



HYBRIS
CORPORATE
FINANCE

CONNECTING DOTS TO CREATE VALUE



Hybris Corporate Finance is an **independent advisory network** founded in 2013 to meet the growing demand for **financial and strategic consulting services** from small and medium-sized businesses.

With offices in **Bari, Milan** and **Dubai**, the network brings together a multidisciplinary team of **18 professionals and 11 partner companies**, able to combine broad expertise across different areas of corporate finance and strategy.

The offering includes fractional CFO services, giving companies access to **advanced financial skills without the need for a permanent in-house structure.**

ABOUT US

Vision

We support Italian SMEs in making informed decisions at pivotal moments: growth, international expansion, generational transition, and turnaround.

We do so by bringing operational finance tools, strategic vision, and a working methodology focused on delivering measurable value, not just conference-ready slides.

Mission

We work to ensure that every entrepreneur has the courage, the numbers, and the structure to sit at the table with funds, banks, and competitors as an equal.

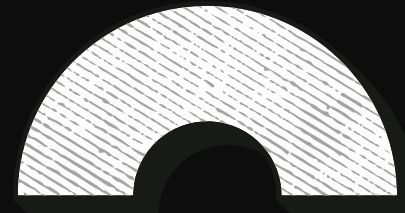
Because financial transparency is not a luxury: it is a form of negotiating power.



OUR VALUES



HOW WE WORK



Virgilio Picca



Nicolò Scoditti

The coordination of HCF's activities is entrusted to partners **Virgilio Picca** and **Nicolò Scoditti**, professionals with extensive advisory and managerial experience in the Corporate Finance sector.

The partners carry out their role by (i) originating new opportunities, (ii) selecting, on a project-by-project basis, an operational team from within HCF with specific expertise relevant to each engagement, thereby ensuring tailored assistance for clients, and (iii) directing business opportunities toward the counterparties best suited to seize them, operating in the market free from constraints and conflicts of interest.

This approach proves effective as it (i) **reduces the time** required for preliminary operational activities and (ii) **maximizes** the likelihood of **successful execution**.



Vittorio Notarpietro
Senior Advisor



Onofrio Squicciarini
Associate



Giuseppe Gesualdo
Associate



Cosimo Di Bari
Associate



Giorgio Fabbiano
Associate



Savino Zagaria
Analyst



Nancy Santoro
Analyst



Davide Frizzale
Analyst



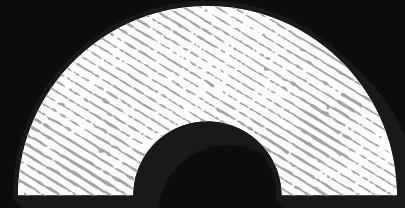
Ludovica Lorusso
Legal

TEAM

The Hybris Corporate Finance team combines **technical expertise, strategic vision,** and a **strong operational mindset.**

HCF operates as an independent advisor with direct experience in M&A, management control, and financial planning. The team speaks the language of entrepreneurs while fully understanding the rules of financial markets. Every project is managed with **rigor, speed, and a tailored approach,** recognizing that behind every transaction there are people, not just numbers.

WHAT WE DO



- **CFO Services**

We support companies in strengthening their financial governance by developing budgets, forecasts, and KPIs that guide strategic decision-making. HCF structures management control systems, implements executive dashboards, and assists entrepreneurs in managing relationships with banks and investors, ensuring clarity, credibility, and financial discipline.

- **M&A – IPO Advisory**

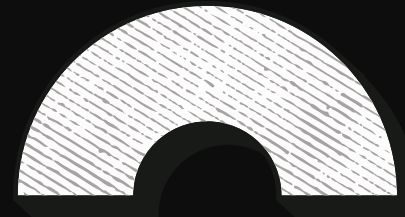
We manage sell-side and buy-side transactions, as well as capital raising and listing processes. HCF oversees the entire deal lifecycle: structuring, preparation of documentation, identification and selection of counterparties, negotiation, and closing. The objective is clear: maximize value while ensuring execution certainty and defined timelines.

- **Debt Advisory**

We optimize companies' financial structures by supporting access to both bank debt and alternative financing solutions. HCF works always starting from a solid and sustainable financial plan designed to ensure balance, scalability, and long-term resilience.



WHAT WE DO



- **Startup Mentoring & Fundraising**

We are able to assist startup companies and aspiring entrepreneurs from the early development of a business idea through to the definition of fundraising strategies.

- **Fund Management**

We provide a comprehensive fund administration service designed to meet the operational and regulatory needs of funds with assets under management ranging from € 10Mln to € 500Mln. We are the ideal partner for independent managers, Private Equity and Venture Capital boutiques, club deals, single-asset vehicles, and structured family offices.

- **International Expansion**

We provide advisory services aimed at supporting the international expansion of Italian companies into the Middle and Far East, through our Dubai (UAE) hub and partnerships with the Italian Chamber of Commerce in the UAE and Livolsi & Partners.



Track Record



M&A + IPO



Debt Advisory



CFO Services



Startup Mentoring



Club Deals

Giovanni Conforti
CEO Yakkyo S.p.A.



Hybris Corporate Finance supported us throughout the listing process with precision and professionalism, ensuring the successful completion of a crucial milestone for our company.

For further information regarding our activities and track record please visit
www.hybriscf.it



THANK YOU

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