

Luigi Maniglio
Via al Roccolo di Breganzona 2
6932 Lugano
Svizzera
Mobile (CH) +41-79-8192867
Mobile (Ita) +39-334-1151344
e-mail: luigi@maniglio.net

Personal information

Born in Rome, on January 22, 1962

Married, 3 children

* * * * *

Professional experience

2019 – today **Futuro all’Impresa – FAI (Italy and Switzerland)**

Position: Senior Partner.

Industry: *Management Consulting, Restructuring and M&A Advisory*

Main achievements: between May and December 2019 successfully designed and implemented the turnaround process of a Swiss middle sized (Swiss Francs 200 million) family owned company active in the automation equipment sector (see below).

Subsequently created within FAI and currently heads the “FAI Restructuring Team”, specialised in advising, managing and investing in companies in turnaround situations. Within this new department of FAI, the Fidia S.p.A. project was started in the fall of 2021.

During the same period supported the other partners at FAI in originating and executing other three projects, mainly M&A transactions.

2021 – today **Fidia S.p.A. (Italy)**

Position: Vice Chairman of the board of directors

Role: to support the management of Fidia in the bridge period between the admission to the “composition of creditors procedure” (Nov. 2021) and the expected homologation of the same procedure (expected Jul. 2021)

2019 – 2020 **Ferag AG (Switzerland)**

Positions: (1) Turnaround consultant (mandated by FAI) - Apr.2019 – Sep. 2019

(2) Executive member of the board - Oct. 2019 – Oct. 2020

(3) CEO – Jan. 2020 – Oct. 2020

Main achievements: studied, planned and executed the turnaround of the company, bringing it in 8 months from deep losses to breakeven.

Investors: Swiss family owned company.

Size of business: around CHF 200 million, headquarter and main factory in Switzerland, 18 sales and service subsidiaries worldwide.

2011 – 2019 **Fair Friend Group – FFG (Germany and Italy)**

Position: Member of the Executive Management Board of the Holding and of the main operative entities, several Executive and Non-Executive positions held (Chairman,

CEO, COO, CFO) in the various Legal Entities of the Group, inside and outside Europe.

Investors: *Taiwanese (Fair Friend Group)*

Industry: *production of machine tools.*

Brands: Boehringer, Hessapp, MAG, Modul, Pfiffner, Witzig&Frank, Jobs, Rambaudi, Sachman, Sigma, Tacchella, Morara, Meccanodora, Imas.

Size of business: 2017 Sales Euro 700 million, 2.300 employees, 17 production locations worldwide (6 in Germany, 4 in Italy, 2 in Switzerland, 1 in Hungary, 2 in the United States, 1 in India and 1 in China)

Main achievements:

- Between 2012 and 2017, personally originated (partially), fully negotiated and executed, on behalf of the Taiwanese Fair Friend Group, the acquisition of 8 different companies (in Germany, Italy and Switzerland), leading to the integration of the above mentioned Brands, factories and organizations into the FFG Europe and Americas (the non-Asian part of FFG).
- Between 2016 and 2018, designed and implemented the integration strategy of all acquired Brands and Factories into One Organization (FFG Europe & Americas), by selling and/or restructuring redundant businesses, extracting synergies, creating common central functions and horizontal business units (particularly Global Sales, Global Service and Central Purchasing).

2007- 2011 **Russian family office.**

Position: Member of the Executive Board – CEO

Investors: *Russian family holdings*

Industry: *production of machine tools, of processing & packaging machineries, engineering & construction*

Size of business (international only): in 2008 it reached consolidated sales of Euro 100 million, with 350 employees

Main achievements:

- Between 2007 and 2009, personally originated, negotiated and executed, on behalf of the Russian investor, the acquisition of 2 machinery companies in Italy.
- Between 2010 and 2011, due to the changed conditions of the investor, supported in dismissing the Italian operations.

2004-2007 **Sympak Group (Italy)**

Position: Chairman and CEO.

Industry: *food processing and packaging machinery.*

Main achievements:

In 2003 the assets were divested by Morningside and I lead a management buyout with the support of Italian family offices. In 2007 Sympak was then sold to financial investors.

1995-2003 **Morningside Italia (Italy)**

Position: until 1998 Investment Manager, from 1998 to 2000 Managing Director.

Industry: *family office for industrial investments.*

Morningside Italia was the Italian management company of the Hong Kong based Morningside Group, and had the mission of investing in industrial companies in Italy (alongside with other Morningside offices in United States, Switzerland and Singapore).

In the first period (1995-1998) I supported the managing director in investing in packaging machinery companies (which later flew into Sympak) and in the steel

industry. In the latter period I had first responsibility in executing and managing the investments.

In the second period (1998-2003) I lead the Milan office of Morningside, created the Sympak Group (food processing and packaging machinery) by completing a successful buy&build strategy and at the same time held the position of Chairman and CEO of Sympak.

1993-1995 **Fuchs Lubrificanti (Italy)**

Position: General Manager for Sales and Marketing.

Industry: production and marketing of lubricants.

The company was the Italian subsidiary of Fuchs Petrolub AG, the world largest independent lubricants producer, listed in Frankfurt and Zurich stock exchange markets.

In 1993 Fuchs had acquired from Handlinvest, the holding of my family (see below) the lubricants business.

1988-1993 **Handlinvest Group (Italy).**

Position: as son of the owner, between 1988 and 1992 I was Sales and Marketing manager of the lubricants division; since 1990 I also took responsibility of the blow moulding division; since 1992 I became Group Managing Director.

Industries: production of lubricants, chemicals, plastic containers.

Size of business: 1993 consolidated turnover Lira 40 billion (equiv. to approx. Euro 20 million), 120 employees.

1986-1988 **McKinsey&Co (Italy).**

Position: junior consultant

Industry: *management consulting*

* * * * *

Education

1987-1988 **INSEAD – Fontainebleau (France).**

Master in Business Administration (MBA), June 1988 Promotion.

1980-1985 **Bocconi University, Milan (Italy).**

Degree (110/110 *cum laude*) in “Discipline Economiche e Sociali” (DES).

1975-1980 **Liceo Scientifico M. Champagnat, Genoa (Italy).**

Diploma with 56/60..

* * * * *

Language skills

Italian: mother tongue

English: fluent

French: good

German: good