



# TATUUS

RACE CAR MANUFACTURER



## PRO MAZDA

**Tatuus PM 18 turn the US on!**

## BRDC

**The rebirth of British F.3**

## ELMS

**Norma M30, sky is the limit**



**FORMULA 4**  
**Italians do it faster**



TATUUS RACING ACTIVITY

INNOVATION





**VIDEO**

# **De Bellis: «2017, a major breakthrough year for Formula 4»**

**What's the reason  
behind the Tatuus  
name and logo?**

**The state of things  
at Tatuus for 2017...**





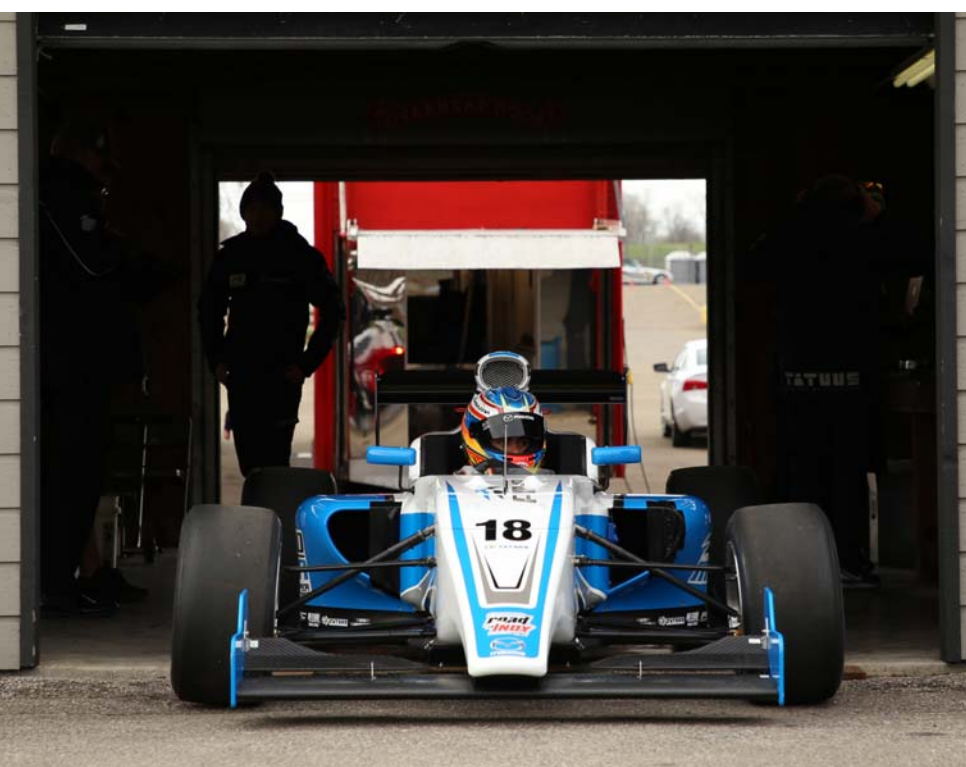
# PM-18, America's queen

The Tatuus PM-18 racecar completes the renewed Mazda Road to Indy presented by Cooper Tires ladder. It will mark a step forward in terms of performance while retaining the same safety standards of the smaller USF2000 car with an eye on cost control. Already on-track for testing, it already impressed in the USA



Mazda Road to Indy is a successful ladder where Made in Italy is a major part into play. In the two series at the top of the open-wheel system, the chassis are provided by Dallara while in the two initial steps, Tatuus is the leading character of the entry-level USF2000 and, starting from next season, of ProMazda. The latest product developed by the Italian factory is the PM-18, which will bridge between USF2000 and IndyLights. Presented last December, it's now ready for testing. The PM-18 replaces the aging Elan Pro Mazda introduced in 2004 and is set to redefine the parameters of the series. And that works terms of

costs too, considering that the new car uses the same chassis of the already-impressive USF2000. The safety-levels are the ones mandated by the FIA standards including anti-intrusion lateral panels, front and rear crash boxes, the Hans device, wheel tethers and some additional measures for racing on ovals. It's a state of excellence in terms of technology including upgrades, compared to USF2000, like a 2-plane rear wing, a front wing with adjustable flaps studied for ProMazda and other components. The engine is a 2-liter Mazda MZR-PM18 with 275 horsepower, developed by Elite engines with a



Scot Elkins  
project manager  
Pro Mazda







Cosworth SQ6  
ECU and six-speed SADEV SL82 plus limited slip  
differential.

