



## Sergio Anania

PARTNER | MILAN

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 SERGIO.ANANIA@WITHERSWORLDWIDE.COM

 +39 02 8821 4277

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SECRETARY FRANCESCA ELIA

 FRANCESCA.ELIA@WITHERSWORLDWIDE.COM

 +39 02 8821 4238



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### Sergio is a partner in the corporate team in Milan.

Sergio advises companies and banks - both Italian and international - on mergers and acquisitions, real estate transactions related to the sale of non-performing assets and mortgage loans of banks and reorganizations, both domestic and international.

Over the recent years, Sergio has gained considerable experience in the banking sector in acquisition finance and project finance.

Recently, he has also been involved in a number of debt restructuring transactions assisting both companies and banks.

Sergio also advises Italian family companies and family offices on the issuance of Italian minibonds and has recently served as an Administrator in a US probate proceeding.

Since 2018, he has been advising a series of participants in the start-up sector, as well as collaborating successfully with two major international accelerators in connection with their challenging projects. As a result, he is now recognised as a point of reference in the Italian start-up world.

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## Track record

## Chatsim Srl sale of the company's shares to Wireless Logic Ltd.

Assisted the shareholders of Things Mobile Srl/Chatsim Srl, a global provider of IoT connectivity services (Internet of Things), in relation to the sale of 100% of the shares of the company to Wireless Logic Ltd, an English company. The shareholders are based both in Italy and Luxembourg. Our assistance included the drafting of the Share Purchase Agreement and the ancillary documentation (manager agreements, etc).

## Italian holding company partial sale to technology sector player

Assisted the sole shareholder and director of an Italian holding company, in the partial sale of the company to an industrial player active in the technology sector. After completion, the seller will maintain its operational role as manager of the group.

## Medtech

Assisted Recornea, a medtech company active in the field of ophthalmology who have developed new implantable medical devices, in its latest investment round, managing the entrance of the VC Entrepreneur First, one of the world's leading talent investors.

## Officine Mak

Assisted Officine Mak in the purchase the ex- Idalium area of Vimodrone from Prelios. The total investment for the purchase of the area, the project, the redevelopment activity and the building works amounted to EUR 50 M approximately.

## Three Italian companies

Assisted three Italian companies which owned veterinary clinics in the sale of 100% of their shares to VetPartners, an English private equity fund, which recently took over 380 veterinary clinics in the UK. He negotiated the management agreements between the target companies and each of the former owners who became the medical directors of the clinics.

## StartupBootcamp

Works on a regular basis in partnership with StartupBootcamp to promote their acceleration program in Italy focused on fashion tech start-ups. He assisted StartupBootcamp in setting up the company which will produce and run the accelerator program in Italy, setting up the holding company that will hold stakes in over 20 fashion startups and drafting all the agreements necessary to finalise and implement their corporate structure.

## Major Indian Bank

Advised a major Indian Bank in negotiating an EUR 150 M loan agreement and security package for an Italian company owned by an Indian Group that produces and maintains railway equipment and trains.

## Officine Mak

Advised Officine Mak on the purchase of a green and brown field located in Cassina dè Pecchi of over 140,000 sq.meters from the former owner, Nokia. After which he carried out the negotiations with several major retail operators (Iperal, Prologis Italy Management) who subsequently purchased portions of the area.

## Maurizio Zamparini

Advised Maurizio Zamparini, the patron of Palermo football club, on the club's sale and negotiated with several potential investors on behalf of Mr Zamparini.

## Bertazzoni

Assisted Bertazzoni, one of the major Italian industrial groups in the cooking appliances sector, in finalizing an agreement with the Egyptian group El Araby for the establishment of a joint venture aimed at the production of domestic appliances in Egypt and their sale on the Middle East markets.

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## Talks

- Sergio often takes part in seminars and round tables on corporate finance issues. Recently, he has been actively involved in seminars and events on start-ups, business accelerators and angel investors and organizes special events and networking meetings with major players in the sector.
- 'Rapporto Banca-Impresa: Il Ruolo Del Professionista Specializzato In Banking & Rating Advisory' , webinar organized by Fondazione dei Dottori Commercialisti di Milano - July 2020
- 'Famiglia e Fiscalità' (Business, Family and Taxes), seminar at Banca Mediolanum - July 2014

## Admissions

Italy, 1988

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## Education

Istituto Bancario San Paolo di Torino, Master

Palermo University, Law

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## Languages

English

Italian

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## Key dates

Year joined: 2013

Year became partner: 2013

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