



QUARTERLY INVESTOR REPORT

July 1, 2020 – September 30, 2020

**MPD SME Capital One
Class A and B Shareholders**

Published on October 1, 2020

Management and Organisation

Board of Directors

Francesco Rubinacci,
President
Head of Control Textile, Interiors and Supply Chain Luxury Goods at Loro Piana

Mirco Coccoli,
CEO & Partner at MPD Partners

Simone Bocchi,
Head of Strategic Planning and Business Intelligence at Bridgestone EMEA

Alexandro Sances,
Global Operations Director at Trak Global Group

Vincenzo D'Ottavi,
Manager Data Management at Philip Morris International

Francesco Simonetti,
Business Advisor at SAS Institute

Giulia Falcone,
Manager at MPD Partners

August Investment Committee

Daniela Terziotti
Business Development and Marketing Manager at Orvem SpA

Fabrizio Colzani
Group R&D Controller at Ferrero

Francesco Rubinacci
Head of Control Textile, Interiors and Supply Chain Luxury Goods at Loro Piana

Federico Simonelli
Chief Stress Engineer at FACC AG

Vincenzo D'Ottavi
Manager Data Management at Philip Morris International

Bank

UBI Banca
Fil. 5549 - Milano De Angeli

Treasury Controller

Vincenzo D'Ottavi,
Manager Data Management at Philip Morris International

Company Management

MPD Partners Group Companies

R&D Project Team

Federico Remiti
Industrial Doctorate in Space Transportation Systems

Corrado Facchini
Product Owner at UIEx

Maurizio Rossi
PhD in Physics, Astrophysics and Applied Physics

Class A Shareholders

Simone Bocchi
Head of Strategic Planning and Business Intelligence at Bridgestone EMEA

Mirco Coccoli
CEO at MPD Partners

Vincenzo D'Ottavi
Manager Data Management at Philip Morris International

Miguel Dupret
Associate Strategic Operations at Kearney

Andrea Marazzi
Management Consultant & M&A Advisor

Stephan Noppes
Director Global Audits PMI at Philip Morris International

Luca Rabbeni
Head of Operations Governance at Octo Telematics SpA

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Business Development and Marketing Manager at Orvem SpA

Roberto Terziotti
Managing Director at Orvem SpA

Federico Simonelli
Chief Stress Engineer at FACC AG

Michele Martino
Project Engineer – PhD at CERN

Martin Sengel
Head of IT Group at SOLEVO Group

Alexandra Karacsonyi
Managing Director at Elixir Consulting CH

Fabrizio Colzani
Group R&D Controller at Ferrero

Lucio De Costanzo
COO & CFO at Caeli Nova

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Executive Summary

MPD SME Capital One closes its Q3 2020 activities being in advanced negotiations for the acquisition of an Italian SME that, if acquired, would close the portfolio construction phase. The operator MPD Partners proposes to target the closing of MSCO funding with an acquisition number 2 and an excess liquidity by the end of 2020; MSCO Shareholders A will vote on this proposal by mid-October; the proposal has the goal to land in a portfolio of 3 controlled SMEs by the end of H1 2021; the reason brought by MPD Partners is that the ongoing acquisition number 2 is comparable to an LBO with the candidate portfolio company carrying a relevant financial leverage, still with a solid operational results (to be validated by the planned independent Due Diligence), thus increasing the investment financial return objective; the candidate company for acquisition number 2 has a substantial bank loan secured leading additional access to liquidity, thus making it a rare chance to add to MSCO a leveraged company with the downside protection in case of transient negative operating cash flow.

Nonetheless, the economic outlook is risky and the portfolio companies' plans are stress tested against temporary downturns. On the positive note, MPD Partners suggested in Q2 2020 that acquisitions terms were becoming appealing for fund-style investors and currently ongoing negotiations confirm that thesis. MSCO is a vehicle with an investment horizon not shorter than end of 2023 and without a definite end date, thus stress-tested portfolio companies have today the highest return potential that could be expected. This situation is expected to last, according to MPD Partners, until end of H1 2021 at least, giving time to reduce portfolio risk with the acquisition 3 mentioned above.

