

Lorenzo Piovanello

Family Office Services


Alternative Investments
Luxury Asset Management

About me

I am a consultant specializing in alternative investments and luxury asset management, with solid experience in providing services for family offices, private investors, and foundations.

I focus on:

- Alternative Investments (PE-VC-DI-RE)
- ESG Strategy
- Impact Investing
- Philanthropy Advisory

I have gained significant experience within the Family Service team of  UBS Global Wealth Management, an exclusive service dedicated to UHNWI investors.

I collaborate with leading Italian and international family offices to identify, structure, and manage high-value off-market alternative investment opportunities

My Portfolio



Alternative Investments

Luxury Asset Management

Club Deals
&
Syndicates

Direct
Investments

Yacht
Management
&
Concierge

Venture Capital

Luxury
Real Estate

ESG Strategy
&
Philanthropy
Advisory

Club Deals

Deep Tech - Industrial - Health Care - Pharma - Energy - Biotech

Investment Holding – DEEP TECH – INDUSTRIAL

Project: Creating a global technological leader focused on **R&D, science, and engineering**.

Geographical Focus: Global investments with value creation in **Europe**

Key Sectors

Planet Health: Advanced renewable energy, nuclear, advanced batteries, and EV (including space solar energy + energy storage technology).

Human Health: Biotechnology and pharmaceuticals (New GLP-1 drug generations, CDMO, advanced diagnostics, drug delivery hardware systems).

Investment Strategy:

Core Platform: Majority stakes in companies with paying clients and positive cash flow.

Strategic Add-ons: Minority stakes in innovative tech startups that are synergistic with the portfolio.

Fund Target Size: €100 million (25+ target companies from sourcing 400 deals weekly via active partnerships with global funds).

Expected Returns: ROE of 20% annually.

Liquidity Structure: Semi-liquid with quarterly exit options (20% NAV discount, 15% exit limit per quarter).

Board Composition: Successful entrepreneurs and professionals with backgrounds in venture capital, technology, and finance.

Anchor Investors: Industrial families & Family Offices.



Italy Polydiagnostic Project

Buy & Build Model: Strategic acquisitions of small to medium-sized diagnostic centers + One-Stop Shop: Comprehensive offering – imaging, clinical analysis, and specialist visits.

Results & Performance

7 acquisitions in 18 months → €24.7M in revenue, €4.6M adj. EBITDA.

Presence in 3 regions with 16 locations and 300 collaborators.

Acquisition pipeline targeting an additional €150M in revenue.

Sector & Opportunities

€27 billion market with 4-6% annual growth, highly fragmented.

Increasing privatization within public healthcare.

Aging population and rising demand for preventive care.

Growth Strategy

Phase 1 (Completed): €30M raised, targets exceeded.

Phase 2 (Ongoing): Target €30-35M to expand and reach €65M in revenue with 25-30% EBITDA.

Value Creation

Supply chain optimization.

Territorial expansion.

Digitalization and personalized services for prevention and longevity.

Investment Opportunity

Expected IRR between 20% and 30%, investment multiple up to 5.09x.

Flexible governance



Direct Investments

Fashion, Agritech, Biotechnology

Fashion B2B Project (Industry Leader)

A Malta-based company, a leader in the B2B off-price fashion sector, accelerating its growth (2021-2024: 13.3%) and entering a strategic scale-up phase.

Founded and led by a female entrepreneur with a strong vision for innovation and the digitalization of the wholesale market.

The company is experiencing steady growth, with a scalable business model and a solid expansion plan.

Highlights

- Industry leader in B2B off-price fashion with over 250 brand partners, a presence in 60 countries, and 21 million items sold.
- Growing revenue: €42.1M in 2024, projected to reach €65.4M by 2028 (CAGR 11.7%).
- Significant EBITDA growth: from €5.3M (2024) to €16.4M (2028), with margins rising up to 25%.
- Advanced digitalization strategy: development of a B2B e-commerce platform for independent retailers.
- Efficient and scalable logistics, with 3 strategic warehouses in Italy and a global distribution network.
- Sustainability & Social Impact: actively engaged in corporate social and environmental responsibility initiatives.
- NFP/EBITDA 0.3x

Investment Opportunity

- Equity Sale + Capital Increase for acquisitions and further growth.

Azienda Leader B2B FASHION OFF-PRICE

Italian Avocado Project (Early Stage)

Creating the first European hub for organic avocado, with regenerative & 4.0 agriculture, reducing water consumption (-40%) and carbon footprint compared to imports.

