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COMPANY PROFILE

Mercury Partners Academy

Mercury Partners Academy (MPA) is the only educational & employment platform aimed at students and young talent.
MPA combines **academic knowledge** with **expertise & industry leaders**.

Our Mission

- Promote practical financial education
- Enhance employability options for young talent

Our Mantra

- Innovative
- International
- Inspirational

Our Goals

- To prepare you for success in life & the financial industry

Internships

Learn new skills at MPA in an International environment & enhance career opportunities!

Practical financial education

Learn from top industry experts: follow our MasterClass in Investment mgmt & our market analyses on MPA's socials:

MPA'S OFFER

Career opportunities/advice

Employment opportunities & career advice from our top market professionals!

Events & Networking

Meet top professionals from leading international firms in our events!



BECOME OUR AMBASSADOR & ENJOY:

- **Free access** to our **MasterClass in Investment Management** taught by top market professionals.
- **Networking** with **top firms** & MPA's stakeholders (governments, financial companies, business schools).
- Enhancement of **personal knowledge & brand** via our platform and network.
- **Financial incentives.**

<https://mercurypartners.net>



OUR SERVICES:

The Masterclass in Investment Management

- Unique: hybrid form, 24hrs long
- Created by Prof. Marcello Zanardo together with **eight market veterans** working for leading firm, **including:**
 - **Australian super** - Elisabetta Leoni
 - **Eurizon Capital** - Francesco Sedati
 - **Pictet Asset Mgmt** - Stefano Nora



Extract of the Demo
available on our Website



Module #6: Understanding Real assets - Private Equity

Special guest Elisabetta Leoni – Senior Investment Director AustralianSuper

5 | PRIVATE EQUITY

- \$6.4tn AUM as of 30th June 2021, \$680bn fund-raising
- Directly invest in companies with a medium-term horizon
- Typical strategies include:
 - Growth, incl, bolt-ons
 - Turnaround
 - Venture capital
 - Leveraged buyouts
 - Mid-market and mega-funds
 - Sector specialisation
- Exit routes include:
 - Secondary buy-out
 - Listing
- A large pool of sponsors

Source : McKinsey's Private Markets Annual Review

**REGULAR MARKET
UPDATES BY TOP
PROFESSIONALS**



Filippo Ramigni
Senior Technical
Analyst
"Tradermade
Research"

Chart the markets



Francesco Castelli
Head of Credit
Strategy,
Banor Capital
Limited

**Fixed Income
markets**



Marcello Zanardo
Founder and
CEO of MPA
Adjunct Professor at
Ca' Foscari University,
Venice

Spot the markets



Brunello Rosa
CEO and Head of
Research at Rosa &
Roubini Associates

**Macro and the
markets**

FOLLOW US ON SOCIAL MEDIA: LEARN & STAY UPDATED ON MARKETS

Spot the Markets, Macro and the Markets, Chart the Markets



MERCURY PARTNERS ACADEMY

SPOT THE MARKETS

THE BUSINESS WEEK: SEVEN STOCKS

Week 29th - 2nd August

MARCELLO ZANARDO
Ceo Mercury Partners UK
Adjunct professor - Ca' Foscari university




MERCURY PARTNERS ACADEMY *Rosa & Roubini ASSOCIATES* MAKING SENSE OF THIS WORLD

MACRO & THE MARKETS

UK and French Elections Results

MARCELLO ZANARDO
CEO Mercury Partners UK
Adj. Prof. Ca' Foscari University

BRUNELLO ROSA
Ceo and Head f Research - Rosa & Roubini Associates
Prof. t Lse, City University Of London & Bocconi



MERCURY PARTNERS ACADEMY

14th June

CHART THE MARKETS

Technical Analysis of Financial markets
by MPA in collaboration with *Filippo Ramigni*