Introduction

MPD Partners is a financial boutique specialized in PE for SMEs, registered and incorporated in Geneva. It offers shareholders long-term capital appreciation by making commitments and investments into SMEs on behalf of MPD SME Capital One and authorised representatives like family offices that are with other financial operators, providing its stakeholders with direct and indirect exposure to a diversified portfolio of unlisted private equity type investments (“Portfolio Companies”). The “Group” refers to the consolidated results of the asset under management.

MPD Partners has come from an increased track record in transactions and SMEs value improvement. The focus on such segment comes from passion and the understanding that many Private Equity competitors cannot focus on such segment because of their corpulent cost structures that forces them to look at higher bids.

At MPD Partners we foresee to create an SME focused PE Fund in the medium/long run. The best way to reach our goal is to increase our track record with MPD SME Capital One, an investment vehicle created to invest in two SMEs, (one subscale acquisition and one main acquisition), which aims to involve investors in the investment and value creation process by entrusting decisional power.

MPD Partners has structured for MPD SME Capital One a solid and innovative governance and decisional process that involves three boards in consequential steps. Such Boards are composed by the Class A Shareholders who are professionals with extensive executive experience, and external competent individuals such as lawyers, auditors and managers.

In addition to its innovative governance structure, as an innovative company, MSCO submits traditional SMEs innovation plans to shareholders that will then provide their green light on SME investment and value creation plan through technology development and bigdata analytics, to enhance business development and lead generation of invested companies.

Innovation Executed and Planned

2019

The activity for fiscal year 2019 has been centered into MSCO portfolio company La Centrale de Prévoyance.

- Big data analytics project for LCP - Step 0
Initial feasibility study aimed at developing a custom algorithm that improves and automatizes the customers profiling process and creates customized new offers for each profile.

A small portion of the R&D Costs for the year has also been allocated the MPD Partners team for the design of the MSCO business model.

2020

The initial model built in step 0 for LCP will be used to build a custom optimization algorithm to be implemented into the other MSCO invested companies.

- Big data analytics project – Step 1
 1. Re-definition and adaptation of the algorithm based on data analytics to the other business models of MSCO invested companies
 2. In this phase the digital / big data analytics skills are combined with the financial ones to create an algorithm that, based on certain KPIs, will lead to optimize and innovate the customer profiling and service offering processes of all MSCO invested companies

The initial phase of the R&D plan, Step 0, has been concluded on Friday 12th June, with the delivery of the data collection architecture, completing the mandate of the former supplier. As of September 30, 2020, the Step 1 is in progress and is being executed by UIEx.

UIEx is a company based in USA with a proprietary technology based on machine learning algorithms to target and boost leads generation from the digital assets of the target company.

The team is composed of three senior members, which include a project manager with 16 years previous experience in managing digital innovation projects, a data scientist with 10 years R&D experience in experimental projects for enterprises and a tech consultant with 20 years experience in the technology innovation.

2021-2023

In the following 3 years, the plan includes addressing the following deliverables:

1. Creation of a software based on the developed algorithm
2. Other activities to be defined also considering the new invested companies

Q3 2020 R&D Activity

During the quarter the R&D team has worked closely with the operator to review the data intelligence architecture and has finalised the planning until the end of 2020. The team is introducing in the current perimeter of R&D a custom chatbot to be implemented on LCP website. The aim is to generate information flow data relating to client engagement with the approach of the live sales support in sectors where this technique has never been considered.

The subsequent objective is to make the chatbot operating with Artificial Intelligence so it will be able to engage a viable conversation with the client and a possible integration with another tool as WhatsApp as a starting point before a real operator takes on the conversation (almost live chat with operator).

Origination & Investment Committee

Cases in pipeline

MPD SME Capital One currently has a close relationship with 11 M&A advisors and holds 26 cases in the pipeline, with 6 newcomers this quarter. The cases that are highlighted in the table below will be presented in the September Investment Committee¹. July and August are traditionally the low season for M&A in Italy and we only received a few cases, and more cases shall flow in as collaborations with the sell-side advisors proceed.

We create value through active ownership and professional expertise, providing worldwide knowledge for companies operating in standard businesses in need of technological development and growth. We want our fund investments to be significantly exposed to SMEs on our “core” and “extended” reach list regardless of the sector because we believe we can drive management and efficiency through our network of experienced investors.

¹ A complete list of the cases in our pipeline can be shared upon request.