Growth Strategy 1,000 hectares in 6 years (current: 90 ha, short-term target 500 ha by 2025) + Progressive expansion with equity + bank financing.

Investment Opportunity Capital increase €11M (2024-2025) to expand to 500 ha + Exit in 10 years: sale to financial or strategic investors.

Competitive Advantages Organic Made in Italy, only large-scale production in Europe + Short supply chain: fresher and more sustainable product compared to imports.

Performance & Exit Positive EBITDA from 2026, expected margin 70% at full capacity IRR levered 38% over 10 years Target revenue > €50M with 1,000 cultivated hectares.

ESG Impact & Market Regenerative agriculture and agro-voltaic for environmental sustainability. Strongly growing demand (+200% in Italy in the last 5 years). Europe produces only 118,000 tons/year out of 800,000 tons consumed → space for import substitution.

Luxury and Artisanal Leather Goods Project (Early Stage)

Objective: Create a new luxury leather goods brand with a strong focus on craftsmanship and personalized experience for UHNW clientele.

Current phase: Pre-launch (opening planned in 2025), with EUR 16M already raised from leading European FOs and 1 Italian FO to build infrastructure, collections and a network of high-level suppliers.

Products: A collection of 30 items with production cycles exceeding 24 months.

Facilities and resources Boutique in Paris + Own production facility with former Hermès and LVMH artisans + Premium leather inventory.

Strengths Ultra-premium positioning, comparable to Loro Piana for clothing and Aman for hospitality + Exclusive craftsmanship and in-house controlled production.

Investment opportunity

- Market: \$70B luxury leather goods sector with very high margins (88% gross margin on average).
- Growth strategy: The goal is to establish itself among the few ultra-exclusive luxury brands, leveraging a personalized experience and craftsmanship-based marketing.
- Exit prospects: Possible interest from large luxury groups looking to expand their premium portfolio.

Key risks

- Entering a highly competitive market dominated by historic brands like Hermès.
- Need to build brand awareness and loyalty among HNW clients.

Start up Early Stage France ROUND II



Venture Capital

Off market Funds & Club Deals

Deep Tech, Climate Tech, Mobility, Space, Hospitality

Family Sicaf Project – Global VC

Family origins: Founded by a Milanese Industrial family + Regulated structure: Since 2022, operates as a SICAF regulated by the Bank of Italy

Strong track record: Investments in more than 30 international venture capital funds across the United States, Europe, Israel, and LATAM.

Investment Strategy

- Fund of funds model: Aggregates investments in top-tier international VCs, diversified by geography, sector, and development stage.
- Focus on early-stage: Approximately 50-55% of investments are in early-stage funds, with the remainder divided between growth/late-stage.
- Balance between big names and independent managers:
 - Brand Name Funds: Funds with established track records and assets under management exceeding \$3B in the US and €1B in Europe.
 - Independent Managers: Emerging funds with higher risk, but also higher return potential.

Performance and Returns

- Excellent results on major exits: SpaceX: Invested in 2019 at a valuation of \$32.9B and exit at a valuation of \$210B (5.5x the invested capital). Coursera, Airbnb, Lyft, Deliveroo: Exits with multiples greater than 2x.
- Geographic and sectoral diversification: Investments in VCs specialized in fintech, deep tech, biotech, climate tech.

Compartment 2 – New Investment Opportunity

- €30M fundraising for new investments.
- Already assembled a portfolio of 22 funds with €17M invested

Benefits for Investors

- **Exclusive access:** Investment opportunities normally difficult to reach from Italy.
- Low-cost structure: No management fees or carried interest, **only cost-sharing among investors.**
- **Solid governance:** Supervision by the Bank of Italy, investment committee with industry experts.

Fund of Funds ACTING AS CLUB DEAL – NO MANAGEMENT FEE o CI

Already
Invested
by
Top FOs

German Limited Partnership

Specialized in investments in industrial technologies with a focus on Deep Tech, Climate Tech and Industrial Tech

Objective: to promote a sustainable, sovereign and digitized European industry by supporting hardware and software startups in the early stages, mainly in Seed and Series A

TO BE CONSIDERED ALSO FROM A TECH-SOURCING PERSPECTIVE FOR COMPANIES

Investment experience

- over 65 years combined + Assets under management: over 250 million euros.
- TRACK RECORD: 2.2x MOIC realized and a net IRR of 26% on previous investments.

