

The PRAXI logo is centered in the upper half of the image. It consists of the word "PRAXI" in a bold, white, sans-serif font, enclosed within a white rectangular box. This box is flanked by two horizontal white lines above and two below it, creating a stylized frame. The background of the entire image is a low-angle, upward-looking view of a modern building's interior, featuring multiple levels of circular balconies with glass railings, all set against a blue-tinted sky.

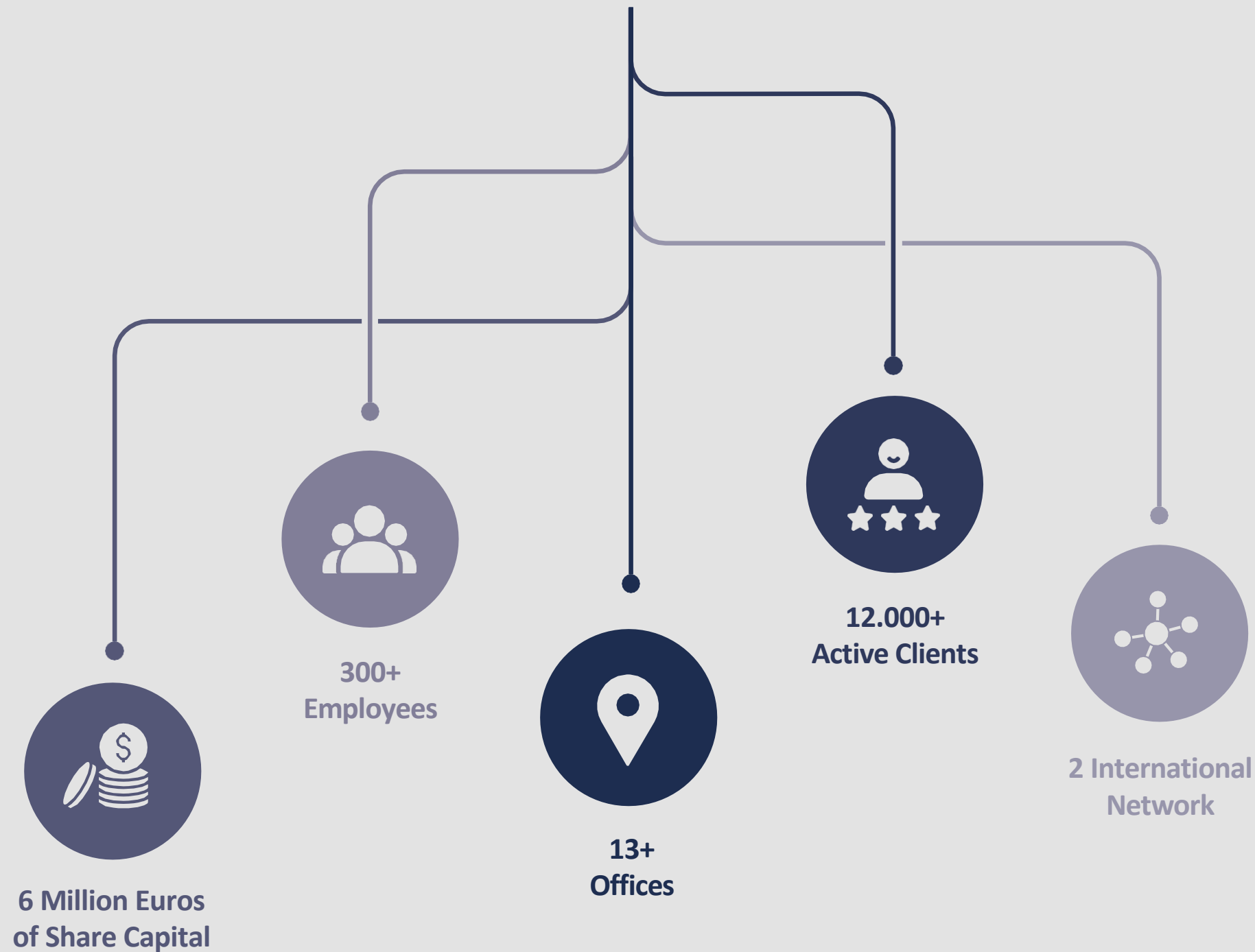
**PRAXI**

**PRAXI Group**  
Corporate profile





## Since 1966



**PRAXI** is a group of leading Italian consulting companies with more than 300 employees, 13 offices in Italy and a worldwide presence through 2 proprietary international networks.

