

ROBERTO FRANCESCO QUAGLIUOLO

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Born in Milan – 2nd December 1980 – Married – Three sons

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WORK EXPERIENCE

TIKEHAU CAPITAL, Milano, Italy

July 2018 – Today

Executive Director, Head of Private Equity Italy

Main Activities:

- Development of the Italian private equity team and of the European private equity strategy
- Origination and execution of private equity deals in the Italian market with focus on growth equity deals on mid-market companies
- Member of portfolio companies boards and executive committees, actively involved in the business transformation to generate shareholders' value

Main Deals:

DoveVivo (July 2019) – www.dovevivo.it

- Leading co-living player in Europe fast growing organically and through acquisitions (€40m revenues)
- Originated and executed a growth equity deal resulting in a qualified minority in the company
- Appointed as board member

Assiteca (November 2019) – www.assiteca.it

- Largest Italian insurance broker listed on the AIM (€75m revenues)
- Originated and executed a growth equity deal to support the growth of the company through acquisitions
- Appointed as board member and member of the Executive Committee

Euro Group (September 2020) – www.euro-group.it

- Global manufacturer of key metal components for electric engines (€400m revenues)
- Originated and executed a structured equity deal to support the investment required to increase production capacity
- Appointed as board member and member of the Executive Committee

OAKTREE CAPITAL MANAGEMENT, Milano, Italy

September 2007 – June 2018

European Principal Team, Senior Vice President

Main Activities:

- Origination of majority private equity deals and of complex financing deals in the Italian market
- Preparation of investment memorandum and presentation of investment opportunities to the Investment Committee
- Transactions structuring, execution and negotiation with the support of primary advisors
- Portfolio companies monitoring and direct involvement in extraordinary activities (add-ons, disposals, refinancing, IPOs)

Main Deals:

Finaria (September 2017 – September 2019)

- Originated and executed a complex financing deal on a diversified holding company secured by two luxury hotels in Taormina within an out-of-court restructuring procedure
- Managed the due diligence and the negotiation of the credit agreement with the borrower

Banca Progetto (December 2015) – www.bancaprogetto.it

- Acquisition of Banca Popolare Lecchese (now Banca Progetto) from Banca Etruria
- Managed the due diligence, the negotiation with the seller and the Bank of Italy authorization process
- Appointed as Deputy Chairman of the bank
- Involved in the bank operations and turnaround (defined new business plan, hired new management team, negotiated with strategic suppliers)

Real Care (October 2015) – www.real-care.it

- Set up the first senior living platform in the Italian market in partnership with the selected senior management team
- Acquired the first building in Milan from the Bocconi University in March 2016
- Supported the management team in the development of the acquired site and in the assessment of new sites

FIAMM Componenti Accessori (February 2014 – February 2016) – www.fiammcomponents.com

- Executed a complex financing deal with FIAMM Group, through the spinoff of their Horns&Antennas business unit (now FIAMM Componenti Accessori)
- Managed the due diligence and the negotiation of the credit agreement with the borrower
- Monitored the company monthly performance as board observer until repayment after two years

Stock Spirits Group (June 2008 – April 2014) – www.stockspirits.com

- Leading spirits business in Central and Eastern Europe set up by Oaktree through the merger of Polmos Lublin (Poland) and Stock (Italy)
- Supported the management team in several add-on acquisitions, in the refinancing and in the IPO on the London Stock Exchange
- Monitored the group yearly performance as board observer until IPO

Cantiere del Pardo (December 2010 – October 2013) – www.cantierepardito.it

- Acquisition of Cantiere del Pardo through a *concordato preventivo* in agreement with the existing lenders and management team
- Supported Bavaria Group (an Oaktree portfolio company) in the definition the Cantiere del Pardo strategy and in the integration within the group

Conbipel (December 2007) – www.conbipel.com

- Acquired by Oaktree from the founder via a capital increase and subsequently restructured through an out-of-court procedure
- Involved in the due diligence and in the preparation of the Investment Committee materials
- Supported the new management team in the definition of the new strategy and in the transition from a family-owned business to a proper private equity portfolio company

OAKTREE CAPITAL MANAGEMENT, London, UK

September 2009 – September 2010

European Principal Team, Associate (Secondment)

Main Activities:

- Distressed-debt-for-control investments evaluation and execution in Europe
- Project management of specific assignments related to several portfolio companies

Main Deals:

- **Ferretti Group (July 2010 – December 2011) – www.ferretti-yachts.com**
 - Gradual purchase of the Ferretti Group senior debt in the secondary market to become the largest creditor and lead the group restructuring
 - Preparation of detailed financial model and memorandum for the Investment Committee
 - Sold senior debt position to Shandong Heavy Industry Group (a Chinese conglomerate), after Oaktree proposed restructuring was not accepted by the group board of directors

LAZARD & Co., Milano, Italy

June 2005 – August 2007

M&A Team, Analyst

Main Activities:

- Companies' analysis and valuation through the development of articulated financial models
- Preparation of information memorandum in the context of sell-side advisory mandate and of marketing presentations in the context of buy-side potential mandated
- Project management activities in the context of competitive auction processes

Main deals:

- **Haldor Topsoe (June 2007) – www.topsoe.com**
 - Advised Saipem in the sale of its 50% in Haldor Topsoe to Mr. Topsoe through an auction process
 - Prepared financial model and information memorandum
 - Managed the auction process activities
- **Farmafactoring (December 2006) – www.bancafarmafactoring.it**
 - Advised Confarma in the sale of Farmafactoring (now Banca Farmafactoring) to Apax through an auction process
 - Prepared financial model and information memorandum
 - Supported Farmafactoring management team in the preparation of the data room and of the management presentation

LAZARD FRÈRES & Co., New York, USA

August – November 2004

Alternative Investments Group, Intern

Main Activities:

- Supported the Lazard Technology Partners principals in their analysis of new and existing investments
- Drafted case studies on the Lazard Technology Partners portfolio companies

ENERGY AUSTRALIA, Sydney, Australia

November 2003 – January 2004

Promoter

Main Activities:

- "Door-to-door" sale of electricity supply contracts to business clients in the low-consumption range (e.g. shops or offices)

EDUCATION

POLITECNICO DI MILANO, Milano, Italy

September 1999 – April 2005

- MSc in Management and Production Engineering

Relevant Courses: *Business Economics and Organization, Decision Support Models, Business Management, Industrial Economics, Corporate Finance, Industrial Marketing, Economics in Technical Change, Financial Systems Analysis*

Thesis: *The strategic importance of private equity funds in the Italian economy – Guala Closures case study*

UNIVERSITY OF WOLLONGONG, Wollongong, Australia

July – November 2003

- Erasmus program

Courses attended: *Management of Change, Innovation and E-Commerce*

LICEO SCIENTIFICO “Leonardo da Vinci”, Milano, Italia

September 1994 – July 1999

- Qualification: *Maturita' Scientifica* (High school diploma)