Investment tickets: between 1 and 4 million euros + Geographic focus: Europe

Investment strategy: Selection of teams with cutting-edge technology, solid IP and capital-efficient approach.

Current fund: MIT Fund II, with a fundraising target of 120 million euros, already gathering over 100 million in commitments. This fund is focused on Climate Tech, Deep Tech and Industrial Tech, with a target portfolio of 20-25 companies.

Investment philosophy: different approach, avoiding market trends and investing in companies with solid technical foundations and customer value.

Team: Composed of partners with significant experience in engineering, venture capital and finance sectors, with various active board roles

Yacht Management & Luxury Concierge



Full service for an uncompromising experience

360° Assistance From Purchase To Charter To Resale



Purchase and Advisory: Market analysis, selection of the ideal vessel, technical and financial evaluation, support in negotiations and due diligence.

Financing and Tax Optimization: Structuring of personalized financial solutions, including nautical leasing options and Lombard loans to maximize financial leverage.

Operational Management: Creation and supervision of the crew, management of maintenance and refitting, regulatory compliance and safety.

Resale and Valorization: Strategic positioning of the yacht on the secondary market, management of the sale and optimization of the realization value.

This 46.3 m Baglietto is currently available for sale in our portfolio.

Charter Management & Concierge

We offer a comprehensive Charter Management service, catering **both to yacht owners**—helping them optimize the profitability of their vessel—**and to guests**, ensuring an exclusive and seamless yachting experience.

FOR YACHT OWNERS

- Optimized profitability: Tailored charter programs designed to maximize financial returns during non-use periods.
- Full operational management: Coordination of crew, maintenance, and compliance to ensure efficiency and enhance the yacht's value.
- Strategic positioning: Inclusion in the most exclusive charter circuits, with targeted marketing strategies to attract high-profile clientele.

FOR GUESTS

- Tailor-made experiences: Exclusive itineraries across the Mediterranean.
- Luxury concierge: Private events on board, personalized services, and meticulous attention to detail for a bespoke experience.
- Signature cuisine: Collaborations with selected chefs for a Michelin-starred dining experience.

CHARTER MANAGEMENT ESCLUSIVO

Real Estate Projects

Real Estate USA

Senior Care Investment Opportunity – California, USA



Investment Opportunity

- Unmet Demand: The local market requires approximately twice the number of beds offered by the project.
- High Barriers to Entry: One of the few viable projects in the area due to scarce land availability and an extensive approval process (started in 2011).
- Exit Strategy: Expected sale cap rate between 6-6.5%, supported by the exclusive location and strong demand.
- Operator: One of the leading senior care facility managers in the U.S.



Key Risks

- Above-Average Costs: Higher construction and operational expenses due to California's stringent regulations.
- Profitability Dependence: Success hinges on attracting affluent residents to ensure long-term financial viability.

Assisted Living & Memory Care Facility – Hawaii



Investment Opportunity

- Unmet Demand: Currently, there are no Assisted Living facilities in the area and only one on the entire island.
- Strategic Location: High-visibility site along Highway 11, near a major shopping center.
- Future Expansion: Opportunity to acquire adjacent land for the development of Independent Living units.
- Operator: The same experienced senior care operator as the California project.



Key Risks

- High Construction Costs: Materials and labor are significantly more expensive in Hawaii compared to the U.S. mainland.
- Affluent Resident Attraction: The project's success relies on the ability to attract high-net-worth residents due to the premium cost of services.

Available EU-based projects

Advisory

ESG - PHILANTHROPY - IMPACT

ESG STRATEGY CONSULTING

For Family Offices, Investors & Companies

- Climate Risk Analysis & Assessment for asset managers and corporations.
- Green Transition Strategies to optimize investment portfolios and assets.
- Custom ESG Frameworks development, including impact metrics and reporting.
- Operational Optimization to align businesses with international sustainability standards.

PHILANTHROPY ADVISORY

For Entrepreneurs, Family Offices & Foundations

- Foundation & Philanthropic Vehicle Management – Structuring and overseeing charitable organizations and impact-driven funds.
- Impact Strategies aligned with the SDGs and emerging economies (biodiversity, climate transition, social innovation).
- Next-Gen Engagement to build a lasting legacy and drive intergenerational impact.
- Strategic Partnerships with leading global institutions and organizations.

We support Family Offices, Investors, and Companies in defining ESG strategies and developing high-impact philanthropic initiatives.

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