«It's a huge leap forward», explains Scot Elkins, Pro Mazda and USF2000 project manager «and it's based on everything we did until now. The performance level will be pretty superior compared to USF2000 and that will be key to enable a smooth transition towards IndyLights. The pillar of the whole ladder is the use of financial incentives provided by the promoter during the transition year,

including a scholarship for IndyLights increased to 200.000 dollars for a total of 790.300 dollars, plus other incentives (Cooper Tire award and an entry award) that brings the total scholarship to 1.1 million dollars. The top three finishers will be granted a test day in IndyLights and the best rookie will receive a Mazda roadcar. «The PM18 is beautiful to watch», said Chris Pantani, events manager of Cooper Tires, the company that is supporting the whole ladder. «With the launch of the new IL-15 and now the arrival of USF-17 and PM-18 the Mazda Road To Indy Presented by Cooper Tire is now completely revitalized».





## Johnny Unser interview for Tatuus Magazine

# «Incentives and amazing cars, the pillars of Road To Indy»



A chat with Johnny Unser, cousin of Al Unser Jr and part of one of the world's most famous racing families, who is now the Race Director of Pro Mazda. As a former driver he is a great fan of the Tatuus racecars, underlining how riche the Dan Andersen Promotion package is. The open-wheel ladder is getting even more attractive to a new generation of drivers aiming for Indy Lights and IndyCar





**Are you satisfied with how the Indy Lights Presented by Cooper Tires is coming through?**

"With all the incentives in place (the added Mazda scholarship to the winner, the top-three drivers get Indy Lights Presented by Cooper Tires tests and the Rookie of the Year gets a new Mazda street car) it's a great package. It's a transition year so we must get the word out there. I think we'll see more drivers as the season goes on. There is a huge opportunity for drivers to take advantage of this season".

**Do you think the Tatuus PM-18 is the right car to develop great driving skills in the young drivers? And why? Have you had the chance to test the new car?**

"Absolutely. If you put 2017 aside and look to where we think the PM-18 is going to fall in regards to lap times, it will be a very linear progression from USF2000 to Indy Lights. That car is going to be fast, with more horsepower, more grip and more downforce than the USF-17. It's going to be great. The Tatuus USF-17 is a great progression, especially for drivers coming into the series from karting. It's very quick and it drives more like a go kart. As you progress toward INDYCAR through the Mazda Road to Indy Presented by Cooper Tires, you get more horsepower and more grip and this progression shows that. The PM-18 is a progression from the USF-17, with upgrades to the engine, bodywork, tires and wheels. It's been well thought out, with great people working on the program both from Andersen Promotions and Tatuus. I can't wait to see the PM-18. Testing will start this summer, but with all the computer simulations and the performance of the USF-17, we have a good idea of what it's going to do.



We have the platform already, we're just adding to it. We have been incredibly impressed with the performance of the USF-17. The feedback from drivers has been great and the level of competition is extremely high. It will be quite the season as the teams and drivers develop".

**Which is in your opinion the major strength of the series?**

"The incentive package that Andersen Promotions put together with Mazda is a great strength for the series. You don't see this kind of package anywhere else in the world".

**Is there any young driver that you can identify as a top pick for the future?**

"If I had to pick one, I would have to say the Mazda Scholarship driver this season, Anthony Martin. He won USF2000 last year and has proved he can win races so he'll be someone to keep an eye on. I also think Nikita Lastochkin will be tough – he's very aggressive. It's hard to pick against last year's champs, Team Pelfrey. But it's going to change throughout the season. There are some very good drivers in this series and they will progress as the season goes on, and I think we'll see the same thing in USF2000. Spring Training has been a great chance to see how the teams and drivers are coming along".

**You are a former driver and a race director: can you compare for us the old and new generations of drivers? For example: is there more fair-play now or in older times?**

"The kids from this era are predominately coming from go karts, instead of sprint cars, so it's a different world. The biggest difference is more simulation work, from iRacing to whatever. These kids get good by sitting in front of a monitor at home. If you'd told me that when I was driving, I'd have told you that you were crazy. But I've seen it over and over and it works. Add that to the karting background and they're phenomenal right out of the box. That's why we see such competitive fields. That's fun to watch. It's hard to believe how well it transfers to the real car. I don't think the attitudes have changed all that much over the years. You see the kids that take it seriously and are very professional, versus the kids who are more relaxed about it. That's just the way life is. I'm impressed with most of these kids. What we're trying to do on the competition side, from INDYCAR all the way down to USF2000, is the way we officiate. We want these kids to know exactly what to expect from the entire Mazda Road to Indy. We want these kids to know what they can and can't do on the racetrack. It will never be black and white, but we're trying to take away more of the gray area. That's our goal and we're making good strides. We're not all about penalizing drivers, but we want to be able to explain to them and make them understand what works and what doesn't".