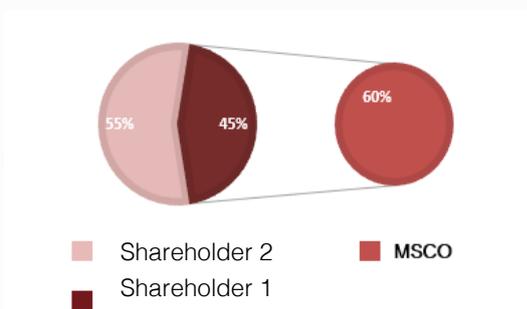
Case in advanced negotiation

Thermoforming

Company Description

The Company specializes in vacuum thermoforming. Over the years, the Company has diversified its production into other sectors such as earth moving machines, lighting, food, biomedical, transport and aerospace.

Shareholder 1 intends to sell his stake of 45% in the company while Shareholder 2 will sell 15% of his stake in the company. MPD SME Capital One will be a majority shareholder in the company, holding 60% of the shares.



Thermoforming	Figures
2018 Revenue (Mln)	3.00 €
EBITDA, %	1.8%
Net Debt (Mln)	-1.25 €
CAGR, %	NA

The automotive sector is one of the main sectors in which the company operates and has a recognized position in the construction of installations for niche and series production. They supply small to medium quantities and the market is not crowded. For the automotives sector, the company has a quality certification “A.T.S.” that is very difficult to obtain and quite reputed in the sector.

In terms of organization and assets, they are ready to add more projects and clients. As of today their clients are mainly from the automotive sector but they focus on special vehicles. The important thing about these sector is that models don't change frequently in the car sector, so the production of one part can be done for 10-15 years².

Example of new projects:

- Possibility to provide a well known client with parts for a new military vehicle that will be out in the market in 2022
- Possibility to build a part of the air ducts in trains, that are now done in aluminum. The revenue opportunity in the market is EUR 20/25 million because all the air ducts are actually redone using thermoforming technique. The Company has a connection in this field as well. This air duct project can be also done in the naval sector and all civil locations. Only a few players are existent in this market now.

² Detailed information about the Company as well as current advancements is available upon request.

Recyclability of the material:

- All the material that they use can be recycled. All scrap pieces are milled (the Company has them in their inventory: they have a market value) and sent back to the supplier that melts them and regenerates new plastic sheets.
- The use of the recycled material is equal to 40% - 50%. The goal of the company is to achieve the 80% - 90%.

Thermoforming's position in the investment approval process:

- The company has passed the Advisory Board phase, which gave a fairness opinion about the company. We will forward the opinion from the Advisory Board to the shareholders who will vote for the approval of the case.
- The shareholders' meeting for the approval of the case is due on October 10, 2020.
- If the investment case related to Thermoforming will be approved by shareholders, we will move forward with due diligence phase, conducted by a third party.

Portfolio Company

La Centrale de Prévoyance

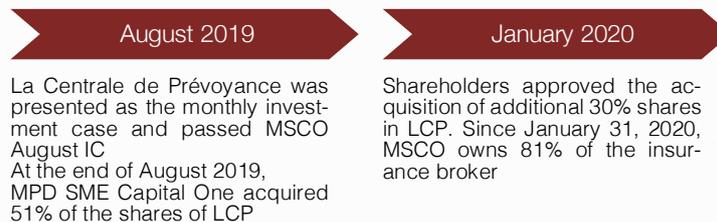
Company Description

La Centrale de Prévoyance (LCP) is a Swiss broker insurance regulated agency, working in the providential and healthcare insurance business.

LCP is a spinoff of the homonymous French debt brokerage firm specialized in real estate. The latter recently saw Kering, a key asset of Groupe Artémis, passing over control to April, French leader in Insurance brokerage. The Company LCP holds partnerships with some of the major insurance company including Groupe Mutuel, Generali, Allianz, Axa, Re-traitements Populaires du Vaud etc.



Roadmap



Advancements during the third quarter

As expected since the end of March, the third quarters' cash flows were impacted by the COVID-19 because of the limited contracts signed during the lockdown period.

The business has been recovering after a slowdown during the last months. In addition, summer months are characterized by a plunge in contracts signed, furthermore a great part of the commissions signed in August will only be cashed-in during the months of October and November.

