

Lazzari Tommaso Matteo

Huai Hai Zhong Lu 1500

Phone: +86 13023266998 E-Mail: tlazzari@seta-capital.com

BUSINESS EXPERIENCE

SETA CAPITAL Srls, Milan, Italy

Aug 2014 - Present

Cross-border M&A Advisory Firm - Managing Partner and CFO

- Advised 9 successful M&A deals across 4 countries in Europe and China for a total investment in excess of 80 Million Euros.
- Successfully won the contract for promoting Chinese investments in Italy on behalf of ICE-ITA;
- Established Seta Capital Srls in a tax efficient way, managed all financial affairs of the firm, prepared financial statements and implementing an efficient online reporting methodology; Originated and advised on 7 Asia-Europe cross border transactions with a total value of over €750 million in the machinery and manufacturing sectors;
- Conceived, coded and successfully deployed a dynamic CRM with embedded Machine Learning features to keep track of the company activities and set targets for sales force;
- Performed several financial due diligence on behalf of a buy-side client on an Italian target company, evaluating its historical financial performance, business plan and financial forecast and its corporate restructuring plan;
- Delivered services across Asia, Russia, Europe and United States;
- Negotiated debt restructuring plans with European banks and suppliers for a target company.

TMNSTAR Srl, Milan, Italy

Nov 2012 - Aug 2014

Internet of Things Service provider - Founder and CEO

- Founded the business and led the company through 3 rounds of financing raising a total of €280K from leading Italian VC funds and investors;
- Compiled financial reports including cash receipts, expenditures and profit and loss; drafted and reviewed financial statement compilations for the company;
- Divested the assets of the company.

UBER TECHNOLOGIES INC, San Francisco, USA

Jun 2012 - Oct 2012

Technology Company delivering luxury transportation services - City Launcher

- Launched Uber services in Atlanta (GA) and increased revenues by 20% per week for 4 weeks;
- Organized and trained drivers to deliver a world class service.
- Cooperated in the analysis of the most strategic pick up points for the service in San Francisco.

GENERAL ELECTRIC - OIL & GAS, Florence, Italy

Jul 2008 - May 2012

Provider of advanced products and services to the global Oil & Gas industry - Senior Project Manager

- Led projects that amounted to a total sales value of \$35M between 2008 and 2010, supervising a team of more than 20 engineers and several installation teams;
- Improved projects contribution margins by 11% on average, by negotiating project scope reductions, avoiding penalties for late deliveries and using effective transportation systems;
- Negotiated project scope variations and risk mitigation actions in contracts and services for more than \$3M, working closely with executives of major international Oil & Gas companies;
- Managed multicultural teams of up to 45 people, including sub-project and deputy project managers in Argentina, Russia, United States, Austria, Norway and Denmark.

FEDERAL-MOGUL CORPORATION, Turin, Italy

Oct 2007 - Jun 2008

Global supplier of powertrain technologies, for automotive and heavy-duty vehicles - Engineering Manager

- Provided support and technical expertise through advanced calculation reports, during the launch of two highly successful Fiat Engines: XSDE and SDE.
- Analysed and solved failures during power-train system tests of Fiat and GM.

SKF-INDUSTRIE, Turin, Italy

Jul 2003 - Sept 2007

Global supplier of solutions for automotive and mechatronic industry - Global Application Specialist

- Developed new bearing cage to improve lubrication and reduce friction in automotive and household appliances
- Developed and patented a solution for reducing operations in mounting ball bearings in household appliances
- Sold contracts for 5 new products, to some of the most important Original Equipment Manufacturers; 3 million units sold in 3 years;
- Designed a system to better predict the delivery time of prototypes. The project resulted in reduction of the average delay for prototypes of 35%;
- Nominated for the SKF Innovation award 2007;
- Compiled a numerical model to predict vibration behavior in electric motors in the SKF Research centre (US)

SKF-INDUSTRIE, Turin, Italy

Feb 2003 - Jun 2003

Car Corner Business Unit Internship - Automotive Division

- Responsible for quality inspection in the Prototype division

EDUCATION**London Business School, London, UK**

Aug 2010 - Jun 2012

- Full-time MBA degree, ranked number 1 internationally by the Financial Times (UK) and Forbes (US)
- Completed specialization in Accounting and Finance
- Six-month international exchange at Hong Kong University (Hong Kong)

Politecnico di Torino, Turin, Italy

Sept 1996 - Dec 2002

- Mechanical Engineering degree
- Awarded the Socrates scholarship by Institut Français de Mécanique Avancée - IFMA Clermont-Ferrand (France)

ADDITIONAL INFORMATION

- Inventor of 4 registered EU Patents in mechanical engineering
- Certified Ski Instructor

LANGUAGES

Fluent English, Native Italian, Fluent French, Conversational Chinese, Conversational Spanish

NATIONALITY

Italian