

FABIO MARASI

WORK EXPERIENCE

2016 – Today: **Interpump Group S.p.A.** (company listed on the FTSE MIB segment of the Milan Stock Exchange. Turnover 2022: € 2,1 Bn. Ebitda 2022: € 492 Ml (23,7%). Market Cap: € 5 Bn. Businesses: water jetting pumps and hydraulics components).

- **President & CEO of Walvoil Group**, the largest and most successful company of the Group, with a consolidated turnover of € 400Ml;
- **Member of the Board of Directors of Interpump Group S.p.A.** since April 2020;
- **Member of the Group Executive Committee** since 2016;
- **Previous responsibilities as GS Hydro Group CEO** (Turnover: € 70 Ml, 12 international subsidiaries), **Interim CEO of Reggiana Riduttori and Transtecno** (Turnover: € 200 Ml), **Head of Hoses & Fittings Division** (Turnover: € 200 Ml);
- **Head of Merger & Acquisition**, with full responsibility for the entire process.
- **Corporate finance activities:**
 - Member of the Group Financial Committee (with the CEO and the CFO), in charge of the short term and long term financial strategy, capital allocation and budgeting for the Group;
 - Investor Relation: roadshows and meetings with the financial community in Italy and abroad.

Main achievements:

- Management of the impressive organic growth of Walvoil Group in 2021 and 2022 and implementation of a very significant investment plan in Italy and abroad;
- Post acquisition integration of White Drive Group within Interpump Group;
- GS Hydro Group turnaround executed in 24 months, with a significantly improved operational efficiency, market positioning and economic performances;
- Managed and executed the significant growth of the Hoses & Fittings division both organical and through M&A;
- Execution of a number of high profile acquisitions in Italy and abroad:
 - Inoxpa (2017 Spain - 70 Ml € turnover);
 - GS Hydro Group (2018 International - 60 Ml € turnover);
 - Hydra Dyne Tech (2019 Canada – 30 Ml € turnover);
 - Reggiana Riduttori (2019 Italy – 90 Ml € turnover);
 - Transtecno (2020 Italy – 50 Ml € turnover);
 - White Drive (2021 International – 200 Ml € turnover).

2014 – 2015: **Alto Partners SGR S.p.A.** (Private Equity).

Senior Investment Manager with direct responsibility for sourcing, negotiating and closing new deals in mid-size private companies on behalf of the funds managed (200 Ml € assets under management).

2008 – 2013: **Eukedos S.p.A.** (listed company with a turnover of € 120 Ml. Business: healthcare services)

- **Group Chief Financial Officer (CFO) and Managing Director of the parent company** since April 2009, in charge of the financial management of the group (ordinary and extraordinary);
- General management of a listed holding company with 7 associates;
- Managing Director (board member) in the most significant controlled companies with focus on finance and human resources management (compensation policies, trade unions, etc.).

Main achievements:

- More than 20 deals (divestments, joint ventures restructuring, break ups,...) directly sourced, structured and finalized that allowed a substantial reduction in the net financial position while increasing the focus of the Group on the core business;
- Operational and financial restructuring;
- Identification of the new major shareholder, negotiation and execution of the agreements, relationship with the consultants, the Milan Stock Exchange and Consob.

2005 – 2007: **Panariagroup Industrie Ceramiche S.p.A.** (company listed in the STAR segment of the Milan Stock Exchange. Turnover: € 400 Ml. Business: ceramic tiles and construction materials).

■ **Merger & Acquisition:**

- acquisition opportunities identification and analysis, Board of Director presentations, due diligences, deals negotiation and execution;
- 2 important acquisitions realized: Novagres (Portugal - 40 Ml € turnover) and Florida Tile (USA - 100 Ml € turnover).

■ **Investor Relations Manager:**

- roadshows and meetings with the financial community in Italy and abroad;
- corporate communication management and interface with investors and brokers.
- **Interim CFO** (18 months) for the US controlled company Florida Tile, board member:
- relationship with banks and audit firms in Italy and US;
- budget and reporting management.

2002 – 2004: **Interbanca Gestione Investimenti SGR S.p.A.** (Private Equity).

Investment Manager with direct responsibility for sourcing, negotiating and closing new deals in mid-size private companies (200 Ml € of assets under management).

July 2001 – December 2001: **Bank of America Equity Advisors S.r.l.** (Private Equity).

EDUCATION

- April 2001: Degree in Business Economics, Parma University, final score 110/110 cum laude.

FOREIGN LANGUAGES

- Italian: mother tongue.
- English: fluent.
- French: good knowledge.