Since 1966, PRAXI offers clients an innovative and pragmatic approach, aimed at implementing concrete solutions for their development and growth.

The Group operates in the following areas:

- **Management Consulting**
- **IT Consulting**
- **Valuations and Advisory**
- **Human Resources**
- **Intellectual Property**

In-depth **consulting experience**, attention to value creation and project implementation by expert **multidisciplinary teams**, has helped PRAXI accompany clients over time and create lasting professional alliances.

# Key factors

## Autonomy

Our organization consists of qualified and accredited professionals possessing the requisite national and international credentials.

## Effectiveness

We help clients carry out organizational design and transformation projects, from setting the strategy to execution on-site, using concrete and measurable methods.

## Global Vision

With international equity holdings and partnerships with global consulting firms, we serve clients with an international presence.

## Know How Transfer

We carefully map out the workforces at our client organizations to ensure motivation for change, effective solutions, and know-how transfer.

## Organizational Size & Structure

With more than 55 years of organizational heritage and 12,000+ clients, PRAXI is a pioneer among Italian consulting companies.



# PRAXI Management Consulting

## ORGANIZATIONAL DEVELOPMENT

- DLgs 231/01  
Organizational and Governance Models
- Organizational Reviews and Change Management
- Management Control and Business Plan

## OPERATIONAL EXCELLENCE

- Lean Organisation
- Lean Six Sigma

## EXTRAORDINARY OPERATIONS

- Due Diligence
- Corporate Valuation
- Intangibles Valuation

# PRAXI Information Technology

## IT CONSULTING

- Assessment of IT Systems
- Business Process Management
- Project Management
- Digital Transformation Integration

## BUSINESS INFORMATION MANAGEMENT

- Business Intelligence and Analytics
- Dashboard and Performance Management
- BI Collaboration and Socials
- Big Data and Machine Learning

## SOLUTIONS APPLICATION AND ARCHITECTURE

- Customer Relationship Management (CRM)
- Blockchain
- Custom Application Development
- Cloud Computing
- Mobile Applications



# PRAXI Valuations & Advisory

## INDUSTRIAL

- Plant and Equipment Valuations
- Inventory Valuation
- Eligibility check for Transizione 4.0 Benefits

## REAL ESTATE

- Independent Expertise
- Real Estate Valuations in Italy and abroad
- Due Diligence
- Non-Performing Loans
- Real Estate Advisory

## LOAN VALUATIONS

- Mortgage Loan Appraisals
- Leasing Appraisals

## ENERGY

- Technical, Administrative and Financial Advisory for RES plants
- GSE Compliance Audit
- Energy Efficiency and CSR
- Energy diagnosis and Audits in accordance with UNI CEI 11339:2009

PRAXI offers Real Estate Consulting, Loan Valuations and Due Diligence through the international network **PRAXI Valuations**.





# PRAXI Valuations

LOCAL VALUES. GLOBAL REACH

PRAXI Valuations is your bridge to international independent valuation and advisory services. We serve clients in the Real Estate, Loan Valuations and Due Diligence fields, including industrial, banking, insurance and real estate companies, as well as auditing firms, public entities and authorities.