The strategy is under revision, with the aim to enhance the stability of future cash-flows. During September, it was decided to allocate some budget in the acquisition of leads from Moncourtier. The leads will be delivered during the months of September and October and will support the signature of new contracts of the following months.

As part of the newly implemented business strategy, during the quarter the team focused on:

- Boosting revenues coming from **portfolio management**, implementing a cross-selling activity of different products to old clients, strengthening their loyalty to the company
- **Management mandate**: the client who signs a management mandate with LCP appoints LCP as the only point of reference for his/her insurance contracts, which can guarantee recurrent revenues and possibility for cross sales.
- Continuing with **marketing activities** to ensure better brand recognition and engaging more old contacts.
- Improving the **communication strategy** as well as LCP's presence on **social networks**
- Improving the current performance of **online lead generation** from the website, creating a brand new user-friendly landing page for 3ème Pilier and an immediate call to action for the customer ([link](#)). A new landing page was also created for the Health insurance business ([link](#)). Both new landing pages have the objective to enhance client's engagement on the website and increase the lead generation.

Advancements during the quarter:

- **Shareholders meeting** - On August 28, 2020, LCP shareholders meeting was held to approve 2019 financials.
- **Portfolio management** – During June, a first implementation of Redox tool for portfolio management was implemented.

An SMS campaign was settled in order to complete clients' missing information and data, an SMS was sent to all phone numbers with missing data registered in Redox containing a request to fill the missing contact information.

The campaign was useful in order to have a more complete database of existing clients.

- **Masks website** – In May, LCP launched a separated web platform ([link](#)) to sell face masks. The website has been developed by LCP and the products are provided by ELIGO Milano.

The platform was officially launched on June 1, 2020.

The MMII business will be soon separated from LCP one as it is not related to its core business. Further decisions about the matter will be taken over the next quarter.

- **New student trainee** was onboarded in September in order to support LCP's broker on his daily activities.
- **New community manager** was also onboarded and will be responsible for LCP's social media and communication strategies: posts will be made according to the audience. The aim is to reach new customers and increase engagement of the existing ones.
- **Potential acquisitions** – LCP has an ongoing conversation with 2 Swiss insurance brokerage companies for a potential acquisition.

La Centrale de Prévoyance 2020 Budget

LCP's third quarter cash flows were mostly impacted by historical trend occurring in the summer and also due to the limited contracts signed in the previous months and to the fact that meetings in person could not occur. From October on, cash flows are expected to improve and start recovering from the hit caused by the pandemics.

LCP is putting in place several new strategies to increase short- and long-term sales as well as strengthening the company's position with as limited as possible cash outflows and increasing the number of new contracts signed, with specific engagement activities.

MPD SME Capital One Valuation

Company valuation is based on MSCO assets and liabilities. Owing to the small amount of MSCO liabilities (around €1,000 in tax), MSCO's value mainly depends on the assets side, which is composed by the following five parts:

1. Cash in Hand
2. LCP Shareholders Financing
3. 81% Shares of LCP
4. MSCO Intangible Assets
5. Others

The value corresponding to each part is highly confidential and is available on request.

MSCO Pre-Money Valuation

Based on our existing assets mentioned above, the total amount of pre money valuation of MSCO of € 636.000 has been approved by the shareholders meeting held on April 17, 2020.

As of August 31, 2020, considering the current capital increase valuation, the maximum annualized return for a Class A investor is 255% and for a Class B investor is 155%. While the minimum annualized return for a Class A investor is 64% and that for a Class B investor is 65%.

We understand that MSCO cannot be liquidated at the above valuation today, but we do consider the latter to be realistic, being built with the help of specialized shareholders, also considering the path of MSCO from its creation to today, the expected future performance and the raise in interest of new shareholders.

The capital increase approved in the shareholder's meeting held on April 17, 2020 will be closed in order to allow the opening of another capital increase functional to start the crowdfunding campaign on 200Crowd.

We plan to open a capital increase of 1 million that will be offered to potential subscribers in different tranches on the crowdfunding platform.

The valuation of one Class A Share and one Class B Share will remain the same as the one approved on the Shareholders Meeting held on April 17, 2020.

