

GAETANO CANTALUPO



Gaetano Cantalupo e' CEO di Comau China e Global Head of Customer Operation di Comau.

Gaetano entra a far parte del Gruppo FCA nel 2010 come Head of China Project e negli anni riveste diverse cariche tra cui Head of Manufacturing Engineering (Technology Center), Deputy General Manager per la JV GAC FCA e General Manager dello stabilimento Jeep di Guangzhou.

Nel 2020 passa a Comau come Amministratore Delegato China e nel 2021 amplia le sue responsabilità rivestendo l'incarico di Global Head of Customer Operation.

Nell'insieme, Gaetano vanta un'esperienza di quasi 25 anni in complesse realtà multinazionali operanti nell'Automotive Business.

In Cina, Paese in cui si trasferisce nel 2010 e in cui riveste ruoli sia in ambito commerciale che tecnico, abbraccia le crescenti opportunità del Mercato gestendo e sviluppando progetti e business altamente sfidanti.

Grazie agli anni di lavoro all'estero per complesse realtà multinazionali, Gaetano ha un'autentica passione ed esperienza di prima mano nella gestione di organizzazioni multiculturali.



About Comau

Comau, a member of Stellantis, is a worldwide leader in delivering advanced industrial automation products and systems. Its portfolio includes technology and systems for electric, hybrid and traditional vehicle manufacturing, industrial robots, collaborative and wearable robotics, autonomous logistics, dedicated machining centers and interconnected digital services and products able to transmit, elaborate and analyze machine and process data. With over 45 years of experience and a strong presence within every major industrial country, Comau is helping manufacturers of all sizes in almost any industry experience higher quality, increased productivity, faster time-to-market and lower overall costs. The company's offering also extends to project management and consultancy, as well as maintenance and training for a wide range of industrial segments. Headquartered in Turin, Italy, Comau has an international network of 7 innovation centers, 5 digital hubs, 8 manufacturing plants and employ more than 9,000 people in 14 countries. A global network of distributors and partners allows the company to respond quickly to the needs of customers, no matter where they are located throughout the world. Through the training activities organized by its Academy, Comau is also committed to developing the technical and managerial knowledge necessary for companies to face the challenges and opportunities of Industry 4.0.

Comau China is headquartered in Shanghai, China and operates 2 plants in Shanghai and Kunshan. An Innovation Center which includes advanced electrification systems, digital solutions, smart manufacturing systems, robotics and automations products within Shanghai plant. With over 900 employees in Shanghai, Kunshan, Dalian and Shenzhen, Comau China has the expertise and competencies to execute projects in automotive and general industries.

For more information

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Gaetano Mario Cantalupo

Personal information

Place of birth	Monza	Address	168 Anfu road ROOM 26A Tower 1
Date of birth	08/12/1969	City	Shanghai, China
Nationality	Italian	Zip code	200021
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		Linkedin	http://www.linkedin.com/in/gaetanocantalupo

Highly experienced executive with international and general management background in high-tech industrial companies. Has demonstrated the ability to partner and build strong relationships across cultures with senior business leaders and coordinate teams to achieve industrial and business results in complex environments. Strong attitude to innovation, high interest and experience of China and Asian market

EDUCATION

EMBA Executive Master of Business Administration 2007-2009

MIP Politecnico di Milano

Engineering profession certification
1998

Master degree in Electronics Engineering 1998
Politecnico di Milano

Additional training:
2009: Doing Business in China;
Tongji university Shanghai

Languages
Italian: native
English: fluent

■ 09/2020 ■ **Current Comau China** <http://www.comau.com/>
CEO Comau China & Global Head of Customer Operations.

Comau is a leading company in the industrial automation field, at a global level.

Main roles and responsibilities:

As Comau China CEO

- Full P&L Responsibility of Comau (Shanghai) Engineering Co. Ltd .
 - 4 major business lines: Body assembly, Powertrain assembly (traditional and NEV), Powertrain Machining, Robotic and automation products
 - About 900 HC

As Global Head of Customer Operations

- Worldwide overall accountability on operation readiness from the early stage of project acquisition to the final delivery to the customer site.

■ 06/2019 ■ 09/2020 **GAC FIAT CHRYSLER Automobiles Co., Ltd** <http://www.gacfa.com>
GAC FCA Deputy General Manager & Guangzhou Plant Manager.

GAC FIAT CHRYSLER Automobiles Co., Ltd: 50/50 Joint Venture between GAC Group and FCA Group

Main roles and responsibilities:

- In charge of the operation for the Guangzhou branch of GAC FCA JV.
 - Plant's installed capacity in 4 shops (Press, BIW, Paint and GA) 45Jph
 - 2 Jeep Models produced: Renegade and Compass (3rd position in J.D. Power for the compact SUV segment)
 - Total HC 1600+
 - Achieved WCM silver certification in August 2019

■ 08/2017 ■ 01/2020 **GAC FIAT CHRYSLER Automobiles Co., Ltd** <http://www.gacfa.com>
Head of Manufacturing Engineering (Technology Center) & FCA APAC EBIT improvement program Lead.