**The whole Mazda Road to Indy ladder system – as well as IndyCar - is run on Italian-made cars: why 'Italians do it better' for American single seaters cars?...**

"I think Tatuus put together a great car that makes sense financially, that is easy for the teams to work on and understand, but still with a great deal of technology and performance. If you can do that, at the right price, you have a winner and obviously, that's happened here. It's been a home run so why would you choose anyone else? When you look at some of our competition, I really believe this is a much better experience".

**As a racing fan, would you like to see more F1 GPs in the US and some IndyCar races in Europe?**

"To be completely honest, I'm not really an F1 guy, so I think the Austin race works just fine. But INDYCAR in Europe again? That would be cool to spread our wings. It would be great to see a race stick, but there are so many great tracks that I'd love to see them race at".



# Three is the magic number

The famed British Formula 3 category returned to the UK motorsport scene in 2016, as a new car complete with Tatuus chassis, updated Cosworth engine and a more advanced aerodynamic package was introduced to the BRDC British F3 Championship. Now 2017 is set to be bigger and better than ever









by Adam McDaid

The British Formula 3 Championship has long been seen as a proving ground for F1 hopefuls of the future, with former champions such as Ayrton Senna, Mika Hakkinen and Daniel Ricciardo amongst its alumni. However, after spiralling costs and ever decreasing grids led to the series abandonment in 2015, it looked as if that history had come to an abrupt end. However, former F1 driver Jonathan Palmer's MSV operation eyed the gap in the market and enlisted Tatuus to produce a new car for its BRDC Formula 4 Championship, featuring a more advanced aerodynamic package and upgraded engine. So successful was the creation put together by Tatuus and MSV with lap times not far from European F3 pace that, ahead of the 2016 season, the championship acquired the British F3 name with the support

of the FIA to provide the perfect feeder series from FIA F4 categories to European F3 and GP3.

A high-quality international grid was assembled for the 2016 BRDC British F3 season with renowned single-seater outfits such as Carlin, Fortec Motorsports and Double R Racing joining the category. Lando Norris, a rising star in the motorsport world, shone early on in his part campaign as the championship visited the UK's best circuits such as Brands Hatch and Oulton Park before heading to the daunting and fearsome Spa-Francorchamps in Belgium as the bumper grid of drivers were pushed to their limits. Four drivers, including Australian Thomas Randle and Brit Toby Sowery, were the main protagonists in the title fight but eventually it came down to just two drivers; Carlin's Ricky Collard and Double R Racing's Matheus Leist.

Collard held a comfortable lead heading to the season finale at Donington Park but a dramatic opening race saw the pendulum swing in Brazilian Leist's favour. Collard came to blows with Leist's compatriot Enzo Bortoletto as he attempted to make up ground lost at the start of the race and, with Leist winning the first encounter of the weekend, his advantage in the overall standings was overturned and he couldn't recover on the final Sunday of action.

It was a dramatic end to what was a superb year in BRDC British Formula 3, as the Tatuus-Cosworth car performed flawlessly across a demanding 24-race season. The praise was forthcoming from both drivers and team members, with Renault Sport F1 driver Jolyon Palmer, who tested the car prior to the start of the season, saying: "You can tell straight away that it is a great racing car."



Enaam  
Ahmed





Jonathan  
Palmer  
with  
Matheus Leist





The high-speed corners are taken so quickly. Everything in the chassis is direct and stiff. It is a great learning environment for the drivers.”

Enaam Ahmed, who finished fifth overall in the 2016 standings for Douglas Motorsport, commented: “The car is so quick! The downforce and the power of the Tatuus-Cosworth are absolutely incredible. It is a good stepping stone on to FIA F3 or GP3.” Anthony ‘Boyo’ Hieatt, Team Principal of champion outfit Double R Racing, was also full of praise for the Tatuus-built machine, stating: “Drivers are raving about the car and they’re right to – it’s fast, very good from an engineering and team perspective to work with and also pretty close to Euro F3, which is obviously perfect for drivers looking to progress up the ladder.”

The MSV F3-016 utilises a carbon fibre chassis from Tatuus, the same basic monocoque as used in FIA F4 series’ but with some significant upgrades. Whilst meeting all the latest FIA F3 safety regulations, featuring side impact panels, front and rear carbon impact structures, wheel tethers and extractable seat, it also boasts a stellar aerodynamic package featuring highly adjustable front-wing and two-piece rear-wing in addition to an F1-style front splitter and rear diffuser. It also boasts a six-speed sequential gearbox

with paddle shifters provided by Sadev and fitted with a limited-slip differential unique to BRDC British F3. Twin wishbone suspension with two-way adjustable dampers and adjustable front and rear anti-roll bars provide drivers with plenty of scope for set-up changes, whilst the braking system is supplied by AP Racing and hosts 4-piston front callipers and floating, grooved and ventilated discs with 2-piston rear calliper and fixed vented rear disc.