The capital to be subscribed by the different categories of shareholders is as follows unless the Shareholders Meeting will approve the new capital increase structure in October 2020:

		Nominal Value	Market Value
Capital Increase	To be Subscribed A	€ 16.800	€ 336.000
Capital Increase	To be Subscribed B	€ 27.600	€ 552.000
Total		€ 44.400	€ 888.000

MSCO Post-Money Valuation

As of September 30, 2020, after including the currently valid capital increase, MSCO has a post-money valuation of € 1.524.000.

The following table summarizes the post-money valuation for MSCO:

	Class A	Class B
Number of Shares	18 + 14	17 + 46
Shared Capital (per share)	1.57%	0.79%
Market Price (per share)	€ 24.000	€ 12.000
Total Nominal Value (A+B)	€ 76.200	
MSCO Post-Money	€ 1.524.000	

Fundraising

Advancements during the quarter

- Closing the fundraising for MPD SME Capital One is for us a priority right now since we are currently in negotiation with our potential target. Our minimum for the fundraising is roughly EUR 200,000 (this amount is equivalent of 8 Class A or 16 Class B), needed to acquire the target.
- In July, we undertook and finished a series of Roadshows organized by the Swiss Growth Forum in Switzerland, Italy and Monaco. In specific, we participated at 5 Luncheon Presentations in Zurich, Geneva, Milan, Monaco and Lugano and at the Summer Summit event in Monaco. This month, we followed up the possible investors we met at the events and implemented a series of activities to engage them and develop a better understanding of the investment initiative.
 - We organized an open Monday Call to show potential investors how we operate daily, and 6 new people joined the call.
 - We organized 5 one-hour long private calls with potential interested investors to fully explain the MPD SME Capital One investment initiative.
 - We sent follow up email and personalized messages to potential investors trying to understand their needs and willingness to invest.
 - Moreover, in case a possible investor was not interested in investing, we tried eventually to understand the reasons asking for suggestions to further develop and enhance our positioning and maintain a relationship in the event of future possible collaborations.
- In August, we evaluated the alternative to raise capital through crowdfunding to close MSCO's funding. We conversed with 200Crowd to structure the offering that is to be closed by the end of October/beginning of November.
- The objective of the funding is the following:
 - Minimum goal: EUR 200,000
 - 1st maximum goal: EUR 500,000
 - 2nd maximum goal: EUR 1,000,000
 - Minimum ticket size of EUR 3,000 for Class B shares
- In September, we further developed our conversation with 200Crowd, agreeing the action plan. There will be a pre-marketing campaign of 2/3 weeks to develop the strategy, the communication and the material. After this phase, the campaign will go live on the 200Crowd's website for 60 days. The tickets will start at EUR 3,000 for class B.

Ticket	N Shares	Category	Nominal	Premium	Rights
€ 3,000	0,25	B	€ 150	€ 2,850	Economic
€ 6,000	5	B	€ 300	€ 5,700	Economic
€ 9,000	0,75	B	€ 450	€ 8,550	Economic

€ 12,000	1	B	€ 600	€ 11,400	Economic
€ 15,000	1,25	B	€ 750	€ 14,250	Economic
€ 18,000	1,5	B	€ 900	€ 17,100	Economic
€ 21,000	1,75	B	€ 1050	€ 19,950	Economic
€ 24,000	1	A	€ 1200	€ 22,800	Economic+Voting

The share capital subscription details are as follows:

		Nominal Value	Value with premium
Round 1 (Closed)	Total Subscribed A	€ 21,600	€ 205,000
Round 1 (Closed)	Total Subscribed B	€ 10,200	€ 117,500
Total	Subscribed shares	€ 31,800	€ 322,500
Round 2 (Open)	Class A (to be subscribed)	€ 16,800	€ 336,000
Round 2 (Open)	Class B (to be subscribed)	€ 27,600	€ 552,000
Total	To be subscribed shares	€ 44,400	€ 888,000

Shareholders' Meeting

During Q3 2020, no shareholder meeting was held. A shareholder meeting is being held before October 12, 2020 for the approval of the topics highlighted below.

1. Final approval of Thermoforming investment proposal (pre Due Diligence)
2. Approval of administrative tasks to go live with the crowdfunding campaign

Shareholders

Class A Shareholders

Class A Shareholders are a group international mid-to-top managers and entrepreneurs passionate about investing, networking and willing to join forces to invest in SME and bring innovation and new technology. They will make the investment decision and put their expertise, competences and network at the service of the value creation process once gained control of the target company. MSCO can leverage on the experience of 18 Class A Shareholders with a various background and a European reach.