MPA'S SOCIAL MEDIA OFFERING

Spot the Markets, Macro & the Markets, Chart the Markets

- MPA is present on **all main social media** (Linkedin, Youtube, Instagram, TikTok and Facebook) with professional **tailored content**.
- MPA and his guests from the financial industry post reliable, practical and easy to understand market analyses on MPA's **social media**.
- Our formats change according to the **social media**:
 - **Extensive video**: Youtube and Linkedin
 - **Short video**: Tiktok and Facebook
 - **Recap post**: Instagram and Facebook

Our Formats

- **Spot the Markets**: Weekly analysis of financial Markets by Prof. Zanardo.
- **Macro and the Markets**: Analysis of Macroeconomic & geopolitical events influencing Financial Market co-hosted by Profs. Zanardo and Rosa.
- **Chart the Markets**: Technical comment on Financial Charts co-hosted by Prof. Zanardo and Senior analyst Filippo Ramigni.

OUR EVENTS - TOP FIRMS & UNIVERSITIES ○ ○ ○ ○

- Events are aimed at connecting **students with financial firms to promote practical financial education, career guidance & employability options.**
- Events are held in person and online: **students can participate remotely** via online platforms (Zoom, Teams, others).
- Important and engaging topics with a global perspective: our latest event held at **City University** of London and **Bayes Business school** was aimed at increasing students' employability in the Financial Industry.
- At the end of the presentations, **panel discussions** take place with our financial experts.



Thank you



For delivering an outstanding talk on how to:
"Increase students' employability in the financial industry"
at City, University of London and Bayes Business School



Stefano Nora
Financial Sector Analyst
Global Equity PM
Pictet Asset Management



Philipp Haggard
Specialist sales on financials
KBW/Stifel



Brunello Rosa
CEO and Head of Research
Rosa & Roubini Associates



Marcello Zanardo
Founder/CEO of Mercury Partners Academy
Adjunct Professor at
Ca' Foscari University in Venice

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Ca' Foscari
University
of Venice

Department of Economics



Ca' Foscari
Alumni

Associazione
laureati di
Ca' Foscari

THANK YOU ALL FOR PARTICIPATING TO OUR ROUND TABLES AT CA' FOSCARI UNIVERSITY! STUDENTS LOVED IT!

Josef Portelli



Adrian Borg,
Matthew Farrugia



Bank of Valletta

Mirko Sanna



Vania Serena



Fabrizio Ferrario

BancoPostaFondi SGR

David Karni



Simone Chelini



Lucio De Gasperis



Fabrizio Simonini



Moderator: Marcello Zanardo, Adj. Professor, Department of Economics, Ca' Foscari University of Venice and CEO & Founder of Mercury Partners Academy

For more info: Marcello Zanardo marcello.zanardo@unive.it





MARCELLO ZANARDO

Marcello Zanardo is the **Founder & CEO of Mercury Partners Group & Adj. Professor at Ca' Foscari University of Venice.**

He is a member of the investment committee of GiottoCellino SIM which meets monthly with Tosetti Value (leading family office) investment team.

Mr Zanardo has developed a career of > 25 years in London as a top-rated Financial Analyst working for various investment banks and a rating agency: he was voted the top Bank Analyst in the 2009 Extel Survey by institutional investors, remaining at the top of the ranking for many years.

From 2013 to 2019, Mr Zanardo was the Managing Director responsible for Southern Europe at the Investment bank KBW (Stifel), where He coordinated and implemented the majority of the Italian banks' rights issues.

Between 2010 and 2012, He coordinated Sanford Bernstein's European banks' research team. Previously, Mr Zanardo worked at the US investment banks Keefe, Bruyette & Woods (12 years) and Dresdner Kleinwort Benson (6 years) as a Financial Analyst covering European banks.

His credit and equity background in the financial sector (followed for over 25 years), allowed Mr Zanardo to develop a good understanding of financial markets' dynamics accross cycles and asset classes.

Over the years, Mr Zanardo has presented to a countless number of institutional investors (pensions funds, hedge funds, long only) all over the world, also training analysts of leading buy side investment firms.



THANK YOU

*We look forward to working
with you!*



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