Heading into 2017, the BRDC British Formula 3 Championship continues its position as UK’s

leading single-seater series, and is set to attract another strong grid consisting of some of the best Grand Prix stars of the future. Another frantic and thrilling 24 races of action are sure to ensue as the championship criss-crosses the UK and visits continental Europe and Spa-Francorchamps once again. With the fantastic Tatuus-Cosworth car at their disposal, the drivers on the 2017 grid are best placed to follow in the footsteps of Senna, Hakkinen and Ricciardo to become a British F3 champion and continue their motorsport dream.





# 300V

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**MOTUL**





Thomas  
Randle





# The year of maturity

The 2017 Toyota Racing Series season, the third of the new technical era, turned out to be a great proving ground for the specifically-designed Tatuus FT-50 racecar



by **Silvano Taormina**

After a brilliant debut in 2015, when the new car received the legacy of the older FT-40 model which was coming from an evolution of the early 2000s Formula Renault 2.0 chassis, the new FT-50 designed by de Concortez-based manufacturer continued to impress the local teams for its safety, reliability and set-up responsiveness. All of that without impacting on the driving precision required due to a purposely researched reduction in downforce. The 2017 season was the year of maturity for the FT-50. Together with

the ethanol-powered Toyota ZZ-GE 1.8L engine, the car completed a path in search of excellence and definitely raised the bar in terms of competition. The increased performance level was confirmed by the fact that in four of the five rounds run over the last two years, the previous track records were broken. For the first time since 2014, after the wins by Lance Stroll and Lando Norris, the title went to a driver with a good amount of experience behind the wheel of the FT-50. Rookies also had the chance to showcase their skills weekend after weekend also thanks to the amount of track time offered by the series.



Pedro Piquet

### Championship standing

1. Randle 855
2. Piquet 850
3. Verschoor 843
4. Armstrong 792
5. Daruvala 781
6. Ahmed 586
7. Cockerton 574
8. Habsburg 552
9. Leitch 502
10. Lalibertè 498
11. Soori 423
12. Blackstock 421



Thomas Randle





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## Randle wins the battle with Piquet

As noted earlier, the 2017 campaign of the TRS showcased a great battle between veterans and rookies, some of them making their first steps in single seaters. The title went to Thomas Randle of Victory Racing, coming back to the series after running in 2015. The Australian emerged after the first part of the season with three poles, two wins and seven podium finish. Only five points separated him from Pedro Piquet, at his third season in the championship. After a tough start, Piquet had his breakthrough in the final stages and in a tense season finale, he even managed to hit the top at Manfeild. In a stunning wheel to wheel confrontation in the last race of the season, Randle got it won and jumped back out front. Among the early favourites, Jehan Daruvala ended up only fifth. He was really efficient in qualifying but not consistent enough through the races.

## Armstrong, Verschoor make great debuts

Unlike happened at the end, the first part of the year highlighted the rookies. Marcus Armstrong, part of the Ferrari Driver Academy, left a strong impression by cruising to win in race 3 of the inaugural round at Rapuana before doing it all again twice. It was a similar story for Richard Verschoor, coming from the Red Bull program. Despite leading after two rounds thanks to a 1-2 finish in Teretonga, he slightly lost his way. Still among rookies Enaam Ahmed did well with a sixth place in points and a win in Race 2 at Hampton Downs. There was no shortage of spectacular crashes starting from the ones involving Brandon Leitch and Cristian Hanh at Manfeild. They both underlined the high safety standards of the Tatuus FT-50.







Marcus  
Armstrong

## Palmares

2005 - Brent Collins (BC Motorsport)  
 2006 - Daniel Gaunt (International Motorsport)  
 2007 - Daniel Gaunt (International Motorsport)  
 2008 - Andy Knight (Knight Motorsport)  
 2009 - Mitch Cunningham (Giles Motorsport)  
 2010 - Mitch Evans (Giles Motorsport)  
 2011 - Mitch Evans (Giles Motorsport)  
 2012 - Nick Cassidy (Giles Motorsport)  
 2013 - Nick Cassidy (M2 Competition)  
 2014 - Andrew Tang (Neale Motorsport)  
 2015 - Lance Stroll (M2 Competition)  
 2016 - Lando Norris (M2 Competition)  
 2017 - Thomas Randle (Victory Racing)



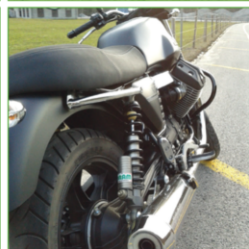
Richard  
Verschoor



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Andreas Jenzer, founder of the eponymous Swiss squad, shares his expectations regarding the 2017 F4 Italia series, underlying the great organization and technical package aimed at the best young prospects in motorsports

INTERVIEW  
ANDREAS  
JENZER

**First of all, what are your expectations for the series?**

"Considering that we won the 2016 title with Marcos Siebert, we would like to repeat and the goal is to end up in the top-3 of the championship".

