ELITE

Thinking long term
A programme designed to support exciting and ambitious companies towards future growth and investment by offering a unique opportunity to unlock their potential, developing long term strategic thinking and giving them structured access to the international financial community.”
What is ELITE

ELITE is an integrated service designed to help SMEs prepare and structure for the next stage of growth through access to long term financing opportunities.

ELITE targets SMEs with a sound business model, clear growth strategy and a desire to obtain funding in the near future.

ELITE offers an innovative approach, including a training programme, a working zone supported by a tutorship model and direct access to the financial community through dedicated digital community facilities. It is “capital neutral” to any financing opportunity, providing access to Private Equity and Venture Capital Funds, debt products, etc.

The ELITE path

**GET Ready**
A comprehensive training programme for founders and managers delivered by academic professionals, industry experts and other entrepreneurs to stimulate cultural and organisational change, understand the language of the financial community and help in evaluating long term financing opportunities.

**GET Fit**
Progressive adoption of new management practices, financial competencies and governance structure in order to be prepared to deal with investors with the support of a dedicated external advisory team, where appropriate.

**GET Value**
Capitalise on the benefits associated with the new model and access new business, networking opportunities and funding options, thanks to the vibrant European ELITE community of advisors, investors and stakeholders.

Visit our bespoke networking platform to connect with the full ELITE community: [www.elite-growth.com](http://www.elite-growth.com)
ELITE was successfully launched in Italy in 2012 and in the UK in 2014. In 2015 the programme has been extended to European ambitious businesses. It now accounts for more than 260 companies of different sizes and sectors, more than 150 partners and more than 70 long term investors.

Sizes*

- <€ 50 m: 55%
- € 50 m – € 100 m: 22%
- € 100 m – € 200 m: 11%
- € 200 m – € 500 m: 9%
- >€ 500 m: 3%

- total revenues over € 25 billion*
- over 99 thousand employees

Sectors

- Software & Computer Services: 15%
- General Industrials: 12%
- Personal Goods: 8%
- Industrial Engineering: 8%
- Electronic & Electrical Equipment: 5%
- Media: 5%
- Food Producers: 5%
- Support Services: 4%
- Household Goods & Home Construction: 4%
- Chemicals: 4%
- Travel & Leisure: 3%
- Pharmaceuticals & Biotechnology: 3%
- General Retailers 3%
- Automobiles & Parts: 3%
- Health Care Equipment & Services: 2%
- Gas, Water & Multi-utilities: 2%
- Beverages: 2%
- Fixed Line Telecommunications 2%
- Construction & Materials: 2%
- Aerospace & Defense: 2%
- Mobile Telecommunications: 2%
- Other Sectors: 7%

Look up for the public profiles of companies, advisors, investors and stakeholders: www.elite-growth.com
Benefits of ELITE

Why companies join ELITE:

– Bespoke access to a network of leading local and international advisors, investors, experts, entrepreneurs and public companies

– Earlier engagement with the investor community, helping access capital from a range of sources as and when appropriate for the business

– Becoming part of a vibrant ecosystem that supports and promotes innovation, entrepreneurialism and growth

– Developing the expertise to help make informed business and funding decisions

– A platform to enhance the company’s profile with stakeholders, supported by an extensive media campaign and web portal

– Opportunity to interact, share experiences and learn from other companies with similar growth objectives and aspirations

“ELITE represents for Kiton the possibility to measure up in growth and development with successful companies. Moreover ELITE offers high level executive education and visibility in the financial community.”

Maria Giovanna Paone, Vice President Ciro Paone

“It’s a fantastic programme. Graze is a business competing on a world stage and the opportunity to utilise the experience and learnings of our contemporaries is invaluable. Through the programme we have gained expertise and confidence allowing us to continue to place technology at the heart of our business and aspire to build a world class operation.”

Anthony Fletcher, CEO Graze

“For Branca, always focused on exporting Made in Italy around the world and capturing opportunities, ELITE is an opportunity: comparison with international best practices, improvement of corporate visibility for the company and its initiatives and projects, expansion of the relationships with the entrepreneurial and financial community.”

Nicolo Branca, President Fratelli Branca Distillerie

“The programme has increased our awareness of different forms of funding and what needs to be done to prepare for each. It allows us to think about how we can keep scaling up.”

Graeme Malcolm, CEO M Squared Lasers
How to apply

Entry requirements

A limited number of companies can access ELITE each year.

– High quality, ambitious business
– Historic growth and future potential
– Convincing growth projections
– Credibility of management

– Motivation to deal with the cultural, organisational, managerial change eventually required to access long term financing opportunities

We reserve the right to allow companies to join and/or continue as members of ELITE, taking into consideration the macroeconomic situation, the characteristics of the sector and any temporary or extraordinary circumstances affecting the company.

Duration and costs

ELITE is a 2–year–programme. The annual fee amounts to 10 thousand euro.

How to contact us for information & applications

– Fill in the contact form on the web-site www.elite-growth.com
– Send an e-mail to elite@lseg.com
– Contact the relationship managers according to your location

ELITE Team

– Barbara Lunghi – ELITE Product Development barbara.lunghi@lseg.com
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Twitter

Follow us @ELITE_growth and tweet #elitegrowth
“A key issue for SME finance is facilitating the transition from start-up to SME to mid-cap i.e. a transition across the so-called “funding escalator”.
As they progress through their life cycle, SMEs use a combination of financing sources including bank debt and external equity from business angels, venture capital, private equity funds and ultimately the capital markets. SMEs often find it challenging to transition from one mix of financing sources to another. Between different stages of growth, companies face “financing gaps” and “education gaps”... Various coaching programmes have also been developed at national level, most notably to prepare SMEs to access capital markets (such as the ELITE programme developed by Borsa Italiana).”

European Commission Communication on Long Term Financing of the European Economy, 2014