

## CURRICULUM VITAE

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**2023 Lecturer at John Cabot University**

**2014-today: Founder and Chairman of Montecillo Credit Analytics ltd**, , an alternative investment boutique in London & New York focused on securing growth capital for entrepreneurs, and investment opportunities for US hedge funds, mainly in distressed debt. The firm's advisory services have provided origination and due diligence support to investment funds, as well as capital-raising for entrepreneurs and family offices in Italy, Spain, Portugal and Brazil.

**2010-today founder and sole Director of Montecillo Ltd**, through which Geoff has provided consulting, coaching and interim management services to clients in Poland, Italy and Brazil. Geoff served as advisor to the Eurocash S.A CEO in support of M&A, Investor Relations and Supervisory Board activities till 2020. In Italy, as Associate Partner of Summit srl, Geoff provides business coaching to CEOs and managers of multinational firms, as well as conducting competitive strategy and business development workshops for corporate clients.

*Previous Professional Experience:*

**2005-2010: Director of Strategy, M&A and Investor Relations for Eurocash, Poland**, following its IPO on Warsaw's Stock Exchange. In this period the company, still 47% owned by management, became the second largest FMCG player and largest franchise supermarket operator in Poland with sales of 4.5 bn Euros, integrating eight acquisitions and taking the market capitalization from Eur 100 million at IPO to Eur 2 bn.

**2003-2005: Director, Groupwide Initiatives of Logoplaste Europe**, the fast-growing leader of on-site, just in time supply of Rigid Plastic Packaging services for multinational Clients (Unilever, Coca-Cola, Nestlè, Procter and Gamble, Danone) in Europe and Latin-America.

**Country Manager of Logoplaste Italia srl**, serving Unilever's European packaging needs for Home Care and Fabrics Divisions.

**Member of the Supervisory Board of Eurocash**, the largest FMCG wholesaler in Poland; was also member of Audit Committee and Remuneration Committee.

**2001-2002: Partner of Value Partners**, a leading Italian Management Consulting firm of 250 professionals whose founders left McKinsey Milan in 1992. Held overall responsibility for serving the Fiat Group and assisted in the reorganization of Fiat Auto by Business Units, assisting the CEO of Fiat Auto with launch of the initial Turnaround Plan and taskforces.

**1999-2001: Director International, Antfactory Holdings, & Chief Executive Officer, Antfactory Latin-America.** Joined the founders of this Venture Capital firm focussed on Corporate Ventures and on the globalisation of new technologies, raising US\$550m from blue-chip institutional investors including Citigroup, Allianz, J.H. Whitney and Investor. Took direct responsibility for creating and managing a worldwide network of professionals in 13 countries and for leading the initiation of Corporate Partnership investment opportunities within Latin-America. The Firm was acquired by Seymour Pierce in the second half of 2002.

**1994-1999: Global Account Manager of Monitor Company Europe,** a Strategy Consulting firm co-founded by Harvard Professor Michael Porter, supporting the turnaround effort by the President of **Nissan Europe** in Amsterdam; later focus was on Italy, Spain and Portugal, introducing new clients in Oil Refining, Postal Services, and Automotive Retail.

**1989-1994: President and CEO, Entrepuesto Comercial, Distributors in Portugal for Nissan, Subaru, Porsche.** As CEO, aged 32, of one the country's top 20 companies, undertook a five-year profit improvement program, increasing share and margins through initiatives in Marketing & Sales, logistics for vehicles and parts, and systems. Led sector discussions with Government regarding quota enlargement for Japanese imports and participated in Nissan Europe's Advertising and Dealer Development Committees.

**1990-1994: Director on the Executive Board of Entrepuesto Holdings,** a USD\$1 billion diversified group in Portugal, Spain, Brazil and Mozambique, with interests in **vehicle and machinery importers and dealerships** and in **Food Retailing** (Jumbo hypermarkets and Expresso supermarket chains). Cash flows enabled a Leveraged Management Buy-out of food retailer Pao de Açucar's Iberian operation, sold on four years later to Auchan.

**1980-1989: Management Consultant with McKinsey and Co, and youngest Partner ever elected** Worked mainly in Spain & Italy up till 1985 launch of Lisbon office. Served clients in various sectors, but built strong client relationships in Oil Refining and Natural Gas, involving

- Counselling the Secretary of state for Energy on Refinery configuration investments and carrying out the Feasibility study for introduction to Portugal of Natural Gas
- Over 30 projects for the national Oil Company from commercial strategy, re-organisation and cost cuts for each downstream business unit, to planning and rolling out investment in corporate image and revamping of gas station network, to refinery configuration investment appraisal, and use of linear programmes to support Crude Selection.

**Background:** Born in London on June 9, 1957, French mother, English father. Fluent also in Spanish, Italian and Portuguese, having lived in 12 countries owing to father's profession as British Diplomat. Married for 36 years.

**Education:** Sandroyd Preparatory School and Scholarship to **Winchester College**, England. Industrial Engineer Graduate, 1978 from the **University of Los Andes**, Colombia. Master's degree in Business Administration at **Insead**, France in 1980.