

A&D Investment Banking & Restructuring Professionals

Nicolas Dellachiesa DIRECTOR



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PROFESSIONAL QUALIFICATIONS

Nicolas Dellachiesa is a Director of the European Aerospace & Defense (A&D) Investment Banking (IB) team. Based in London, his primary responsibilities include the origination and execution of all IB-related transactions across the A&D industry in the EMEA region, encompassing all forms of mergers and acquisitions, fund raising and corporate divestments.

He previously worked on the buy-side for a \$200m London based private equity fund, originating, executing and managing investments. The fund's hands-on approach to value creation allowed him to acquire valuable experience in company's due diligence, turnarounds and business development. During his time at Citigroup's M&A Industrials team he worked in a variety of financing and M&A transactions involving A&D companies and diversified industrial company with an A&D component.

Additionally, Nicolas had a fast-track career at the Airbus group holding several leadership and management positions across the company. As part of the group's innovation initiatives he was part of the team involved in the elaboration of the business plan for one of the group' new ventures, thereby gaining industry strategic knowledge.

Nicolas graduated first in class from Institut National des Sciences Appliquées and holds an MBA from London Business School. He is a native French and Spanish speaker and an approved person, holding the FCA's CF30 certification

PROJECT EXPERIENCE

- Advised AkzoNobel on the acquisition of Mapaero in 2019
- Assisted Verde Beef CEO (Private Equity owned Agribusiness company) on the elaboration and execution of company's restructuring operational and strategic plan
- Led Awash Wine's (Private Equity owned Beverage company) operational and financial turnaround
- Led Airbus procurement team to build 40+ commercial strategies and completed a €2bn procurement cost optimization project
- Managed Emirates \$2.9b A380 cabin customization project

INDUSTRY EXPERTISE

- Airlines
- Aerospace
- Defence
- Industrials
- Chemicals
- Agribusiness
- Food and Beverages

FUNCTIONAL EXPERTISE

- M&A
- Restructuring and turn-around
- Private Equity
- Procurement
- Strategy
- Sales and Business Development
- Programme Management