**Do you think Prema will once again be your main rival?**

"As always, Prema is a great team and will continue to be a tough contender for us, no doubt about that".

**How did the winter tests at Misano, Monza, Mugello and Imola go for Jenzer Motorsport?**

"Testing went really well for us. This season there are new rules in the Italian F.4 Championship not only regarding the participating teams and their number, but also for the possible addition of a race 4 and the increased running time for race 3 which will now last as long as the two opening heats. It's very important for everybody to test the car and log laps. There is still some time to go and we are collecting valuable data for the team and drivers. As always, rookies have to run, for example our new drivers Federico Malvestiti and Kush Maini. They are still missing some experience in terms of driving while Giorgio Carrara must bolster

"La F4-T104  
è il miglior  
prodotto  
per la F4"

Kush  
Maini



his character and mentality. The return of Job Van Uitert and Giacomo Bianchi have been really important because rookies can definitely learn from them and they are actually doing so”.

#### **What persuaded Jenzer Motorsport to join the Italian series after being part of the German F4 Championship?**

“From 2015, Jenzer Motorsport has always been running in Italy, both in Formula Renault and Formula Abarth, relying on the Italian promoters. We joined in 2014, the first year for the championship. The organization led by WSK is the best and we will run many races in Italy. Not all of them though because we will also enter three rounds in Germany and will go where our customers want to. In addition, Jenzer Motorsport loves good food and the Italian way of life. Luca de Donno and ACI did an amazing job for team and drivers and I want to pinpoint that. The entire weekend system works well, but sometimes we would like not to have the final races late in the evening but right around lunch, because it’s important for 15 and 16-year-old kids to go to school on the following day instead of sleeping because of the travel back home. Education must not be underestimated. We know how the weekend works though, and we act accordingly”.

#### **Can you describe your line-up for the 2017 Formula 4 championship?**

“Last year we saw what Job Van Uitert can do. He shouldn’t have been into the Italian Championship but things turned out differently. He is coming from the Netherlands and for him, running in Germany would have made sense. After the first race he switched to the Italian Championship, entering in full scale and ending up with a well-appreciated fourth place in standings. Giacomo Bianchi debuted in 2016 and he was very inexperienced but since testing and from the first race he pushed really hard. We expect great things from him. Federico Malvestiti drove for a different team last season, and learned a lot by battling with his team-mate. It’s become apparent in the last few tests, and Federico is showing good things. Kush Maini is really young and emotive. Last year he was fast in some races but also faced some crashes. We met him because of the relation we have with his brother Arjun Maini, who races with us in GP3. Last year Kush made his way to Jenzer Motorsport and saw how we work, becoming really impressed. So, with the support of his father, he entered F.4 to try and complete the championship. Giorgio Carrara is an Argentinian driver, the second one after Siebert to rely on Jenzer Motorsport. He







Federico  
Malvestiti



Job Van Uitert



Giacomo Bianchi

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has a 2-year program with us and we see that he learns fast. He's calm and really professional. We are looking forward to see him in action and, at the end of the years, we will draw a balance".

**Do you think that Van Uitert will have more than one chance to win in 2017?**

"Tough to say. If we consider last season's results yes might be the answer, but we don't know what can happen for example among the team. I think that all our drivers can say they have good chances, but Van Uitert has definitely more chances as he knows the team well. Also, we always worked well together".

**Who has been the most impressive rookie so far?**

"Carrara impressed me a lot because he had never driven in F4. He is the real rookie among us".

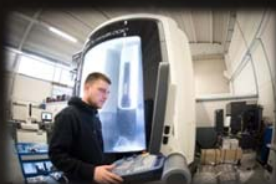
**Are you satisfied with the Tatuus F4-T104 car? Do you think there are components still to be improved on it?**

"Jenzer Motorsport and Tatuus have been working together since 1998, with Formula 4 now and Formula Renault some time ago. I think that for developmental championships, this little Tatuus car is the best possible product and I really can't see where we could possibly improve considering the cost windows in series like ours. Considering the budget, they are fantastic.

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INTERVIEW  
ROBERTO  
CAVALLARI

# JD made Renault history

The historic Italian team-manager introduces us to the new season of Eurocup Renault, with 30 cars lining-up for a 10-round schedule on some of the most important venues of the continent. For JD too, the Tatuus-Renault-Michelin is a winning one





Alexander  
Vartanyan

It is the team with the longest history in Eurocup Renault, as the series is set to start on the 23 April weekend at Monza. JD Motorsport remained faithful to the French series for many years now and in one of the most interesting seasons so far with quality circuits and ten rounds, will be fielding three Renault cars for Jean-Baptiste Simmenauer, Sun Yue Yang (a Chinese Renault Academy driver) and Alexander Vartanyan, a Russian coming from the Junior SMP program. Both SMP and Renault put their faith in JD confirming the professional level of the team owned by Roberto Cavallari.

