

## **CV – Conca Valter (Updated April, 2024)**

<b>PERSONAL INFORMATION</b>	
Name, Surname	Conca Valter
Date and Place of Birth	24/3/1951
Address	Viale Beatrice D'Este 29
Nationality	Italy
Mother tongue	T
Other languages	French fluent English moderate fluent
<b>STUDIES</b>	
Degree	Bocconi University, 1975, International growth of multinational enterprises
Doctoral Degrees	
Master	MBA fellowship 1977/1978
ITP (International Teachers Programme)	CESA, Paris, 1980
<b>SDA POSITION</b>	
Current SDA Position	SDA Professor, Accounting, Control, Corporate and Real Estate Finance Department
Beginning of collaboration with SDA	1977
Institutional Roles at SDA	EMCFB Director PE and LBO Laboratory Human Resources Director
<b>ACADEMIC POSITION</b>	
Current Academic Position	Senior Professor, Bocconi Management Department Former Associate Professor of Management Director Private Equity Lab & Finance for Growth, SDA Bocconi School of Management
Collaboration with Bocconi University or other Universities. Courses of the last 5 years (min. 15 hours) n	Private equity and Venture Capital General Management Economics and Management, Merger and Acquisition Management, Strategic Finance
<b>RESEARCH INTERESTS</b>	
Research Interests	Private Equity, Corporate Finance, M & A Process, Company evaluation
Main research activities	M&A and Private Equity proprietary database focusing on buyer and targets companis, market value, transaction typologies, market multiples
<b>INTERNATIONAL ACTIVITIES</b>	
Visiting Professorship/Fellowship/Scholarship	Fellowship in S.Gallen University, S.Gallen, Department of Management (Prof. Mueller Stewens), july-december 2002
International Activities (projects, teaching)	Teaching and projects for Russia Universities (Samara, Novosibirsk, Moscow, Ekaterinburg) during CEE Project. International acquisitions: integrating database for European acquisitions in collaboration with S.Gallen M & A and Univ. of Nottingham
International Networks	Univ of S. Gallen: Prof. Mueller Stewens, Prof. Von Grogh Various contacts in Russian Universities. ESSEC, Prof. G. Van Wijk ESADE, Profssa. C. Ansotegui Univ. S. Marino, Prof. G. Petroni
Main International Professional Activities	Real Estate Project in Bulgaria (2005 e 2006)
<b>PUBLICATIONS</b>	
Books	V. Conca, Companies acquisitions. Evaluate and manage growth processes, EGEEA, 2021, 4th Edition V. Conca, E. Carluccio ), NPL Market, EGEEA, 2017 V. Conca, Merger and Acquisitions, in Finanza d'azienda (Dall'occhio Salvi), Cap. 28, EGEEA, 2004 V. Conca., Management and competiton in factoring industry, EGEEA., 1990
Articles	(Main last 10 years) V. Conca, M. Locatelli, Incentive plan for Private Equity target's managers, Economia & Management, n. 4, 2023 - V. Conca, M. Locatelli, Minorities investments in Private Equity Market, Economia & Management, .3, 2022

	<ul style="list-style-type: none"> <li>- V.Conca, Acquisitions. Evaluating and managing growth processes, EGEA, 2021</li> <li>- V.Conca, M.Locatelli, Best practices in acquisition's shareholder agreements" <i>Economia &amp; Management</i>, no. 3, 2020.</li> <li>- V.Conca, Toward a new model for private equity, <i>Economia &amp; Management</i>, no. 4, 2018</li> <li>V.Conca, Toward a new model for private equity, <i>Economia &amp; Management</i>, no. 4, 2018</li> <li>- V.Conca, E. Carluccio (ed. ), The NPL market between supply and demand, EGEA 2017</li> <li>- V.Conca, Creating value with add ons, <i>Economia &amp; Management</i>, no.5, 2016</li> <li>- V.Conca, A. Danovi, Gli accordi di ristrutturazione dei debiti ex art. 182bis L.F., World Economic Forum on Restructuring, <i>Economia &amp; Management</i>, no.4. 2016</li> <li>- V. V.Conca, E. Cairo, Growth by aggregative acquisitions. Empirical evidence in the Italian private equity market," no.4, <i>Economia &amp; Management</i>, 2015</li> </ul>
Conference Papers	<p>The Club Deal role in Private Equity industry, 2024</p> <p>Incentive plans for targets managers, 2023</p> <p>Factors influencing prices in SPA, 2023</p> <p>Debt restructuring agreements in Italy. An empirical analysis of filing under article 182 bis of Italian Bankruptcy Law, The 1th World Conference on Risk, Banking, Finance, Tokyo, 7 January, 2015</p> <p>Add on strategies in the Private Equity market, Univ. Bocconi, 3 July 2013</p> <p>General Partners models in the Private Equity market. How to manage the venture backed companies. Univ. Bocconi, 7 July 2012</p> <p>Private equity: role and investment policies of Italian Limited Partners, Univ. Bocconi 7 July 2011</p> <p>Private Equity Risk Rating. A study on the Italian market, Univ. Bocconi, 7 July 2010.</p> <p>The credit crunch impact on LBOs, Univ Bocconi 30 June 2009</p>
<b>OTHER SCIENTIFIC/PROFESSIONAL ACTIVITIES</b>	
Membership in the editorial board of Italian and International journals	<p>Editorial board of "Economia Management"</p> <p>Editorial board of "La Valutazione delle aziende"</p>
Membership in Professional/Scientific Committees	<p>Milan Law Court, Official Member of Committee for Company's Valuation</p> <p>Board of DGroup</p> <p>Board of Arner Merchant</p>
Main national professional activities	Consultant for M&A and Private Equity deals