

MARCO CANEVA

Via Santa Maria in Cristino 8 • Como, Italy • 22100

+39 344 1706033 • mcaneva@calitadvisors.com

Senior Finance Executive

Senior investment professional with 25 years of international experience in large to small organizations. Prefers a team environment in which can contribute deal management, asset value maximization and organizational development skills, including talent selection and training. Long track record of negotiating complex, cross-border deals and partnership agreements that incentivize all parties for long-term success.

BOARDS & DIRECTORSHIP

Natuzzi • 2020-Present

Lead Independent Director – Company listed on NYSE – Ticker symbol NTZ

- Appointed as lead independent director given international capital markets expertise and Company's NYSE listing. Currently also serving as chairman of Risk Committee

Racing Force Group • 2021-Present

Independent Director – Company listed on Euronext – Ticker symbol RFG.MI

Edilizia Acrobatica • 2021-Present

Independent Director – Company listed on Euronext – Ticker symbol EDAC.MI

Gruppo FOS • 2019-2025

Independent Director – Company was listed on Euronext and acquired in 2025

GPI, former Hofima Portfolio Company and holding company which controlled Pirelli • 2010-2013 Director

- Assumed activist role as member of BOD, representing multiple shareholders, after irreconcilable shareholder rift concerning use of leverage.
- Negotiated a swap of positions within holding companies for a 7% direct stake in Pirelli, generating a €150m gain on initial investment. Resigned from board upon successful execution of deal.

BaoSteel Italia, Hofima Portfolio Company • 2010-2017

Director

- Italy-based joint-venture controlled by Chinese steel giant BaoSteel. Advised company on its M&A growth strategy, leading to strategic acquisition.
- Led the negotiations for the long-term financing package in connection with company's first acquisition.

Paramed, Hofima Portfolio Company • 2010-2013

Chairman of the Board

- Led Board of Italy-based MRI manufacturer to implement cost controls and optimization of manufacturing process, resulting in bottom line improvement from a €7m loss to a €1m loss, while successfully launching revolutionary open-sky imaging device based on new superconducting technology. Orchestrated seamless transition of role to new CEO, recruited from Siemens Medical, to complete path to profitability

Aurora Imaging Technology • 2010-2012

Director

- Nominated by US-based Pharos Capital, Aurora's largest shareholder, to offer support on sell-side process and represent its interests on the board.
- Negotiated sale of Company to Chinese Sovereign Wealth Fund based in Hong Kong.

Italmatch Chemicals, Hofima Portfolio Company • 2010-2014

Director

- Advised management team on M&A rollup strategy which grew the chemical company from €85m in sales to over €250m, while expanding the production base from Italy and China to Spain, Germany and the UK.
- Negotiated refinancing package for acquisitions, including structuring capital increase allocations amongst all shareholders. Resigned upon exit from investment.

PROFESSIONAL EXPERIENCE

BrYet US • CFO • 2026-Present

- Appointed Chief Financial Officer of BrYet US, a biotech company headquartered in Houston TX, developing a novel cure for metastatic lung and liver cancer. Responsible for financial planning, control, fundraising and investor relations

Calit Advisors • Co-Founder • 2017-Present

- Leveraging on extensive international network, founded Calit Advisors, a financial advisory and investment firm based in Italy, Ireland and in California, to serve and co-invest alongside private equity, hedge funds and family offices in acquiring, restructuring, selling assets across the financial spectrum
- Client roster includes Blackstone, Bain Capital, Elliott Management, Xenon Private Equity, Searchlight Capital, DBAG, Farallon Capital Partners

Hofima SpA (Malacalza Family Office) • Chief Investment Officer • 2009-2017

- Oversaw allocation and performance of over €1.5bn in assets, including direct private equity investment, publicly traded securities, real estate, alternative assets and cash management.
- Led team and external advisors in placing a €200m investment in GPI/Camfin, the holding companies that control Pirelli, the publicly traded €6bn tire manufacturer. Negotiated swap of stakes into Pirelli shares, then tendered into takeover offer for a total €330m capital gain.
- Led equity investment in €80m Italmatch LBO alongside Mandarin Capital Partners, the first LBO for Hofima. Later designed and structured mezzanine PIK instrument with super-dilution protection, entirely held by a Hofima SPV. Exited investment in 2014 for a 2.3x cash return including PIK.
- Led due diligence and valuation process for €200m pre-IPO investment into one of Italy's largest asset management firm. Process was stopped by seller due to adverse market conditions.
- Devised spin-merger structure between one of Hofima's portfolio companies and a subsidiary of NASDAQ-listed company. Proposal led to exclusivity phase of negotiation with counterpart.

GOLDMAN SACHS • Investment Banking • 1999-2009 (selected deals)

M&A

- Member of senior team that advised Aventis on its €59bn raid defense against Sanofi-Synthelabo. Merger agreement reached after negotiating a price increase of nearly 20%, following aggressive strategy against Sanofi's patent portfolio, which established a lower valuation for Sanofi's paper.
- Advised Banca Antonveneta board on its €8bn sale to ABN-Amro and its defense from an unsolicited multi-security offer by BPL. Mandate included delivery of multiple fairness opinions.
- Led M&A team advising UniCredit and delivered fairness opinion to its Board in the takeover of HVB, the largest cross-border stock acquisition in European banking at the time.
- Led banking team in advising two Italian companies in large public US takeovers: Lottomatica acquired GTech in a \$4.7bn deal, and Finmeccanica acquired DRS in a \$5.2bn deal.

Financing

- Advised two French healthcare companies through their IPO process on the Paris stock exchange: specialty pharma Ipsen, and diagnostics leader bioMerieux.
- Executed capital increase, senior loan and perpetual hybrid for Lottomatica in conjunction with its acquisition of GTech.
- Executed bridge loan and permanent financing take-out for UK-based private equity fund in conjunction with its investment in Italian asset management platform.

Derivatives & Principal Investment

- Advisor to Goldman Sachs Infrastructure Partners on their investment, (alongside Singapore's GIC and Italy's Mediobanca) in Benetton Family vehicle controlling Atlantia, the 2nd largest tollway operator in Europe, and Gemina, the holding company for Rome's airports.
- Structured a derivative instrument for a private holding company to synthetically swap its stakes in two Italian utilities into exposure to a French and a Spanish utility.
- Increased a family position in a publicly traded consumer goods company with very limited float via a buy-below-market derivative instrument.

EDUCATION

Master of Business Administration in Strategy and Finance

The Anderson School at the University of California, Los Angeles

Dean's List every quarter

Awarded scholarship at end of first year as Top International Student

Awarded scholarship by the Italian-American Chamber of Commerce

Chemical Engineer Bachelor of Science

Università di Genova, Genova, Italy

Graduated Summa cum Laude six months ahead of Class

Thesis Dissertation on Fuel Cell Systems

Additional

Fluent in Italian and English

Conversant in French and Spanish