiations and contract renewals management ✓ Location research in shopping malls and high streets
	<p>Chain of shops in objects and furnishing accessories</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls
	<p>The first Italian eyewear brands with monobrand stores all around Italy. It has more than 94 shops in Italy, now it is approaching foreign Network markets.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets ✓ Franchisee recruiting
	<p>International Danish jewelry manufacturer and Networker, known for its customizable charm bracelets. Pandora products are sold in more than 90 countries.</p>	<ul style="list-style-type: none"> ✓ Location research in shopping malls and high streets ✓ Franchisee recruiting
	<p>Italian Networker leader in the eyewear market, with a network of 150 direct and franchised stores.</p>	<ul style="list-style-type: none"> ✓ Geomarketing analysis to evaluate locations in shopping malls and high streets

PERSONAL GOODS AND HOUSEWARE

BRAND	FORMAT	SERVICES PROVIDED
	Chain of local perfumeries developed in Southern Italy	<ul style="list-style-type: none"> ✓ Network formula assessment ✓ Strategic development plan and business plan ✓ Location research in shopping malls for Italian development
	Leading jewelry chain with more than 370 shops in Italy.	<ul style="list-style-type: none"> ✓ Qualitative mapping of shopping malls channel and competitors analysis ✓ Location research in shopping malls and high streets
	Swatch Group is a diversified multinational holding company active in the manufacture and sale of finished watches, jewelry, watch movements and components.	<ul style="list-style-type: none"> ✓ Retail network overview ✓ Potential development analysis with reference to format and market
	Italian company which produces and sales giftware, pottery and home accessories. The brand has a network of more than a thousand stores in Italy.	<ul style="list-style-type: none"> ✓ Mystery shopping in stores ✓ Visual merchandising ✓ Category management ✓ Location research in shopping malls and high streets ✓ Franchisee research
	Unieuro is the largest Italian chain of consumer electronics and appliances.	<ul style="list-style-type: none"> ✓ Geomarketing analysis to evaluate locations

SERVICES

BRAND	FORMAT	SERVICES PROVIDED
	Worldwide leader in the distribution and customisation of hearing solutions and related services, with a network of 3.400 points of sale, 3.300 service centres and 1.700 affiliates.	<ul style="list-style-type: none"> ✓ Network market overview ✓ Potential Development Formula
	Classic Italian barber shop developed in Milan Down Town	<ul style="list-style-type: none"> ✓ Location research in high streets
	Network of dental clinics providing a high quality service.	<ul style="list-style-type: none"> ✓ Location research in shopping malls and retail parks
	With 2,12 milion customers, Fastweb is one of the main telecommunications providers in Italy.	<ul style="list-style-type: none"> ✓ Network project feasibility ✓ Competitive benchmark analysis ✓ Trade market overview
	Veterinary clinics with a format that includes a 24h emergency room and veterinary hospital, veterinary parapharmacy and grooming and wellness services.	<ul style="list-style-type: none"> ✓ Location research in retail park, traffic road and shopping malls
	Kuwait Petroleum International know as known Q8, was established in 1983. Its main focus is to refine and market fuel, lubricants and other various petroleum derivatives globally.	<ul style="list-style-type: none"> ✓ Location research in areas near shopping malls
	Shop specialized in accessories for motorcycles and clothing for motorcyclists	<ul style="list-style-type: none"> ✓ Location research in shopping malls, high streets and retail parks

FOOD AND RESTAURANTS

BRAND	FORMAT	SERVICES PROVIDED
	Italian chain of American Diner	<ul style="list-style-type: none"> ✓ Format potential development ✓ Strategic plan ✓ Location research in shopping malls and high streets
	The first self service restaurant chain in the world for voyagers.	<ul style="list-style-type: none"> ✓ Potential formula development ✓ Geomarketing analysis to evaluate locations
	Network of bakeries and cafès, with handmade products.	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and high streets
	The Caffè Pascucci Shop is characterized by the offer of biological and fair trade products, combining the concept of international coffee shop with the typical Italian cafeteria.	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and urban centers
	Typical toско-emiliano restaurant.	<ul style="list-style-type: none"> ✓ Market position assessment ✓ Analysis of the project's sustainability and development plan ✓ Location research in shopping malls and high streets
	Fast and highly specialized restaurant format (cafes, bakeries and bakery products, refreshment areas in gyms and bookshops)	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and urban centers ✓ Franchisee research
	One of the largest catering companies in Italy and Europe thanks to more than 40 years experience in the direct management of food preparation centres and canteens.	<ul style="list-style-type: none"> ✓ Network retail mapping ✓ Analysis of the potential development of the formats: LA POLPETTERIA, RITA, TRACCE, LET'S TOAST ✓ Geomarketing analysis and valuation of the locations for the formats of the group
	Italian company who produces bread and other baked goods with natural and fresh ingredients	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and urban centers ✓ Vendor due diligence for the chain

