

Valter Conca

M&A and Restructuring

VALTER.CONCA@SDABOCCONI.IT

Via Bocconi 8, room 405

Tel. +39 02 5836.6404 Fax. 02-5836.6893

Curriculum Vitae

Valter Conca is Associate Professor of the Department of Management and Technology at Bocconi University, where he teaches in CLEAM courses “Business Economy and Enterprises Management” (short degree) and “Acquisition Management” (master’s degree).

At SDA Bocconi, since 2005 he is Director Lab Pe & Finance for Growth. He was Human Resources Director and member of the board of directors SDA, he also directed the Executive master Corporate Finance and banking. He designed and coordinated numerous Corporate Finance and General Management courses. He conducted an intense research and training activity with industrial groups, financial companies, industrial associations and primary institutional investors.

His research has ranged from strategic planning contexts on issues of corporate finance, business valuation and pricing related to market transactions. Recently, he has focused on acquisition processes from strategic assessment, negotiation, to post-merger integration; he has done research on corporate restructuring issues and problems related to starting the NPL market.

He is the author of numerous books and articles on the subject. His works have been published in *Long Range Planning*, *Economia & Management*, *Bancaria Editrice*, *Economia e Politica industriale*, *Rivista dei Dottori Commercialisti*. He has won three scholarships (IFI, CEE, Assolombarda). For his teaching activity, he has been awarded with four SDA Awards: "Project Classroom of the Future" (1993), the best "Case of the Year" (2006), the best "Research Project" in 2009 and the best "Research Project for Visibility" in 2016. He was member of the board of directors in listed companies; he regularly performs as advisor for acquisition consulting projects for small and medium enterprises growth and business valuation. He is Technical Consultant for Milan courthouse. He was Visiting Professor at S.Gallen University and has been teaching at the University of Moscow, Samara and Novosibirsk. Since a long time, he contributes to the journal *Economia & Management*, where he is

responsible of the section on the issues of private equity and leverage buy-out. He coordinates research and database management for Pe Lab for Growth providing systematic and continuous data and analysis on prices and market values of M&A operations and Private Equity.

Valter earned a Degree *cum laude* in Business Administration from Bocconi University, an MBA Fellowship from SDA Bocconi and the ITP (International Teachers Programme) at CESA-HEC, he is married and has three sons; to his reading activity he combines amateur sport activity in skiing and golf.

Publications

Books

- Il mercato dei NPLS (in corso di pubblicazione)
- Le acquisizioni. Valutare e gestire i processi di crescita, EGEA, 2010
- Le acquisizioni. Il processo. Il mercato. I prezzi. EGEA I ed. 2001. - II edizione, 2005
- Fusioni e Acquisizioni, in Finanza d'azienda (Dall'occhio Salvi), Cap. 28, EGEA, 2004
- Gestione e competitività nelle società di factoring, EGEA, 1990

Main Articles (last ten years)

- (V.Conca, A.Danovi, L.Riva), Gli accordi di ristrutturazione dei debiti ex articolo 182 bis della Legge Fallimentare. Un'analisi empirica, *Economia & Management*, n. 4 2016
- (V.Conca, A.Danovi, L.Riva), Debt restructuring agreements in Italy. An empirical analysis of filing under article 182 bis of Italian Bankruptcy Law, The 11th World Conference on Risk, Banking, Finance, Tokyo, 7 January, 2015
- (V.Conca, E.Cairo), La crescita per acquisizioni aggregative: evidenze empiriche nel mercato italiano del private equity, *Economia & Management*, in corso di pubblicazione 2015
- (V.Conca, V.Riccardi), Modelli organizzativi dei General Partner nel private equity in Italia, *Economia Management*, n. 5 2014
- (V.Conca, R.Pisani), Private Equity: ruolo e politiche di investimento dei Limited Partner italiani, *Economia Management* n. 5, 2013
- (V.Conca, R.Cenciarini), Le acquisizioni in special situation, *Scritti in onore di V.Coda*, novembre 2010
- (V.Conca, V.Riccardi), La valutazione del rischio nel portafoglio del private equity. Ipotesi per un modello di Private Equity Risk Rating, *Economia Management*, n. 5, 2010
- (V.Conca, V. Riccardi), Credit crunch, contrazione della liquidità e LBO, *Economia Management*, n1, 2009
- (V.Conca, M.Pagani), Rilevare gli ascolti della Tv digitale. Tecniche e governance: un'indagine europea, in *Problemi dell'Informazione*, Ed. Il Mulino, settembre 2007
- Integrating Cross Border Acquisitions: A Process-oriented approach, *Long Range Planning*, 2007
- L'attività di merchant banking e lo sviluppo del private equity in Italia: alcune evidenze empiriche nell'ottica dell'impresa, *Bancaria Editrice*, febbraio 2007
- Il controllo europeo delle concentrazioni: il caso Piaggio. -Aprilia, *Economia Management*, gennaio-febbraio 2007
- I servizi di advisory a supporto delle operazioni di M & A : contenuti, attori e trend di mercato, in *L'investment banking in Italia* (a cura di V. Capizzi), *Bancaria Editrice*, febbraio 2007
- Private Equity e cambiamento degli assetti proprietari: evidenze empiriche del portafoglio delle partecipate, *Convegno AIDEA Finanza e Industria*, Roma 28 settembre 2006
- M&A trend in Italia, *IR Top*, Anno IV, n.3, Maggioli Editore, settembre-ottobre 2005