## PRAXI VALUATION SERVICES

### Property types:

- Offices
- Industrial
- Retail
- Healthcare
- Residential Property
- Development land & Property

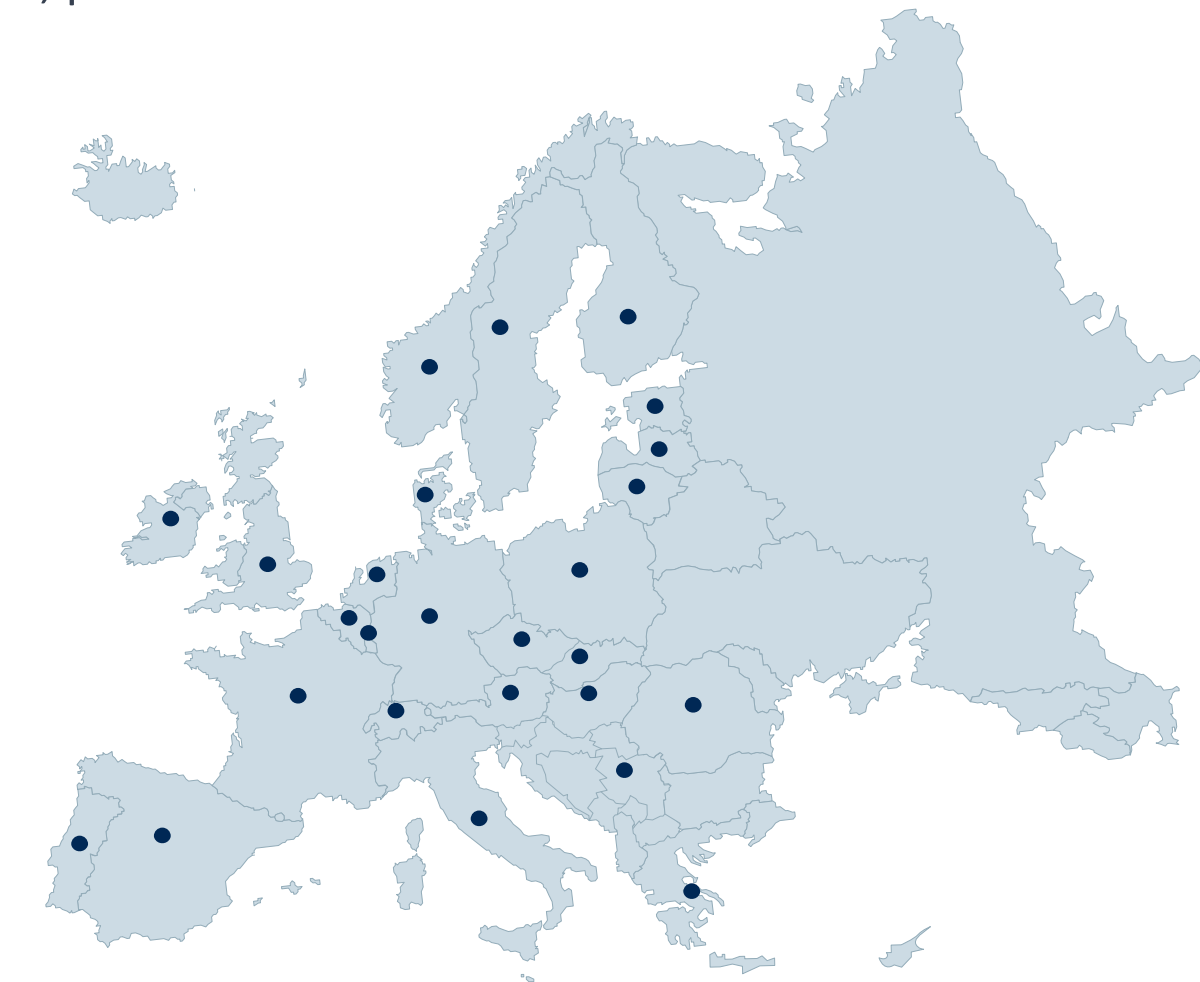
### Purposes:

- Loan Security
- Financial Reporting
- Insurance purposes
- Private pension fund
- Mergers & Acquisitions
- Legal Proceedings
- Decision-making purposes
- Contractual purposes

