

C.V. GIANFRANCO RITUCCI

Born in Milan on 7/15/1956, married, 2 sons.

Resident in Gallarate, via Monte Nevoso, 15 tel +39 0331 772297 +39 335 257896

Degree in Mechanical engineering at the Politecnico di Milano (July 1980) with maximum votes.

Degree in business administration (Corso biennale serale) at SDA Bocconi (1982 - 1984).

Languages: English (fluent), French, Spanish

In the last 30 years, I experienced **personal entrepreneurial activities** and **management skills** mainly in multinational groups

Entrepreneurial activities

- **Altair facilities management** spa. Co-founder in 1999. The company grew both via organic and via acquisitions in the facilities management sector. Sold to Pirelli real estate in 2002.
- **Residential real estate.** I completed 5 deals (acquisition of old buildings, demolition and rebuilding) for a total of 100 apartments, most of them sold.
- **Comdata** spa Acquisition of minority in 2000, when the company revenues were 6 MI €; member of the Board until March 2016. Comdata operates in document & business process management, and grew up to 300 MI € revenues and 16.000 direct employees in Italy, Argentina, Turkey, Romania. Sold to Carlyle in March 2016. www.comdata.it

Recent investments in start ups

- **Inventia srl**, innovative start-up in ICT. Investment in January 2015 during round A. Inventia was appointed cool vendor 2015 by Gartner group; it was awarded public financing including Frim, Smart & Start, Horizon SME instruments phase 1. www.inventia.biz
- **Argumented commerce srl**, innovative start up in ICT. In March 2016, I subscribed a reserved capital increase. Argumented commerce owns an e-commerce platform with a patented research system: it operates directly in production and sale of fencing equipment and wear. www.schermaontc.com
- **Stille srl** innovative start up in the Air Conditioning sector. In May 2016, I subscribed a reserved capital increase. Stille patented an innovative way to heat, ventilate and dehumidify residential buildings. www.stillegroup.com
- **Warehouse in a Box (WIB) srl** innovative start-up in hybrid commerce. In July 2016, I subscribed a capital increase. WIB patented an innovative vending machine interfaced with an e-commerce platform. Proposal is focused to large multinational retail distributors; target is to combine traditional and e-commerce with innovative pick systems. www.wibmachines.com
- **ChinawayItaly srl**, start-up in international culture and trading. In July 2016, I subscribed a seed capital increase. China way Italy is focused on facilitating cultural and commercial relationships between China and Italy. The portal Italy Nihao has a banner in the China news web site that has 80 ml visitors per day. www.italynihao.com
- **Pro drone** innovative start up in the Energy services. In July 2016, I subscribed convertible notes supported by Betwixt venture. Pro-drone patented an innovative way to inspect wind turbines www.pro-drone.eu
- **Redangels s.a.**, investment company financed by a selected group of European business angels, with initial focus on companies in the seed stage in Portugal. In November 2016 I joined as partner and member of Investment committee. Six high potential investments already executed.

In addition to direct investments, I am a **Mentor in Polihub**, the incubator of Politecnico di Milano.

Management experience

Europa plus sa Luxembourg – (2010-2016) President

The company is the General Partner of a real estate fund with 1 Bl€ assets.

Gala spa – Facility management and energy efficiency (2015)

The company was interested in a diversification in these sectors through an acquisition.

Prelios Integra Spa (2013 -2014) – President

Leading company in property and project management

Consultant (2011 – 2012)

I followed up investments in photovoltaic plants for Pirelli ambiente and the development plan in Italy for Energeia Asset Management, Oslo. Consultant of A123 – lithium ion batteries manufacturer.

Pirelli Ambiente (2010)

In 2010 I participated to the incorporation of a new SGR (P A SGR) and of a new Real estate compartment fund, focused on photovoltaic plants investments.

Solar Utility Pirelli ambiente – Managing Director (2007 - 2009)

The company invested in photovoltaic plants, starting from the authorization phase; portfolio was transferred into a JV with a partner.

Pirelli RE facility management – Marketing Director, Director of Energy, project financing, development (2002 – 2006)

The company reached the leadership on the Italian private market of real estate integrated management. It invested in cogeneration heat and power plants. It won a public tender in project financing for the new hospital of Como. Acquired Ingest (Fiat Group), leading company in FM.

Altair facilities management S.p.A. – Managing Director (1999- 2002)

I started up the company (integrated facilities management) as manager and shareholder. In 2002 we sold the company to Pirelli RE and I remained as manager.

Consultant in Real estate (1997 -1999)

I provided consultancy services focused on integrated management of large real estate portfolios: Italian railways (Grandi Stazioni, Metropolis, Italferr), Telecom Italia, Università Cattolica.

Johnson Controls Facilities Management S.p.A. – Managing Director (1995 -1997)

I moved the company from 17 Bl lire revenues in 1995 to 130 Bl Lire in 1997, reaching the leadership in the real estate integrated management (property management, project management, maintenance, security).

Major clients: IBM SEMEA (Italy, Greece, Israel, Portugal, Turkey), Pharmacia & Upjohn, ENI.

MEDSYSTEM S.p.A. Techint Group (Consulting and Engineering) General Manager and Managing Director. (1989 -1994)

The company developed more than 100 studies and projects in healthcare building.

Initial experiences

1987 - 1988 **CENTRO DIAGNOSTICO ITALIANO S.p.A.** (Private healthcare)
Business development Manager. Dirigente from 7/1/1987

1985 - 1986 **RECORDATI S.p.A.** (Chemical Pharmaceutical)
Strategic planning and acquisition Manager. Investment Control.

1981 - 1984 **SAINT GOBAIN - Fabbrica Pisana** (Glass industry)
Assistant Director Logistic and Planning (1984)
Software development Manager (1981-83)

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