Main roles and responsibilities:

- In charge of new vehicle launches, new powertrain launches and new plants construction, starting from business model definition all the way to the implementation.
- Direct responsibility of company's CAPEX (budget ranging from 500 MRMB to 4 Billion RMB).
- JV's organizational restructuring.
- In charge of FCA APAC EBIT improvement turnaround program involving all the departments and the countries in the APAC region
- Digital manufacturing implementation for FCA APAC region's plants

Main achievements:

- Launch of 3 new vehicles:
 - Jeep Commander PHEV SOP (Start Of Production) May 2019
 - Jeep Grand Commander SOP April 2018
 - New Jeep Cherokee. SOP November 2018
- Launch of 2 new engines:
 - GMET4 (FCA Global Medium Engine, 4 cylinders 2.0L Turbo) SOP June 2018
 - GSET4 (FCA Global Small Engine, 4 cylinders 1.3L Turbo) SOP January 2019

■ 07/2010 ■ 08/2017 **Fiat Chrysler Automobiles** www.fcagroup.com
Head of China Project.

In charge of the industrial operations for the new projects of Fiat Chrysler Automobiles in the China market.

Accountable for the industrial negotiations and the relations between Fiat Chrysler and our local partner GAC.

- From October 2013 to March 2017 was in charge of the construction of the second FCA's Greenfield car factory in Guangzhou for the production of two new Jeep vehicles for the local market in joint venture with GAC. (*total project budget ≈ 4 Billion RMB*)
- From 2010 to 2013 I was responsible for the industrial operations in the construction of

the first FCA's greenfield car factory in Changsha in a joint venture with GAC for the production of two new FIAT models (first model Start Of Production September 2012)

- In 2011 I led the Committee between FGA / Chrysler and GAC Fiat JV, which was in charge of Fiat's imported vehicles. The committee handled all the contractual aspects between the partners, the business development and definition of processes to import and manage the operations in Italy, USA and China.
- In 2010-2011 I led the transfer project of the After Sale business and dealer network from the old local Fiat branch to our new Joint venture with GAC.

■ 01/2004 ■ 06/2010 **IML Impianti - Lomagna (LC)** www.Implgroup.it
Technical Director/Business Development and Country Manager (from 2007).

IML Impianti is a company of the IML Group with 140 employees and an annual turnover of about EUR 130 million. It develops turn-key plants for the production and conversion of electrical and thermal energy, automated mechanical parking systems and system integrators for industrial process automation.

For the Division of Mechanical Parking System (www.interpark.it), I was in charge of business development for Key customers in main international markets.

From 2007 to June 2010, as Country Manager, I led the Chinese market expansion project, achieving the opening of the Interpark local branch and the creation of a network of suppliers and customers for the production and sale of automated mechanical parking systems for the local market.

For seven years I developed the Dutch market and set up a partnership with the VDL Stokvis Parking System and led them to become market leaders in Holland.

I developed the business in the emerging markets with the creation of partnerships with local player (Main results achieved in Russia, UAE, North Europe and India).

As Technical Director I was in charge of the Product Development (mechanical, electrical and automation software) for the mechanical parking system and the automation system integration divisions.

I was responsible for the definition of the budget, the selection of suppliers, the management/coordination of project team (internal staff and outsourcing) and the relationship with the final customer.

■ 06/1998 ■ 12/2003 **IML Group (Intergen) - Lomagna (LC)**
Project manager.

I was involved in the development, for other companies of the Group, of mechanical parking system, energy production plants, and for Key Clients, in system integration projects of industrial process automation plants (yearly budget about 6 Million Euro). For these projects I worked on site in main international markets (Europe, Asia, USA).

Main projects developed:

- Logistic management system for polypropylene production plant (Natpet - Yanbu Saudi Arabia)
- Manufacturing Execution System (MES) for aluminum extrusion plant (Gei of Columbiana - Ohio USA)
- Pet food extrusion system, pneumatic transportation system and production lots data tracking (Nestle Purina - Italy).
- Automation system integration for resins production plant (BAYRAKLY - Izmir Turkey)
- Development of more than 40 automated mechanical parking systems.

Further information

I am co-author of international patents of products currently on the market.

For 1 year I cooperated with the Politecnico di Milano, Lecco Confindustria and the Chamber of Commerce of Lecco to define laboratories and investments strategy within the project "Campus 2011".

Collaboration in a PhD research project at the Politecnico di Milano. Thesis: "Evaluation of the edge quad-tree space complexity as a function of input". PhD candidate: R. Wolfler Calvo.

Publication: "Use of neural networks to estimate the number of node of an edge quad-tree - Graphics models and image processing - vol. 59 n° 2 pp. 61-72 (1997)".

Extensive knowledge of Windows and Linux operating systems, of communication protocols and of main automation development tools.

Willingness and interest in travelling and being relocated nationally and internationally.

Professional interests

General management, Business Development, R&D and Manufacturing