FOOD AND RESTAURANTS

BRAND	FORMAT	SERVICES PROVIDED
 <p>FRATELLI Carli — DAL 1911 —</p>	<p>Italian company in Liguria producing extra vergin oil and olive oil since 1911.</p>	<ul style="list-style-type: none"> ✓ Monobrand retail project feasibility study ✓ Definition of the store's format nad commercial formula ✓ Pilot store implementation and launch ✓ On-going annual assistance on store management ✓ Location research in shopping malls
 <p>G. COVA & C. dal 1950 a Milano</p> <p>BORSARI PASTICERIE dal 1900</p>	<p>Italian company manufacturing the typical Panettone and pastries.</p>	<ul style="list-style-type: none"> ✓ Analysis potential expansion ✓ Geomarketing analysis
 <p>GRAND FRAIS</p>	<p>French chain specialized in fresh food: vegetables and fruits, herbs and spices, cheese, meat and fish.</p>	<ul style="list-style-type: none"> ✓ Analysis potential formula for the italian market entry ✓ Definition of the Italian development plan
 <p>LA PIADINERIA dal 1994</p>	<p>Leader in the production of the typical "piadina" and with 102 stores, La Piadineria is the biggest fast casual food company in Italy, serving 22.000 customers everyday.</p>	<ul style="list-style-type: none"> ✓ Network market overview and development opportunities analysis ✓ Location research in shopping malls and high streets ✓ Franchisee research
 <p>Loacker</p>	<p>International brand leader in the distribution of wafer and chocolate specialities all over the world.</p>	<ul style="list-style-type: none"> ✓ Validation of the retail format ✓ Engineering of the franchisee project in Italy ✓ Location research in shopping malls and high streets in Italy ✓ Analysis foreign markets and entry strategy
 <p>LOWENGRUBE since 2005</p>	<p>Typical Bavarian brasserie</p>	<ul style="list-style-type: none"> ✓ Analysis of the sustainability of the retail project ✓ Define positioning to sustain franchising development ✓ Location research in shopping malls and high streets ✓ Geomarketing analysis
 <p>OLD WILD WEST</p>	<p>Leader steakhouse chain in Italy, known for its western atmosphere and with more than 130 direct and franchised restaurants.</p>	<ul style="list-style-type: none"> ✓ Format potential development ✓ Strategic plan ✓ Location research in shopping malls and high streets
 <p>PARMA MENU</p>	<p>Company that promotes typical products of the culinary tradition of Emilia</p>	<ul style="list-style-type: none"> ✓ Formula and point of sale analysis ✓ Potential development ✓ Location research in shopping malls

FOOD AND RESTAURANTS

BRAND	FORMAT	SERVICES PROVIDED
	Italian company that produces and sales chocolate, nougats and other goods made with chocolate.	<ul style="list-style-type: none"> ✓ Feasibility study of the retail project ✓ Definition of the development plan and expansion strategy for channel
	Chain of pizzerie of Cigierre Group with table service. The products are made of handmade raw material	<ul style="list-style-type: none"> ✓ Format potential development ✓ Development of the chain in commercial structures and urban centers
	Restaurant chain of Japanese and fusion food, table-served in a refined atmosphere.	<ul style="list-style-type: none"> ✓ Format potential development ✓ Geomarketing analysis to evaluate locations ✓ Location research in shopping malls and high streets
	Bistrot that proposes risotto (italian dish) and other courses made of cereals and rices.	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and urban centers ✓ Franchisee reaserch
	Restaurant chain of Japanese and Chinese Food with Kaiten-zushi service.	<ul style="list-style-type: none"> ✓ Development of the chain in commercial structures and urban centers
	Italian wine shop with over 10,000 labels available	<ul style="list-style-type: none"> ✓ Retail formula validation with e-commerce integration ✓ Location research in high streets
	Italian company producing chocolate and derivatives.	<ul style="list-style-type: none"> ✓ Development of the retail format throught Master Franchisees in the Middle East market ✓ Location research in shopping malls
	Casual dining chain of restaurants offering the flavors of Central European tradition and a wide range of beer.	<ul style="list-style-type: none"> ✓ Format potential development ✓ Location research in shopping malls and high streets

PRIVATE EQUITY

BRAND	FORMAT	SERVICES PROVIDED
 <p>Advent International GLOBAL PRIVATE EQUITY</p>	A global private equity firm investing exclusively in mid to upper mid market buyouts and selective growth capital investments.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>ARDIAN</p>	France-based, independent private equity investment company, formerly known as AXA Private Equity.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>BC Partners</p>	It is a private equity firm specialising in buyouts and acquisitions financing in Europe and the United States. The firm invests across all industries.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>Bridgepoint</p>	Specialists in private equity investments and funding, providing financial resources, support and assistance for businesses in Europe.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>Cinven</p>	Originally founded in 1977 within the British Coal pension schemes, today Cinven is a leading international private equity firm, managing capital on behalf of more than 500 investors globally.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>CLESSIDRA</p>	Clessidra SGR is part of the investment holding company Italmobili S.p.A. and manages the Private Equity Funds	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>L CATTERTON</p>	Private equity fund since 2001. L Capital focuses on four sectors: Personal Care and Well-being, Personal Equipment, Home & Family Equipment and Selective Retailing.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>STAR CAPITAL Società di Gestione del Risparmio SpA</p>	Originally founded in 1977 within the British Coal pension schemes, today Cinven is a leading international private equity firm, managing capital on behalf of more than 500 investors globally.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence
 <p>THE CARLYLE GROUP GLOBAL ALTERNATIVE ASSET MANAGEMENT</p>	American multinational private equity, alternative asset management and financial service corporation. Carlyle is one of the largest private equity and alternative investment firm in the world.	<ul style="list-style-type: none"> ✓ Advisory services ✓ Retail business due diligence