«In the last few months, Renault did an amazing job managing to create a 30-car field. Something that never happened in recent years. The series is the one with the highest car counts at European levels. Renault also had to cap the entry to 30 cars but there would have been space for more. There has been good promotion too in the last few months. Some of the requests made by the teams were put in practice, bridging the preexisting gap. Another key aspect is that Eurocup welcomes drivers from the Red Bull Academy, together with racers coming from the Renault and SMP programs. Recently, Red Bull had left the series a bit and the return of young drivers is particularly significant in terms of the return of Eurocup to a central role».





Jean-Baptiste  
Simmenauer

#### Which are the aspects that were improved?

«First, an increase in terms of number of races. Renault set a cap to seven rounds for Eurocup, NEC and ALPS. So they decided to increase to 10 enabling drivers to be less dispersive. Before they lined-up in more Renault championships, European or not, to add more races. With 10 rounds and double or triple races, things change. Then, who will want to, will be able to add a NEC race will be able to do. The schedule is great, we will be going on a lot of tracks with ties to Formula 1 and in terms of a driver it's really important to know all the tracks that you will line-up on in the rest of your career. We will be at Monte-Carlo and also at Pau, a benchmark in terms of European Formula 3. Another aspect is the increased social network presence of Renault. It's an interesting aspect, considering that the drivers of this series are really young and constantly online. It's necessary to be on Twitter and more. Not only for those who are already in Eurocup Renault, but also for people who is still not there».

#### You spent a lot of years in the Renault environment and that means a long relationship with Tatuus...

«Tatuus is Renault, nothing to say. It was decided to carry on with this car until 2018 to enable team to avoid heavy investments in a difficult economic environment which might turn into a problem. The current Tatuus might have five years on its back, but it's still a great car and the Italian manufacturer brings new updates every year to improve the product. For example, this year we will have a small fixed camera that will enable the teams to monitor every situation, also helping the stewards. I'd say that the package of car (Tatuus), engine (Renault) and tires (Michelin) is the best available».



Sun Yue Yang





Alexander  
Vartanyan







ELMS

# A new challenge for the Norma M30

**The prestigious European series has a 36-strong roster for 2017 with interesting technical contents including the debut of the Norma M30 racecar, developed jointly with Tatuus**

The European Le Mans Series is ready for its 2017 debut next weekend at Silverstone. There will be 36 teams on the entry for the prestigious continental endurance series. The LMP3 class, welcoming the brand-new Norma M30 designed in collaboration with Tatuus, will be the most populated category with 16 cars. A small step back which will be compensated in the 2017 ELMS by the addition of more teams expected along the way with part-time programs to test their new cars. The LMP2 cars also left a strong impression with their new chassis and more powerful engines, promptly surpassing the 300 km/h barrier (the fastest man was James Allen with the Graff Oreca 07 at 314.9 km/h. It was the same speed of the LMP1 cars of the previous era at the 2008 1000 Km of Monza).

In LMP3, the Italian banner will be held the Oregon Team. They will be challenged by top international squads, like the one owned by former soccer World Cup winner Fabien Barthez, partnered by ex F1 driver Olivier Panis. In addition to the management duties, Panis will also race in LMP2 with another team.

During the March 21st shakedown at Monza, it was Andrea Roda to get a first taste of the Norma M30, logging a fair amount of laps in front of the technical staff of the French manufacturer. In preseason testing, held at Monza on the following week, the car was shared by series rookie Dario Capitanio and Andrés Mendéz.

## Calendar 2017

15/04 – Silverstone (UK)  
14/05 – Monza (Ita)  
23/07 – Red Bull Ring (Aut)  
27/08 – Le Castellet (Fra)  
24/09 – Spa-Francorchamps (Ola)  
2 – Portimao (Por)



# «Collaborating with Tatuus is essential to growth»

Federico 'Jerry' Canevisio, together with Giorgio Testa, is the true heart and soul of Oregon Team. The Italian squad will take part in the 2017 ELMS with the Norma M30. We talked with him after preseason testing in Monza and before their race debut.

«We sought a long-term program, minimum two years, and we won't hide the truth. We want to win races and championship titles. One year will serve as a training ground, the second to go for the win. This is our first season so we are ready to face every circumstance, we know the issues that might arise. There is still a relationship with the manufacturer to focus on, but 20 days more or less on the schedule are certainly not making a difference today».

How did the Monza testing go?

