ANDREA LOVISATTI Interim Chief Restructuring Officer (CRO) & CFO | Temporary Manager Director | Treviso, Italy | phone +39 335 1232640 | andrea.lovisatti@lovisatti.it | linkedin.com/in/andrealovisatti | lovisatti.com

EXECUTIVE PROFILE

A highly accomplished Highly accomplished Interim CRO/CFO and Fiduciary Lead, Chartered Accountant (Dottore Commercialista) with 30+ years of international experience in M&A sell-side leadership, corporate restructuring, and controlled exits from the Italian market. Former Equity Partner at Ernst & Young and Senior Manager at KPMG.

Specialize in providing non-conflicted, on-the-ground leadership for foreign multinationals, Private Equity firms, and law firms navigating Italy's complex regulatory, labor, and tax environment. Expertise centers on two pillars:

- **M&A Transaction Leadership (Sell-Side)**: Represent ownership in divestitures; orchestrate strategic value creation, manage end-to-end negotiations, virtual data rooms, and due diligence to maximize valuation.

- **Corporate Restructuring & Exit Management (Interim CRO)**: Lead strategic wind-downs and subsidiary closures for US/Northern European groups; ensure compliance with Italian labor (Law 223/1991), tax (Art. 166 TUIR), transfer pricing, and environmental standards while maximizing asset recovery and protecting parent 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 decommissioning & asset optimization:** site remediation, environmental compliance, MPEEM/asset valuation, disposal & recovery maximization

- **Fiscal & regulatory risk mitigation**: Art. 166 exit tax (TUIR), OECD/US transfer pricing, cross-border financing, Italian administrative & tax complexities

- **Multi-jurisdictional coordination**: neutral intermediary role for foreign HQ across legal, tax, labor, and operational streams

SELECTED MANDATES

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

- **Schumacher Corporation (2022–2025)**: 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 SpA (2021–2022):** Served as M&A Transaction Lead for the successful year-long divestiture to SIOEN Industries (Belgium); securing a premium exit, engineered the investment thesis, led day-to-day negotiations, and orchestrated full-scale due diligence.

- **ALLOS Srl (2019**): 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 US 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, and Columbia Sportswear.

Early Career

- **KPMG Peat Marwick** (1997–2000): Senior Manager; Founded and led Treviso Tax Practice.

- **Andersen Legal** (1991–1997): Manager, International Tax.

EDUCATION & QUALIFICATIONS

- Chartered Accountant (Dottore Commercialista) & CPA (Italy, licensed 1988)

- MBA Candidate, 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

- **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 interim mandates via international/Italian temporary management agencies. Open to tailored consultations on Italian subsidiary exits or restructurings.