

# ***CURRICULUM VITAE***

## **Claudio Sforza**

- **Personal Information**: 62 years old, married with two children;
- **Qualifications**: Degree in Business and Economics – La Sapienza University, Rome, Mark: 110/110 cum laude – 1981 ; Chartered Accountant and Official Auditor; company director since 1 April 1987; excellent knowledge of English.
- **Concise professional profile**: strong basic financial skills combined with management and commercial experience, gained specifically in high-tech service companies. In addition, well-developed knowledge of the public administration and significant experience accrued in positions of responsibility, including corporate positions.
- **Chief Operating Officer - Ilva**, the position, which reports directly to the Commissioner's organisational structure, involves the management of all operating units and activities (only the communications and internal auditing departments report directly to the Commissioners). The management targets achieved have balanced current activities (with corporate management in a situation of economic and cash-flow problems linked to reduced production as a result of environmental control) with preparatory activities for transfer of the company branch to the selected bidder in the tender procedure provided for in special administration regulations for major companies. All of this within a situation regulated and contextualised by control by the Creditors' Committee, Court of Milan and Ministry of Economic Development, each in relation to its area of responsibility. Ilva's figures are significant, despite its current limited production levels: a turnover of 3 billion, 14000 direct employees and approximately 5000 workers employed in satellite activities in Taranto and a "Fondo Unitario di Giustizia" bond of 1 billion euro to be used for environmental clean-up activities. Following company leasing, he continues to hold this position within a context of management and control of the contract with the Lessee.

- **Positions held in Ilva since September 2014**
- **Director in charge of Special Administration Management and Coordination of Subsidiaries**, the position, which reports directly to the Commissioner's organisational structure, involves control of the procedure envisaged for major companies experiencing problems, both as regards relations with the Ministry of Economic Development and relevant judicial authorities (civil and criminal) and necessary formalities (drafting of assessment of liabilities, recovery plan, court applications, etc.); the position also entails involvement in organisation of the "lease/sale of company branches" which is the scenario currently envisaged to resolve corporate problems. Coordination of subsidiaries also involves disposal of the companies through sale or winding-up.
- **Central Director – Group Administration and Control and Management of Investees**, in addition to routine tasks, the position also involved both the management of Italian and international subsidiaries and, above all, support provided to the Commissioner and General Manager with regard to the company's Special Management procedure.
- **Position held from August 2014 to January 2015: Strategic Consultant of Gamenet S.p.A.**, with the goal of helping the new management establish itself, especially with regard to the company's strategic positioning.
- **Position held from January 2012 to July 2014: CEO of Gamenet S.p.A.**, a company operating in the gaming sector whose majority shareholder is the private equity fund, Trilantic Capital Partners. Some reference figures: turnover of € 500 million, 200 workers, EBDTA of €75 million (2012). The company operates indirectly through a network of providers (600) and operators (12,000) and directly through its subsidiaries (Gamenet Entertainment and Verve), mainly in the world of slot machines. The company also operates in the online gaming and betting sector through its subsidiary, Gamenet Scommesse.
- **Position held from September 2007 to December 2011: CEO of Postel S.p.A.**, a Gruppo Poste Italiane company operating in the field of communications and back office services for business and the public administration (reference

figures: turnover of € 400 million, 2000 workers, nationwide presence). Other positions:

- CEO of Postel Print S.p.A., a company dedicated to the world of captive communications and back office services for Poste Italiane,
- Chairman of Docugest S.p.A., an investee of Gruppo Cedacri,
- Company Director of Poste Tributi S.p.A., Postelink s.c.r.l. and Postemobile S.p.A.;

- **Position held from January 2003 to September 2007: Chief Financial Officer of Poste Italiane S.p.A.**, with complete responsibility as regards administration, management and finance as well as specific responsibility as regards risk management, BancoPosta finance and BancoPosta compliance. Additional responsibility as regards management of the company's real estate assets. Other positions held:

- CEO of Egi S.P.A., a company in charge of managing Poste Italiane's real estate assets,
- Sole Director of Poste Energia S.p.A., a company in charge of managing the group's energy requirements,
- CEO of Postecom S.p.A., a company focused on the Group's Internet activities
- Company Director of Poste Vita S.p.A., Postel S.p.A., SDA S.p.A. and Banco Posta Fondi SGR;

- **Positions held from October 1981 to January 2003:** main key experiences:

- **Division Head of Business Wind S.p.A. and CEO of IT Net S.p.A.** – part of Wind Group – 2001-2002 –, with overall responsibility for income statement and interfacing with businesses for telecommunications and Internet products; working activities characterised by extensive introduction into the B2B world;

- **General Manager - Netscalibur S.p.A.** – 2000 -, a company operating in the Internet world and part of a larger group operating at a European level;
- **Head of Planning and Control - Telecom Italia S.p.a.** –1994-1999 –, with increasing responsibilities, from divisional (business) level through to Corporate level;
- **Head of Planning and Control - Iritel S.p.A.** – 1992-1994- , a company originating from privatisation of the national telephone services company;
- **Head of Planning and Control - Italcable S.p.A.** –1984-1991-, a company operating in the field of international telecommunications;
- **Manager of Service providing assistance to investees of Gepi S.p.A.** – 1983-1984-, financial holding with joint investments with private individuals in the then South of Italy;
- **Administrative Manager - Pfizer S.p.A.** –1981-1982- , a multi-national pharmaceutical company.