

Born May 11<sup>th</sup> 1963 in Pittsburgh (U.S.A.), subsequently living in the U.K., Belgium, Switzerland and Italy. Italian citizenship; Married, two daughters; Bilingual Italian and English, fluent in French and German. Degree (M.A.) in economics at the L. Bocconi University in Milan and S.E.P. at the London Business School. Telephone: +39.335.1977677; e-mail: djwitaly@gmail.com

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- ✓ Over 14 years' experience as Chief Executive Officer of major Corporations
- ✓ International mindset and experience
- ✓ Leadership of complex organizations and major international M&A transactions
- ✓ Proven track record and success in key turnarounds and transformation initiatives
  
- ✓ Strong leadership and communication skills and ability to motivate and inspire people
- ✓ Comfortable working across cultures and with a variety of Business Partners, International Corporations and Institutions
- ✓ Ability to couple long term vision with day to day operations
- ✓ Team player and talent developer

Presently:

Company	Sector	Role	From
Keiken Partners	Management Consultancy	Founding Partner	2019
Università Torino	Business Management Department	Professor of Management Practices	2015
Ruspa S.p.A.	Manufacturing Company	Board Member	2018
Bolaffi S.p.A.	Auction House Collectors' Items	Board Member	2013
The Wine Place Ltd.	Wine & Dine Retailer – London	Founding Shareholder	2010
Certosa 1515 Onlus	Charitable Institution - Avigliana	Deputy Chairman	2012

From June 2019 to date: Founding partner – Keiken Partners S.r.l. - Turin

*Advisory and Management Consultancy firm. Business development and turnaround plans, M&A and structured finance, Organizational reviews, International developments, Interim management.*

From January 2018 to June 2019: Joint Chief Executive Officer – Ruspa S.p.A. - Turin

*Following an advisory activity, joined forces with Family CEO to lead a transformation process aimed at achieving sustainability and positive growth. Company operating in a highly competitive industrial sector (seats, components and accessories for commercial vehicles and mass transportation systems).*

*The company progressed from a loss of over € 730k in 2017 to a 2018 year-end € 100k profitable position despite an inventory write off of over € 400k, with an Ebitda of 8% and a turnover increase of 11% over previous year. First quarter 2019 has posted continued growth vs. previous year and increase in profitability with inventory reduction and further improvement in net financial position.*

From December 2016 to December 2017: Partner - 3H Partners - Turin, Rome, London, Paris

*Management consulting assignments in several companies in the manufacturing and retail spaces. Acting as Temporary Manager (CEO level) focusing on transformation and growth initiatives. Among key assignments: Scarpe e Scarpe S.p.A. (major shoe retailer), Kinvest (investment company) and Ruspa S.p.A.*

From August 2013 to September 2016: Chief Executive Officer – Miroglio Group S.p.A.

*First external non-family CEO of the Miroglio Group (Textile and Fashion Apparel). Entrusted to restructure the Group that had ended 2013 posting net losses of over €100 million following three years of negative results and a cash absorbing business model. The Group closed 2015 with an improvement of over € 90 million in net result vs. 2013, with a stable turnover of around €700 million and with a 30% improvement of the Net Financial Position, leading to a year-end cash positive position of €209 million. The Textile Division was able to achieve its first positive bottom-line result in over a decade. The Fashion business saw all brands*

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dramatically improving their results. A new Division (Supply Chain Management) been created combining capabilities and resources of the two Divisions (Textile & Fashion). A technology startup was developed with a leading technology incubator (H-Farm) providing tailor made products via a digital platform.

From February 2013 to July 2013: Chief Executive Officer SAGAT S.p.A. (Turin Airport)

From January to May 2012: Senior Advisor of the Italian Minister of Regional Affairs, Tourism and Sport  
Support on the redesign of the Italian tourism organization.

From Jan. 2006 to Jan. 2012: Chairman and Chief Executive Officer - ALPITOUR Group

The leading Italian tourism Group and among Europe's top ten tour operators.

Key Businesses: Tour Operating, Hotels, Airline, Incoming and Travel Agencies

The Alpitour Group closed 2005 amid heavy losses, unsatisfactory profitability and excess debt. In 2011, the Group had strengthened its leadership position thanks to an effective reversal of the company's business model from cash absorbing to cash generating, accompanied by continued investments in key business areas and by rigorous cost control. This led to a more than doubled profitability, a dramatic improvement of the return on invested capital (from negative to 19%) and of the net financial position (+ 200 million), and restored dividends' flow to shareholders.

During the six-year period the Company moved from a federation of independent divisions to a fully integrated Group, resulting in a greatly improved team spirit and company culture. This fostered the introduction of new products, services and distribution channels, allowing the Company to counter the market's strong contraction with a turnover and market share gain and a broadening of its relevant market.

- World Travel Market Global Award as Head of the Alpitour Group – London 2007
- Best Italian Tour Operator: Alpitour (2006) and Francorosso (2008) by Condé Nast Traveller
- Best hotel in Rome award to Hotel Donna Camilla Savelli by Trivago / Trip Advisor – 2009 and 2011

Chairman of Federturismo Confindustria 2007 - 2011 Italian association of entrepreneurs - tourism sector - Representing the industry and interacting with all key institutional stakeholders (Government, EU Commission, Unions, Banks and International Partners).

From June 2002 to Dec. 2005: General Manager / Chief Executive Officer - IFIL S.p.A. (presently Exor)

From May 2000 to May 2002: Head of Corporate Development – IFIL S.p.A. (presently Exor)


In this time frame, orchestrated and implemented the restructuring and relaunch of the IFIL Group and of its portfolio investments, among which the start of the FIAT turnaround, the sale of La Rinascente Group and of the tourism portfolio, as well as the restoration of a positive solid economic and financial status of IFIL Group. Board member in portfolio Group Companies (FIAT, Worms, La Rinascente, Juventus, Club Med, etc.)

From 1988 to 2000: CIBA-GEIGY (subsequently CIBA, NOVARTIS, CIBA SC – SWITZERLAND)

In 1999 became Chief Operating Officer of the Water Treatments Division of CIBA SC AG, contributing to a profound financial and operational turnaround. In 1998 was a key member of the Team that set up Ciba SC AG, listed on the Zurich and New York stock exchanges, as a spin-off of Novartis. Head of M&A in Ciba SC.

Between 1996 and 1997 was member of the Team that conducted the merger between CIBA AG and Sandoz AG, leading to the creation of Novartis AG. From 1992 to 1996, in CIBA AG Basel (CH), was Head of Finance and Control at Headquarters for key European countries and later of the Ciba Vision Group leading several M&A activities internationally. Ciba-Geigy Italy from 1988 to 1991, Finance and Control department.

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