ANDREA LOVISATTI

Licensed Dottore Commercialista | Independent Corporate & Restructuring Advisor | Interim CRO
+39 335 1232640 | andrea.lovisatti@lovisatti.it | linkedin.com/in/andrealovisatti | lovisatti.com

EXECUTIVE PROFILE

Licensed Dottore Commercialista and senior independent advisor with 30+ years of international experience in corporate restructuring, cross-border transactions, international tax matters, and controlled exits from the Italian market. Former Equity Partner at Ernst & Young and Senior Manager at KPMG.

Provides non-conflicted, on-the-ground leadership for foreign multinationals, Private Equity firms, and law firms navigating Italy's complex corporate, labor, tax, and regulatory environment. Particular experience bridging foreign headquarters and Italian subsidiaries in situations requiring both strategic judgment and hands-on execution.

- **M&A Transaction Leadership (Sell-Side):** Represents ownership in divestitures; leads value creation, end-to-end negotiations, virtual data rooms, due diligence, and transaction execution.
- **Corporate Restructuring & Exit Management (Interim CRO):** Leads strategic wind-downs and subsidiary closures for U.S. and Northern European groups, coordinating labor, tax, governance, environmental, and operational workstreams while maximizing asset recovery and protecting parent-company reputation.

CORE COMPETENCIES

- **Sell-side M&A leadership:** strategic value creation, transaction orchestration, valuation maximization, virtual data room management, buyer due diligence coordination
- **End-to-end divestiture execution:** cross-functional alignment (Finance, Tech, Sales), term sheet to closing negotiations, operational readiness audits
- **Strategic wind-downs & subsidiary exits:** full P&L oversight, multi-year closure planning, controlled liquidation for international groups
- **Crisis & stakeholder management:** unions, government authorities, press, communities; collective dismissals (Italian Law 223/1991)
- **Industrial restructuring advisory:** financial analysis, EBITDA normalization, debt restructuring, creditor and institutional interlocution
- **Industrial decommissioning & asset optimization:** site remediation, environmental compliance, MPEEM/asset valuation, disposal and recovery maximization
- **International tax & regulatory risk mitigation:** Art. 166 exit tax (TUIR), cross-border financing, Italian administrative and tax complexities
- **Multi-jurisdictional coordination:** neutral intermediary role for foreign HQ across legal, tax, labor, governance, and operational streams

SELECTED MANDATES

Yorglass / Borromini (2025)
Managing Director. Directed union-intensive wind-down within the automotive Tier 2 sector; led sensitive negotiations, sale of machinery and site closures.

FAR S.p.A. (2025–2026)
Advisor. Engaged as restructuring advisor to a steel foundry group in financial distress. Conducted financial analysis across standalone and consolidated accounts, management interviews, EBITDA normalization, and NFP assessment. Developed preliminary strategic options including operational cost reduction, institutional outreach, and asset disposal scenarios.

Schumacher Corporation (2022–2025)
Authorised Representative (General POA). Managed transfer of Italian operations to Belgium; coordinated valuation, collective dismissals, asset sales, and liquidation with Gianni & Origoni; served as final Liquidator.

Fiduciary Tucci and Partners Ltd. / Tessilbrenta S.p.A. (2021–2022)
Managing Director. Served as M&A Transaction Lead for the successful year-long divestiture to SIOEN Industries (Belgium); engineered the investment thesis, led day-to-day negotiations, and orchestrated full-scale due diligence, securing a premium exit.

ALLOS Srl (2019)
Advisor. Managed the full capital sale to EOH Ltd (South Africa, now iOCO).

Bravo Sport USA (2010–2021)
Board Member / Managing Director for Italian branch dissolution; divested Thailand plant; handled wind-down with U.S. PE shareholders.

ERNST & YOUNG (EY) - ITALY & NEW YORK | 2000-2012

Equity Partner | Leader, Italian Desk, New York (2007-2012)

Advised Fortune 500 clients on acquisitions, restructurings, and liquidations. Led audit/tax teams for IPOs (Geox S.p.A., Ascopiave S.p.A., Nice S.p.A.). Managed key accounts including Jacuzzi, Electrolux, Porsche AG, Columbia Sportswear, Terex, Schneider Electric, United Technologies, and Playboy Inc.

EARLY CAREER

- **KPMG Peat Marwick (1997-2000):** Senior Manager; founded and led Treviso Tax Practice.
- **Andersen Legal (1991-1997):** Manager, International Tax.

EDUCATION & QUALIFICATIONS

- **Licensed Dottore Commercialista, Italy** (since 1988)
- **Graduate studies, The Wharton School, University of Pennsylvania** (1992)
- **Bachelor / Master of Science in Economics**, Ca' Foscari University, Venice (Magna cum Laude, 1985)
- **Languages:** Italian (Native), English (Fluent - ESOL C1 Advanced)

CLIENT TESTIMONIALS (2026)

Leonardo Pais, Former CEO, Bravo Sport Corporation

"Andrea was crucial in our multi-jurisdictional exit, executing operational closure and divestitures in Italy/Thailand while ensuring compliance and leading complex employee negotiations."

Dirk Kuyckx, General Manager, Schumacher Europe

"Andrea coordinated production transfer to Belgium and Italian liquidation. His transparent approach maintained employee dedication through dismissals, site decommissioning, and asset sales - highly reliable throughout."

Mark Lecher, CFO, Schumacher Corporation

"During my tenure as CFO of Schumacher Electric, I worked closely with Andrea as he led the complex restructuring of our Italian operations. Serving as an independent Chief Restructuring Officer, Andrea provided the essential neutrality required to bridge the gap between Global HQ and our local subsidiary. His background as a former EY Partner, combined with his deep mastery of Italian labor and tax frameworks, ensured the wind-down was managed with a rigorous focus on compliance and risk mitigation. Andrea successfully navigated the transfer of business to Belgium, the sale of assets, and the ultimate liquidation of the Italian entity. For any multinational navigating the complexities of an Italian exit, Andrea offers a highly professional, hands-on approach that ensures the process remains perfectly aligned with corporate objectives."

Vincent Tucci, Director, Fiduciary Tucci and Partners

"Andrea served as our M&A Transaction Lead during the divestiture of Tessilbrenta, a complex process spanning over a year. He was the architect of the deal's success. Beyond managing the transaction, Andrea took deep operational command - optimizing internal functions and aligning our leadership team to present a world-class investment case. His tenacity in day-to-day negotiations with a major global corporation was unmatched; he defended the company's value with a rare blend of financial rigor and strategic diplomacy. From the initial due diligence to the final signature, Andrea's leadership was the decisive factor in securing a premium exit."

Available for independent advisory and executive mandates involving Italian subsidiaries of international groups.