No new Class A Shareholder joined in Q3, 2020 (July'20 – Sept'20).

Shareholder	Current Role	Location	Exp. Years
Simone Bocchi	Head of Strategic Planning and Business Intelligence at Bridgestone EMEA	Brussels	14
Mirco Coccoli	CEO at MPD Partners	Geneva	16
Vincenzo D'Ottavi	Manager Data Management at Philip Morris International	Lausanne	25
Miguel Dupret	Associate Strategic Operations at Kearney	Vienna	15
Andrea Marazzi	Management Consultant & M&A Advisor - Freelance	Bologna	27
Stephan Noppes	Director Global Audits PMI at Philip Morris International	Lausanne	27
Luca Rabbeni	Head of Operations Governance at Octo Telematics SpA	Rome	25
Francesco Rubinacci	Head of Control Textile, Interiors and Supply Chain Luxury Goods at Loro Piana	Milan	22
Alexandro Sances	Global Operations Director at Trak Global Group	London	25
Francesco Simonetti	Business Advisor at SAS Institute	Milan	14
Daniela Terziotti	Business Development and Marketing Manager at Orvem SpA	Milan	8
Roberto Terziotti	Managing Director at Orvem SpA	Milan	21
Federico Simonelli	Chief Stress Engineer at FACC AG	Austria	22
Michele Martino	Project Engineer – PhD at CERN	Geneva	15
Martin Sengel	Head of IT Group at SOLEVO Group	Basel	16
Alexandra Karacsonyi	Managing Director at Elixir Consulting CH	Geneva	22
Fabrizio Colzani	Group R&D Controller at Ferrero	Luxembourg	22
Lucio De Costanzo	COO & CFO at Caeli Nova	London	12

Shareholders

Class B Shareholders

Class B Shareholders is a group of mid-to-top managers and entrepreneurs passionate about investing, networking and willing to join forces to invest in SME who are entitled to monthly networking events and annual investor's meetings. They receive updated reports on the invested companies and can become MPD next initiative investors with the same first investment conditions of MSCO as well as benefit from MSCO capital increase.

One Class B Shareholder joined in Q3, 2020 (July'20 – Sept'20).

Other Activities

#Givebacktothecommunity initiative

Through the #givebacktothecommunity initiative, MPD Partners is sharing its network and offering the possibility to channel a strategic discussion and exchange ideas between international managers and SMEs. The initiative is divided into 3 projects: IT, CH and NY

IT and CH

The initiative involved international managers gathered by MPD Partners CEO Mirco Coccoli within MPD Partners' network that devolved 8 hours spread out in 2 months to discuss with the applicant SMEs and share their experience openly. More specifically, since many managers involved in the initiative are gathered within MPD SME Capital One, this initiative gave visibility to the vehicle.

NY

Throughout the summer, we structured the #givebacktothecommunity NY initiative. Unlike the Italian and Swiss #givebacktothecommunity initiative, that focus on SMEs, the NY one will be directed to companies part of the Blackstone Launchpad in Syracuse University.

MPD Partners organized at Blackstone LaunchPad on September 24th, 2020, an evaluation competition and selected 3 companies that will be part of the #givebacktothecommunity initiative:

- 1st: MedUX
- 2nd: Smarta
- 3rd: OthersideAI

The winners secured themselves:

- For the highest-ranked venture: 16 hours of dedicated strategic discussion with two senior managers from MPD Partners' network. The two senior managers assigned to this role are: Mirco Coccoli, Miguel Dupret;
- For the 2nd and 3rd positioned ventures: 8 hours of dedicated strategic discussion each with one senior manager (one per venture) from MPD Partners network.

MPD SME Capital Swiss

We are structuring the new investment vehicle focused on SMEs and operated by MPD Partners. MPD SME Capital Swiss is an SME-focused investment vehicle based in Switzerland and focused on the Swiss market. The fund is currently under structuring and has received the support from a well known Swiss Bank to evaluate the financing of 50% of acquisitions' value. MPD SME Capital One has gained the right to be the first investors in MPD SME Capital Swiss as a Limited Partner or to invest in the General Partner.