«We did not face a single technical issue so we are extremely satisfied. Many solutions were tested and the outcome was really positive. Sure we would have preferred to do some additional laps. Let's say we will still be inexperienced at our first race. For us it will be a long distance test. Hoping it won't rain.»

Why did you choose Norma?

«We chose the Norma M30 mainly because Tatuus was behind it. The opportunity to collaborate closely with the engineering company that designed and marketed it will make us grow up quickly, we're sure. I really thank the men from Concorezzo and I'm sure we are going to have some great satisfactions. It's still early to appreciate its advantages. The car started well as a baseline and everybody agreed on that. Only one test is still too early to understand it deeply. This is the goal we have for the round in the UK».

You will have a line-up including Andrea Roda, Andrés Méndez and Dario Capitanio: what are the expectations?

«We have a very well-sorted trio. There aren't famous names but it's the right way to go at the first year in a new series for us, with many variables to test. We rely on one of the quickest bronze driver available on the market and two reliable and consistent silvers. It's an adequate choice considering the goals we have set for 2017, in a season aimed at making experience».







# By the side of motorsports

An interesting chat with Edoardo Calcaterra, the corporate law specialist from LCA that followed the acquisition of the majority of Tatuus shares by the Wise SGR fund. In order to find a way in a changing world, which is becoming every day more complicated, the assistance of specialists has become key for teams, companies and drivers hoping to sign the most favourable contract. The hottest market? The Middle East





**Can you describe us the major steps and the timing of the agreement between Tatuus and Wise SGR that you followed for the Italian factory?**

«The operation started just about a year ago thanks to the financial advisor of the Tatuus shareholders, DVR Capital. They put them in contact with Wise SGR. Wise, represented by Fabrizio Medea, quickly showed interest for Tatuus due to their great performance levels, the prospects of growth and the peculiarities of the business. The operation articulated in several phases. After a first manifestation of interest by Wise, the latter performed due diligence on the companies. At the same time, the lawyers started working on the two contracts which were signed on February 15th, 2017. The closing, meaning the transfer of the controlling stake happened on March 16th, 2017.







**What is the current structure of your business? What are the main fields of activity? What are the skills on offer to drivers, teams, factories working in motorsports?**

«LCA is a dynamic and internationally oriented environment. It is specialized in legal assistance to businesses and is located in Italy, in Milan (headquarters), Genoa and Treviso (in the H-Farm), and in the UAE in Dubai. We are a multipractice office offering a wide spectrum of services. LCA basically assists businesses. And the auto factories are businesses. The team are structured as companies. The drivers are real companies with even respectable budgets. The main actors in motorsports are an ideal target for structured operations like we are. Our company law department follow factories and teams from start to finish, not only relating to extraordinary operations, like the change of ownership of Tatuus, but also to day-by-day operations, from the distribution of cars to the relationship with suppliers and customers, the management of all the legal corporate matters. Our intellectual property department has a lot of experience in setting up sponsorship and image rights contracts for drivers and other celebrities. It manages brand portfolios of sportsmen and companies, even outside motorsports, and protects inventions and innovations from the factories and teams, copywriting the technical solutions used. Of course, in a world dominated by media, we also deal with TV rights and our labour law department have been managing driver contracts for years now. Also, our litigation department focuses on sports-related controversies and has substantial experience in the matter».

**Can you explain what the funds that have become so important in Motorsport are, and how they do operate?**

«If we have to simplify, private equity funds collect capitals from private citizens and institutional investors (banks, foundations and insurance companies) and invests in unlisted companies with high margin of growth. The goal of this kind of fund is to partner the target company in a growth plan before selling it with a profit or listing it on the stock market».

**Have you followed the recent acquisition of Formula 1 by Liberty Media Group? How many parties are involved in such a deal?**

«Certainly it has been one of the most important operations of the last few years in sports business with an enterprise value of 8 billion dollars and an equity value of 4.4 billion dollars. The main parties in this kind of talks are obviously the buying fund, the sellers and their financial and legal advisors».

**Let's imagine an hypothetical contract between a driver and a team. Where do you start from, what are the conditions to get sorted, what are the tricks?**

«The tricks vary according to the assisted party. If you assist the team you will try to “exploit” the driver as much as you can with the less possible warranties. When you assist the driver you try to get as many concessions as you can not only in terms of money, but also in terms of safeguards. The main matters approached are the duration of the deal and the salary, the prizes for results (podiums or championships) the image rights for both the team and driver, sponsorships, merchandising, insurance, the cost for the driver's assistants. Then you go into some apparently insignificant details that are indeed pretty important like the ownership of the trophies, the type of space dedicated to the driver in the paddock, the number of passes that the driver can give out to partners and sponsors».

