



ConCredito – Consulenti del Credito, Via Scirocco 53, 55049, Viareggio (Lucca), Tel. +39 0584.39.34.44



ConCredito is a **Consulting Boutique** based in Viareggio (Lucca) specialized in **Corporate Finance Services** and in particular in managing the relationship between Small and Medium Enterprises (SME) and the Bank Systems.

ConCredito has been founded by **Prof. Gianfranco Antognoli**, former General Manager of the third Italian Banking Group named Monte dei Paschi di Siena ([www.mps.it](http://www.mps.it))

The team of ConCredito is very **interdisciplinary** and includes managers with extensive experience in banking, corporate finance and management consulting industry.

Services provided by the **ConCredito Team** to SMEs are built on the **extensive knowledge of the credit market**, which in recent years has undergone profound changes and is today driven by an high level of selectivity.

The services provided to SME include **Corporate Finance support in M&A transactions on the Italian markets**. We have also developed extensive experience in **supporting Italian SME on cross borders operations** (e.g. establishing of commercial joint ventures, distribution agreement negotiation etc...) related to import-export activities.

In order to give a broader description of the ConCredito team **please find below the CVs of some of our team members**.

For any questions please do not hesitate to contact us contacting **Dr. Michele Antognoli** calling 0039 366 18 70 111 or 0041 78 63 58 744 or writing to [info@concredito.it](mailto:info@concredito.it).

**Prof.****Gianfranco****Antognoli**

Top Executive in the Financial Services sector with more than thirty years of experiences as a Top Manager of Italian Banking Institutions:

- ✓ From 2010 **Founding Partner of ConCredito**
- ✓ From 2006 to 2010 **CEO** of Monte dei Paschi Leasing e Factoring
- ✓ From 2002 to 2006 **Deputy CEO** of Banca Toscana spa
- ✓ From 2001 **CEO** of Banca Popolare della Marsica spa
- ✓ From 1996 to 2001 **Executive** at Banca Toscana spa
  
- ✓ From 2008 to 2010 **Professor at University of Pisa**, Members of the Business Economics Faculty
- ✓ From 1983 **Certified Public Accountant for public and private companies**
- ✓ **Board Members in several Italian SME**

**Prof. Roberto****Caparvi**

Professor of Banking & Finance with more than thirty-year experience in academic teaching at University of Pisa:

- ✓ From 2012 **member of the Studio ConCredito's Scientific Committee**
- ✓ From 1973 **Full Professor at the Faculty of Economics - Pisa University** in charge of several academic courses (e.g. Stock Market's Technique, Banking and Financial Services Management)
  
- ✓ **Board Members in several Italian local banks**
- ✓ **Author of several books and publications**

**Dr. Michele****Antognoli**

Financial Professional with ten year experience in management consulting to banks, financial institutions and industrial companies.

- ✓ From 2012 **Partner of Studio ConCredito**
- ✓ 2011 **Manager in Bain & Company** (top management consultancy firm) with consulting engagements in Europe and Middle East
- ✓ From 2005 **Consultant Bain & Company** with a specialization in the financial services industry
  
- ✓ **Doctor in Banking and Finance** at the University of Pisa
- ✓ **Master Degree in Business & Management** at the University of Pisa
- ✓ Professional **Certified Chartered Accountant** and auditor of several private companies



**Dr. Stefano**  
**Vannucci**



Financial services professional with several years of experience in banking services to retail clients and Small and Medium Enterprises :

- ✓ From 2012 **Consultant at Studio ConCredito**
- ✓ From 2011 **Business Assistant** retail clients at Unicredit and Cariparma
- ✓ **2010 Credit Analyst at Agos-Ducato**, primary firm specialized in consumer credit
- ✓ **Master Degree in Banking and Finance** at University of Pisa

**Dr. Alessandro**  
**Brunetti**



Manager of the financial service sector with a significant experience at Monte dei Paschi di Siena Group where he has been working as an executive at Conumit and at Mps Vita.

- ✓ From 2012 **Consultant at Studio ConCredito** specialized extraordinary operations
- ✓ From 2010 he works for Italian and foreign **Private Equity Funds** as **Managing Director** of firms within the fund portfolio
- ✓ From 2003 to 2010 **Manager of Monte dei Paschi di Siena Group** (3th Italian Banking Group)
- ✓ From 1998 **Strategy Consultant at Bain & Company**

**Dr. Tommaso**  
**Menchini**



Graduate Accountant with experience in the consulting services for the Small and Medium Companies.

- ✓ From 2012 **Consultant at Studio ConCredito** specialized on corporate tax and legal consulting and on public fund raising
- ✓ From 2006 **Tax and Legal Consultant** in a chartered accounting firm
- ✓ **Master Degree in Business & Management** at the University of Pisa
- ✓ Professional **Certified Chartered Accountant** and auditor of several private companies