We are currently looking for the structure that best responds to our needs in terms of convenience and flexibility. Recently, we consulted a Swiss Law firm to understand the procedures and requirements for setting up a Swiss LP structure in Switzerland and evaluate other possibilities. The contact person also suggested us to consider establishing a Limited Partnership in Luxembourg thanks to its administrative sufficiency and procedural simplicity.

In the meantime, we are also building preliminary connections with Swiss sell-side advisors for future collaboration. A first pipeline of cases is currently under development and review in preparation for potential acquisitions.

MPD SME Capital Swiss intends to focus on ESG embracement within the portfolio companies in order to achieve long term returns for the portfolio SMEs.

The rationale behind this focus is that the Private Equity industry's attention for responsible investment is steadily growing.

Private equity firms and their investors are increasingly factoring ESG considerations into their investment decisions and portfolio management strategies.

These considerations are becoming embedded in all stages of the deal cycle: from deal selection to engagement during the hold period, to monitoring and reporting.

The goal is to run investments with a positive impact in the long-term.

We believe that is essential to consider ESG variables in order to create sustainable profit. Our emphasis will be on Social and Governance factors where our expertise lies, as demonstrated by our track record:

- in Digital Mill, we boosted productivity through active human capital management;
- in La Centrale de Prévoyance, we are enhancing product offerings with a special focus on sustainability-related products;
- in #givebacktothecommunity, we are providing the SMEs with a completely free qualified external opinion to facilitate their post Covid -19 recovery.

MPD Partners Team

Name & Designation

Experience



**Mirco Coccoli,
CEO & Partner**

- Investment Manager experienced in developed and emerging countries
- In 2007, he left a very successful career in High Energy Physics at CERN, to join Reyl & Cie to help manage an equity hedge fund with €200M invested; in 2 years his help facilitated increasing to €500M
- In 2009 he joined BCV to help manage CHF 500M quant equity funds where he was able to increase 4% per year relative return, by mastering risk and with over 50'000 trades
- Studied Physics in Milan and Berkeley, Quant Portfolio Management in Geneva and holds the Diploma in Financial Strategy at the Said Business School of the University of Oxford



**Luis
Brunschweiler
Partner**

- Serial entrepreneur with 30 years' experience
- Owns an audit firm in Geneva with clients in many industries and in a variety of sizes
- Director of a Geneva based accounting firm operating internationally
- His experience in audit, accounting, M&A, spinoffs, company valuation and with SMEs is impressive



**Miguel
Dupret,
Director**

- An Aerospace Engineer with +15 years' experience in consulting and industry environments in Europe, USA and Australia
- Founded successful start-ups in the drone industry and PE industries, attracting millions in investments from USA government and private investors
- Currently covering Associate role at Kearney
- Executive Education: Harvard Business School (Leading Professional Service Firms), Oxford University (Strategic Finance Diploma, Negotiation Program)



**Alexandro
Sances,
Manager**

- +25 years' experience in management and consulting within the Telecommunications, Insurtech, Mobility, Telematics, Satellite industries, IoT and Big Data
- Active Mentor and Innovation Advisor for Techitalia, Lloyd's Lab and several start-ups
- Currently covering the role of Global Operations Director at Trak Global Group



Giulia Falcone,
Manager

- Manager - MPD Partners
- Board Member - MPD SME Capital One
- Audit Intern - KPMG
- Graduated from Bocconi University, MSc in Management



**Beatrice
Lanzani Dellerà,**
Associate

- Analyst - Rothschild & Co. - M&A Corporate Advisory
- Analyst - Accenture - Financial Services Consulting
- Analyst - Italy-America Chamber of Commerce
- Graduated from Bocconi University, MSc in Accounting, Financial Management and Control



Francesca Savi,
Associate

- Analyst - Europe Underwriting Insurance Broker
- Analyst – Panrhema - Family Office
- Graduated from IE Business School, Master in Finance



Rohini Sethi,
Analyst

- Associate - Visible Alpha Solutions Pvt. Ltd.
- Associate - The Smart Cube - Corporate Finance Department
- Process Developer - Mercer India - Investments Team
- Enrolled in MSc in Accounting, Financial Management and Control at Bocconi University



**Margherita
Sarli,**
Analyst

- Staff Auditor – EY S.p.A.
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