**You also operate in Dubai. How did this connection start and how did you learn Arabic? Is the Middle East an interesting market for motorsports?**

«My interest towards the Middle East started with a simple experience that turned into a professional occasion. As a kid I lived for nine years in Tunisia. In 2016, seeing that the interest of clients towards the middle east was growing, LCA decided to establish a base in Dubai, which is the main hub of the whole area. It is a bridge between east and west. Certainly, the Middle East is a key market for motorsports and for the automotive world in general. Big part of the luxury cars sold around the world are in that area and that two Formula 1 grand prix are held there (Bahrain, Abu Dhabi). Plus, Ferrari launched its own theme park which was since awarded the Middle East's Leading Tourist Attraction prize at the 2015 and 2016 World Travel Awards, and there is an Arabian Formula 4 series running since 2016. All of that, together, clearly shows how interesting the area can be for motorsports and for autos as well”.

**Stefano Semeraro**





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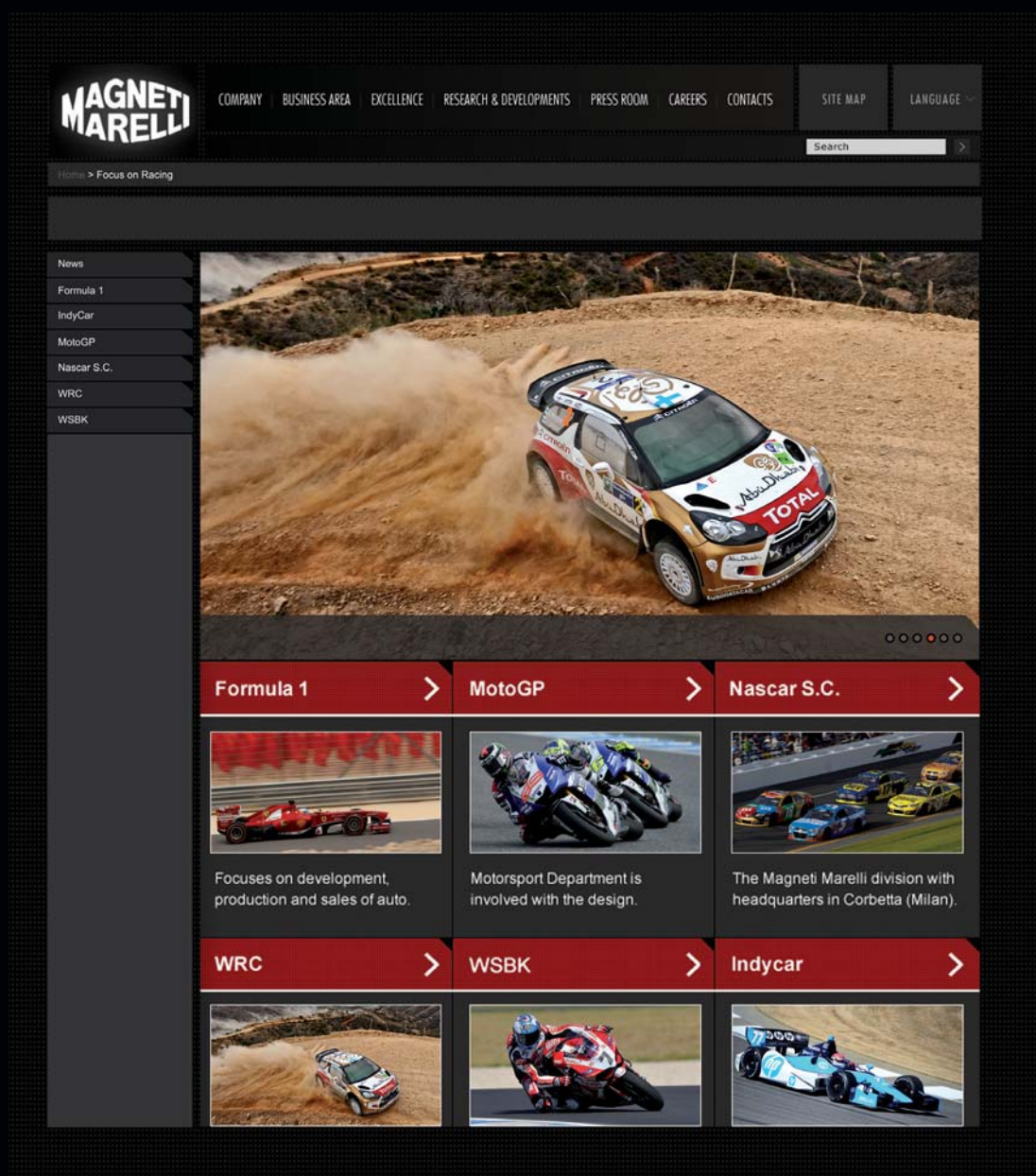
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