**10+**  
Countries

**45+**  
Offices

**270+**  
Valuers



# PRAXI Human Resources

## EXECUTIVE RECRUITMENT

- Executive Search in Italy and abroad
- Selection Assessments
- Onboarding
- Compensation Surveys

## TRAINING

- In-house and Intercompany Training
- Coaching and Leadership Development
- Training Management
- Training Evaluation

## PEOPLE STRATEGY

- Management Audit
- Job Profiling
- Competence Systems
- Performance Management

## IT TOOLS

- PRAXI4People
- PRAXI4Leadership
- PRAXI360°

PRAXI offers Executive Search and HR Consulting through the international network **PRAXI Alliance**.



# PRAXI Alliance

COMPETITION IS GLOBAL. BUSINESS IS LOCAL.

We find and assess the most suitable individuals for your open international roles, from Top Executive mandates to challenging managerial profiles.

High performers can also be cultivated from within your organization through strategic assessment and development initiatives.

With us, your ability to identify, develop and support your organization's potential extends globally.



**5**  
Continents

**30+**  
Countries

**50+**  
Offices

**200+**  
Consultants

**1000+**  
Placed executives  
in the last 3 years



# PRAXI Intellectual Property

## DEFENSE AND DEVELOPMENT OF INTANGIBLE ASSETS

- Brands
- Domain Names
- Patents and Utility Models
- Design and Patterns
- Plant Protection Rights
- Geographic Indications
- Semiconductor Topographies
- Trade Secrets and know-how
- Copyrights



# UpsideTown

## REAL ESTATE & GREEN ENERGY

In 2021 PRAXI made a strategic equity investment in UpsideTown.

UpsideTown is the only equity crowdfunding platform in Italy combining the selection of investment opportunities both in real estate and green energy sectors.

Mission: To contribute to the growth of cities by promoting investment operations that add value through urban regeneration and support for the energy transition.

UpsideTown has launched its first real estate and green energy initiatives in recent months, with the goal of diversifying the offering by bringing product innovation.

In particular, it has launched the first digital placement of a private equity fund dedicated to renewable energy, with a focus on energy communities in Italy.





## China Desk

PRAXI has launched a CHINA DESK with the mission to support Chinese companies conducting business in Italy, either through a direct subsidiary or through the acquisition of a shareholding in an existing Italian company.

In order to build a bridge between the Italian and Chinese cultures in the consulting services environment, we have:

- joined the Italy China Council Foundation, to improve its understanding of the needs that Chinese companies have
- specifically appointed a consulting team that includes Chinese natives
- launched a Chinese website promoting a selection of its consulting services, specifically targeted to support Chinese endeavours in Italy.

PRAXI has many years of experience working with Asian entities in the Industrial Property sector in China, and before the administrative bodies and the Courts, assisting Western and Chinese customers.

Our Partners include a Member of the China National Advisory Center for Overseas Intellectual Property Dispute Settlement.





## PRAXI Group

### PRAXI

Management Consulting

Bologna - Florence - Genoa - Milan - Naples

Padua - Rome - Trento - Turin - Verona

[www.praxi.praxi](http://www.praxi.praxi)

### PRAXI Intellectual Property

Industrial and Intellectual Property Consulting

Turin - Civitanova Marche - Florence - Genoa - Lugano - Milan

Padua - Rome - Savona - Trento - Venice Mestre - Verona

[www.praxi-ip.praxi](http://www.praxi-ip.praxi)

### PRAXI Alliance

Worldwide Executive Search

[www.praxialliance.praxi](http://www.praxialliance.praxi)

### PRAXI Valuations

Global Independent Advisers

[www.praxivaluations.praxi](http://www.praxivaluations.praxi)

### UpsideTown

Real Estate & Green Energy Crowdfunding

[www.upsidetown.it](http://www.upsidetown.it)

### Consalia

Sales Business School

London

[www.consalia.com](http://www.consalia.com)



[www.praxi.praxi](http://www.praxi.praxi)

