

## Alessandro Potestà

Viale dei Ciliegi 17, 10024 Moncalieri (TO), Italy  
+ 39 335 7150241 (personal) +39 392 9814181 (office)

[Potesta.alessandro@gmail.com](mailto:Potesta.alessandro@gmail.com) (personal); [a.potesta@quaestiocapital.com](mailto:a.potesta@quaestiocapital.com) (office)

### PROFESSIONAL EXPERIENCE

#### from 2015 **QUAESTIO Capital Management SGR S.p.A. Single-member Company**

Senior Portfolio Manager of the alternative investment fund "Quaestio Italian Growth". "Italian Growth Fund" started with Euro 100m as the first PIPE fund, dedicated to small and medium-sized Italian listed companies. With a current NAV of approx. Euro 160m, since mid-2015, 8 transactions concluded to become anchor investor of 7 listed companies and 1 in the process of being listed. Member of the Boards of Bomi, Sabaf, Tecnoinvestimenti and SIL Industrie Saleri SpA (unlisted).

2016-17, Senior Portfolio Manager of the ATLANTE equity investment transactions fund, actively participating in negotiations with legal and financial counterparties and presenting guidelines to the Board of Directors of Quaestio SGR and to the Atlante Fund Investor Committee.

#### from 2011 **Quid Capital and Senior Advisor at DVR Capital**

In October 2011, founded his own direct investment and strategic consulting company Quid Capital, with which he acquired a mandate for the sale of the Alpitour investment by EXOR group. Transaction completed in April 2012 with Euro 225m sale of the participation to a private equity consortium and private investors. Now director of Alpitour S.p.A.

From 2012 to 2014, Senior Advisor at DVR Capital in Milan, an M&A boutique with an international presence (Paris, New York). With DVR Capital, participated in several M&A mandates concerning strategic consulting (research for development partners, corporate restructuring and reorganization).

From 2014 to the end of 2015, Investment Manager of an Italian Private Equity Fund of Funds managed by a Milanese Asset Management Company (SGR) with a liquidation perspective previously agreed with investors.

#### from 2002 **IFIL S.p.A. and then EXOR S.p.A. – Investment Director / Corporate Development.**

Direct reporting to the CEO. Dedicated to analysis and assessment of new investment initiatives and disinvestment opportunities, constantly focused on the preparation of strategic scenarios in the development of IFIL Group (now EXOR) and of companies making up its investment portfolio.

From 2002, among the main transactions for which he had direct responsibility:

- Takeover and de-listing of Rinascente (2002-03): as part of the project, responsible for relations with the partner Auchan for the determination of the offer price and financial and corporate structure of the bidder Eurofind SA.  
Coordinator for IFIL of the voluntary tender process and subsequent residual purchase offer concluded with de-listing of the company. Transaction value Euro 732m;
- Sale of a stake in Sifalberghi to Accor Group (2003): Transaction value Euro 32m;
- Resolution of the TUI - Alpitour partnership and repurchase on behalf of Alpitour of 50% of NEOS (2003): Team leader in the negotiation leading to early termination of the contract tying TUI to Alpitour Group (10% stake). Simultaneous negotiation to force exit of TUI from the airline NEOS (50% participation). Transaction value Euro 42.5m;
- Restructuring of IFI-IFIL Group, and IFI-IFIL successive capital increases in Fiat (2003): Structuring of a reserved capital increase via transfer of IFI equity investments to IFIL. The restructuring of IFI-IFIL Group (transaction value Euro 1.052m) resulted in the concentration in IFIL of all the Group's significant equity investments, promoting a simultaneous significant strengthening of equity. Following the transaction, IFIL became the only investment company of the Group headed by Giovanni Agnelli S.p.A. In the same year, he worked on the restructuring plan of Fiat Group for shareholder IFIL's successive capital increases in the Group in June-July 2003 (IFIL investment in Fiat Euro 544m);
- Sale of the Alimentare Rinascente division (2004) to Auchan Group: Responsible for the analysis and strategic definition of the investment in Rinascente Group within the IFIL portfolio, leading to the decision to divest food and DIY activities to the partner Auchan. IFIL team leader for negotiation with Auchan of financial and contractual aspects. Transaction value for IFIL Euro 1,063m;
- Sale, via competitive auction, of the non-food sector of Rinascente Group (2004-05): Strategic redefinition of agreements with partner Auchan and responsible for the preparation of the sale of non-

food divisions (Rinascente and Upim) via competitive auction. Responsible for IFIL of organizational, assessment, financial and contractual aspects. Transaction value (equity value) Euro 888m, of which Euro 530m for IFIL;

