

## VITTORIO CROCI

### PROFESSIONAL EXPERIENCE

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2017 – today

**SWISS MERCHANT CORPORATION SA (Lugano- CH)**  
**Head of Mergers & Acquisitions**

Sept 17 – Oct 2019 **J-INVEST S.p.A. (Milan)**

J-Invest S.p.A. is an Italian leading company in Distressed Asset Investments and Management, with more than 4 billion of Non-Performing Asset under management.

**SENIOR INVESTMENT MANAGER**

- NPL and Distressed Asset Investment – acquisition of Assets for Euro 1,5 billion in 2017-2018
- Special Situation

Apr 08 – Sept 17

**BGROUP S.p.A. – Private Equity (Milan/Bologna) – SERAGNOLI GROUP**

**PRIVATE EQUITY INVESTMENT DIRECTOR**

- Private Equity deal maker - Originating and managing the entire investment process
- Sourcing, developing, negotiating, and closing new private equity opportunities in various sectors
- Analysing company's market and competitive environment as well as its commercial, industrial, financial and organizational resources, in a wide range of industrial and service sector
- Advising and guiding portfolio company's management on key policy as well as structural issues

Jun 06 - Mar 08

**ALETTI PRIVATE EQUITY SGR S.p.A. (Milan)**

**PRIVATE EQUITY SENIOR INVESTMENT MANAGER**

- Originating investment opportunities, business due diligence investigation and management search for portfolio companies; management of investment process (origination, closing, monitoring, exit)
- Negotiating with vendors, structuring acquisitions and negotiation of financial packages with lenders
- Monitoring of portfolio companies

Jan 03 -May 06

**INDUSTRIA & FINANZA PRIVATE EQUITY SGR S.p.A. (Milan)**

**PRIVATE EQUITY INVESTMENT MANAGER**

- Originating investment opportunities
- Performing financial valuation analysis using discount cash flow, trading comparable, transaction comparable, and leverage buyout methodologies
- Performing in-depth due diligence on targets
- Deal structuring; negotiation and arranging of bank financing; stipulation of contracts
- Supporting CEO and CFO of portfolio companies in strategic plans/forecast/budget
- Sourcing potential management candidates for target companies
- M&A activities for portfolio companies, evaluation of build up

Apr 99- Dec 03

**KPMG BUSINESS ADVISORY S.p.A.**

**SENIOR ADVISOR**

Co-Founder of KPMG Business Advisory local office

- M&A and Corporate Finance projects, Restructuring, Industrial plan, Business Development
- Client companies performance improvement

Sep 97- Mar 99

**ARTHUR ANDERSEN S.p.A**

**EXPERIENCED AUDITOR**

Balance sheet audit (medium/large companies, all industries); transaction advisory, financials due diligence (buy side-sell side)

Mar97- Aug 97     **PROFESSIONAL OFFICE**  
Accounting, Tax and legal advisor

Nov89 - Dec91     **ITALIAN MINISTRY OF THE INTERIOR** - Police officer

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## **EDUCATION**

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Dec 96             **University of Bologna: Graduate in Business Administration - final score 110/110**

Jan 95-Sep 95     **School of Economics and Management of Lund – Sweden.**  
Special courses: International Finance, International Marketing, Business Policy

Jul 89             **High school degree in Physics - Industrial and Technical High School**

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## **LANGUAGES**

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Italian:            Native

English:           Fluent

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## **OTHER INFORMATION**

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Private Equity personal track record: euro 300 mln under management and 16 completed deals in food, consumer, retail, oil & gas, chemical, logistic, mechanical, IT, ceramic, home and yacht automation, HVAC, footwear, automotive, cosmetics, home and personal care, infrastructure, security, rail.