- Alpitour restructuring plan definition (2004-05): Monitoring and analysis of Alpitour Group performance and the recovery plan then implemented by the new management team. Organization of the internal Vendor Due Diligence to gain full transparency on organizational, corporate and audit issues. Preparation, also through the use of an external consultant, of a strategic and operational recovery plan, concluded with a complete change of top management at the end of 2005;
- Sequana distribution of SGS shares (2006): Design and analysis of the project to distribute SGS shares to Sequana shareholders. Transaction value for IFIL approx. Euro 800m;
- Gruppo Banca Leonardo (2006): Internal Manager of the investment contract negotiation and partnership in bank group Gruppo Banca Leonardo. Transaction value Euro 82m;
- Cushman & Wakefield (2006-07): Originator and Project Manager for the acquisition of Cushman & Wakefield Group for IFIL Group. Seconded to NYC for 3 months and team leader in the project for the acquisition of 72% of C&W Group. Responsible for IFIL of financial and legal negotiations for the acquisition and partnership contracts with minority shareholders/management. Transaction value Euro 474m (USD 625m).
- Vision Investment Management (2007-08): Originator and Project Manager for the acquisition of a minority stake in Vision Investment Management (Hong Kong). Transaction value Euro 58m (USD 90m);
- Recovery restructuring of Cushman & Wakefield Group (2008-10): Participation in the analysis of the impacts of the crisis on C&W and of different restructuring alternatives aimed at improving operational efficiency to guarantee recovery and development. At Finance and Remuneration committees and then B of D level, definition of cost-cutting (2008-09) and subsequent recovery (2010) plans. Renegotiation of top management contracts and definition of low performer removal measures. Definition of the CEO's contractual exit. Participation in the new management selection process and definition of the new organizational structure, 3-5 year profitability goals and strategic development opportunities;
- BTG Pactual (2010): Assessment of the opportunity to take a minority share in the capital increase of the Brazilian bank group BTG Pactual. Financial analysis of the opportunity and legal documentation. Investment value USD 25m;
- Zynga (2010): Assessment of the opportunity to participate in a secondary offer organized by Zynga for its employees. Financial analysis and structuring with a dedicated American investment vehicle. Investment value USD 15m;
- Listed investments (2010): At the beginning of 2010, start of a methodological analysis programme to define listed company investment criteria for the long-term investor EXOR. Definition and determination of main quantitative and qualitative criteria for the sector and listed companies analysis.

In addition to the above transactions, as Investment MD, responsible for monitoring the investee companies SGS, C&W, Gruppo Banca Leonardo, Alpitour, Sequana, Almacantar and Vision. From 2002 to 2005, working out of IFIL's Italian and Luxembourg offices, responsible for the assessment of investment opportunities presented by the IFIL USA and IFIL ASIA teams.

From 2009 to June 2011, member of the Investment Committee of the JRE partnership between Jardines Group - Rothschild and EXOR, dedicated to Asian investments (India and China).

Dealt with the majority of relations between IFIL (now EXOR) and the top management of unlisted subsidiaries, in terms of selection, remuneration, incentives and possible removal.

Prepared or examined the majority of investment dossiers since 2002 for IFIL Group (now EXOR), ranging from insurance to wealth and asset management, banking, consumer, industrial specialty, nautical, logistics and industrial services sectors.

Director of Almacantar S.A. (until September 2011), Alpitour S.p.A., Cushman & Wakefield Group Inc (until February 2011), IFIL Investissement SA (until September 2011), La Rinascente (until March 2005), Sequana S.A. (until May 2012).

#### **from 1998 IFIL S.p.A. – Corporate Development Analyst**

Analyzed several proposals for extraordinary transactions involving the group's structure, carrying out constant monitoring of the group's portfolio structure, assessing divestment opportunities in sectors no longer strategic.

Responsible for investor relations (until 2005), directly managing contact with Italian and foreign analysts and investors and organizing meetings both nationally and in the context of major European and American financial markets.

**from 1995/98 CSFB (ex BZW) Italian Equities Division**

Member of the Italian Equity Team (3 analysts and 1 sales specialist, generating commissions amounting to more than GBP 4m in 1997).

- Lead Analyst of listed Italian companies in food, distribution, restaurant and catering, financial holding and airport sectors.
- Back-up for the Telecommunications Team in London (BZW was the global coordinator of the privatization of Stet).
- Maintained regular contact and direct responsibilities for several major institutional investors (US and UK) in relation to the client matrix - listed company created by the Italian team.
- Carried out constant empirical creation and implementation of new business assessment models. Member of the first BZW team to introduce the EVA<sup>tm</sup> (Economic Value Added) assessment methodology.

**from 1994/95 Chief Equity Analyst**

**Actinvest Group Ltd.**, London, UK

- Supervision and training of a team of about ten analysts.
- Improved and created new quantitative business assessment models subsequently used in Actinvest.
- Performed asset allocation activities for the equity portfolios of several Italian institutional investors.
- Lead Analyst for listed Italian and international companies in financial holding, food, distribution and catering sectors.
- Development and introduction of the Actinvest product on the Bloomberg network.
- Regular presentations to institutional investors (Italy and UK).
- Support for various M&A projects.

**1992**

**Ceris-CNR**

- Participated in the coordination of the research activities of several undergraduates, and contributed to the publication of articles on topics covered in his degree thesis.

**STUDIES**

**1992**

- **Degree in Economics and Commerce** from the University of Turin

Grade: 110 "cum laude" (equivalent first with honours)

Thesis: "Agreements and acquisitions in the machine tool and robotics sector"

Supervisor: Prof. G. M. Alzona

Co-supervisor: Prof. G. M. Gros Pietro.

- **Publications:**

"A qualitative approach to the phenomenon of agreements in the robotics sector" by A. Potestà and G. Vitali in "Structure and strategy of the Italian robotics industry" by S. Rolfo, publisher F. Angeli, Milan, 1994.

**Languages**

**Italian** (mother tongue), **French** (second mother tongue), **English** (professional proficiency) and **German** (scholastic level)